

20+ YEARS OF UNLOCKING DEVELOPMENT

Ntiyiso partners with institutions across Africa to deliver strategic advisory, organisational development, and revenue optimisation that drives sustainable impact.

Company Profile | 2026

● INTRODUCTION

Transforming Africa Through Vision, Empowerment, and Action.

Our vision is to see a developed Africa, one that fully harnesses its natural resources, its people, and its geography to build lasting prosperity for all its citizens.

Africa has significant untapped potential. Too many communities still face poverty, poor infrastructure, low literacy, and underutilised resources. We believe this can change, and that consulting, done right, is a powerful lever for that change.

We empower institutions that enable Africa's development.



R3.7bn+

Raised for
infrastructure projects

200+

Consultants, 50%
Female Representation

R85bn+

Municipal Revenue
Under Management

OUR MISSION: "We empower institutions that enable Africa's development." →

In practice, this means working alongside governments, municipalities, development finance institutions, and private sector organisations to help them function better, so they can deliver services, grow economies, and uplift communities.

Our Firm at a Glance

Founded	2005
Headquarters	Waterfall City, Johannesburg, South Africa
Ownership	100% Black-owned and managed
Consultants	200+ , with more than 50% female representation
Footprint	9 Provinces across South Africa, with exposure in parts of the continent
Revenue Managed	Over R85bn+ in municipal revenue under management
Capital Raised	R3.75bn raised for infrastructure projects
Social Impact	Our impact is directly linked to UNSD Goals of Sustainable Cities and Communities; Decent Work and Economic Growth; and No Poverty.
Meaning	Ntiyiso' (nti-yi-so) means TRUTH in Xitsonga language



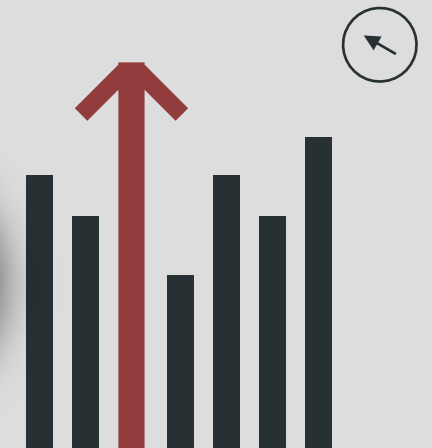
We empower institutions that enable Africa’s development.

Truth | Trust | Results

OUR SERVICES

Driving Performance Through Integrated Advisory Solutions.

At Ntiyiso, our expertise spans economic development, organisational development, and revenue value chain advisory. We combine insight with implementation to help public and private sector organisations solve complex challenges, build capability, and achieve measurable results across Africa. We deliver our mission through three specialist subsidiaries:



**Strengthening
Institutions.**



● REVENUE

Maximising Revenue. Closing Leakages. Unlocking Growth.

We help institutions build stronger revenue value chains — increasing what they collect, reducing what they lose, and identifying new sources of income. Our work creates the cash surpluses that fund community development.

Let's Start





Revenue Consulting

We swell the coffers of governments, public utilities, cities and towns. We maximise revenue completeness, reduce leakages, and unlock new revenue streams.



OUR PRODUCTS

01/ Completeness of Revenue

- Revenue Management and Value Chain Operations Support
- Metering Effectiveness
- Bill Presentment and Payments
- Credit Control
- Debt Management

02/ Reduce Revenue leakages

- Value Chain Revenue Leakages
- Tariff Setting

03/ Revenue coverage and growth

- Outdoor Advertising
- Commercialisation of Broadband
- Asset Commercialisation

04/ Revenue Customer Management

- Customer Education and Stakeholder Engagement

● ECONOMIC

Driving Economic Growth Through Smarter Planning, Infrastructure & Industrial Development.

We support economic growth through planning, infrastructure development, and industrial project facilitation. Our work stimulates investment and job creation across the African continent.

Let's Start





Industrialisation Consulting

We deliver improved economic planning,
infrastructure development, and new
industrial projects for regional and
national governments.



OUR PRODUCTS

01/ Economic planning

- Economic Development Strategy
(Regional and National governments)
- Economic Masterplan

03/ Industrial Project Development, Project Implementation and Operational Support

- Bankable Feasibility Studies
- Fund Raising
- Engineering Procurement Contracting and
Management (EPCM)
- Operations and Maintenance Support

02/ Infrastructure planning, Project development, Project Implementation and Operational Support

- Water and Sanitation Master Plan
- Electricity Master Plan
- Spatial Development Framework
- Integrated Transport Plan (ITP)
- Climate Resilience Masterplan / Adaptation strategy
- Section 78 Assessments
- Precinct Planning - including Rezoning and
Consolidation
- Fund Raising
- Bankable Feasibility Studies
- Engineering Procurement Contracting and
Management (EPCM)
- Operations and Maintenance Support
- Infrastructure Asset Management
- Municipal Trading Services Demand vs Consumption
Diagnostics



● ORGANISATIONAL

Transforming Strategy, Operations, Culture & People for Lasting Performance.

We help organisations improve how they work — from strategy and leadership to people and systems. We apply management science to align every part of an organisation so it can deliver on its mandate.

Let's Start





Business Consulting

We improve organisational performance
of public and private sector entities
through integrated business
transformation across governance,
strategy, operations, people and culture.



OUR PRODUCTS

01/ Strategy & Operating Model

- Strategy Resets
- Operating-model Design
- Structure, Governance and Capability Alignment
- Culture and Ways of Working

02/ Revenue & Assurance

- Revenue Assurance Reviews
- Control Implementation
- Leakage and Coverage Testing

03/ Cost & Efficiency

- Cost-driver Diagnostics
- Process Efficiency Reviews
- Productivity Improvement Programmes

04/ End-to-End Transformation

- Business-model and Value-chain Redesign
- Enterprise-wide Transformation Roadmap and Governance
- Change Adoption and Leadership Alignment
- Capability Building and Benefits Realisation

05/ Digital & Technology

- Digital Strategy
- Business-led Digital Roadmaps
- Data and Analytics
- Implementation Support
- Adoption Support

06/ Programme & Delivery

- PMO/PMU Set-up and Run
- Governance, Risk and Dependency Management
- Delivery Assurance

OUR APPROACH

How we are Different

We believe the best consulting creates lasting change. That's why we work differently to most firms.

01/



End-to-End Solutions

We don't just advise — we implement. Our teams cover the full value chain, from diagnosis to delivery, ensuring real outcomes — **not just reports.**

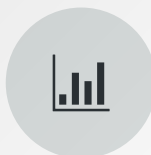
02/



Tailor-Made Solutions

Every client and every problem is different. We apply first-principles thinking to design solutions that fit your specific context — **not generic frameworks.**

03/



Total Cost Of Ownership

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

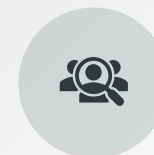
04/



Cultural Affinity

We understand local context, speak the language of our clients, and bring a demeanour that resonates with African culture and ways of working — **we are authentically African.**

05/



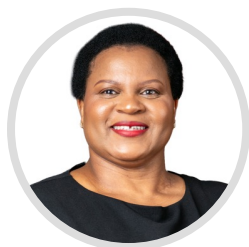
Collaborative Approach

We believe in working with clients, not just for them. We build internal capability, ensure buy-in — **we focus on personal relationships rather than slide decks.**

**Alex Mabunda**

GROUP CHIEF EXECUTIVE OFFICER

"With over 22 years of experience in industrial and management consulting, I specialise in strategy development, strategic management, and feasibility studies across the FMCG, real estate, and local government sectors. My background includes a BSc in Computer Science, enabling a strong blend of analytical rigour and practical business insight."

**Tondy Nkuna**

GROUP CHIEF FINANCIAL OFFICER

"With over 21 years of experience in accounting and finance, I specialise in financial management, revenue management, and strategic financial oversight across both the public and private sectors. As Group Chief Financial Officer, I bring extensive expertise in accounting, governance, and financial leadership, supported by an MBL, a Postgraduate Diploma in Business Administration, and a Bcom degree."

**Miyelani Holeni**

GROUP CHIEF ADVISOR

"With over 20 years of corporate and management consulting experience, I specialise in local government advisory and revenue management and enhancement across the real estate, FMCG, financial services, and information technology sectors. My academic qualifications include an MPhil in Development Finance, a Postgraduate Diploma in Development Finance, and a BSc, providing a strong foundation for sustainable, impact-driven financial solutions."

 OUR LEADERSHIP

Our Executive Team

Our leadership team is recognised thought 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 high performance to the benefit of our clients and people.

[Our Executive Team](#) 

Our Executive Team

Let's Meet



Thabiso Ndebele
MANAGING DIRECTOR
REVENUE CONSULTING



Moshe Mabanna
MANAGING DIRECTOR
BUSINESS CONSULTING



Auntony Mkhwanazi
MANAGING DIRECTOR
INDUSTRIALISATION CONSULTING



Bongwiwe Dube
HEAD OF KZN REGION



Regomoditswe Mavimbela
HEAD OF SALES AND MARKETING
SUPPORT



Koketso Moeng
HEAD OF BUSINESS SYSTEMS
AND ANALYTICS



Mmathapelo Mashaba
ACTING CHIEF PEOPLE OFFICER



Trevor Mupeti
HEAD OF CODIFICATION

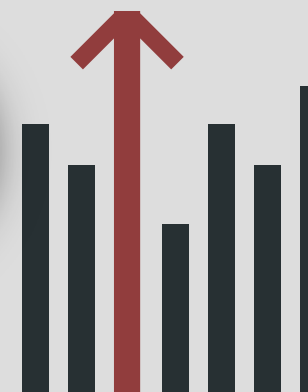
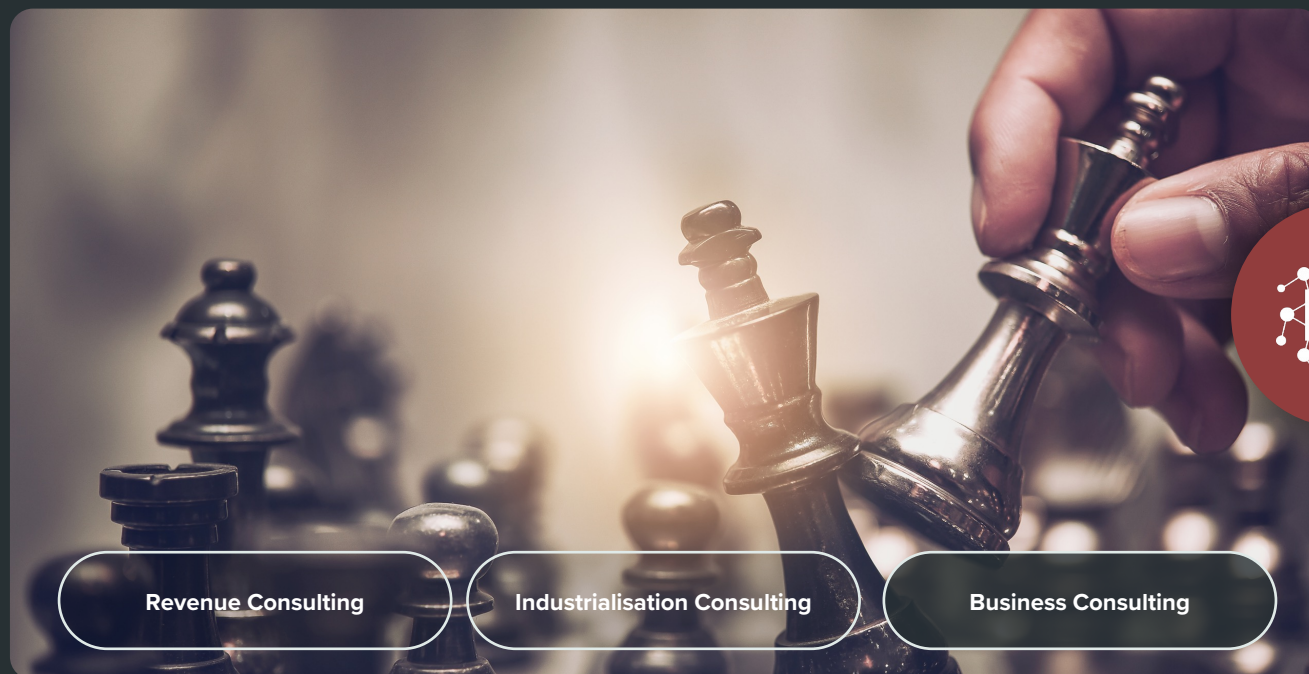


Ziyeza Jobela
HEAD OF QUALITY ASSURANCE

● CASE STUDY

Measurable real-world results

We have delivered measurable, real-world results for clients across local government, state-owned entities, and the private sector. The following projects represent some of our highest-impact work across our three service areas.



Proven Impact. Measurable Results.

Our experience is defined by delivery. Across municipalities, state entities, and development-focused organisations.

Case Study	Challenge	Outcome
City of Tshwane Revenue Value Chain Operations Support  	The City faced a growing debtors book and declining revenue collection, compounded by low stakeholder buy-in for revenue recovery.	Contributed to collecting R1.5 billion in historical debt in one year. Monthly collection rates improved to 95% of target. Annual payments increased by R700 million.
City of Ekurhuleni Debt Collection Services  	The City needed extended capacity to recover aged debt across its Germiston and Boksburg Customer Care Centres. The combined debt handover book exceeded R3.8 billion.	Collected R58.4 million in outstanding municipal debt. Engaged 9,409 customer accounts and achieved a 27% collection yield on the workable debt book.
Emfuleni Local Municipality Revenue Management & Debt Collection  	The Municipality had inadequate revenue collection, poor credit control enforcement, and limited visibility over meter readings — all contributing to a deteriorating cash position.	Achieved a 26.3% collection yield on R2.88 billion collectable in one financial year — collecting R747 million. Improved actual billing rate from 60% to 75%.

Case Study

Limpopo Sisal Industrialisation Project
 End-to-End Industrialisation & Cooperative Development (Department of Trade, Industry and Competition)



Madikwe Sisal Industrialisation Project
 Industrialisation Turnaround & Capacity Building (North West Department of Economic Development)



Fetakgomo Tubatse Local Municipality
 Special Economic Zone Institutional Framework & Industrial Masterplan



Challenge

Abandoned sisal farms — originally operated during the apartheid Bantustan era — had never been commercially revived. There was no processing infrastructure, no cooperative structure, and no skills base in the community.

A community cooperative had been set up to revive a former Bantustan sisal plantation, but lacked the skills and operational setup to produce meaningfully. The Provincial Government injected R6 million in funding and appointed Ntiyiso to take over, manage disbursement, and turn the operation around.

The municipality needed to shift from an extraction-based economy to a production-based one — but lacked governance structures, industrial coordination, and a credible strategy to attract investment into the Special Economic Zone.

Outcome

Conceptualised, designed, fundraised, and fully implemented the project from the ground up. Built a beneficiation facility and spinning plant to produce sisal yarn. Established a cooperative of over 100 community members and trained them across the full value chain — from harvesting and processing to yarn production, hand-made goods, and cooperative management.

Reviewed and redesigned the plant layout and machinery for performance and fitness for purpose. Restructured the cooperative's operations and built capacity across the community — enabling the project to move from non-productive to commercially viable.

Developed a comprehensive Special Economic Zone institutional framework and integrated industrial masterplan anchored on each nodal point's comparative advantages. Provided capital raising support for catalytic projects to stimulate investment and job creation.

Case Study

Khashwini Investment



Business Case Development



Challenge

Khashwini experienced ethanol supply challenges at one of its distilleries, affecting both availability and pricing.

Outcome

Ntiyiso conducted a market analysis of the Zambian agricultural sector and developed a bankable business case for establishing a farm targeting both local and export markets. This included the development of a robust financial model to assess the financial viability of the proposed concept.

Zambia Revenue Authority



Revenue Leakage and Loss Management



Zambia's withholding VAT system requires designated collectors to deduct and remit VAT at multiple points, thus creating administrative complexity. This fragmented approach increases inefficiencies and heightens the risk of revenue leakage and losses.

Our proposal advocated for collecting VAT upfront, shifting businesses' role from remitting payments to mainly claiming refunds. This change aims to reduce reliance on intermediaries and limit revenue leakage.

The analysis highlighted that Zambia's VAT collection, measured as a percentage of GDP, lags behind comparable countries, revealing a significant revenue gap and untapped potential.

It also drew on international best practices, particularly Rwanda, demonstrating that VAT collection at source is a proven and adaptable model for improving efficiency and increasing revenue.

Case Study	Challenge	Outcome
Road Accident Fund  Organisational Turnaround 	The Fund had a massive backlog of unprocessed claims, severe process inefficiencies, a misaligned organisational structure, and escalating legal costs that were draining the institution.	Claim backlog reduced by 75% within 3 months of implementation. Structural realignment delivered a streamlined, agile operating model and significant cost savings across the organisation.
Vaal Central Water  Five-Year Strategic Plan 	Vaal Central Water faced R10.7 billion in outstanding municipal debt, 35% non-revenue water losses, and an operating cost coverage ratio below 1 — meaning the entity could not sustain its own operations.	Developed a comprehensive 5-year strategic plan with 29 prioritised initiatives across three implementation tiers running from 2025 to 2030. Established clear targets benchmarked against peer utilities including Rand Water and Magalies Water.
PSiRA  Systems Evaluation & Digital Transformation Roadmap 	The Private Security Industry Regulatory Authority was entirely paper-based, with no electronic document management, fragmented systems, and zero analytical capabilities. Critical functions including fingerprinting and law enforcement were entirely manual.	Identified R6–7 million in potential first-year savings from implementing an Electronic Document Management System. Shortlisted three vendor solutions and delivered an 8-stage implementation roadmap to transform the organisation into a data-led entity.



"Truth is not merely spoken, it is lived. Trust is not simply earned, it is protected. Results are not measured by today alone, but by the legacy they leave for tomorrow." - Shalati

Thank You

Right Business Consultant for Your Needs



Head Office (Johannesburg)
2nd Floor, Block G, Hertford
Office Park, 90 Bekker Road,
Vorna Valley
Tel: +27 (10) 261-5100

KZN Office (Umhlanga)
Unit 4 Upper Basement,
Skye Development,
2 Vuna Close, Umhlanga Ridge
Tel: +27 (31) 274-5003

Email: info@ntiyisoconsulting.co.za Website: www.ntiyisoconsulting.co.za