

Business consulting

A guide to business and financial structuring



Weaver Capital Business Services

A solutions and Services guide

This document outline our approach to delivering business services aimed at creating winning bids, acquiring new companies, developing and funding new projects and consulting on Leveraged buy outs, Mergers and Management Buy outs.

Weaver Capital deliver specific services tailored to ensure the success of your corporate project.

<p>1</p> <p>IDENTIFY</p> <p>Qualification, Due diligence and agreeing the objectives</p>	<p>2</p> <p>QUALIFY</p> <p>Building the business and funding strategy</p>	<p>3</p> <p>EXECUTE</p> <p>Implementing the strategy and obtaining the funding.</p>
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Defining business strategy

Specific business plan and bid construction consulting



Opportunity Management

Consulting on opportunity management in the creation of bids.



Financial models

Creation of funding models that ensure effective financial results for your projects.

Identifying the Business Case

Creating a clearly defined objective and identifying the risk.

The businesses that Weaver Capital is often involved in for either acquisition, project expansion, merger, or leveraged buy outs all have one thing in common:

1. The opportunity needs to be clearly identified, to ensure fundability.
2. The risks need to be quantified to ensure we understand all of the issues that may present risk to partners and funders.
3. The financial drivers and marketing outlines need to be clearly identified, in order to satisfy potential partner and funder questions.
4. A strategy for single purchase or partner acquisition needs to be defined.



“The elements of a functional due diligence”

The due diligence include:

- Understanding and documenting all of the financial opportunities and results.
- Quantifying operations and potential for integration and cost saving
- Understanding the market and the benefit to the company through acquisition or project implementation
- Systems and how they may be merged or implemented per project to ensure least cost highest benefit.

THE OBJECTIVES

The objectives of the identification stage is to develop a clear understanding of the business as well as the intended project, or business acquisition- with specific focus on the marketing financial and risk aspects.

This is agreed with management before we progress to the next stage.



Qualifying the concept.

Most concepts remain loose ideas until clearly documented and combined in a clear business, risk and funding plan.

Weaver Capital facilitate this process in:

1. The building of a complete business plan for agreement with your management.
2. Outlining and construction of a complete risk plan- together with solutions in guarantees such as performance bonds and other instruments to mitigate such risk.
3. Construction of a complete funding plan, outlining the funding approach to ensure project success.
4. Creation of a partner plan and acquisition model where necessary.



"Why the risk model"

The risk model is created to identify all potential risks that the business acquisition or project establishment may create. This is often asked by both funders as well as potential new partners who review the business plan, and will ensure we are able to manage these risks through out the funding and partner acquisition processes.

Having well developed risk mitigation strategies and tools not only builds confidence with these entities in your business model, but is key to accelerating both partner acquisition as well as funding establishment.

THE OBJECTIVES

The objectives of the Qualification stage is to create clear documented business and risk plans which can be used to obtain partners and funders. The documents are created to answer all perceived questions from both the partner and funding community - and to combine these into a business and funding proposal that mitigate all risks- together with fully developed risk and other identified instruments before submission

This ensures early adoption and largely eliminate project failure.



Executing the plan.

The above is directed at supporting the execution strategy and ensuring acquisition of partners and establishment of funding lines.

The execution plan includes:

- Agreement of partner and funding plan with management.
- Identification of partners and preferred funds for acquisition.
- Presentations and applications- jointly developed with Weaver Capital for both funding and bonds where required.
- Execution of these applications and proposals to ensure adoption.
- Finalization and agreement of the contracts, and execution of the agreements.
- Acquisition of the partners and funders in conformance with the plan.



The business strategy is deployed in all of our engagements and although not exhaustive - provides an outline of our approach.

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