Prescient is a diversified Financial Services Business

- Prescient is a Johannesburg Stock Exchange listed diversified financial services business
- Prescient Corporate Advisory ("PCA") is a division of Prescient Capital, Capital Raising in Sub-Saharan Africa for companies and projects
- Pipeline is 25% South Africa / 75% sub-Saharan Africa ex SA
- Industry agnostic but gravitate towards industries that are popular with investors, typically getting exposure to the growing African middle class (FMCG, health, education, IT/Fintech) or infrastructure projects (clean energy, property, agriculture)
There is currently an abundance of private and institutional money looking to invest in Africa – over $60 billion FDI into Africa in 2015

Investors comprise:
- High Net Worth Individuals
- Family offices
- Private Equity Firms
- Development Finance Institutions
- Local and International Banks
- Multinational Corporations

Investment mandate:
- Type - Debt vs Equity vs Other (Mezzanine, Revenue Share)
- Bite size – $500,000 - $100 million
- Geography – Country specific vs Regional vs Continent wide
- Industry – Sector specific vs Sector agnostic
“We cannot find good companies to invest in”

Key areas of focus include:

- Financially viability
- Strong management team
- Regulatory clarity
- Barriers to entry / first mover advantage
- Ability to scale
- Ability to monetize
- Well packaged documentation
- Fully licenced
- An ability to manage growth – structures and people

- Coherent realistic defendable plan about how much capital you want to raise and what are the use of proceeds
Financial models including:
- Forecast cash flow statement, income statement and balance sheet
- Adaptable assumptions page with relevant sensitivities
- Relevant financial ratios for operational and financial analysis

Board Packs including:
- Strategic considerations
- Key financial metrics
- Conclusions on financial model

Business Plan
- Overview of business operations
- Historic and forecast financials
- Accreditation and licensing
- Personnel, Customers and Suppliers
- Market and Risk analysis

PCA has an agreement to undertake these tasks for partners on behalf of Microsoft
Regulatory Information

The information contained herein is provided for general information purposes only. This information does not constitute a solicitation, recommendation, guidance or proposal, and the service provided is not intended nor does it constitute financial, tax, legal, investment or other advice.

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