



# COMPANY — **PROFILE**

Capitalweb Partners pty (ltd) is an emerging market-focused advisory and investment banking firm with access to a wide range of investors with Funds focused on various sectors within the African continent.



[www.capitalweb.co.za](http://www.capitalweb.co.za)



West Tower, 2nd Floor, Nelson  
Mandela Square, Sandton



+27 67 756 7232 / +234 803 3352888



[finance@capitalweb.co.za](mailto:finance@capitalweb.co.za)



# About Company

Capitalweb Partners Pty (Ltd) is an emerging market-focused advisory and investment banking firm with access to a wide range of investors with Funds focused on various sectors within the African continent. Offering a complete pallet of investment banking services, with strong deal origination, structuring and execution capabilities for small, medium & large companies and government at all levels. With a constant pursuit of creating value to clients through multiple financial/investment analysis tools, we offer bespoke solutions to all our clients' needs. Capitalweb Partner possesses multi-national resource pool of Analysts, Strategists, Researchers, Industry specific experts & functional specialists and defines the unique way in which thinking diagnostically, relating strategically and acting to achieve is facilitated in the pursuit to provide excellence in results.

We have a diverse team of directors and senior associates who have spent between them over 100years in the markets. We work closely with all the commercial banks and funding institutions foreign and inter continental and have global experience in the financial markets. Our diversity allows us to creatively structure the most appropriate funding instrument for the business, whether it is suffering from a cash flow shortfall or wishing to step up to the next level of its growth. Having all run our own businesses for several years, we understand the pitfalls and hurdles that any business faces when approaching the capital and debt markets.

**We have presence in  
Johannesburg, Windhoek and  
Lagos and representatives in  
various African countries.**



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## Our Services



- **Business Advisory**
- **Capital Raising**
- **Project Finance**
- **Specialized Finance**
- **Structured Finance**
- **Monetization of monetary instruments.**



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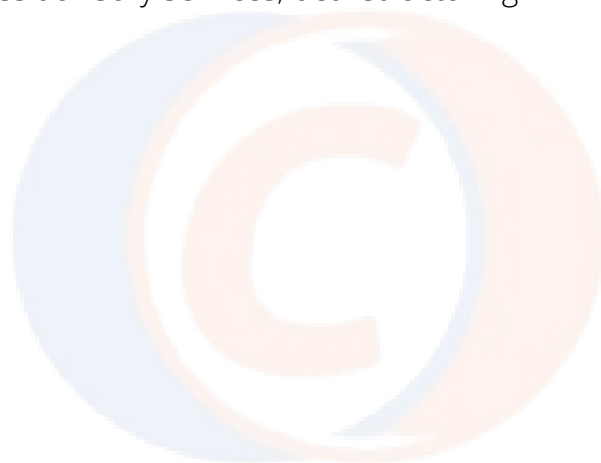
## Meet Our Team



**Ken Okeiyi**

*CEO/ Board member*

- Ken holds a Master's degree "MBA" in Business Finance.
- Has over 18 years' expertise experience in banking and corporate finance activities garnered from major commercial banks, investment banking corporations and private equity firm in Nigeria and across Africa.
- Ken has versed expertise in working with leading international financial institutions such as commercial banks, private equity firms, development finance institutions, export credit agencies, Ex-Im Banks and multilateral finance institutions.
- A strong business development professional skilled in structuring and sourcing various forms of business support capital such as debt, equity, mezz, etc. in multiple industries.
- Ken has been part of and led teams that initiated, structured and successfully closed local and cross-border capital raising deals worth up to a US\$1 billion in multiple industries.
- Developed competencies in multiple financing and investment management skills across multiple industries locally and abroad. Has established high-level network of contacts across Africa and the globe that are invaluable in accelerating and closing deals for Africa-focused investors/clients.
- Highly experience in business advisory services, deal structuring and funding



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**Thando Pewah**

*Global Accounts  
relationship Director*

Thando Pewah is a Co-Founder of Capitalweb Partners. A dynamic entrepreneur, international business consultant, trained Financial Accountant, Anti-Money Laundering Compliance expert. Completing her Registered People's exams with the South African Institution of Financial Markets. She also trained and qualified in the Arts and Design field before she branched into sales and marketing. Has developed her skills through a number of programs including, amongst others, Financial Management at INSEAD College, France. Thando has highly developed skills in business development, marketing, advertising, accounts/relationship management, asset management, human resource and corporate governance standard. She is very experienced at both senior and executive management levels. With a diverse background that spans across industries such as premium branded fashion retailing and wholesaling, marketing and advertising and financial services, Thando founded a Market Development firm as well as import/export of materials in the retail sector within Africa. She is an experienced sales person and an emerging property developer. A strong market developer with strong digital marketing skills and exposure in international markets and intercultural context of global business. She has broadened her skills negotiating deals and agreement between funders and potential clients. Has worked with foreign direct investor, commercial bank amongst others and facilitates deals across the African continent. Thando has been involved in a number of charity projects, and has contributed in feeding over 400 children at Kliptown Soweto, South Africa driven by the passion to improving the quality of life for African people. She promotes a reading nation initiative and supports education through "Krazifizix" aimed at building a better nation in the education sector.



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**Victoria Adendorff**  
*Compliance Officer*

Victoria Adendorff is a dynamic driven business woman, a cancer survivor turned mother. With the financial services industry becoming increasingly regulated over the years, Victoria is a qualified Compliance Officer that interacts with the Financial Sector Conduct Authority (FSCA), she is in a process of completing her LLB Qualifications through The University of South Africa. Victoria has completed her Registered Peoples Exams with the Financial Services Board in South Africa and has worked with a number of financial institutions ensuring competence policy and process as well as trading financial markets and holding various positions such as Account management. Raised in a business orientated home, and from a young age been exposed to the business world. Having been taught to have a business mindset that led her to the realization that every opportunity presented is an opportunity to foster relationships and partnerships. This has led Victoria to develop a mindset that relationships are valuable and a precious commodity, especially in today's world. Extensive experience in working alongside legal minded individuals, Victoria has great Exposure, skills and qualifications. She ensures the business is kept up to date through regular compliance updates, produces/drafts reports and advices remedial actions where necessary, regular reviews the customized risk managed plan. Implementation and compliance of risk management processes, customization of templates for the business amongst other things. Currently navigating the waters within the Insurance and Investment sector, Victoria has developed skills that has proven beneficial to new clients joining her current panel. Has joined Capitalweb Partners as a compliance officer to ensure compliance with the Financial Services Board of South Africa, amongst other things. Victoria has been involved in various community and charity projects and has contributed to clothing over 150 children in Roodepoort, Johannesburg South Africa driven by the passion that every child matters and every child has the right to being looked after and cherished. She is currently penning her first non-fiction book, focusing on how to navigate through today's world using a self-compass to achieve your highest potential





**Billy Cobbinah**

*Chief Operations Officer*

Billy Cobbinah holds a B.Sc (Hons) in Pure Mathematics from Kwame Nkrumah University of Science and Technology, Ghana a Post Graduate Diploma in Actuarial Science from City University in the UK and a B.Sc (Hons) in Advanced Financial Mathematics from Wits University, South Africa. After his studies, he enrolled with PwC in Ghana and worked with them for five years till end of 1999. He worked in the Management Consulting department doing mainly due diligence reviews and valuations of a number of projects some of which included mainly financial institutions. Billy also worked with the Public Investment Corporation of South Africa, Export Credit Insurance Corporation of South Africa and the Industrial Development Corporation for 18 years. Billy is also a Certified Risk Manager, certified by the Global Association of Risk Professionals, based in the US. Billy has an ample experience in the risk assessment of transactions from different sectors including mining, services and the various financial and manufacturing sectors. Billy possesses the requisite skills to be part of the Risk Management Department of any company. Billy also has vast experience in the private equity space where he led a team at the IDC to close a number of PE transactions, the latest being a \$20m transaction in a \$100m women-owned PE Fund. Billy currently is a Director at JBC Capital, mainly strategically assisting the business in their project finance, private equity and raising of capital and advisory for SMEs around Africa.



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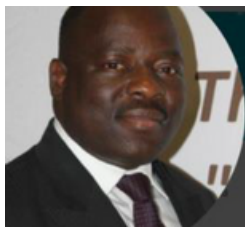


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**Tarah Shaanika**  
*Board member*

Tarah Shaanika is a businessman with interests in retail, energy, financial services and engineering. He is a former Chief Executive Officer of the Namibia Chamber of Commerce and Industry (NCCI) which he led for over 15 years. He held several board positions in public and private enterprises including TransNamib, New Era Publications Corporation, Southern Times, Road Fund Administration, Old Mutual Education Trust and New Dawn Productions. He is the Executive Chairman of Insignia Retail with several retail operations in Namibia and he is a non-executive director of Nambombola Investments, Radial Truss Group and Namibia Asset Management. Tarah has a passion for agriculture and is an avid farmer for cattle and goats in northern Namibia. He has been involved in a number of charity initiatives primarily aimed at improving the quality of and access to education and training in Africa. executive director of Nambombola Investments, Radial Truss Group and Namibia Asset Management. Tarah has a passion for agriculture and is an avid farmer for cattle and goats in northern Namibia. He has been involved in a number of charity initiatives primarily aimed at improving the quality of and access to education and training in Africa.







**Bheki Nene**  
*Board member*

Bheki Nene holds a B Tech Degree in electrical engineering with over 20 years' experience dealing with water and electrical utilities as well as Oil & Gas. He is professionally registered with Engineering Council (ECSA) as a Technologist. He is also a qualified Assessor and Moderator under ETDP - SETA (Education, Training Development Practices Sector Education and Training Authority). He also holds Management Certificate from Pretoria University, National Higher Diploma Electrical (DUT). He is highly experienced in key industry areas that include Sales, Asset Management, within Sub-Saharan Africa with his involvement in energy reliability solution advisory. SADC utilities like Eskom, Lesotho, Nampower; Botswana, Zimbabwe etc were his key customers. He has led advisory teams in planning for power upgrades helping with specifications and power plant equipment profiling in order to provide efficient energy solutions. Solutions provided had saved most utilities like Eskom more than R3 Billion that could have emanated from penalties due to unreliable energy. He possesses strong capability in deal origination, structuring and execution, a rare skills combination in the industry. His working career has seen him taking various leading roles in public and private sectors. He had occupied several positions from Sales Engineer, Business Development Management up to Executive levels. He is also sitting in the panel of experts in SA government skills development under Council for the Built Environment (CBE).





End Of Profile

**THANK  
YOU**



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