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www.questco.co.za

INTRODUCTION TO QUESTCO

Boutique corporate advisor | JSE sponsor | JSE accredited independent expert

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Please refer to the Questco website (www.questco.co.za) for our credentials

WHO WE ARE

Questco is a boutique corporate advisory firm based in Johannesburg providing strategic, corporate finance and regulatory advice for listed and unlisted companies, from fledgling to blue chip

Independent, highly experienced, well qualified boutique advisory firm

Questco regularly features in the Dealmakers rankings

JSE accredited independent professional expert

- Skilled and experienced corporate finance practitioners across all sectors of the South African economy, with specialist skills in the Resources and Real Estate sectors
- Significant transacting experience in East Africa, West Africa and the SADC region
- More than 80 years of combined corporate finance experience
- Ten professionals with varied backgrounds:
 - ✓ 6 chartered accountants;
 - ✓ 2 mining engineers + MBAs;
 - ✓ 1 lawyer; and
 - ✓ 1 seasoned sponsor executive
- Five of the nine professionals joined Questco from senior positions within large investment banks. Questco therefore offers the skills and experience of an investment bank coupled with the entrepreneurial flair and flexibility of a boutique
- Level 5 BEE contributor and a value-added supplier
- Solid back office infrastructure

1

Independent

- Advice is independent
- Unfettered by the complications associated with an in-house balance sheet
- No pressure to “cross-sell” products

2

Entrepreneurial

- Entrepreneurial approach
- Client-oriented culture
- Highly focused on service and solutions
- Goal is to present to our clients logically sound and creative deliverables of impeccable quality

3

Experienced

- Diversified across industries and geographies
- Specialist niches
- Key individuals were all investment bankers from large South African banks

WHAT WE DO

Questco prides itself on providing independent advice to its clients. Based on our diverse range of expertise, Questco is able to provide a complete corporate finance service to clients operating in any sector of the economy

Questco provides strategic and regulatory advice to a broad spectrum of clients

Strategic and Corporate Advisory

Our team is able to offer advice to clients in the following areas:

- ✓ Mergers, acquisitions and disposals
- ✓ Corporate restructuring
- ✓ Black Economic Empowerment transactions
- ✓ Structuring, negotiating the terms and implementation of transactions
- ✓ Capital requirements across all forms of debt and equity
- ✓ Equity and debt capital raisings including private and public placements
- ✓ Listings
- ✓ De-listings
- ✓ Offers to minorities
- ✓ Buy backs
- ✓ Strategy
- ✓ Financial modelling and valuations
- ✓ Fairness opinions (JSE and Take-over Regulation Panel)
- ✓ Bankable feasibility studies
- ✓ Multi-disciplinary advice on all aspects of compliance with the various regulatory authorities, including, inter alia, the JSE, Takeover Regulations and Financial Services Board

JSE Credentials

We are a JSE accredited sponsor, designated advisor, debt sponsor and independent expert (all sectors, including Mining, Property and Banking and Insurance)

Our clients include companies and collective investment schemes with securities listed on the Main Board, the Alternative Exchange and the Interest Rate Market of the JSE Ltd

We provide advice, backed by years of experience, on the application of JSE Listings Requirements for:

- ✓ Corporate actions
- ✓ Continuing obligations
- ✓ Listings

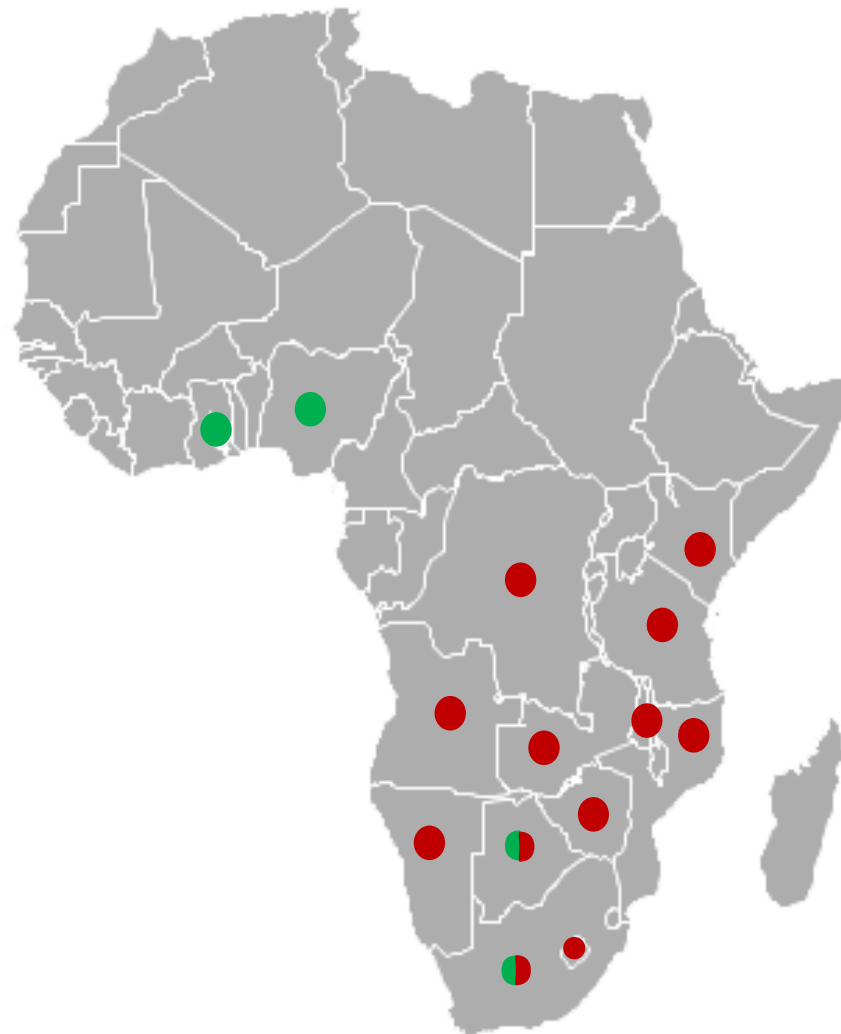
At Questco, each project is managed as a unique mandate and we will only offer our services on a value-add basis

OUR CROSS BORDER FOOTPRINT

Questco/its team members have been actively involved in projects, both past and present, in various African countries and abroad

The size and diversity of the African market presents unique challenges for local, national and international business

Questco is well positioned to deliver advice in this rapidly expanding region



- Countries in which we are currently involved in projects
- Countries in which we have previously been involved in a number of projects

HOW TO FIND US

CONTACT PERSONS

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Ballywoods Office Park
Bryanston
2021

WEBSITE

www.questco.co.za



questco
CORPORATE ADVISORY

APPENDIX 1 | THE TEAM



THE TEAM

David Austen

Director

BSc (Min Eng), MBA

Expertise: Extensive Southern African mining experience across a wide range of commodities, Mergers and Acquisitions, BEE structuring, valuation and project management skills and strategic insights

- Joined Questco: 2007
- Standard Bank, Corporate and Investment Banking, Corporate Finance Division: 2003 – 2007
- Standard Bank, Corporate and Investment Banking, Credit Division: 2001 – 2002
- MBA, Wits Business School: 2000 – 2001
- Mining Engineer with De Beers: 1995 – 2000



Marian Gaylard

Director

BA (Hons Ecos) LLB, Admitted attorney, notary & conveyancer, JSE approved executive (equity and debt), JSE accredited trainer, Member of JSE Regulatory Advisory Committee

Expertise: Extensive listing, corporate and legal advisory, regulatory structuring and transaction execution experience, equity and debt JSE sponsor advisory experience, with particular expertise in the listed sector and in collective investment schemes, having listed the first collective investment scheme on the JSE (Satrix) and multiple thereafter

- Joined Questco: 2013
- Principal in Absa Capital Investment Banking Division: 2011 - 2013
- Established and headed up Absa Capital's sponsor business in 2011 (Absa was awarded Dealmakers Top Sponsor award for 2011 and 2012 years)
- Director, Java Capital: 2001 - 2010
- Deutsche Bank, London: 2000
- DTI UK (Directors Disqualification Unit): 1999



THE TEAM

Mandy Ramsden

Director

Hons B.Compt, CA(SA), Member of JSE Regulatory Advisory Committee and the Alternative Exchange Advisory Committee, JSE approved executive (equity)

Expertise: Extensive corporate finance and advisory experience, structuring and executing transactions, particularly in the commercial property sector, but also across a wide range of sectors, in South Africa and other countries on the African continent

- Joined Questco: 2012
- African Alliance Advisory: 2012
- Freelance strategic consulting: 2011
- Standard Bank Real Estate Investments: 2007– 2010
- Standard Bank, Corporate and Investment Banking, Corporate Finance Division: 1999 – 2007
- M&R Engineering: 1996 – 1999
- Group Five Property Developments: 1994 – 1996
- Deloitte & Touche: 1987 - 1993



Nick Stevenson

Director

BSc (Min Eng), MBA

Expertise: Extensive South African and African mining experience, market knowledge, valuation skills and strategic insights

- Joined Questco : 2007
- Standard Bank, Corporate and Investment Banking, Corporate Finance Division: 2001 – 2007
- Guest lecturer and external examiner on the MBA program at Wits Business School: 2001 – 2002
- MBA, Wits Business School: 2000 – 2001
- Mining Engineer with Anglo Gold: 1987 – 1999



THE TEAM (CONTINUED)

Tim Thackwray

Director

B.Com G.D.A, CA(SA), M.Com

Expertise: Extensive South African and African corporate finance and investment banking experience, involved in and managed numerous transactions with a broad range of industrial, financial, state owned and black empowerment clients

- Joined Questco: 2009
- Head of Investment Banking Standard Bank Africa: 2007-2009
- Senior Investment Banker: 2006-2007
- Head of Corporate Finance Division: 2003-2006
- Standard Bank, Corporate and Investment Banking: 1993-2006



Claudia Adamson

B.Acc, CA(SA), JSE approved executive

Expertise: General corporate finance experience, including valuations, regulatory advisory and Mergers and Acquisitions

- Joined Questco: 2011
- CA articleship at KPMG, Energy and Natural Resources Division: 2009 - 2011
- Passed the IRBA board exam with honours, achieving 7th place in the Top Ten: 2009
- University of the Witwatersrand, Academic articleship: 2008



Ciska Kloppers

B.Com Acc (Hons), CA(SA), JSE approved executive

Expertise: General corporate finance experience, including valuations, regulatory advisory and Mergers and Acquisitions

- Joined Questco: 2013
- PwC Switzerland, Zurich (2 months): 2013
- CA articleship at PwC in the Consumer Industrial Products and Services division: 2010 – 2012



Ziyanda Nqebelele

B.Acc Sci, H.Dip (Acc), CA(SA)

Expertise: Her work experience gained at Deloitte was predominantly in a client facing capacity and this has cultivated and developed her ability to create solutions that are tailored to the clients' needs and specific situation

- Joined Questco: 2015
- Secondment to Deloitte Amsterdam (4 months): 2014
- CA articleship at Deloitte in the Financial Services Audit Team division: 2011 – 2014



THE TEAM (CONTINUED)

Marion Degener

Diploma in Manager Development JSE Approved Executive

Expertise: Extensive experience in the preparation of all types of transaction documentation in terms of the JSE Listings Requirements and project management of that documentation and relevant interaction with clients and their advisers.

- Joined Questco in February 2016
- Corporate Finance Executive:
- Vunani Corporate Finance – April 2008 to July 2014
- Ernst & Young Advisory Services – June 2007 to March 2008
- Barnard Jacobs Mellet Corporate Finance – February 2001 to May 2007
- The Corner House (Pty) Limited – October 1997 – September 2000
- Project Manager – Investec Securities (Pty) Limited (formerly Fergusson Bros
- Hall, Stewart & Co. Inc.) – January 1987 – September 1997



Kwanele Stofile

Hons B.Acc Sci, CA(SA)

Expertise: Kwanele joined Questco in 2016 having served articles with Deloitte's Financial Services Institution division, where he gained experience in the banking, private equity and payment services sectors. This developed his ability to identify complex accounting errors and to effectively communicate them to top management while also recommending practical, creative solutions.

- Joined Questco: 2016
- CA articleship at Deloitte in the Financial Services Audit Team division: 2014 – 2016

