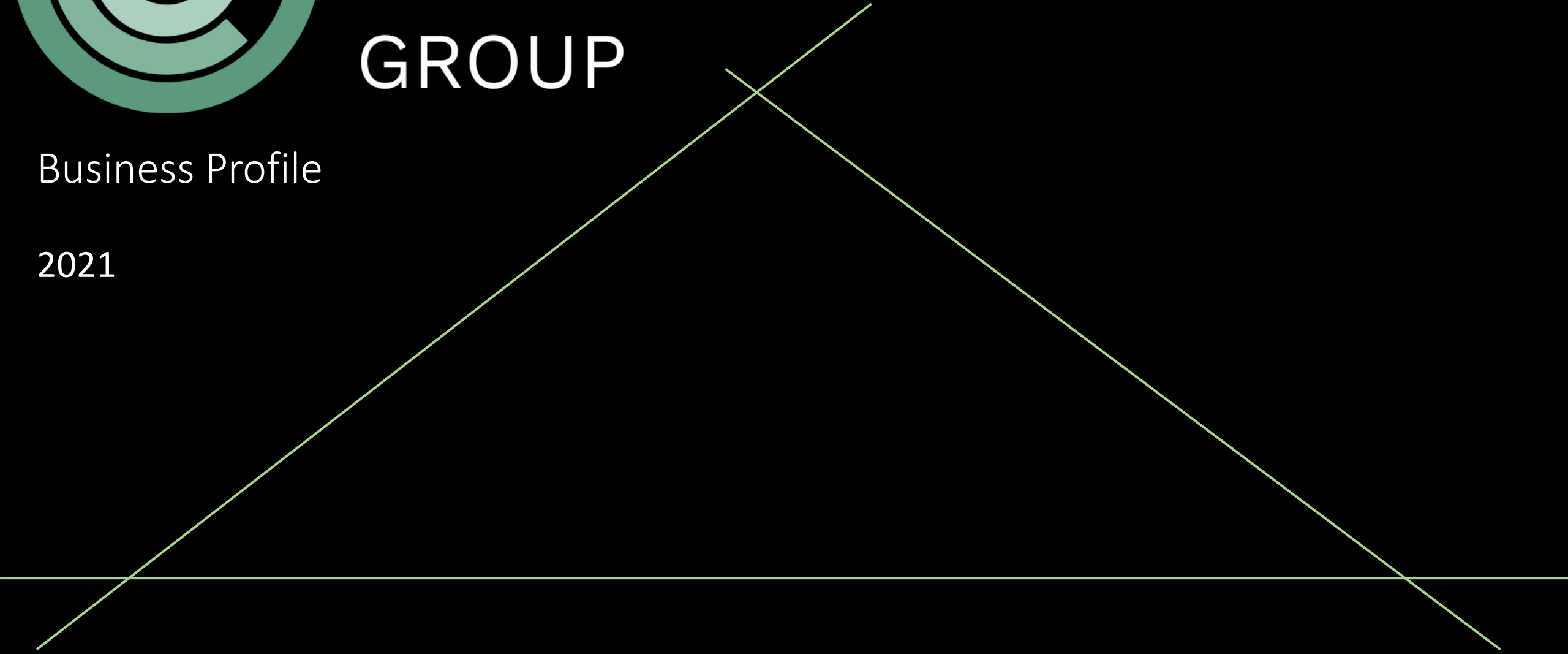




ONYX CONSULTING GROUP

Business Profile

2021



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Introduction

Onyx  dream. do. do again



Introduction

Onyx Consulting

Our story

We are of the belief that at some point, the status quo between the haves and the have nots has to change. The dawn of democracy ushered in a new wave of belief and after 25 years the once bright eyed, full of life '90s kids with the endless possibilities South Africa has to offer have now come full circle to become fully-grown young professionals; and like a phoenix, the group arose from the sweet ashes of democracy.

The vision is to create an institution that will not only drive development and growth for small and medium-sized businesses, but finally unlock the access to capital and markets entrepreneurs yearn for success.

Our philosophy

“If you want to go fast, go alone. If you want to go far, go together. Let’s go three generations far.” – An African Proverb with a bit of an *Onyx flavour added to it.*



Total number of Professionals:
6

Our principles

A journey of a thousand miles, begins with the first step. Our collective experience at Onyx has witnessed entrepreneurs, specifically Africans, taking that first step only to be confronted with a boulder of barriers such as accessing cash from financiers to grow the business, increasing operational footprint to reach new markets or improving the business process at the least cost. It is for this reason that our philosophy is premised on understanding the dream of the entrepreneur, doing by executing the dream and then... doing again for bigger and better results.

Simply put, ours is to minimise the jargon and complexity in providing you the roadmap of your dream. We understand that no dream is too big, no action too great and no solution too impossible when we work together.

We exist to help entrepreneurs and dreamers alike build sustainable businesses that will outlive us all.



Our vision We want to unlock value by:

- Facilitating market access
- Providing sound advise
- Unlocking capital for growth
- Leveraging partnerships

Our people

Onyx has six staff members dedicated to servicing your business together with consultants in other spheres of industry who are roped in and consulted on an ad-hoc basis depending on your specific needs.



Our local company comprises **Diverse staff complement**



A commitment to growing and developing our client relations in line with our local strategy



Onyx's staff includes qualified accountants, attorneys and finance professionals



Our services

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Our services

We recognise that in the South African landscape of business, there are three primary areas of focus for entrepreneurs and business owners namely starting your business, stabilising it or growing its operations. Minimising jargon and complexity begins with giving a practical account of how we can help your business either take-off, stabilise or grow through our various core service offerings:

Capital Projects & Infrastructure	<p>Lerato has a thriving restaurant business, with 4 full-time staff members. She has recently identified an opportunity to franchise her business to increase its scale and thus needs financial projections and an asset-needs analysis to convince her financiers for funding.</p> <p>Where Onyx fits in</p> <p>What we can do for Lerato is perform the financial projections and asset-needs analysis through our “Capital Projects and Infrastructure” service offering. We take this a step further by assisting with its implementation so we can unlock the desired results.</p>
Service Operations	<p>Potsiso is an avid photographer, taking some of the best snaps money can buy. Potsiso would like to transform his business from the proverbial “hand-to-mouth” business to one of the biggest photography agencies in South Africa, in terms of sales.</p> <p>Where Onyx fits in</p> <p>Onyx loves the dreamers and Potsiso’s request is within our capabilities. At Onyx, our “Service Operations” offering understands that we need to help give the business the ability to service all its bookings without the reliance of the owner and maintain the same quality throughout.</p>
Pricing	<p>Mmathapelo runs a local pharmacy in Katlehong with a full-time pharmacist and two casual workers. The pharmacy is loved by the community but she feels as though this does not translate into the expected profits.</p> <p>Where Onyx fits in</p> <p>Onyx would be able to perform a root-cause analysis where our team of experts would be able to diagnose the issue and suggest solutions. Our “Pricing” service offering would be best place to help you achieve optimal profits from the business.</p>
Organisational Design & Performance Monitoring	<p>Kobus has reached expert level status with hand work and that is what led him to establish his own construction company. Kobus has the ability to build houses and renovate them however, he just never knows how to get the most out of the employees to increase productivity so the profits can increase.</p> <p>Where Onyx fits in</p> <p>Onyx could systematically work through this challenge. Our “Organisational Design and Governance” offering together with the “Performance Monitoring and Reporting” service offerings are able to draw up a plan to get the best out of the existing staff compliment, while keeping a keen eye on performance monitoring, linking it to cash flows within the business.</p>
Supply Chain & Procurement	<p>Thabo operates a liquor business in the heart of Alexandra. Thabo has a major headache keeping track of stock quantities, order levels and the general upkeep of the business so it runs profitably.</p> <p>Where Onyx fits in</p> <p>Onyx can analyse the business and through the “Supply Chain” and “Procurement” offerings, establish a process flow that will track and manage stock quantities, re-order levels and ultimately the profitability of the different product sales.</p>

Value added services

All of our core services are underpinned by services we commonly refer to as “Value Added” services. What our experience has taught us as a collective is that a business thrives once it is able to display the fundamentals. These include:

- Statutory company compliance as a registered business;
- Payroll;
- Solid accounting system for record keeping and reporting;
- Taxation filing for compliance; and
- Legal documents such as contracts.

Value added services



Our team

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Seilatsatsi Tshabalala, Director



Seilatsatsi Tshabalala

Director

Function and Specialization

Finance and Internal Controls

Education, licenses & Certifications

- B Acc Sci (Wits)
- B Acc Sci HDip (CTA) (Wits)
- Eligible to register as a member of the South African Institute of Chartered Accountants

Background

- Seilatsatsi joined Deloitte in 2015 and spent 3 years in the General Audit department. During this time, Seilatsatsi worked on various engagements in the mining, travel and transaction processing and payment solutions sectors.
- In the first quarter of 2019, Seilatsatsi was seconded to the Deloitte UK Head Office in London as an Assistant Audit Manager where she accumulated a wealth of knowledge auditing an international client, Greenergy which was in the oil and gas industry.
- Upon her return from secondment, Seilatsatsi joined Atterbury Property as the Financial Director of the Atterbury Property Fund.

Professional and Industry Experience

Internal controls

Seilatsatsi has been involved in audits involving the audit of internal controls in terms of the Sarbanes Oxley Act.

She has performed such audits of internal controls of the following companies:

- Net1 UEPS Technologies Inc.
- Greenergy Limited.

Sector Experience

- Property;
- Mining development;
- Coal mining;
- Transaction processing and payment solutions;
- Manufacturing;
- Travel; and
- Oil and Gas .

William Kwakwa, Director



William Kwakwa

Director

Function and Specialization

Financial Modeling and Pricing

Education, licenses & Certifications

- BCom Finance and Insurance & Risk (Wits)
- CFA Level III candidate

Background

- William joined FNB in 2014 as a product analyst for the Vehicle and Asset Based Finance product house, with his core functions being data analysis and reporting. As part of a small team, William had exposure to operational functions such as process engineering and the project management office (PMO) .
- William then joined the pricing team as a quantitative pricing analyst in the beginning of 2017 pricing for business overdrafts and term loans. His main functions included interest rate pricing, non-interest rate pricing, revenue forecasting, regulatory and compliance pricing monitoring and profitability.
- At the end of 2017, William was promoted to pricing manager looking after the Business Credit Card book. His responsibility extended to setting a pricing strategy, drafting pricing policies, managing pricing processes, ensuring the successful implementation of pricing related projects and managing the profitability of the credit card product. William still holds this position, managing a team of quantitative analysts.
- William is currently studying towards attaining his Chartered Financial Analyst (CFA) designation.

Professional and Industry Experience

William's area of expertise are primarily in the following industries

- Financial Services (Banking)

Nthabiseng Mokotedi, Director



Nthabiseng Mokotedi

Director

Function and Specialization

Legal

Education, licenses & Certifications

- BA (Law and International Relations) (Wits)
- LLB (Wits)
- Admitted Attorney of the High Court of South Africa

Background

- Nthabiseng joined a boutique law firm in 2017 where she spent 2 years serving her articles of clerkship. During this time Nthabiseng worked on various engagements in Commercial, Corporate, Property and Labour law.
- Upon her admission as an attorney, Nthabiseng co-founded a General Legal Practice.

Professional and Industry Experience

- Providing legal advice on compliance, corporate structures and good governance.
- Commercial litigation in various sectors, including commercial property evictions applications.
- Debt collection and commercial crimes investigations.
- Commercial contract negotiations.

Sector Experience

- Water and Sanitation ;
- Information Technology;
- Franchising;
- Motor Industry;
- Agriculture;
- Construction; and
- Auto Space Conversions .



Lesiba Lekoloane, Director



Lesiba Lekoloane

Director

Function and Specialization

Modeling

Education, licenses & Certifications

— BSc Actuarial Sciences (UP)

Background

- Lesiba is currently an Actuarial analyst at FNB, responsible for customer profitability and EFT pricing.
- Previously he worked in the Customer Value Management (CVM) division of FNB Business Core Banking (BCB). He has 6 years of experience, comprising of 4 years in various analytical work and 2 years experience in pricing.
- Lesiba joined FNB in March 2014 through the FNB graduate program. During this time, he has acquired experience in credit risk, customer behaviour analysis, statistical modelling, collections and market analysis.
- Under CVM he was responsible for Business Overdrafts, Business Loans, Business Revolving Loans and Business Credit Card. He has been voted as the most innovative and technical individual at Core Lending Products (CLP) and he also came 3rd place in the FNB Innovation competition in 2015.

Professional and Industry Experience

Frontline Scorecard

Driving digital migration, by maintaining a daily QlikView dashboard linked to the frontline scorecard, measuring each portfolio's digital activity and penetration.

Propensity Modelling

Identifying customers who are most likely to respond positively to a product offering.

Profitability Model

Built a customer level profitability model in Power BI. This helped with the following:

- Analysing client profitability queries from frontline.



Oratilwe Komati, Director



Oratilwe Komati CA(SA)

Director

Function and Specialization

Strategy and Tax Advisory

Education, licenses & Certifications

- B Acc Sci (Wits)
- B Acc Sci with Honours in Taxation (CTA) (Wits)
- M Com (Accounting) (Wits)
- Member of the South African Institute of Chartered Accountants

Background

- Oratilwe began his career at Wits University in 2015 as an academic trainee within the Tax division after which, he joined Deloitte in 2016 and spent 2 years in the general audit department. During this time, he worked on various engagements in multiple industries including manufacturing, public sector, aviation and retail.
- In 2018 Oratilwe returned to Wits as a Senior lecturer within the tax division, and in 2019 joined the management consulting industry, and currently focuses on strategy development for clients across various industries.

Professional and Industry Experience

- Provide strategic, unbiased and objective advisory services to C-level clients across multiple industries including Retail Banking, Social sector, mining and consumer goods.
- Analyse business practices, goals, current trends and emerging technology and goals and make suggestions for improvements or company direction.
- Coaching clients towards best practices and identifying critical initiatives for implementation

Sector Experience

- Education;
- Mining Services;
- Social sector;
- Retail banking; and
- Food and Beverage.

Hlawutelo Khosa, Director



Hlawutelo Khosa CA(SA)

Director

Function and Specialization

Valuations, M&A and Due Diligence

Education, licenses & Certifications

- B Acc Sci (Accounting) (Wits)
- B Acc Sci HDip (CTA) (Wits)
- Member of the South African Institute of Chartered Accountants

Background

- Hlawutelo joined KPMG in 2016 and spent 3 years in the Consumer Markets and Technology audit department. During this time, Hlawutelo worked on various engagements in the FMCG space, with a portfolio consisting of large and small entities such as Kansai Plascon, Macsteel International, Glocell, L’Oreal and Bombela Operating Company (Gautrain) to name a few.
- In the first half of 2019, Hlawutelo was seconded to the KPMG Head Office in the Netherlands as a Supervisor where he accumulated a wealth of knowledge auditing international clients such as Hornbach, Zenith Energy Amsterdam Terminals and Park Europe Investors who hold hotel interest in Hilton and Holiday Inn.
- Hlawutelo then joined the Deal Advisory department at KPMG as a Supervisor managing the junior analysts and interns. Hlawutelo spent most of his time performing valuations on JCDecaux South Africa, JCDecaux Sub-Saharan Africa, Prescient Securities and Greystone Partners Limited whilst conducting ongoing interaction with the portfolio of companies. Furthermore, Hlawutelo was part of the Mergers and Acquisition team advising Nordzucker AG, the second largest sugar manufacturer in Europe, on the potential takeover of non-core asset sales by Tongaat Hullet on this buy-side mandate, which included the farms in Mozambique and Swaziland.
- On a quest to assist the ailing State-Owned Entities of the Republic become profitable once more, Hlawutelo joined the National Treasury to assist in the financial analysis of the Transport and Aviation sector entities which include SAA, SA Express, ATNS, ACSA, Transnet, PRASA and SANRAL. Hlawutelo reviews the financial analysis models and recommends potential restructuring plans to the Director in order to assist Government with a stronger oversight role that not only seeks to prevent financial and governance failures but detect early warning signs, cash flow optimization and other risk factors.

Professional and Industry Experience

Hlawutelo’s area of expertise are primarily in the following industries

- Transportation;
- Aviation;
- Mining Services;
- Steel Manufacturer & Freight;
- Telecommunications;
- Hotel and Leisure;
- Fast Moving Consumer Goods; and
- Food and Beverage.



Important Notice

Disclaimer

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