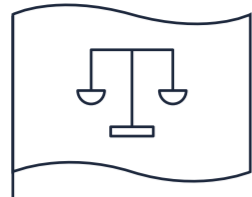


Fact Sheet



Established in 2003

Medu Capital is a professional investment management company with a focus on private equity. By providing long term capital and significant management skills, we partner with entrepreneurs to grow and develop privately owned businesses.

MEDU CAPITAL IS WHOLLY OWNED BY ITS MANAGEMENT TEAM.

Since its inception Medu Capital has raised over

R2 billion



of capital

for respective investments across its three funds, namely MEDU I, MEDU II and MEDU III. Funds are sourced locally and internationally from institutions and the money is invested locally in South Africa and the rest of Africa.



As an established private equity company,

Medu Capital

has a number of unique features:

Medu Capital has a proud record of investing in **26** businesses in diverse sectors

including retail, manufacturing, industrial services, chemicals, plastics, transport, construction, mining, healthcare, technology and education.



OWNERSHIP AND MANAGEMENT

Medu Capital is wholly owned by its management team.

The executive team consists of Nhlanganiso Mkwanazi, Ernest January, Siyabonga Nhlumayo, Godlief Bashele and Paula Mokwena. Medu Capital has built an executive team with extensive investment and executive management experience. Medu Capital's executives have successfully partnered with many entrepreneurs to build businesses in diverse sectors.

As owner-managers, they are highly committed to ensuring the success of Medu Capital and its private equity funds under management.

- 1** Owner-managed, private equity focused business; Medu Capital has a singular focus on its private equity business. This, together with its flat corporate structure, allows for agile and effective decision-making resulting in greater competitiveness and streamlined deal execution.
- 2** Proven partner to entrepreneurs in diverse sectors: Medu Capital has successfully invested and partnered with entrepreneurs in diverse sectors. Medu Capital's executives have extensive investment and executive management skills and experience.
- 3** Medu Capital's executives have extensive investment and executive management skills and experience.
- 4** Excellent BEE credentials: Wholly owned and managed by Black South Africans, Medu Capital embraces the spirit of a scorecard approach to BEE. With its BEE credentials and strategy, Medu Capital is strategically positioned to participate in investment opportunities that are created by a strong and growing economy and changes in the socio-economic environment in the country. The company is also well placed to promote the transformation objectives of the country.



INVESTMENT APPROACH

Medu Capital invests institutional capital in various portfolio companies. The company seeks to partner with proven entrepreneurs in established businesses with the objective of developing and growing the portfolio businesses.

Medu Capital has a broad experience of investing in diverse sectors. Investments of at least R50 million per transaction are made in companies operating in various sectors including basic industries, consumer goods, services, information technology, general industrials and financial services sectors of the economy. Medu Capital acquires significant minority or majority of equity interests in portfolio companies.

Medu Capital targets investment opportunities in attractive businesses with competent management teams. The key management teams of the portfolio companies are supported and encouraged to be significant shareholders in the business.

Medu Capital is typically involved in a variety of transactions, including:

- Providing long term, expansion capital to portfolio businesses;
- Partnering with established entrepreneurs as a significant minority shareholder to facilitate a partial realisation of value and to assist in growing and developing the underlying business;
- Acquisition of the whole or a majority interest in a portfolio business in partnership with new incoming management or existing management (management buy-out or management buy-in transactions);
- Companies seeking to enhance their BEE credentials; and
- A combination of the abovementioned transactions.



Medu Capital is committed to growing and developing its investments. As such, we work closely with our partners to achieve agreed goals and objectives. Medu Capital's executives assume non-executive roles in the portfolio companies, and typically are appointed serve on the boards of directors of the portfolio companies and the relevant subcommittees of the boards.



INVESTMENT TRACK RECORD

Medu Capital has since its inception raised over R2 billion of capital for investment. Funds are sourced locally and internationally from institutions and the money is invested locally in South Africa and the rest of Africa. Medu Capital has established the following investment funds:

- Medu I, closed in 2003, had capital commitments of approximately R300 million and is fully invested and realised;
- Medu II, closed in 2008, had capital commitments of approximately R900 million and is fully invested; and
- Medu III, closed in 2014, has capital commitments of approximately R1.2 billion is open for new investments.

Medu Capital has a proud record of investing in over 26 businesses in diverse sectors including:



To date, 15 investments have been successfully realised.

The company has, across all of its investments, generated above average investment returns driven by its core philosophy of partnering entrepreneurs in growing the underlying businesses. Medu Capital's track record demonstrates core capabilities and strengths, which include:

- A disciplined approach to investing;
- A committed and motivated management team, with extensive investment and executive management skills;
- An ability to add value to portfolio companies.

BEE

Medu Capital embraces the spirit of a scorecard approach to BEE and is well positioned to promote the transformation objectives of the country. With its own strong BEE credentials, one of the primary objectives is to promote the implementation of the scorecard approach in portfolio companies.

