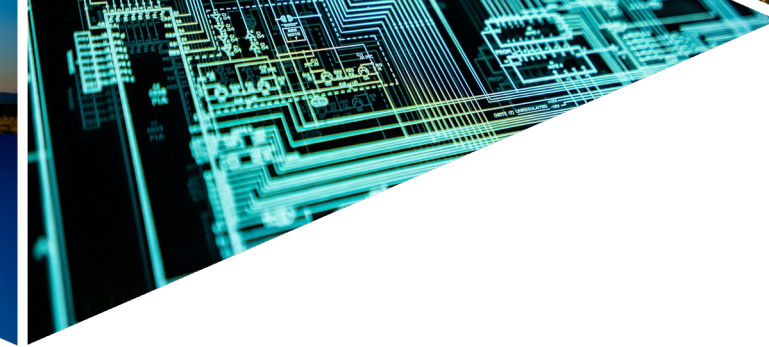
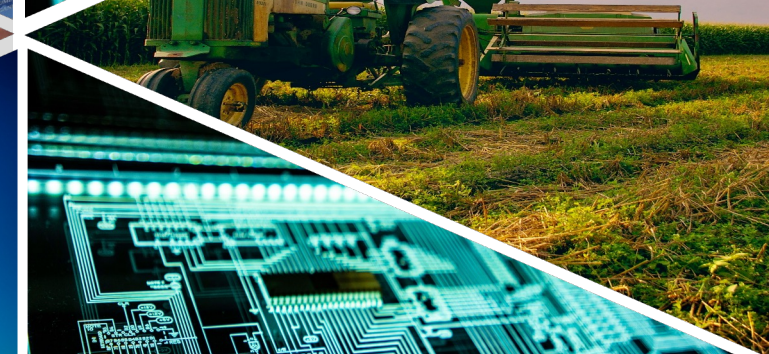
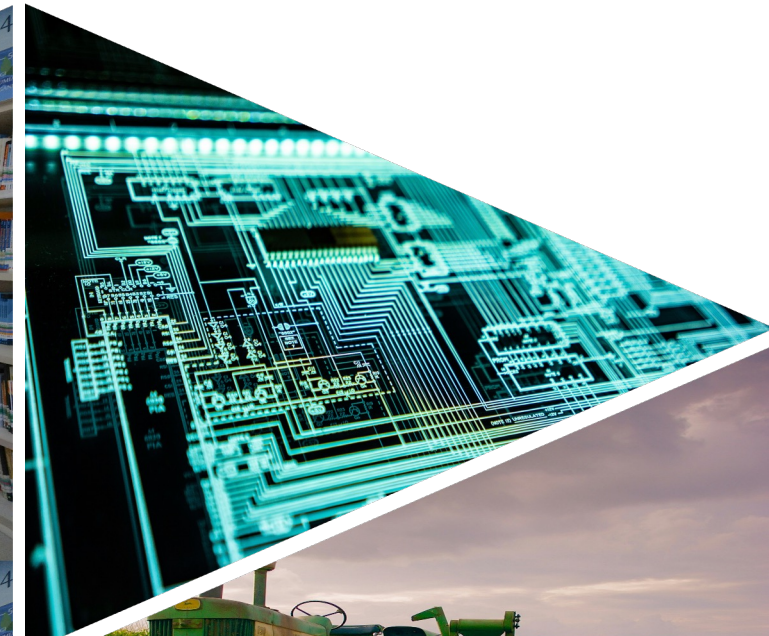




20
23 | IMPACT
REPORT



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Message from the Managing Partner

I am thrilled to share with you our annual Impact Report, a culmination of the remarkable journey we have embarked on together with our portfolio companies. This report serves as a testament to the collective efforts and unwavering dedication of our team, partners, and stakeholders in driving positive change and creating lasting impact.

In this report, you will find inspiring stories of innovation, resilience, and progress from each of our portfolio companies. From leveraging cutting-edge technologies to address pressing social and environmental challenges to fostering inclusive growth and empowering communities, our portfolio companies are making impactful strides towards building a more sustainable and equitable future.

As we reflect on the achievements and milestones highlighted in this report, we are reminded of the immense potential we hold to effect change and shape the world around us. Together, we have laid the foundation for a future where innovation thrives, diversity is celebrated, and prosperity is shared by all.

I want to express my deepest gratitude to you for your unwavering support and partnership. Your belief in our vision and your commitment to driving positive change alongside us has been instrumental in our journey thus far, and we are excited to continue this journey together. I invite you to explore our Impact Report and celebrate the achievements of our investee companies.

Thank you for joining us on this transformative journey, and here is to a future filled with endless possibilities and meaningful impact.

Gbenga Hassan

Managing Partner,

Argentil Capital Management Limited (ACML)



Sygen Pharmaceuticals



Sygen Pharmaceuticals Limited (Sygen) is a dynamic Nigerian pharmaceutical company. Sygen manufactures affordable medication with a wide distribution network covering key urban cities and semi-rural areas in Nigeria, with a plan to expand into the rest of sub-Saharan African market in the near term.

Sygen produces a range of pharmaceuticals including analgesics, anti-diabetics, cough medications etc under the NGC brand. Its operating factory is in Southwest Nigeria, with 8 depots across the six geo-political zones of the country.

Sygen is NAFDAC Good Manufacturing Practices (GMP) certified and holds regional licenses for established brands like Abidec and Vimto. Notably, they aim to introduce innovative therapies for cardio, oncology, immunology, and rare diseases, in the near term.

The company has a gender-balanced senior management with a 44:56 female-to-male, reflecting its commitment to diversity and equality. This gender balance is reflective across the whole organisation and its quality control team for example is solely comprised of highly skilled women executing at the highest levels.

ACML along with management currently own ~ 40% in Sygen via Consumer Growth Partners (CGP). Post is acquisition of NGC's assets; the company has seen consistent revenue growth with a 27% CAGR between 2020 and 2023. In terms of business value Sygen has seen a ~5x growth in its enterprise value since the CGP and co-investors acquisition.

Beyond financials, Sygen prioritises sustainability, implementing responsible practices like effluent water treatment. The company has also moved to generate its electricity mainly from gas from its previous reliance on diesel thus reducing its CO₂ emissions. For its strong impact focus Sygen was recognised as a top 5 contender for Deal of the Year at the 10th Private Equity Africa Awards (2022).



“ Sygen’s management are experienced FMCG professionals with over 150-year track record of transforming business which is why it is no surprise to us that they have been able to execute their business transformation at Sygen and save skilled jobs. ”

Folashade Oyedere | Chief Financial Officer Àrgentil

Key impact post our investment



> 14 product portfolios addressing different health and wellness needs



44% : 56% female to male ratio at senior management level



100 % of factory liquid waste treated in-house before expelling to drainages and local water bodies



Security of ~ 410 number of jobs post the acquisition which was at risk of loss.



6 industry certifications including GMP (NAFDAC), Pharmacy Council of Nigeria, SON, National Environmental Agency, OGEPA etc

Tempo Housing Nigeria (THN)



Tempohousing Nigeria Limited (THN) efficiently delivers cost-effective, flexible urban housing and commercial spaces utilising repurposed ISO shipping containers, a concept it terms 'Cargotecture'.

Àrgentil, recognised the disruptive potential of THN's construction methods, and invested in the company. THN's process, which is 3x faster and 25% cheaper than traditional build methods, facilitates the rapid deployment and building of structures, making it particularly advantageous in our markets where longer construction periods is associated with higher costs

Àrgentil aims to offer catalytic capital to support innovative SMEs like THN and this was recognised in 2019 by Private Equity Africa when ACML was awarded Deal of the Year (Small Cap). The investment in THN led to the successful completion of its first residential project, consisting of 10 apartments of 1 and 2 beds in Lekki, Lagos. THN has built on this experience and developed an 18 apartment of 1 and 2 beds and this time incorporated solar such that the building receives ~ 70% of its electricity from renewables. On the back of the CO2 emissions savings and similar green credentials it is progressing IFC Edge certification for green buildings for the development.

Similarly, THN has been able to leverage its ability to deploy projects quickly and cost effectively in the commercial and social sector by developing hospitals, schools, digital centres, educational learning centres, prisons, commercial workspaces etc.

THN focuses on building using sustainable materials, dry construction methods and incorporating renewables including solar power, significantly reduces CO₂ emissions and supports global sustainability.

“ THN's ability to pivot to offering services for the healthcare sector during COVID-19 and subsequently grow its brand name within is a testament of the ingenuity of our management team ”

David Aderounmu | Managing Partner, THN



Key Impact post our investment



2 proprietary projects, **28** housing units, solar makes up to **75%** of the power used which reduces utility costs for residents



Corgetecture is **3x faster** and **25% cheaper** than conventional construction methods



Over **900 containers** were repurposed as office and living spaces in line with IFC's EDGE specifications



10,544kg of CO₂ emissions saved monthly on each solar powered project.

First Modular Gas Systems Limited (FMGSL)



First Modular Gas Systems Limited ("FMGSL"), is a midstream energy company based in Nigeria. It develops distributed gas processing plants that utilises flared gas, processing it into cleaner fuels used mainly for electricity generation and clean cooking.

Key products are Compressed Natural Gas (CNG) and Liquefied Petroleum Gas (LPG), which replaces more polluting liquid fossil fuels. The total amount of CO₂ emissions that will be reduced from phase I development of 15mmscf/d is 349,024 tonnes per annum while 56MW of low-emission electricity. As a founder of FMGSL, we have helped the company to achieve the following key milestones:

- Executed 20-year and 10-year gas supply agreements totaling 15 mmscf/d with two gas producers in South-Eastern Nigeria. Received all regulatory approvals and licenses to commence construction
- Post construction of the 5mmscf/d plant in Abia state with on-going civil works and 1st batch of equipment received.
- Secured US\$12m in financing from an infrastructure fund and helped to refinance co-investors shareholder loan to return US\$9.3m at a 34% IRR.

FMGSL will deliver multiple values economically, socially, and environmentally by:

- Reduction in 349,024 tonnes of CO₂ emissions annually.
- Providing over 10 million people access to cleaner and energy access.
- Create over 500 direct and indirect jobs in the region.

FMGSL is part of the Africa Carbon Market Initiative (ACMI) which aims to support growth of carbon credits in Africa and create clean energy jobs. For its strong impact focus FMGSL was recognised as a top 5 contender for Deal of the Year at the 10th Private Equity Africa Awards (2022).

“ About 60m Nigerians and over 70% of SMEs in Nigeria rely on self-generated power. FMGSL's strategy to monetise over 50mmscf/d in the next 3 years supports the Federal Government's energy transition strategy to achieve its climate goals.

Sylvester Ayisi, CFA | Investment Principal, Àrgentil



Key Impact post investment



To provide **10 million households** access to cleaner and more affordable fuel.



Development of gas processing plant with **5mmscf/d** capacity per day



Provision of cleaner cooking alternatives for approximately **81% of households** in sub-Saharan Africa



Reduction of up to **349,024 tonnes of CO₂** emissions per year



~50 direct and ~150 indirect jobs. Ongoing CSR initiatives with the local community per the terms of the Memorandum of Understanding

Kunda Kids



Kunda Kids is an award-winning female co-founder edtech company on a mission to provide children with educational content that is rich and captivating covering African history, languages, and culture through the power of storytelling

Àrgentil investments in Kunda Kids has supported the business to execute on its plans of executing a digital strategy alongside its current book publishing business. The company has achieved significant milestones including:

- Launched the Kunda Kids mobile app is generating revenue via subscriptions and a web version that is used by schools.
- Its animated YouTube series Kunda & Friends has continued to experience 10X viewing hours and revenue growth over the past 3-months alone and ~ 7 million views since its launch in March 2023.
- Its publishing business continues to achieve strong book sales growing at 2X while it has also achieved success with its Publishing as a Service working with Wildlife Conservation Society to raise awareness of endangered species in Nigeria.
- The company raised US\$700,000 in its initial pre-seed round and is currently raising a seed extension at 3x the initial round.
- Àrgentil introduced the founders to the Mastercard Foundation edtech fellowship and were successfully on-boarded onto the program and received a grant of US\$100,000. The founders have been recognised for many awards including:
 - Start-up of the Year Award by Lagos State Start-up Technology
 - IFC Female Founders Growth Programme Demo Day Grant
 - Finalist at the Black British Awards 2023

“ Only 2% of children’s animation features a black lead character while 74% of parents believe children learn about the world through the media they consume. ”

Dipo Onabanjo | Principal Associate, Àrgentil



Key Impact post our investment



Promoting inclusivity for children of colour and growth of global citizens **8 countries reached** (Nigeria, Kenya, USA, Ghana, Uganda Philippines India, and UK)



Increased diversity in children's media in a world where only **2%** of animator's lead characters represent black kids, thereby addressing concerns on negative black stereotypes



- Grown reach by about **4x** to over **19,000** subscribers in 2023 of its mobile app. To date over **7million** have viewed Kunda and Friends series on YouTube.
- Kunda kids published books can be found in all public libraries in the UK and it has partnered with Wildlife Conservation Society to raise awareness of endangered species in Nigeria.



YALO is a female co-founder proptech company, that has significantly impacted the Nigerian housing market by providing financing for affordable rental solutions. YALO offers a user-friendly platform with robust financial solutions, simplifying the rental process for tenants and property owners. Through strategic partnerships, including Nigeria Property Centre YALO expanded its reach, resulting in a growing subscriber base and user engagement, with over 6,000 registered users in its first year of operations.

Àrgentil support for YALO is to help it leverage technology and data from strategic partners to provide affordable and flexible rental solutions eliminating the high agency cost of finding housing as well as significant annual payment required by house owners. This, flexible payment options is in line with the Lagos State government's push for monthly rental charges.

Yalo has also successfully onboarded 6,000 registered users and processed 2,800 rental applications with over 250 active rental leases, showcasing the demand for its services. Other notable milestones post our investment include:

- ✓ Top 4 finalist in NSIA Price of Innovation Accelerator programme
- ✓ Deployed over N150m in rental financing from over N2billion in applications and maintained an impressive 97% repayment rate and <1% default rate
- ✓ Achieved 45% female representation on its loan book
- ✓ Signed up strategic partnerships with over 20 businesses to provide their employees with rental financing solutions.

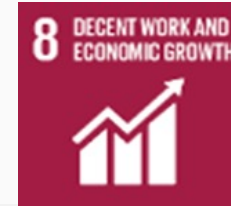
With its proven management track record and commitment to providing rental solutions, YALO is on track to deploy over US\$5 million in rent financing by 2024 and will continue to drive positive change in the housing sector in Nigeria.

“ Àrgentil’s support transcends investment. It has been instrumental in fostering YALOs strategic mindset in a tough fundraising climate, enhancing corporate governance and structuring investor reporting even in our early years ”

Dele Ijaiya- Oladipo | Cofounder YALO



Key Impact post our investment



Deployed **N150m** towards rental financing from request of over N2billion in applications. **8 new direct jobs created.**



250 people have been able to afford to pay their rent in a market where there is a **28 million** housing deficit.



45% female representation in its active leases, addressing the challenges faced by over **90%** of Nigerian women in securing loans from formal financial institutions



Treepz is a technology-enabled mobility company that aims to make transportation more affordable and predictable. Post its inception in 2019, Treepz has supported over ~3m ride bookings to date.

From its operations in Nigeria, Treepz has expanded into other African countries with operations in Ghana, Kenya, and Uganda. The company has achieved self-sustainability in these markets i.e. where each country can cover its cost of operations.

Àrgentil's investment in Treepz was to help it build its business model of providing convenient, predictable and affordable transportation to a wider population in the market it operates. Additionally, the company indicates it has helped the reduction in 3m tonnes of CO₂ emissions since its inception.

Key milestones achieved to date includes:

- Treepz has successfully raised over US\$4m, for its pre-seed and seed stage
- The company suggests it has saved over 3m kilograms of CO₂ emissions via passengers using its transport fleet relative to driving their cars
- Disbursed over US\$5million to its vehicle partners via its marketplace business
- Selected as 1 of 12 start-ups to showcase its business at the VC4A Showcase Africa from pool of 1,000 shortlisted candidates.
- Won the Global Start-up of the year award for the best industrial tech.
- Appoints a 50:50 diverse board in 2023.



“ Treepz has shown its capacity to scale with the acquisition of SWVL Kenya and It also achieved breakeven in 2023 showing self-sustainability for both its Nigeria and Kenya business. ”

Blessing Adukwu | Investment Analyst Àrgentil

Key Impact post our investment



Treepz has transported more than **4 million customers** across 6 countries and 3 continents. Transported average 7,000 employees of its corporate partners every 24 hours.



Reduction in **3m tonnes of CO₂**, since 2019



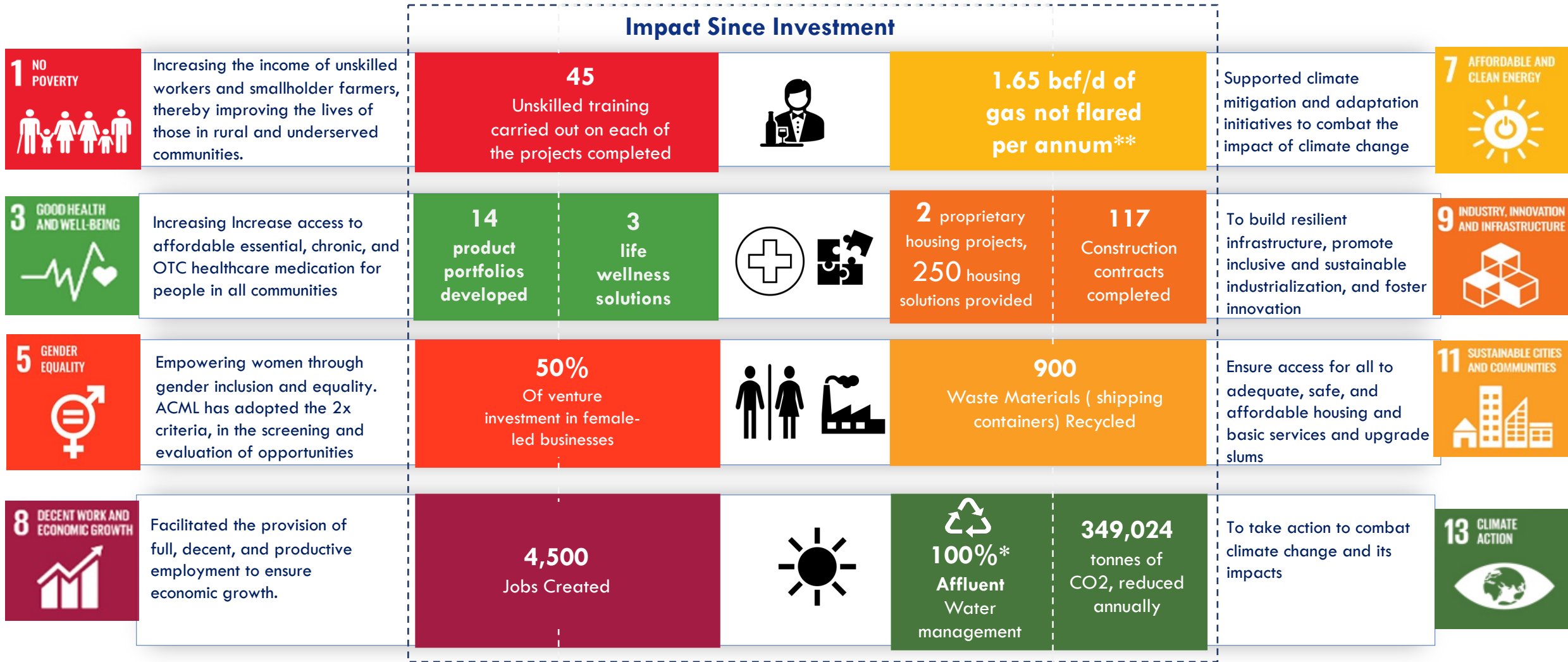
Provided **over US\$5m** in income for its vehicle partners. Creating direct employment for over 50 persons and in many more indirect jobs for drivers, contractors and other gig workers

2024 SDG Metrics



- SDG 1: No Poverty
- SDG 3: Good Health & Well-Being
- SDG 4: Quality Education
- SDG 5: Gender Equality
- SDG 6: Clean Water and Sanitation
- SDG 7: Affordable and Clean Energy
- SDG 8: Decent Work and Economic Growth
- SDG 9: Industry Innovation and Infrastructure
- SDG 11: Sustainable Cities and Communities
- SDG 12: Sustainable Consumption and Production
- SDG 13: Climate Action
- SDG 16: Reduced Inequalities

AAML's Contribution to the Sustainable Development Goals




* 100% affluent water management from Sygen Pharma operations

** Serving as cleaner energy source, to over 10m people

Our Team



Gbenga Hassan
MANAGING PARTNER



Femi Oladehin
SENIOR PARTNER




Peju Kayode-Aluko
PARTNER CORPORATE SERVICES




Folasade Oyedere
CHIEF FINANCIAL OFFICER




Sylvester Ayisi
INVESTMENT PRINCIPAL




Dipo Onabanjo
PRINCIPAL ASSOCIATE



Olaolu Adekoya
SENIOR ASSOCIATE



Blessing Adukwu
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