UZENZELE HOLDINGS COMPANY PROFILE

Uzenzele Holdings Pty Ltd.
E : info@uzenzele.com
W : www.uzenzele.com
P : +27 12 346 5174

UZENZELE

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WELCOME TO UZENZELE

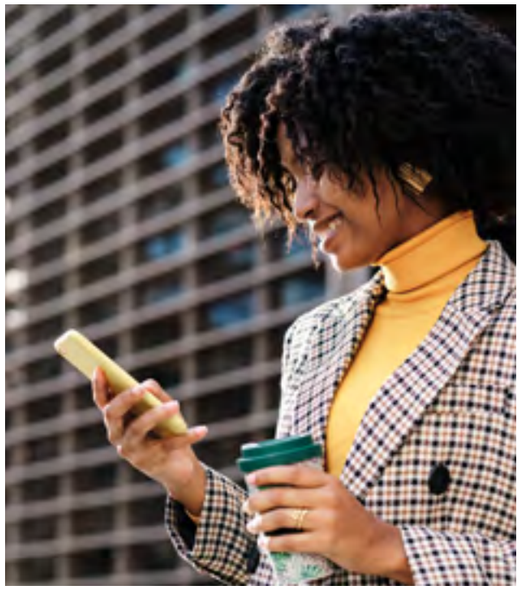
At Uzenzele, we are dedicated to empowering growth and success. That's why we have built strong partnerships with leading local and international development funding institutions (DFIs), non-traditional financiers, commercial banks, and private funders, including family offices, to help our valued clients and project owners access the funding they need to thrive.

With our extensive network and expertise in the field, you can trust us to guide you through the funding process and secure the best possible solutions for your business. Let us help you take your company to the next level, with confidence and peace of mind.

We provide our services in South Africa and other selective African countries (Angola, DRC, Mozambique, Kenya, Lesotho, Tanzania and Uganda).

Uzenzele (Zulu): to "do for yourself". At Uzenzele, we add "but not by yourself".

ABOUT US



Uzenzele specialises in facilitating the application and claim process for a wide range of government institutional grants, cash, and tax incentives. We also assist in capital raising for expanding manufacturing businesses and have a wide network of financiers.

We have been in business since 2010 and have arranged over R2,28 billion funding, with an average capital raised per business of R152 million.

We redefine the boundaries of financial consultancy by fusing analytical rigor with strategic foresight. In an era where the financial landscape is as volatile as it is promising, we stand as a sanctuary of calculated decisions and tailored solutions. Our South African roots give us a unique perspective on emerging markets, while our global reach allows us to offer unparalleled opportunities to our clients. We don't just offer services; we offer partnerships that are built on a foundation of trust, expertise, and innovation.

MEET THE APEX TEAM IN BUSINESS CONSULTING

OUR HISTORY

At Uzenzele, our passion for supporting growing businesses stems from our roots. Founded by sisters Zahra and Nadia Rawjee in 2010, our boutique firm brings over 70 years of combined expertise in business development, capital raising, and and access to government funding to the table.

As specialists in our field, we offer tailored advice and smooth facilitation for the capital raising process, utilising our extensive network of 41 reputable sources of funding based in South Africa.

We understand the importance of securing the right funding for your business, which is why we are dedicated to helping you access a range of options, including government grants and incentives, developmental loans, commercial loans, alternative loans, and private equity investors. Let us help you reach your full potential with efficiency and ease.

OUR VALUE

At Uzenzele, we are dedicated to empowering growth and success. That's why we have built strong partnerships with leading local and international development funding institutions (DFIs), non-traditional financiers, commercial banks, private funders, including family offices, to help our valued clients and project owners access the funding they need to thrive.

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SECTOR FOCUS

Manufacturing:

- General Manufacturing
- Agro-processing
- Automotive
- Chemicals
- Food and Beverage
- Pharmaceuticals

Social and Industrial For-Profit Infrastructure:

- Alternative Energy
- Telecommunications
- Water
- Social Housing and Student Accommodation
- Healthcare
- Education

Other:

Cannabis | Film | Mining

PROJECT PREPARATION and FINANCING SERVICES

- Appropriation Requests
- Bankable Feasibility Report Compilation and Review
- Budget and Spending Plans
- Business Plan Compilation
- Capital Raising
- Commercial and Financial Venture Feasibility
- Contractual Agreements
- Contractual Negotiations
- Data Analysis
- Data Room Management
- Document Management and Analysis
- Due Diligence
- Economic and Financial Modelling
- Financial and Commercial Due Diligence
- Historical Financial Statements Review
- Industry and Capital Markets Research
- Material and People Resources Design
- Permitting Oversight
- Procurement
- Project Budgeting and Planning
- Project Management
- Risk Analysis
- Strategy Consulting
- Transaction Advisory and Management Services

THE STATEMENT

WORDS FROM THE DIRECTORS

At Uzenzele, our analytical approach is not just a methodology; it's a philosophy that permeates every facet of our operations. While many firms in the financial consultancy landscape may rely on pre-set templates and generic solutions, we pride ourselves on crafting bespoke strategies that are rooted in rigorous data analysis and market insights.

Our team of experts employs a multi-disciplinary approach that combines financial modeling, risk assessment, and strategic planning to offer solutions that are not just viable but also sustainable in the long term.

We understand that each business is a unique entity with its own set of challenges and opportunities, and our analytical approach is flexible enough to adapt to these nuances. This adaptability, coupled with our commitment to precision and detail, sets us apart in an industry where the margin for error is minimal.

Our global reach in infrastructure finance is not just a feature; it's a strategic advantage that offers our clients unparalleled opportunities for growth and impact.

While many firms may limit their operations to local or regional markets, Uzenzele has established a robust network that spans multiple African countries, including Angola, Mozambique, DRC, Kenya, and Uganda. This international footprint allows us to offer our clients a diverse range of financial instruments and funding sources that are tailored to meet the specific challenges and opportunities of each market.

Our global reach enhances our market intelligence, enabling us to stay ahead of industry trends and shifts.

This International perspective, combined with our local expertise, creates a synergy that offers our clients the best of both worlds: the resources of a global firm and the personalised service of a boutique consultancy.

THE TEAM

EXECUTIVE DIRECTOR

NADIA RAWJEE

Nadia has experience in industries ranging from FMCG to manufacturing and mining because of family interests and her involvement in an influential African network called Intra Business Network. As an executive director at Uzenzele, Nadia advises and facilitates capital raising for SMEs and also mentors SMEs to bring these businesses to bankability. Her skills lie in business analysis, financial/ business modeling and accessing developmental funding.

EXECUTIVE DIRECTOR

ZAHRA RAWJEE

Zahra has been involved with various industries and businesses in shareholder, director and management executive capacities due to a range of family interests within South Africa and abroad. Her skills lie in business and contract analysis, training and facilitation, as well as access to developmental funding. Her command of English provides her with the necessary competence to effectively and succinctly communicate a business's story to the financial sector and business owners.

INTEGRATOR & COO

MNQOBI NYEMBE

Mnqobi Nyembe is a strategic operations executive with deep expertise in aligning business functions to drive scalable growth. As Integrator & COO at Uzenzele Holdings, he bridges strategy and execution across departments such as sales, marketing, finance, and service delivery, ensuring seamless operations that support the firm's capital raise and advisory goals.

SALES SUPPORT SPECIALIST

NTHABISENG MOKOENA

Nthabiseng Mokoena brings over 14 years of proven sales experience, with a strong track record in the private education sector and, more recently, in the capital raise environment. She holds a Diploma in Marketing Management as well as an Advanced Diploma in Brand Innovation from Vega, equipping her with both the commercial acumen and creative insight to drive business growth and client success.

SENIOR FINANCIAL ANALYST

LINDI NORDHOFF

Lindi Nordhoff is a registered Chartered Accountant with extensive experiencing in auditing having reviewed and analysed various complex financial models, forecasts, capital budgets and calculations throughout her career of 14 years. Lindi was previously a senior audit manager at Ernest and Young and has specialisation in Energy and natural resources (mining) and manufacturing entities.

BUSINESS ANALYST

SARNEL CALITZ

Sarnel Calitz is a registered Chartered Accountant with relevant experience in being client-side financial management, controls, data analysis and budgets. Sarnel did her articles at PWC and moved to noticeable brands such South African Breweries, G4S, Trentyre and St Mary's DSG. Sarnel has worked across sectors and countries. She is also a talented artist and is known for fresh ideas, innovation, and special talent in data analysis, reporting, and problem-solving.

OUR SERVICE

WHAT WE DO

GRANTS and INCENTIVES: CRAFTING STRATEGIES BEYOND FORM-FILLING

In the complex tapestry of financial solutions, grants and incentives often stand out as the most sought-after, yet elusive, threads. At Uzenzele, we don't merely facilitate the application and claim process for these financial aids; we elevate it into an art form, meticulously crafting strategies that go beyond the superficiality of form-filling. Our approach is rooted in a deep understanding of the multifaceted nature of government institutional grants, cash incentives, and tax reliefs, each with its own set of criteria, timelines, and impact metrics.

The first step in our approach is a comprehensive needs assessment, where we delve into the intricacies of your business model, growth objectives, and financial landscape. This assessment is not a cursory overview; it's an in-depth analysis that employs a range of analytical tools, from SWOT analysis to financial modeling. The goal is to identify not just your immediate financial needs but also your long-term growth objectives, thereby ensuring that the grants and incentives we target align perfectly with your business strategy. Once the needs assessment is complete, we move on to the strategy development phase. This is where the true magic happens. Our team of experts sifts through a plethora of available grants and incentives, filtering them through the lens of your specific needs and objectives. But we don't stop at identification; we go a step further to develop a tailored application strategy that maximises your chances of success.

But what truly sets our approach apart is our commitment to long-term impact. We understand that grants and incentives are not just financial windfalls; they are catalysts that can propel your business into new dimensions of growth and sustainability. That's why our strategies are designed to be sustainable, ensuring that the benefits of the grants and incentives extend beyond the immediate financial gain to create long-term value for your business. Whether it's leveraging a tax incentive to invest in RandD or utilizing a cash grant to expand your workforce, each strategy is crafted with an eye on the future, ensuring that it aligns with your long-term growth objectives.

EXPANSION PROJECT CAPITAL RAISING

Let us develop a bankable plan for your expanding manufacturing business and assist you to access finance through traditional and non-traditional sources

DEBT AND EQUITY FINANCE

We have a wide network of specialist bankers, non-traditional financiers, high net-worth individuals, private equity investors and other dealmakers

INFRASTRUCTURE FINANCE

Source capital for large scale infrastructure projects in South Africa, Angola, Mozambique, DRC, Kenya and Uganda

BUSINESS AND FINANCIAL MODELLING AND PLANNING

Our business plans are results-focused and customised to meet both your unique business needs for growth and particular financiers' mandates.

ENTERPRISE DEVELOPMENT, SUPPLIER DEVELOPMENT PROGRAMMES AND CAPITALISATION

We bridge the gap between procurement and financial institutions in crafting the bankability of SME suppliers within Enterprise Development and Supplier Development programmes

BUSINESS ADVISORY

It's time to reconsider how to create value for your company, customers, people, and shareholders, improving ways of operating efficiently and building key competitive advantages. Developing new and innovative commercial partnerships, markets, products and services is critical to ensure continued growth and success and to raise the finance needed to achieve this. You need to be confident in your growth story and data.

CAPITAL RAISING CONSULTING and ADVISORY

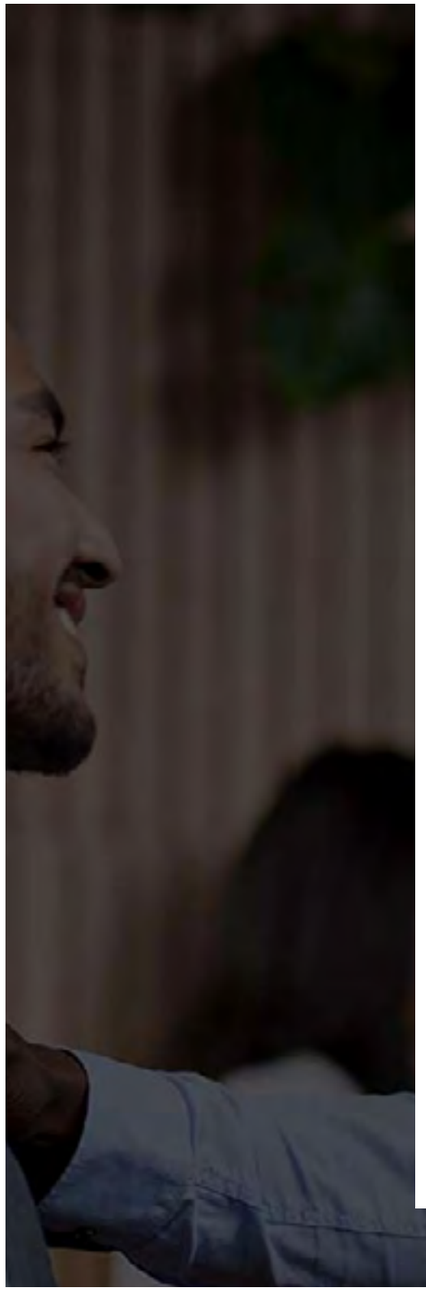
Our capital raising experts provide commercial, financial, economic, and strategic advice to companies and projects needing to raise capital internally or externally.

With over 10 years of capital raising experience, we understand how to package and present projects for investment to both internal and external stakeholders and financiers.

MANAGEMENT CONSULTING

We understand that making sound business decisions can be challenging. Management needs quality information and analysis that they know they can trust.

Uzenzele's team, with it vast knowledge across various industries, brings this critical information to your fingertips – giving you the confidence to take the decisions needed to grow your business or project.



SUPPLEMENTARY VALUE ADDED SERVICES ARE LISTED BELOW

- Advisory board positions
- Appropriation requests
- Bankable feasibility report compilation and/or review
- Budget and spending plans
- Business and operating model design and development
- Business case development
- Business plan compilation
- Business strategy development
- Business valuations
- Capital raising strategy
- Capital structuring, facilitation and arranging
- Commercial and financial venture feasibility including JVs
- Data analysis and verification
- Data room management
- Detailed cost accounting and benchmarking
- Development of early-stage project concept documents
- Development of feasibility studies
- Development of market studies
- Document management and analysis
- Due diligences for buy or sell side mergers and acquisitions
- Economic modelling
- Financial modelling
- Identification of capital sources
- Investment strategy
- Management data and information analysis
- Performance indicators
- Review of financial and management records
- Risk analysis and mitigating factors

BUSINESS BROKERAGE

Aldes Uzenzele established in 2023 is a division of Uzenzele and an agency of Aldes Business Brokerage.

Aldes Uzenzele's focus is on SME and mid-market businesses, servicing family-owned and corporate clients.

ALDES BUSINESS BROKERS

The Directors of Uzenzele are certified Business Brokers under the CBBI (Certified Business Broker Council) acting as Brokers for Sellers of businesses to find suitable Buyers and visa versa. Established in 1979, Aldes has more than 40 outlets across South Africa and Namibia. Our service-orientated approach ensures that we have remained at the forefront of our industry – selling more businesses in Africa than any other.

Our use of advanced technology and an extensive database for both Sellers and Buyers means that our Brokers are exceptionally good at sourcing the perfect business opportunity for our Buyers. Working as a group for our Sellers / Clients, we are more successful in securing a credible Buyer. At the core, Aldes is a results-driven business brokerage.

SELLERS

As Business Brokers we act as Agents for our Sellers. Through our tried and tested methods and processes we will assist you in preparing your business for sale, advise you as to the current market and guide you through the process to sell your business for maximum value.

To sell your business, Aldes will:

- Obtain a mandate to sell
- Compile a report with a SWOT analysis
- Provide a market related valuation
- Offer guidance and advice
- Extensively market your business to a wide audience
- Source and screen potential Buyers
- Only introduce qualified and suitable Buyers
- Assist with drafting legal agreements
- Secure deposit in trust account
- Provide due diligence advice
- Do all things required to ensure a smooth transaction

We perform our tasks with discretion and treat all information as confidential.

Aldes is responsible to our Sellers, and through our unique sales methodology you will achieve a top market related price.

BUYERS

Our experience as the largest Business Brokerage in Africa has shown that Buyers are our future clients. Always aiming to secure a solid transaction, and our service orientated approach, has made us the most successful in the industry. Through our extensive network of Brokers throughout South Africa and Namibia, and the largest database of businesses available, you are bound to find and acquire the most suitable business – perfect for your needs.

To help you buy a business, Aldes will:

- Take time and make effort to understand what business you are looking for
- Provide you with info on opportunities available
- Conclude a non-disclosure agreement
- Qualify you against the criteria stipulated by our Sellers
- Introduce you to business owners serious about selling
- Service you in a courteous and professional manner.
- Guide you through the entire process of acquiring a business successfully
- Advise you on current market conditions
- Handle ourselves in an unbiased manner during negotiations
- Assist you with making an offer

Aldes is accountable to our Buyers and through our prudent methods and established processes you'll acquire a good business.

TAILOR MADE TRAINING MODULES

EMPOWERING FINANCIAL SUCCESS

Uzenzele offers specialised training programmes designed to empower business owners and financial professionals.

Our comprehensive sessions cover finance-ready business case crafting, essential for projects needing funding. We address the challenges faced by SMEs in accessing finance, emphasising supplier development within supply chains.

Our curriculum includes real-world examples from venture capital, private equity and development finance, aiming to bridge the knowledge gap in financial structuring for SME transactions.

WORKSHOP OPTIONS:

- Hacking bankability
- Fundamentals of bankable funding applications
- Preparing beneficiaries for a road to independence
- Unlocking grant funding - the principles and pitfalls

FINANCE READY BUSINESS CASES

Properly preparing your Business Case for financial review can bring significant benefits to your business. Developing a business case is a big investment, so you want to make sure it's not wasted.

Finance ready business cases help you ensure that your business case is ready for the approval of bankers and investors so that your business can grow and you can achieve your dreams.

USED BY:

sasol reaching new frontiers

Henley Business School

FEEDBACK FROM THE WORKSHOPS

The delegates' comments on the session included:
"The training helped me tremendously. Understanding the different types of funding and also how to integrate risk and good management "
"I think every budding entrepreneur should undergo this. "
"I like it, it was eye opening. I now have confidence and a better understanding of why my application delayed."
"It was really practical, informative and beneficial."
"Practical and engaging"
Sasol Delegates

THE FACILITATION FOR SASOL DELEGATES ACHIEVED A 98.36% SATISFACTION SCORE

"Zahra and Nadia, the delegates couldn't get enough of you. They loved the elegance and the manner in which you engaged them. They said they finally understand how to tap into funding for their various businesses and loved the practicality and the materials and stories you shared. "
Dr. Puleng Makhoalibe
Innovation, Creative and Entrepreneurship Program Lead at Henley Business School

The delegates' comments on the session included:
"The learning method kept me engaged"
"Brilliant! To the Point"
"Have them at every ICE Programme"
"Practical and engaging"
"Such relevant content and encouraging at all times"
Henley Business School Delegates

THE FACILITATION FOR "HACKING BANKABILITY FOR BEGINNERS" ACHIEVED A 93.8% SATISFACTION SCORE FROM DELEGATES

COACHING ALIGNED TO BECOMING FINANCE READY

Running a business is a tough challenge, especially when seeking finance and investment. Wouldn't it be great if you had a business case that was ready to go? The Finance Ready Business Case is the program to help you expand your business. With the help of expert consultants, you will be able to get ready for external funding.

FINANCE READY BUSINESS CASES MAKE YOUR LIFE EASIER

- We can help you develop robust finance ready business cases.
- Learn the tools and frameworks.
- Reduce your time and cost in preparing business cases.
- And motivate you to achieve your professional goals.

CLIENT REVIEWS

SOME OF OUR CLIENTS

"The Uzenzele team is determined to see the success of their client's applications. This is evident in the quality of the client(s) and the respective business plan(s) prepared."
- Alupheli Sithebe: Senior Dealmaker
IDC (2017)

"Uzenzele's dedication and attention to detail, we believe, are key drivers for success and in ensuring the project is feasible for funders to pursue."
- Kobina Odoro Agyapong: Executive Director
AA Consulting and Associates

"Uzenzele also assisted to define the business requirements so that we were able to apply for a greater value of both [grant and] loan funding. Our funding application was successful and has allowed us to grow."
- Preyesh Bhawan: CEO
L'il Masters Diapers Manufacturers

"Uzenzele is highly professional in their dealings, with strong technical competence and an understanding of the financial landscape and financiers ... I highly recommend working with Uzenzele for your contracts to find the appropriate finance."
- Mothusi Letlaka: Group Executive Director
PLI Group

"The Uzenzele team are business minded and have become my trusted advisors, combining their financial modelling, project management, copywriting, document compilation and quality control skills with their professional network of financiers and associates to provide work at the highest standards."
- Faheem Khan: CEO
ZK Roof Tile Manufacturers

"Uzenzele assisted us to understand the available funding options in South Africa and abroad, and this allowed us to evaluate how align our strategic imperatives, and our funding requirements with business growth and sustainability. Uzenzele undertook a due diligence of the business in order to present the business to investors enabled us to discourse with quality investors..."
- Alnoor Rawjee: General Secretary
ISCTEM (Instituto Superior de Ciencias e Tecnologia de Mocambique)

"Uzenzele has assisted me to position a R1.2bil industrial innovation project with a large strategic equity investor. As an entrepreneur, the capital raising process including feasibility and due diligences was a foreign concept to me. I've trusted the Uzenzele team, who have structured a very favourable stake for me. Their ability to craft a value proposition and sell it to financiers is a skill every project owner should invest in."
- Zahed Rasool: CEO
Circle Seven

CLIENT REVIEWS

WHAT THEY SAY ABOUT US

Uzenzele has assisted us with restructuring our debt from trade creditors, Enterprise and Supplier Development (ESD) loans and submissions to institutional funders including the Automotive Industry Transformation Fund (AITF).

Uzenzele's expertise in financial engineering and detailed economic modelling has assisted the executive, finance team, board members and shareholders in taking sound business and financial decisions.

These include the conversion of loans to equity, understanding the business at an intricate level and clearly determining what our funding needs are, where to attract this funding and when to raise such funds.

Furthermore, Uzenzele's knowledge of the funding landscape and funder requirements has assisted BA and its finance team to attend to the capital needs of the business.

In addition, Uzenzele's commitment to meeting deadlines and managing the various projects undertaken has been invaluable.

Uzenzele is detailed, professional and trustworthy.

We highly recommend working with the Uzenzele team on your next capital raise.

SIZWE KHUMALO
CEO - BINGELELA ALLOYS

CLIENT REVIEWS

WHAT THEY SAY ABOUT US

On behalf of the Sasol Enterprise and Supplier Development (ESD) team, I would like to express our sincere appreciation for your participation as a panellist and workshop facilitator at the Sasol SME Sustainability Summit on the 29th and 30th of November 2022 at Emperors Palace.

Thank you for your time and effort in putting together and delivering the content to our audience. As part of an ecosystem that advances the growth and development of small businesses through funding, your tools and insights on the subject matter were invaluable and we appreciate your willingness to share them with our audience. It is through collaborations such as these, which demonstrate our shared commitment to small businesses, that we can significantly enhance the ecosystem in support of small business development and value creation.

As the transition to a greener economy ensues, we are aware of the resulting impact on small and medium enterprises and as Sasol ESD, seek to create programmes and content to foster future fit, sustainable SMEs that can meaningfully participate in these emerging opportunities. This would not be possible without your contributions and we would like to thank you for partnering with us as we journey with small businesses through this transition and demonstrate our commitment to creating shared value for our stakeholders and the communities we serve.

Once again, thank you for being a critical part of making the summit a resounding success, we appreciate your support.

JABULILE RATSIBE

HEAD OF ESD - SASOL

CLIENT REVIEWS

WHAT THEY SAY ABOUT US

It is with great pleasure and confidence that we extend our commendation for Uzenzele Holdings (“Uzenzele) in recognition of the excellence they have demonstrated throughout our engagement. We acknowledge the high level of professionalism and strategic support that Uzenzele has consistently brought to the table.

In our pursuit of identifying a reliable partner capable of orchestrating complex funding initiatives for our enterprise development beneficiary, Uzenzele emerged as highly competent. Their adept team navigated the intricacies of our beneficiary’s stakeholders with great ability, ensuring seamless communication and fostering an environment of trust and cooperation.

The team at Uzenzele has showcased an ability to think strategically to align our beneficiary’s funding objectives with our overarching corporate goals. Their innovative approach, paired with an impressive understanding of the financial landscape, has been instrumental in successfully securing key funding that has invigorated our beneficiary’s business.

Engaging with multiple stakeholders across various departments, Uzenzele excelled in creating a harmonious dialogue among all parties involved, ensuring that every voice was heard and respected. Their ability in negotiating and aligning diverse interests speaks to their capacity for diplomacy and strategic engagement.

Based on the above accomplishments, we endorse Uzenzele for their service, competency, and strategic acumen. Their contributions have undoubtedly enhanced our beneficiary and set them on a path to independence. We look forward to maintaining our collaborative relationship and anticipate further mutual successes

NJABULO DLAMINI

MARKETING MANAGER - SOUTH 32

Uzenzele Holdings Pty Ltd.
E : info@uzenzele.com
W : www.uzenzele.com
P : +27 12 346 5174

THANKS FOR
YOUR BUSINESS.

SEE YOU AT YOUR NEXT PROJECT.

UZENZELE