

Chuo University Commemorative lecture

Current and future potential of Africa

~Impact of leapfrog innovation ~

Asia Africa Investment & Consulting (AAIC) Representative partner

Tsubaki Progress

2021 Year 11 Month



Introduction



As a partner and managing director of Boston Consulting Group, Inc. (BCG), implemented business strategies, M&A strategies, new business startups, globalization, and other projects in the high-tech, information and communications, Internet, and media and content fields. Worked at San Francisco Office in 1995-96. He spent 15 years consulting for major telecommunications companies, major mobile phone companies, major electronics manufacturers, major high-tech materials companies, major game companies, major television stations, IT and Internet companies, and consumer goods companies. He became president and representative director of a listed company in 2006. He has served as an outside director at such companies as TOMY CO., LTD., Ryunoko Production Co., Ltd., and Atlas Co., Ltd.

Currently Asia Africa Investment & Consulting (AAI) in 2008

C) Established a company. Appointed President/Representative Partner

Consulting services in emerging countries such as China, Southeast Asia, India, the Middle East, and Africa, including the development of new businesses, support for market entry, M&A and support for partner exploration, and support for business conversion. Implemented through Engaging and Investment. Japan's first African fund was established in 2014. Currently operating the Africa Healthcare Fund (AHF).

"Ultra-Accelerated Economic Africa: Toyo Keizai Co., Ltd." and many other writers and lectures on "Map of Future Businesses Changed in LEAPFROG" (Toyo Keizai Co., Ltd.), and "Co-authorship of Global Strategic Introduction of Japanese Companies (President Co., Ltd.)"

Business Breakthrough University, Business Breakthrough University Graduate School

MBA, Graduate School of Business Administration Professor

Graduated from the First Department of Basic Science, Faculty of Liberal Arts, University of Tokyo

SUMMARY OF THE AAIC

Consulting business (wisdom)

Description of Businesses

Emerging country

(Asia-Africa)

New fields (new businesses, automated driving, AI/IoT, etc.)

Investment business (money)

OSTI / Rwanda Nuts Company

Africa Healthcare Fund

Management Human Resources and HR Business (People)

Business bases

■ Incorporation 2008 Mar.
■ Paid-in 220 million yen
Representative Partner

Lagos Office

Mumbiofith

Nairobi Office

Kigali Office

Singapore Head Office

Shanghai Office

Tokyo Office

Johannesburg Office (opened in August!)

* Mumbai's regional partner office

Project Performance Countries

AAIC bases

MISSION

"Through full-commit growth support,
We will take on the challenge of new things and create new value in emerging countries

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LEAPFROG



“人類発祥の地
「アフリカ」が
いよいよ来た!”

大前研一



現地情報×ファクトフルネスで
知識をリカレントする
新感覚ビジネスパーソンの教養書!

氏推薦!

で変わる未来のビジネス地図

東洋経済新報社

Ultra-Accelerated Economic
Africa: A Future Business Map
Changing in LEAPFROG

Toyo Keizai Shimbun
2021/5/28 Launch

No. 1 in "World Economic
Situation" on Amazon
Five prints in two months of launch

AAIC's African Experiences and Disbursements

Established the first African office as a Japanese strategic consulting

company

- ☐ Nairobi (2 Japanese + local), Kigari (3 Japanese + local), Lagos (2 Japanese + local), Johannesburg (1 Japanese)

Implemented its own African

projects

Investment and management of agribusiness in Rwanda

Rwanda Nutz Company

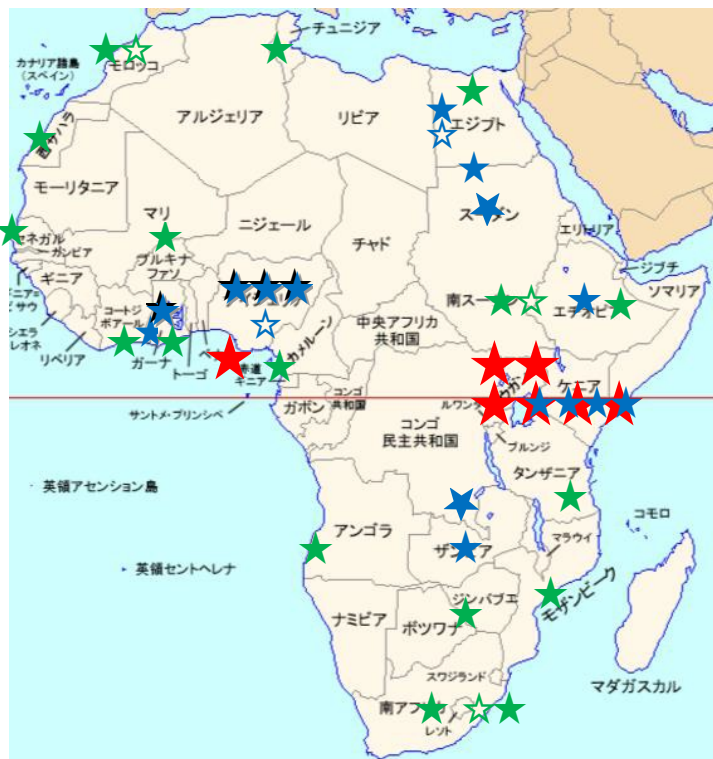
Established Japan's first exclusive fund for Africa, and has an extensive track record

of investment in Africa

- ☐ TOYOTA TSUSHO CSV Africa
- ☐ **Africa Healthcare Fund(AHF)** No. 1 Fund (under management)
 - End of Oct. 2021 Investment in 30 companies

Strong team of advisors on African business for more than 50 years

- ☐ Mr. Yoshiyuki Sato (founder of Kenya Nut in 50 years of present African business),
Chairman Dr Amit(Africa Healthcare Federation, Chairman of the Kenyan Medical Association, and others



☆Investment schedule

Extensive consulting experience in Africa

- ☐ Implementing a number of projects in North Africa, East Africa, West Africa, South Africa, etc. (market research, support for expansion, agency search, M&A support, investment support, etc.)

Extensive network in Africa

- ☐ Network with a wealth of local companies
- ☐ Deep network with local governmental and international organizations

- ☐ Network of former BCG partners
- ☐ Extensive local business experience
- ☐ Japanese-affiliated companies such as JETRO, JICA and the Ministry of Foreign Affairs

Other



AAIC
Asia Africa
Investment & Consulting

Rwanda Nutz Company creates 350 jobs locally, earns foreign currency, raises the standard of living of 2,000 contracted farmers (approximately 10,000); and contributes to women's empowerment.



ルワンダ・ナッツ・カンパニー 株式会社
Rwanda Nut Company Ltd.

ホーム

製品・グループ

会社情報

お問い合わせ

Established in 2013

「千の丘の国」ルワンダが育んだ
こだわりのマカデミアナッツ



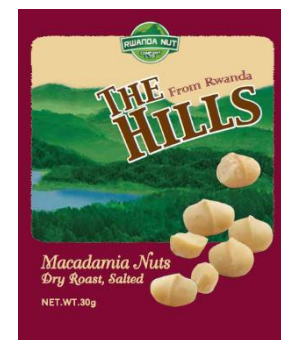
製品とグループ



ビジョン



会社情報



Content

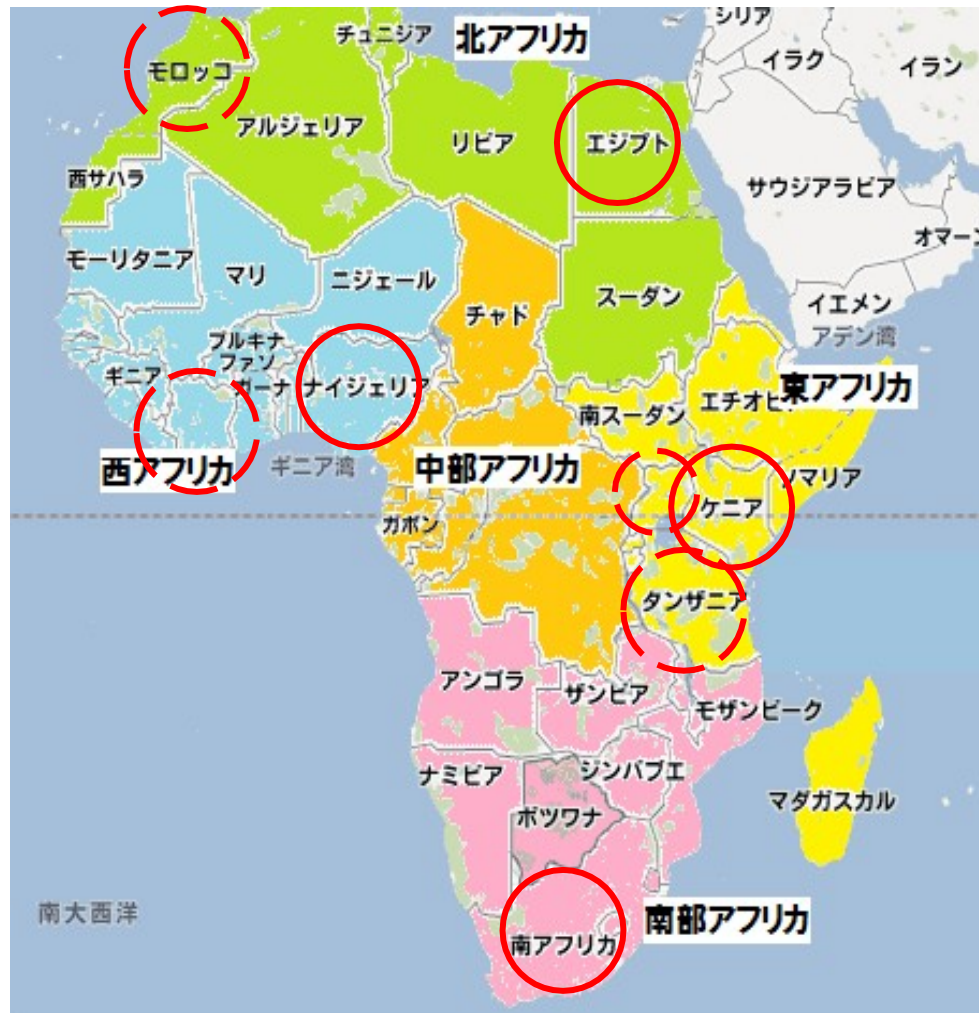
At the outset

"super-accelerated economic Africa"

- **Disruptive innovation and time machines**
- **Examples of investees**

Suggestions for the future

Last growing continent of capitalism Africa



Last growth region

- 54 countries
- Rapid population growth
1 billion (in 2011)
- * 3.5 billion people (2100)
- GDP Rapid Expansion (Sub-Saharan)
\$400 billion (2000)
- * \$1.8 trillion (2019)
- Political stability
- Overseas return group
- Development of resources/energy
- Investment in China
- Investment from the world

Such as
China Rush Since 2003

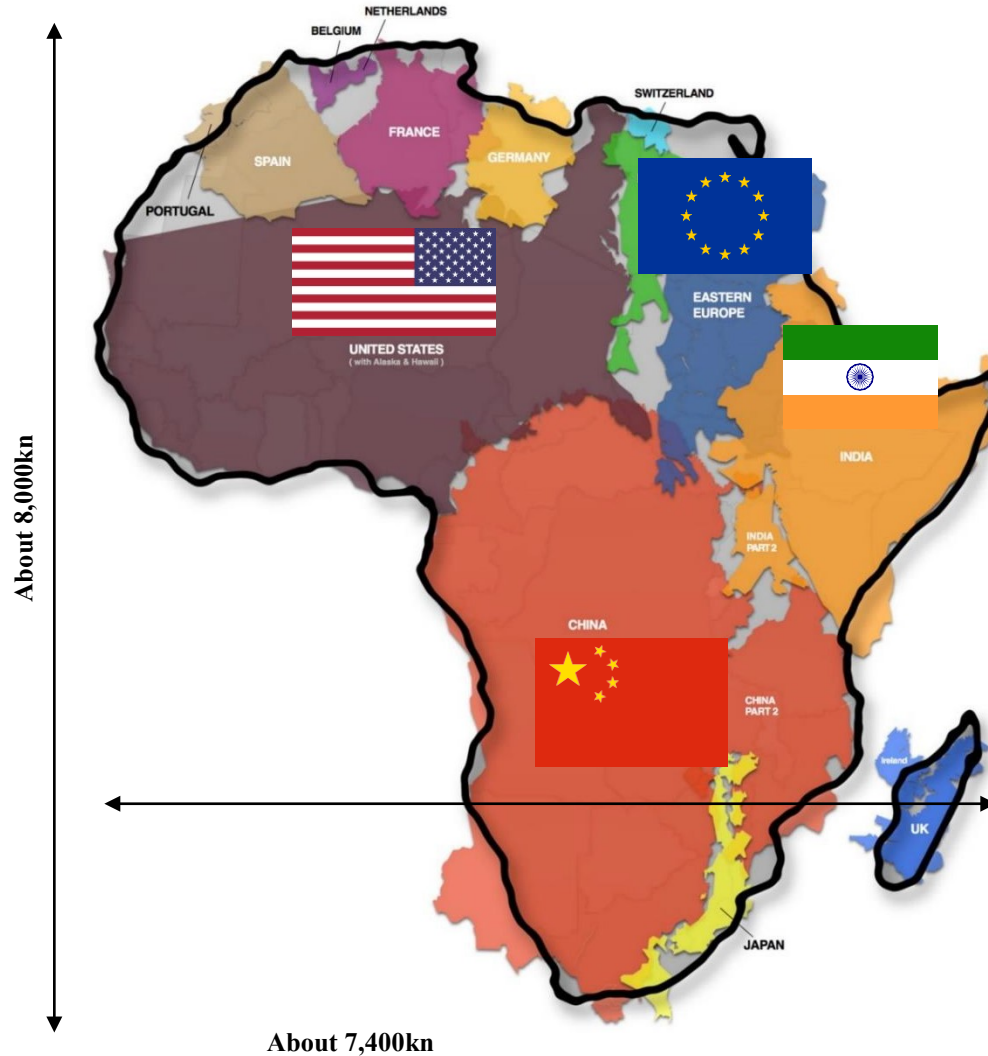
NOTE : Calculated as exchange rate TOSS = 100 JPY

Source: Population-IMF, World Economic Outlook Database April 2013

Area-Ministry of Foreign Affairs, Countries and Regional Situations

GDP - IMF, World Economic Outlook Database April 2013 The World Bank

Broader than the sum of the United States, China, India and the EU's major powers



Scale of the African continent

2 in 54 countries

✓ 80 times the area of Japan

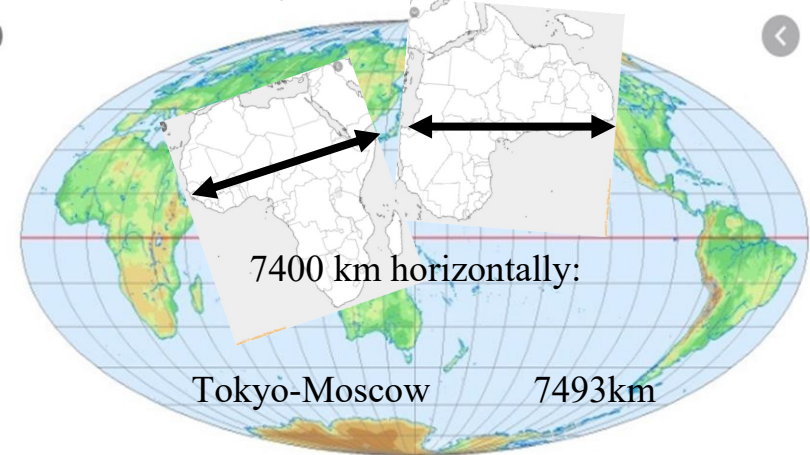
km in height and 7400 km in width

— Approximately 10,000km from Japan to Africa

8,000 km long

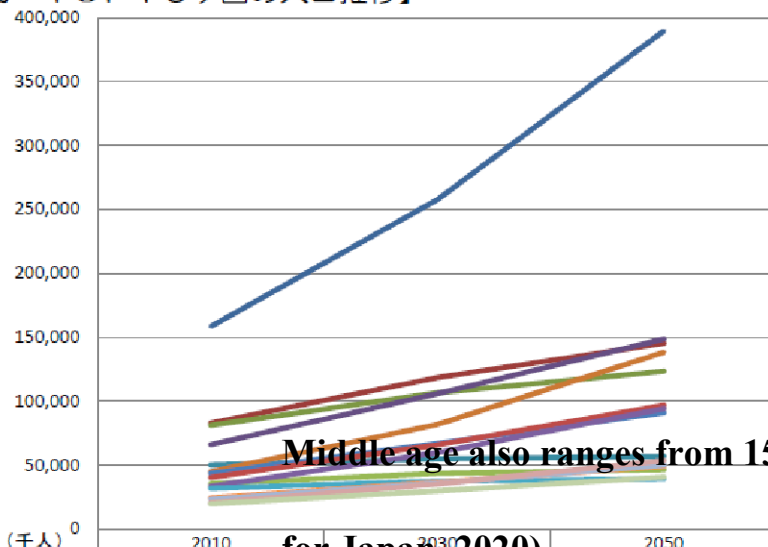
Tokyo - Seattle 7687km

Tokyo-Dubai 7935km



Africa is young!

【アフリカ TOP 15ヶ国の人口推移】



Middle age also ranges from 15 to 26 years in each country (age 48.9 for Japan, 2020)

(千人)	2010	2030	2050
ナイジェリア	158,423	257,815	389,615
エチオピア	82,950	118,315	145,187
エジプト	81,121	106,498	123,452
コンゴ民主共和国	65,966	105,956	148,523
南アフリカ	50,133	54,711	56,757
タンザニア	44,841	81,852	138,312
スーダン	43,552	66,856	90,962
ケニア	40,513	65,928	96,887
アルジェリア	35,468	43,475	46,522
ウガンダ	33,425	59,846	94,259
モロッコ	31,951	37,502	39,200
ガーナ	24,392	36,537	49,107
モザンビーク	23,391	35,907	50,192
マダガスカル	20,714	35,333	53,561
コートジボワール	19,738	29,823	40,674

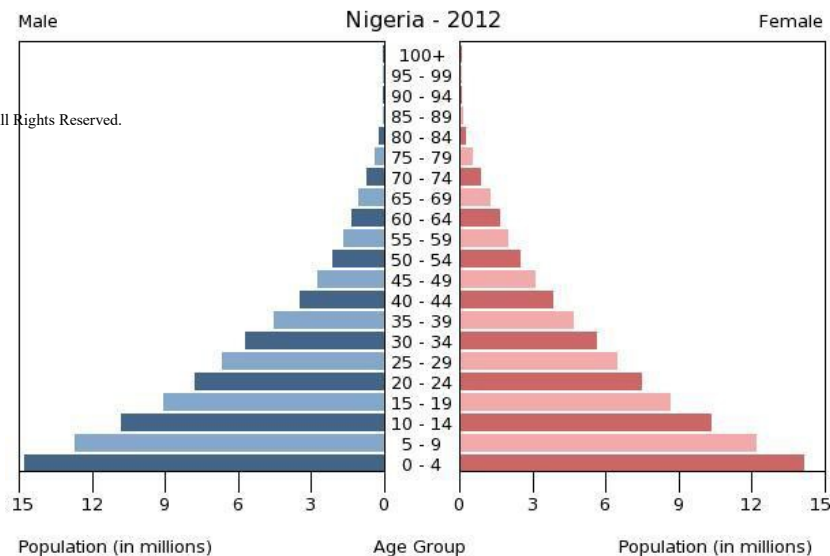
出所: UNPD World Population Prospects 2010 Revision

【アフリカ TOP 15ヶ国中位年齢の変化】

(歳)

国名	2010	2030	2050	国名	2010	2030	2050
ナイジェリア	18.5	19.8	23.1	アルジェリア	26.2	35.3	42.0
エチオピア	18.7	25.2	32.5	ウガンダ	15.7	18.1	22.0
エジプト	24.4	30.5	36.9	モロッコ	26.3	34.0	40.8
コンゴ民主共和国	16.7	20.1	25.2	ガーナ	20.5	24.1	28.7
南アフリカ	24.9	29.1	33.5	モザンビーク	17.8	20.5	24.3
タンザニア	17.5	18.2	20.9	マダガスカル	18.2	21.3	25.1
スーダン	19.7	23.5	28.2	コートジボワール	19.2	22.8	27.3
ケニア	18.5	20.8	24.6				

出所: UNPD World Population Prospects 2010 Revision



Basic Africa

		Basic Africa		
		Africa	China	India
CY2017		12.6	14.2	13.4
Population	Hundreds of millions			
2050		25.3	13.7	16.6
Economy	Hundreds of millions			
2100		44.7	10.3	15.2
IT Infrastructure	Hundreds of millions			
Population change rate 2050 years/2017	%	101 (2020)	-3	24
Population change rate 2100 years/2017	%	256	-27	13
GDP Growth Rate (2017)	%	3.7	6.9	6.7
Nominal GDP per capita (2017)	U.S. dollar	1,825	8,643	1,983
Number of Internet Users (2016)	Hundreds	1.9	7.6	3.9

Source: United Nations, Department of Economic and Social Affairs, Population Division (2017): World Population Prospects, TeleGeography, Ministry of Foreign Affairs

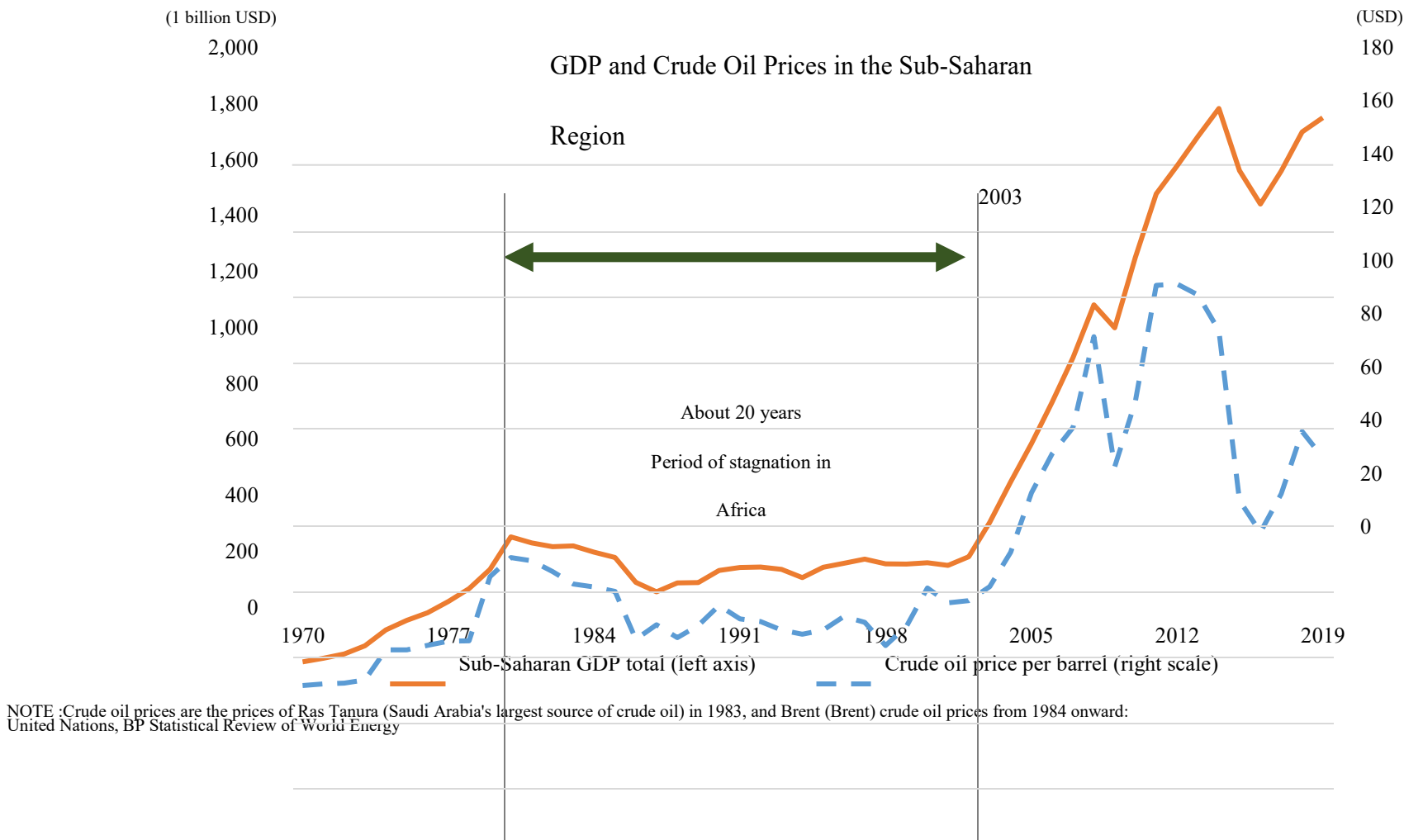
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Have grown rapidly since 2003

GDP and Crude Oil Prices in the Sub-Saharan Region



Content

At the outset

"super-accelerated economic Africa"

- Disruptive innovation and time machines

- Examples of investees

Suggestions for the future

M-PESA (Safaricom, Kenya):

Remittance

Mobile Payment and



Annual transactions to ¥5 trillion as of 2018
(half of Kenya's GDP, twice the total bank transactions)



M-PESA payments can be easily made even at offline stores by entering codes presented by the stores (LIPA NA M-PESA function)



Fast food chain Steers (top)

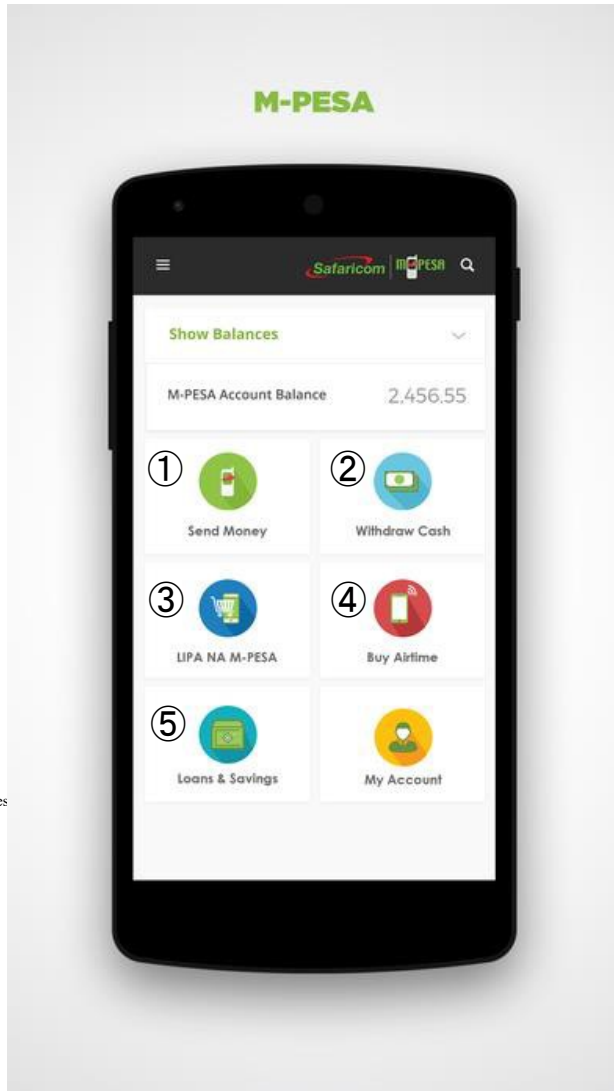


(Top) Supermarket Chain Navias



(Left) Gasoline station

In addition to remittance/withdrawal, settlement, and mobile phone charges, it also has a loan and deposit function in collaboration with banks



① Remittance

- Remittance can be made not only to M-PESA users but also to non M-PESA users (enter the mobile number of the destination of remittance)

② Cash withdrawal

- Depot at M-PESA distributor
Cash can be withdrawn from the credit balance

③ Settlement

- Payment can be easily made by entering the code of the payee and specifying the amount.
- Public, such as electricity and water
In addition to utility fees, purchases on e-commerce websites, payments at affiliated offline stores, etc. are also possible.

④ Portable charge

- Carriers other than Safaricom
Can be top-up
- You can not only charge yourself, but also top-up for people you know about.

⑤ Loans and deposits

- As a function provided by KCB Bank, it is possible to make a loan from a M-PESA or make a fixed-term deposit or a deposit with a target amount.

Source: iTunes

Case: M-Kopa Solar (Kenya)

Sales in Africa of lighting fixtures that are connected to solar panels and can be used in areas where electricity is not used.

Referenc

e



M-KOPA 5 Solar Home System



Kenya

Uganda

50 /=

Per day + 2,999 /= deposit

- M-KOPA 5 Control Unit with Lithium Battery
- 8W Solar Panel
- 4 Bright, 1.2W LED Bulbs
- Rechargeable Torch
- Rechargeable FM/USB Radio
- 5-in-1 Phone Charge Cable
- Custom Charge Cable

M-KOPA 5 Solar Home System

Affordable

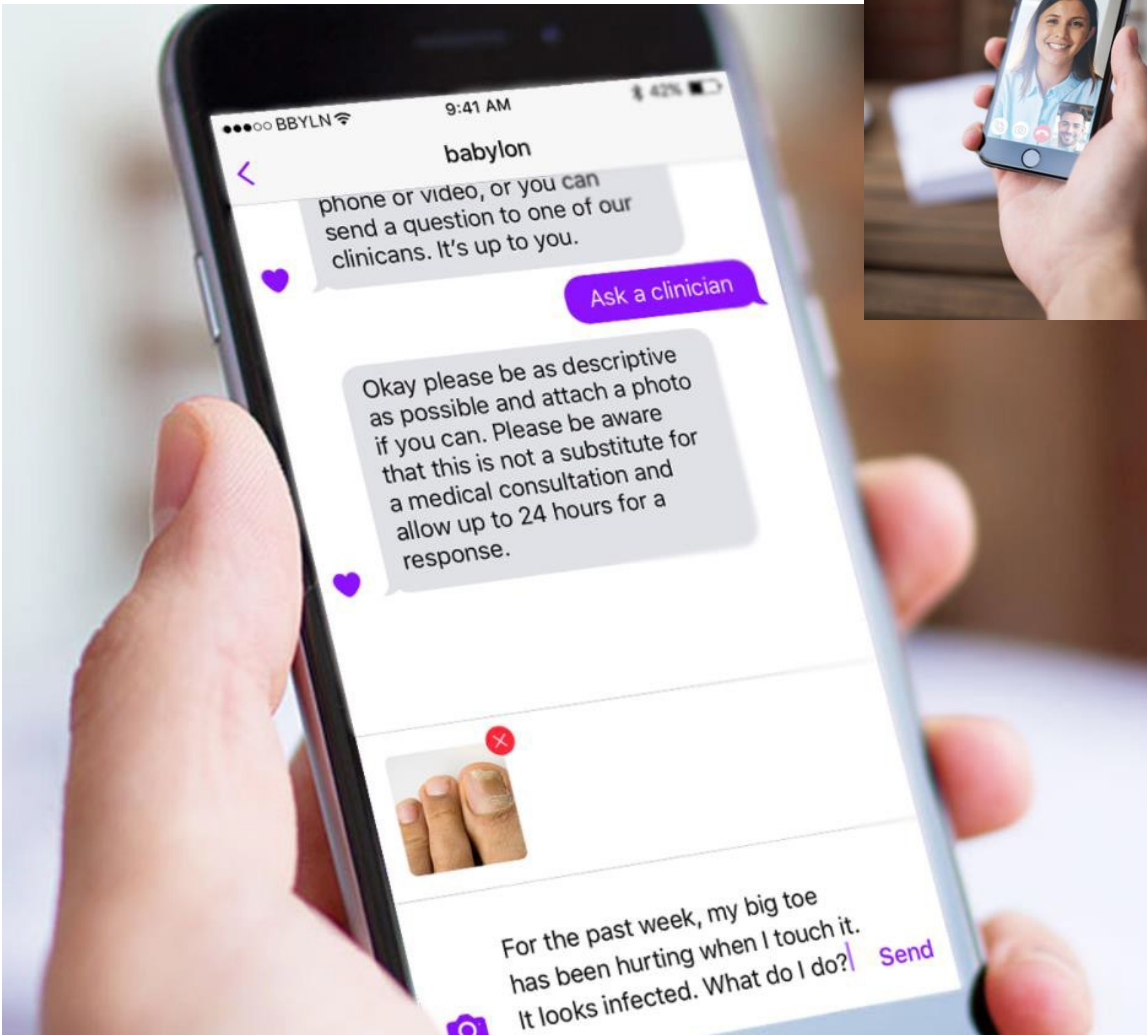
Customers buy the solar home system on an affordable M-KOPA payment plan, with an initial deposit followed by daily payments for up to one year. After completing payments, customers own the

Babylon AI dia

(Britain, Rwanda)



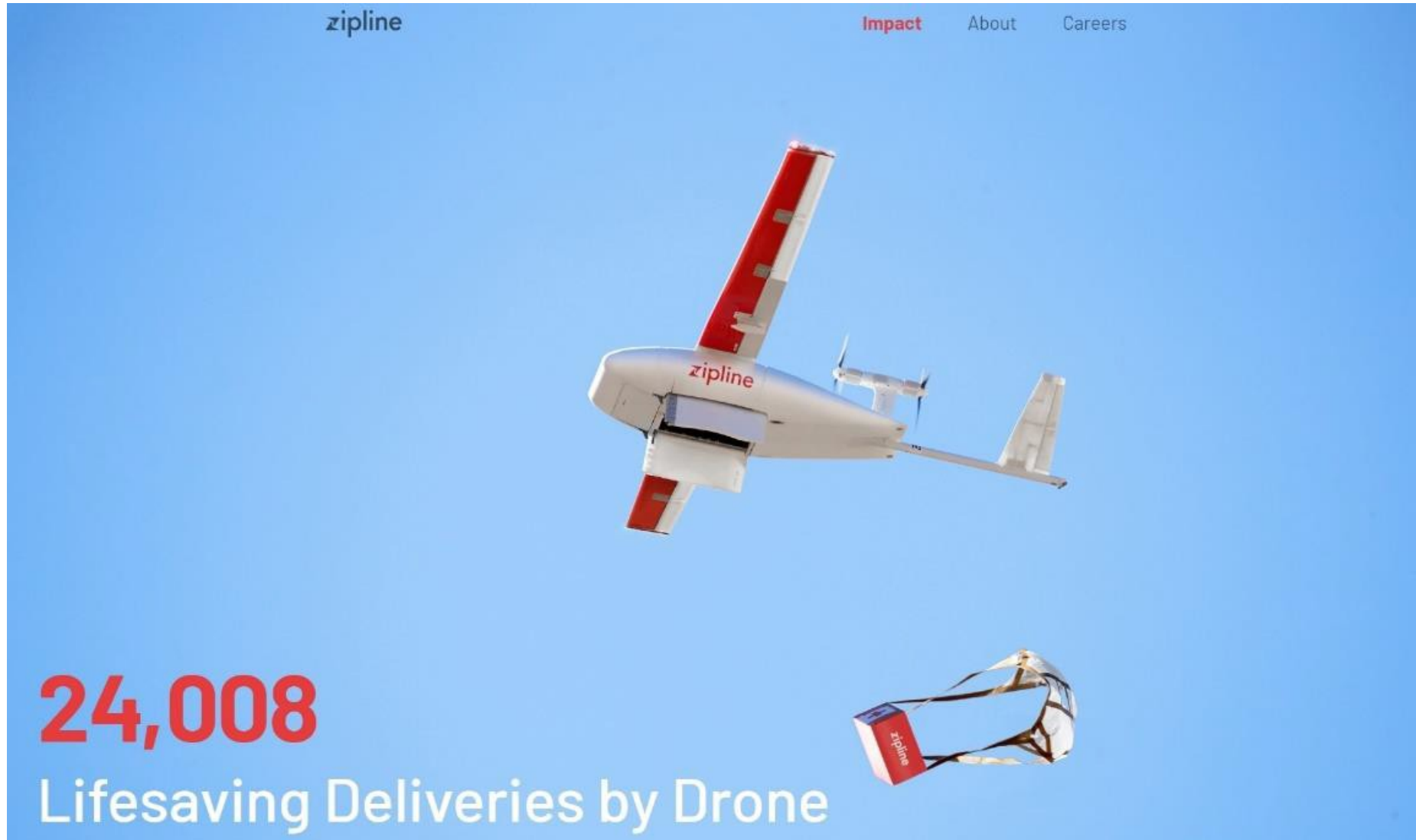
- ☐ Babylon applications are available in the United Kingdom, Ireland, and Rwanda and downloaded more than a million times.
- ☐ When a user reports symptoms to an AI chatbot, they analyze the symptoms and recommend a video interview with a physician as needed. In the United Kingdom, the price of an interview with a general practitioner is 25 pounds a time (about 3600 yen), which is higher than the price of an interview with a specialist. The user can also pay five pounds per month to use the service at a fixed rate.
- ☐ **For Rwanda, which has 2 million users (less than 20% of the population in January 2019), the cost of consulting a physician is 200RF (approximately 20 yen per visit).**
- ☐ Babylon currently has about 170 employees
- ☐ Babylon's goal is to build the world's most advanced AI-platform, make it easier to diagnose, and provide health checkups and treatments tailored to individuals worldwide.
- ☐ Babylon raised \$25 million in January 2018. The stock was valued at more than \$100 million, according to the Financial Times.
- ☐ **To 750M→ Unicorn as of 2019**



Zipline Drone logistics (U.S. and Rwanda)

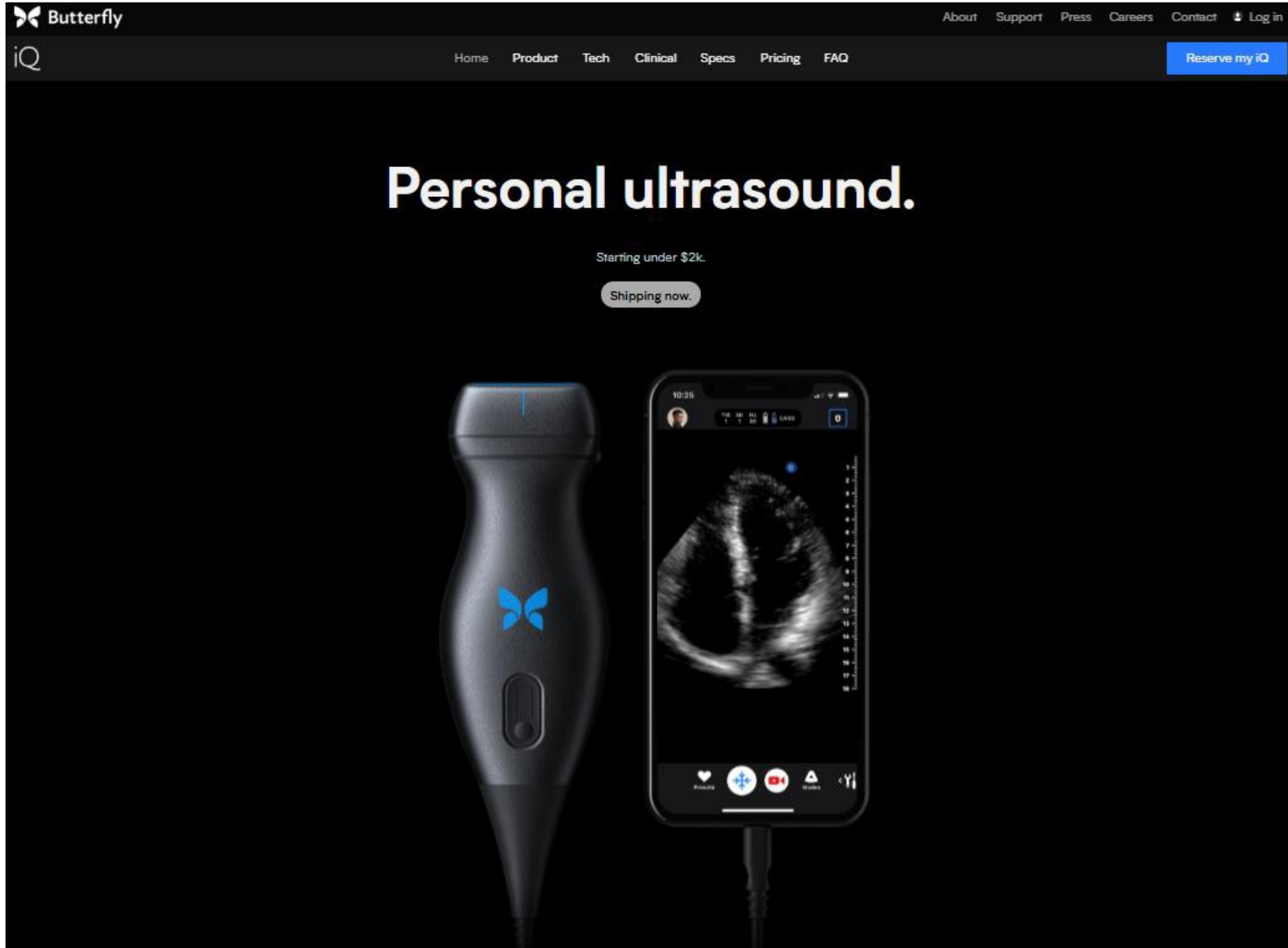
Source: Youtube (<https://www.youtube.com/watch?v=FeSCEaIMOL8>)

20



: Mobile ultrasonic diagnostic equipment

Butterfly (U.S.)



Butterfly (U.S.)

: Mobile ultrasonic diagnostic equipment

Contact us

iQ ▾

Pricing

Enterprise

Get a demo

A new era of healthcare for everyone.

We support organizations across the world who are using Butterfly iQ in low-resource settings to create sustainable healthcare, one iQ at a time.

[Learn more about our mission](#)



Butterfly's expansion area January 2021



Source: Butterfly HP

map/time machine map"

\$1000

200 Medium

3 thousand

Year

0:16

countries

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Target Countries and Regions		2014 Nominal GDP per capita (\$)	As in past Japan	Major Events in Japan
State	City			
The Democratic Republic of Congo		412	In 1959	Fujikyū Highlands (1963) Tokyo Olympics (1964)
Ethiopia		548	1961	
		599	1961	
Uganda		686	1962	
Tanzania		768	1963	
Senegal		1,091	1966	Launch of Tama New Town in 1965
Cambodia		1,101	1966	
	Dar Salaam (Tanzania)	1,171	1966	
Myanmar		1,271	1967	
The Democratic Republic of Congo	Kinshasa	1,301	1967	
Ghana		1,351	1967	Development of Daiei Metropolitan Area (Rainbow Strategy)
Cote d'Ivoire		1,371	1967	
Cameroon		1,421	In 1968	
Kenya		1,461	In 1968	
	Kampala (Uganda)	1,481	In 1968	
	Accra (Ghana)	1,491	In 1968	High growth
India		1,621	In 1969	
Laos		1,691	In 1969	
Zambia		1,701	In 1969	
Sudan		1,985	1970	
	Kigali (Rwanda) estimation	1,912	1970	Holding of Japan World Exposition, McDonald's 1st Store First shop
Cambodia	Phnom Penh	1,921	1970	
Vietnam		2,071	1970	
Cote d'Ivoire	Avidians	2,161	1971	
	Addis Ababa (Ethiopia)	2,241	1971	
	Kolkata	2,251	1971	Daiei Totsuka store opened (then the largest shopping center in the Tokyo metropolitan area)
Sudan	Hararoum	2,531	1971	
	Delhi	2,731	1972	
	Hanoi	2,893	1972	
Philippines		2,911	1972	(Approximately 100% penetration of new aluminum sashes)
	Yangon (Myanmar)	3,161	1972	
Nigeria	Lagos (Nigeria)	3,331	1973	
Egypt		3,331	1973	
Morocco		3,391	1973	
	Nairobi (Kenya)	3,351	1973	7-11 First store (Toyouso) (1974)
Indonesia		3,401	1973	
Nigeria		3,411	1973	
Laos	Vientiane	3,541	1974	
	Mumbai	3,641	1974	
	Calcutta	3,641	1974	Automobile penetration rate 50% (1976)
Tunisia		4,461	1975	
Algeria	Algeria	4,491	1976	
Vietnam	Ho Chi Minh	4,421	1975	
	Chennai	4,561	1975	
	Bangalore	4,561	1975	
Iran		5,161	1976	
	Baghdad	5,251	1976	
Thailand		5,551	1977	
	Casablanca (Morocco)	5,781	1977	
Algeria		5,881	1977	
Angola		6,121	1977	

\$10000

\$20000

\$30000

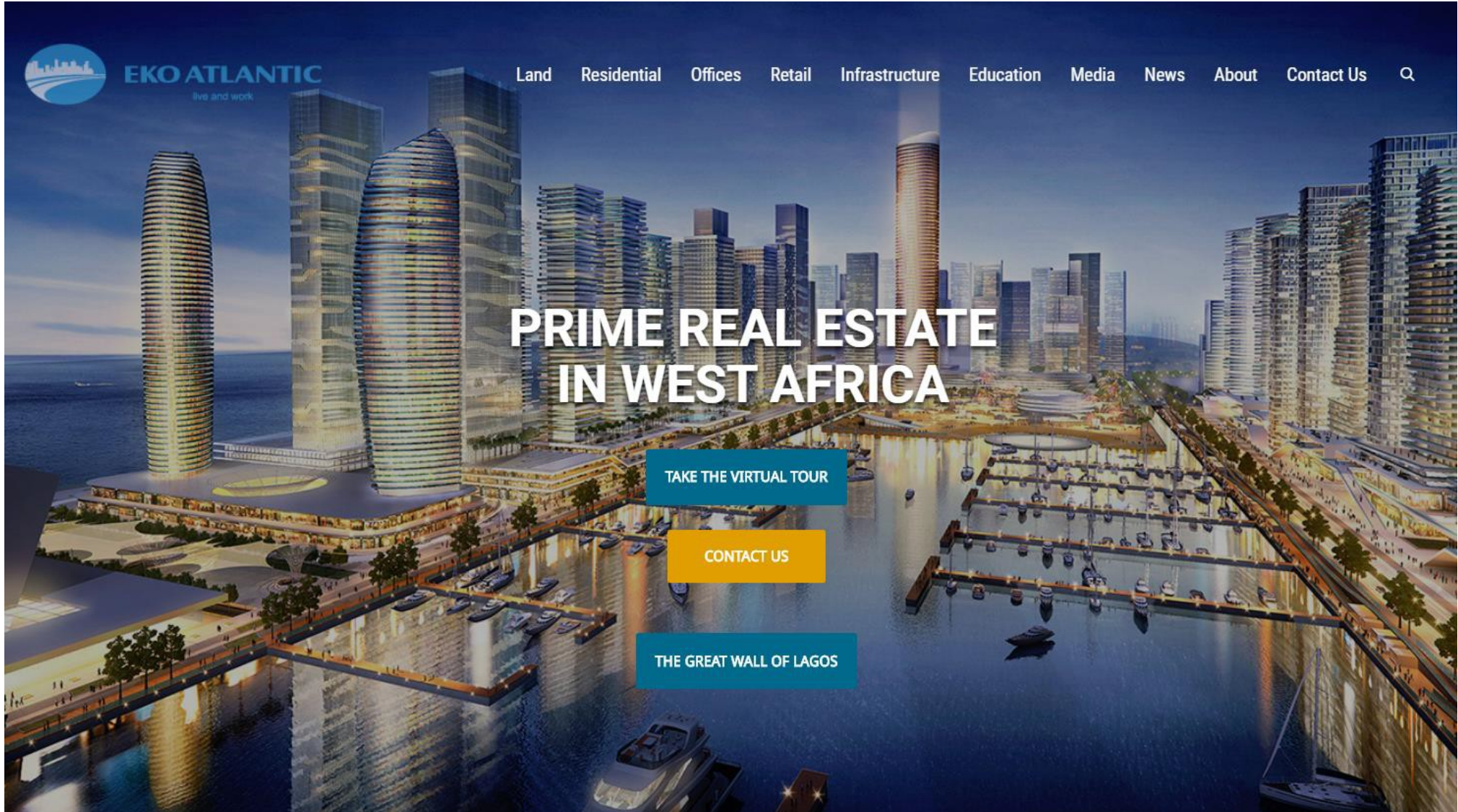
99,759

38		Manila	6,719	1978	Tokyu Hands Shibuya Store Opened in 1978 and Shibuya 109 Opened in 1979
39	Venezuela		6,870	1978	
40	China		7,572	1978	
41	Bulgaria	Habotogetcheran	7,648	1978	
42	Botswana	Johannesburg	7,750	1978	
43			7,942	1978	Opening of all Chuo Routes (1982) Disneyland Open (1983)
44	Romania	Linu (Peru)	10,090	1983	
45	Turkey	Sofia (Bulgaria)	8,342	1978	
46		Caracas (Venezuela) Bucharest	9,096	In 1979	
47			10,161	1983	
48	Mexico	(Romania) Jakarta	10,518	1984	Opened the entire Kanetsu Route (1985)
49			10,676	1984	
50	Malaysia		10,795	1984	
51	Brazil	Mexico City	10,837	1984	
52		Bangkok (2014) Beijing	10,951	1984	
53		Tripoli (Libya)	11,062	1985	Roppongi Arc Hills opened in 1986, exceeding 5 million overseas travelers in 1986.
54	Argentina	Shanghai	11,067	1985	
55	Hungary	Rio de Janeiro Warsaw	11,271	1985	
56	Russia	Shenzhen	12,778	1985	
57	Poland	Istanbul	13,154	1985	
58	Chile	Bangkok (Estimated for 2018)	13,393	1985	Purchase of Yasuda Fire "Himawari" (1987)
59	Mexico	Santiago (Chile)	14,317	1986	
60		Kuala Lumpur	14,330	1986	
61			14,911	1986	
62			15,723	1986	
63	Libya		15,756	1986	Don Quijote's first store (1989)
64	Slovakia		16,121	1986	
65	Czech Republic		16,146	1986	
66			16,585	1986	
67			18,480	1987	
68			18,985	1987	Acquisition of Rockefeller by Mitsubishi Estate (approx. 220 billion yen) Acquisition of Pebble Beach (1990) Overseas travelers exceeded 10 million (1990)
69			19,045	1987	
70			19,233	1987	
71	Taiwan		20,000	1987	
72			20,167	1987	
73			20,653	1987	Low growth
74	Saudi Arabia		21,322	1987	
75			21,572	1987	
76	Republic of Korea		23,494	1988	
77		Buenos Aires	24,812	1988	
78			25,401	1990	Roppongi Hills (2003)
79	Saudi Arabia	Budapest (Hungary) Sao Paulo	26,266	1990	
80	Japan	Reas	28,739	1991	
81	Russia	Hong Kong	29,203	1991	
82		Moscow	36,412	1993	
83		Berlin	37,540	2014	Africa Asia
84	United Kingdom		37,859		
85	United Arab Emirates	Taipei	42,092		
86	France	Singapore London	42,753		
87	Japan (2012)	Tokyo	43,832		
88	Germany	New York Paris	44,141		
89		Abu Dhabi	44,771		
90	United States		45,384		
91	Singapore		46,896		
92			47,201	2014	
93			52,374		
94			54,678		
95			56,113		
96			56,065		
			56,466		
			64,524		
			70,972		

Source: Cabinet Office, National Accounts, Nikkei Shimbun (October 27, 2012),

IMF-World Economic Outlook Databases (October 2012 edition), AAIC analyses

Eko Atlantic (Nigeria, Lagos)



Eko Atlantic (Nigeria, Lagos)

Current status of Eko Atlantic, completed forecasts, etc.



Project Overview

- Multi-family property project being developed by a South Energyx Nigeria Limited affiliated with Chagoury Group, one of Nigeria's largest corporate groups
- Huge deals that combine housing, hotels, retail facilities, and offices
- As for houses, 250000 people are scheduled to build as many houses as possible
- 1,000 ha (10 million m²) = Create land in Chiyoda Ward. Landfill cost: Approx. 200 billion yen
- The largest country in Africa (population: 190 million),
More than 300 million in 2040). Largest city
Created in the highest-quality area of 20 million people
- Free Zone Designated Area. No duty, no tariff. Guarantee of security at Gate City. Dedicated power plant complete.

Nairobi Shinkansen SGR(Standard Gauge Railway) Open in May 2018



Future route planning

New East African railway



Source: Kenyan Railways, Ethiopian Railway Commission, Transit Transport

BBC

Large-Scale Projects in Africa (as of 2020)

1



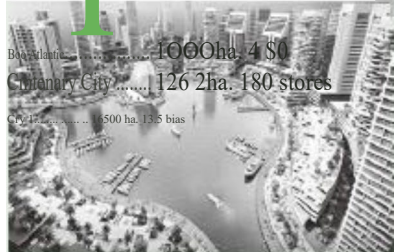
① セネガル
Diamniadio Lake City 2000ha, 20億ドル



③ Seme City
..... 200ha, 140億ユーロ



Supervision



⑤ 南アフリカ
Ntshongweni 2000ha, 18億ドル
Cornubia 1200ha, 15億ドル



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N 70000.450-\$580
Hit It
ElAlamein City
..... Ratio of 202: 13 •d, 。



Mr. Sami...

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Klgall Imovat and City 70 ha, \$20.

Four-neck a ir



Category

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USA Rivitf. 160 tia, 10 great dollars

Salama Creek 8 011a. \$1 billion

Mollusc I City 237ha, 10 •"



!I

\$1511 Nkwa stimulus...1.2.5.4.h.a.

Content

At the outset

"super-accelerated economic Africa"

- **Disruptive innovation and time machines**

☐ **Examples of investees**

Suggestions for the future

"In Africa, we will specialize in and invest in healthcare-related areas, the largest challenge and growth field, and utilize Japanese technologies and know-how to resolve social issues and realize sustainable businesses."

[Main investment targets

As of October 2021 30 companies]

①Single/Advanced Medical Areas

②Healthcare Tech/Innovation 18 companies

③Medical services area Seven

Four companies



1. Rwanda Tanzania: Dialysis Center



2. Kenya: General Hospital



3. Kenya iSikCure

4. Kenya: Specialization in Obstetrics and Gynecology

④Health maintenance/public health/food/agriculture

Two



29. Rwanda, Kenya, Uganda, DR Congo Tanzania, Burundi, etc.

: Community water service



30. Ethiopia: FMCG's NO1 brands

(Soap, detergents, oils, etc.)



5. Kenya: HC-specialized EC



7. Egypt: Dental specialized EC



9. Kenya and U.S.: IT services for hospitals



11. Nigeria et al.:

African international remittance PF



13. Nigeria: Local NO1 Net Health Insurances



15. Ethiopia: Remote Mental Di

17. Logo Benn: West African Countries



NO1, SuperApp services at



19. Japan, Rwanda and others: Medical IT



21. South Africa: Life Q

Analysis of wearable data



6. South Africa: Hospital Reservation PF/Medical



8. Nigeria: Nigerian NO1 Woover Logistics PFs

10. Kenya: Micro Insurance



12. Kenya: Kenyan NO1 woofer-type distribution PFs

14. Nigerian et al.: EMRs of local NO1



Remote interpretation services for local No1



Digital pain relief device



20. Kenya

Developing and Providing Insurance-Management

PF/API



22. Nigeria: FinTech for retailers including crowdForce pharmacies



Kenya: Private Version 911 Services



24. Nigeria: Transfusion-specific logistics service



25. Kenya: Laboratory Centers (CT, MRI, etc.)



26. India & U.S.: Small-sized Medical Devices X

AI 27. Nigeria: Pharmaceuticals Wholesale EC

Models



28. Kenya: Manufacture and sale of medical consumables such as syringes

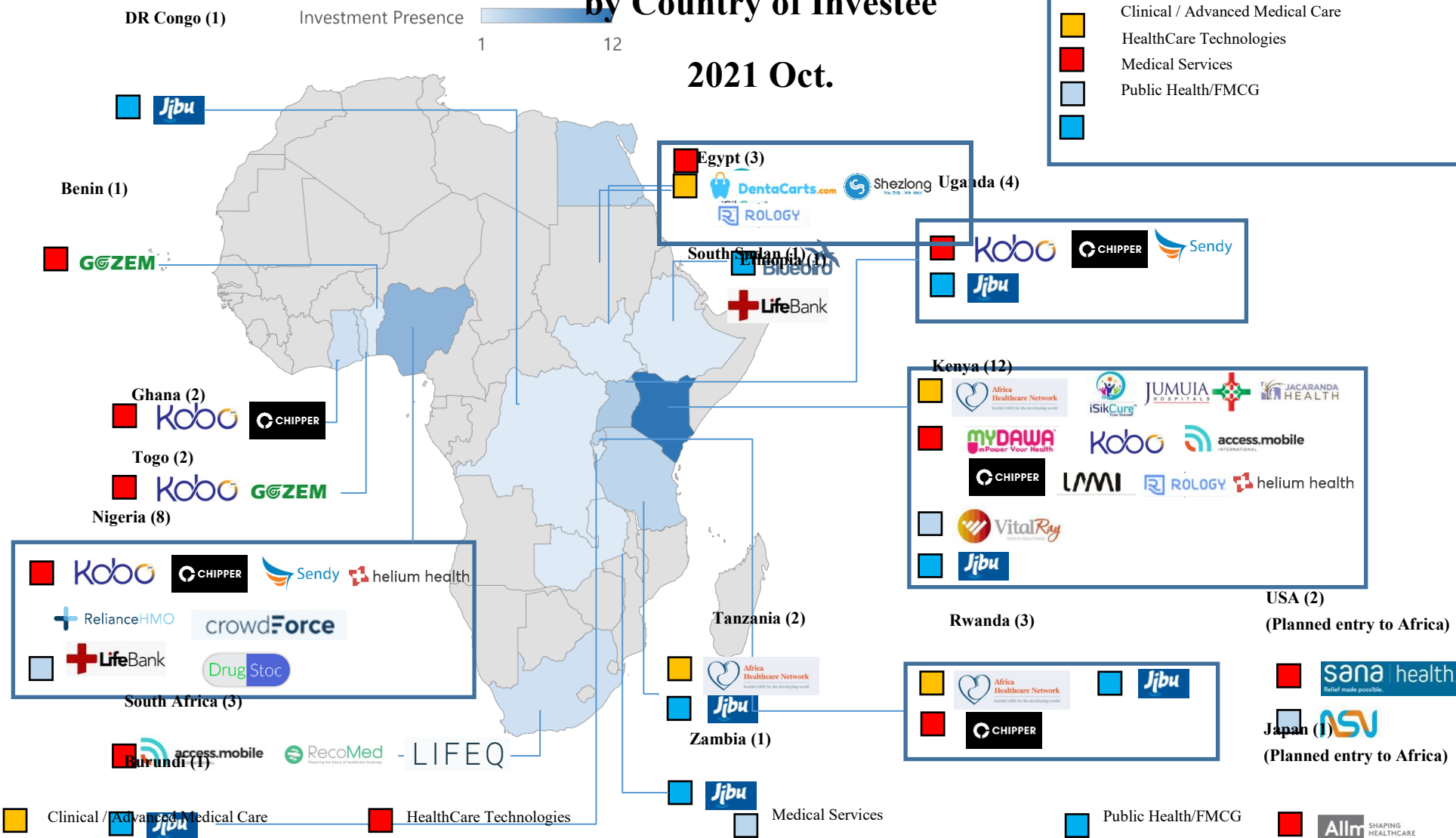
Status of Business Operations

by Country of Investee

2021 Oct.

Total Investments by Category : 30

	Clinical / Advanced Medical Care	4
	HealthCare Technologies	18
	Medical Services	6
	Public Health/FMCG	2



To 2B of Chipper Cash

Chipper Cash gets \$2B valuation with \$150M extension round led by FTX



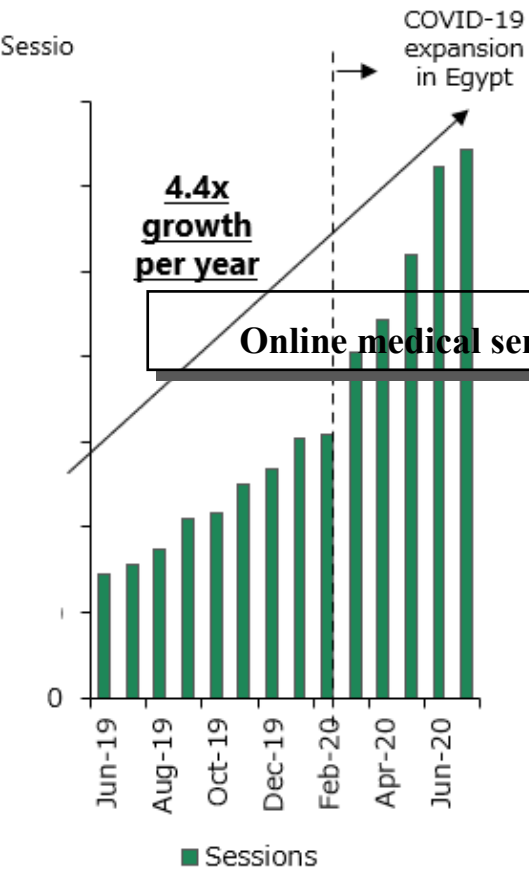
Tage Kene-Okafor @ulonmaya / 1:00 PM GMT+8 • November 2, 2021

 Comment

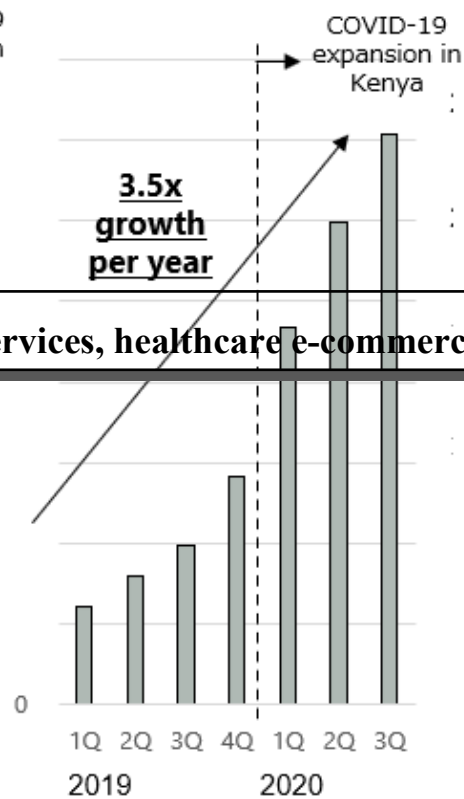


More investee companies grew rapidly in Covid19

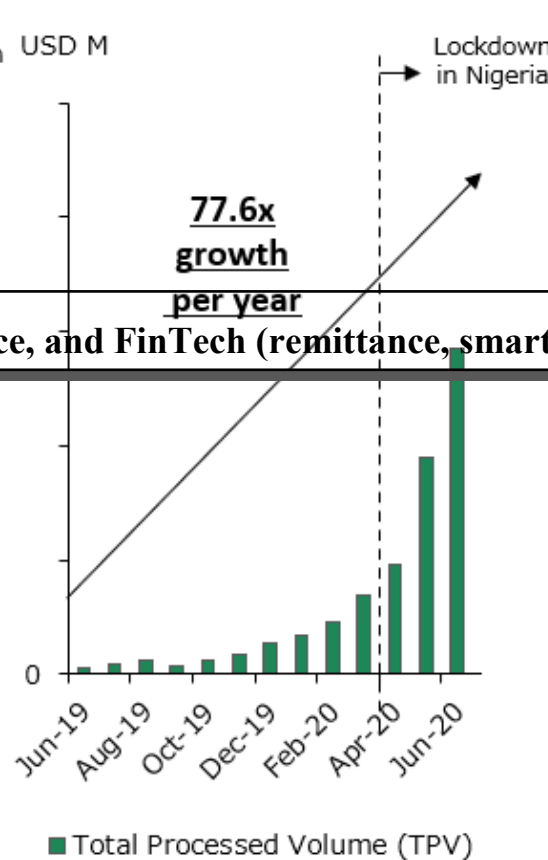
Tele-Diagnosis/Online Therapy Shezlong (Egypt)



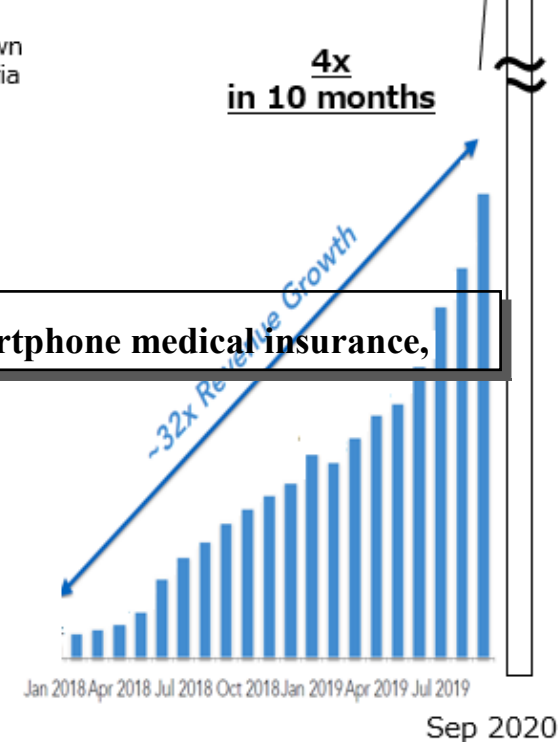
Healthcare EC MyDawa (Kenya)



Overseas Money Transfer Chipper Cash (Nigeria, Kenya others)



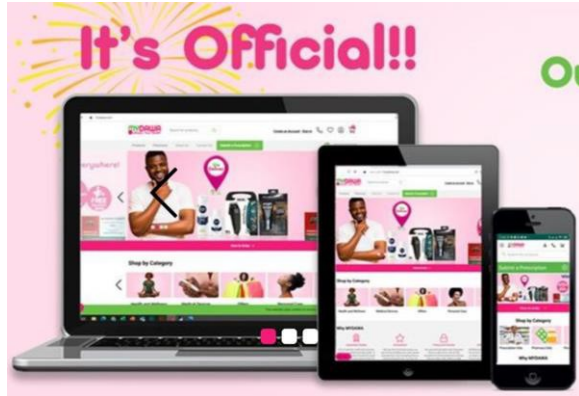
Mobil HC Insurance Reliance HMO (Nigeria)



Online medical services, healthcare e-commerce, and FinTech (remittance, smartphone medical insurance,

New Models for the New Normal Age Are Beginning

About MYDAWA (Kenya)



Company Profile

East Africa's No. 1 Online EC Platform (Amazon-like platform specializing in medical products) Not only general drugs but also prescription drugs are sold on EC. Deliver Greater Nairobi in 4 hours.

Digital transformation in healthcare are starting to take off



Establishment of data-driven medical ecosystem through EMR



Only 1



THE #1 EMR PROVIDER IN WEST AFRICA

Years ago, we set out to transform the way hospitals run across Nigeria. Today, our products are deployed at the most respected private and government healthcare facilities across Africa, solving problems we hadn't even dreamed of back then.

[SCHEDULE A DEMO](#)



Entrepreneur/CEO/CTO: Adegoke Olubusi

- He is a graduate of Johns Hopkins University and was previously an engineer at a U.S. eBay, PayPal, Goldman Sachs.
- Selected as Forbes U-30 Sub-Saharan Africa



Subscriber model, data sharing

Gozem (Togo, Benin)

Super APP in Francophone Africa



Company Name	Gozem Pte Ltd (Established November 2018)
Founder and CEO	Raphael Dana
Address	Singapore
Other	Virtual Network Group, Plug and Play, Business Angel Network of SEA (BANSEAS), Family Offices in Brazil and Greece

Business Overview

- Gozem is a Super App similar to Southeast Asian Grab/Go-Jek in West and Central Africa. Currently moving (Bictaxy, etc.) is the main service and gradually

Aim to expand the service menu

- By expanding the number of users through transportation services (motorcycles, automobiles, and tricycles), we aim for a user base.

Finance, insurance, and pharmacy delivery to leverage

Expansion of services for feedthroughs

- Provides Gozem Wallet, currently 25% Gozem

Settlement by Wallet

Developed in Togo and Benin and planned to develop in the future

- Since 2021: Gabon, Cameroon, DRC, Burkina Faso, Mali, Senegal, Cote d'Ivoire, Ghana

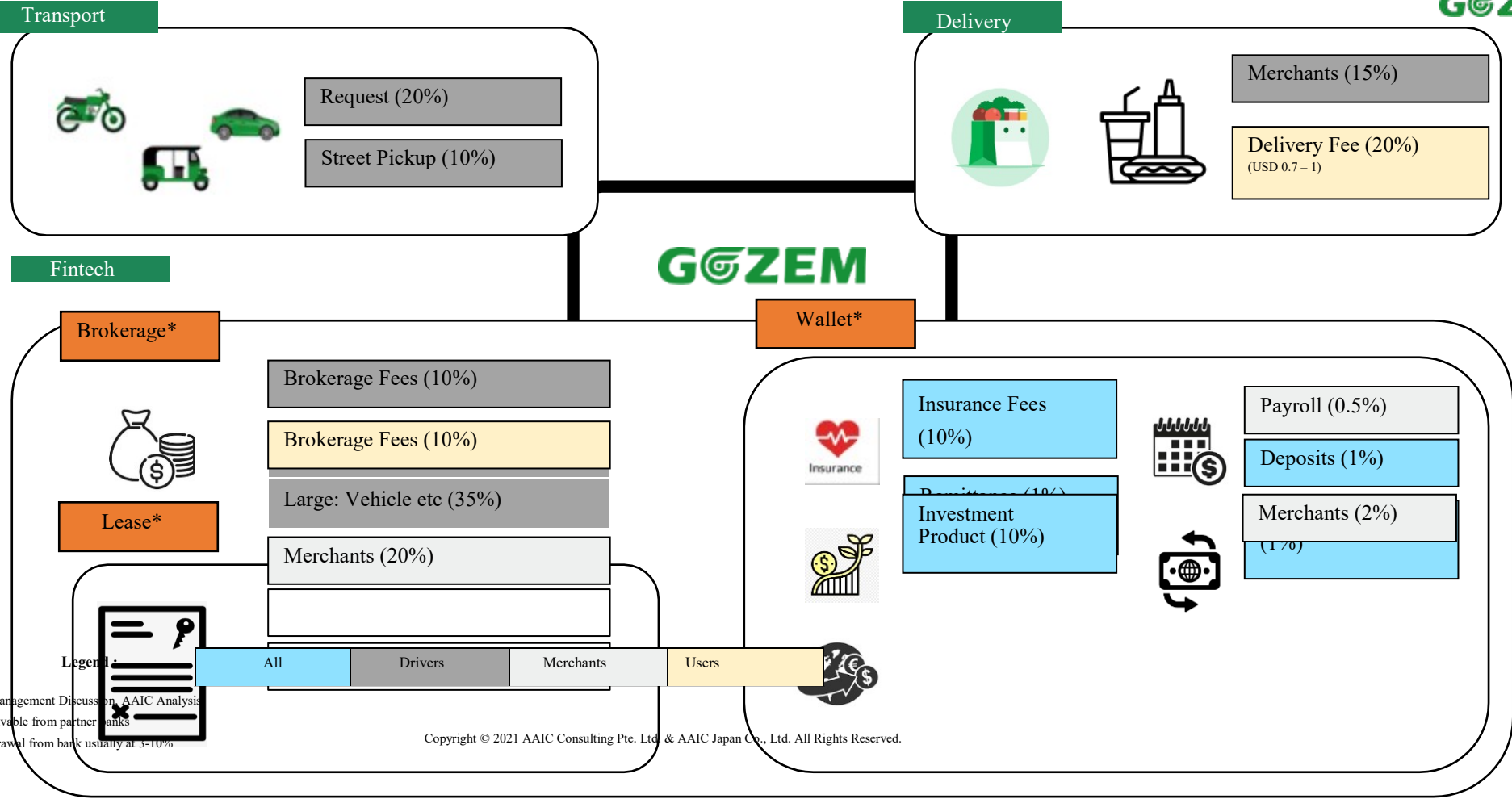
Future development

- Gabon was established in 2021. In Togo and other areas, the company has also expanded into three new cities
- Gozem are home delivery, financial services

Comprehensive super apps, including insurance and pharmacy delivery

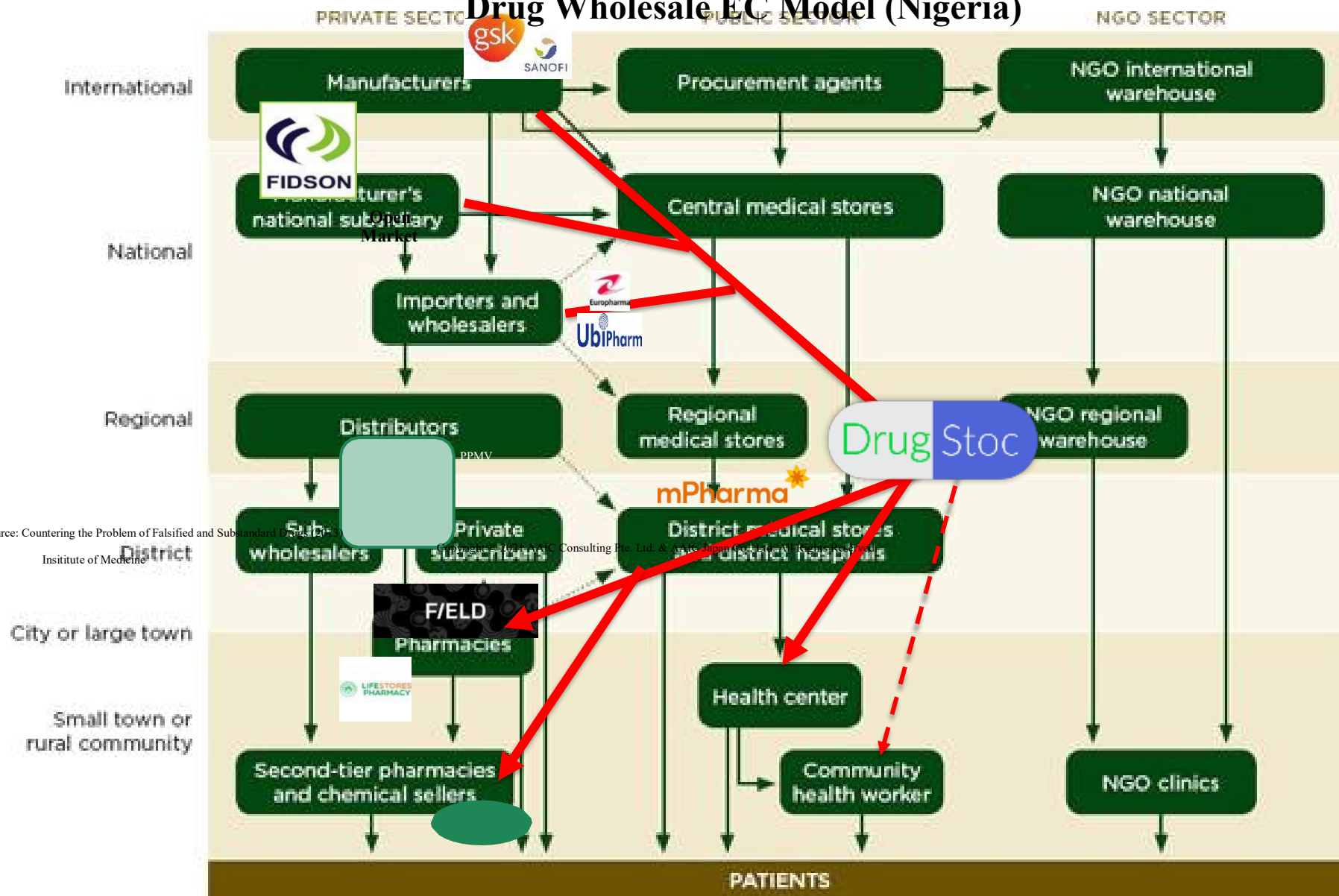


Founder: Raphael Dana



Source : Management Discussion, AAIC Analysis
 • Receivable from partner banks
 1. Withdrawal from bank usually at 3-10%

Drug Wholesale EC Model (Nigeria)



Content

At the outset

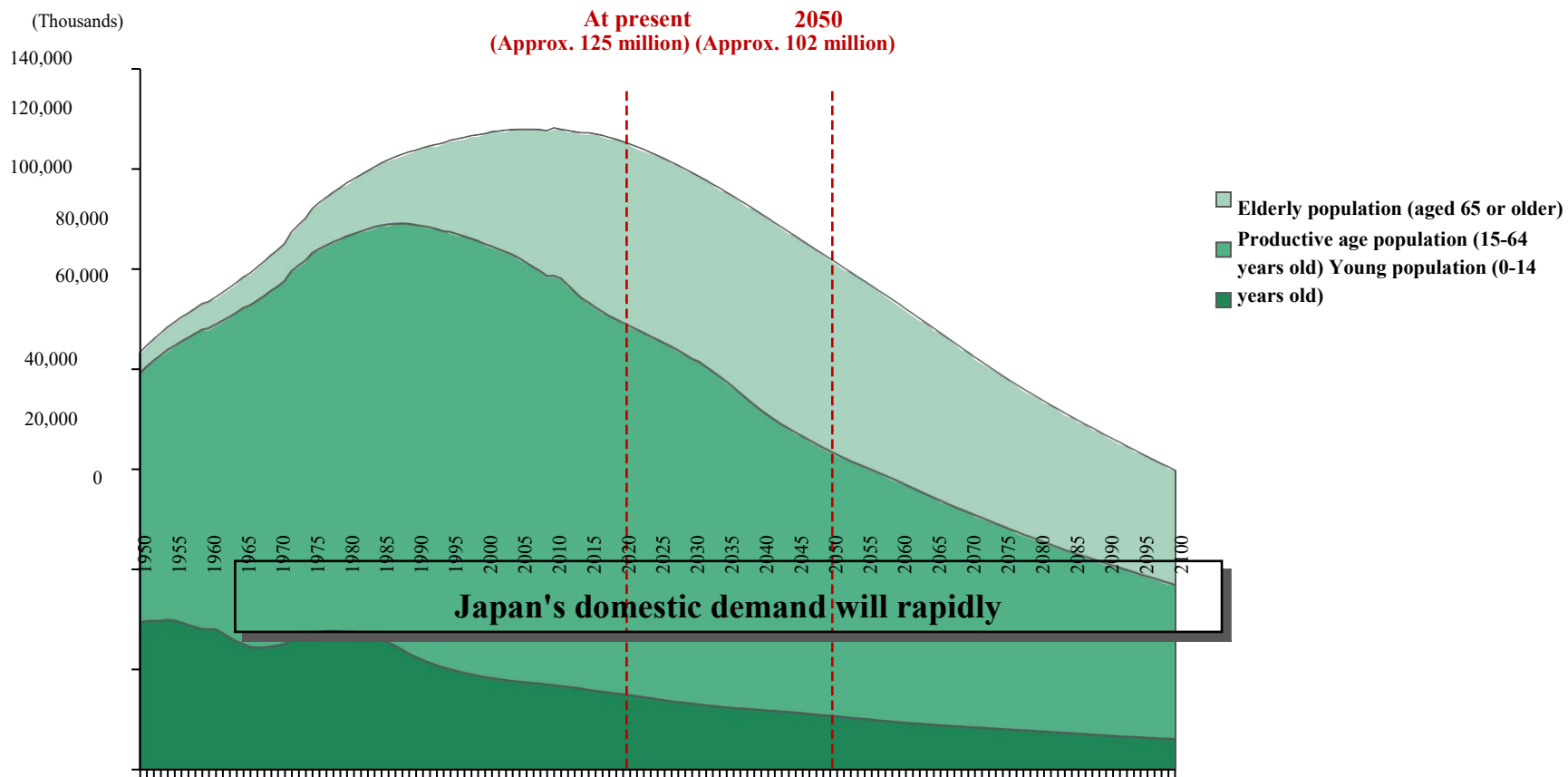
"super-accelerated economic Africa"

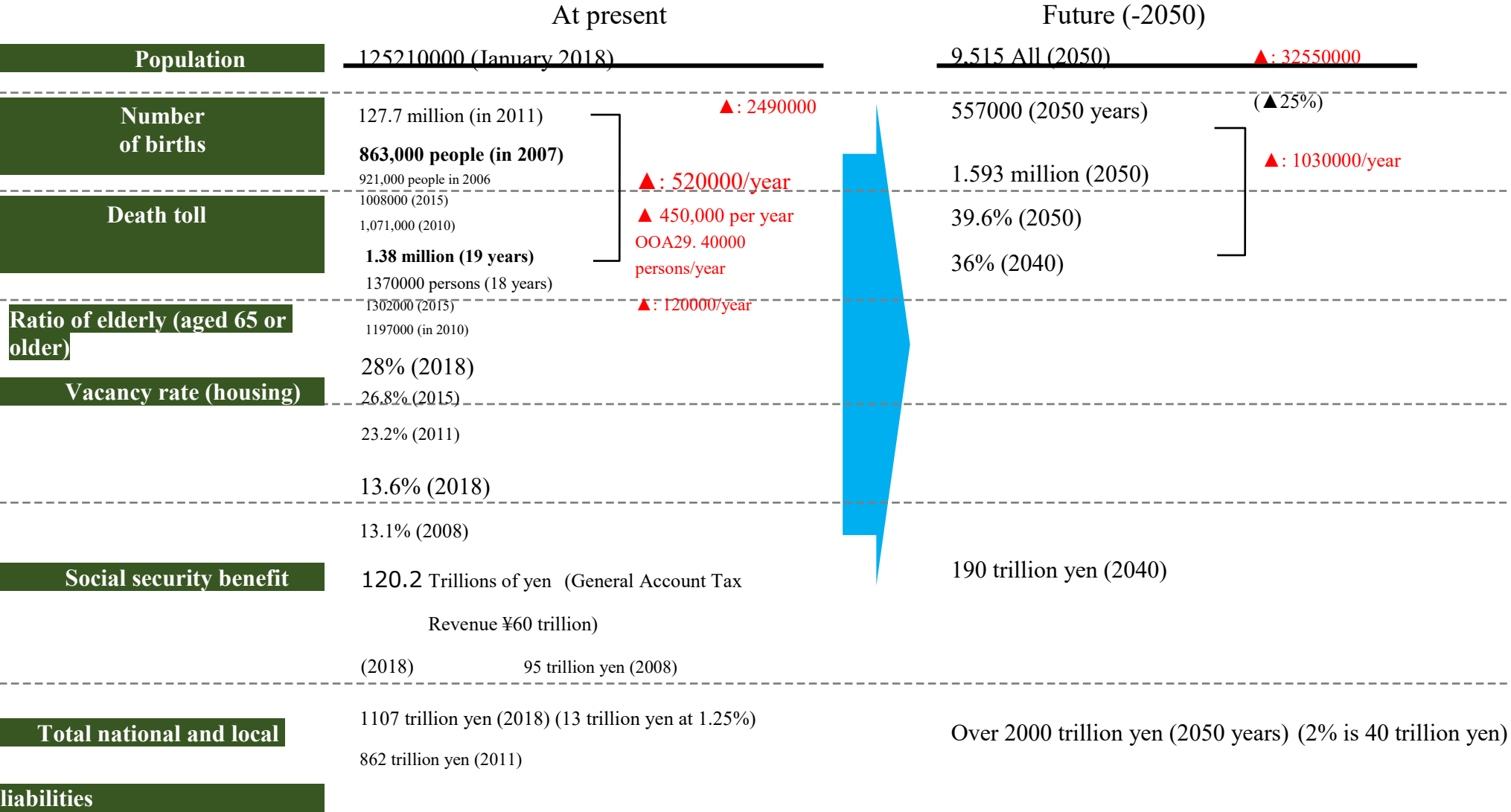
- Disruptive innovation and time machines
- Examples of investees

Suggestions for the future

Japan's domestic demand will mature and enter an era of major contraction

Population Projections for Japan

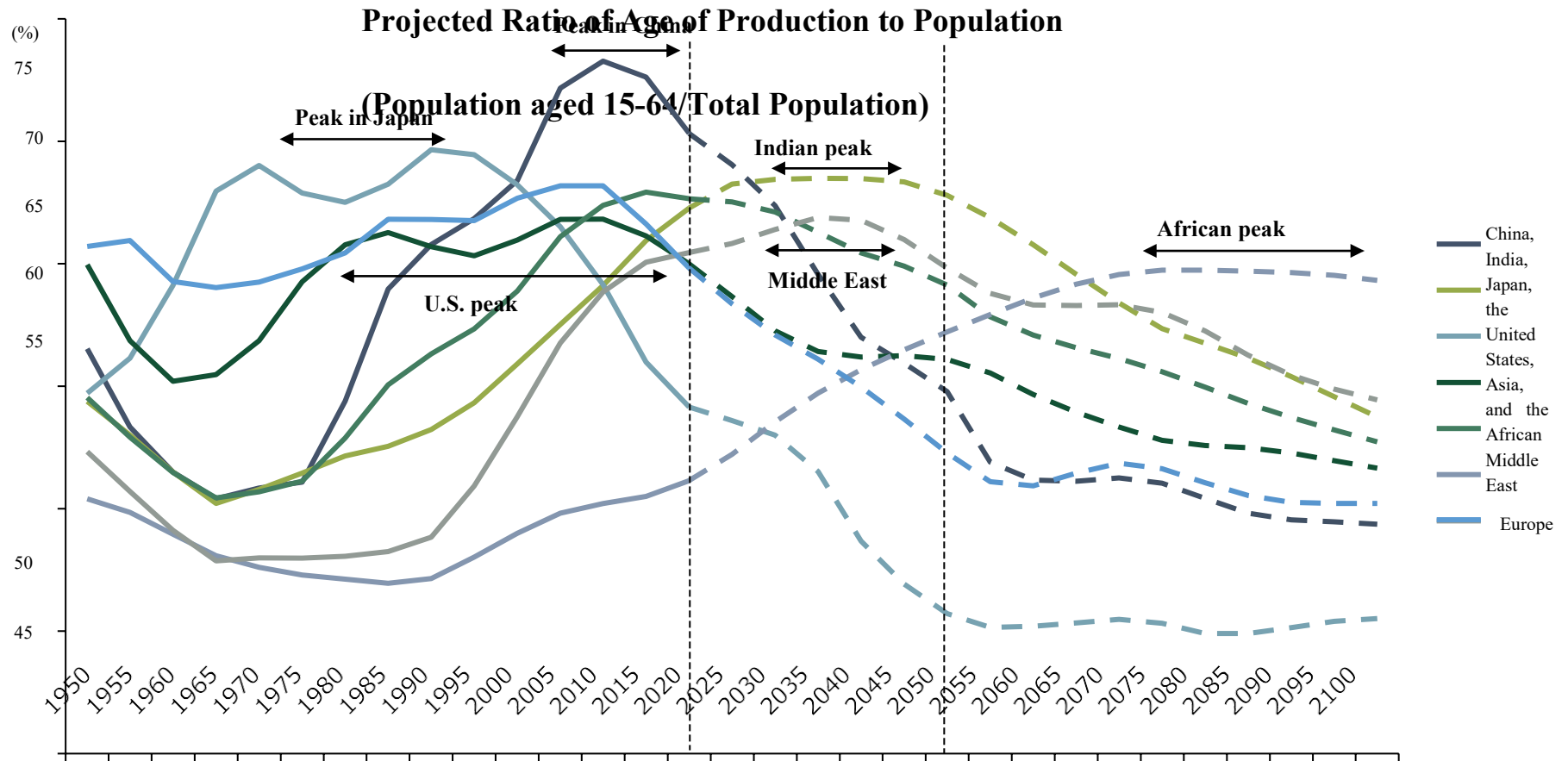




Source: Statistical Bureau, Ministry of Public Management, Home Affairs, Posts and Telecommunications, National Institute of Population and Social

Decline of 800,000 to 1 million per year for more than 50

Africa will reach its peak from now on



What should Japan do?

Individuals: "Have ambition!" "Have the power to fight in a growing world."

- Daishi and spirit, the courage to dive in, the effort not to be beaten by others...

Corporate: "Winning the World"

- Domestic reorganization + Overseas expansion
- Overall review of business portfolio
- Preparing for the Fourth Industrial Revolution (DX Revolution) and the Thirty-Year War between the United States and China
- Acquire overseas M&A skills (First Opportunity in 12 Years)
- Develop management skills, human resources, and know-how to win the world.

National/local governments/local governments: "Open! = Invite human resources, funds, companies, and information from the world"

- Recruiting funds, people, companies, and information from the world.
- Artificial equilibrium method: Accept a reduced population
 - Inbound + Long-term Resident + Legal Migrants
- Education to develop human resources who can compete in the world (Exchange of middle and high schools 30%..)
- Number of municipalities, municipal staff, buildings, roads, schools, budgets, and compact cities All halved

- Halving social benefits X 20% consumption tax, 20% corporate tax, and 20% income tax (flat tax system)

Have ambition!

Life is once. Let's challenge ourselves to the world with all our energies!

- **Know the fate**
- **Dream, passion, and pleasure**
- **Continue, walk on, do until you win**
- **"planning"**