CAPIC

CAPIC OVERVIEW

Who we are

CAPIC is a specialist consulting services firm that focuses on the development of infrastructure within the Construction and Engineering industries.

We advise on and optimise the configuration of a diversity of infrastructure projects, frequently with external project finance, and manage these from inception through operations. Our services further include the provision of specialist claims, disputes and, where necessary, arbitration or litigation support services.

The name CAPIC has its roots from the acronym **C**apital **A**sset **P**roject **I**ntegration **C**onsultants – our expertise successfully integrates the respective multi-disciplinary technical, financial, and legal aspects of projects.

We believe in long-term client relationships and in forming partnerships with our clients. This is substantiated by the fact that most of our appointments are repeat business from existing clients. We also try to reciprocate where practical and offer investment, development and execution opportunities to our clients and associates where such opportunities present themselves in our projects. We are cognisant of project cashflow constraints during project preparation and bidding, and, depending on the merits of a project, we are open to consider flexible terms and to share in the risk and reward of our clients.

Ownership & Transformation

CAPIC was established in 2010 as a joint venture between SADC Project Consulting and Driver Group plc, trading as Driver Trett South Africa until our management buy-out in May 2017. At that time 51% was acquired by Masiza Capital, a 100% black-owned enterprise, with whom we have had a long-standing partnership. In August 2022, Masiza Capital disposed of its shares and Siyandisa Trust acquired 51% shareholding (of which 60% of the beneficiaries are women).

We are proudly South African and committed to transformation – this is evident not only by our ownership, but broad-based economic transformation initiatives, skills transfer and mentoring.

Services

We contribute to Africa's growth through our ongoing support in the development, establishment, management, and finance across a broad spectrum of projects, and facilities, as well as operating capital assets.
Our services are provided through our core business streams:

- **Advisory & Management** (mostly pre-construction)
- **Project Execution Services** (mostly during-construction or execution)
- **Dispute Resolution** (mostly post-contract)
- **Project Finance & Modelling** (throughout the project lifecycle)

Our people

Our highly skilled team of professionals includes engineers (across all disciplines), quantity surveyors and chartered accountants – all of whom are experienced in infrastructure development. Over and above their respective fields of original qualifications, they all have expertise in the leadership, strategic planning, and management of all aspects of a project from development and inception, through to final operation and maintenance. This is a direct result of purposeful resource selection, constant exposure, mentoring, training, and upskilling, to ensure that they are aligned to CAPIC's overall core expertise and specialist service offering.

Sector Experience

Our team members have worked across the following sectors:

- Leisure and Hospitality
- Mining, Minerals and Materials
- Oil and Gas
- Power and Energy
- Property (Residential & Commercial)
- Agriculture
- Healthcare
- Industrial and Process
- Information and Communications Technology
- Roads and Stormwater
- Transportation
- Waste Management
- Water and Sanitation
- Integrated Human Settlements

OUR PEOPLE

GERHARD BESTER MANAGING DIRECTOR

Gerhard co-founded CAPIC in 2010 and has been the Managing Director since inception. He is a Professional Civil Engineer and Professional Construction Project Manager with an entrepreneurial passion that drives him to turn projects into businesses.

CHRISTO DE WITT OPERATIONS DIRECTOR AND HEAD OF DISPUTE RESOLUTION

Christo has been the Operations Director since 2015. He is a Professional Civil Engineering Technologist and RICS certified expert witness. He specialises in contract management and administration, claims preparation and defense, claims quantification, delay analysis and dispute resolution.

MULALO MOKGORO NON-EXECUTIVE DIRECTOR

Mulalo has LL.B and LL.M degrees and is an Attorney of the High Court of South Africa. She is a commercial specialist with broad experience in commercial law, corporate governance, public law and regulatory practice, legal company secretarial matters, higher education as well as Black Economic Empowerment.

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JEANETTE PALESA MONAHADI NON-EXECUTIVE DIRECTOR

Jeanette is an admitted and practising legal practitioner with specialisation in Labour & Employment Law. She holds a LLB degree, H.Dip Tax and a post graduate diploma in Management Practice from Henley Business School. In addition to her legal practice representing various entities within Higher Education, SOEs and municipalities; Jeanette is passionate about leadership, innovation and business strategy.

GRANT PENROSE TECHNICAL DIRECTOR AND HEAD OF PROJECT FINANCE & MODELLING

Grant is a Chartered Accountant with extensive expertise in the areas of finance, project finance, financial modelling and finance raising on several PFI/PPP transactions in the UK, Middle East and Southern Africa.

JURGENS KÜHL TECHNICAL DIRECTOR AND HEAD OF ADVISORY & MANAGEMENT

Jurgens is a Professional Chemical Engineer and a Chartered Member of IChemE. He is an experienced advisor to public- and private sector clients on projects and operations across several sectors. He enjoys value engineering and optimisation of projects, enhancing client benefits and bankability. He has a passion for sustainable economic development, the optimised use of natural resources and the minimisation of waste.

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ADVISORY & MANAGEMENT

We provide strategic advice to clients over the entire project lifecycle. Our strength lies in the ability to interpret and align our clients' needs and objectives with the technical, commercial, financial, regulatory and human dynamics of their projects. Through appropriate project structuring, value engineering, risk-, change- and interface management, we turn project concepts into sustainable businesses.

We are experienced advisors in private-sector development, conventional government procurement, public-private partnerships and development facilitation. We actively lead transaction advisory teams comprising leading local and multinational engineering consultants, architects, facilities managers, financial advisors (mostly our in-house team – see "Project Finance & Modelling"), law firms and other specialists.

We are recognised by our clients for our skill and innovation in the development and implementation of transactions involving private finance and government. Our advisors are not only qualified in the built environment, but also have the necessary expertise to integrate the respective project workstreams.

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Who Do We Assist?

We advise a diverse client base in the private and public sector, across Africa and globally. Some of our clients include:

- National, provincial and local government and state-owned companies
- Lenders, including banks and development finance institutions
- Private parties to Public-Private Partnerships (PPPs) and other privately financed government initiatives
- Developers, project sponsors, project- and business owners
- Investment fund managers
- Equity investors
- Insurers
- Consulting engineers
- Contractors and sub-contractors
- Financial advisory, accounting and audit firms
- Law firms and legal advisors

Our People

Our team of consultants include a multi-disciplinary team of engineers, project managers, contracts managers, planning consultants and quantity surveyors, with experience in leading and integrating technical, commercial, financial and legal teams across the entire project life cycle. We often assemble large and highly specialised project teams through our network of trusted associates and partners. We offer stand-alone advisory services as well as client- and site-based consultancy.

Key Services

In summary, our Advisory & Management team offers the following services:

- PPP/PFI transaction advisory
- PPP/PFI lenders' technical advisory
- Institutional capacity assessments and service delivery mechanism reviews
- Institutional strategic planning, budgeting and performance management
- Project preparation and development
- Feasibility studies
- Programme development and management
- Business strategy formulation and implementation
- Value engineering
- Risk identification, analysis, mitigation, allocation and management
- Operational strategy
- Business process development and improvement

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PROJECT EXECUTION SERVICES

We provide crucial project support services during the execution stages of a project, which is primarily the execution of design and construction, but also includes operations and maintenance stages. This includes commercial, contract and project management as well as engineering supervision and quantity surveying. Our expertise spans across various engineering disciplines, forms, and sectors. Our services are offered against a defined Terms of Reference or a key individual resource seconded and embedded into an existing team.

We advise a diverse client base in the private and public sector. Our services terms are flexible and if we don't have the right people in-house, we will certainly be able to source the right person from our network of proven resources.

CAPIC

Who Do We Assist?

Our clients typically include:

- Project- or Programme Management Units/Offices (PMU & PMO)
- Contractors and sub-contractors
- Project sponsors and developers
- Consulting engineers
- Government departments across all spheres, parastatals and state-owned companies

Our People

Our resources are experienced built environment/construction and engineering industry professionals who have experience in working for owners, employers, designers, and contractors alike. Many of them have specialist commercial, contract, planning and scheduling experience. They can provide full-time support to your site and management team on existing contracts as well as ad-hoc services on a variety of projects and tenders, based on site, at your head office or at our offices.

Key Services

In summary, our Project Execution Services team offers the following services:

- Project planning & scheduling (all major software packages)
- Project Management
- Quantity Surveying, cost estimation, pricing and production of bills of quantities
- Contract Administration and Document Control
- Construction Supervision and Quality Assurance
- Resident Engineers/Owner's Engineers/Employer's Representative
- Contractor and consultant mentoring and support
- Client and community liaison
- Change Management (planning & co-ordination)
- Safety Officers

DISPUTE RESOLUTION

Projects demand strong commercial leadership, solid commercial and project controls, strategic procurement advice and a sound contracting strategy. These elements are fundamental to the success of your project, and they are entrenched in our approach. Despite the best efforts and systems, projects do go wrong and that is when we assist our clients (contractors, sub-contractors and owners alike) with specialist commercial and contract advice and support, including litigation, arbitration, Expert Witness (delay, quantum and technical) and dispute avoidance- and resolution services.

Construction claims can be complex and require an in-depth understanding not only of the technical aspects, but also the form of contract, contract documents, contract legal context, factual matrix, and programming requirements. Our built environment, construction and engineering industry professionals have this thorough understanding of these aspects. Through this we establish a robust and effective time and cost claims submission and/or claims defence. As part of our core skillset, this knowledge is invaluable in claims defence and/or negotiation of any claim or dispute.

For day-to-day project controls, contract management and administration services, our Project Execution Services team will provide you with suitable specialist resources.

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Who Do We Assist?

We advise a diverse client base in the private and public sector, across Africa and globally. Some of our clients include:

- Contractors and sub-contractors
- Developers, project sponsors, project- and business owners
- Consulting engineers
- Construction lawyers
- National, provincial and local government and state-owned companies
- Lenders, including banks and development finance institutions
- Project Investors
- Insurers

Our People

Our experienced team of built environment professionals, (engineers and quantity surveyors) and planning consultants all have additional experience and expertise in analysing and dealing with claims and disputes, whether it be in assessing entitlement, formulating the claims, or preparing expert witness statements.

Key Services

In summary, our Dispute Resolution team offers the following services:

- Claims preparation and defense
- Forensic Delay Analysis including Time Impact Analysis
- Quantum analysis and cost quantification
- Expert Witness – Delay
- Expert Witness – Quantum
- Expert Witness – Technical
- Dispute Board (DB, previously Dispute Adjudication Board, DAB) management and referrals
- Dispute avoidance and resolution
- Mediations
- Adjudications
- Arbitration support
- Litigation support

PROJECT FINANCE & MODELLING

As more and more infrastructure projects rely on private funding as opposed to the traditional fiscus funding, so we assist our clients to analyse, structure and model the associated cost and revenue streams in order to secure such finance and funding.

This knowledge and experience allow for the Project Finance & Modelling team to apply accounting, tax, detailed financial modelling and financial advisory to permit us to service our clients throughout the project life cycle from pre-inception through to Financial Close, operational modelling and exit. We apply class leading international best practice methodologies in the development of risk profiles, financial modelling and negotiation and procurement support.

At the heart of our service offering is the development of our proven financial models which are developed to be robust, relevant and adaptable, ensuring that they can assist with decision making from inception to exit, whether it be energy, accommodation, manufacturing, FMCG or otherwise.

We routinely work with both the public and private sectors and this gives us valuable insight into how both parties approach transactions, allowing us to assist with procurement, refinancing, negotiation and ongoing monitoring and evaluation.

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Who Do We Assist?

We advise a diverse client base in the private and public sector, across Africa and globally. Some of our clients include:

- National, provincial and local government and state-owned companies
- Private parties to Public-Private Partnerships (PPPs) and other privately financed government initiatives
- Renewable energy developers
- Water- and waste water treatment plan developers
- Developers, project sponsors, project- and business owners
- Investment fund managers
- Commercial Banks
- Development Finance Institutions
- Equity investors
- Insurers
- Consulting engineers
- Contractors and sub-contractors
- Law firms and legal advisors

Our People

Our Project Finance & Modelling services are closely linked to our more technical colleagues in the Advisory & Management business stream services and there is constant engagement to ensure optimal value engineering and appropriate understanding of the respective technical aspects, irrespective of the project type. Our resources are Chartered Accountants or have other financial qualifications, but with project finance expertise.

Key Services

In summary, our Project Finance & Modelling team offers the following services:

- Feasibility Studies
- Business Cases
- PIM Preparation
- Risk Analysis
- Documentation drafting and review
- Payment Mechanism preparation
- Bid evaluation
- Procurement support
- Negotiation support
- Funding competitions
- Tax advice
- Financial modelling
- Asset Sale
- Valuations
- Development funding
- Commercial and project finance
- Deal making
- PPP/PFI project finance
- PPP/PFI lead financial advisory
- Finance raising
- Independent financial due diligence
- Public Sector Comparator Analysis
- Value-for-money analysis
- Budget compilation and management
- Operational modelling
- Refinancing analysis and support
- Model assurance
- Shadow modelling procurement and pricing support

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SELECTED PROJECTS

Ummbila Emoyeni Wind Farm,
South Africa

Merafong Local Municipality
Bio-Energy Eco-Industrial Park PPP,
South Africa

Department of Correctional Services
Head Office Accommodation PPP,
South Africa

SAMRAS Enterprise
Resource Planning (ERP) system,
South Africa

Gautrain High Speed Rapid Rail Link,
South Africa

Hennops River Rehabilitation PPP,
South Africa

Renewable Energy Independent Power
Producer Procurement Programme
(REIPPPP) Round 4, South Africa

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Tshwane Agro-Processing Hub PPP,
South Africa

Lethabong Housing Development,
South Africa

DALRRD Head Office
Accommodation PPP,
South Africa

Lake Turkana Wind Power Project,
Kenya

Nkosi City Integrated
Human Settlement,
South Africa

Alternative Waste Treatment
Technology (AWTT) PPP Project,
South Africa

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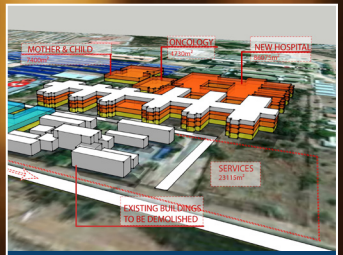
SELECTED PROJECTS

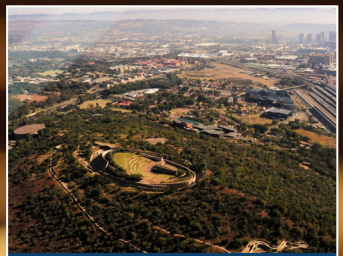
Kafubu Sustainable Water and Sanitation Improvement Project, Zambia

Khangela and Ishwati Wind Farms, South Africa



Central / Academic Hospital PPPs, South Africa

Dube TradePort, South Africa



Salvokop Extension 4 Engineering Services, South Africa

Millennium Challenge Account Project, Zambia

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A Re Yeng Bus Rapid Transit Project, South Africa

The Municipal Utility Services Private Sector Participation (PSP) Model, South Africa

Student Housing Infrastructure Programme (SHIP), South Africa

Home Affairs Project Management Office, South Africa

Southern Gateway Residential Development, South Africa

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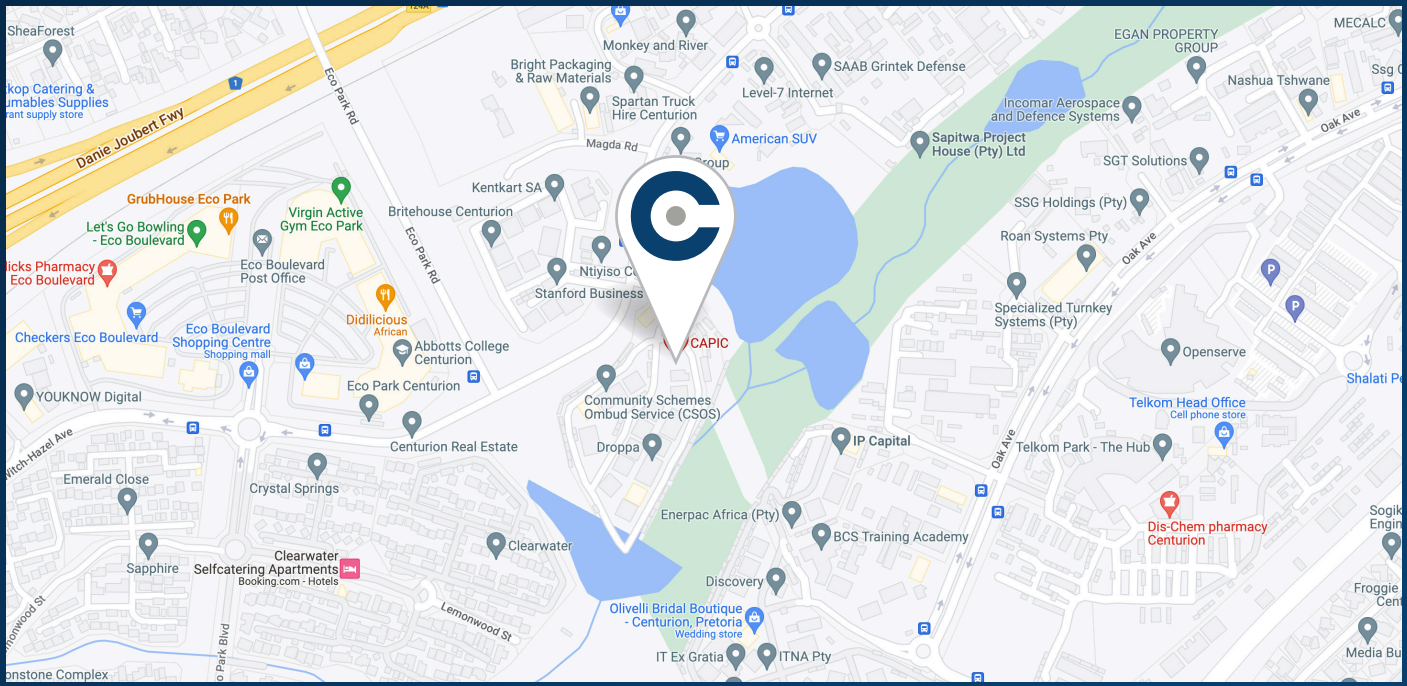

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