TNL AFRICA

Your Local Investment & Business Development Partner in East & Central Africa

Identifying Opportunities. Assessing Investments. Establishing Operations. Supporting Investor Interests.

Your Gateway to Investment Opportunities in Africa

East and Central Africa offer investment opportunities across infrastructure, energy, manufacturing, logistics, agriculture, real estate, hospitality and other growing industries. Successful market entry requires reliable local information, credible counterparties, effective due diligence and practical execution.

TNL Africa supports international investors as a local point of contact—helping identify, assess, coordinate and implement investment opportunities. We facilitate engagement with project owners, developers, authorities, professional advisers, financial institutions and operating partners.

1. Investment Opportunity Identification & Deal Sourcing

- Identify investment projects and businesses aligned with investor mandates and preferred sectors.
- Source greenfield, brownfield, acquisition, expansion and joint-venture opportunities.
- Engage project owners and sponsors; coordinate initial introductions and discussions.
- Prepare opportunity summaries and screen against agreed investment criteria.

2. Project & Investment Due Diligence

TNL coordinates local commercial, operational and project due diligence alongside appropriately qualified legal, financial, technical and regulatory specialists where required.

- Verify project owners, counterparties and project status.
- Review implementation readiness, infrastructure requirements and operating conditions.
- Coordinate site inspections, stakeholder meetings and specialist assessments.
- Identify execution, regulatory and operational risks; prepare investor briefings.

3. Investor Representation & Local Point of Contact

- Act as the designated local coordination point for investor engagements.
- Arrange meetings with authorities, project sponsors, advisers and partners.
- Facilitate site visits, negotiations support and stakeholder communication.
- Monitor agreed milestones and provide periodic progress and market updates.

4. Market Entry, Company Establishment & Operational Setup

- Support market-entry and country assessments.
- Coordinate company registration, permits and approvals through local professionals.
- Identify offices, operating sites, facilities, suppliers and service providers.
- Support recruitment coordination, procurement, logistics and operational mobilisation.

5. Project Implementation Support & Investment Monitoring

- Coordinate with project managers, contractors and suppliers.
- Track schedules, milestones, budgets and identified project risks.
- Conduct site visits and prepare structured progress reports.
- Support handover, operational readiness and ongoing investor communication.

Investment Sectors

Sector	Illustrative opportunities
Infrastructure	Industrial parks, utilities, transport and logistics facilities
Energy	Renewables, power infrastructure, oil and gas support
Manufacturing	Industrial plants, processing and expansion
Agriculture & Food	Commercial farming, processing, cold chain and storage
Real Estate & Hospitality	Residential, hotels and mixed-use developments
Logistics	Warehousing, distribution and supply-chain facilities
Healthcare & Education	Hospitals, clinics, schools and training facilities
Digital Infrastructure	Data centres and technology-enabled services

Geographic Coverage

East Africa: Kenya, Uganda, Tanzania, Rwanda, Burundi and Ethiopia. **Central Africa:** Democratic Republic of the Congo and selected neighbouring markets, subject to assignment needs and local partner capacity.

Who We Work With

- Private equity funds, investment managers and family offices.
- Development finance institutions and infrastructure investors.
- International companies seeking acquisitions, subsidiaries or joint ventures.
- Project developers and sponsors seeking credible international partners.

Flexible Engagement Models

- Investment Search Mandate — targeted sourcing and screening.
- Project-Specific Due Diligence — scoped verification and specialist coordination.
- Local Investor Representation — ongoing local coordination and reporting.
- Market Entry & Establishment — setup and mobilisation support.
- Implementation & Portfolio Monitoring — project oversight and reporting.

Why TNL Africa?

Local Presence. International Perspective. Practical Execution. TNL Africa combines market-entry support, project due diligence, stakeholder coordination and operational setup into an integrated service. We emphasise

structured reporting, clear accountability and flexible mandates tailored to investor objectives.

Start Exploring Opportunities

Share your preferred countries, sectors, investment size, investment horizon and strategic objectives. TNL Africa can discuss a suitable mandate to identify opportunities, assess suitability and coordinate the next stages locally.

TNL AFRICA | Investment Facilitation • Due Diligence • Investor Representation • Market Entry

Email: tnl@tnl-af.com **Website:** https://tnl-af.com

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