

Weighing the Risks of Private Investment in Conflict Environments

Presented by:
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President
Computer Frontier, Inc.
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- **Introduction**
- Key Factors to Investing in Conflict & Post-Conflict Environments
- Lessons Learned from my own Investing & Working with other investors

- In 1996 –established a business in Maryland in a spare bedroom
- In the last 8 years established companies in 4 African countries
 - Uganda -2000
 - Senegal – 2004
 - Ghana – 2005
 - South Africa -2006

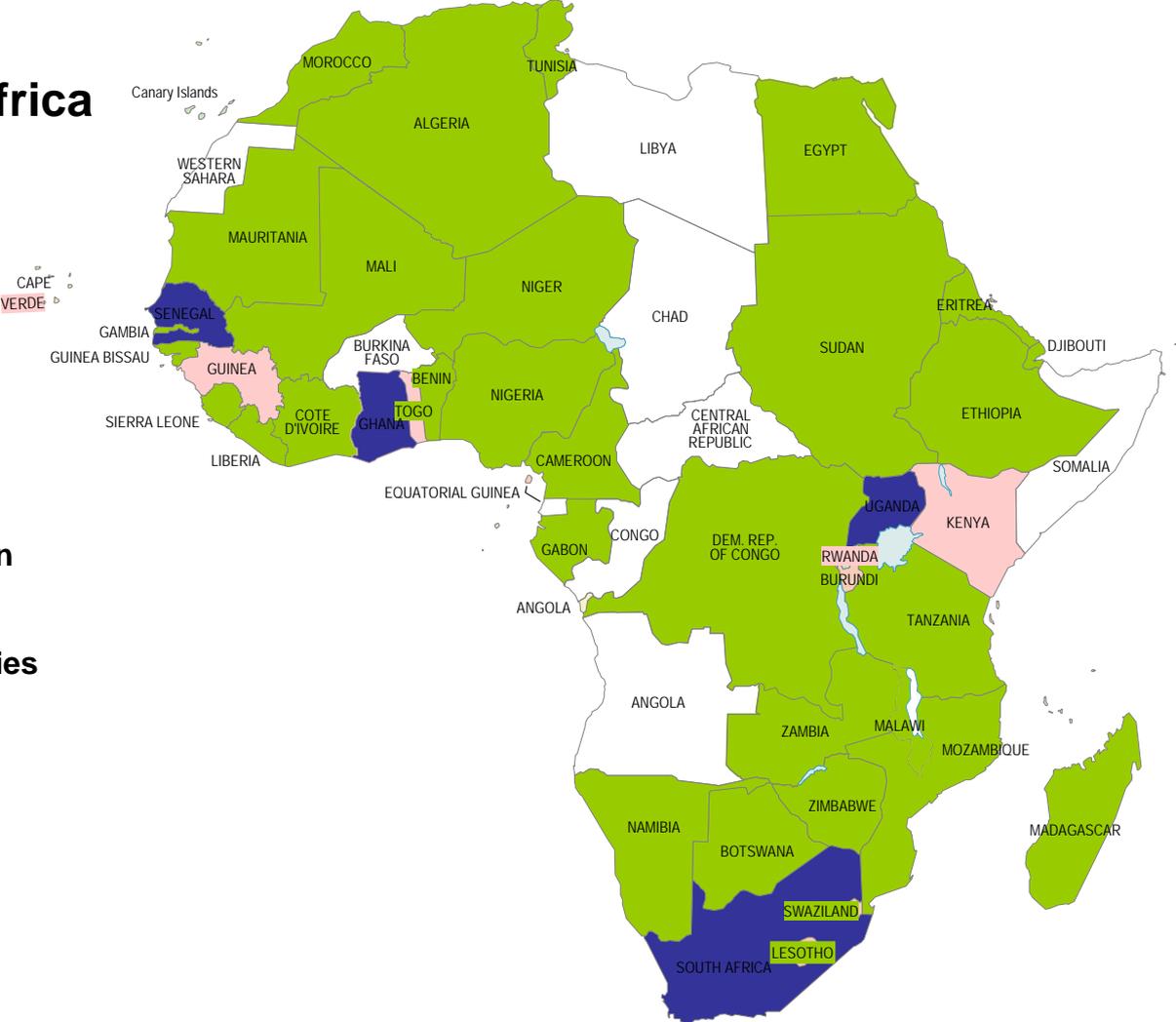
•**Last week!**

•**Guinea**

•**Togo**

Work with US Trade Development Agency on helping US companies find business in Developing Countries – What makes people invest in these markets

CFI Locations in Africa



 Countries Worked In

 CFI Group Companies

 Incorporated

United States

Affiliated Companies

Computer Frontiers, Inc. (MD) Barbara Keating

Project Management

- ICT Consulting
- Public-Private Partnerships
- EDI Health Information Standards

VOIP Systems and Help Desk Services

- Integrated Voice and Data Solutions
- Networked Telephony and VOIP

West Africa

Computer Frontiers, Ltd. (Ghana) Ebenezer Ampiah

Financial Info. Management Systems

- Networking and Connectivity
- Systems Integration

Computer Frontiers (Senegal) Coura Fall

- Visa Processing Call Center Services

East Africa

Computer Frontiers International (Uganda) Charles Musisi

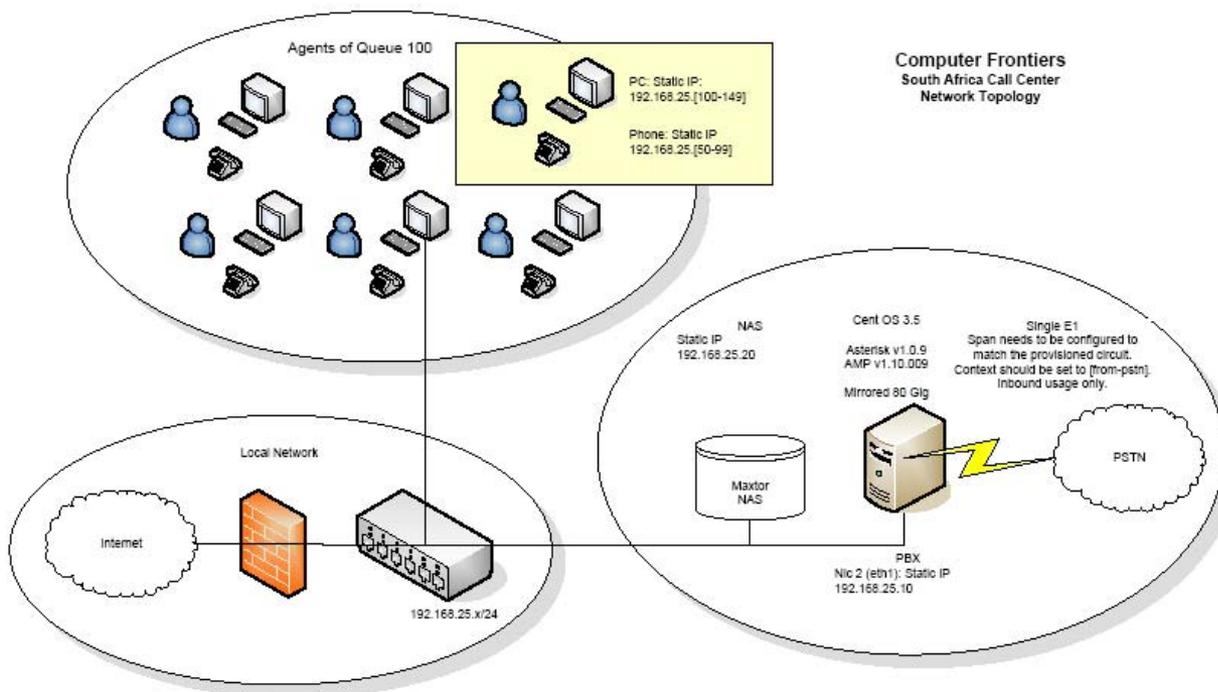
- VOIP and IP Telephony
- IT Support for overseas U.S. Gov. Projects
- Technical Help Desk / Call Center
- “Last Mile” Connectivity
- LAN/WAN and Wireless Networking
- Internet Domain Name Registration (.ug)
- Programming databases & call center applications

South Africa

Global Call Services, Ltd. Dr. Thomas Rush

- Visa Processing Call Center Services

Our Pulse Call Center Solution



Computer Frontiers International, Ltd. : Uganda

The screenshot shows the homepage of Computer Frontiers International. At the top left is the logo 'CFi Computer Frontiers' with the tagline 'IP Products+Services=Solutions international'. Below the logo is a search bar with the text 'Search This Site' and a 'Go' button. A navigation menu includes links for Home, About Us, Jobs + Announcements, Resources, Case Studies, Clients, and FAQ. The main content area features a large image of server racks with yellow cables. To the right of this image is a list of services: Connectivity Solutions, Database Solutions, and Telephony & IT Solutions. Below the server image is a 'Domain Name Registration' section with a form for entering a domain name, a dropdown for 'co', and a '.ug' domain extension, along with a 'Go' button. Below the form are links for 'Domain actions' including Modify, Delete, Renew, Whois Database, and Terms and Conditions. On the right side of the page, there are four service categories, each with an icon and a 'Read On' link: HelpDesk and Call Centre (with a 'Help' button icon), IP Telephony (with a telephone icon), IT Consultancy (with an icon of people at a whiteboard), and Web Applications (with a computer monitor icon).

www.cfi.co.ug

Incorporated in 2000

7 years old

25 staff

Core Capabilities

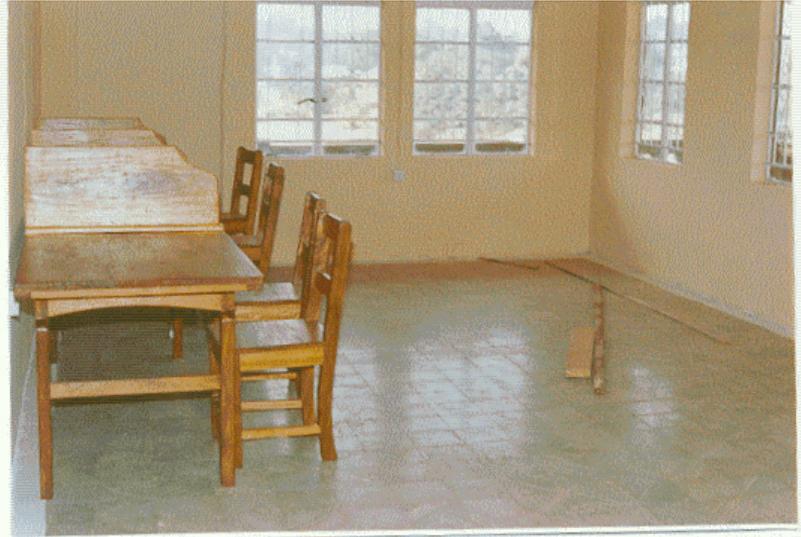
- 100 Employees + 75 contractors Worldwide
- Manage Internet Top-Level Domain in Uganda (.ug)
 - ICANN President said CFI as the “best run Domain Registration on the African Continent”
- Networking Skills – LANs, WANs, Wired and wireless
- VSAT- Installed, KU-band and C-band
- Website Development & Hosting
- VOIP Phone Systems
- Call Center Solutions
- Project Management Software – AccuPlan, & NetProject





Gabriel with the immigration officials at the Foya, Liberia border





Never as bad as it looks from the Outside

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International screenings coming soon

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Smart investors know to really make money, you go where no one else is looking. Today, that place is Africa. Stock exchanges, bonds, mutual funds, and more, all on a continent assumed to be an investment wasteland. Look again. These frontier markets are posting high growth rates and astonishing returns. *Africa Investment Horizons*, by award-winning producer Carol Pineau, follows the money.

- How did we get here?

Factors to get to the Tipping Point for
Investing in Conflict, Post-Conflict &
Emerging Markets

- Factor 1: Conflict/Post-Conflict Countries:
Have been to the country and Know the
Environment



Sierra Leone – Tree Crop Project



#2 The Opportunity Elements: What Investors look for in Conflict Environments

1. No long term buildings or asset investment
2. Infrastructure that can move or be replaced
 1. Satellite phones, wireless equipment, etc.
3. Little competition – high returns 30% +
4. No long term inventory or stock requirements
5. Don't want to be the “face” –need local partner
6. Want to be able to move their money freely

#. 3: Are there Available Resources to Mitigate Risk

- USAID – Contracts to be local, find partners, see the lay of the land
- US Trade Development Agency
- OPIC/EXIM Banks
 - Useful to establish contacts & working relationships in the private & public sectors
 - Outsourced to local companies, to work with them on the projects



Factor #4. Find a Partner: Trust & Like

- They must bring money or assets to the deal
- Spending a lot of time with them, so you better like them

Lessons Learned Doing Business in Post-Conflict Environments

- Start your plans with the Exit Strategy
- Be sure all partners have “skin in the game”
- Don’t Enter a market with a big Splash – enter small, and quietly
- Build your network with Government & local leaders

Thank you!

Barbara Keating

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