



**AFRICA EATS, LTD.**

## Quarterly Report

Q1 2025

Private Placement

NSE

Annual Gathering

Bizi

Financials

Share Price

*This document has been prepared for informational purposes only and does not constitute an offer or solicitation to sell shares or securities in the Company or any related or associated company. Any such offer or solicitation will be made only by means of the Company's Listing Particulars and in accordance with the terms of all applicable securities and other laws.*

## LETTER FROM THE CEO

The reward for successfully finishing an audacious, never-been-done-before project, is another project that breaks new ground. Africa Eats spent fourteen months working on the public listing of Africa Eats (EATS), Ziweto Holdings (ZWTO), and Elite Meat Processing (ELIT) on the Stock Exchange of Mauritius (SEM).

The encore is the launch of an exchange traded fund (ETF) on the Nairobi Securities Exchange (NSE). More on this project later in this report.

Most of Q1 was spent settling into operations as a publicly traded company. That included a far shorter timeline to complete the annual audit, along with the added scrutiny that comes with hiring a new auditor. The first audit with a new auditor includes looking backward to validate prior audits, taking extra time, but the team managed to finish by the end of Q1.

The Annual Report included those financial statements and related commentary. Rather than waiting to publish that report in June, as is the norm, it was published in time for the Annual Gathering at the end of April. More on that event later in this report too.

The audit included an updated valuation by Perigeum Capital, the investment advisor that led the listing on the SEM. No big surprises in that process.

The biggest surprise in Q1 came from the bizi. OBRI Tanzania has relaunched as OBRI Africa. OBRI Tanzania had been pressing and refining sunflower oil. The company sold over \$1 million USD-equivalent of cooking oil in 2019. But floods wiped out the sunflower crops of all of OBRI's smallholder farmers in 2022 and the company had ceased operations.

The company is re-starting in 2025 as OBRI Africa. Using our implementation of the IFC's [Environmental and Social Management System](#) (ESMS) framework, Africa Eats has invested a new round of equity to set up a new factory in Dodoma, Tanzania. We expect it will take a few years to get back above \$1 million USD in annual revenues, with risk mitigations to deal with future droughts, floods, and other natural disasters.

Meanwhile, the share price of Africa Eats rose from \$2.25 USD at the start of Q1 to \$2.50 USD by the end of February, a rise of 11.1%, erasing the discounted price from the listing process and following the published fundamentals from the Q4 report.

The share price plateaued at \$2.50 USD once a private placement was announced on our first-ever earnings call in February. Such calls are not the norm for African companies, but it is better to implement the best-practices to increase transparency and raise the bar within the global capital markets.

Overall, Q1 externally was a bit quieter than normal, but internally it was a few months of optimizing processes that will recur every Q1 henceforth.

**Luni Libes, CEO**

## Q4 EARNINGS CALL

The Q4 report was published on February 21<sup>st</sup> and Africa Eats' first-ever "earnings call" (a Zoom conference) was held a few days later. Note that Q4 reports are not required, but Africa Eats chooses to be more transparent than the norm, and we don't want our shareholders to have to wait for more than three months to see the financial results of the prior year.

Similarly, public presentations of earnings and public Q&A sessions are mostly the norm for large listed or highly regulated public companies in Africa, such as banks. Holding these calls is a best-practice we have imported from America, and we plan on quarterly earnings call every quarter going forward.

## Q1 PRIVATE PLACEMENT

We talked in detail about the public listing from December in Q4 report, on the earnings call, and in the Annual Report. What was often missed in those updates was the private placement that closed in November, weeks before the public listing.

Despite plenty of notifications of that process, not every interested investor was able to meet that deadline, not every existing shareholder had capital available to buy more shares, and not every investor believed us when we said the listing process would complete in 2024.

To accommodate these investors, a private placement was announced in February, with subscription documents due on Friday, March 30<sup>th</sup>, and funding provided in early April.

The result was two new shareholders, new shares purchased by ten existing investors, and a total of \$625,000 of fresh capital, which arrived by April 10<sup>th</sup>.

The use of funds is (a) to prep the next company for listing on the SEM, (b) to prep for the launch of the ETF on the NSE, (c) equity and debt for existing bizi, and (d) the addition of at least one new bizi to the portfolio.

## AN ETF ON THE NSE



Back in October 2024, before the public listing on the SEM completed, the Nairobi Securities Exchange (NSE) asked the Africa Eats team to launch an exchange traded fund (ETF) on their stock exchange. As of the end of Q1, the only ETF tradable on the NSE is a fund operated by ABSA Bank that invests in gold which is cross-listed in South Africa, Mauritius, Botswana, and a few other stock exchange in Africa.

The NSE asked for an ETF because they are excited about bringing equity ETFs to their exchange, and more excited about that than cross-listing companies domiciled in Mauritius and operating outside of Kenya.

Tuesday Markets, the market maker for Africa Eats, Elite Meat, and Ziweto Holdings has taken on this project. The ETF will include shares in those three companies, plus any other bizi Africa Eats helps list in Mauritius, Kenya, and other African stock exchanges.

## THE 2025 ANNUAL GATHERING

Each year Africa Eats flies the bizi founders to Nairobi for multiple days of facilitated conversations and trainings. This year that event was three days long, with the first day shared with 50 invited guests along with the founders and managers of the bizi and a half dozen founders of some potential new bizi.

*The event was held on April 30, May 1, and May 2, which are in Q2, but we didn't want shareholders to wait three months to receive a summary of this event, so we are including it in this report.*

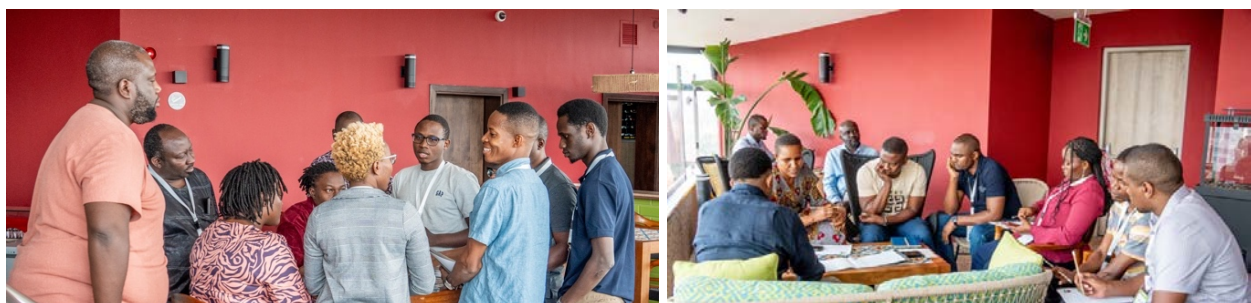
Day 1 included a live earnings call, reviewing the Annual Report, followed by an hour of Q&A. The Q&A was in the style of the Berkshire Hathaway Shareholder Gathering, with live questions from the bizi and guests, and unscripted answers from Luni and Jumaane.



The rest of the day was spent in roundtable discussions. The topics of the first breakout suggested by the guests and chosen by the bizi. The topics for the second breakout suggested by the bizi and chosen by the guests.



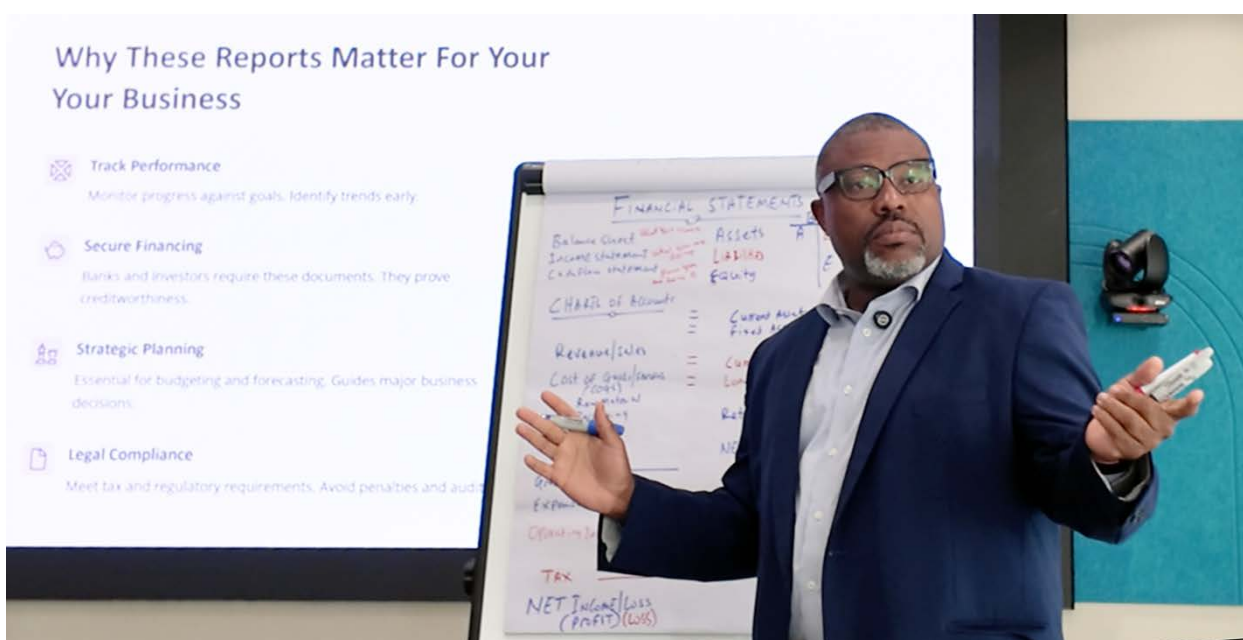
Day two was a mix of whole-group discussions, lessons, and more small groups, with only the bizi, guest founders, and a handful of selected guests who can contribute to the growth and development of the bizi.







Prior events were two days long. This year we added a third day, inviting in Olayinka Odunlami, a guest lecturer who provided an intense one-day of business school style seminar focused on real-world corporate finance, marketing, and sales.







This event is far more interactive than a conference. The topics are relevant to the attendees because the attendees pick all of the topics in the breakout sessions. There is also quite a lot of time set aside for networking, which at this event is more about how the attendees can help each bizi, both from guest-to-bizi as well as bizi-to-bizi.







## THE BIZI

The portfolio is divided into four groups: publicly listed, over USD \$1 million in annual revenues, over USD \$200,000, and the emerging businesses, all based on their revenues from the calendar year 2024. The smaller companies are not individually listed here, but can be found in [africaeats.com/portfolio](https://africaeats.com/portfolio).

### PUBLICLY LISTED



**Ziweto Enterprise** is the largest chain of agrovet shops in Malawi, selling animal medicines and animal feeds.



**Paniel Meat Processing** alleviates protein deficiency across East and Central Africa through the production and distribution of beef, pork, and chicken.

### OVER USD \$1 MILLION ANNUAL REVENUES



**East Africa Foods** is the largest fruit and vegetable aggregator in Tanzania.



**TRUK** provides trucking, cold chain, and logistics to food/ag companies in Rwanda and across Eastern and Southern Africa.



**Swahili Honey** supports smallholder farmers to grow their income through honey and beeswax.



**Goldenpot** create incomes for women farmers with maize flour, porridge, and breakfast cereal.



**Amuria Honey** aggregates honey, beeswax, and bee venom in central Uganda.



**Agro Supply** sells seeds and other farming inputs using a unique investment-focused, lay-a-way business model.



**Geossy** supplies and aggregates from fish farms in Uganda, as the Lake Victoria wild fish are scarce.

### OVER USD \$200,000 ANNUAL REVENUES



**Afrihealth** sells veterinarian medicines to smallholder farmers in eastern Uganda.



**Agromyx** eliminates post-harvest losses by turning fruits, vegetables, and grains into shelf stable, powdered products.



**Green Charcoal Uganda** turns agricultural waste into briquettes to replace charcoal and firewood in Uganda.



**Papoli Farmers Association** produces turkeys with hundreds of farmers in Uganda.



**Tilaa** aggregates and sells honey and cashews in northern Ghana, working exclusively with women farmers.



**Rogathe Dairy** aggregates fresh milk and processes it into a healthy drinkable yogurt.



## BALANCE SHEET

As an investment company, the balance sheet drives the financial statements and valuation rather than the income statement. The balance sheet continues its historic quarterly increase, driven by rising Y/Y Q1 revenues and earnings by the bizi. USD **\$28.7 million** in equity as of Q1 2025 (total assets minus liabilities), up from USD \$3.1 million of initial assets in 2020, a 9.2x increase in value over 4¾ years.

	Quarter ended 31 March 2025 USD	Audited Annual 2024 USD
<b>ASSETS</b>		
<b>Non-current assets</b>		
Financial assets at fair value through profit or loss	<b>**27,777,352</b>	26,988,496
Financial assets at cost	<b>100,000</b>	-
Lease receivable	<b>52,504</b>	52,504
<b>Total Non- current Assets</b>	<b>27,929,856</b>	27,041,000
<b>Current assets</b>		
Loan receivable	<b>541,575</b>	758,535
Other receivables	<b>450,558</b>	8,558
Cash and cash equivalents	<b>436,792</b>	440,318
<b>Total Current Assets</b>	<b>1,428,925</b>	1,207,411
<b>TOTAL ASSETS</b>	<b>29,358,781</b>	28,248,411
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Stated Capital	<b>14,040,840</b>	12,575,240
Share application monies	<b>3,598</b>	303,598
Retained earnings	<b>14,703,137</b>	14,620,276
<b>TOTAL EQUITY</b>	<b>28,747,575</b>	27,499,114
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
Promissory notes	<b>91,625</b>	169,750
<b>Current liabilities</b>		
Promissory notes	<b>464,416</b>	483,426
Other payables	<b>55,165</b>	96,121
<b>TOTAL Current Liabilities</b>	<b>519,581</b>	579,547
<b>TOTAL LIABILITIES</b>	<b>611,206</b>	749,297
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>29,358,781</b>	28,248,411

\*\* The updated fair value of the bizi based on only a half dozen management Q1 financial reports, with the remaining seventeen valuations unchanged from the 2024 annual data. An ongoing expectation is for the company's quarterly fair value to be a mix of data from the most recent four quarters and data lagging behind by one quarter.

## INCOME STATEMENT

Revenues are primarily **investment gains**, which are made to help the bizi with their growth, leading to future equity gains.

	Quarter ended 31 March 2025 USD	Audited Annual 2024 USD
<b>Income</b>		
Fair value gain on financial assets at fair value through profit or loss	<b>**788,856</b>	8,357,304
<b>Expenses</b>		
People costs	<b>78,820</b>	292,730
Operation costs	<b>8,000</b>	63,040
Travelling expenses	-	53,640
Legal charges	<b>42,484</b>	171,997
Marketing costs	<b>37,491</b>	349,364
Bank charges	<b>1,831</b>	11,461
Withholding tax on interest received	<b>2,066</b>	1,139
Equity grants to small holder farmers	<b>270,300</b>	109,785
Equity grants to Africo Management Ltd	<b>270,300</b>	-
Other expenses	-	1,677
Receivables written off	-	275,927
	<b>711,292</b>	1,330,760
<b>Operating profit</b>	<b>77,564</b>	7,026,544
Finance income	<b>14,253</b>	94,495
Finance costs	<b>(8,956)</b>	(105,721)
<b>Profit before tax for the quarter/ year</b>	<b>82,861</b>	7,015,318
Taxes	-	-
<b>Profit after tax for the quarter/ year</b>	<b>82,861</b>	7,015,318
Other comprehensive income for the quarter/ year	-	-
<b>Total comprehensive income for the quarter/ year</b>	<b>82,861</b>	7,015,318

\*\* See the balance sheet for the basis of the fair value gain.



## CASHFLOW STATEMENT

As a perpetual investment company, new cash raised from investors is typically deployed within 12 months, as is capital recycled from repaid loans.

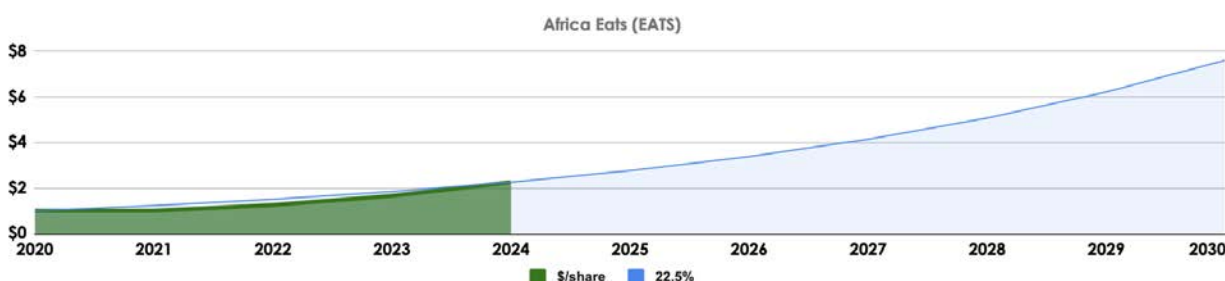
	Quarter ended 31 March 2025 USD	Audited Annual 2024 USD
<b>Cash flows operating activities</b>		
Profit before tax	82,861	7,015,318
Adjustments for:		
Fair value gain on financial assets at fair value through profit or loss	**(788,856)	(8,357,304)
Other receivables written off	-	275,927
Finance income	(14,253)	(94,495)
Finance costs	8,956	105,721
Non cash withholding tax payment	-	1,139
Non cash equity grant expense	540,600	109,785
<i>Change in working capital:</i>		
Change in other receivables	3,000	(8,558)
Change in other payables	(40,956)	62,493
<b>Net cash used in operating activities</b>	<b>(208,648)</b>	<b>(889,974)</b>
<b>Cash flows from investing activities</b>		
Acquisition of financial assets at fair value through profit or loss	(100,000)	(1,828,948)
Loans granted	(80,000)	(215,575)
Loans & Leases refunded	275,729	383,908
Interest received from Loans & Leases	35,484	98,712
<b>Net cash generated from/ (used in) investing activities</b>	<b>131,213</b>	<b>(1,561,903)</b>
<b>Cash flows from financing activities</b>		
Promissory notes issued	-	200,000
Promissory notes repaid	(22,174)	(617,692)
Interest paid	(3,917)	(50,966)
Proceeds from issue of shares	100,000	3,276,537
Share application monies received	-	-
<b>Net cash generated from financing activities</b>	<b>73,909</b>	<b>2,807,879</b>
<b>Net movement in cash and cash equivalents</b>	<b>(3,526)</b>	<b>356,002</b>
<b>Cash and cash equivalents at start of the quarter/ year</b>	<b>440,318</b>	<b>84,316</b>
<b>Cash and cash equivalents at end of the quarter/ year</b>	<b>436,792</b>	<b>440,318</b>

\*\* See the balance sheet for the basis of the fair value gain.

## SHARE PRICE

The share price at the start of Q1 2025 was USD **\$2.25**. The share price rose to USD **\$2.50** at the end of Q1, a gain of 11%.

Shares of Africa Eats were set at USD \$1.00 per share upon incorporation, rising to USD \$2.25 on the first day of public trading. That is a compounded growth rate of 22.5% over the first 4½ years.



The 11% gain since listing is about halfway toward keeping up with that historic growth rate, with nine months remaining in the year.

Using the Q1 balance sheet, the enterprise value per share is USD **\$2.52**. This is computed by taking the USD \$28.7 million enterprise value and dividing by the 11,398,332 outstanding shares.

The number of shares increased by 586,240 shares from the start of Q1. This was due to the new shares sold within the Q1 private placement, plus 1% added to the shares held in trust for the smallholder farmers growing the food sold by the bizi, plus the 1% grant to Africo Management\* approved by shareholders prior to the public listing and approved by the board in Q1.

Past performance is not a prediction of future results, but if the 22.5% compounded growth rate continues through 2025 the share price will reach USD **\$2.76** by the end of year, which requires an increase of only \$0.24 per share vs. the \$0.28 per share increase seen since listing in December 2024.

\* Africo Management is the corporate entity approved by shareholders in 2024 to house the management team of Africa Eats, creating a corporate structure akin to a fund, where the “general partners” are co-owners of a separate corporation that manages the fund. Africo Management is co-owned by Luni Libes, Jumaane Tafawa, and Lilian Nshangeki. Details on this change in corporate structure were included in the Q4 2024 and 2024 Annual Reports.



## MANAGEMENT

To reiterate an oft-asked question, the Africa Eats management team does not operate any of the bizi. All of those companies have their own management teams. Africa Eats is a minority owner of each bizi. We provide advice, guidance, and training to the bizi founders and managers. The frequency of those conversation varies, depending on their individual needs.

### **LUNI LIBES, CEO & EXECUTIVE DIRECTOR**

Luni is the co-founder and CEO of Africa Eats and founder of Fledge, the global network of impact accelerators incorporated in 2012. Africa Eats is a spin-off of Fledge, as is The Angel Accelerator, which teaches early-stage investing, and Realize Impact, an American 501c3 nonprofit, that turns philanthropy into impact investments.

[luni@africaeats.com](mailto:luni@africaeats.com) • [africaeats.com](http://africaeats.com) • [fledge.co](http://fledge.co) • [realizeimpact.org](http://realizeimpact.org) • [lunarmobiscuit.com](http://lunarmobiscuit.com)



### **JUMAANE TAFAWA, CIO & EXECUTIVE DIRECTOR**

Prior to co-founding Africa Eats, Jumaane spent over 20 years investing in African SMEs through banks, impact funds, Global 1000 companies, and with government-funded programs through DFIs. Luni and Jumaane met in 2016 when Jumaane was working at Equity Bank, leading their pan-African expansion. Jumaane's mix of banking, consulting, and entrepreneurship drives the processes that keep the bizi growing.

[jumaane@africaeats.com](mailto:jumaane@africaeats.com)



### **LILIAN NSHANGEKI, FINANCE**

Lily is our Financial Analyst with a 10+ years of experience in audit, finance, and advisory services across diverse sectors across the continent, including five years at KPMG, serving multinational corporations, financial institutions (such as Coca Cola, Bank of Tanzania, ABSA Bank, and SilAfrica) as well as SMEs. This has given her a deep understanding of best practices from larger entities, which she now leverages to support and scale SMEs. She has developed extensive expertise in business support, training entrepreneurs in financial skills, conducting risk assessments, and implementing internal controls.

[lilian@africaeats.com](mailto:lilian@africaeats.com)



## BOARD OF DIRECTORS

All Mauritius companies must have at least two directors who are resident in Mauritius. Commonly these are staff members of the Mauritius corporate management company.

### VEERHA BHOGUN

Veerha is a Chartered and Certified Accountant currently the Senior Manager of Business Development at Rogers Capital Corporate Services. She gained over 20 years of global experience in the financial services having spent 13 years in London, working for the globally recognized tier 2 auditing firm Grant Thornton, and 7 years in Sydney, working for the tier 1 auditing firm KPMG, before moving back to Mauritius.

### MADIHAH BEEGUM

Madihah has over 10 years of professional experience in the global business sector. Madihah is currently a Manager in the Fund Services department at Rogers Capital Corporate Services. She is a fellow member of the Association of Chartered Certified Accountant.

## BIZI DIRECTORS

Africa Eats expanded the board to include directors representing the bizi and the smallholder farmers they work with. **Victor Mhango**, co-founder/CEO of Ziweto Holdings and **Herve Tuyishime**, founder/CEO of Elite Meat Processing were invited to be these new directors. These seats will be rotated amongst the CEOs and co-founders of the bizi that are listed on the stock exchange.



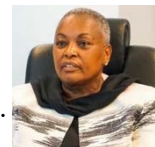
## INDEPENDENT DIRECTORS

In Mauritius, public companies must have at least two independent board members:

### AMB. MARY MUGWANJA

Ambassador Mary Wangui Mugwanja is an experienced and accomplished professional with over 25 years of expertise in leadership, public service, banking, and international diplomacy.

Mary currently serves as an Associate Director of Public Sector and Institutional Banking at Equity Bank in Kenya. Prior to this, she held numerous high-profile roles, including Kenya's Ambassador to Austria and Permanent Representative to the United Nations in Vienna, where she represented Kenya at multiple international organizations and forums. Mary's career has included other roles in both government and banking, including senior management positions at Barclays Bank.



### REKIA FOUDEL

Rekia is the founder and Managing Partner at Barka Fund, an impact investment fund, backing African founders that are building companies to mitigate and adapt to the impact of climate change.



Rekia's career spans more than 15 years in the financial services industry, across 3 continents, in North America, Europe and Africa. After graduating from Wharton Business School with an MBA, she started her career at Bloomberg, in New York on the Trading Systems Sales team supporting sell-side clients using the Bloomberg Terminal. Rekia then joined Barclays in London, in the corporate finance team, managing relationships with a portfolio of multinational corporations with Sub-Saharan Africa subsidiaries. Rekia finally moved to Johannesburg, South Africa to help launch the Africa corporate finance subsidiary of banking giant JP Morgan.



## WHAT CAN YOU DO?

- A Buy some shares of EATS, ZWTO, and ELIT. Contact us if you would like to buy a large block of shares, but it also helps Africa Eats and the bizi if you buy 1,000 shares, as that creates volumes of trades on the stock market, demonstrating to the next set of institutional investors that these companies are part of a vibrant market with continual interest by investors.
- B The simplest method to buy hundreds or a few thousand shares is to set up an account on [tuesday.africa](https://tuesday.africa)
- C Follow [@AfricaEats](https://twitter.com/AfricaEats) on Twitter and subscribe to [youtube.com/@AfricaEats](https://youtube.com/@AfricaEats) on YouTube to help amplify our social media.

## THANK YOU

If you have questions on any of this material, please do not hesitate to reach out.



**Luni Libes, CEO**  
luni@africaeats.com



**Jumaane Tafawa, CIO**  
jumaane@africaeats.com