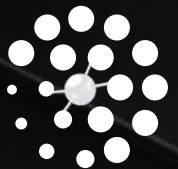


TRUTH | TRUST | RESULTS

NTIYIS 
CONSULTING GROUP

We unlock new economic streams for growth.



NTIYISO
INDUSTRIALISATION
CONSULTING

SUBSIDIARY PROFILE



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TRUTH | **TRUST** | RESULTS

COMPANY OVERVIEW

Founded in 2005, Ntiyiso Consulting Group is an authentically African, and globally wired management consulting firm which “seeks to empower institutions that enable Africa’s development.” With over 200 senior professionals, we provide evidence-based, robust solutions to complex management problems and are experts in strategy, governance, organisational turnaround, revenue enhancement and industrialisation consulting.

We deliver sustainable solutions through THREE SUBSIDIARIES, viz. Ntiyiso Revenue Consulting, Ntiyiso Business Consulting and Ntiyiso Industrialisation Consulting. Ntiyiso means ‘TRUTH’ in the Xitsonga language. We are therefore naturally inclined to deliver the most trusted of solutions to our clients.

OPERATING PHILOSOPHY

Our underlying operating philosophy is to offer products and services as a means to derive value for our clients. Our conviction is that each client is unique and therefore has specific needs that can only be met through a close and personalised partnership that is based on shared responsibility to deliver sustainable results.

OUR LEADERSHIP

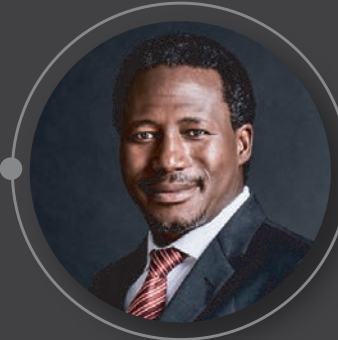
Our leadership team are recognised leaders and visionaries in their areas of expertise. They have acquired vast local and global experience which has been dedicated towards building a culture of performance to the benefit of our clients and our people.

ALEX MABUNDA Group Chief Executive Officer

Over 22 years in Industrial and Management Consulting experience.

INDUSTRY EXPOSURE

- Strategy, Strategic Management and Feasibility Studies expertise
- FMCG, Real Estate and Local Government
- BSc Computer Science



ANDISA RAMAVHUNGA Group Chief Advisor

Over 20 years in Management Consulting and Entrepreneurial experience.

INDUSTRY EXPOSURE

- Strategic, Organisational Design and Turnaround expertise
- Telecoms, Financial services, Media and Transport
- BSc, BSc (Hons) & MBA



MIYELANI HOLENI Group Chief Advisor

Over 20 years in Corporate and Management Consulting experience.

INDUSTRY EXPOSURE

- Local Government and Revenue Management and Enhancement expertise
- Real Estate, FMCG, Financial Services and Information Technology
- BSc, PGD and MPhil (Development Finance)



EXECUTIVE TEAM

TONDY NKUNA Group Chief Financial Officer

Over 21 years in Accounting and Finance experience.

INDUSTRY EXPOSURE

- Finance, Accounting and Revenue Management expertise
- Public Sector and Utilities
- BCom and PGD



VONGANI MACHIMANA Head of Business Development & Sales: Ntiyiso Consulting Group

INDUSTRY EXPOSURE

- Management Consulting
- Banking and Finance
- Insurance
- Manufacturing
- Local Government



TREVOR MUPETI MD: Ntiyiso Revenue Consulting

Over 15 years in Management Consulting experience.

INDUSTRY EXPOSURE

- Water, Sanitation, Civil, Construction, Project Management and Revenue Management expertise
- Local Government
- B Tech, PGD



MELVIN MPALA MD: Ntiyiso Business Consulting

Over 17 years in Management Consulting experience.

INDUSTRY EXPOSURE

- Strategy, Business Process Engineering and Auditing expertise
- State Owned Entities, Local Government, Telecoms NGOs, Corporate Finance and Transport and Logistics
- ACCA (UK) and Project Management



AUNTONY MUKHWANAZI MD: Ntiyiso Industrialisation Consulting

Over 18 years in Chemical Engineering and Management Consulting experience.

INDUSTRY EXPOSURE

- Process Development, Transaction Advisory and Business Development expertise
- Manufacturing, Utilities, Chemical, Petroleum and Gas Industries
- BSc Chemical Engineering



OUR PRINCIPLES

We have five ways in which we set ourselves apart. This is what our clients expect and experience when working with us to deliver successful projects and valuable outcomes.

END-TO-END SOLUTIONS

Our range of methodologies are designed to deliver holistic solutions that consider the internal and external environment.

TAILOR-MADE SOLUTIONS

We apply first principle problem solving for unique client conditions.

TOTAL COST OF OWNERSHIP

Our services are provided at a competitive total cost of ownership, which provides additional value for money for our clients.

CULTURAL AFFINITY

We are respectful and approachable, and also have a demeanor that is resonant with African culture.

COLLABORATIVE APPROACH

We believe in personal interactions and less about the slides when developing solutions.



NTIYISO
REVENUE
CONSULTING

We improve cash positions of medium to large sized municipalities and utilities. We achieve this by deploying our Revenue Maturity diagnostic model to optimise and enhance specific components of the entire revenue value chain

SERVICES

- Revenue Conversion and Completeness
- Revenue Administration and Protection
- Revenue Coverage and Growth
- Revenue Customer Management
- Revenue Data Science

If it's money, we will find it for you.



NTIYISO
BUSINESS
CONSULTING

We improve the profitability and sustainability of medium and large sized organisations. We also enhance service delivery capabilities of public and private entities. We achieve this by aligning the organisational ecosystem, viz. strategy, leadership, people, architecture, routines and culture.

SERVICES

- Strategy Development
- Leadership Capacitation
- Value Delivery Optimisation
- Human Capital Optimisation
- Culture Transformation
- Architecture and Routines

We help organisations deliver tangible results.



NTIYISO
INDUSTRIALISATION
CONSULTING

We unlock economic development opportunities on behalf of communities and regions. We achieve this through end-to-end project conceptualisation and development. We also develop strategic economic development and infrastructure master plans.

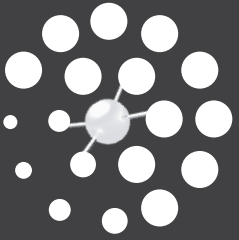
SERVICES

- Economic Planning
- Infrastructure Planning and Development Support
- Industrial Project Development

We unlock new economic streams for growth.



We unlock new economic streams for growth.



NTIYISO
INDUSTRIALISATION
CONSULTING

We unlock new economic streams for growth.



OUR SERVICE OFFERING

Ntiyiso Industrialisation Consulting's DNA is rooted in the development of catalytic projects to boost economic development and industrialisation whilst creating jobs in the process. Over the years, we have conceptualised, researched, developed, implemented and raised funds for several farming, manufacturing and energy projects in the Limpopo, Free State and North West provinces.

ECONOMIC PLANNING

Economic development plans at local (LED), district and provincial level.

INFRASTRUCTURE PLANNING AND DEVELOPMENT SUPPORT

Electricity, water, sanitation, integrated transport plan (ITP), township development and integrated waste management plan.

INDUSTRIAL PROJECT DEVELOPMENT

This includes opportunities that require research and development, product development, project development and fundraising.



OUR PRODUCTS

ECONOMIC PLANNING

- Local Economic Development
- Economic Recovery Plans
- District Development Plans
- Technology Brokering

INFRASTRUCTURE PLANNING AND DEVELOPMENT SUPPORT

- Water Master Plan
- Sanitation Master Plan
- Electricity Master Plan
- Integrated Waste Management Strategy
- Town Development Master Plan
- Integrated Transport Plan (ITP)

INDUSTRIAL PROJECT DEVELOPMENT

- Concept Development
- Project Definition
- Fund Raising
- Project Execution
- Operations and Management Support
- Financial Modelling
- Market Research
- Bankable Business Plans
- Environmental Impact Analysis
- Risk Management



OUR PHILOSOPHY

We are economic development strategy experts. We subscribe to the belief that in order to enable growth of local and regional economies,

OUR CAPABILITIES

there is a need to continuously identify innovative industrialisation opportunities and complete the project development / investment cycle for these opportunities.

KNOWLEDGE & TECHNOLOGY
RESOURCES PROFILING

MARKET RESEARCH

R&D AND PRODUCT
DEVELOPMENT

SKILLS PROFILING

SMMES / COOPERATIVES /
INSTITUTIONAL ARRANGEMENT PROFILING

NATURAL RESOURCES
PROFILING

INFRASTRUCTURE PROFILING

ECONOMIC DEVELOPMENT
STRATEGY & EXECUTION MODEL

INVESTMENT
RESOURCES PROFILING

CULTURAL & INDIGENOUS
RESOURCES PROFILING



OUR APPROACH

INDUSTRIALISATION PROJECT DEVELOPMENT AND IMPLEMENTATION

OPPORTUNITY DEFINITION

3-6 Months

- Quantify economic value associated with the opportunity
- Define the implementation strategy

PRE-FEASIBILITY STUDY

6-9 Months

- We make detailed assessments to determine the key specific drivers of a project
- Verify that the project has good prospects for success in delivering intended results

FEASIBILITY STUDY

9-18 Months

- Develop a bankable business plan
- Solicit supporting material of interest such as off-take agreements, intellectual property agreements etc.

OPERATIONS AND MANAGEMENT SUPPORT

5-20 Years

- This is the phase where we provide management and operations support
- Oversight is provided at varying degrees until a healthy level of consistent autonomy is reached

PROJECT EXECUTION

2-5 Years

- Project management (resources, schedule and cost control)
- Procurement of services
- Training

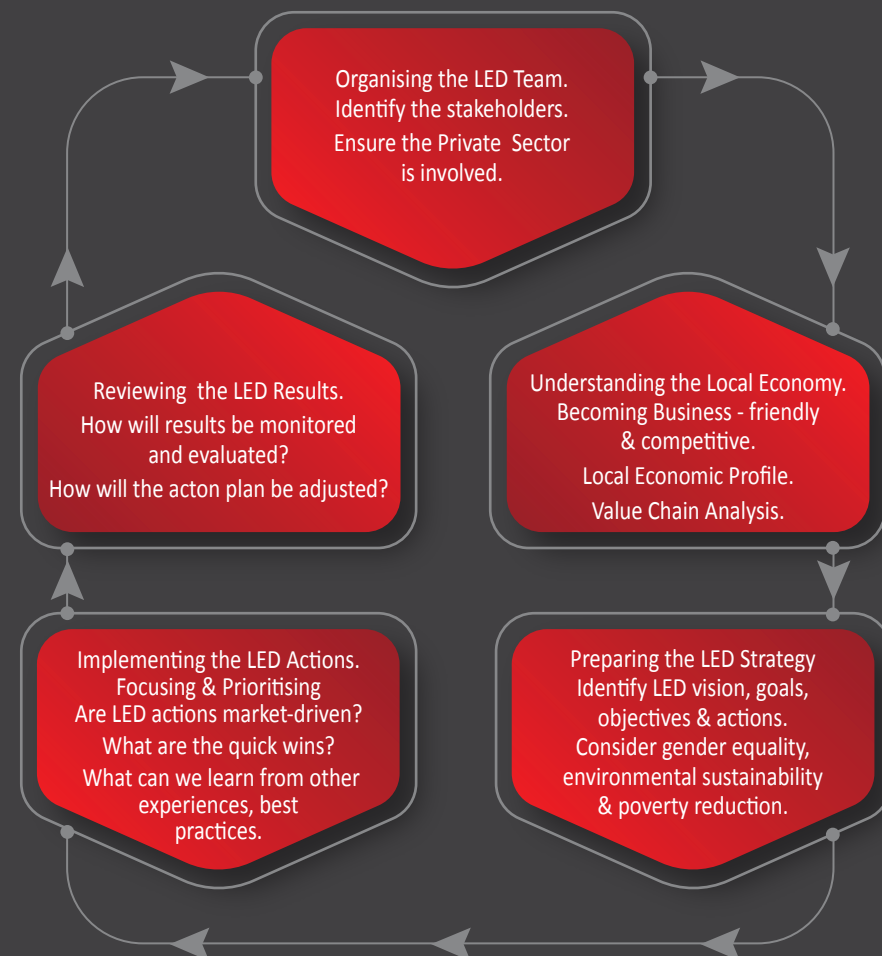
PROJECT DEFINITION

12-18 Months

- Project information is scoped and organised into a business design covering all the relevant aspects and systems manner that our clients can rely on to commence execution / implementation of the project

OUR APPROACH

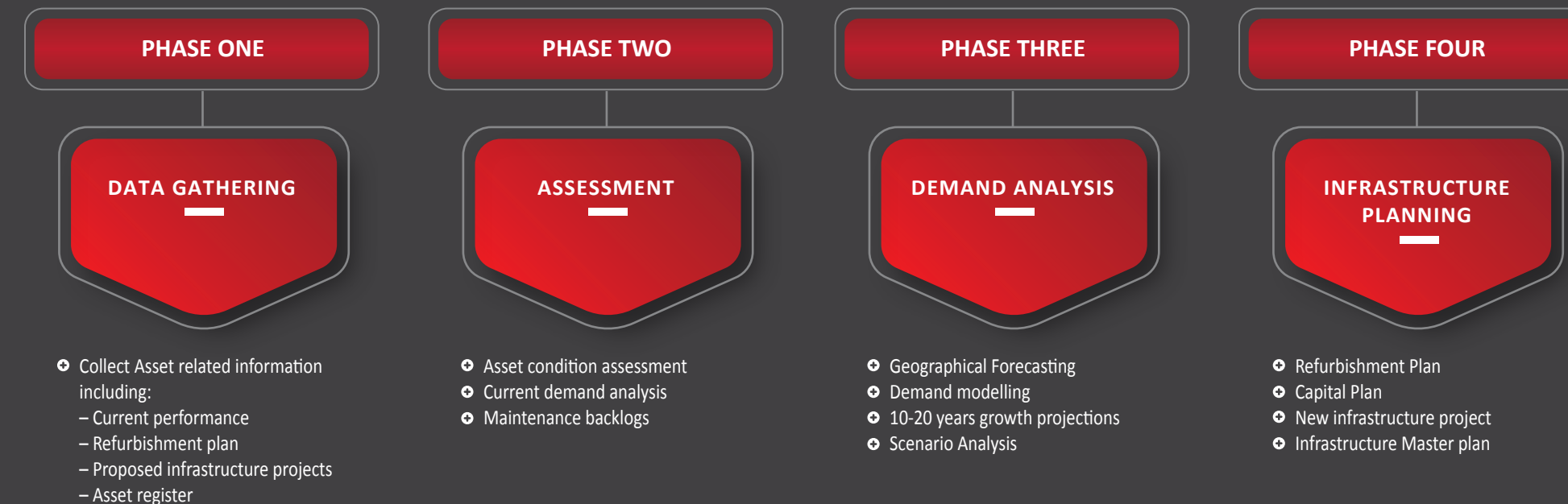
ECONOMIC PLANNING



We unlock new economic streams for growth.


OUR APPROACH

DEVELOPMENT OF INFRASTRUCTURE MASTERPLAN




We unlock new economic streams for growth.


PREVIOUS AND CURRENT PROJECTS




Revenue Management - Recovery of revenue and improvement of processes




Revenue enhancement: Master data Management. Creation of a single view of customer. Establish a Real Estate Department. Map costs associated with collection & disposal of waste




Strategy development, business planning and scenario planning.



Revenue enhancement: Analysis income and expenditure pattern and billing. Developed tariff model



Revenue enhancement: Successfully conducted feasibility study on landfill gas reclamation



Conducted tenant audits and tenant satisfaction surveys for Social Regulatory Authority (SHRA)



Feasibility study on the call centre optimisation.



Successfully reviewed disparate call centres that the KZN Department of Transport had for various services



Strategy: facilitated and developed on organisational strategy for Midvaal Water



Successfully conducted a turnaround strategy for Housing Company Tshwane



Financial Recovery Plan Creation; Organisational Diagnostics; Longterm Financial Planning Model



Successfully conducted a turnaround strategy for Ekurhuleni Housing Company



Credit control work force management



Data cleansing



Facilitation and Development of the GPF strategy



Common Support Services



Revenue Enhancement Strategy; Debt Collection; Elimination of Leakages; Revenue Coverage



Tenant Income Audits; Tenant Satisfaction Surveys



Revenue Management and Enhancement Operational Support




Meter reading, credit control & debt management, Indigent management




Revenue enhancement & management strategy


PREVIOUS AND CURRENT PROJECTS




Data cleansing




Debt collection



Industrial project development; Economic development



Provision of debt collection services



Transaction advisory service



Meter Reading and maintenance



Strategy Development; Revenue Management and Customer Education



Debt Collection; Revenue Enhancement; VAT Recovery; Water and energy loss



Funding and implementation



LED strategy renew



Debt collection, Bill presentment & payment solution



Debt Collection; Revenue Enhancement



Debt Collection



Provider to render reintegration programme





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TRUTH | **TRUST** | RESULTS



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