

Welcome to
financial clarity.

THE Z A
CAPITAL

WELCOME TO
THEZA CAPITAL
HOME OF FINANCIAL
CLARITY & SIMPLICITY

THEZA Capital is an authorised financial services advisory and investment company established in 2007.

THEZA Capital is 100% black, women-owned & managed authorised financial services advisory and investment company established in 2007 with a level 1 B-BBEE contribution.

CLEAR UNDERSTANDING.
SIMPLE SOLUTIONS.
BETTER FINANCIAL DECISIONS.

OUR VISION

We believe in unlocking human and corporate potential through our financial advisory services in order to elevate the people and the economy of South Africa.

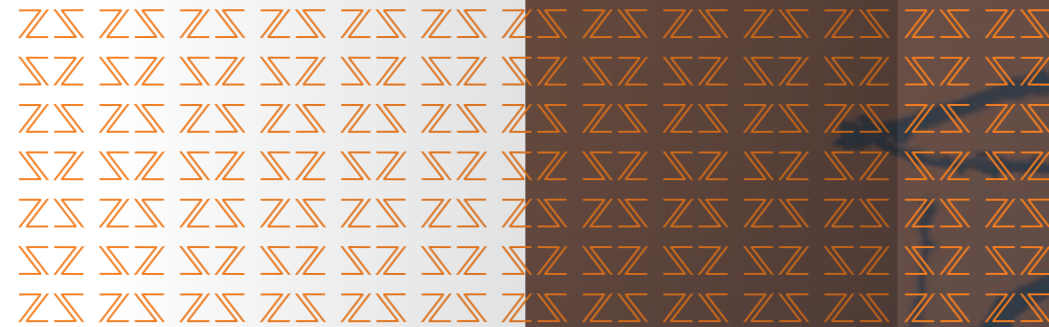
Elevating South Africa

OUR NAME

THEZA is of Xhosa origin, pronounced as [tɛzə], and describes the age-old tradition of collecting firewood in the surrounding forests and fields.

A tradition that is all about looking after and uplifting people, families and communities and plays an important role in connecting people: to each other, to their culture and to their heritage.

Our name, **THEZA Capital**, reflects our company, our heritage and our people, and speaks to our vision of connecting people, businesses and communities around a common cause of **Elevating South Africa** – one good advice or investment at a time.



OUR POSITIONING

WHAT SETS US APART is our ability to create **FINANCIAL CLARITY** for our clients. In today's complex and rapidly changing business environment, it is becoming increasingly more difficult for management teams to make the right financial decisions.

There are however two key drivers that will assist management in making better financial decisions: CLARITY & SIMPLICITY

FINANCIAL CLARITY affords our clients the ability to **SIMPLIFY COMPLEXITY**, enabling **BETTER FINANCIAL DECISIONS**.

CORE

VALUES

WE ARE CARING

With utmost respect for people and businesses, we respect every voice, communicate openly and honestly, make decisions with facts and empathy, to transform people and elevate our country.

WE ARE OBSESSIVE

When it comes to making our clients look good, we are 100% committed and passionate about going out of our way in putting service to our customer above all else.

WE ARE RELIABLE

For ourselves and for our customers, we hold ourselves to the highest standards in integrity, transparency and accountability. We earn trust by consistently doing things the right way and delivering on our commitments every day.

WE PURSUE EXCELLENCE

With an ambition to succeed, a commitment to design quality, driven to continual self-improvement, and a passion for staying a step ahead, we are unmatched in our drive to be the best.



ELEVATING SOUTH AFRICA

BROAD-BASED BLACK ECONOMIC EMPOWERMENT (B-BBEE)

We are committed to fostering empowerment of previously disadvantaged individuals. 100% of the equity is held by BEE individuals. There is a commitment to employing, training and mentoring young black graduates and professionals. The company has a B-BBEE rating of Level 1.

CORPORATE SOCIAL INITIATIVES (CSI)

Our CSI is aimed specifically at addressing social and economic disparities by focusing on education and employment. The initiatives are implemented within the following programmes:

University Sponsorship Programme:

This is an initiative to provide bursaries to high-performing students from economically disadvantaged backgrounds, wishing to further their education to a tertiary level. To date, We have sponsored a student from KwaZulu-Natal who graduated with a B-Comm Degree from Rhodes University in 2014.

Employee Education Sponsorship Programme:

This is aimed at giving THEZA Capital employees an invaluable opportunity to advance their professional career in finance or other relevant fields. In return, the employer benefits from the employee's increased knowledge, motivation and improved performance.

Internship Programme:

The internship programme is aimed at undergraduate students or graduates from disadvantaged backgrounds wishing to gain practical industry experience. The experience is valuable to interns as a means of allowing them to experience the corporate world and gain work experience.



OUR SERVICES

FINANCIAL ADVISORY

We provide innovative, yet simple, financial advisory solutions that assist in simplifying the complexities our clients face in their businesses thus helping them improve decision making which in turn unlocks value for their businesses.

Since inception, in 2007, THEZA Capital has raised more than USD19bn for our clients and provided financial advisory services to both public & private sectors in mining, financial, manufacturing, property and infrastructure.

CAPITAL RAISING

Equity
Bonds
Convertible bonds
Bond trading
Commercial paper
Debt instruments

CORPORATE FINANCE

Valuations
Due diligence
Fairness opinions
Management buy-out
Corporate restructuring
Mergers & acquisitions

INFRASTRUCTURE & PPP

PPPs
BRT
Project finance
Feasibility studies
Financial models

PRINCIPAL INVESTMENTS

THEZA Capital invests with a long-term view in small and middle market companies with growth potential. We focus on equity returns through patient ownership opportunities and are primarily interested in predictable cash yields on our invested capital.

We concentrate heavily on the management team - their talent, values, energy and integrity, in turn creating long-term financial alignment. Our investment interests are broad and we are flexible in how we structure our investments. Our sole aim is to help management teams grow and improve their businesses over time by providing strategic, operational and financial insights.

THEZA CAPITAL EXPERIENCE

CAPITAL RAISING

Collaborate with a team that has a strong track record in advising businesses with their capital requirements, structuring solutions that address their capital needs and successfully raising capital to **elevate** businesses.



Local Bond:
ZAR 2 billion,
4, 7, 10yrs,
February 2020



Global Note:
USD 5 billion,
10 & 30yrs,
September 2019



Local Bond:
ZAR 1 billion,
Joint Lead Arranger,
March 2019



Local Bond:
ZAR 1.50 billion,
Joint Lead Arranger,
March 2019



SEC Global Note:
USD 1.40 billion,
USD 600 million,
Joint Lead Arranger,
May 2018



Equity Capital Raise:
ZAR 2.54 billion,
Joint Lead Arranger,
October 2017



Green Bond:
ZAR 1 billion,
Joint Lead Arranger,
July 2017



Convertible Bond:
USD 250 million,
ZAR 3.25 billion,
Joint Arranger's Local Partner,
May 2017



Local Bond:
ZAR 1.44 billion,
Joint Lead Arranger,
July 2016



SEC Global Note:
USD 1.25 billion,
Joint Lead Arranger,
April 2016



Amortising Bond:
ZAR 750 million,
Joint Lead Arranger,
June 2015



Euro Bond:
USD 1.25 billion,
Joint Lead Arranger,
February 2015

OUR EXPERIENCE

THEZA CAPITAL EXPERIENCE

CORPORATE FINANCE

Benefit from our specialised deal experience across industries, offering businesses a full range of services including due diligence reviews, valuations, transaction support, corporate restructuring and M&A advisory through our **clear, simple** and quality-driven approach.

 <p>Provided a Fairness Opinion on the B-BBEE Transaction which entailed a sale and a lease back of properties</p>	 <p>Independent valuation and a due diligence on a specialist commercial property financing company</p>	 <p>Performed an independent valuation on a technology developing company to be acquired by Fundi Capital</p>	 <p>Performed a valuation of Capitec Bank Holding shares for purposes of issuing a Fairness Opinion for the shareholders of the B-BBEE shares</p>
 <p>Performed a valuation of MTN Zakhele shares for purposes of issuing a Fairness Opinion</p>	 <p>Performed a due diligence review and a valuation on an electronic billing technology company</p>	 <p>Performed a valuation of a coal mining operation as well as facilitated the sale of De Beers' shares to the Government</p>	 <p>Advised on a rights issue relating to a clothing and textile business</p>
 <p>Joint advisor in conducting a commercial and financial due diligence on prospective coal suppliers</p>	 <p>Performed an independent valuation for a poultry business</p>	 <p>Performed a financial due diligence review and valuation of an integrated fertilizer producer for acquisition purposes</p>	 <p>Provision of Business Turnaround services on a brick manufacturing company</p>

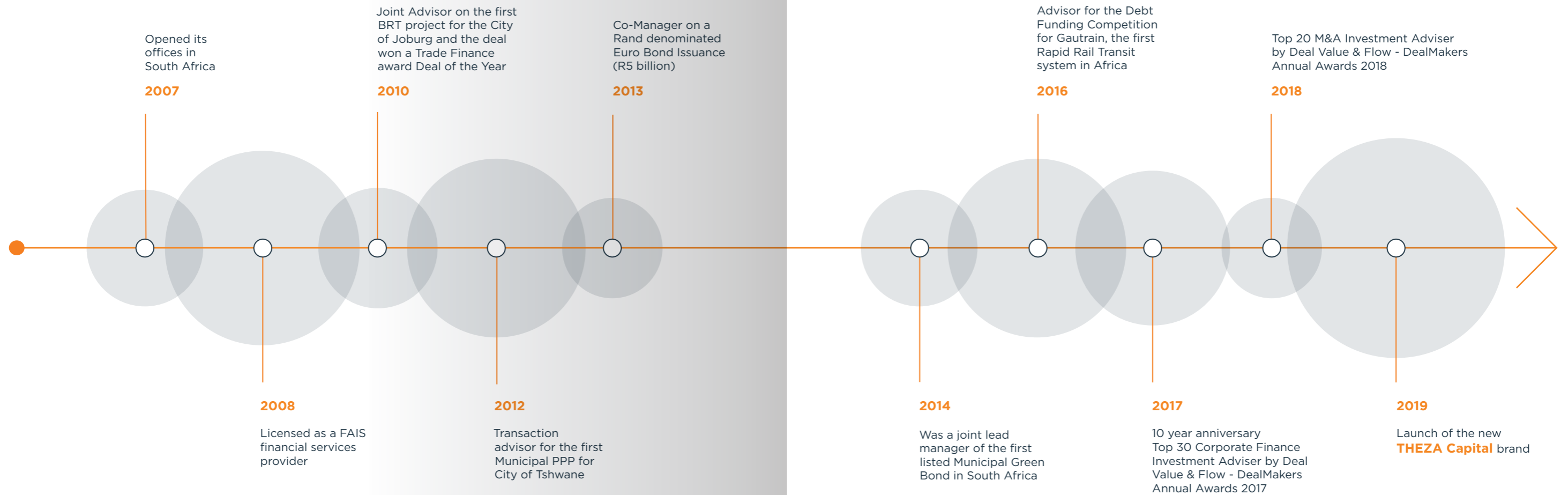
THEZA CAPITAL EXPERIENCE

INFRASTRUCTURE & PPP

Navigate the complexities of infrastructure procurement and finance by **partnering** with a team that has advised government and private sector throughout the full project lifecycle in various infrastructure projects, from project evaluation to procurement, financial models, PPP negotiations all the way through to financial close.

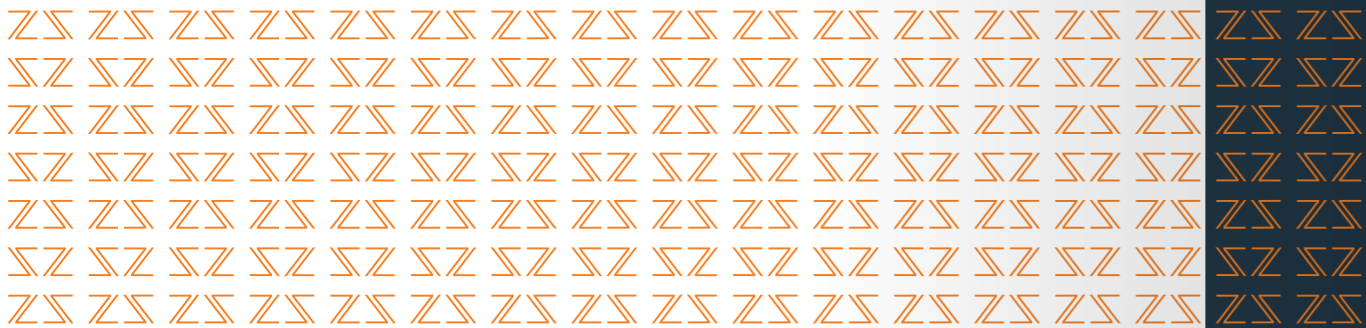
 <p>Transaction Advisor to the City for the establishment of its Bus Rapid Transit Project</p>	 <p>Financial Advisor to the smart meter project and the Bus Rapid Transit Project</p>	 <p>Conducted a debt funding competition to raise capital for the procurement of additional rolling stock and related infrastructure for the Gautrain</p>	 <p>Development of financial models for the construction of hospitals in Mpumalanga</p>
 <p>Financial Advisor in the first municipal PPP project for the construction of City of Tshwane's new headquarters</p>	 <p>Developed a strategy for its Property and Infrastructure Division</p>		

MILESTONES



OUR TEAM

THE RIGHT PEOPLE ARE OUR GREATEST ASSET



The THEZA Capital team comprises of innovative and passionate individuals with over 50 years' combined experience in financial services.

This team is sourced from diverse backgrounds with eclectic skill-sets, exhibiting professional integrity & passion for supporting our clients and developing bespoke solutions to their unique needs.

Elevating South Africa starts with our dedicated team



SISANDA TUKU

Chief Executive Officer, CA(SA)

Sisanda Tuku is the Chief Executive Officer of THEZA Capital. She is responsible for the company strategy, leadership as well as the management of the operations. Sisanda has been in executive directorship roles within the company since 2009 when she joined and has led various ground-breaking transactions which have built our reputation and diversified our client base.

With over 15 years in the financial services sector, Sisanda has extensive experience in structured finance, capital raising, corporate finance, infrastructure financial advisory and public

private partnerships. Her core technical skills include transaction structuring, financial modeling, valuations, financial analysis as well as contract negotiations.

Prior to joining the company, Sisanda was part of Investec Bank's structured finance team where she was primarily responsible for funding transactions in the mid-market space including mergers & acquisitions, leveraged buyouts and black economic empowerment deals.

Sisanda is a chartered accountant who holds a B Com degree in Accounting from the University of Cape Town, a B Com Honours degree from the University of Natal and a management diploma from Stellenbosch University. In 2016, she was selected to be part of the International Women's Forum Leadership Foundation Fellows Programme for emerging global leaders in conjunction with the Harvard and INSEAD Business Schools.

Sisanda currently serves on the boards of Mahube Infrastructure Limited (previously known as GAIA Infrastructure Capital Limited), an infrastructure investment holding company listed on the JSE and serves as the chairperson of its Audit and Risk Committee.



ANTHONY JOSSEL

EXECUTIVE: FIXED INCOME

Anthony joined THEZA Capital in 2017 as a Fixed Income Executive. He has a lengthy track record of successful trading on Money Markets, complex Corporate and Government Bonds, dating back to 1978. From all these years of experience Anthony has built up an extensive client list and has the ability to provide excellent service, advice and execute orders on behalf of clients.

His key service offering includes broking Fixed Income and Money Market Instruments creating ideas and suggestions for clients, building relationships and being

able to execute deals for clients in the market based on the trust that has been earned through the years. Anthony forms part of the debt capital markets team within THEZA Capital. Anthony has certifications from the SAIFM.



MARCIA NTECHANE

SENIOR ASSOCIATE MBA (Cum Laude)

Marcia is a member of the Institute of Directors and has over 7 years of corporate finance experience and private equity. She has vast experience in financial analysis, due diligence reviews, infrastructure and capital, investment analysis, valuations and project management. Her key sectors experience include: public sector, construction, consumer business, ICT and financial services.

Prior to joining THEZA Capital, Marcia was an Investment Associate at Thesele Group, a private equity firm where her role included deal analysis, execution and monitoring. Prior

to that, she was a manager in the Infrastructure and Capital Projects division of Deloitte Corporate Finance. Marcia started her advisory career as an intern at Utho Capital and later joined Utho Capital Fund Managers as a senior associate. Marcia has a Bachelor of Commerce degree from the Witwatersrand University, a Bachelor of Commerce Honours degree from the University of South Africa and a Master of Business Administration (cum laude) from MaryMount California University in the United States of America.



SIBONGISENI GUBUZA

OFFICE MANAGER

Sibongiseni joined THEZA Capital in 2017 and is responsible for Office Management and Administration. Her role is to ensure organizational effectiveness and smooth day to day running of the business. In her capacity, she works closely with business development unit, responsible for the pitching process and documents. Sibongiseni holds a Higher Certificate in Business Principles and Practices from Varsity College and is currently enrolled for a BA degree with the Witwatersrand University.



CORPORATE INFORMATION

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Name of Business:	THEZA Capital (Pty) Ltd
Form of Business:	Private Company
Registration Number:	2007/025336/07
VAT Number:	4280241508
B-BBEE Level:	Level 1 Contributor
Executive Director:	Sisanda Tuku
Company Auditors:	Moore Brothers & Ass.

CONTACT INFORMATION

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