



SPECIALISED SOLUTIONS.

**mettle** CORPORATE &  
SPECIALISED FINANCE

**Capital | Advice | Investments**

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# Insight

[ in-sahyt ]

*noun:*

An instance of apprehending the true nature of a thing, especially through intuitive understanding.

Penetrating mental vision or discernment; faculty of seeing into inner character or underlying truth.

*verb:*

Mettle.

A different kind of insight.

# Why mettle?

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- Independence
- Personal service
- Experienced team
- Established track record
- Innovative solutions

# William Marais

*B.A., LLB (cum laude), Hons B.Com  
(Financial Management), Grad Dip  
(Taxation)*

## Our leadership

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After being admitted as an attorney, notary and conveyancer, William joined the team that started Boland Financial Services (Pty) Ltd (now Mettle Investments Proprietary Limited) in 1995. In 1996 he accepted a partnership position in the corporate law department of Jan S de Villiers and Son in Cape Town. From 1996 until 1999 William advised clients in the agriculture, media, retail, financial services, and property sectors on a wide range of transactions ranging from acquisitions, sales, listings, unbundlings, and restructurings, to structured commercial lending arrangements. William's clients included Naspers Limited ("Naspers"), Pepkor Limited and Stellenbosch Farmers Winery (now part of Distell).

Following a short period as a Director of Corporate Finance at PwC, during which he was a member of the team that advised Ceres Fruit Growers on the acquisition by Pioneer Foods Group Limited of a minority shareholding in Ceres Fruit Juices, William accepted the position of Business Development Director at M-Web Limited ("M-Web") in 2000. In 2001 William took control of the newly formed eMedia Division at M-Web. During this time William was intimately involved in the turn-around of Computicket from a loss-making business to a solid performer in the M-Web group of companies.

William left M-Web at the end of June 2002 to join Pointbreak to start its corporate finance business, which he headed. During his time at Pointbreak, William was able to establish a sizable client base and was involved in numerous transactions for Pointbreak's clients, which ranged from companies listed on the Johannesburg Stock Exchange such as Naspers, M-Web and Santam to private companies such as Media 24 [diversified media company], Paarl Media [printing], Beekmans Super Canopies [motor vehicle accessories], Boland Vineyards [wine production], Simonsig Wines [wine production], Vinimark [wine marketing and distribution], Agra (Co-Operative) of Namibia [agricultural co-operative], and GoReefers [perishable fruit logistics], Hexkoel [table grape cold storage], Cavalier Foods [red meat supplier], and Mission Holding Group [affordable housing developer]. William was also involved in the establishment of Pointbreak's private equity business in Namibia and its property investment business in South Africa.

Pointbreak's corporate finance business was acquired by Tradehold Limited in September 2014, and now trades under the name 'Mettle Corporate Finance', which business William continues to lead. William is an authorised financial services provider and key individual registered in terms of the Financial Advisory and Intermediary Services Act. In 2017 William successfully completed the JSE's Sponsor Development Programme.

# Werner Maree

*B.Com Acc (Hons) ; H.Dip Tax ; CFA  
Charterholder ; CA(SA)*

## Our leadership

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Werner is a funding specialist with more than 20 years of experience in the fascinating, ever evolving financial services arena. After matriculating from Lichtenburg Secondary School in 1993 with six distinctions, he completed his BCom (Acc) degree (cum laude) followed by B Com (Hons) and Certificate in the Theory of Accountancy at the University of Pretoria. As loan bursary holder, Werner joined PricewaterhouseCoopers Inc. (“PwC”) in Pretoria where he completed his public training. Clients ranged widely and included large multinational companies such South African Breweries (now SABMiller) and Iscor (predecessor to ArcelorMittal) to a government department, medical aid and stockbroker. During his articles he also successfully passed both Part 1 and Part 2 of the Qualifying Examinations of SAICA with Honours (and was ranked first overall in South Africa).

Werner used the opportunity to then gain international experience by being contracted to PwC in Toronto, Canada and Havana, Cuba. He then returned to South Africa to join PwC’s Transaction Services division in Johannesburg tasked with performing due diligence reviews and valuations. As qualified Chartered Accountant, Werner started at Mettle in the Specialist Finance division in 2001. He continued to further his studies and was awarded a Higher Diploma in Tax Law from Rand Afrikaans University (now University of Johannesburg). He also qualified as a Chartered Financial Analyst (“CFA”) Charter Holder in 2003.

During his tenure at Mettle, Werner fulfilled various roles and responsibilities ranging from the establishment and growth of numerous securitisation programs, a mezzanine fund and select collective investments schemes. Werner was also appointed by his holding company, Hosken Consolidated Investments (“HCI”) to be the Financial Director of HCI Khusela Coal, an exploration coal company. He re-joined Mettle on a full-time basis in 2008 and participated in Mettle’s management buyout from HCI. The team has raised substantial capital for corporate clients, private and listed, to enable growth, acquisitions, capital expenditure, management buyouts, etc. Clients included inter alia financial services, fast moving consumer goods, information communications technology and agriculture.

Werner is an authorised representative and key individual in terms of the Financial Advisory and Intermediary Services Act and has successfully completed the JSE’s Sponsor Development Programme. He has been integrally involved in defining the focus and direction of the business conducted by Mettle Specialised Finance and has been instrumental in ensuring that the business continues to grow its areas of expertise and to expand its scope of financial services. Outside of work, Werner is an avid participant in endurance sport, including golf.

# Cedric Sagwadi Nkuna

CA(SA)

## Our leadership

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Cedric completed his articles at Ernst & Young (Johannesburg, SA) and qualified as a CA(SA) in 2015. During his articles he was exposed to the following industries: financial services, industrial products, media, entertainment; consumer goods and services, and technology.

He was seconded to Ernst & Young (Boston, US) in early-2016, in order to gain insights in the biochemical and information systems industries. He returned to Ernst & Young Johannesburg in mid-2016 to serve as an Assistant Manager, within the industrial products division.

In late-2016 he was seconded to Ernst & Young (Reading, UK) in order to gain further insights in the biochemical and information systems industries. He returned to Johannesburg in early-2018 to serve as a Manager within the industrial products division.

Notable public clients include ABB, HP, GoDaddy and Oxford Immunotec.

Cedric joined Mettle in early-2019. Since joining Mettle, Cedric has gained experience in company valuations, capital raising (including alternative funding) and financial modelling.

## Clients

Proudly African,  
servicing listed and  
unlisted companies,  
across all sectors

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### **Sub-Saharan Africa**

Relevant experience in  
South Africa, Namibia,  
Angola, Mozambique,  
Zambia, Kenya, Ghana,  
Nigeria, Mauritius and  
South Sudan.

# Solutions



- **Capital Raising**
- **Asset backed securitisation programs**
- **Mergers & Acquisitions**
- **Lock Box Arrangements**
- **Working Capital Finance**
  - Trade Finance
  - Invoice Discounting
- **Mezzanine Finance**
- **Credit Enhancements**



- **Strategy and Analytics**
  - Balance sheet optimisation
  - Incubator and accelerator (Venture Capital)
  - Employee share ownership plan
  - Environmental, Social and Corporate governance reviews
  - Ownership succession planning
- **Empowerment Solutions**
- **Transaction Support**
  - Due diligence investigations (Financial and Legal)
  - Valuations
  - Approved JSE Debt Sponsor
  - Equity Sponsor services



- **Treasury Solutions**

# Contact

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# The courage to change

**What is wisdom without insight?** We understand that in today's world it takes courage and **a different kind of insight** to successfully navigate a future that will favour the brave. We hope to enrich your journey with the **innovation, intuition and insight which Mettle is renowned for.**

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