



# LIDONGA



## Investing in the women of South Africa

Our vision is to become one of the leading investment companies in South Africa helping in the emancipation of women, thus making them economically independent.

## Lidonga Group Holdings

"Lidonga is fully committed to maximising its shareholders' return on investment, while operating according to the highest principles of sound corporate governance"



> A more recent investment was in SPEARsystem Packaging Africa, a leading global supplier of pressure sensitive labels for the beverage sector.



> In February 2008 Metropolitan Life invested for a 30% equity stake in Phatisa Advisors; focussed on BEE transactions in South Africa.

## UNDERSTANDING LIDONGA

**Progressive. Creative. Female Empowering.** This is Lidonga Group Holdings (Pty) Ltd, a broad-based and highly creative investment company that is spearheading an initiative, on behalf of women, into the largely male dominated South African business domain.

Lidonga adheres to an investment policy which is underpinned by the belief that real and significant change to the South African business landscape will only come about through the efforts of individuals from diverse cultural and economic backgrounds, who remain committed to creating innovative synergies, forging new partnerships and promoting social cohesion.

These are the people who created and operate Lidonga – people who are dedicated, passionate professionals committed to using their knowledge and experience to make a real difference in the lives of South Africa's previously disenfranchised women.

## YOUR PREFERRED BEE PARTNER

When it comes to social upliftment, Lidonga follows a simple policy: South African women in general, and black women in particular, have over the decades borne the brunt of unfair discrimination and limited opportunities. Lidonga, as part of its mission, seeks to redress this situation through its business endeavours.

The company believes that a positive and proactive approach to increasing the role of women in the formal business sectors depends on providing a pragmatic framework and process for the advancement of women in business.

Moreover, it subscribes to the belief that South African women represent a largely untapped resource of energy, skills and creativity that, if properly channelled, will contribute significantly to the development of the country's economy.

Lidonga, a Level 3 Contributor has over 100 000 black women beneficiaries, and as such, is an optimal partner in terms of the BEE DTI Codes of Good Practice and various sector charters.

## LIDONGA'S TRACK RECORD

Lidonga has made a number of successful empowerment investments since its inception in 2004.

One such investment was in White River Saw Mills, a supplier to Cashbuild, the largest retailer of building materials and associated products in Southern Africa. Lidonga's investment initiates a change to the previously male dominated forestry and timber products' industry. Lidonga also invested in First Technology, an IT company which supplies and implements hardware and software, as well as offers associated support services and solutions. A more recent investment was in SPEARsystem Packaging Africa, a leading global supplier of pressure sensitive labels for the beverage sector.

## ADDING VALUE

Lidonga has a demonstrable track record in adding value to companies in which it invests. The specific areas where Lidonga can provide its expertise include:

- > Marketing;
- > Networking;
- > Board representation and corporate governance;
- > Revenue enhancement;
- > Long term strategic vision;
- > Sourcing black female professionals to complement existing management; and
- > Sourcing external funding.

While it has a vast reserve of skills and resources which can be called upon if required, Lidonga does not interfere where it is not needed. It believes in partnering with companies that have strong management and operational skills. Whilst it can help plug gaps in management, Lidonga does not wish to tell companies how they should run their businesses.

## FACILITATING LIDONGA'S TRANSACTIONS

All transactions with Lidonga are facilitated by Phatisa Advisors, ensuring a BEE solution which bears dividends for all involved.

The Phatisa Group is a private equity, corporate finance, and advisory group, providing transaction solutions across the African continent. In conjunction with Metropolitan Life, the Group established a new unit, Phatisa Advisors, with Stuart Bradley as Managing Director. Working with Lidonga, Phatisa Advisors specialises in sustainable empowerment solutions for all sectors across South Africa.





**"Lidonga is committed to identifying and supporting investment opportunities which empower South African women, thereby assisting them to secure economic independence, and to making a meaningful contribution to the creation of a healthy, ethical, well-balanced society"**

Phatisa manages the entire BEE process for client companies – from structuring a customised deal, and tailoring Lidonga’s involvement to maximise value addition, to negotiating expansion finance, assisting on tax and legal issues and developing the skills of BEE representatives on company boards.

Phatisa successfully introduced and completed the SPEARsystem Packaging Africa transaction for Lidonga, a hugely successful partnership which saw Phatisa being appointed as the exclusive portfolio manager for all future Lidonga transactions.

As such, Phatisa remains involved with all Lidonga’s transactions well beyond the initial structuring of the BEE solution. Using its private equity skills, Phatisa provides an ongoing portfolio management service to Lidonga, ensuring that the BEE solution works for all parties into the future.

### AT THE HELM

**All of Lidonga’s senior management are black South Africans, and 75% are women. Furthermore, 100% of its senior professionals are black South Africans, with 86% being women. In total, 95% of Lidonga’s employees are black South Africans, and 72% are women.**

Lidonga’s Executive Chairperson is Constance (Connie) Nkosi

*An entrepreneur with an excellent track record in business and a well-known public figure, Connie’s business expertise lies in the fields of finance and marketing. She has a wealth of experience serving on the boards of several listed companies. Connie is a member of the Board of Directors of Pick n Pay (Pty) Limited and Spescom Limited, she is Non-executive Chairperson of First Technology and Executive Chairperson of Lidonga Group of Companies. She has previously served on the Boards of British American Tobacco and Lonrho Africa.*

Head of Phatisa Private Equity is Stuart Bradley

*With 14 years of private equity experience, Stuart was previously Managing Partner of the Aureos Southern Africa Fund, a US\$ 50 million private equity fund. He was also GM of Takura Ventures, a CDC/Actis private equity company based in Zimbabwe. At Phatisa, he was lead adviser to the Pan-African Infrastructure Development Fund (“PAIDF”) which successfully first closed at US\$ 625 million with purely African capital. He is currently Head of Private Equity at Phatisa.*

### Directors and management

- Siza Family Trust
- Mnkosi Family Trust

### Individuals

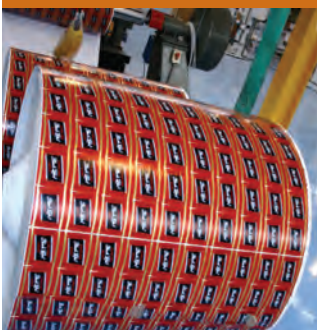
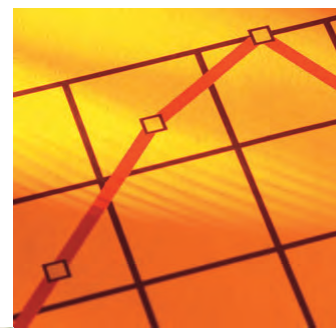
- Nelly Molebatsi
- Helen Mazui

### Broad-based communities

- Nkosenkulu Investments (Pty) Ltd  
*(Gauteng Community)*
- Pula Barolong Investments (Pty) Ltd  
*(Tlokwe Community)*
- Masihambisane Investments (Pty) Ltd  
*(Western Cape Community)*
- Lidonga Staff Trust

### Lidonga Foundation Trust

- National Children’s Rights Committee
- Witkoppen Health & Welfare Centre
- Anglican Church Mothers’ Union
- Anglican Church Women’s Forum
- Girl Guides of South Africa
- Disabled children in rural areas



**GETTING ON BOARD**

If you are looking for a BEE partner that can add value to your business, as well as maximise points on your company's scorecard, please contact:

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