



Weaver Capital

Company Profile

WEAVER CAPITAL (PTY) LTD

10/07/2019

Who is Weaver Capital?

2005 - Founded as IdeaSource - a consulting company focused on process re-engineering, company rightsizing and knowledge management

2006 - 2008 - Develop various process solutions such as the National Accreditation System for SANAS, and the automated credit application process for Edu loan, **and enter the operating rental space** with the arrangement of R 20 million per month in rental funding for Gauteng Government printer placements. Consult to Sasol on rightsizing and sale of Blacktop and to De Beers on the sales readiness audit of Cullinan mine in partnership with FRM Consulting.

2009 - Re-position as specialist funder and company name change to Weaver Capital. Enter project finance space with the arrangement of funding into the R 1.4 billion-rand Johannesburg city broadband project and R 50 million in funding for One.Com on a large retail telecoms project.

2010 - 2012 Development of the Africa practice - arrangement of funding in multiple African countries and establishment of the insurance and risk management business.

2013 - Weaver Capital launch the Africa Knowledge centre, focused on information

provision to companies trading and expanding into Africa

2014 -2016 - Weaver Capital consult on the Total Coal project – and establish the commodity trading business – focusing on Chrome – given that 805 of the Chrome resource is in SA- And aligning this with our consulting and funding business.

2017 -2019 - Expand the Mining consulting and acquisition funding business - and create structured finance solutions for both Local and Global organizations. Establish the Global solutions business with projects in Europe and Australia.

We also during this time solidified our technical services offering – deploying the services of proficient technical consulting together with our funding and consulting skills – to ensure we match both technical as well as financial and business process skills into unique solutions that build consistent competitive advantage for our customers



Consulting & Services

Weaver Capital is a broad-based financial services and consulting services company focused on business funding, consulting and the commodity trading cycle



Business funding

We provide funding using access to multiple channels – covered by financial guarantees such as bonds and offshore covers- paired with hard asset securities to leverage funding for the acquisition of opportunities – or the expansion of business partner operations

History of success

Weaver capital has a verifiable history of success, and have consulted, and concluded funding arrangements for companies in South Africa and across the globe.

We provide unique value – in providing services that combine structuring, financial and technical skills to create solutions that delight our customers. Some of our engagements include:

1. **SANAS** – the South African national Accreditation System, where we accelerated the process and built the business system
2. **Mosbo Coal Consortium** – for acquisition of the Total Coal mines – where we raised R 3.1 Billion in funding and concluded the risk consulting.
3. **Johannesburg City Broad Band Project** – Were we raised R 1.4 Billion in funding and concluded a bridge loan of R 60 million in 7 days.
4. Case Studies – we have many more such case studies on our web page at <http://www.weavercapital.co.za/casestudy.html>



VERIFYABLE SUCCESS

We understand that customers want to know that they will be contracting to an organization that has a record of success – and for that reason we maintain a case study archive to inform customers of completed projects

Weaver Capital deliver unique engagements that ensure business success



Unique engagements

Our Services are built around the concept of structuring solutions so as to eliminate or mitigate risk through various financial instruments during inception of the project.

This is coupled with our in-depth understanding of the business process, technical, financial and business environment – which allows us to build unique value propositions for our customers.

We also know that financial institutions are mainly focused on lending – and does not maintain unique skills to assist with structuring and business process

engineering to create no or low risk positions that assure the acquisition of funding – or to acquire business investors and partners for business acquisition and expansion.

This is the domain of Weaver Capital who provide:

- Structuring that will ensure Leveraged buy outs and Management Buy outs
- Specific planning and projections to enable expansion – including technical consulting to ensure a clear risk profile when concluding funding
- Creation of partner and funding structure – as well as development of clear

prospectuses – to enable partner and investor acquisition

- Services in the trade cycle – such as our commodity trading portals and solutions.

Weaver Capital provide a broad range of unique services – that continue to provide consistent value to our customer base

BUSINESS ACQUISITION



Bridging and Trade finance

Weaver Capital provide unique solutions in the creation of bridging and trade finance solutions to ensure you are able to capitalize on business opportunities – and expand operations through access to trade capital

Equipment Rental

We work with companies to create rental models that will ensure fast expansion – low risk and unique opportunities that will ensure access to operational assets at lowest cost and risk to our customers.

For suppliers we build in house rental books that create unique financial assets that build corporate value

FAST FACTS

7 Days

The fastest time ever to raise a R 60 million bridging loan

27 Days

Average time requirement to raise funding – if all project information is in place

FOR MORE INFORMATION

For more information on our services offering please review our Web Pages on:

<http://www.weavercapital.co.za>

Or phone:

Chris: 079 360 5903

Or

Leon: 066 140 2239

Or

Ramon: 082 465 2737

Business Acquisition

Weaver Capital structure business acquisitions which focus on the value that is already inherent to the acquisition target, and combine that with existing assets from the existing company as well as through identified financial risk instruments to build an acquisition model that ensures funding for complex projects

Project funding

Companies often need project funding to build new assets – create new manufacturing capacity - and to capture unique business opportunities that require substantial funding. Weaver Capital assist in creating cross border risk mitigation instruments, leveraging against orders to raise capital from large ordering companies balance sheets and financials.

We sometimes include partner companies that place these orders, in risk sharing model to build models that ensure success in the funding cycle.

Strategy consulting

We provide expert consultants who work with your team to create automated and unique business process and approach that ensure both rapid new business acquisition, new value propositions and funding models that are combined to ensure competitive advantage to your enterprise





Africa Funding

Our Africa funding business is built around the companies we service that are expanding rapidly across the continent and require funding for their business engagement in these markets.

Our African Funding models are based around the combination of Political Risk Insurance, Export Credit Assurance cover – as well as transferring company credentials – to build effective models that enable the structuring of unique funding models for these opportunities.

We create solutions that ensure engagement of offshore funds – especially given the capital availability to Africa banks – as well as their capital conversion rate which is historically too low to support large transactions.

Please also review :
<http://www.weavercapital.co.za/Africa%20funding%20whitepaper.pdf>

FOR MORE INFORMATION

For more information – please review our web pages on

<http://www.weavercapital.co.za>

Global Services

Our Global services business is rapidly expanding with projects in Europe, Australia and North America.

Our value proposition to European and Other English-speaking countries is thus:

1. The creation of partnership with truly global enterprise that will allow for rapid growth of the selected business partners offerings across multiple markets.
2. Access to funding available to these entities to resolve current business requirements.
3. Access to the clients of these global organizations in order to rapidly capitalize on "in-market" opportunities. Together with this Weaver Capital also provides access to globally positioned SA insurers and Merchant banks as well as investment companies that will provide new access to funding for selected global partners. Our vision is the establishment of mutually beneficial relationships between our clients and support this with adequate funding models that assure the success of each operation.



The commodity business

Chrome Commodities

Weaver Capital maintain relationships with some of the largest global purchasers and trade in the following Chrome commodities:

- Chrome Concentrate - 44/42 and 42/40.
- Chrome ROM for production of Chrome concentrate as well as for export
- Chrome Lumpy for applications as above

We have an experienced team as well as research - combined with international reach through our trading partners - to allow for distribution of these resources.

Mining Finance

We realise that our mining customers often have extensive funding requirements to obtain plant and equipment, as well as the need for bridging and other funding options to support their resource business.

Weaver Capital through its funding channels provide:

- Venture Capital funding
- Bridging finance
- Long term asset finance
- Acquisition funding
- Cross border funding solutions

This enables our customers to capture opportunities efficiently - and reduce the impact on cash flows as they expand their businesses.

Our focus is on ensuring access for our customer to funding of the commodity trade cycle as well as in expanding their mining businesses – and rapidly building capacity to ensure exciting business growth

Although we don't focus on many commodities apart from Chrome – where SA has 80% of world resources – we also have contacts in the related ferrous metals market and Coal

AROUND TOWN



Trade Finance

Trading in any commodity - require funding of the delivery cycle from FOT transactions through DAP, FOB and CIF deliveries- weaver capital provide complete solutions throughout this cycle. Please review our brochure on: <http://www.weavercapital.co.za/Trade%20finance.pdf>



Mining Finance

We work closely with Mining companies to build asset funding models – expansion capital solutions as well as acquisition funding for their broad requirements



Trade Solutions

We represent many global buyers of commodities in SA – and work with our mining partners to enable the sale of commodities – that ensure business growth – but also access to capital through leveraging of these contracts

The consulting practice

The Weaver Capital Consulting practice is focused on the development of innovative ideas and solutions to complex business problems.

With broad experience in the re-engineering of business process, re-structuring of companies that are experiencing profitability and business continuity risks, and innovative re-positioning projects to improve competitive advantage

Weaver Capital consultants are unique in their approach to meeting your business needs.

Our practice is structured to meet five important aspects of your business:

The EDMS practice which considers the way you work and interact with customer – allowing you to accelerate process, eliminate cost and gain new business revenue

The Knowledge Practice - Weaver Capital build solutions around knowledge management which allows our customers better access to corporate information, allows them to aggregate both corporate and personal knowledge and through this enable themselves to make more informed business decisions

The strategy Practice – focused on combining the above together with unique financial solutions to differentiate your company and build competitive advantage

Financial consulting:

Unique financial solutions that allow your organization to access capital – and expand rapidly – by immediately capitalizing on business opportunities.

Technical Consulting – focusing on understanding your technical process environment – and matching this with our business network as well as financial solutions to ensure exciting business advantages.

Read more on:

<http://www.weavercapital.co.za/Technical%20Consulting.pdf>



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