

BAFI Terms and Advice on Initiating Finance and Investment Opportunities

10/03/2021



British African Business Alliance Ltd has created an initiative called British African Funding and Investment to assist African focussed businesses, in UK and on the African Continent locate the right funding for their project, business or service.

This service is designed, firstly, to sign post our members, entrepreneurs and project owners to reliable sources of finance that are relevant to their needs; secondly, to draw together Africa Friendly Investors and Funders and present them with 'sweet spot' opportunities. *If you require consultancy advice then further fees are payable – these will be negotiated after receiving your briefing.*

BABA Business Introduction Service - Making Introductions that Count

British African Funding & Investment works to support our members by preparing them and their project ideas for finance, technical or other critical assistance required to realise their project idea. *The Project Initiation Fee for non-members is twice that for members.*

BABA and BAIF can facilitate introductions to potential partners, opportunities, deals or access in the UK and in Africa. This should be regarded as an 'eyes-wide-open' approach, even though BABA provides a certain level of due diligence through its membership and investor qualification processes.

Please Note: BABA and BAIF does not provide investment advice and requires its members and clients to seek professional advice from a suitably qualified (FCA) investment advisor prior to undertaking any commitment.

Member's Project Information – Providing a Transparent Process

To support the introduction service, a BABA Member should produce the following information:-

1. BABA KYC form*
2. BABA Project Summary form*
3. Non-Disclosure Non-Circumvention Agreement* and MOU with BABA
4. Pitch deck and an Investor Slide Deck to support the Investment Proposition
5. A 1 to 5-page summary of the Business Opportunity with concise Investment propositions
6. Current Corporate Documents and Business Performance History for 3 Years
7. The full Business Plan for the project

*Templates for these documents are available. Your information will only be shared with BAIF team under an NCNDA signed by both parties. BAIF and BABA undertake not to publish any information without the permission of the member and approval of the particular wording.

Membership, Project Initiation, Success Fees and Consulting Services

To support the introductory service, the following fee structure is negotiated and agreed in writing with the client, prior to the initial introduction being made, or consultancy work being done. Worked on a deal-by-deal basis, on initiation of the project the client will pay the relevant fee and on the agreed timelines of the deal contract, the success fee will be disbursed as part of the deal completion process.

Proposed Deal Size	Members Success Fee	Non-Members Success Fee	Min. Membership/ Initiation Fee
Up to £250,000	5.0%	7.5%	Micro Co. £ 300
£251,000 – £999,000	3.5%	5.0%	Micro Co. £ 300
£1m – £4,999,999	3.0%	5.0%	Est. Small Co £ 750
£5m - £9,999,999	2.5%	5.0%	Medium Co £2,500
£10m+	2.0%	5.0%	Est. Large Co £5,000

Consulting fees negotiated on the basis of 20% of success fee payable on engagement.

Investors and financiers wishing to access BABA's deal flow should contact info@britishafrican.org