

Appendix A - Canadian Firms and Their Access to Private Sector Financing Sources in Africa (con't)

Name of Fund/Institution	Geographic Distribution	SME Access	Type of Services
Investment Funds (existing or under development)			
Framlington Asset Management (U.K.) www.framlington.com www.framlington.co.uk West Africa Growth Fund, based in Abidjan	Regional offices in Abidjan and Cairo; headquartered in London	<i>Average</i> Typically invests in project expansion and not greenfield projects	Invests in private and semi-private firms through equity participation, quasi-capital. IFC, World Bank, and African Development Fund (ADF) are stakeholders.
The AIG African Infrastructure Fund	Based in Washington, D.C.	N/A	To be determined
The Southern Africa Infrastructure Fund	Based in Washington, D.C., with office in Johannesburg	N/A	To be determined; co-financed by AfDB
Modern Africa Growth and Investment Company (MAGIC)	Headquartered in Abidjan	<i>Not suitable</i>	Direct equity investment fund
Southern Africa Enterprise Fund	Based in Johannesburg; covers all Southern Africa	N/A	
FAGACE	Based in Niamey, Niger; covers Niger, Burkina Faso, Centrafrique, Côte d'Ivoire, Rwanda, Senegal, Togo, and Mali	<i>SMEs are a focus, especially with regard to goods and services production.</i>	Equity participation in local and regional entities
Commercial Banks			
HSBC	Throughout Africa through representation offices	N/A	Syndication
COBACI (ex Barclay's Bank)	Regional headquarters in Abidjan	<i>Average</i>	Trade financing as well as equity participation; IFC is a stakeholder.
Ecobank	Largest West African network	<i>Good</i>	Mostly trade financing limited appetite for project financing
Standard Chartered Bank and ABN AMRO are other examples.			