



Overview

Founded in 2011, Bopa Moruo is a mid-market private equity firm that is focused on generating long-term capital appreciation by building great businesses.

- We pursue a disciplined investment approach to finding and creating value by investing in established businesses
- We invest growth capital, replacement capital and transformational capital in established industrial and services

Key Facts

R750m

Fund II

R300m

Fund I

>R1.0bn

Our Philosophy



Alignment

Alignment is a cornerstone of our investment philosophy, i.e. alignment of common objectives with our investors, our portfolio companies and their management teams and co-shareholders



Broad-Based Black Economic Empowerment

B-BBEE is a foundational principle for Bopa Moruo, and our approach, in partnership with the portfolio company management, is to develop or enhance value-adding long-term B-BBEE strategies



Management Partnering

Our approach is to partner with and facilitate management teams into meaningful equity participation in the businesses they lead, and then to work closely with them in building long-term equity value



Value Add

Bopa Moruo is a value creating partner for businesses, leveraging our relationships and network of resources and supporting and building businesses with capital and decades of experience

Strategy

Buyouts

Management Buyouts & Buy-ins



Structured Capital

Growth capital to fund organic growth



Leverage Buyouts



BEE Partnering & Financing



Industry Focus

All Sectors

Exclude Mining

Geographic Focus

South Africa



Core Team



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Fund Manager Overview

- Bopa Moruo secured total capital commitments of c.R1.1 billion for Bopa Moruo Private Equity Fund 1 and Bopa Moruo Private Equity Fund II
- Bopa Moruo Private Equity Fund Managers is a licensed financial services provider with the Financial Sector Conduct Authority (previously Financial Services Board), with a Category II (Discretionary FSP) licence (FAIS License No. 47309).

Current Portfolio



Waco Africa is a South African industrial services business with operations in the UK, Australia and New Zealand providing scaffolding equipment, industrial maintenance, hydraulics and suspended access platforms, locatable modular buildings, sanitation and hygiene solutions and operates through multiple entities.

WACO operating entities:



One Digital Media (ODM) is the largest provider of digital signage and advertising solutions in South Africa providing brand marketers and retailers a unique opportunity to reach and engage consumers in-store



Flexible Package Converters (FPC) is a manufacturer of diverse range of flexible plastic packaging products. FPC's products are available in mono-layer or co-extruded form and can be printed using the company's flexographic printing technology



Cargo Compass SA is a leading independent freight forwarding company offering freight logistics, warehousing and distribution services to blue chip customers.



DSD is a leading independent manufacturer of casino furniture for the gaming industry, including slot bases, pit desks, gambling tables, slant tops and slot short stations, and also manufactures furniture for the hotel industry. DSD has manufactured gaming and hotel furniture for Tsogo Sun, Sun International, Peermont, Legacy Group, Gold Rush Slots and Galaxy Slots.

Recent Exits



Autotrader is South Africa's number one motoring marketplace for car dealers and motorists to buy and sell motor vehicles, via the online website, its mobile apps and various print publications. AutoTrader.co.za is South Africa's leading motoring website with over 5 million visits each month to its online platforms, carrying out searches on more than 54,000 used vehicles. – Exited in November 2017