



# RESONANCE

PROFILE

# Introduction to Resonance Capital

## Overview

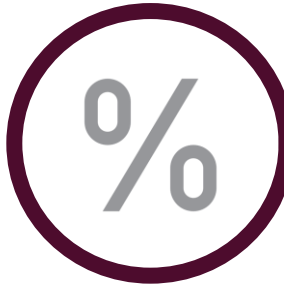
- Resonance Capital Proprietary Limited (“Resonance”), established in 2019, is a 100% black women-owned and led investment holding company.
- Resonance invests within highly profitable companies that have a demonstrable competitive advantage across targeted sectors.
- Resonance is a long-term investor, partnering with its investee companies to position them for growth, through active involvement.
- Core to Resonance’s purpose is economic and social transformation through the distribution of a significant proportion of its earnings to fund education initiatives and SMME’s into growth, thereby being additive to job creation.



# Our Investment Approach

## Black Women-Owned Investment Holding Company

### Shareholding Preference



- Preference for minority stake investments alongside strong operators.
- Majority stake investments are also considered where it is strategically important to do so.

### Long-term Investment Horizon



- Creation of long term shareholder value through patient capital.



- Transformation through 100% black women ownership, board representation and facilitating C-suite appointments in investee companies (where required).

### Strategic & Active Involvement



- Strategic contribution through Board representation.
- Actively support management teams through business development (organic and acquisitive), capital raising and capital optimisation (where required).

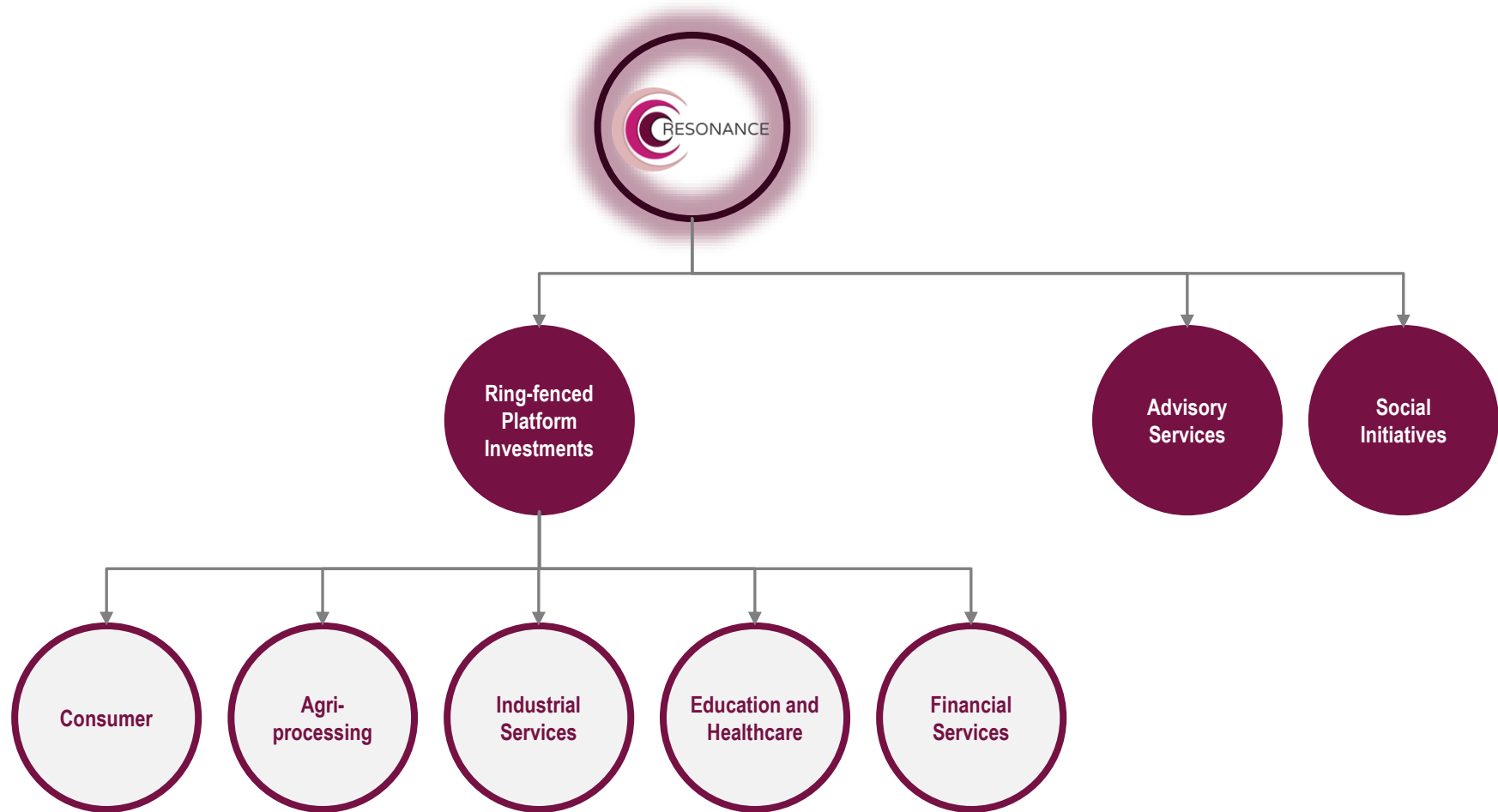
### Best-of Breed Companies



- Invest in businesses with a demonstrable growth path, alongside strong operators, with strong indicators of profitability and which operate within an industry niche.
- Partner where values are aligned.



# Our Group Structure and Sector Focus

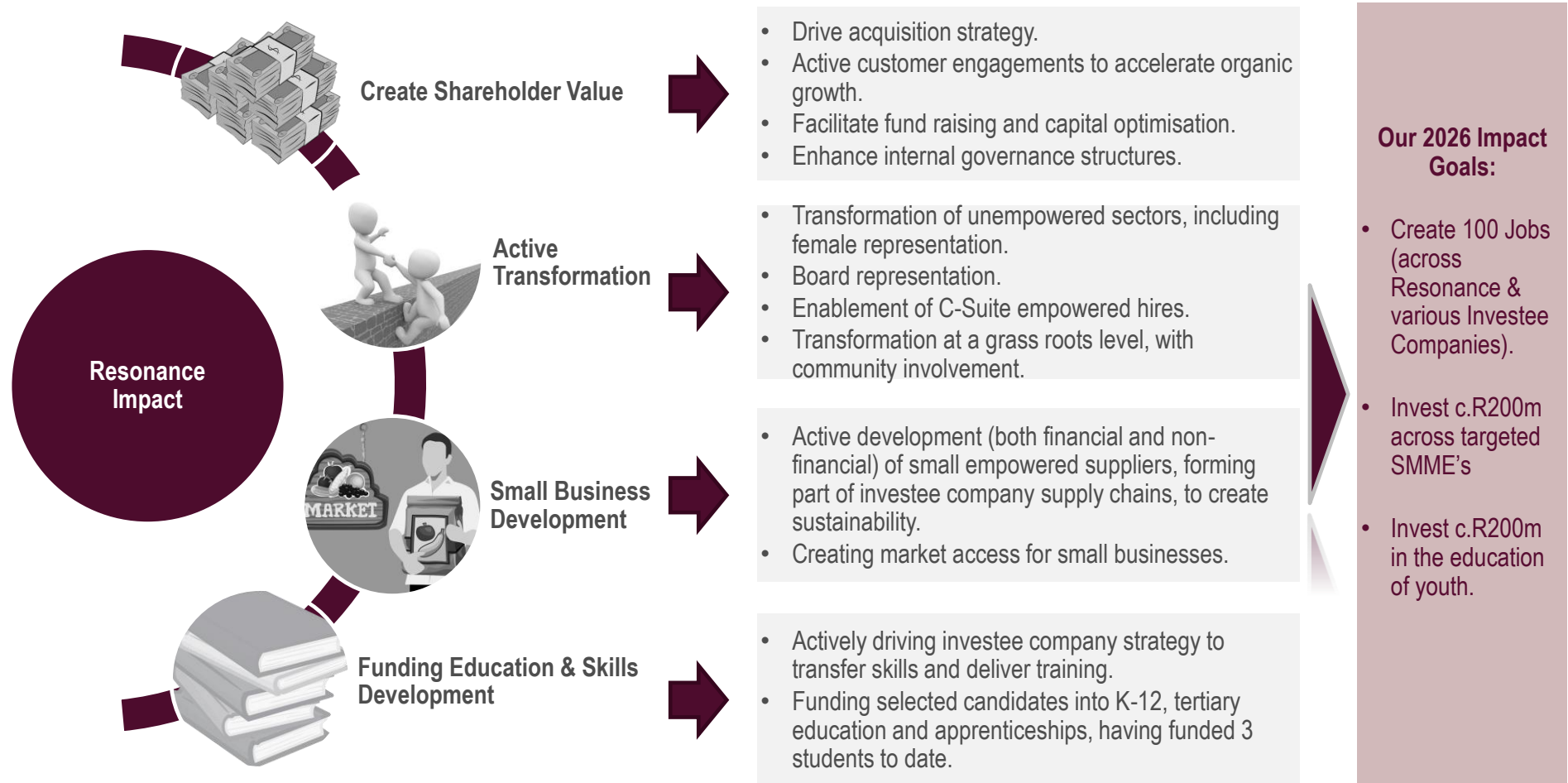


# Our Differentiator

	Description
<b>Our Record as a Team</b>	<ul style="list-style-type: none"><li>▪ Resonance's management team has a combined track record of c.30 years across corporate finance, leverage and acquisition finance, transaction origination and execution as well as empowerment structuring.</li><li>▪ Resonance's management team has sector expertise within the financial services industry having a combined 12 years of experience covering M&amp;A, equity capital markets, debt capital markets across various geographies within Banking and Insurance.</li></ul>
<b>Our Active Involvement</b>	<ul style="list-style-type: none"><li>▪ Resonance actively assists in creating value through business development initiatives, financial structuring as well as formulating and implementing acquisitive growth strategies alongside operators.</li></ul>
<b>Our Access to Unique Deal Flow</b>	<ul style="list-style-type: none"><li>▪ Resonance's black female empowerment credentials and skill set creates access to unique investment opportunities and further organic growth opportunities.</li></ul>
<b>Our Focus on Platform Builds</b>	<ul style="list-style-type: none"><li>▪ Resonance also intentionally seeks opportunities which fall within the mid-sized segment of the market and which presents an opportunity to create industry platforms for growth.</li></ul>
<b>Our Impact</b>	<ul style="list-style-type: none"><li>▪ Resonance aims to make an impact through playing a role in economic and social transformation in South Africa.</li><li>▪ Please see slide 6 for additional detail.</li></ul>



# Our Impact



# Our Team

- Resonance's management team has a combined deal history of advising and / or participating in c.35 transactions, ranging from c.R50m – c.R30bn in transaction value. Please see attached Annexure A for further detail.
- Resonance's management team has extensive experience spanning across corporate finance, leverage and acquisition finance, transaction origination and execution as well as empowerment structuring.
- In addition, the team has vast transaction execution experience including bidding, due diligence, structuring, execution, legal negotiation and engagement with regulators (where required).
- The team has furthermore actively managed the post transaction integration process for its most recent investment, to ensure the smooth transition of ownership.



**Lizanne Prince**

*Co-Founder & Director*

- Lizanne holds 18 years of experience within equity investments, deal origination, structuring and debt capital markets (incl. leverage and acquisition finance).
- She currently holds directorships in Hannover Re Group and the LCS Group of Companies.
- She has previously held directorships in Assupol Holdings, Assupol Limited and RPC Astrapak.
- Lizanne is a qualified CA (SA), with a B. Com Acc. and Honours in Accounting.



**Melissa Naidoo**

*Co-Founder & Director*

- Melissa holds 13 years of experience across equity investments, deal origination, structuring, M&A and equity capital markets, having advised and executed on a broad range of transactions primarily focussed within the Financial Institutions Sector (incl. buy-side and sell-side cross-border M&A, capital raisings and listings).
- She currently holds directorships in the LCS Group of Companies. She has held directorships in Anglo American Inyosi Coal and Inyosi Coal.
- Melissa holds a Bachelor of Bus-Sci. degree (Finance and Accounting), with Honours in Finance.

