

## SERVICE PROFILE

### About the company

**Mekonsult Faida Securities Limited** is an investment advisory and corporate finance company registered under the Companies Act of 2002 with registration number 51295. The company is licensed by Capital Market and Securities Authority (CMSA) to undertake Nominated Advisory services under the Capital Market of Tanzania through the Enterprise Growth Market segment of the Dar es Salaam Stock Exchange. The company is an associate of HLB Mekonsult, member of HLB international - a worldwide network of accounting firms and business advisors.

### Our Services:

#### Nominated Advisor

Through our team of professional and committed management team, we are aspired to assist businesses to raise funds through capital market under the Enterprise Growth Market (EGM) of Dar es Salaam Stock Exchange. Our in-depth knowledge and understanding of the capital market will assist your business in meeting the increasingly sophisticated business needs through venturing or partnering with active investors in the capital market. For companies' intending to raise fund/capital through EGM, we assist on:

- ✓ Lead advisor throughout the listing process
- ✓ Preparation of the listing documents – including information memoranda and Prospectuses
- ✓ Business Assessment
- ✓ Due Diligence reviews
- ✓ Corporate restructuring & financing
- ✓ Staffing and management restructuring
- ✓ Advice on system, procedures and controls
- ✓ Ongoing (post-listing) advisory as per the CMSA rules and procedures for the EGM segment

#### Ongoing services:

- ✓ We keep in touch through regular contacts
- ✓ Review of Notifications from various regulators and stakeholders
- ✓ Monitoring of trading
- ✓ Advice on ongoing compliance

#### Corporate Finance

We work across a wide range of industries and our local knowledge on international transactions is underpinned by the international networks to which we belong – **HLB international**, a worldwide network of accounting firms and business advisors. Our teams are highly committed to achieving the strategic objectives of clients by taking a quality-driven, proactive and personal approach to transactions. We provide specialist advice in each of the following areas:

- ✓ Mergers, Acquisitions and Disposals
- ✓ Public Floatation
- ✓ Valuation Services
- ✓ Business Restructuring
- ✓ Sourcing Finance/Capital
- ✓ Due Diligence Investigations
- ✓ Management and/or Employee Buy-Outs
- ✓ Feasibility Studies and Business Plans

# MEKONSULT FAIDA SECURITIES LIMITED

- ✓ Investment Appraisal
- ✓ Financial Modelling
- ✓ Staff Share Ownership Schemes

## Research and Market Analysis

- ✓ We invest in research and market (and sector) analysis of listed equities in order to ensure that we provide appropriate investment advice to our clients. We have a dedicated team that carries out comprehensive analysis, studies and evaluation of securities, market performance and fixed income market. We believe that information is a powerful tool for making appropriate investment decisions. Our research notes, reports and market commentaries that we carry out are shared with our clients and prospective clients as part of our value added service and CSR activities.

## Other services:-

- ✓ Investment Facilitation Services
- ✓ Transaction Advisory Services
- ✓ Business Performance Improvement Services

## Relevant Firm Experience

Since its inception, we have been very active in serving companies and individuals on issues relating to finance, savings and investments. Details of the assignments performed are available upon request from the Chief Executive Officer.

## Profiles of Key Personnel

### Elinisaidie Msuri – Chief Executive Officer

Elinisaidie Msuri has over 20 years of experience in management, leadership and entrepreneurship development in both private and public sectors. He has been involved in business and strategic planning, business and project management, financial advisory, auditing, accounting and training. His experience covers diverse sectors of the economy. Elinisaidie has a degree in Corporate Finance, he is a Certified Public Accountant in Public Practice and member of the following professional bodies: National Board of Accountants and Auditors, Institute of Internal Auditors, Tanzania Institute of Bankers, Institute of Directors Tanzania, Governing Council of Confederation of Tanzania Industries, Tanzania Chamber of Commerce, Industry and Agriculture, and CEO Round Table of Tanzania, and has been on several boards of directors.

### Jonathan Swalala – Head of Operations

Jonathan Swalala is an experienced Investment Advisor with certifications for Derivative Market Traders and an Authorized Dealer's Representative (ADR) offered by Capital Markets and Securities Authority of Tanzania. Jonathan holds a bachelor degree of science in agricultural economics and agribusiness from Sokoine University of Agriculture. He has been involved in capital market business of Tanzania where he has worked with various companies in capital market such as Mkombozi Commercial Bank on Right issues and an IPO for EGM (Advisor), Advisor for EXIM Bank Tanzania for a Retail Corporate Bond Issuance, Advisor for Maendeleo Bank PLC for a Capitalization of the Bank through a Right Issue exercise, Advisor for MUCOBA Bank PLC for Initial Public Offering (IPO), Advisor for Mwalimu Commercial Bank to join the Enterprise Growth Market (EGM) of Dar es Salaam Stock Exchange, Maendeleo Bank PLC (Advisor for join the newly established Enterprise Growth Market), Diamond Trust Bank (Advisor for its quest to obtain regulatory approval by CMSA for recapitalization via a right issue), Dar es Salaam Community Bank (rights issue that coincided with the bank's recapitalization and extension of license to pan-territorial commercial banking) and TATEPA's (Financial Advisor on M&A transaction).

# MEKONSULT FAIDA SECURITIES LIMITED

## **Alan Rodrick Mchaki – Investment Manager**

Alan Mchaki is financial consultant with over 35 years of experience in areas of accounting, finance, investment and business advisory. He is a fellow member of Association of Chartered Certified Accountants (ACCA)-UK, Associate Member of Swaziland Institute of Accountants, a fellow Member of Certified Public Accountants (CPA) –Tanzania and a Non-Executive Board Member of I&M Bank (Tanzania) Limited. He has working experience in Tanzania, Kenya and Swaziland. Alan has worked and involved into different roles and projects having worked for Deloitte Consulting Limited, Unit Trust of Tanzania, Presidential Parastatal Sector Reform Commission (PSRC), International Planned Parenthood Federation (IPPF), Swaziland Television Authority, Coopers and Lybrand, Deloitte Haskins and Sells, Shell and BP (T). He is an accomplished financial and transactional adviser having advised on several projects during his tenure at both UTT and PSRC.

## **Aluti Nyenza – Investment Advisor**

Aluti Nyenza is an experienced business advisor in management, leadership, and entrepreneurship development in both private and public sectors. His latest six years have been spent on consulting, research, audit and training. He has been involved in business and strategic planning, project design, management, monitoring and evaluation, business reviews, youth empowerment, livelihood and economic strengthening projects, audit and assurance services, capacity building and delivery of trainings in leadership, entrepreneurship, financial and marketing management. His experience relates to tertiary industry, real estate and property development, banking, media, manufacturing, trading and education. He has also been involved in the formulation and review of Tanzania economic policies such as National Employment Policy. He holds a degree of Bachelor of Commerce - Corporate Finance from the University of Dar es Salaam.

## **Erid Yotham – Financial Analyst/Compliance Officer**

Erid Yotham is a growing financial analyst with strong background in finance. He holds a bachelor of commerce in corporate finance degree from the University of Dar es Salaam. Erid was a trainee at College of Business Education (CBE) as assistant accountant before joining MEKONSULT as Financial Analyst. His growing experience has been involved in areas of Investment Management, Financial advisory, Business Valuation and Reviews, Feasibility studies, market assessment and Business plan preparation.

## **Contact details**

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