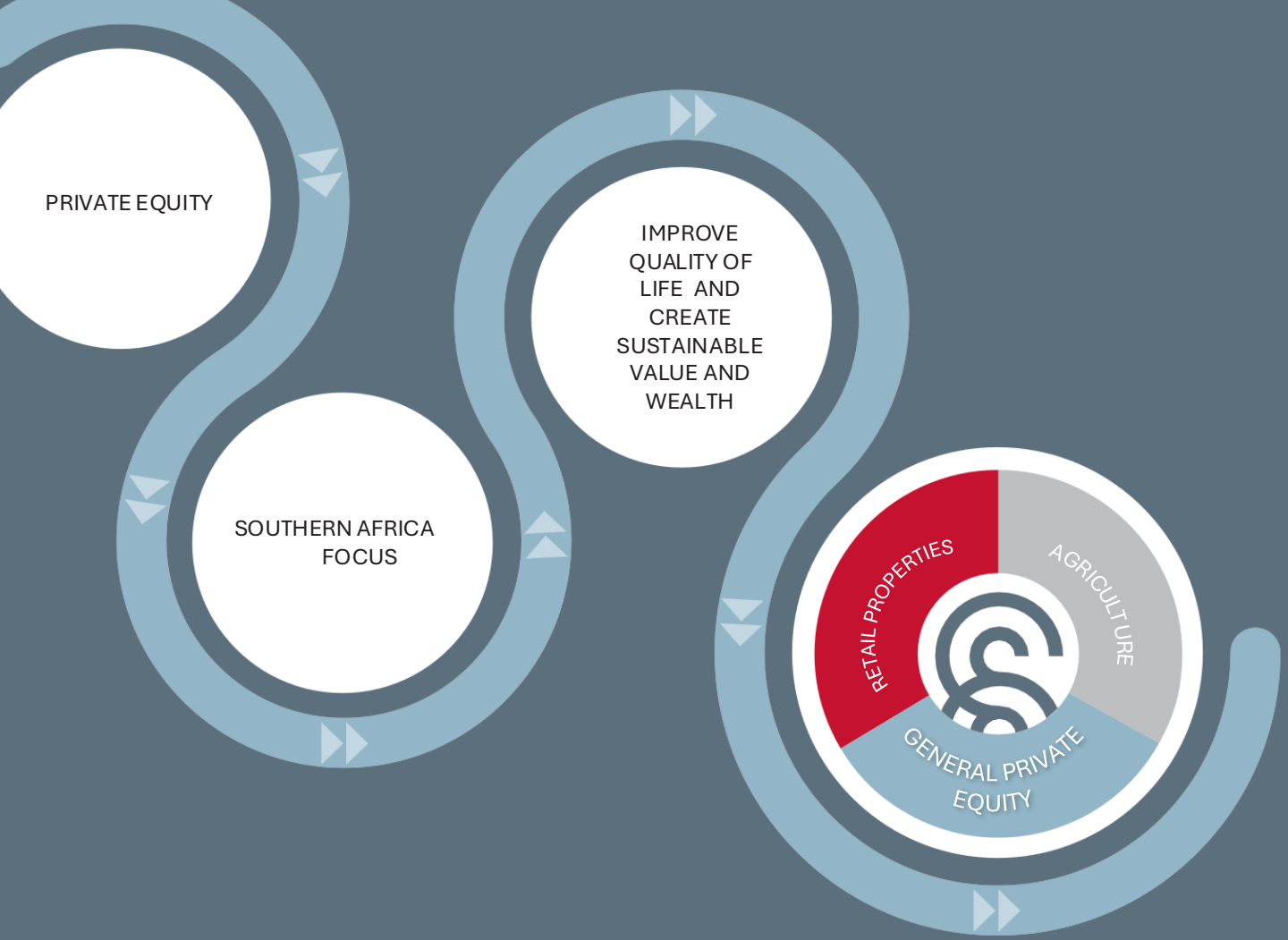


WE AIM ABOVE THE MARK TO HIT THE MARK



SAMPADA
PRIVATE EQUITY





Investment management that targets areas with strong socio-economic benefits and high margins.

Can we build better lives for those with less through making investments that are equitable and aim to reduce the widespread poverty, unemployment and target sectors that will improve African lives?

ABSOLUTELY!

Sampada Private Equity Proprietary Limited ("Sampada") is a proudly South African private equity firm established by a team of professionals with a focused passion for changing lives. Our firm targets investments that have strong socio-economic benefits while generating sufficient returns for our investors.

Sampada is managed by **Umthombo Investment Managers Proprietary Limited**, an authorised financial services provider in terms of the Financial Advisory and Intermediary Services Act No. 34 of 2002.

REQUIRED EXPERTISE	TEAM REFLECTION	ACCUMATED EXPERIENCE
Private Equity Legal Expertise	Yes	More than 15 years
Infrastructure and Property Development	Yes	More than 25 years
Financial and Investment Management	Yes	More than 30 years
Additional External Expertise	Optional	Unlimited Pool



OPPORTUNITIES DON'T HAPPEN.
YOU CREATE THEM.

Chris Grosser

Our Vision

Sampada aims to create wealth for our investors while adding value to the broader Southern African economy, through three investment avenues:



Retail Properties



High Impact Private
Equity



Specialised Agriculture
and Niche Tourism

Through the careful application of skill and experience from our experienced team, its passion and drive to create value and wealth for our investors, we are able to identify, unlock and realise value beyond common industry goals. We invest in socially responsible opportunities which make commercial sense, opportunities that we firmly believe can make a measurable impact while creating value and acceptable returns for our investors. The idea is to expose the investor to measurable social impact in the journey to realise value.



Can we build better lives for those with less through making investments that are equitable and aim to reduce the widespread poverty, unemployment and target sectors that will improve African lives?

Yes; we can!

CREATING VALUE AND WEALTH FOR OUR INVESTORS

Our Team

Our team is made up of suitably qualified investment executives from diverse backgrounds. Our team leverages off its individuals' diverse specialised skills and professional experiences in working as an integrated unit guided by our investment approach.

We partner and work with specialists who understand that our mandate is to significantly **contribute to economic transformation** as well as add and **make improvements** to the **quality of life in South Africa**.

In order to archive our goals, we create strategic partnerships with ethical and knowledgeable professional experts and like-minded investors.

Meet our team: Unlisted Investment

Our Executive Team sets the tone for the business...



Bafedile Mafologele, CA(SA)
Managing Partner (CEO)



Nombuso Zwane, CA(SA)
Senior Partner (CFO)



Nokuthula Mthombothi
Senior Partner (COO)



Lee Fernandes
Head: Legal



Dillan Swanepoel, CFA
Fund Principal



Onke Bodlani, PPPE
Executive Head:
Properties

...this includes an outline of the company values
and long-term vision

Meet our Team

Investment Team



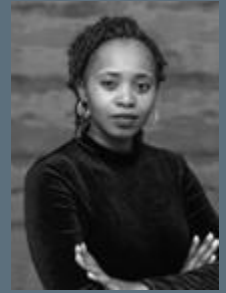
Hlakaniphani Mkhonza
Fund Principal



Dillan Swanepoel, CFA
Fund Principal



Vinay Singh
Investment Associate



Keneiloe Tsotetsi
Associate



Bophelo Moloj
Junior Investment Analyst



Busisiwe Tshabalala
Junior Investment Analyst



Mokoena Mafologele
Trainee Investment Analyst



Denga Ramathuba
Investment Analyst Intern

Property Development Team



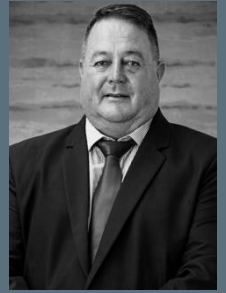
Onke Bodlani, PPRE
Executive Head:
Property



Baphiwe Madala
Property Development
Manager



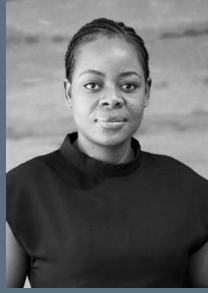
Temba Xakaza
Property Development
Manager



Cedric McDermott
Construction Manager



Zizo Bodlani
Junior Quantity Surveyor



Thando Dube
Construction Admin

Meet our Team

Property Management Team



Kim Kihm
Property Manager



Kagiso Mogoiva
Facilities Manager



Lebogang Molapo
Property Manager



Nabeelah Kahn
Property Administrator

Finance Team



Ziyanda Bengeza
Senior Financial
Manager



Qiniso Mpila
Financial Accountant



Sanele Radebe
Financial
Accountant



Paul Zulu
Junior
Accountant



Londeka Sibiyi
Junior
Accountant

Meet our Team

Marketing Team



Olebogeng Ramasodi
Head of Sales &
Marketing



Ntombi Khoza
Sales & Marketing
Manager



Centlivers Madingana
Graphic Designer



Lungelo Msibi
Photographer

Support Team



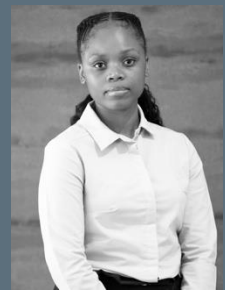
Thulusile Mbuyisa -
Sibanda
HR Business Partner



Ntombikayise Koloni
Payroll & HR
Administrator



Shanil Vala BA LLB
Legal Advisor



Pebetse Maimela
Fleet Administrator

Meet our Team: Listed investments



Alexander Duys, CFA
Chief Investment Officer (TAM)



Warden Mokoka
Fixed Income
Portfolio Manager



Matthew Zunckel, CFA
Assistant
Portfolio Manager



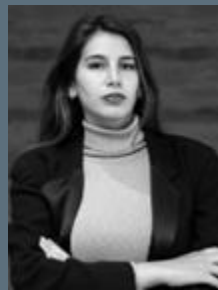
Molefe Leballo
Fixed Income
Portfolio Manager



Nomtha Ngumbela
Assistant Portfolio
Manager & Equity Analyst



Sandile Magagula
Equity Analyst
& Head of ESG



Talya Ginsberg
Junior Equity & ESG
Analyst

"We cannot seek achievement for ourselves and forget about progress and prosperity for our community... Our ambitions must be broad enough to include the aspirations and needs of others, for their sakes and for our own." - Cesar Chavez



Investment Approach

- As long-term investors, we prudently search, identify, invest, add value, create wealth and realise investment returns through well defined strategies.
- We focus on investment opportunities offering improvement in quality of life in areas we invest in, creation of wealth and long-term sustainable value for our investors.
- We only invest in opportunities that we clearly understand; those which have the highest probability of wealth creation and to which we can add the greatest value for our investors.

Our Retail Properties and Related Infrastructure Investment Focus

- We invest in retail properties situated in areas across Southern Africa that have a high potential of success; these areas are generally underserved and underdeveloped or are niche urban locations;
- We focus on properties and related infrastructural developments aimed at improving and supporting good quality of life, creating employment opportunities and promoting small to medium sized enterprises in underdeveloped communities;
- We invest in the development of properties dominated by retail spaces occupied by growing and profitable large, medium and small sized retailers; and
- All our investments are supported by through investment cases and comprehensive due diligence exercise.



Specialised agricultural and tourism investment strategies are not a common feature in most private equity funds; this offers Sampada a unique opportunity for early domination and realisation of significant margins and returns for our investors.



EDUCATION IS THE MOST
POWERFUL WEAPON WHICH YOU
CAN USE TO CHANGE THE WORLD.

Nelson Mandela

PARTNER WITH US TO CHANGE THE SOUTH A FRICAN LANDSCAPE

High impact private equity

Social issues brought by adverse economic conditions have divided our country into two categories the haves and the have-nots. The former is relatively prosperous and has ready access to a developed economy, health, safety, education and most importantly, access to capital. The latter, and larger demographic of South Africa is black, poor and lives under conditions of extreme social and economic vulnerability.

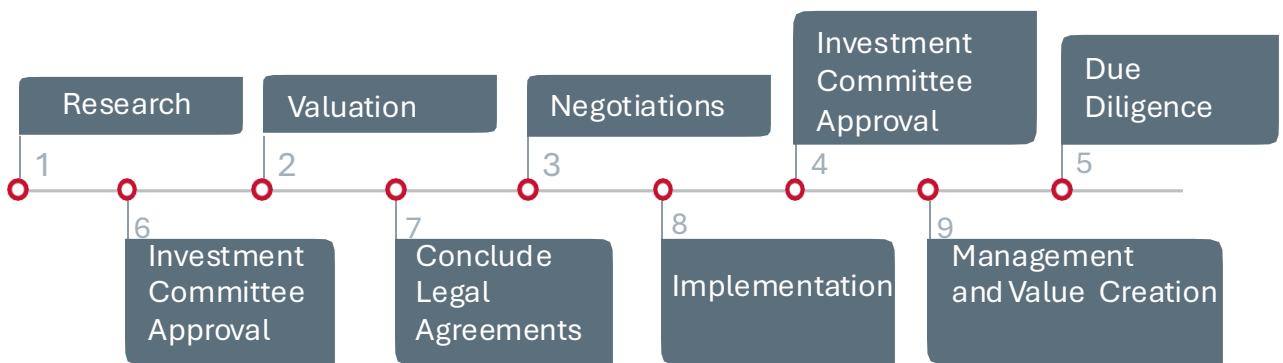
Do we care enough about the socially and economically vulnerable majority to make a focused effort to allow them to change their conditions more rapidly than possible if they solely depend on public funds? Sampada does!

Legacy issues present not only an opportunity to play a meaningful role in uplifting society but an opportunity to make a significant return on investment. Our fund is managed by a diverse team from previously disadvantaged backgrounds. Individuals who understand the dire condition of the majority and have a burning desire to make a difference. Our high impact private equity focus aims to make a change through responsible private investments.

Our Investment Process

At Sampada, we follow a robust process in selecting investment opportunities and partners for all our Funds; we partner with experienced management teams that are dynamic, financially committed and understand the competitive edge in their industries.

Our investment process is well defined and streamlined for structured decision making; our analysis is underpinned by rigorous due diligence with intense focus on value creation. Our deals are structured by seasoned strategists and a team of legal experts. Our marketing team gets involved to assist clients in taking new concepts to market on the basis of innovative and client centric approaches; ensuring clients understand our investment approach and our Funds' underlying investments.



WHILE ENDLESS OPPORTUNITIES PRESENT THEMSELVES, OUR INVESTMENTS ARE GUIDED BY A DISCIPLINED INVESTMENT PHILOSOPHY AND PROCESS.

Why Private Equity?

Our targeted investments have investment characteristics that contribute to portfolio diversification; risk return basis.

		
<h3>Property and Tourism</h3> <p>Opportunity to own physical commercial property (full or partial land and buildings). The properties are marketed, managed and maintained through experienced and competent professionals or property management companies. Wealth and value is created through occupational optimised rental incomes and data-centric property leasing strategies</p>	<h3>Agriculture</h3> <p>Opportunity to contribute to South Africa's pursuit for food security and be a significant player in the industry. Proven to be extremely defensive, even in difficult times because of its 'essential' nature. High-Tech infrastructure and precision farming focus means we can continue to produce out-of-season for the most optimal competitive advantage.</p>	<h3>High impact Private Equity</h3> <p>Uplifting society with opportunities to make significant returns on investment. High impact private equity focus through responsible investments. Opportunity to be a mainstream industrial player. Wealth generated through value-add acquisitions and distressed assets with an opportunity for market repositioning.</p>
<p>Defensive future value</p>	<p>Thought for food</p>	<p>Do your part!</p>



Sampada Agri (Pty) Ltd is an example of one such opportunity. Founded in 2018, it was our goal to create high quality produce whilst making an impact across the South African agricultural landscape.

Our business is based on the premise that we will always strive to do the right thing by our partners, customers, colleagues, and investors. It is this mantra that has enabled us to rapidly expand our production and include new value offerings whilst being able to maintain the highest level of quality and customer satisfaction.



Meet our team: Sampada Agri



Hlamarisa Baloyi
Production Manager



Pfunzo Tshikovhi
Packhouse Manager



Johann Abrie
General Manager
Red Meat Operation



William Sethosa
Accountant



Ampie Abrie
Animal Production
Manager



Blessing Chengeta
Feedlot Manager



Karen Compher
Floor Manager



Thea Meyer
Regional Operations
Manager



Dawie de Jager
Processing Manager



Five years ago, a great South African told us to consider farming strawberries at Leeuwenhof. That suggestion, although seemingly insignificant at the time, became momentous, it became what Dr. Martin Luther King Jr called "A joyous daybreak". Today a flame of hope burns on this farm for the emancipation of the less privileged, today many come to this farm to earn a living and in the process retain their dignity.

Whilst 2020 was a difficult year for the world at large, it was an inflection point for our agricultural operation. We took the decision to not only expand on our existing strawberry business but to add cattle to our portfolio. Fast forward to 2024 and it's clear that this decision has paid off, as both our strawberry and cattle operation continue to go from strength to strength.





Sampada Agri remains a beacon of hope for the local communities in which we operate. Our responsibility is to invest your money wisely, create jobs and generate a return. Today our farm boast over 20 hectares of strawberries, over 4000 head of cattle, a processing facility, and an investment into a cannabis operation.

Our Business

Despite South Africa's, highly diversified and sophisticated agricultural sector, we remain a net importer of food. Food security is then a government priority that is vital for the growth of the South African economy and survival of its citizens. At Sampada Agri and in line with the views of our countrymen and women, we view this as a serious problem to the welfare of all South Africans, but equally we see it as an opportunity to generate returns and make an impact.

Strawberries have been a focus area for us over the last half a decade as they are considered a superfood because of their high vitamin, mineral, fibre and antioxidant content. According to a recent study by Glenneis Kriel, only 12 producers account for 90% of South Africa's total strawberry production. We recognise a clear opportunity to be a major producer of Class 1 Strawberries for both the local and export market.

Today Sampada Agri is known in the strawberries market as the best quality producer of berries.

Our Agriculture and Agro-Processing Investment Focus

Our Berries

We produce our strawberries under polytunnels which gives us the advantage of being able to produce berries throughout the year. Our infrastructure is constructed with absolute precision. Our plants are also planted with precision, grown on tabletops which allows us to regulate what and how we feed them, this also allows for efficient and effective harvesting. Each row is connected to its mainline from our state-of-the-art computer operated pumphouse. Being able to provide fresh produce to markets out of season means realising higher prices. We focus on investment opportunities offering improvement in quality of life in areas we invest in, creation of wealth and long-term sustainable value for our investors.

Our approach to the production of strawberries is both precise and technologically sophisticated. We produce strawberries under polytunnels and in an elevated growing medium to give us an added advantage over the competition. By following this specific growing method, we can partially control the climate within the tunnels and thereby produce berries of a higher quality. Providing export quality produce to our suppliers in the early parts of the season means more favourable average pricing for our berries and better returns to our partners.

The nerve centre of our infrastructure includes a state-of-the-art pump house which is able to provide specific fertigation solutions to different sections of the crop. To efficiently manage the ever-increasing volumes of fresh export quality strawberries we have recently completed the construction of a new pack house facility. This facility will be able to manage over 10 tons per day of strawberries, and can store our 2nd grade product for processing.

Whilst our infrastructure gives us the edge; our management team and our operating processes ensure we produce the highest quality produce for our valued customers.



Red Meat

Food security is a government priority that is vital for the survival of the South African citizens. It is important for South Africa to produce enough food to feed its population and despite this huge responsibility, we remain a net importer of food. Food processing and farming are the main drivers of food security.

Our farm is situated in the heart of the Waterberg in Modimolle which is known for its vast grazing fields and fortunately majority of the land in SA is suitable for livestock. Livestock is the largest part of agriculture in the country.

Our strategy includes acquiring a herd of highly fertile breeding stock that are already in production from auctions and other farmers. The ideal scenario is to acquire pregnant cows with a calf at foot (3 in 1's). We follow a very simple methodology with our three in one acquisition strategy:

1. Manage for breeding efficiency and nutritional support through the nine months of gestation;
2. Wean the calves over 5-6 months period depending on breed and nutrition;
3. Feedlot non-breeding stock of calves for market and slaughter over 4-5 months.
4. Retaining and growing the herd through the selection of high quality heifers from the calves based on growth rate, quality genetics, adaptability and breed; targeting a breeding stock of 2000 cattle.

Agriculture requires specialised skills, a lot of capital outlay as well as working capital and takes a long period to be profitable, therefore the need to be patient before you start substantial is essential.

We have taken a decision to invest in cattle farming after our research indicated that South Africans are large consumers of beef and the demand is ever increasing. Cattle farming has a value chain that enables the farmer to get even better margins if they participate in it wholly. This also presents an opportunity to participate in the export of meat and meat products.

Our cattle production operations are situated on farms across the Waterberg in Modimolle which is known for its vast, lush and nutritious grazing fields. Fortunately, the majority of South Africa's vast landscape is suitable for grazing and production of livestock.

Livestock production is the largest agricultural sub-sector in the country. Our strategy involves the ownership of the farm, breeding herd, feedlot, processing facility and distribution of the final product. By owning the whole value chain, it will enable us to reduce production costs and to get improved margins. We grow as much of our own grain and silage as possible to reduce feeding costs.

The processing of meat allows for better margins compared to auctioning live cattle. We recognise that the value chain gets better margins the further it goes downstream, which is why we participate in it. Our long-term goal is to build a significant beef production and processing operation that can rival some of the biggest red meat producers in South Africa.

Our cattle venture has experienced substantial expansion, currently managing a herd of over 2300 cattle and having processed more than 600 for direct market supply. The beef segment stands out as our prime avenue for growth, and our unwavering commitment is geared towards becoming a prominent player in the beef industry.

Our vision entails operating a herd of 60,000 cattle within the next 5 years.

Cannabis

In the past, we explored possibilities of venturing into the cannabis agriculture sector without finding the perfect opportunity.

However, this year, a promising chance emerged involving a small-scale cannabis operation. The existing owners were seeking to elevate the business, intending to supply medicinal cannabis for an Australian offtake agreement.

After conducting thorough due diligence, our findings guided negotiations with the current owners, resulting in a partnership where we now hold a 50% ownership stake in the cannabis operation. Our primary objective is to enhance value and propel the expansion of the operation with a dedicated focus on growth.

*"When we have created equal opportunities and equal rights with good intentions. That's when we can say we have achieved." **Bafedile Mafologele***





SAMPADA
PRIVATE EQUITY

INVESTMENT SUMMARY

Our Retail: Properties

Bambanani Shopping Centre

Diepsloot

Opened in November 2017

Total GLA: 18 800m²

Anchors include Shoprite & Cashbuild



Siyabuswa Retail Centre

Siyabuswa

Opened in November 2021

Total GLA: 7 453m²

Anchors include Shoprite & Wattooloo



Goodwood Mall

Cape Town

Acquired in November 2022

Total GLA: 13 640m²

Tenants include Pick n Pay, Pep & Clicks



Tembisa Megamart

Tembisa

Acquired in August 2016

Total GLA: 14 039m²

Tenants include Pick n Pay & Builders Warehouse



The Oaks Shopping Centre

The Oaks

Planned Capital Investment: R220 million

Planned opening: October 2025

Planned GLA: 10 662m²

Anchors include Shoprite & Waitllo



Matumi Valley Shopping Centre

Nelspruit

Planned Capital Investment: R198 million

Planned opening: October 2025

Planned GLA: 10 727m²

Anchors include Checkers, MeatRite & Clicks



Sampada Agri Meat & Retail Market

Modimolle

Acquired in 2016

Redeveloped in 2023

Total GLA: 3 088m²

Tenants: Sampada Agri



Bela Bela Land Parcel

Acquired in 2019

Size: 3Ha, Zoned and Serviced

Strategically positioned on the R101 at the entrance to the town.



Our Agri Operations

Sampada Agri Strawberry Operation



Initiated in November 2019
Size of operation is 21.7Ha
Technologically advance infrastructure includes tabletops under tunnels.
Primary markets include Dubai, Saudi Arabia and Bahrain



Sampada Agri Cattle Operation



Initiated in April 2020
Cow & calf plus feedlot
Growth strategy includes vertical integration from backgrounding through to processing & retail operations.



Cradle Farms Cannabis Operation

Acquired in August 2023
Production area = 4 500m²
Growth strategy: Implement phased growth in cultivation to produce 2 ton of cannabis per year



Our Hospitality Operations

Euphoria Golf & Lifestyle Estate

Latest Valuation: R 136 010 000
Acquired in October 2016
Estate includes championship golf course, 700 residential stands, 64 bed lodge, clubhouse, conferencing & spa facilities
Additional hotel & conferencing facilities in development



Leeuwenhof Country Lodge

Acquired in July 2016

Lodge positioned on 695 hectares of land

Lodge, luxury chalets, spa infrastructure



High Impact Private Equity

Avari Cars

Initiated in November 2020

The business was positioned to the premium segment of the market and includes the sales and financing of vehicles and a service centre.



Cell captive (Key Protect)

Initiated in November 2020

Insurance cell for institutional clients over 200,000 lives insured.



Waltloo Meat & Chicken Siyabuswa

Opened in September 2022

New retail business operating 650m² of GLA out of Siyabuswa Retail Centre. Waltloo is a popular franchise in the grocery and supermarket segment offers. Expanding offering to 850m²



Leboa Retail Holdings
Spar Portfolio

Acquired in July 2024

Retail business operating three stores in Mookgophong & Mogalakwena

Portfolio includes Spar, Tops & a SaveMor store





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2196 Postal address: Postnet Suite 111, Private Bag 9976, Sandton City, 2146

www.sampada.co.za

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