



Intellego

INVESTMENT CONSULTING | CORPORATE ADVISORY

Celebrating  *of Bespoke Investment Solutions*

CORPORATE PROFILE

www.intellego-ic.com



INTRODUCING INTELLEGO.....

Intellego Investment Consultants (Pvt) Ltd ("Intellego") is a specialist investment consultancy and corporate advisory firm licensed by the Securities and Exchange Commission of Zimbabwe. We provide a wide range of investment consultancy and corporate advisory services targeting primarily institutional investors who are responsible for managing pools of funds ("the Funds") as well as corporates looking to position for growth and profitability through financial and strategic solutions.

Investment Consulting

We assist institutional investors in their investment framework and decision-making processes with a view to enhancing the Funds' ability to meet their obligations and/or objectives.

As such, we are anchored between the Funds and their Investment Managers by ensuring that we properly understand the Funds' obligations and requirements, and give Investment Managers specific mandates that ensure that the Funds' overall investment objectives are met. We thus exist to add value to the investment management process by ensuring that the Funds' objectives and constraints are clear to the Investment Managers to enable them to properly implement the Funds' investment program.

Corporate Advisory

Our Advisory Services help to position corporates and other business entities for growth and profitability through bespoke financial, strategic and investment solutions. We help

business to come to the capital markets and thus facilitating asset creation for the benefit of institutional investors.

We leverage on our in-depth understanding the investment management industry to develop innovative products and solutions for corporates that suit the requirements of institutional investors for enhanced returns and portfolio diversification.

We bring our deep knowledge of local capital markets including trading, research, consulting and transaction execution to any engagement with and on behalf our clients. Our understanding of the key value drivers and market dynamics of the sectors we work in is an essential part of our ability to create custom crafted services for our clients.

Being a small, multi-talented team, we also leverage on strong relationships with a network of debt and equity providers both locally and internationally. This model accelerates the rate at which we are able to bring transactions to successful completion for our clients. Our approach is open, dedicated and results-driven.

Our Identity

The name "Intellego" is a Latin word for "intelligence" which resonates with our skills-based offering where we seek to add value to our clients through assembling a team of experts and providing clients with the best solutions backed by the most up-to-date research, information and market intelligence. Our logo (the knot) is an African symbol denoting knowledge, wisdom, intelligence, ingenuity and patience (derived from the West African state of Ghana).



Vision

“To be the market leader in providing investment consulting and corporate advisory solutions.”

Mission

“To help our clients succeed in their investing and financing programmes .”

Values

Passion & Excellence

- ◆ High quality of work
- ◆ Accountability for our performance.
- ◆ Intolerance of mediocrity.
- ◆ Meeting and exceeding

Professionalism

- ◆ Highest Standard of performance.
- ◆ Sound, independent judgment.
- ◆ Objectivity
- ◆ High degree of knowledge.
- ◆ Ownership of own actions.

Integrity

- ◆ Actions guided by respect, honesty and righteousness.
- ◆ Good stewardship of client and company resources.
- ◆ Guided by sound interpersonal and business principles and corporate governance principles

Teamwork

- ◆ Team approach to designing client solutions
- ◆ Shared understanding and responsibilities, and actively listening to each other.
- ◆ Collaboration for best results
- ◆ Leveraging on each other's competencies and strengths.

*Endeavouring for robust
Growth and Success in ours
and our client's business....*





Our Unique Approach



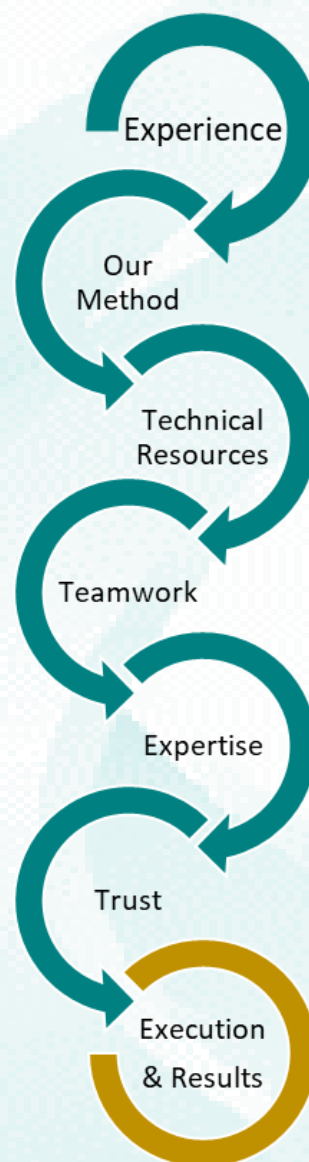
Focus.....

Intellego approaches every client engagement with uncompromising independence and integrity.

Our approach is driven by unique success factors:

- 💎 Our focus on the precise, specific needs of our client leveraging on our deep, specialist knowledge and expertise.
- 💎 Our ever-growing network with access to debt and equity capital and knowledge of the key players in the sectors.
- 💎 Our dedication to our clients at every stage, every hour of the day or night.
- 💎 Our ability to identify, brief and coordinate tax, legal and accounting specialists, freeing our clients to run their business during the deal process.

- 💎 Our expertise in the organization of a systematic and professional process throughout our engagement with our clients



A structured approach to every engagement.....



Investment Consulting

Within the Investment Consulting division, we offer the following range of services:

💎 Investment Policy Advisory

This involves assisting our clients in the formulation of investment policies and strategic asset allocation culminating in the drafting of the Investment Policy Statements (IPS). We also advise on the governance structure and guidelines for institutional funds as well as reviewing their existing policies and guidelines for compliance with the relevant governing legislation and regulatory requirements.

💎 Investment Analytics

This involves evaluating investment proposals, confirmatory project appraisals, pro-forma portfolio analysis and optimisation and, macro-environmental analysis

💎 Performance Analysis & Reporting

Performance reporting is much more than just calculating the returns of the Fund and of Investment Managers but more importantly understanding the sources of the performance and what corrective actions can be taken to en-

sure the Fund continues to deliver on its obligations and/or objectives.

💎 Investment Manager Research, Selection and Monitoring

Instead of just selecting Investment Managers based on what they promise, we pay a lot of attention to each manager's investment philosophy and style and how the Investment Manager is able to deliver on that philosophy/ style. We do not only help the Trustees with the selection of the Investment Managers but also in designing the mandate and negotiating the fees on behalf of the Trustees.

💎 Training and Education

We also seek to enhance the general level of understanding regarding investment decision-making and other related areas by the Fund Trustees or other personnel involved in the investment decision-making process



The Investment Consulting Process.....





Our Investment Consulting Clientele

Intellego pioneered independent investment consulting in Zimbabwe and in the 10 years since our founding, we have built a strong portfolio of institutional clients with an aggregate assets under advisement value of over **USD 450 million**. Below is a sampling of some of our investment consulting clientele:





Corporate Advisory

Intellego is aptly-named. Intelligence and integrity inform our advice to clients on every aspect of a prospective deal, anticipating developments before they happen and orchestrating the mechanics to allow our clients to keep running their business.



We believe in listening to the client, as understanding each client's specific business and transactional needs is integral to delivering world-class corporate advisory service. We have developed a deep understanding of the dynamics of deal-making to offer value added advice across a broad range of corporate fields.

Our advisory service offering include:

Capital Markets Advisory - Debt, Mezzanine and Equity Financing. Initial Public Offers, Rights Issues, Project Finance, Debt and/or Equity Issues and Private

Placements.

Mergers & Acquisitions Advisory - Buy-side and Sell-side Mergers & Acquisitions, Disposals, Leveraged Transactions, Management Buy-outs and Buy-ins, Privatisations, Public Private Partnership Transactions, Private Equity advisory.

Strategic Corporate Advisory - Capital Structure Optimisation, Corporate Development Advisory, Privatisations Advisory, Joint Venture and Public-Private Partnership Advisory.

Special Situations Advisory - Distressed company advisory, Strategic restructurings, Balance sheet Restructuring. (Debt and Equity), Debt Workouts and Schemes of Arrangement, Cost containment strategies, Revenue Enhancement.

Risk Management Advisory - Financial Risk Management Advisory, Enterprise Risk Management Advisory, Transaction Risk Advisory, Risk Analytics & Reporting, Risk Rating Services.

Transaction Support Services - Project Appraisals, Pre- and Post-transaction Financial and Commercial Due Diligence, Business planning and model reviews, Financial modelling and Business Valuations, Fairness Opinions, Independent Financial Advisory, Employee Share-based remuneration schemes.



Our Corporate Advisory Track Record

Intellego has been mandated with a number of corporate advisory engagements including capital raise transactions, project finance, restructuring, project appraisal, asset disposal, business valuations, debt issuance and business sale.

The following is a sampling of some of our current and past engagement mandates:

 USD 22 Million REIT advisory , capital raise and listing December 2022	 USD 20 million REIT advisory, capital raise and listing of the NRZ Pension Fund sponsored REIT Ongoing	 USD 49 million Capital raise advisory for the REIT's first hotel asset in Victoria Falls Ongoing	 USD 72 million Valuation & Transaction Advisory for NSSA June 2023
 Undisclosed Valuation & fairness opinion engagement for NSSA November 2020	 USD 20 million Capital Raise Financial Advisory Ongoing	 Undisclosed Valuation & fairness opinion engagement for NSSA October 2020	 Counterparty Bank Risk Rating Advisory Recurring
 USD 65 Million Bond Listing Advisory 2017	 USD 8 million Capital raise advisory for shopping mall development Ongoing	 USD 15 Million Rights Issue Advisory 2014	 USD 15 Million Private Placement Capital Raise 2012



Our Team

Intellego has put together a team of consultants that combine skills in investment banking, capital markets, corporate finance, corporate law and investment management in order to effectively serve our diverse clientele. Below are the summary profiles of our team members



CFA ,
ACIS,
BBS (Hons)

Welcome Mavingire

MANAGING CONSULTANT,

Welcome has over 24 years' experience in the financial services sector in both Zimbabwe and Botswana with Kingdom Financial Holdings. He co-founded Intellego in July 2013 as its Managing Consultant. A CFA Charter holder, Welcome graduated with a Bachelor of Business Studies, Honours Degree from the University of Zimbabwe in 1997. He is also an Associate Member of the Institute of Chartered Secretaries and Administrators (CIS). He is the current President of the Investment Professionals Association of Zimbabwe and an active volunteer with the CFA Institute in the United States of America.

Core competencies: Investment Management, Investment Banking, Strategic Advisory



CFA, CIPM,
B.Comm
(Hons),
LLB (Hons),
MSc (Finance)

Itai W. Chirume

SENIOR CONSULTANT

Itai is an investment banker and legal advisor with over 22 years of experience in treasury management, investment management, corporate advisory and stockbroking. In 2008, he co-founded a brokerage house and investment advisory boutique, MMC Capital (Pvt) Ltd and in 2013, he also co-founded Intellego Investment Consultants (Pvt) Ltd. Itai is a Chartered Financial Analyst (CFA) and also holds the Certificate in Investment Performance Measurement (CIPM). He graduated with a Bachelor of Laws (LLB) degree, a Bachelor of Commerce Finance Honours Degree and Masters of Science in Finance and Investment Degree. He is a registered legal practitioner, notary public and conveyancer in Zimbabwe.

Core competencies: Legal Advisory, Stockbroking, Investment Management, Investment Banking, Strategic Advisory



B.Tech
(Hons),
CAIA and FRM
Candidate

Owen A. Namusi

SENIOR CONSULTANT & HEAD - CORPORATE AND RISK ADVISORY SERVICES

Owen heads Intellego's Corporate Advisory Services unit having been part of the pioneering team in 2013. He has over 15 years' experience in investment analysis, capital markets research and corporate advisory. He has led a number of advisory engagements in the areas of debt and equity capital raisings, public listings, business valuations, alternative investment origination and risk advisory. Owen holds a Bachelor of Technology (Honours) Degree in Financial Engineering from the Harare Institute of Technology and is currently studying towards Chartered Alternative Investments Analyst (CAIA) and FRM certifications.

Core competencies: Investment Banking, Strategic Advisory, Alternative Investments and Risk Advisory.



Team Member Profiles



Runyararo Madzivire, ASSOCIATE CONSULTANT

Runyararo is an associate consultant with Intellego, with expertise in both finance and real estate management and valuations. Prior to joining Intellego, Runyararo was with Dawn Property Consultancy. She has over 10 years working experience in the administration of property investment portfolio comprising commercial, residential, industrial and specialised properties. Runyararo is a holder of a Bachelor of Commerce Honours Degree in Finance from NUST and is a Registered Estate Agent and a Licentiate Member of the Real Estate Institute of Zimbabwe

Core competencies: Investment Management, Financial Modelling and Research



Tinotenda Gakanje, ASSOCIATE CONSULTANT

Tinotenda is an associate with over 6 years' experience in investment analysis, portfolio management advisory and capital markets research. She holds a Bachelor of Technology Honours Degree in Financial Engineering and is a Certificate in Investment Performance Measurement (CIPM) level II Candidate.

Core competencies:

Investment Analysis, Portfolio Management, Financial Modelling and Industry Research



Tatenda Mashonganyika, SENIOR INVESTMENT ANALYST

Tatenda has over 5 years' experience in the pensions business having started his career with Zimnat Life Assurance where he gained exposure across actuarial, group life and pensions departments. Tatenda holds a Bachelor of Commerce Degree in Risk Management and Insurance from the National University of Science and Technology. He is also a CFA Charterholder and currently pursuing studies towards the Certificate in Investment Performance Management.

Core competencies:

Investment Analysis, Portfolio Management and Corporate Finance



Tapiwa Muchengadare, ASSOCIATE CONSULTANT

Tapiwa is an investment professional who has served Intellego as an Associate Consultant in the Alternative Investments division since February 2022. Prior to his engagement, Tapiwa had served two local Banks (FBC Bank and CBZ Bank) as a Junior Officer. Tapiwa holds a Bcom (Banking and Finance) from MSU and a Master of Finance and Investments from UZ.

Core competencies:

Alternative Investments, Project Appraisals and Financial Modelling



Team Member Profiles



Lazarus Masunungure, ASSOCIATE CONSULTANT

Lazarus is an analyst with Intellego, having joined the firm in 2022. Prior to that, he had worked at the Securities and Exchange Commission of Zimbabwe within the Capital Markets Surveillance division for his industrial attachment which gave him immense exposure to a diversity of market players and transactions.

His experience spans from valuations, due diligences to engagements in capital market transactions. His experience has enhanced his skills in financial modelling, financial analysis and valuations.

Core competencies: Investment Analysis, Corporate Finance, Due Diligence, Financial modelling



Tariro Baramasimbe, ASSOCIATE CONSULTANT

Tariro is an associate with over 4 years' experience in investment and risk analysis analysis as well as portfolio management advisory. She holds a Bachelor of Science Degree in Actuarial Sciences from the University of Zimbabwe and is currently pursuing her professional studies with the Institute Faculty of Actuaries.

Core competencies: Investment Analysis, Portfolio Management, Financial Modelling and Industry Research



The Intellego Difference

Why choose us?

Our Approach

For our investment consulting clients, we focus on your liabilities first and only look at investment strategies with an aim to address your liabilities/ obligations/objectives. We thus provide solutions tailor-made to the specific requirements of our clients. This customer-centric approach enables us to keep track whether the Fund's requirements are being met and take corrective action on time should anything go off-track.

Our advisory engagements follow a best-practice, systematic process underpinned by a deep understanding of the client's transaction objectives. Our diverse complement of skills allows us to craft the right solution with the best outcomes for our clients.

Our Expertise

Our team is endowed with some of the best skills in the industry combining investment management, corporate finance, auditing, legal and financial engineering skills. Our consultants possess the highest levels of qualifications relevant for the industry with CFA Charter-holders, CIPM qualifications, Chartered Accountants and legal expertise.

Each member of our team brings a wealth of experience and skill that adds great value to every client engagement as well as ensuring excellence in execution. We believe we possess unparalleled expertise in the industry.

Our Independence and Objectivity

Intellego upholds the virtues of professionalism, independency and objectivity, and seeks to act in the best interest of clients at all times.

In addition to ensuring all decisions are made based on quantifiable, objective decisions, we also make full disclosures to our clients on a regular basis the extent of our sister company's dealings with investment management firms in order to remove any potential or perceptions of bias.

Our Pricing Philosophy

We believe in building long-term relationships with our clients hence our pricing seeks to strike a balance between ensuring our viability and covering costs, and affordability to the client. We believe in providing value-for-money and seek win-win pricing arrangements with our clients.





Our Contact Details



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