

AWANDE CAPITAL PARTNERS

Awande Capital Partners Proprietary Limited (**Awande Capital**) is a black managed private equity investment company established in 2007. 61% of Awande Capital is held by Thabo Seopa and the Imvaba Trust (a family investment trust established by Mahlubi Mazwi), with the balance held by the Trustee Board Investments Proprietary Limited (**TBI**) group, an investor since 2009. At 30 June 2017, Awande Capital had a net asset value of approximately R61 million.

INVESTMENTS

Awande Capital has investments in **Trudon**, **360 Financial Services Group** (*360 FSG*), and **Thunderbolt Solutions**.

Trudon is a leading local advertising media company with a mixture of traditional platforms and new media digital offering. Trudon is a publisher of the Yellow Pages and has digital offering ranging from website creation and hosting, presence management solution, search and social offering for small medium business. Trudon is a subsidiary of Telkom. (www.trudonhome.co.za).

360 FSG, the financial services holding company of the Numsa Investment Company, is an investment holding company with investments in the following subsidiaries providing a range of services, mainly to the circa 365 000 members of Numsa (www.360fsg.co.za).

- Doves Group, Be-Assured and Independent Crematoriums of SA, providing funerary services and supplies;
- Union Life, a specialist in affordable funeral and life insurance products;
- Sechaba Medical Solutions, a medical aid administration company; and
- Numsa Financial Services, a medical aid and life assurance broker and distribution platform.

Thunderbolt Solutions was founded in 1999 to service the domestic printing industry. Following the investment by Awande Capital, it is a black-owned and managed business. It is the leading supplier of capital equipment, consumables, spares and specialist paper products to the Southern African graphic arts and printing industry, representing a number of established principals in the local market (www.thunderbolt.co.za).

BLACK EMPOWERMENT STATUS

Awande Capital is a black-owned and controlled private equity investment company, meeting the criteria specified in Section 3.10 of the ownership principles contained in revised Codes of Good Practice (**Codes**), issued in terms of the Broad Based Black Economic Empowerment Act, 2003. This allows an investee company to recognise the shares held by Awande Capital as held by Black People, at a 100% ownership level. In addition, the maximum recognition should be given to the classifications of Black Women and Designated Groups shareholdings and involvement of Black New Entrants, as the terms are defined in the Codes.

AWANDE CAPITAL PARTNERS INVESTMENT MANDATE

Investment Objectives	<p>The objectives are to:</p> <ul style="list-style-type: none"> • Create superior returns for investors and growing shareholder value; • Invest in good quality businesses that have substantial black shareholdings or are black-owned, using its long-term capital; • Hold investments with a long-term investment view; • Unlock value and assisting in creating sustainable long-term growth for investee companies, in full support of the development of black industrialists in South Africa; • Act as a strategic partner to its investee companies to build long-term relationships.
Target Return	<p>To produce a total return on investments that exceeds the Consumer Price Index plus 15% per annum, managed over a rolling five-year investment horizon, subject to long-term JSE trends.</p>

Investment Strategy	<p>Awande Capital has a focused investment mandate, unconstrained by any particular market or sector, to develop a well-diversified investment portfolio, as an attractive proposition for institutional and private investors, maximizing value and generating superior returns on capital for shareholders.</p> <p>Applying a flexible approach in relation to timing and duration, on-balance sheet investments are made in South African mid-size companies with high growth potential and strong management teams, and where Awande Capital can achieve significant influence or board representation, or play an active role in the development of strategy.</p> <p>Investment decisions are made on a case by case basis, depending on circumstances prevailing at the time and as opportunities are presented. Investments are assessed on a continuous basis, based on the relative attractiveness of the investments compared to the market and other available opportunities.</p>
Geographic Focus	<p>The Company invests mainly in the South African markets.</p>
Exclusions	<p>Mining industry and property.</p>
Authorised Investments	<p>Awande Capital may invest in equity or preference shares, bond or loan instruments of listed or private companies and liquid investments.</p>

AWANDE INVESTMENT MANAGERS

Awande Capital is managed by Awande Investment Managers Proprietary Limited (***Awande Investment Managers***), an independent black-owned and black-managed investment and private equity fund manager, established and managed in accordance with the criteria specified in Section 3.10 of the Codes.

Awande Investment Managers' objective is to create superior returns for investors and unlock value for investee companies, in full support of the development of black industrialists in South Africa. It will seek to invest at least 51% of its funds under management in companies that have at least a 25% direct black shareholding, in accordance with the timetable contemplated in the Codes.

Awande Investment Managers is a licensed financial services provider in terms of FAIS, authorised to act as a discretionary financial services provider (Category II) (FSP number: 45967) and is managed by Thabo Seopa and Mahlubi Mazwi. Certain asset management and administrative functions are outsourced to Ora Fund Managers, a TBI subsidiary and licensed financial services provider.

DIRECTORS

THABO SEOPA | Chairman and Executive Director

BCom, H Dip Tax, MDP

Thabo has extensive experience in running and managing businesses in South Africa and is currently the Managing Director of Trudon. He drove the transformation of Trudon from being an old media publisher to being a new media digital organisation. He has a strong investment banking background, having worked for HSBC Bank and UBS. While working as an investment banker, he was responsible for mergers and acquisitions, listings, capital raisings and advisory on privatisation.

MAHLUBI MAZWI | Chief Executive Officer and Executive Director

BCom, CA (SA)

Mahlubi has broad experience in corporate finance including business valuations, capital raising, advising on mergers and acquisitions and advising on BEE transactions. He also has a strong investment banking background, having worked for Deutsche Bank in South Africa and local boutique investment banking houses.

Ian Groenewald | Non-executive Director

BCom (Accounting), BCompt (Hons)

Ian started his career at Stannic in 1991 and joined Real Africa Durolink in 1993. He was a member of the RAD Group's management committee and served as a director of RAD Holdings and various subsidiaries. Following the takeover of the RAD Group in 2001, Ian joined Gensec. In addition to the design and implementation of structured finance transactions, Ian has acquired considerable experience in designing collective investment schemes and other investment products in various markets including South Africa. He is the CEO of TBI and serves as executive director of TBI and other companies in the TBI group.

INVESTMENT COMMITTEE

THABO SEOPA | Chairman

MAHLUBI MAZWI

OCKERT GOOSEN

BCom (Hons), MBA (Wits), CA (SA)

Ockert began his career in investment banking at Barclays Merchant Bank in 1986. He became a director of RAD Bank in 1996 and joined Gensec Bank in 2002. In 2004 Ockert became a founding director of Ora Fund Managers. He has extensive experience in asset management, investments, structured and corporate finance, securitisation, treasury, credit management and managing collective investments schemes. He is the CEO of TBI Strategic Partners and serves as executive director of TBI and other companies in the TBI group.

OWNERSHIP

70% of Awande Investment Managers is held in equal proportions by Thabo Seopa and the Invaba Trust, with the balance held by TBI.

BACKGROUND TO TBI

Established in 1992, TBI is an owner-managed South African alternative investment management group, with an internal management and operational infrastructure and a 25 year track record of providing superior returns to its broad shareholder base. The alternative investment offerings include third party tax-managed income funds and subsidiary businesses investing in strategic and private equity and in real estate.

The investment objective is to create sustainable growth in shareholder value, by making investments with a long-term view. Key to its success has been assisting investee companies with unlocking their long-term growth potential in a sustainable way. The group generates its returns not only from investments, but also from asset management fees on third party managed investment portfolios and other transactional income which are generated by its subsidiary Ora Fund Managers, and associates Awande Investment Managers and Bridge Capital. At 31 March 2017 the TBI group had investable funds of R477 million, a net asset value of R344 million and investment assets under management in excess of R10 billion.

www.trusteeboard.co.za

CONTACT DETAILS

For more information, please contact Mahlubi Mazwi on 082 575 8050 | mahlubi.mazwi@awandecapital.co.za, or Thabo Seopa on 082 377 9482.

Awande Investment Managers (Pty) Ltd

(Formerly Awande Private Equity Managers (Pty) Ltd) (FSP number: 45967)

Directors: Thabo Seopa (Executive Chairman), Mahlubi Mazwi (Chief Executive Officer); Ian Groenewald (Non-executive) | Reg. no: 2014/148281/07
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