

Kianga Capital Limited



Company Profile



Kianga means “burst of sunshine” in Swahili.

We believe in a simple yet practical equation.

INVESTMENT + FUND-RAISING = ONE-STOP FINANCIAL MANAGEMENT

ABOUT KIANGA

Kianga Capital Limited is a private investment company registered and based in Hong Kong. The name “Kianga” means ‘burst of sunshine’ in Swahili. We aim to direct structured foreign direct investment (FDI) into Africa and Latin America.

WHAT WE DO

Kianga’s main key area of focus are to raise, structure and deploy funding for self-initiated/identified projects through a co-ordinated and managed turnkey solution (build operate and transfer “BOT”) process in Africa and Latin America. The sectors for this primary focus are energy, infrastructure, mining, agriculture, manufacturing and ICT.

The secondary is to direct structured asset and wealth management opportunities from Africa and Latin America to Asia.

Identified areas for new opportunities – insurance, investment banking and advisory services.

WHY HONG KONG/ASIA

Kianga Capital Limited purposely chose to be Hong Kong as we view Hong Kong as a gateway to Asia based on the following obvious factors-

Asian Liquidity is real and tangible

Financial Markets – Flexibility, and stability and sustainability.

Financial systems in HK – are uniquely poised for operations like us, regulated, and

BRICS – Brazil Russia India China and South Africa - The leadership of Kianga is from South Africa and leverage on South Africa’s role and contribution to BRICKS in being the gateway into Africa.

This decision has proved itself true, based on the past two years where Hong Kong has been rated the Financial Capital of the world for the second year running.

Kianga, as an emerging diversified group in the Asia Pacific region, the group is dedicated to fulfilling the ever changing needs of its customers and promoting the development and prosperity of the region as well as to help facilitate legitimate platforms for investment into other emerging markets in Latin America and Africa. We seek to be a one-stop professional solutions enabler on equity and corporate finance to the institutional investors and shareholders analysis and investment of private placement as well as listed corporations for clients.

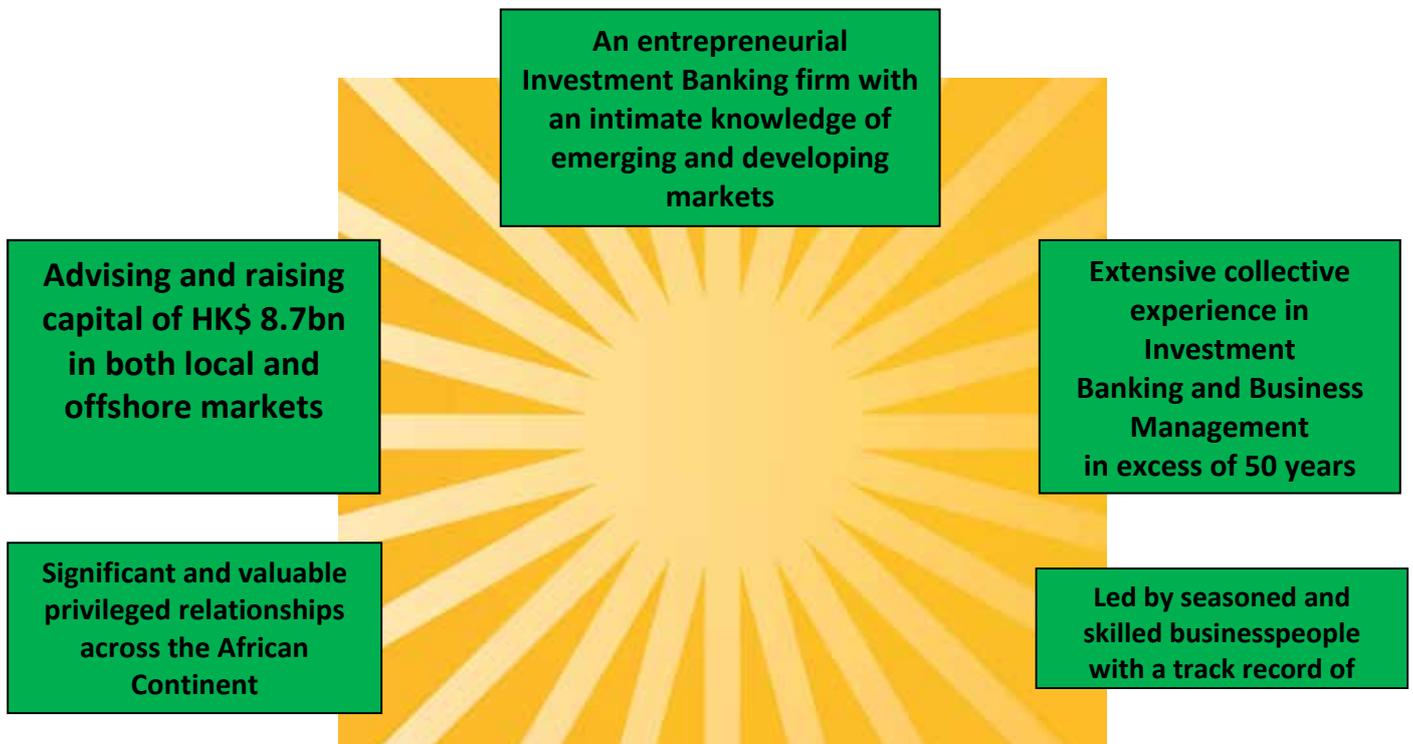
We seek to ensure the protection of investors while having their investments with us as we have established a reliable platform for investment execution.



KIANGA CAPITAL



ABOUT KIANGA CAPITAL *Continued..*





BACKGROUND

Currently the directors of Kianga manage and operate four different companies in South Africa, viz. Vinm Holding, Idam Capital, Archi-M Studio, Mkhandela Developments and Ilanda Africa, hereafter collectively called “South African Consortium” (SAC). All five companies are related and provide turnkey solutions on BOT basis.

SAC’s biggest client bases are predominantly government (national and provincial) in Africa and Latin America. However, SAC has a significant corporate and/or commercial clientele.

The symbiotic relationship between SAC and Kianga is that SAC originates the projects from conceptualisation, through to planning, design and implementation; while Kianga Capital Limited will raise, structure and deploy the funding for the specific project identified.



STRUCTURED FINANCE

We specialise in the development of alternative funding structures that unlock value where traditional financial and banking approaches are limited in their applicability. In this division, we raise, manage and structure funding solutions to achieve the following client objectives:

- Optimise company cash flow
- Improve working capital efficiency
- Create additional balance sheet capacity and increase leverage

Structured Finance solutions become necessary when the value of a potential transaction is significantly higher to the net asset value of the company, causing funding capacity and gearing constraints.

STRUCTURED TRADE FINANCE

Bank requirements for issuance of documentary letters of credit, standby letters of credit and bank guarantees to facilitate international trade are often onerous, with institutions issuing instruments only on fully collateralised opportunities. Resultantly, transactions with low performance risk and good counterparties often go unsupported. A structured trade finance approach however looks to the goods traded, the ability of the counterparties to perform and the strength of the transaction to secure the transaction. We craft risk mitigation structures that then enable a transaction to be supported. In this way, we facilitate international trade as well as fuel the growth mid-tier clients through unlocking vendor or bank financing.



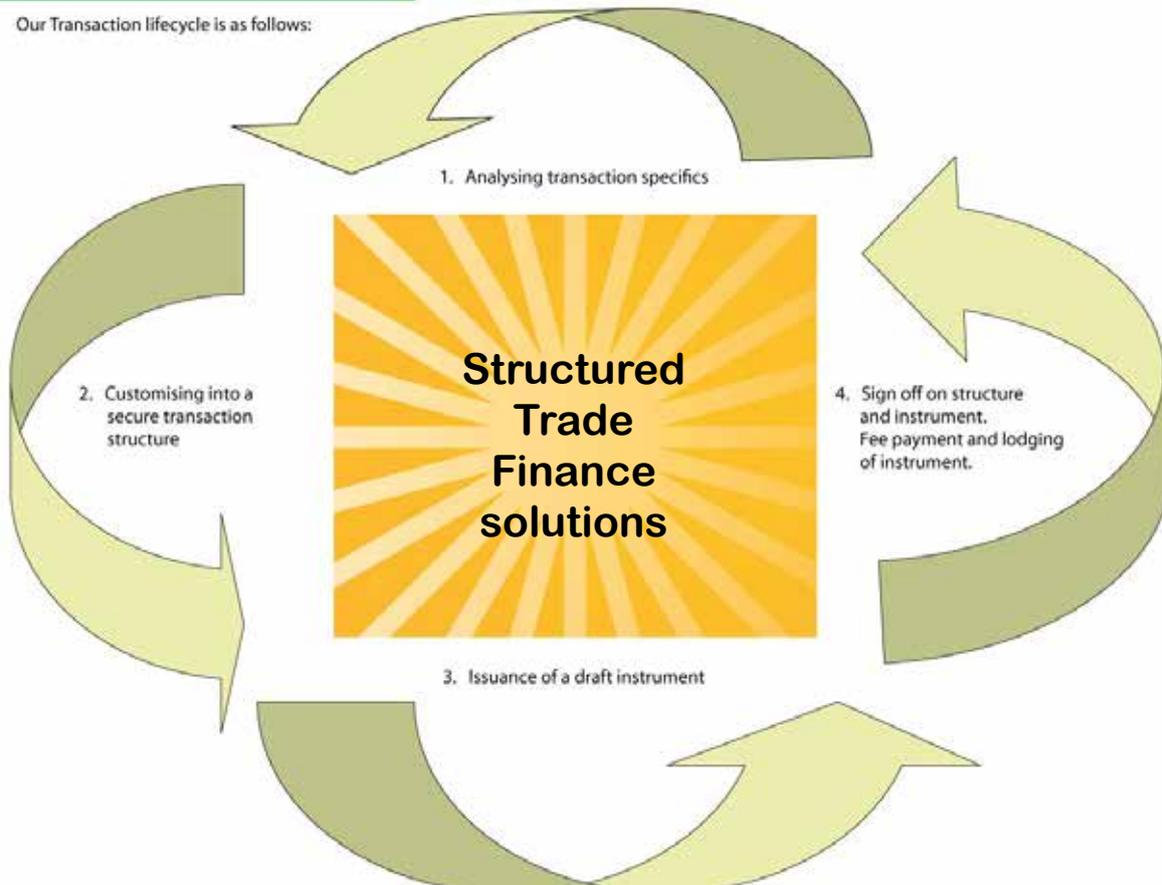
CREDIT ENHANCEMENT SOLUTION

We support clients through the arrangement of credit enhancement instruments including Standby Letters of Credit and Bank Guarantees. We craft secure structures in which funding can be afforded utilising these instruments to enhance the credit quality of the borrower.



STRUCTURED FINANCE

Our Transaction lifecycle is as follows:



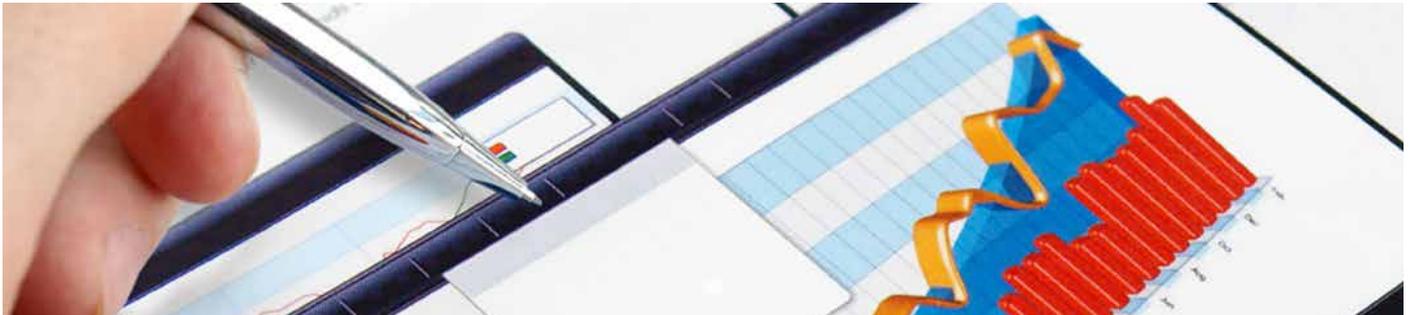


CORPORATE FINANCE

M&A ADVISORY

We seek to further develop expertise that will enable us to provide M & A advisory to both Sell-side and Buy-side transactions that our investment unit contemplates. Kianga is fast developing in-depth knowledge and expertise in M&A Advisory, and structuring. Our capital raising services includes the raising of debt, quasi debt and/or equity.

We further provide general corporate finance and transaction support services including the provision of due diligence, valuation, fair & reasonableness assessments and other related transaction support services.



CAPITAL RAISING

Kianga Capital provides advisory services with respect to equity financing, debt financing and corporate restructuring to emerging and middle market clients. Clients benefit from our diverse, multi-sector and Pan African experience advising clients on their financing strategies, developing professional documentation, and successfully securing capital.

We are fast developing proven methodology for raising debt and equity capital. We create compelling investor marketing materials, develop comprehensive investor lists, and work creatively and tirelessly to initiate, negotiate and close financing transactions. In addition, we provide valuable strategic insights throughout the fundraising process.

FEASIBILITY ASSESSMENTS

Our experts in law, geology, economics, urban development, forex and finance have a long track record in feasibility and assessment assessments in projects across diverse industries. We understand the importance of using the correct mix of quantitative analysis, economic, geological, legal, IT and commercial assessments in making future investment and strategy decisions.

We utilize multi- disciplinary teams to assess opportunities and provide professional opinion with respect to the assignment at hand.



CORPORATE FINANCE *Continued.*

PPP ADVISORY

KIANGA provides of public-private partnership (PPP) transaction advisory services to both government and private sector clients on infrastructure related projects. We add value by offering a full suite of PPP expertise. Our in-house staff includes engineers, financial analysts, PPP transaction specialists, legal and regulatory experts and social & poverty specialists - all of whom are extremely well-versed on PPP in infrastructure from numerous successful project experience.



We have advised on how to increase private sector participation in infrastructure, including acting as lead transaction manager for concessions, privatizations and build-operate-transfer (BOT) projects, in the port, marine, rail, urban transit, specialised property, and power sectors. Our experience advising both Governments and private-sector clients combined with our broad in-house expertise has made us a trusted advisor to private sector investors and Governments interested in pursuing infrastructure PPP opportunities.

BUSINESS RESCUE

Kianga offers critical assistance to companies that are underperforming, in crisis or healthy companies with underperforming divisions. Working directly with company management, Kianga helps stabilize financial and operational performance by developing and implementing comprehensive profitability and working capital plans. Kianga's involvement reassures creditors and investors that the company is taking important steps to address its problems and maximize stakeholder value.



COMMODITIES



- SADC member states spans more than 9 million square kilometres, across 14 countries, and comprises a market of more than 237 million people.
- It has a combined GDP of circa US\$369 billion, and in 2005 had an average GNI per capita of approximately US\$1 808.
- Minerals, metals, fossil fuels, and agricultural produce are the most significant exports of the region.
- The total value of SADC trade in 2007 was US\$ 201 billion and the value of intra SADC trade was US\$27,5 billion, 13.68% of total SADC trade.
- The disparities in development of member states creates profitable opportunities for commodity trading based on a wide intelligence and contact network
- Kianga has a solid track record for its ability to arrange instruments for the trading, import and export of commodities competitively and profitably within the SADC region, and leverages off this capability in trading in Gold, Diamonds, Copper, Coal, Chrome and Platinum.



WEALTH MANAGEMENT

Through trusted partners, we provide independent “boutique” consultancy for wealth transfer and liquidity planning to high net worth individuals and businesses in Africa and Latin America. ASSET AND WEALTH MANAGEMENT



THE KIANGA NETWORK

Kianga Capital is experienced in the investment field and where our management team has substantial knowledge and experience as well as a strong global network. We have cultivated long-standing relationships with major players in global capital markets including commercial banks, brokerage firms, fund managers and government departments in various jurisdictions. Building on these relationships and leveraging our well established global network, we are able to assist our clients in different areas including identifying investment opportunities, performing due diligence and accessing Initial Public Offering (“IPO”) issues via our affiliates dealing on securities platform.

INVESTMENTS

Kianga’s investment unit focuses on creating value through the development and/or acquisition and strategic management of early stage opportunities with a compelling concept, good management, and significant growth potential. Kianga acquires controlling interests in clients that we can manage for value. We further acquire strategic investments in our chosen sectors in mid-market opportunities alongside our private equity and other funding partners, in the ICT and Resources sectors.





INVESTMENTS *Continued.*

The attributes of the opportunities we pursue are as follows:

Compelling Concept

We seek investments with industry defining capability, whether as a result of technological innovation, market gap, or channel innovation. We explore geographies with strong market potential, where we can achieve early mover status, or alternatively, industry innovator status.

Strong Management

Kianga seeks to invest in clients with strong management, that are highly experienced in the industry sectors in which they participate, and have a solid track record of achievement and integrity before them.

Economic Opportunity

We have appetite for significant economic opportunity exists, due to perhaps factors such as strategic misalignment, high turnaround capability, or under-valuation.

CONCLUSION

Kianga Capital Limited is fast developing strong and solid relationships with different Private Equity Funds, Asset and Wealth Management companies and leading banking groups in Asia.

CREDIT RISK CONTROL





Investment process is monitored under strict credit risk control

Kianga Capital has rigorous credit risk control policies in order to make sure that our platform runs smoothly. We ensure that our investors and financiers are well protected.



- Pre-investment: We first seek to understand our clients and their projects and needs with the guideline of KYC “Know Your Client” and perform relevant due diligence.
 - Investment Processing: Appointing a third party to verify the background and status in order to make sure that all the documents are valid. Our investment committee will examine the projects and vote for the project.
 - We consider the financiers’ business development, the value of their collateral and their repaying capabilities
- Post-investment: We keep track and monitor the projects development; analyse performance gaps between targeted and actual performance and the on-going economic status of the borrowers and their operations.





BOARD OF DIRECTORS

Executive Chairman:

Mr Vincent Rasekoane Mabulu



Executive chairman Vinm Holdings and President of Archi-M Studios and also sits on various boards as non-executive director. He studied towards a Bachelor of Architecture (B . Arch) - SAIT (now University of South Australia) and had early success in his studies when he was awarded The South Australian GAS Company prize for final year thesis. He served as a junior architect from 1985 – 1987 at Househam Mcpherson Henderson before founding Archi-M Studios. He is the Managing Director of Archi - M Studio (Bloemfontein) which is responsible for the design and project supervision as well as general management of the company. Notable projects completed by Archi-m studios being Eskom Head Quarters Extension; Lesotho Palace of Justice; Design and supervision of U.N Office Complex in Maseru.

He is a registered member of the following affiliations:

Member, Royal Australian Institute of Architects (RAIA)

South African Institute of Architects (MIArch)

Registered Architect (S.A), Association of Arbitrators S.A.

He has over 35 years' experience of running and developing new business. He has significant technical skills in infrastructural development.



BOARD OF DIRECTORS

Chief Executive Officer:

Mr Neo Lawrence Mabulu (known as NEO)



Executive Director (Ilanda Africa) and Business Development Manager (Archi- M Studio)

Neo Mabulu is armed with a degree in Information Technology and Business Science. Having unique business acumen and being entrepreneur since early age, he has acquired solid experience which is practical to give strategic direction to any institute or organisation. He has substantial knowledge and expertise in strategic management. He has owned and managed various businesses that cover consumable goods through to consulting and operations.

In 2005, neo founded VINM TRADING, which led VINM HOLDINGS a diverse company with its subsidiaries. The birth of Group was a logical response to the requirements of, and opportunities being presented by, a growing economy and endless possibilities and opportunities within a transforming South African business landscape. Through VINM in association with IDAM CAPITAL and ARCHM STUDIO, and ILANDA AFRICA, Neo co-founded Kianga Capital in September 2012.

In Kianga, neo as Chief Executive of the group, provides strategic direction and services to the group. Responsible to carry out the strategic plans and policies as established by the board of directors. He oversees activities and issues such as the corporate mission, corporate purpose, the company's future scenario planning and corporate vision, the creation and implementation of the corporate strategy, and the corporate reputation.

He has executive project management skills spanning over 10 years and has been involved in strategic planning and execution of various projects in various sectors from public sector, construction, through to infrastructure and technology management.



BOARD OF DIRECTORS

Chief Financial Officer and Company Secretary:

Mr Themba Tshepo Madi (known as Mr T)



Themba is a co-founder and the Chief Financial Officer of Kianga Capital. Themba studied towards a B Com, (Accounting and Business Management) at University of South Africa and has over 15 years of experience in the financial services arena, he has gained considerable experience in retail banking, corporate finance, asset based finance and deal structuring, having worked for Wesbank, Standard Bank, Rand Merchant Bank, and Imperial Bank.

Mr T has successfully structured and raised over \$400 Million USD from the Hong Kong under Idam Capital, which he founded. He has been a speaker and panellist on various Asian pacific venture capital and private equity forums and conferences and is regarded as a knowledgeable expert on developing and emerging markets of Africa and Latin America.

He was a founding director of Young Business for South Africa (YBSA). This forum creates a platform where young South Africans get the opportunity to interact and learn from the leaders of this country. He continues with social involvement through his involvement as member of YBSA and as founding Chairman of Africa Heritage Society Mining Forum. These initiatives have helped him establish a firm network across all industry on the greater African and Latin America continent.

In Kianga, Mr T oversees all relationships and projects in relationship establishment, negotiation, relationship management, financial and legal aspects. Mr T is an Advisory board member of WDB Enterprise Development Fund, director of Idam Capital, Mkhandela Developments and Chairman of Mkhandela Share Trust.



BOARD OF DIRECTORS

Chief Operations Officer:

Mr Teboho Price Monahadi (known as Price)



Studied towards a business management degree and is the powerhouse of strategy and business development for the company. He also has exceptional insight into specifics and management of the build, operate and transfer operations. He is armed with a B.Com Degree (General) with majors in Management and Economics, with particular skills developed in Marketing and Strategy Development; Risk Management; Financial Modelling and Business Strategy.

He has worked as an Area Manager at British American Tobacco (Free State) 1995 to 1998. Where thereafter he founded Africa Consulting Group 1999 to 2001 together with Mr Lucky Masabane a fellow partner in Gauteng. With successes in 2 major projects between NamPower (Namibian SOE) and Black and Veatch (American based Engineering firm). The projects were Water Desalination Plant and Water Reclamation Plant.

Since 2001 he established CF and M Business Enterprises. CF and M Business Enterprises, is an Engineering, Roads, Civil, Property development, management and service organization, where they undertake developments on behalf of investors, local and provincial government Departments; and respective tenants, having developed solid relationships and partnerships with financial institutions, architects, engineers and other developers.

In 2009, Price joined Vinm Holdings as an executive director. VINM Holdings actively supports the South African government's equity and empowerment policies. Strategic alliances with key industry role players furthermore enable VINM Holdings to achieve unprecedented levels of cooperation. Through the coming together of iLanda, Mkhandela Developments, Vinm Holdings, Idam Capital and Archi-M Studios, Price now is the Chief operations Officer of Kianga Capital, managing the key projects that are originated and managed by Kianga in Latin America and Africa.



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