



TSEGA GEBREYES

// PROFESSIONAL EXPERIENCE

1990
-
1994

Citicorp Securites, INC

| Capital Markets: Associate
| Received special appointment to core team of six professionals who structured investment grade, tradable securities from a \$1 billion fund of non-investment grade, airline industry related, financial assets.
| Co-designed and built extensive financial models to value each class of cash flow. Analyzed alternatives and developed a method for measuring return volatility and correlation with other financial instruments. Persuaded rating agency to assign investment grade rating to a large portion of the fund.
| Jointly marketed non-investment grade portion of the fund to principal and hedge funds. Identified investor concerns, developed alternative solutions, selected best alternative and convinced investors and project team members of its merit.
| Researched, analyzed and integrated legal, tax, accounting and investor restrictions across several country jurisdictions to develop an optimal fund structure. Jointly-persuaded senior management to underwrite \$1B of assets.
| Executed due diligence and independently valued debt and equity instruments purchased for inclusion in the fund.

1995
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1996

Mckinsey & Company, INC

| Business Strategy Associate
| Member of team that explored diversification strategy for a major English food retail chain.
| Designed economic analysis of proposition and estimated market potential. Authored and presented findings to senior client managers.
| Evaluated product/market fit for major U.K. clothing retail chain. Performed market research, analyzed store operations and identified drivers of success

// PERSONAL INFORMATION

Date of Birth 14th December 1969

// QUALIFICATIONS

○ 1986-1990

Rhodes College

| Awarded Dual-Degree
| Received highest honors distinction for major in economics and cum laude for major in International Studies.
| Received Summa Cum Laude distinction for a senior thesis
| Elected president of Economics Honor Society and member of International Studies Honor Society Appointed
| Editor of Economics Journal and elected President of Investment Group, a student managed fund
| Received Sophomore Woman of the Year award and the Ralph C. Hon Leadership award
| Elected member of two leadership honor societies
| Appointed member of college's Board of Trustees
| Elected Student Government class representative and appointed President of New York area Alumni Club

○ 1994-1996

Harvard University Graduate School of Business Administration Boston, USA

| Candidate for Master in Business Administration degree, June 1996
| Project team leader for Volunteer Consulting Organization, client: National Foundation for Teaching Entrepreneurship. Elected section student Career Representative
| Project team member for European Business Conference
| Member of Finance Club and Venture Capital Club

1996
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2000

New Africa Opportunity Fund, LLP

[re-named Zeypher Opportunity Fund, LLP]

- | Partner
- | OPIC-backed private equity fund focused on making investments in SADC region in Africa
- | Founding partner
- | Responsible for identifying, analyzing and selecting investments within the Northern SADC countries
- | Reviewed and selected investments in wide range of industries with primary focus on telecommunication, media, financial institutions, services and fast moving consumer goods sectors |
- Jointly marketed the Fund to investors to close \$120 million fund from US investors; raised \$40 million in equity to underpin the OPIC guarantee of \$80 million
- | Established a regional office in Kenya to support activities
- | Provided support to the various portfolio companies as a Board director and through managing fundraising activities, identifying strategic partners and recruiting talent

2000
-
2007

CelTel International BV/Zain

2001

- | Director Mobile Commerce and New Product Development
- | Developed mobile commerce business strategy and manage business operations and service deployment
- | Deployed payment processing business with 30% enterprise value increase on organization
- | Managed private equity placement efforts during 2000-1Q 2001
- | Implemented first African mobile payment operation for CelTel
- | Worked on design of global roll out plan for Pan-African expansion

2003

- | Chief Business Development and Mergers & Acquisitions Officer
- | Member of executive management team reporting to Board
- | Participated in setting strategy and reviewing overall performance as a member of executive management team
- | Served on Boards of subsidiary companies to support general corporate governance
- | Responsible for identifying and acquiring businesses in new countries
- | Responsible for identifying new lines of business and areas of new growth within existing countries
- | Lead negotiations, analysis and relationship development to create entry into new area of expansion

2005

- | Chief Strategy and Development officer
- | Member of executive management team reporting to Board
- | Continued previous responsibilities in addition to taking oversight for strategy and communications
- | Completed a number of acquisitions and investments in mobile companies across Africa, including \$1.2 billion in Nigeria; \$ 100 million in Madagascar; \$250 million in Kenya; \$40 million in Tanzania
- | Led M&A sale of CelTel to MTC which resulted in \$3.4 billion to shareholders

2007

- | Senior Group Advisor
- | Provided business development support and advice. Sat on various boards representing companies, including:
 - CelTel Kenya Board Member, Chair, Audit Committee
 - CelTel Ghana advisor
 - CelTel Nigeria Board Member, Audit Committee

2007
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Present

Satya Capital Limited

- | Founding Director, Managing Partner
- | Investment Group focused on private equity opportunities in Africa
- | Established business with responsibility for full range of activities ranging from legal & office set-up to recruitment of other partners and Investment Professionals
- | Defined investment strategy, recruited Board and sector advisors and Investors
- | Raised \$200 million seed funding and planning to raise additional \$400-600 million

// OFFICES HELD IN OTHER ENTITIES OUTSIDE SONAE

Satya Capital Limited

Founding Director, Managing Partner

ISON Group

Director

SES, SA

Director

TYMM Partners

Director

MM Trust

Trustee