

Corporate Finance Services Africa



THINK AFRICA
THINK PKF

ABOUT PKF IN AFRICA

HOW WE WORK

The PKF member firms in Africa offer quality, innovative business solutions to meet the evolving needs of dynamic organisations on a challenging continent.

WHAT WE DO

Our member firms in Africa can assist you with all manner of issues related to corporate finance.

Corporate finance transactions are dependent on expert advice to ensure that arrangements and schemes are both realistic and advantageous.



AN INTERNATIONAL
NETWORK WITH AN
AFRICAN FLAVOUR

FINDING THE RIGHT CONNECTIONS

For companies seeking private equity capital investment, our Africa corporate finance experts have the right connections and experience to help you come to the right arrangements to suit your business needs. Valuations and robust financial due diligence services are a key component of every major transaction, and our thorough review process ensures that no detail is left unreported.

Our corporate finance services are supported by our highly experienced network of M&A experts, giving you access to transaction and private equity expertise your business needs to succeed and grow.

WHY CHOOSE PKF?

With local knowledge and global expertise from our network of member firms we are in an excellent position to independently review and offer hands-on management support throughout the lifecycle of any corporate finance transaction whilst supporting you to develop the right strategy and contractual terms that will extract maximum stakeholder value on your investment.



PKF GLOBAL

224
firms



over
480
offices worldwide



operational in
150
countries



20,000
professionals
across the globe



member firms
generate
1.4 billion
in aggregate fee income



ranked
15th
International
Accountancy Network



AFRICA REGIONAL NUMBERS

over
2,500
team
members

170
approx.
partners

60
offices

39
firms

operating in
26
countries

OUR SERVICES

We are a team of dedicated professionals offering a range of corporate finance services. Our team includes consultants from vast backgrounds.

In addition to technical expertise, we pride ourselves in our professionalism and efficiency with which we carry out assignments. This makes the process as smooth possible and highly rewarding for the client.

Below is a snap shot of the services that we offer:

- Mergers & Acquisitions
- Acquisition Due Diligence
- Fund Raising (Debt & Equity)
- Business Valuations
- Initial Public Offerings
- Sale of Business & Exit Strategy
- Vendor Due Diligence
- Feasibility Studies & Business Planning
- Project Management
- Tax Advisory



MERGERS & ACQUISITIONS

Even where a specific transaction is not imminent, your business will have requirements for on-going working capital and development funding as well as for on-going corporate advice as the business develops.

We specialise in providing merger and acquisition (M&A) services to mid-market and SME businesses.

We undertake regular discussions with a large number of buyers and sellers including private, institutional and global organizations as well as private equity firms. These discussions give us excellent insight with respect to their M&A and investment appetites as well as their acquisition and divestment goals.

We work closely with our clients to develop a solid understanding of your strategic priorities. We then provide independent advice and directly assist you to execute objectives through, amongst others:

- Advice on optimal transaction structures
- Identifying and approaching potential interested parties
- Preparing marketing materials
- Managing the due diligence process
- Providing valuation and funding advice
- Assisting with negotiations through to the completion of the transaction



FUNDRAISING

EQUITY FINANCE

Private equity is medium to long term funding provided to unquoted business with a high growth potential in return for an equity stake. Private equity is designed to fund growth companies and is often used in combination with loan finance to build a capital structure that maximises financial return whilst managing financial risk.

Finding a suitable private equity partner can be a tedious task. It is also important to choose the most appropriate provider to suit your business and to know the prevailing market pricing norms therefore making expert advice invaluable.

Our experts at PKF will assist your business with:

- Preparing a strategic plan
- Business plan
- Feasibility studies
- Financial projections
- Business Valuation
- Tax Structure



DEBT FINANCE

During a company's lifecycle, its financial situation should be at the forefront of management agenda. A Strategic approach can be taken by leveraging Debt Financing to structure the company for growth and stability.

At PKF we offer our clients tailor made advisory solutions to obtain funding through debt instruments.

We help with the review and structure of:

- Potential funders
- Business plan
- Financial projections
- Due diligence
- Offer letters
- Credit agreements
- Capital structures

Initiating and maintaining the relationship with the investor intimidating task for management. Having the right team will give confidence to management and the investor.



IPO

Our experience and expertise with IPOs means we can offer clients specialist services during the process.

PKF can assist clients to navigate the compliance and related requirements of the Stock Market through our comprehensive service offerings.

Our experts assist with:

- Compliance with regulations
- Reviewing of shareholder communications
- Attendance of annual general meetings
- Review SENS published
- Advisory to the company secretary
- Changes to company's equity base
- Liquidity events for existing shareholders
- Raising of equity
- Management of debt exposure
- Capital structuring
- Review of financial forecasting
- Negotiations with underwriters & Stockbrokers
- Dealing with solicitors & other advisors



DUE DILIGENCE & REPORTING ACCOUNTANTS

Businesses seeking strategic moves such as mergers and acquisitions need plausible assurance that the information they hold regarding a potential target is accurate as possible and will not deliver less than what first impressions suggest.

Due diligence is one of the key tools used to support acquisition or financing transactions, ensuring that risks are identified, documented, and addressed by stakeholders. Carried out well, this should be a valuable process helping all parties to get the transaction done.

We can supplement our financial due diligence with full tax due diligence to provide a complete package.

Our approach is representative of a hands-on approach from senior people in the team and continuous contact throughout the process – giving you the benefit of hearing our findings as they emerge and time to quickly address them with the vendor.

A financial due diligence is developed around an array of building blocks:

- Verifying financier results on which an offer
- Identifying deal breakers, reviewing forecasts and budgets pinpointing areas where warranties or indemnities may be needed
- Providing confidence in the underlying performance
- It allows the bidder to make the proper offer for the target

Our services include:

- Pre-deal evaluation
- Transaction evaluation
- Vendor support
- Vendor due diligence
- Securities Exchange reporting

VALUATIONS

Business valuation is a process and set of procedures used to estimate the economic value of an owner's interest in a business, answering the question; "how much is the business worth?"

Valuations provide an important insight for companies at critical points in their life cycle – from financial reporting to introducing employee incentives, from securing additional funding to planning an acquisition or a sale, and from forming a new joint venture to the exit of a major shareholder. Our specialists provide trusted, independent valuations in all these situations.

We are known for helping businesses identify and value intangible assets. We work closely with private equity and family offices during their evaluation of investments. Additionally, we provide entrepreneurs with valuations for transactions that may have tax consequences, such as share buy backs, intellectual property transfers and restructuring transactions.

This is how we assist our clients:

- Commercial Valuation
- Financial Reporting Valuation



FEASIBILITY STUDIES & BUSINESS PLANS

Rather than just diving in, a feasibility study allows project managers to investigate the possible negative and positive outcomes of a project before investing too much time and money.

In both developed and developing economies around the world, the private sector is widely viewed as the engine for growth. In support of this initiative, investment by the private sector is actively encouraged. However, prior to investing in a development opportunity (whether by way of equity acquisition or greenfield development), investors will often seek an independent opinion on the technical, market and financial viability of the proposed project. Similarly, where debt financing is envisaged as part of the overall funding package, prospective lenders will often require an independent corroboration of the project's forecast ability to service its debt.

Feasibility studies ascertain the economic feasibility or the sustainability of a location or market for a project. The PKF feasibility study is an internationally acknowledged quality product and highly accepted by financial institutions and investors. Therefore, a feasibility study by PKF provides an ideal decision basis for the development, financing or operation of projects.



OUR PARTNERS



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