



Private Equity

INVESTMENT CRITERIA 2017



SENIOR LEADERSHIP

Sherif Raafat
Chairman

Hisham Hassan
Vice-chairman

Ahmed Abdelwahab
Senior Managing Director

INVESTMENT TEAM

Amr Helal
Head of Corporate PE

Hesham Hamza
Managing Director

Hashem Sabry
Director

Tarek Soliman
Director

Salwa Shehata
Paralegal

OPERATIONS EXECUTIVES

Jumana Goubran
Director

Nagy Attia
General Manager

Capstone Group is a leading Egypt based specialized private equity firm established in 2013 by seasoned industry veterans with over 200 of collective investment experience. The company currently manages two real estate-focused funds with USD 210mn of AUMs via Egyptcap Investments Limited and Castle Property Limited

INVESTMENT Criteria

INDUSTRY

Real Estate
 Healthcare & Pharmaceuticals
 FMCGs and other consumer-facing

SIZE

Revenue \$10-50 mn
 Equity Investment \$7-20 mn

INVESTMENT Approach

Majority or significant minority stakes, board representation and other meaningful shareholder rights

INVESTMENT Type

Management buy-outs and buy-ins, expansions, acquisitions, business recapitalizations, and growth capital investments

PROFILE

- > Equity investment requirement of US\$ 7 million to US\$ 20 million
- > Experienced management team with a compelling vision for the business and a willingness to collaborate with a financial/strategic investor
- > Proven financial, operational track record
- > Potential for future growth and vertical integration
- > Commitment to transparency
- > Realistic entry valuation
- > Ability to achieve a profitable liquidity event in the medium term

COLLABORATIVE Approach

Capstone is an active investor. In partnership with management, we first develop a shared long-term strategic vision. We then deploy proprietary resources from our network and invest, as required, in people, process, systems, and equipment. We actively seek add-on acquisitions to augment growth

- Avoidance Criteria -

- **Alcohol** – companies involved in the production of alcoholic drinks
- **Irresponsible marketing** – companies that have consistently had public complaints upheld
- **Oppressive regimes** – companies with subsidiaries or associated interests which support activities of oppressive regimes
- **Tobacco** – companies that engage in activities related to the production of tobacco products

CURRENT INVESTMENTS



Cairo, Egypt
www.arkanplaza.com

Arkan is a pedestrian "High Street" or mini-district housing premium retail brands, Class 'A' offices, and upscale dining. The core element of development is the 320 meter pedestrian spine that runs the length of the development spanning from the main "Mehwar" on the south to the Sheikh Zayed City axis on the north. On both sides of the spine will be the various retail and dining outlets with office spaces above them. Beneath the entire area of the project, a 2500 vehicles garage on two floors will satisfy all current and future parking needs

Commercial real estate development, office buildings, fine dining



Cairo, Egypt
www.rooya.com

Rooya Group, founded in 2007 as an offshoot of TIBA for R.E. Development; founded by Engineer Hisham Shoukri in 1997, is one of the country's fastest growing holding companies in the fields of Tourism & Real Estate Development, Investment & Contracting, as well as Consultancy; with investments of more than US\$ 3 billion, a working capital worth over EGP 2 billion & a land bank of over 9 million m². Rooya Group owns 13 companies including TIBA Company, Okoplan and Rooya for Development of Real Estate and Tourism. Rooya boasts unique developments & resorts such as the astonishing La Vista 1 & 2 in El Sokhna & El Patio 1 & 2 in New Cairo

Tourism and real estate development



Cairo, Egypt
www.cairo-housing.com

Cairo Housing is a diversified real estate player in Egypt, listed on Egyptian Exchange (EGX) since 1995. Along side its residential assets, the company has three income generating assets namely; ENPPI Building in Nasr City, El Moltaqa Building in Alexandria, and Point 90 Gallery in New Cairo

Diversified and residential real estate



Cairo, Egypt
www.rayacorp.com

Raya Holding is an auspicious investment conglomerate managing a diversified investment portfolio. The company operates in the fields of information technology, data center outsourcing, contact center, smart buildings, consumer electronics, social media development, food and beverage, land transport and PET remanufacturing. One of its key subsidiaries is Raya Smart Buildings which currently has a total land block of 27,690 sqm meters with 115,000 sqm build-up-area in 6th of October, New Cairo & Smart Village with a planned total investment of EGP 700mn

IT, contact centers, smart buildings, consumer electronics and land transport

INDUSTRY EXPERTISE

Pharmaceuticals

Real Estate

FMCGs

Medical Equipment

Hotels & Restaurants

Waste Management

Healthcare

Railroad & Transportation

Food Retail