



Overview

Founded in 2011, Bopa Moruo is a mid-market private equity firm focused on generating long-term capital appreciation by building great businesses.

- We pursue a disciplined investment approach to finding and creating value by investing in established businesses
- We invest growth capital, replacement capital and transformational capital in established industrial and services companies

Key Facts

R750m

Fund II

R300m

Fund I

>R1.1bn
investment capital

Our Philosophy



Alignment

Alignment is a cornerstone of our investment philosophy, i.e. alignment of objectives with our investors, our portfolio companies and their management teams and with our co-shareholders



Broad-Based Black Economic Empowerment

B-BBEE is a foundational principle for Bopa Moruo, and our approach, in partnership with the portfolio company management, is to develop or enhance value-adding long-term B-BBEE strategies



Management Partnering

Our approach is to partner with and facilitate management teams into meaningful equity participation in the businesses they lead, and then to work closely with them in building long-term equity value



Value Add

Bopa Moruo is a value creating partner for businesses, leveraging our relationships and network of resources and supporting and building businesses with capital and decades of experience

Strategy

Buyouts

Management Buyouts & Buy-ins



Structured Capital

Growth capital to fund organic growth



Replacement Capital & Leverage Buyouts



BEE Partnering & Financing



Industry Focus

All Sectors

Exclude Mining

Geographic Focus

South Africa



Core Team



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Fund Manager Overview

- Bopa Moruo secured total capital commitments of c.R1.1 billion for Bopa Moruo Private Equity Fund I and Bopa Moruo Private Equity Fund II
- Bopa Moruo Private Equity Fund Managers is a licensed financial services provider with the Financial Sector Conduct Authority (previously Financial Services Board), with a Category II (Discretionary FSP) licence (FAIS License No. 47309).

Current Portfolio



Waco Africa is a leading South African industrial services business with operations in the UK, Australia and New Zealand providing scaffolding equipment, industrial maintenance, hydraulics and suspended access platforms, locatable modular buildings, sanitation and hygiene solutions.

WACO operating entities:



One Digital Media (ODM) is one of the largest providers of digital signage solutions in SA providing organisations, retailers and brand owners with customised digital solutions to reach and engage consumers and employees in-store. ODM's customers include KFC/Yum Brands, Woolworths, Spar, Famous Brands, Discovery and Dischem amongst other blue chip customers.



Flexible Package Converters (FPC) is a leading independent provider of responsible flexible packaging solutions for the food, beverage, home-care and personal-care markets. FPC's customers include RCL Foods, Pioneer Foods, McCain Foods, Nestle, Illovo Sugar amongst other blue chip customers.



Cargo Compass SA is a leading independent freight forwarding company offering freight logistics, warehousing and distribution services to blue chip customers. Cargo Compass' customers include Rialto Foods, Unilever and Rhodes Food Group amongst other blue chip customers.



Current Portfolio



DSD is a leading independent manufacturer of casino furniture for the gaming industry, including slot bases, pit desks, gambling tables, slant tops and slot short stations, and also manufactures furniture for the hotel industry. DSD has manufactured gaming and hotel furniture for Tsogo Sun, Sun International, Peermont, Legacy Group, Gold Rush Slots and Galaxy Slots.



Six Degrees Africa's leading Content Service Provider (CSP) of airline in-flight entertainment and a boutique, full service media production agency specialising in the production of corporate videos, presentations and graphic design.



Skynet is the largest independent courier company in the world, with over 1000 offices worldwide, and delivering through over 200 gateway cities on seven continents.



Respublica develops, owns and manages student accommodation. With 11 state-of-the-art residences that balance comfort and convenience, Respublicas apartment and studio-style living spaces are centered around student communities

Recent Exits



Autotrader is South Africa's number one motoring marketplace for car dealers and motorists to buy and sell motor vehicles, via the online website, its mobile apps and various print publications. AutoTrader.co.za is South Africa's leading motoring website with over 5 million visits each month to its online platforms, carrying out searches on more than 54,000 used vehicles. – Exited in November 2017