

**Company Overview** 



### REACHING BEYOND FINANCIAL RETURNS.

Gap Capital is a unique investment firm. We apply proven and successful private equity and investment strategies to generate returns for our investors as well as our philanthropic partners.

Capital is a powerful vehicle for change. We partner with our investors to not only grow their wealth, but to leave a legacy through providing sustainable philanthropic solutions.

With an accomplished track record in private equity investment origination and closing, our team consists of experienced specialists in transactional, operational and investment disciplines.

Central to our investment philosophy is identifying great businesses and leaders who understand their market, invest in their people and have the ability to deliver quality earnings and sustainable growth. Such businesses understand that people, products and service are the drivers that create real business value and performance.



#### WHAT SETS US APART.

Guided by proven and successful private equity and investment strategies and inspired by our biblical beliefs, the Gap Capital team generate financial and economic returns for our investors while providing sustainable philanthropic solutions. The Light Trust was formed out of Proverbs 31:8-9 to stand in the gap and defend the rights of the poor and the needy. The beneficiaries of the trust are Christian Non-Profit Organizations focusing on one or more of the following: education, healthcare, unemployment, humanitarian work and justice.

In every investment, The Light Trust takes an equity stake, funded by the outside investors, at a market related rate. As a result, we build capital in The Light Trust for the long term sustainability of its beneficiaries.

To fund our investments, we approach investors to participate on a deal-by-deal basis. The uniqueness of the model is that the investor benefits from a targeted net investment return of 15% while a storehouse of wealth for Christian based organizations is created.





### **OUR INVESTMENT APPROACH.**

The Gap Capital team plays an active role in every business we invest in; whether as a representative on the board or in some cases in the day to day management. The skills and experience of our team supports the growth of the underlying business as well as maximizing the return to our investors while being a positive influence on the culture.

Our investment approach focuses on the following:

- Businesses with a profit after tax of at least R20 million;
- Businesses with strong historical cash flows with the ability to grow; and
- Strong and ethical management team with good leadership

To date we have concluded successful investments in various sectors including: retail, services, information & communications technology (ICT), education, medical and manufacturing.

## Overview Executive Directors





Wesley Smith Founder & CEO B.Compt (Hons) CA (SA)

Wesley is a Chartered Accountant specializing in private equity and transaction advisory services. Amongst other deal related services he has focused on mergers, acquisitions and disposals, capital raising, due diligence investigations, valuations and transaction structuring and advice.

Wesley was responsible for heading up the Corporate Finance divisions of KZN and the Eastern Cape for PwC and prior to that was the founder and owner of Smith Savage, a registered auditing, taxation, boutique corporate finance and advisory practice in Johannesburg.

Other business leadership roles include the role of finance and administration manager for the largest luxury retail group in the world, Louis Vuitton, where he performed an integral role in the establishment of its South African operation.



Alan Beesley
Founder and Director
B.Com (Hons)
CA (SA)
MDevStud

Alan is a Chartered Accountant and holds a Masters in Development Studies. Alan has extensive experience working in the private equity field, having worked for several businesses in which Standard and Corporate Merchant Bank had equity stakes.

In 2000, Alan was part of a management buy-in team that acquired a private company in the packaging and distribution industry. The transaction was funded by RMB Corvest as the private equity partner. In 2005 the business was sold to Bidvest Limited and at the time of the sale was RMB Corvest's most successful leveraged management buy-in transaction.

In 2007 Alan followed a calling to work within the development sector and has been involved in developing and implementing market driven approaches in providing sustainable solutions to the various developmental issues facing South Africa.







# styleeyes















Advisory to South Africa's leading renewable energy developer





Acquisition of BHP Billiton Aluminum Cast House [\$770m contract]



Debt Advisor to Joint Medical Holdings Limited on their buy-out of Life Healthcare Group Holdings Limited. Debt Raise of \$110m.



Advisory to South Africa's leading independent soft beverage company



Sale of Hardy Boys to WPP PLC, world's largest Ad Agency

Gap Capital (Pty) Ltd

2 Ncondo Place Umhlanga Ridge 4320 Wesley Smith

Director wesley@gap-capital.com +27 (83) 287 8675 Alan Beesley

Director alan@gap-capital.com +27 (83) 601 8080