

MASHANYU GROUP BUSINESS PROFILE



*The Mashanyu
Group*



COMPANY OVERVIEW

*The Mashanyu
Group*



WHO WE ARE

Established in 2015 Mashanyu Group is a diversified South African company with interests in Advisory services, Infrastructure development, Energy and Retail. Our raison d'etre is the development of a sustainable African group with a focus towards economic transformation through preferential procurement and supplier development. Over the years our team has observed that despite the best efforts of government and stakeholders, the rate of transformation has been less than optimal. Against this background, Mashanyu Group was established to develop special purpose vehicles with specialist capabilities that are largely aimed at transforming our communities and the economy.

We work with public and private sectors in transforming systemic and structural fault lines within critical sectors that require less intensive capital outlay in the short term. Through supplier development advisory services, we target the massive state buying power that continues to elude the majority. We decry heavy dependence on untransformed contractors by introducing a genuine and vibrant indigenous developmental group whose sole intent is equitable and demographic economic redistribution, through joint ventures and partnership with like companies. We anchor our growth strategy through organic in-house development, IP and technology acquisition and licencing from OEMs in selected economic sectors for mutual benefit.



Mbulaheni Mashanyu

Education:

BA - Communications & Industrial Psychology

Post graduate Marketing IMM

Diploma Company Directorship

Areas of Specialization

SCM, Supplier Development, Energy

Mbulaheni is the founder of the Mashanyu Group and is currently Chief Executive Officer.

He is a Supplier Development Specialist who pioneered supplier development in the Oil and Petroleum industry and established the state-owned South African Supplier Development Agency (SASDA). He is a founder member of the Centre for Supplier Development, a privately owned entity and initiative to popularize and provide supplier development advice and strategies across the economic spectrum of South Africa.

His expertise includes Enterprise Development and Capital Project Management. He is an accomplished and sought after speaker and facilitator of BEE and Transformation forums. He is a former CEO of SASDA, director of Musuku and Off the Shelf companies. Current partner of Kgatelopele Private Equity consulting

OWNERSHIP

- ✓ 100% Black Owned (BO)
- ✓ Level 1 B-BBEE Contributor

DEVELOPMENT IS OUR PASSION

- ✓ *We seek to employ 5 interns in every project we undertake and ensure they all obtain customised and sector specific certificates. We aim to take 5 new interns every year. The top performing interns are then fully employed in the various divisions within the company*
- ✓ *We work with our clients and use Enterprise Development (ED) funds to identify and assist their supplier development candidates who require to increase their business process efficiency*
- ✓ *We continue to lobby SOCs and government to expedite rapid transformation by involving them in projects and programs aimed at broadening economic opportunities*

“Procurement specialists turn to us for a variety of quality components, products and services”

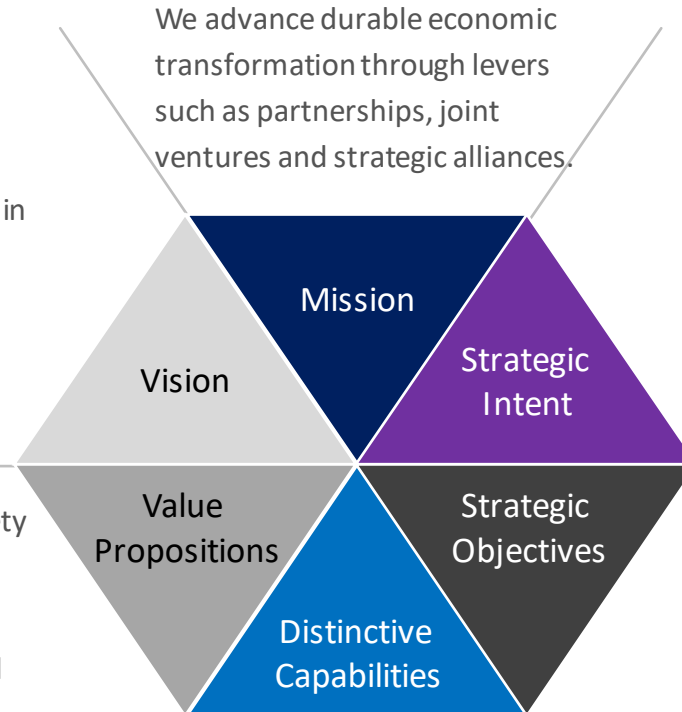
LONG-TERM STRATEGIC DIRECTION



To be a premium African diversified group in advisory services and infrastructure

We advance durable economic transformation through levers such as partnerships, joint ventures and strategic alliances.

To leverage ESD and SCM transformation to build the Group's capacity to venture into infrastructure in the medium to long term



- Have capacity to provide need driven solutions to a variety of developmental challenges to exceed clients expectations
- Develop methodologies, systems and processes required to drive transformation
- Provide customized solutions for SOCs to deliver on supplier development and preferential procurement
- Conduct benchmarks, value chain analysis, spend analysis, procurement review and comprehensive intervention strategies for clients
- Strong collaborator and partnership builder with diverse stakeholders
- Cutting edge lobbying and negotiation skills

- Develop infrastructure blueprints, models and concept development
- Extensive SD&L and SCM expertise
- In-depth Public sector procurement knowledge
- We have diverse skilled team that has decades of industry experience

- Build a diversified industrial group with a sustainable manufacturing base by acquiring IP and technologies from OEMs
- Partner traditional authorities to develop commercial farming and create sustainable manufacturing and processing facilities
- Lobby and agitate for supplier development in mitigation of import and monopoly dominance in selected core areas
- Build cutting edge advisory capabilities and competence throughout the group through joint ventures and partnership
- Supply variety of products and services targeting public and private sectors
- Develop retail infrastructure footprint in select communities

TARGET MARKET



SECTORS TARGETED	INSTITUTIONS TARGETED	SERVICES OFFERED
Public Sector	Strategic SOCs	SD&L SCM Advisory Services , Benchmarking, value chain analysis, procurement spend analysis, demand and supply analysis, localisation solutions, performance review and management, systems and business process management and strategic planning.
	Municipalities	SD&L SCM Advisory Services , Benchmarking, value chain analysis, procurement spend analysis, demand and supply analysis, localisation solutions, performance review and management, systems and business process management and strategic planning.
	Traditional Councils	LED Strategies, Infrastructure Projects, Lobbying, Precinct Development, commercial and nature reserve development, Project management, Projects packaging and fund raising, capacity building, organisational design and stakeholders mobilisation.
Private Sector	DFIs	Bankable projects , lobby services, and investment
	Commercials Banks	SD&L SCM Advisory Services , Benchmarking, value chain analysis, procurement spend analysis, demand and supply analysis, localisation solutions, performance review and management, systems and business process management and strategic planning.
	Primary OEMs	SD&L SCM Advisory Services , Benchmarking, value chain analysis, procurement spend analysis, demand and supply analysis, localisation solutions, performance review and management, systems and business process management and strategic planning, SD&L compliance , joint venture partnership development,
Academia	Tertiary Institutions	Partnership and collaboration in development and training of clients, development of customised programs, quality assurance
	Research Houses	Collaboration in strategic research studies ,development of prototypes and proof of concept, development of customised interventions

ORGANISATIONAL STRUCTURE



CEO

INFRASTRUCTURE

SERVICES

1
INFRASTRUCTURE PROJECTS

2
AGRICULTURE

3
ENERGY

4
ADVISORY

5
RETAIL

6
ICT

- Industrial Projects
- Retail Developments
- Warehouses
- Residential Units

- Land acquisition
- Infrastructure and equipment
- Crop Farming
- Game and Farming

- Plant and Equipment
- Primary Energy (coal and lime)
- Smart Metering Systems

- SCM
- SD&L
- Strategy

- Infrastructure
- Operations

- Website design
- Graphic Designs
- ICT hardware and components supplies

MG KEY PEOPLE & RESOURCES



Martin Makoni



Energy

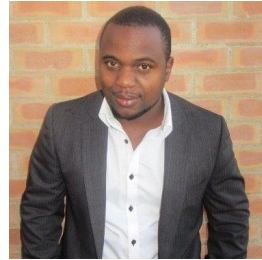
Profile

Martin has more than 30 years working experience in the mining and energy sectors. An engineer by trade, he has occupied senior executive positions in major organisations including Eskom.

In the area of operational efficiency, he has achieved exceptional cost reduction targets as well significant turnarounds of underperforming plants. One such example includes reduced the total cost of ownership of seven 185 tonne haul trucks by R 103 million over 50 000 hours of truck life through negotiations with the supplier.

Martin has an MSc (Industrial and Administrative Sciences) and a BSc Hons Degree (Mechanical Engineering) from the University of Zimbabwe and City London University respectively.

Stallard Romeo Mpata



Engineering

Profile

Stallard is a highly competent and experienced Professional Engineer with specialist pedigree in Engineering Design and Project Management.

He has 10 years' operations, management and consulting experience in Mechanical and Industrial Engineering covering the mining, metals and manufacturing industries. His experience also covers international assignments and has been deployed on company assignments to India, China, Italy, Germany, Croatia and Bosnia and Herzegovina.

He possesses a Postgraduate Diploma in Engineering and Bachelor Science in Mechanical Engineering and currently pursuing an MBA with Edinburg Business School (EBS).

Joe Khoza



Retail

Profile

Joe has extensive experience, 27 years in the marketing and retail banking. He has specialist skills in sales & marketing strategy, new business development, project management, customer service and negotiations.

He has worked for major corporations including Nampak, Shell, Afric-Oil and Oceana Group amongst others.

Joe has a Bachelor of Commerce Degree from UNISA and a number of management certificates.

Joe is currently the Head of Retail at Mashanyu Group and has the responsibility of growing the market share in black communities.

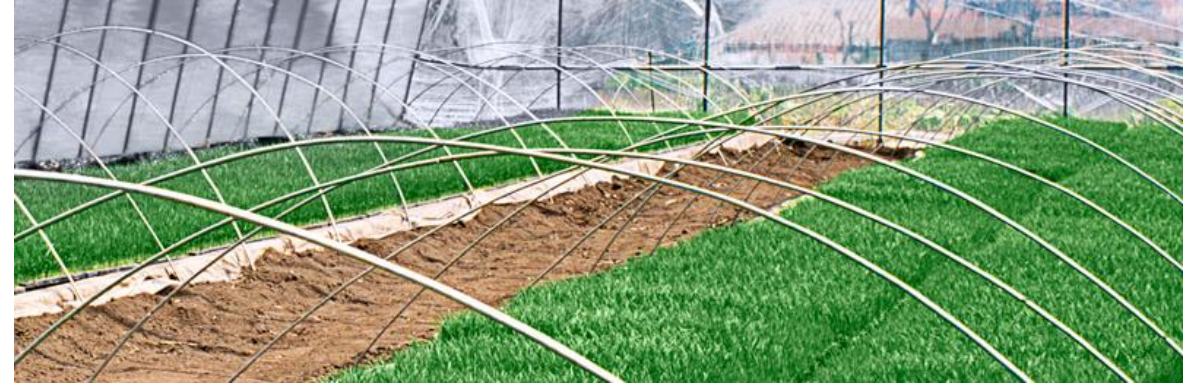


- Prioritise, conceptualise, design and initiate commercial and residential infrastructure development projects
- Identification and development of land in black rural and peri-urban/ townships through responsiveness to local needs to catalyse local economies
- Bridge infrastructure gaps between townships and urban areas by developing innovative infrastructure that promotes equality
- Deliver on time and on budget by utilising local labour and under utilised industrial and infrastructure in erstwhile homelands and self governing territories
- Develop local networks and communities of collaboration to broaden transformation and empowerment
- Promote black excellence and expand knowledge base by aligning to mandated and unfunded provincial and municipal socio-economic developmental plans
- Analyse and complement government efficacy in the provision of infrastructure through benchmarking performance





- Acquire and lease poorly managed nature reserves in targeted provinces and districts
- Develop farming in communal and rural land adjacent to nature and game reserves
- Source markets, requisite technology and systems from investors
- Facilitate access to local, regional and national markets
- Lobby provincial, national and local government by targeting their procurement and purchasing power
- Promote modern techniques through mobilisation of resources to farmers
- Create communities of best practice by co-sharing information and experiences through technology
- Processing, beneficiate and packaging the produce from respective farming activities



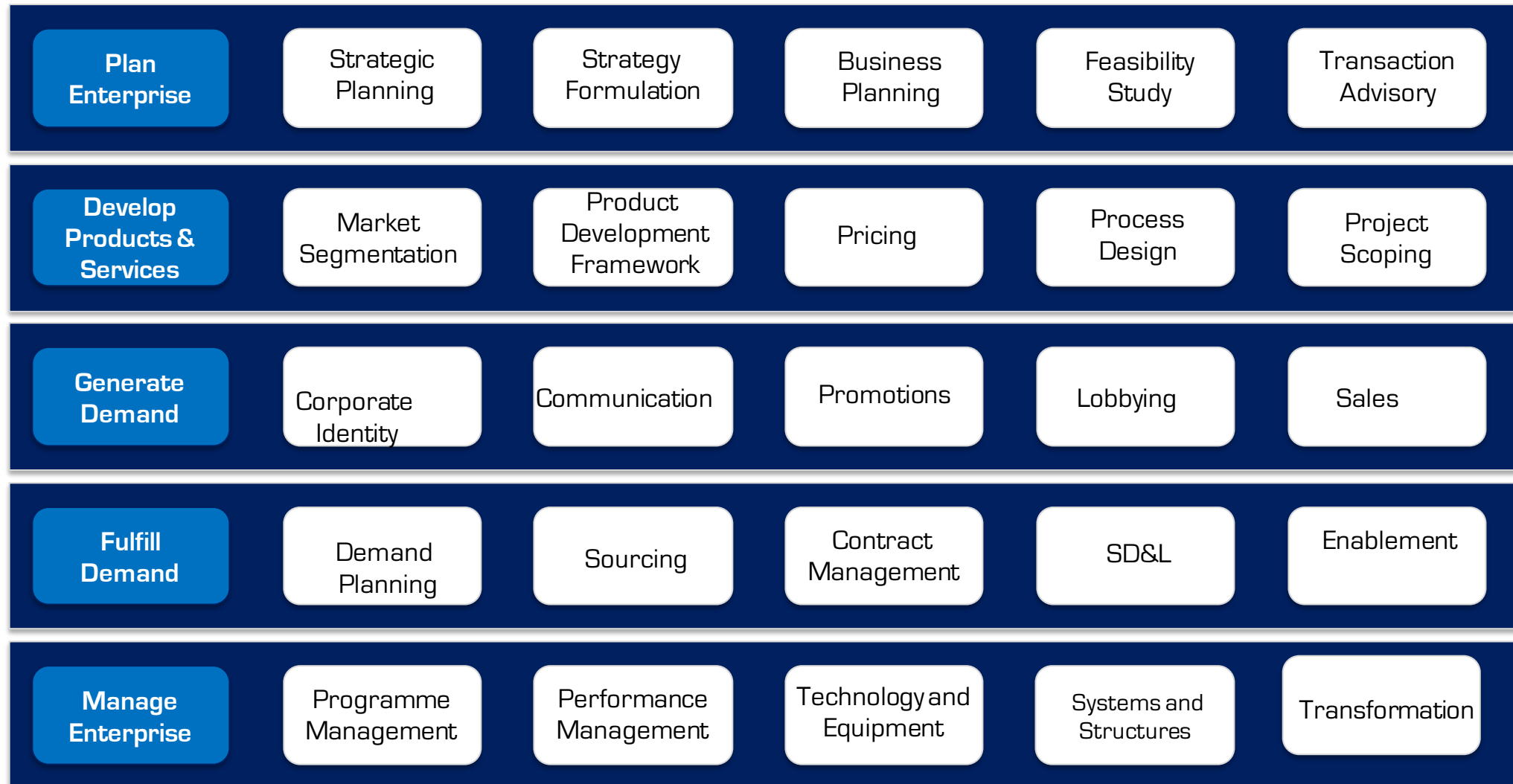


- We specialise in the supply of industrial and commercial energy solutions that serve as input to the generation and distribution management of electricity
- Our business energy management and supply will achieve excellent cost savings as we constantly compare business energy prices to achieve the very best energy cost savings for our clients.
- Design and development of coal supply projects as follows:
 - Coal fines projects to supply Eskom Power stations and industrial players in the private sector
 - Coal dumps mining and palletising
- Manufacturing and supply of smart metering systems and support technologies
- We follow a proven, systematic approach to building and maintaining your assets that reduces project risk and consistently produces desired outcomes for utility owners





COVERS ALL ASPECT OF A BUSINESS





- Increase black participation in the retail and wholesale sector in collaboration with local communities through increased supplies of seasonal sports wear and workwear including variety of gifts
- Development of communal and regional shopping centres with heavy focus on former homelands , rural and peri-urban areas
- Rollout boutique sport apparel focussing on athletics, marathon runners to compete with Adidas and Under amour, Nike and specialist international brands
- Design and brand workwear that can be worn as a fashion item after work for resale to subcontractors and divisions within Mashanyu Group and construction sector.
- Increase delivery and sale of variety of retail products and services to public in a variety of stores in Limpopo , Mpumalanga, KZN, Free State and Gauteng targeted townships already selling clothes by expanding Sparks and Sporo sporting and athleisure brands under Mashanyu group
- Increase sportwear sales and promotions to township schools and athletics clubs such as Tsutsumani Athletics Club to increase customer reach



PREVIOUS AND CURRENT CLIENTS



PetroSA



OUR PROMISE



INTEGRATION
AND INTER-
OPERABILITY



TIMELY
DELIVERY



QUALITY
DELIVERY



PRACTICAL
SOLUTIONS



SOUND
ADVISE



WHERE TO FIND US



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Gauteng, 2157

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2157

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THANK YOU!



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KEY PERSON CV MMBULAHENI MASHANYU



Title:	Director and CEO
Core Skills:	Strategic Planning, Supply Chain Management, Monitoring and Evaluation, Research, Business Process Management
Industry Experience:	Energy, Petro Chemical, Development, Pharmaceuticals, Consulting Services, Public Sector, Chemical, Energy, Transport, Telecommunications, Mining

Profile

Mmbulaheni is a Supplier Development Specialist who pioneered supplier development in the Oil and Petroleum industry and established the state-owned South African Supplier Development Agency (SASDA). He is a founder member of the Centre for Supplier Development, a privately owned entity and initiative to popularize and provide supplier development advice and strategies across the economic spectrum of South Africa.

His expertise includes Enterprise Development and Capital Project Management. He is an accomplished and sought after speaker and facilitator of BEE and Transformation forums. He is a Former Director of Musuku Investments Company, Ingama Investments (CEO), and Off the Shelf Investments 150. Partner of Kgatelopele Private Equity consulting company specialising in SCM management consultancy.

Education

- BA - Communications & Industrial Psychology
- Post Graduate Diploma Marketing IMM(2005)
- Company Directorship

Relevant Experience

- Led the development of the Supplier Development Funding Strategy for Eskom Group Commercial. The project entailed identification funding options, development of the funding model and institutional arrangements as well as the High Level Road Map.
- Development of funding options and funding strategy to facilitate supplier and enterprise development among the Eskom Supplier Base
- Engagement with potential fund partners to identify partnership modalities and conduct preliminary negotiations for the signing of a Memorandum of understanding
- Development of fund operating model, organisation design and deal making process and development of phased implementation road
- Assessment of the application and impact of the financial evaluation criteria on emerging black suppliers in tactical sourcing
- Development of policy on local to site procurement for SD &L Evaluation of Eskom's payment terms to emerging black suppliers
- Led Eskom's Commodity Sourcing spend shift, including , baseline development and ,solution design and implementation support
- Supplier Development & B-BBEE Strategy Consulting at ATNS and Arcelor Mittal
- Strategic Advisor to Gauteng Youth Chamber of Commerce & Industry
- BEE workshop facilitation
- Established the South African Supplier Development Agency
- Developed vision, strategy framework to set up SASDA and became its founding CEO
- Managing partnerships and joint ventures for small business development
- Liaising with other Government entities on SMME development
- Coordination and facilitation of regional business development workshops and exhibitions

Career History

- Small Business Strategy Manager –Eskom 1996-2002
- Senior Consultant Bayajula/ Letsema Consulting 2012 -2015
- Executive Director: Centre for Supplier Development 2008 – 2010
- Chief Executive Officer: SASDA 2005 – 2008
- BEE Strategist: PetroSA 2002 – 2005

KEY PERSON CV MARTIN MAKONI



Title:	Head of Energy
Core Skills:	Plant Maintenance & Safety, Industrial Engineering, Operational Efficiency,
Industry Experience:	Energy and Mining

Profile

Martin has more than 30 years working experience in the mining and energy sectors. An engineer by trade, he has occupied senior positions in major organisations including Debswana & Eskom.

In the area of operational efficiency, he has achieved exceptional cost reduction targets as well significant turnarounds of underperforming plants. One such example includes reduced the total cost of ownership of seven 185 tonne haul trucks by R 103 million over 50000 hours of truck life through negotiations with the supplier.

Education

- BSc Eng. - (Hons) Mechanical: University of Zimbabwe
- MSc – (Industrial and Administrative Sciences): City University London

Relevant Experience

- Establishing and monitoring mining engineering standards and operating/maintenance procedures .
- Designing and facilitating the implementation of corrective actions to ensure conformance to mining engineering standards
- Developing and facilitating the implementation of managerial tools and techniques to control and reduce mining maintenance and mining engineering costs at the collieries.
- Monitoring costs and the operational life of mining equipment
- Advising on capital project analysis, comparisons and adjudication.
- Participating in the design and development of mining equipment, mining systems and capital plant.
- Investigating and implementing productivity improvements at the ESKOM tied collieries
- Managing Mining OEM/Supplier customer support tied collieries to reduce costs, standardize equipment across the tied collieries and increase the MTTF.
- Reviewing of annual budgets, 5-year plans, technical plans and life of mine plans from a technical perspective to ensure most cost effective equipment utilization is being met.
- Conducting risk assessments
- Reviewing the ESKOM Capital release approval documents by performing technical and economic evaluation of capital projects and the replacement of new plant and equipment at ESKOM tied collieries prior to the ESKOM Investment Process.
- Advising on the technical and economic requirements during the adjudication phase of the equipment/capital plant acquisition at the ESKOM tied collieries.
- Responsible for the maintenance, safe and efficient operation of plant and equipment used in the mining and the primary crushing section of the mine.
- Responsible for the capital and maintenance budgets, the management of capital projects within the division as well as the management of Repair and Maintenance contracts

Career History

- Independent Consultant: In the mining and energy sectors 1st August 2016 – Date
- Eskom (Primary Energy Division) - Senior Mechanical Engineer:9th March 2009 – 31st July 2011;
- Orapa and Letlhakane Mines, Divisional Engineer – 3rd Nov 2005 – 28th Feb 2009:

KEY PERSON CV JOE KHOZA



Title:	Managing Executive
Core Skills:	Marketing Strategy, Business Development, Retail, Project Management, Mergers
Industry Experience:	Energy, Petro Chemical, Retail, Pharmaceuticals, Consulting Services, Greenfields

Profile

Joe has extensive experience, 27 years in the marketing and retail banking. He has specialist skills in sales & marketing strategy, new business development, project management, customer service and negotiations. He has worked for major corporations including Nampak, Shell, Afric-Oil and Oceana Group amongst others.

Joe is currently the Head of Retail at Mashanyu Group and has the responsibility of growing the market share in black communities.

Education

- Bachelor of Commerce (B Com), UNIVERSITY OF SOUTH AFRICA (1980 - 1984)
- Management Advanced Programme (MAP) Wits Business School (1991)

Relevant Experience

- Heading and managing the marketing and sales functions in order to achieve the overall company objectives by developing, executing and maintaining viable brand strategies in the grocery market
- Developed marketing strategies, Brand Management, New Product Development, Consumer Relations and Corporate Activities
- Leading the Sales and Marketing department of 50 people with a turnover of R600m.
- Developed and implemented sales and marketing strategies.
- Developed new strategies for the aerosol and paint markets. Introduced coaching and mentoring culture to facilitate effective succession planning.
- Identified new markets and business opportunities. One such deal led to Nampak's merger with Crown Cork SA
- Heading the retail and marketing department with an annual turnover of R400m.
- Developed Shell Select Convenience Stores in Namibia, Botswana and Swaziland. Assisted Shell Kenya, Uganda and Ghana to introduce marketing initiatives, including the creation of Select Convenience Stores and changing to the new Shell image.
- Created opportunities for downstream Oil Marketing expansion in the SADC countries where Shell had no operations or limited operations.
- Identified opportunities for Southern African Regional Convergence
- Prepared and presented annual business and strategic plans.
- Identify, evaluate and develop new service stations; including planning, controlling and implementation of Shell's Retail Investment Plan.
- Secured existing investments, which included the renewal of lease agreements for a network of service stations.
- As Senior Project Manager I managed a team of Professionals, including architects & building contractors, and junior project managers. During this time I developed over 15 new service stations.

Career History

- Mpande Advisors & Mpande Energy Investments (Pty) Ltd, Executive Director, (2002 to Date)
- Federal Marine (Now Oceana Group), Marketing Director, 2001- 2002)
- Nampak Limited), Marketing Director, (1997 to 2001)

KEY PERSON CV STALLARD ROMEO MPATA



Title:	Managing Executive
Core Skills:	Design Engineering, Mechanical Engineering, Industrial Engineering, Maintenance Management, Project & People Management, Process Improvement, Performance Management, Quality & Standards Management, OHS Management, Training & Development
Industry Experience:	Energy, Petro Chemical, Retail, Pharmaceuticals, Consulting Services, Greenfields

Profile

Stallard is a highly competent and experienced Professional Engineer with specialist pedigree in Engineering Design and Project Management. He possesses 10 years' operations, management and consulting experience in Mechanical and Industrial Engineering covering the mining, metals and manufacturing industries. His experience also covers international assignments and has been deployed on company assignments to India, China, Italy, Germany, Croatia and Bosnia and Herzegovina.

Education

- MBA (currently with Edinburgh Business School)
- BSc Honours Mechanical Engineering University of Malawi
- Post Graduate Diploma in Engineering Stellenbosch University

Relevant Experience

- Successfully involved in a Silicon smelting project from design, procurement, project engineering, construction, installation, commissioning, handover and close out for a smelter in Bosnia and Herzegovina (project value: 15 million euros)
- Installation, Construction, Commissioning plant & assisting post commissioning team in solving problems during the operation of the plant
- Using modern engineering tools and techniques to design smelting furnaces and related equipment
- Issuing, sign-off and approve complete and correct drawings for construction
- Prepare and compile operating, installation and maintenance manuals for all fabricated equipment
- Identifying and optimising savings opportunities, striving to unlock value to the client by correct selection of equipment that will yield ease of maintenance, replace-ability and fit for purpose service life
- Developing new products, participating and leading design reviews
- Oversee manufacturing, machining and fabrication of structural & high pressure static & dynamic heavy engineering equipment i.e. China sub-contractors, India sub-contractors
- Quality inspection and approval of equipment i.e. fabrication, aesthetics, surface finish, welding, test reports and non-destructive testing
- Ensuring that occupational health and safety act (OHSA) and the mine health and safety act is adhered to
- Preparing purchasing specifications & requisitions, carrying out supplier bid evaluations and clarifications (Technical & Commercial)
- Ensure that the scope of work is properly defined in conjunction with the client, project team and all stake holders
- Compile project schedule; expedite manufacturing to ensure completion of project on time; compile and keep all updated project documentation

Career History

- Tenova South Africa Ltd, Senior Mechanical Engineer, August 2008 to date
- Transnet Limited (Head Office), Technical Specialist, June 2007 – July 2008
- Limbe Leaf Tobacco Company, Mechanical Engineer Trainee, January 2001 – January 2004