

Bethanie Management Consulting

Accounting | Tax | Advisory | CFO Outsourcing

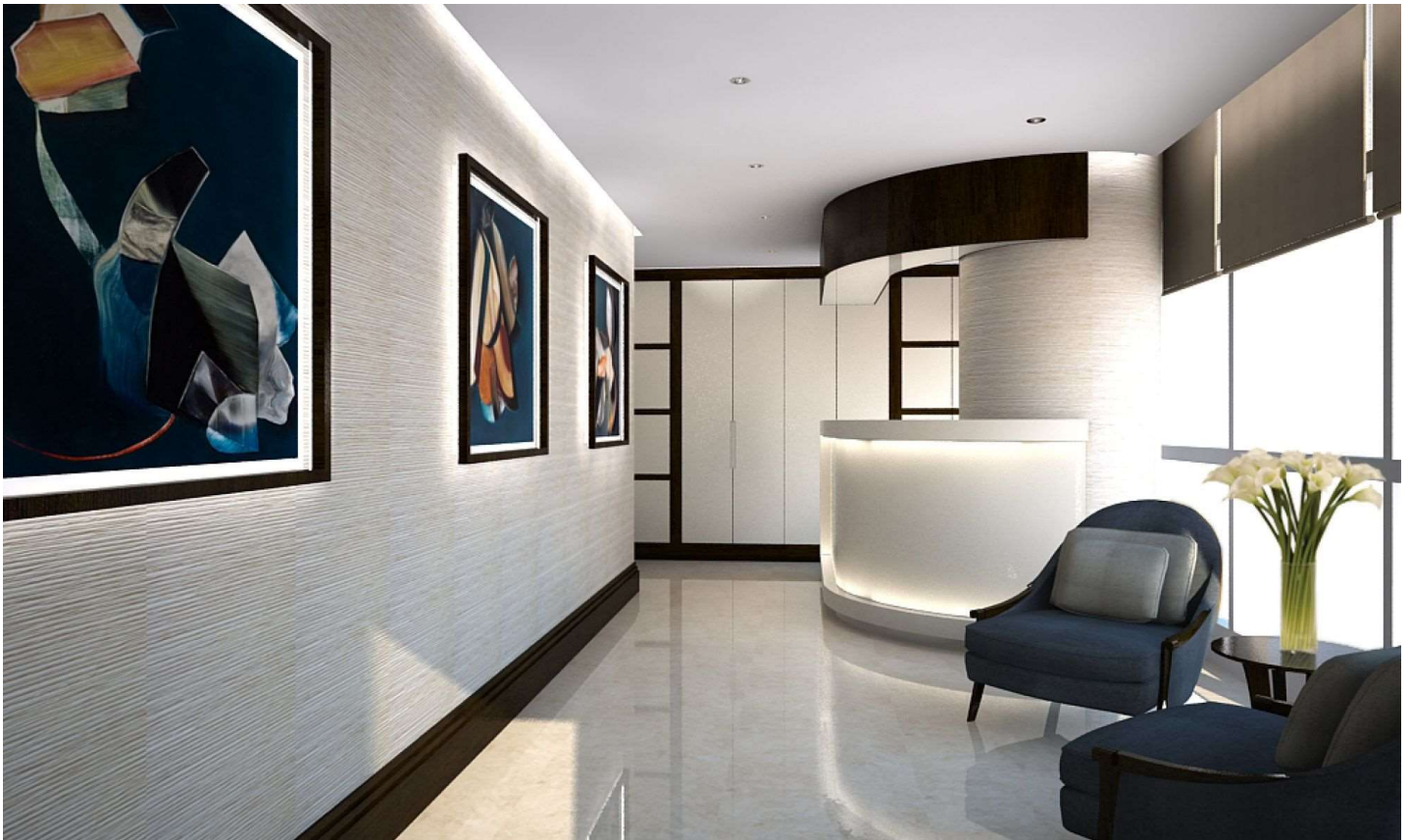
COMPANY PROFILE

We improve business performances, accelerate growth and create sustainable long-term value

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NATURE OF BUSINESS

Bethanie Management Consulting CC(BMC) are professional accountants, seasoned business and financial advisors. We help businesses to improve performances, accelerate growth and create long-term value.

BMC is in existence since January 2004.

We provide a wide range of innovative, value adding services that assist businesses and SME's to win in the market place and create value. We specialise in accounting, finance, taxation, business and management advisory such as business turnarounds, restructuring, workouts, business improvement and growth advisory, financial due diligence, valuations and deal structuring.

We are also specialists in the outsourcing of senior accounting and finance professionals such as chief financial officers, financial managers, project accountants and senior bookkeepers.

Our business is 100% black owned.

OUR VISION

To be the preferred provider of innovative, tailor-made, integrated and sustainable business solutions to enable businesses and organisations to succeed and create value for its stakeholders.

OUR MISSION

To provide innovative and value adding business support to clients to improve the efficiency and effectiveness of their operations and unlock and grow shareholder value.

OUR VALUES

- Integrity – uphold high levels of integrity and honesty and maintain trustworthiness,
- Respect – treat with dignity and show respect for employees, clients and other people,
- High standards – constantly raise standards of performances and conduct to provide high quality services,
- Teamwork – develop great teams to produce great results,
- Continuous development – continuously develop knowledge, skills and capabilities in order to render value adding services to clients,
- Professionalism – display high levels of professionalism,
- Superior customer services – create significant value for clients,
- Speed – reduce turnaround times of services, projects and produce outputs and results speedily,
- Innovation – embrace continuous change, encourage the generation of new ideas and continuously improve operations, client services, leadership.



BENEFITS THAT OUR VALUE ADDING SERVICES PROVIDE

Our services are designed to provide tailor-made, innovative, sustainable and integrated business solutions to enable businesses to:

- grow cash flow and liquidity,
- increase revenue and market share,
- enhance profitability and return on investments,
- built a good reputation in the marketplace,
- identify and mitigate business risks,
- built and maintain strong, resilient and quality business operations and
- comply with relevant laws and regulations.

OVERVIEW OF BUSINESS

The business environment is becoming increasingly volatile, uncertain, complex and unambiguous and is changing at an unprecedented rate. Accounting standards are continuously changing. The regulatory environment is constantly changing and applicable business laws such as the Companies Act, 2008, Consumer Protection Act, 2008, National Credit Act, 2005, Public Finance Management Act, 1999, labour laws, taxation laws etc are becoming increasingly complex.

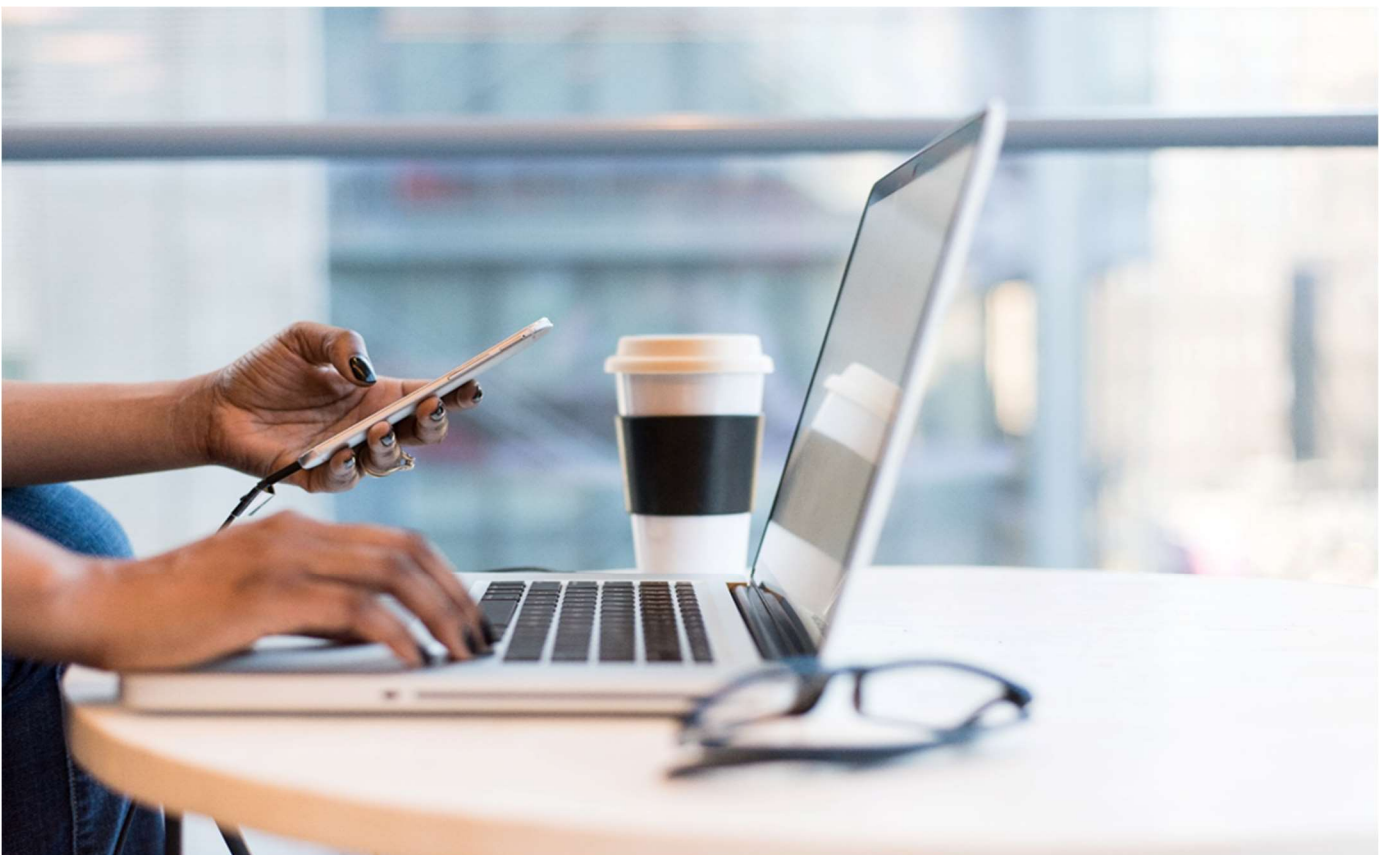
Business conditions are getting tougher. The economy is not growing, unemployment is at a record high, a downgrade by the ratings agency is staring us in the face. Government spending is under scrutiny. Our currency is unstable and makes foreign trading and investments risky. The Fourth Industrial Revolution is making a significant impact on how business is being conducted and how we work. Customers and clients demand higher standards, competition is growing and getting tougher etc. As a result, the profitability, revenues and cash flows of businesses are coming under severe pressure. These conditions and challenges keep business owners, entrepreneurs and managers awake at night.

We have an excellent understanding of these challenges and complexities and will guide businesses and organisations to capitalize on these complexities and challenges in order to unlock value for shareholders and other stakeholders.

Our major strengths are the following:

- Our business methodology includes the thorough understanding of the client's specific industry, business, objectives, strategies, needs, processes and policies in order to provide innovative business solutions that support overall business strategy,
- We are a member of the SA Institute of Chartered Accountants, a world class, premier accounting body,
- We are committed to the values of honesty, integrity, reliability, objectivity, accuracy and transparency,
- We have over 20 years' experience in the services we provide,

- We train and develop our staff on an ongoing basis and conduct regular researches to ensure that our skills and competencies remain world class in order to provide our clients with innovative business solutions,
- We have teamed up with alliance partners with specialised skills that can provide other services such as information technology, marketing and industry specialization, corporate law and human resources management should the need arises.



VALUE ADDING FINANCIAL AND MANAGEMENT ADVISORY SERVICES

TRANSACTION SUPPORT

Our transaction support services assist clients who would like to raise finance, expand their businesses, invest in new or existing businesses, planning a merger, buying or selling a business.

These services are follows:

- Valuations for mergers & acquisitions (M&A), financial reporting, tax and planning purposes,
- Financial due diligence,
- Structuring of deals for M&A,
- Post acquisition implementation,
- Profit and cash flow forecasts,
- Raising of acquisition finance,

OTHER SERVICES

- New company registrations and amendments,
- BEE certificates and affidavits

MANAGEMENT SUPPORT

Our management support services assist large businesses and SME's to enhance performances, accelerate growth and create sustainable value over time while optimizing business risks. These services are as follows:

- CFO outsourcing services,
- Financial management and restructuring,
- Design and implementation of systems of internal control, business and financial processes,
- Enterprise risk management,
- Preparation of annual financial statements in accordance with IFRS, IFRS for SME's, Companies Act,
- Integrated reporting,
- Monthly management reporting, accounting, bookkeeping and payroll services,
- Taxation planning and advice including completion and submission of annual tax returns, provisional tax, PAYE, VAT, dividend tax returns and documents,
- Compilation of business plans to raise finance,
- Raising of finance for working capital and expansions,
- Business coaching and mentoring,
- Strategy development and implementation,
- Project and contract management,

BUSINESS TURNAROUNDS, RESTRUCTURING, WORKOUTS AND BUSINESS RESCUE

The above services restore the profitability and improve the financial health of businesses in distress on a sustainable basis. These services are as follows:

SITUATION ASSESSMENT

- Financial health diagnosis,
- Diagnostic review,

TURNAROUND IMPLEMENTATION

- Emergency management,
- Quick fix and disposal,
- Turnaround kick-start,
- Comprehensive turnaround implementation,

INTERIM MANAGEMENT

TURNAROUND COACHING/MENTORING

PREVIOUS MAJOR CLIENTS AND BUSINESS PARTNERS



Provided structured investments consultancy services



Provided outsourced CFO services and inhouse consulting services



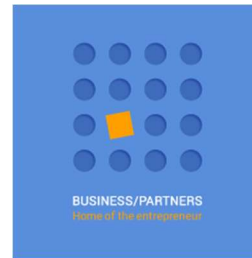
Provided business consultancy services, mentoring and coaching to IDC-funded businesses



Provided management advisory services to its clients including SA Breweries - Packaging division



Provided management advisory services to its clients including Mercantile Bank



Provided business consultancy services, mentoring and coaching to Business Partners funded businesses



Compiled annual financial statements according to IFRS and performed a financial due diligence in order to make an acquisition



Assisted the CFO with financial management services



DENEYS

REITZ
ATTORNEYS

pwc



energy

Department
Energy
REPUBLIC OF SOUTH AFRICA

PB Power LTD, Sihlali Molefi Inc, Denton Wilde Sapté (UK)

Through partnership, we provided transaction advisory services to the Department of Minerals and Energy on the Independent Power Purchase Project (NewGen Project)

PROFILE OF OUR CHIEF EXECUTIVE OFFICER

Our Chief Executive Officer, Virgil Bethanie, is a seasoned business and financial advisor. He is an associate of The South African Institute of Chartered Accountants and has a BCompt (Hons) degree from the University of South Africa (UNISA). He completed his Chartered Accountancy/articles training at PricewaterhouseCoopers, one of the BIG 4 accounting firms, in 1994.

After leaving the audit profession, he worked for various companies as accountant, financial manager, chief financial officer and management consultant, respectively, over a period of more than 20 years, in industries such as freight, logistics and transport; fast moving consumer goods (FMCG); manufacturing; real estate; financial services and public sector.

Virgil Bethanie advises and assists businesses and organisations regarding strategy, risks, finance, governance, operations and performance in order to create sustainable value over time. He has assisted a number of businesses that was in distress and performed poorly. His intervention resulted in the significant improvement of the performances of these businesses.

You may also view his blog at www.bethanieconsulting.co.za/blog as well as his LinkedIn profile.



<http://za.linkedin.com/pub/virgil-bethanie/28/ab/1bb>



For more information about our services, please visit www.bethanieconsulting.co.za