

**COMPANY PROFILE**

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**Bonsai Capital Reg. No.: 2007/122048/23** [**www.bonsai-capital.co.za**](http://www.bonsai-capital.co.za)

**Our Business**

**Who We Are**

The story of the Bonsai Tree and what it takes to grow depicts who we are. When this particular seed is planted, watered and nurtured, for the first few years it doesn’t demonstrate any outward expansion.  Not even a hint.  The tree is carefully watered, pruned and fertilized each year, but there is still no visible evidence of growth.

Time passes and still, the tree’s owner has nothing tangible to show for this labour or effort.  Then, after five years of fertilizing, faithful pruning and watering have passed – the tree rapidly sprouts and grows eighty feet in a mere six weeks!

The growth phase of an enterprise differs from business to business. However, we believe that in order to achieve measurable success and sustainable growth, every business requires careful planning, good strategic support, and a combination of the right expertise, patience and tenacity. And this belief is the culmination of who Bonsai Capital is.

**Our Vision**

Our motto: ‘*Sow. Grow. Prosper.*’ challenges us to consistently innovate our services to our clients in order to ensure our ultimate goal: to nurture future industry leaders in whatever sphere our clients choose to trade in.

Through our business, we are sowing a seed into the entrepreneurial spirit of South Africa that will ultimately improve the socio-economic outlook of our country, and in time, the continent.

**What We Do**

As in the cultivation of the Bonsai tree, through ours services, we provide our clients with the tools that they require to ensure the long term success and sustainability of their businesses. By providing entrepreneurs, start-ups and small businesses with the necessary enterprise development solutions required to realise their business goals, Bonsai Capital aspires to raise the success rate of the SMME market as a whole.

We link entrepreneurs and small businesses to a network of experts that will assist in all the phases of the businesses’ growth. Our success is measured in the business’s competitiveness, sustainability and longevity.

**Our Core Team**

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| Name:  Position:  Qualifications:  Experience: | **Siya Ntutela ( Project Leader)**  **Founder, Managing Director/Trainer**   * B Com – Accounting, Unisa * Qualified Facilitator and Assessor, ETDP Seta * Short Term Insurance – NQF Level 4, InSeta * Treasury Specialist – Investec * Financial Advisor – Sanlam * Facilitator and Assessor – PMI, QED, Imsimbi, Fernwood Business College. |
| Name:  Position:  Qualification:  Experience: | **Zingisa Nogcazi**  **Business Consultant**   * B Com – Accounting, Nelson Mandela Metropolitan University * SAIFM JSE Modules * Equity Settlements Officer (Standard Bank) * Equity and Derivatives Trade (FNB Securities) |
| Name:  Position:  Qualification:  Experience: | **Lusito M. Mthethwa**  **Accountant**   * B-Tech Internal Auditing, Tshwane University of Technology * Qualified Practicing Accounting (SAIBA) * Senior Accountant and Accounting Department Manager (Ontekane tax and Financial Services CC) * Accountant/Finance Manager (Mogale Solution Provider) * Practicing Accountant (Bonsai Capital) |
| Name:  Position:  Qualification:  Experience: | **Sanele s. Mafu**  **Business Consultant**   * National diploma in financial information systems (walter sisulu university of technology) * Audit clerk (sithole ss ca (sa)) * Computer auditor (sithole incorporated) * Finance intern (department of correctional services) |

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| Name:  Position:  Qualification:  Experience: | **Portia Mamoselo**  **Business Consultant/Trainer**   * B Com – Accounting, University of the North * Advance Programme in Principles of Business, University of Johannesburg * Post Graduate Certificate in Advance Taxation, UNISA * Senior Analyst: Pension Fund Department (Financial Services Board) * Compliance Manager: Insurance Prudential Department (FSB)   Specialist: Insurance Regulatory Framework |
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| Name:  Position:  Qualification:  Experience: | **Pumla Ncapai**  **Project Manager**   * B Com – Marketing (UNISA) * Corporate affairs Director :Brian Mbele Attorneys * Assistant Co-Coordinator : Methodist Church * Allocation and scoring : ABSA Home Loans |
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| Name:  Position:  Qualification:  Experience: | **Noxolo Nkwanyana**  **Project Administrator**  Diploma in Business Administrator   * Office Administration :Bonsai Capital |

**Our Expertise**

Enterprise Development

**Business Planning and Feasibility Study**

We provide business planning and feasibility study services to Entrepreneurs with the view of raising capital. We have assisted a number of entrepreneurs raise funding through funding institutions.

**Mentoring**

Mentorship is an integral part of ensuring the growth and success of the SMME sector. Bonsai Capital has an impressive network of mentors that covers a broad spectrum of industries. These individuals are highly qualified, experienced and passionate about what they do.

**Funding**

Through solid relationships that we have formed with various institutions, we are able to provide SMME with access to funding that would otherwise be difficult to obtain.

**Trade/ Specialised Equipment Financing**

Bonsai Capital assists clients in obtaining finance for specialised equipment without compromising their balance sheet.

**Grants and Incentives**

Bonsai Capital is accredited with the Department of Trade and Industry to assist SMME access specific grant funding from the department.

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Transaction Advisory

**Projects / Transactions**

Bonsai Capital offers the strategic support and management of procurement, financial management and legal compliance of transactions.

**Renewable Energy**

Since 2013 Bonsai Capital Has been involve in the REIPPP government project. We have assisted a number of communities in sourcing developers and investors for renewable energy projects.

Our services include the following:

Site Assessment

Bonsai assists landowners and developers in the identification of the most suitable site for the development of renewable energy projects.

Planning

Bonsai will assist landowners in the planning for the renewable energy project by deploying a team that will assist in ensuring all pre-construction requirements are met.

Source Investors

Renewable energy project often require a significate amount of capital outlay and guarantees. We assist landowners and developers in accessing funding for their projects through a network of funders that we have established.

Construction and Operations Management

We will assist landowners and developers in procument of the most suitable construction, engineering, operations and management companies for the renewable energy project.

Funding

**Our Clients**

**Our Clients**

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| Department of Trade and Industry | Bonsai Capital is accredited by the DTI as a Network Trade Facilitator through the Black Business Supplier Development Program.  The Black Supplier Development Programme is a grant support intervention which assists small enterprises in the identification of business needs and the application of appropriate interventions that contribute towards small businesses competitiveness. |
| Small Enterprise Development Agency | Bonsai Capital is accredited by SEDA as small business Mentor. We are providing these services to SEDA on an ongoing basis. |
| INSETA | In the year 2014 Bonsai Capital was appointed by the INSETA to Assist SMMEs and Micro companies in completing their Work Place Skills plan. |
| Department of Military Veterans | Bonsai Capital has partnered with the Department of Military Veterans in an initiative that seeks to provide military veterans with an opportunity to enter the SMME market. Thus far funding has been successful sourced for some of these Military Veterans. |
| Old Mutual | Bonsai Capital is a listed service provider to the Old Mutual Masisizane Fund. The focus of the Masisizane Fund is to provide enterprise financing in key sectors of the economy, skills development and capacity building, financial education and mentorship.  Through strategic relationships with key players in the SMME market, such as that with Bonsai Capital, the Masisizane Fund is able to contribute to the growth of the SMME market as well as create further employment. |
| Droogfontein Communal Property Association. | 2013: Packaged a 50MW renewable energy bid for a client in partnering with industry giants, Mainstream, Globeleq and Siemens. – Awarded by the department of energy.  • 2014: Packaged a 75MW renewable energy bid for a client in partnering with Sun Edison and Genesis. – Awarded by department of energy.  <http://droogfonteinsolar.co.za/> |

**Achievements**

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| Industrial Development Corporation &  Small Enterprise Finance Agency | In 2013, Bonsai Capital entered the “Open Innovation” business plan competition by IDC&SEFA and was awarded a certificate as one of the top 50 finalists. |
| Metro FM Opportunity Tuesdays presented by RAMS Mabote | We are proud to be associated with one of the biggest Radio Stations in the country Metro FM. Bonsai Capital has been providing live business advice on this show. |

**Accreditation**

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| COMENSA | Bonsai Capital is an accredited Coaching and Mentorship provider. |
| DTI | Bonsai Capital is accredited as a Network facilitator for the BBSDP program through the DTI. |
| The South African Institute for Business Accountants (SAIBA) | Bonsai Capital is accredited by SAIBA to provide ethical business accounting services. |