

# CORPORATE PROFILE 2024

Pistevo Capital evolved out of necessity, born out of Africa for Africa capitalizing on the founder's extensive network capital and experience across Africa. Each endeavor represents a commitment to deliver positive outcomes, stimulate growth and unlock Africa's potential.

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# Pistevo Capital

# Introduction & Overview

## Who is Pistevo Capital

- **Pistevo Capital** is a boutique Corporate Finance and Advisory services business that operates as a privately owned family entity in Johannesburg, South Africa.
- The African continent faces inherent structural challenges, such as capital movement restrictions and information asymmetry, which pose constant obstacles for offshore and non-resident businesses and investors.
- **Pistevo Capital** emerged in Africa, for Africa, leveraging the founder's extensive network, capital, and experience across the continent to optimize operations and generate value for our clients.
- Our primary focus at Pistevo Capital is to deliver best-in-class advisory and capital solutions that are innovative and outcome-oriented, tailored to meet our clients' specific needs and requirements.
- Our purpose is deeply rooted in our belief system. "Pistevo," a Greek word meaning "to entrust," reflects our commitment to deliver positive outcomes, foster growth, and unlock Africa's potential.
- Driven by this purpose, Pistevo Capital has evolved out of necessity to bridge the gap and facilitate the growth and exposure to alternative investments throughout Africa.
- Our diverse client base includes stock exchange-listed companies, privately owned businesses, private family offices, and community development and empowerment initiatives.
- What sets Pistevo Capital apart is our integrated and solutions-driven approach. Over the years, we have built a strong track record in raising capital, executing transactions, and uncovering opportunities for our clients.
- Our ultimate goal is to support businesses in achieving their strategic objectives and maximizing their potential for growth and success.

## What We Do

- **Pistevo Capital** has forged strategic partnerships with leading local, regional and international funders as well as investors, enabling us to collaborate closely with our clients to unlock long-term value and offer comprehensive execution capabilities.
- Through our offices in South Africa, **Pistevo Capital** possesses the capacity to deploy agile teams to carry out assignments and engagements in Botswana, Ghana, Kenya, Malawi, Mozambique, Rwanda, Tanzania, Uganda, Zambia, and Zimbabwe. We provide a wide range of comprehensive services aimed at optimizing, restructuring, and developing business strategies. These services encompass the following:
  - **Business Optimization and Restructuring:** We assist businesses in streamlining their operations, enhancing efficiency, and implementing strategic changes to drive growth and profitability.
  - **Capital Raising and Capital Markets Services:** Our team offers support in raising capital for businesses. This includes engaging with potential third-party funders, preparing presentations, facilitating access to management, and providing general assistance throughout the capital raising process both in debt capital markets (DCM) and equity capital markets (ECM). We also help plan and coordinate investor roadshows and pilot fishing activities.
  - **Mergers and Acquisitions (M&A) :** We provide expertise in M&A transactions,. Our services encompass business case development, conducting business valuations, offering general corporate advisory support, sourcing suitable transaction counterparties, acting as project managers, and facilitating negotiations of final binding agreements.
  - **Investment Management, Research, and Administration:** We offer comprehensive investment management services, including conducting research, managing portfolios, and handling administrative tasks related to investments.

# Introduction

## & Overview

### Our Strategy

At Pistevo Capital, we follow a dynamic and inclusive strategy that transcends specific sectors. Our culture is quality, governance and performance-driven, constantly seeking opportunities that enable the scalable growth of our diverse entrepreneurial client base. We are committed to responsible stewardship in our identified strategic areas.

We actively promote and support our clients' leadership teams to be catalysts for value creation by fostering agility and providing a decisive environment for action. Additionally, we assist our clients in building an ecosystem of businesses that not only generate cash and returns but also strengthen society and contribute to its efficient and sustainable functioning.

By nurturing innovation and providing an environment where our clients can thrive, we drive our advancement across various markets, geographies, and society as a whole. We continuously strive to expand our portfolio and broaden our offerings, with a focus on extending our presence across Pan Africa.

Our unwavering discipline in evaluating opportunities remains paramount. We disassociate ourselves from opportunities that do not align with our motto: "each endeavor represents a commitment to deliver positive outcomes, stimulate growth, and unlock Africa's potential." This commitment is underpinned by our core values, which include empowering entrepreneurship, being customer-centric, striving for excellence, leading by example, providing a safe and inclusive workplace, and fostering learning and personal development opportunities.

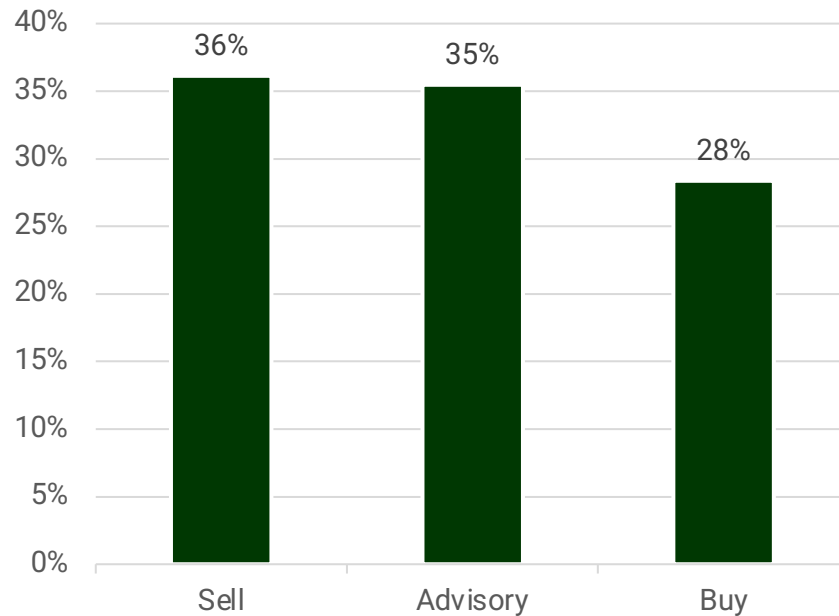
The cumulative efforts we invest in executing our strategy yield several outcomes:

- We enable scale and growth for our clients, positioning them as established market players of significance.
- We assist with strategically allocating our clients' resources to key areas, ensuring growth and internationalization of niche products and services.
- We help our clients extract value from fragmented markets, expand footprint, product range, and service offerings.
- We assist with driving organic growth and pivot into growth sectors, enhancing our clients' balance sheet efficiency.
- We exercise responsible stewardship throughout our operations and maintain high standards of corporate governance.
- We create social value and long-term sustainability for all stakeholders.
- We actively engage in inclusive socio-economic initiatives.

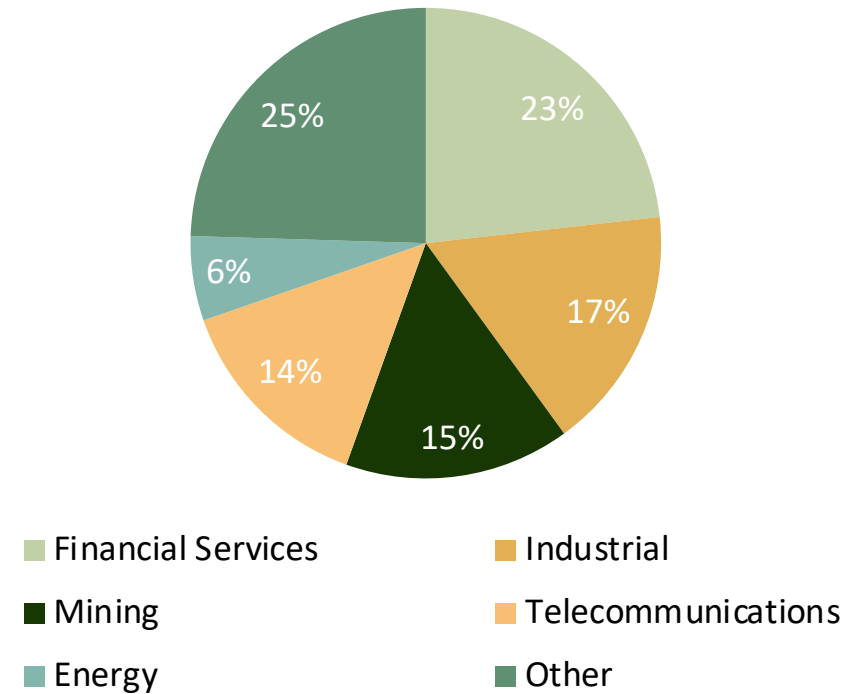
## Deal Origination and Transaction Execution Capabilities

### Deal Flow Analysis

Services provided



### Top 5 Sectors by # of Deals



# Transaction Summary

Over the years, the founding members of Pistevo Capital and the business have advised on, arranged, and executed transactions with a total value of more than R10 billion. Some of publicly disclosed transactions are listed below:



Listed bond for GetBucks Botswana & Listed and unlisted notes for GetBucks Zimbabwe



BFG RSA BEE Transaction



Structured Debt Raise, through Tapvice Enterprises



In-house corporate finance and advisory team for Baphalane Ba Mansterre Investment Holdings



Advised an empowerment investment consortium that invested into this OTC BEE scheme



Acquisition of Opportunity International subsidiaries by MyBucks Group



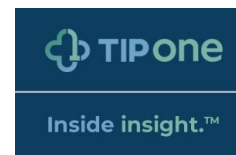
Alexander Forbes BEE Transaction



Ongoing corporate advisory and capital raising mandate



Disposal of Dairibord Malawi to Lilongwe Dairy



Ongoing corporate advisory and capital raising mandate

# Contact Information



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