

Vista Capital

Insightful Capital & Strategy for Business





COMPANY PROFILE

Vista Capital can trace its roots back to Commercialization Consultants that was established in 2003 to provide a boutique of corporate finance services for commercialization of niche green field projects and early stage high growth business.

Today Vista Capital has expanded its service offering, to focus not only on corporate advisory services but also proprietary private equity investments and green field projects, thereby maximizing its value creating opportunities.

Vista Capital is now divisionalised into three strategic business units, Project Finance and Development, Private Equity and Corporate Finance.

VISTA CAPITAL PHILOSOPHY

The term 'Vista' is defined as a view or prospect of a territory and denotes our mission of creating extraordinary value by understanding the individual needs of each opportunity and its environment.

This philosophy combined with service excellence and business integrity enables us to enhance and unlock shareholder wealth in a broad array of opportunities.

OUR SERVICES

PROJECT FINANCE

Our Project finance division understands and has experience in the steps needed to take projects from initial concept to commissioning.

This combined with a thorough understanding of the various capital providers enables us to provide the necessary funding requirements through all the stages of project development.



PROJECT DEVELOPMENT



We support clients through the initial development stages of a project from concept stage through to conclusion of the bankable feasibility study.

The needs and criteria of capital providers is critical and our experience in developing and packaging projects accordingly enables the process to run smoothly with time lines being tightly managed and capital being raised through all of the developmental phases.

PROJECT ORIGINATION

The Vista Capital team identifies project development opportunities in-house, which they develop from concept through to the projects coming into operation.

Vista is defined as a view or prospect of a territory and we pride ourselves in being able to identify opportunities that are then converted into projects. The team at Vista Capital is able to do this given that they have focused on select industries for the past 15 years that fall under the two main category headings of:

1. Energy generation and energy efficiency
2. Waste management and recycling/beneficiation

The above combined with knowledge of the technologies available and each technologies economic merits enables opportunities/projects to be identified.



The prefeasibility and bankable feasibility studies are concluded and the most suitable strategic partners for the project are identified and brought into the project. On conclusion of the above, capital is raised and the project is brought to life. The most recent project in this regard is the material recovery facility in Gauteng which was developed from an idea, to securing of partners, designing of plant, raising of capital and build out of plant which has resulted in the largest independent and commercially viable material recovery facility in South Africa.

BUSINESS SALE, ACQUISITION AND MERGERS



Buying a company or selling your business may be a once in a lifetime opportunity to optimize your capital return. We understand how important it is that you are able to sell your business or portion thereof or raise additional capital at the right price and on the right terms.

The team has facilitated purchase and sale of numerous businesses and facilitates a turnkey process, which includes valuation of the business, identification of potential buyers, facilitation and negotiation of terms and structure, raising of capital and conclusion of legal agreements.

GRANT FUNDING

There are literally hundreds of millions of Rands available on an annual basis to support the development of business in the South Africa - from capital expenditure to R&D and training to black economic empowerment, there are grants to help companies innovate and grow.

Identifying the most appropriate scheme, developing a compelling case for grant and complying with the requirements for managing a funded project can be complex and time consuming. Vista Capital staff has more than 20 years of experience with working with companies to help them secure grant towards their investment plans.



Grant support - could your company be eligible?

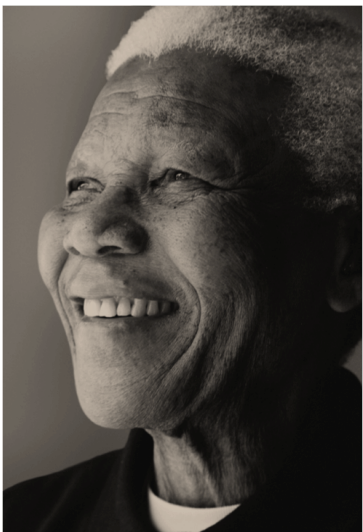
The starting point is to consider your medium-term investment plans. For example:

- 1. Capital expenditure: plant and machinery, fixtures and fittings, land and buildings?
- 2. Research and development: the development of new products or services, either on your own or with third parties?
- 3. Business improvements: efficiency improvements, energy generation, carbon footprint?
- 4. Job creation?
- 5. Pre feasibility studies and bankable feasibility studies in Southern Africa?

FINANCE FOR BEE

A large portion of our clients will unlock additional value through Broad Based Black Economic Empowerment (“BBBEE”).

We believe in facilitating BBBEE in a sustainable manner that adds value to your business going forward through assisting in the identification of the most suitable BBBEE partners, raising of capital for such partners and facilitating the process of concluding the legal agreements and disbursement of funds.



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