



# PRESCIENT

CORPORATE ADVISORY

DSA

10<sup>th</sup> May 2017



PRESCIENT

- 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 defensible 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

Thank You

## Regulatory Information

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