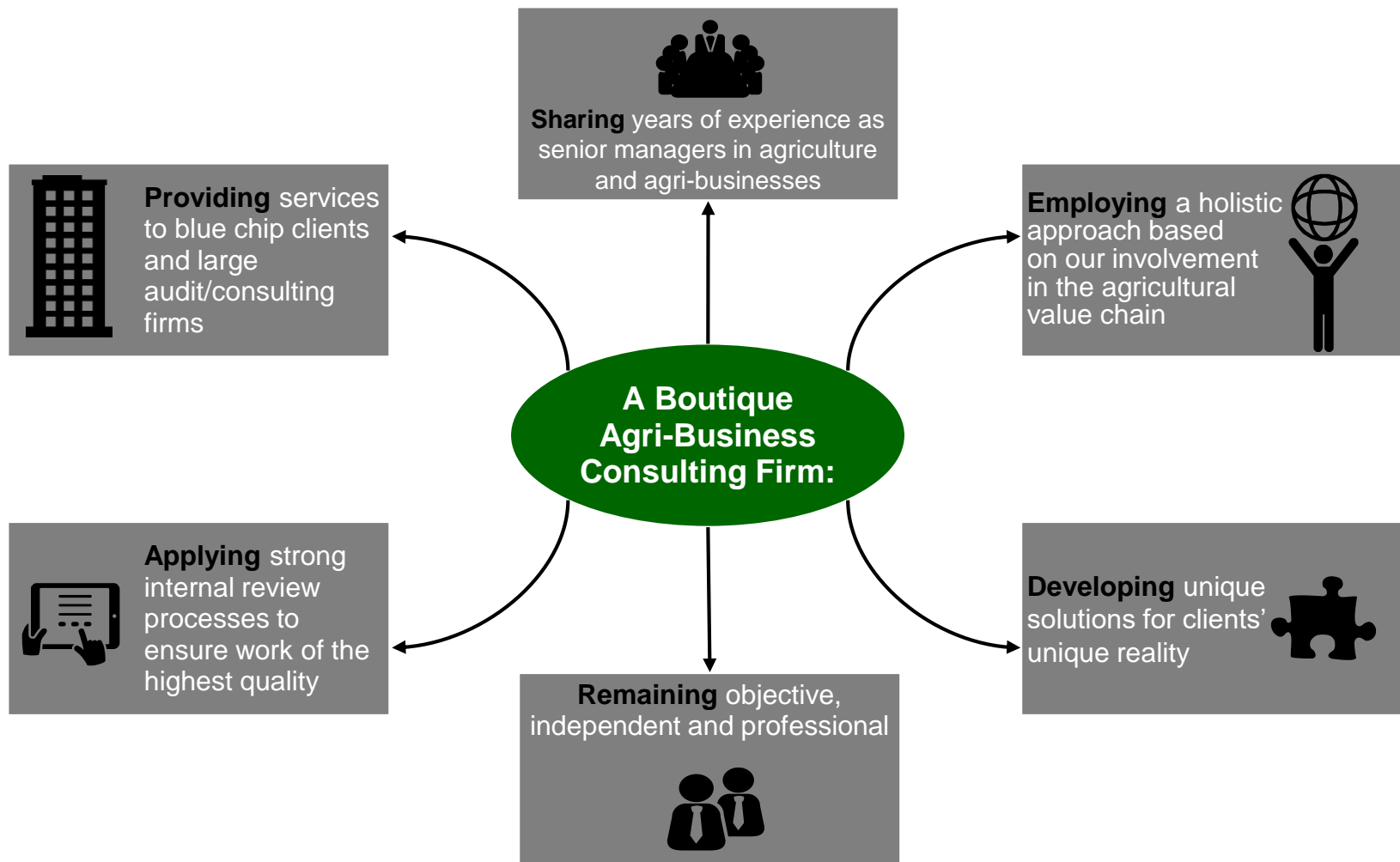


Into Africa Solution Services (Pty) Ltd, Reg. No. 2014/054404/07
Trading as Afrilogic, Directors: PG de Jager, M de Kock

Company Profile
February 2017



Who is Afrilogic?



Afrilogic is a team of dedicated and highly skilled professionals that provide consulting, financial advisory and risk management services to selected clients

Company Overview

Into Africa Solution Services (PTY) LTD (trading as Afrilogic) was established to bring together the specialist service offerings of advisory professionals operating in the African Agri-business sector.

Our professionals have extensive experience in commercial and developmental agriculture and related projects on the continent. We also specialize in the financing of different projects in the agriculture value chain.

Our team has assisted various Agri-businesses in entering or expanding their operations into Africa. Sectors include *inter alia*: animal feed, agro-chemicals, fertilisers, poultry, livestock, commodity traders and finance.

Afrilogic also has a vast network of associates which can be utilised to fulfil project specific requirements due to the highly technical and specialised expertise required. These include:

- Agricultural Economists
- GIS Specialists
- Agronomists
- Horticulturalists
- Animal Nutritionists
- Marine Biologists
- Corporate Finance Professionals
- International Taxation and Financial Advisory Professionals
- Fixed and Moveable Asset Valuation Professionals
- Etc.



Our first hand experience in African Agriculture has helped us to develop, not only innovative but also practical solutions for our clients. This ability to develop implementable solutions sets Afrilogic apart from other service providers who sometimes follow a very academic/theoretical approach.

Our team has first hand experience across Africa and understand the complexities of doing business on the continent

Our expertise: Strategy development and execution



Strategic Development

Our strategic development methodology typically involves finding answers to the following:

- What are your goals and ambitions?
- Where will you play?
- How will you win in your chosen market?
- What capabilities will be required?



Strategic Execution

We know, after years of practical experience in strategic execution, that even the best-planned strategy is useless if the organization's ability to execute this is not taken into account.

Our specialist services include:

- Mergers & Acquisitions
- Transaction advisory
- Due diligence
- Finance
- Post merger integration
- Foreign entity establishment
- Recruitment
- Turnaround

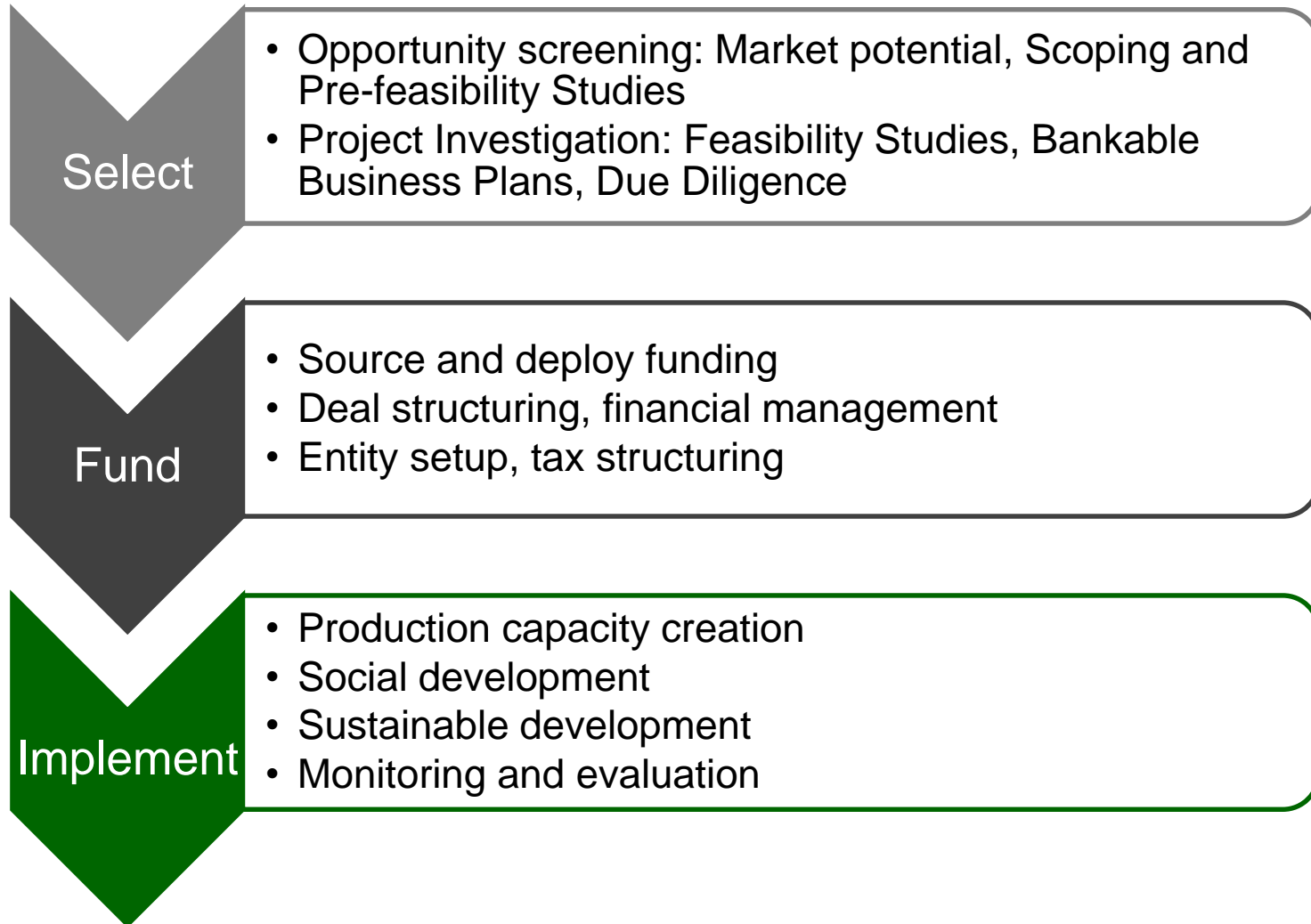


Support Services

Support services are part of our innovative and practical solutions and include:

- Taxation advise
- Risk management
- Project management
- Training and development
- Outsourcing

Our expertise: Project selection and implementation



Afrilogic has significant experience in agriculture & agri-business

Some of our recent engagements in the Private and Public Sector:

Land O'Lakes Inc. - Southern Africa

- South African market scan – crop protection (CPP) and feed
- Acquisition strategy – Africa (East and Southern)
- Identification and partner discussions
- Synergy mapping and term negotiations

Barclays Africa

- African agriculture finance strategy for the Group

Deloitte Corporate Finance

- Commercial due diligence on an African fertilizer company
- Commercial and technical due diligence on a vegetable processor

Deloitte Consulting

- Facilitation of Project Phakisa for DAFF & DRDLR

Multinational FMCG

- African country study: overview of the agriculture sector in 9 countries focusing on crop production as part of a market entry strategy

Syngenta Ventures Team

- Feasibility study of a tomato project near Lagos, Nigeria

Harmony Gold Mining Ltd

- Pre-feasibility study for commercial agriculture on their properties
- Feasibility studies for vegetables and olives

Barloworld Agriculture

- Mechanisation market entry strategy and implementation
- SA tractor market pricing review

International speciality fertilizer company

- Overview of the fertilizer market opportunities and regulation in 13 African Countries as part of developing a market entry strategy

Diversified Agri-Business

- Valuation of grain business and benchmarking against best practice

Deloitte Risk Advisory

- Forensic investigation into various land reform projects

Public Investment Corporation (PIC)

- Formulating and implementing a turnaround strategy for an integrated poultry producer

Our core team:



Pieter de Jager

Bachelor of Accounting, Honours degree in Accounting, registered Chartered Accountant (South Africa), Certificate in Project Administration, Commercial Farmer

- Pieter was a project leader with the Deloitte Africa Agribusiness Unit (DAAU) and co-owner and managing director of an extensive pineapple, cattle and game farm and also had interests in an eco-tourism venture
- Areas of expertise: Financial and Agricultural Risk Management, Company and Asset Valuations, Audit Support and Computerised Operational Services, Strategy Development, Production Planning and Feasibility Studies in Agriculture across Africa.
- Pieter was the project leader on many strategic interventions in Africa for amongst others, Land O'Lakes, Bayer, Syngenta and Barclays Africa.
- Pieter is also a Specialist Advisor in the animal and sub-tropical fruit sectors and has performed various market potential analysis and feasibility studies for a wide range of commodities and products in Africa
- He has held amongst others the positions of chairman of the Hluhluwe Queen Pineapple Marketing Association as well as the Hluhluwe Farmers Association.
- He is the Lead Director of Afrilogic



Mauritz de Kock

Bachelor of Accounting, Certificate in the Theory of Accounting (CTA), registered Chartered Accountant (South Africa), Bachelor of Science (Agriculture Production), Bachelor of Science (Honours) Agricultural Economics

Managerial courses: Master class in hedging, Harvard Business School's negotiation and decision making, Mergers and acquisitions – London Business School

- Areas of expertise: Mauritz has extensive experience as a financial executive in large organisations. He has been involved in agricultural businesses as an agricultural economist and financial manager for more than 20 years.
- He has extensive experience in expense management, strategic financial planning, budgeting & forecasting, business & control performance and management & analysis as well as risk management in grain trading and handling. Mauritz gained in-depth experience of the soft commodity markets as part of a management team responsible for a storage and trading business.
- He has established business entities in Angola, Brazil and Mozambique and has extensive experience in the dairy, fertilizer and grain trading and handling industries.

Mauritz has held amongst others the following positions:

- Financial Director of Sturruck and Robson Group
- Assistant GM: Finance & Administration Grainlink (Senwes Group)
- Financial Manager – Omnia International Operations
- Agricultural Economist – Clover SA
- Director - Afrilogic

Our core team (continued):



Andre Wolfaardt

Master's in Business Administration (Finance and Strategy), Bachelor of Science (Agriculture)

Managerial courses (BOLB), Soil classification
Occupational safety (NOSA), cash cropping
Compilation of profitability models for dairy, cattle and small stock farming

- Areas of expertise: Financial and Agricultural Risk Management, Credit Management, Bankable Feasibility Studies, Design and Evaluation of BBBEE projects, Specialist Advisor in the dairy, animal husbandry and cash cropping input finance schemes. Analyst of Agricultural Enterprises as well as value chain studies on maize in SADC and Africa penetration studies for Commercial Banks in Sub Sahara Africa
- Andre has over 33 years of experience in Agriculture and Agribusiness and he is considered an expert in Risk Assessment and Management, Turn Around Strategies and Out Grower Schemes
- He has held amongst others the following positions:
 - Specialist Project Manager in the DAAU
 - Management Consultant ECI Africa
 - Operations Manager BEE projects (7,500 hectares)
 - Manager Specialized finance and Operations
 - Manager Black Empowerment - AFGRI FARMING (11,400 hectares)
 - Manager Specialized Finance - Afgri Financial Services – a division of Afgri Operations Limited
 - ABSA Bank - National Manager Agribusiness



Pieter Esterhuisen

MCom Economics, Professional Certificate in Coaching, USA Series 3 Commodity Trading Certificate, JSE Agricultural Commodity Trading listing, Registered performance coach

Managerial courses: Mergers and Acquisitions – London Business School, Strategic Negotiations – Harvard Business School, International Executive Development Programme – Wits Business School and London Business School, Agribusiness: An Asian Experience – Harvard Business School, Consumer protection act – Compliance Online, Competition Law – Compliance Online

- Areas of expertise: Pieter has extensive experience in senior executive management in large organisations (13 years) and middle management positions (7 years) in the food value chain. He is a specialist in soft commodity derivative instruments and markets as well as physical commodity trading related logistics. He gained specialised experience in the management of grains storage enterprises.
- Pieter established soft commodity businesses in Malawi, Zambia, Mozambique and Kenya. He was also instrumental in the establishment of a major multinational commodity trading company in Southern Africa.

Pieter is an experienced conflict mediator, group facilitator and leader.

Pieter has held amongst others the following positions:

- General Manager Senwes Grainlink
- General Manager Suidwes Grain
- Head of Standard Bank soft commodity trading
- Group Procurement Manager Namib Management Group
- Senior Economist Maize board
- Lecturer in Economics - UNISA

Our associates:



Contactable references:

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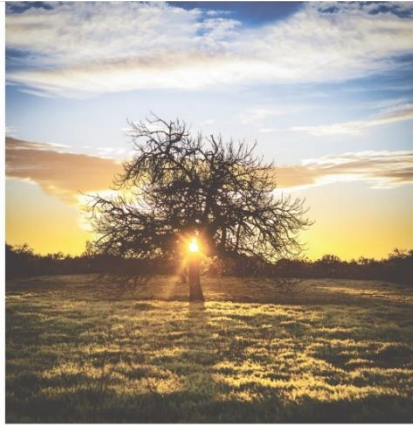
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BEE Status: B-BBEE Exempted Micro Enterprise, Level 4
Directors: PG de Jager, M de Kock



"Afrilogic" is the brand under which a team of dedicated and highly skilled professionals collaborate to provide consulting, financial advisory and risk management services to selected clients. .