# JOPHI ANALYTIX

Financial Modelling · Capital Raising · Research & Advisory

*Independent financial advisory serving corporates, banks, regulators and governments across Africa and beyond*

JOPHI ANALYTIX (PTY) LTD | Reg. No. 2024/368729/07 | Johannesburg, South Africa

# About Jophi Analytix

Jophi Analytix (Pty) Ltd is an independent financial advisory practice built on more than two decades of hands-on experience in financial modelling, capital raising, research and treasury advisory across African and international markets.

Work delivered before 2024 was carried out under the banner of Jophi Capital (Pty) Ltd, FSP #48696 — the same team, expertise and client relationships continue under the Jophi Analytix name.


**REGISTRATION**

2024/368729/07

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# What We Do

*Four practice areas, one integrated advisory offering*

### Financial Modelling & Capital Raising

Structured spreadsheet models forecasting revenue, cost and funding scenarios — from short-term SME loans to Basel III-compliant Tier II bonds.

### Financial Analysis & Research

Ground-up financial models built through methodical research and data inference for listed and state-owned companies.

### Research, Advisory & Consulting

Advisory to central banks, regulators and government agencies on liquidity, PPPs, treasury and risk management.

### Product Development & Training

Design of financial products and delivery of masterclasses on exchanges, treasury, pensions and trade finance.

# Financial Modelling & Capital Raising

We apply robust financial modelling to the capital raising process, creating structured spreadsheets that forecast a business's future performance using revenue, cost and funding assumptions — giving investors a clear roadmap of scalability, capital needs and exit scenarios.

Our fundraising models bridge the gap between an entrepreneur's vision and the measurable metrics venture capitalists and lenders require. Our experience spans SMMEs, banks and listed companies — from short-term loans funding purchase orders and material supply, to sophisticated Basel III-compliant long-term Tier II bonds.

**ZAR 290m**

Debt structuring for a JSE–Mauritius Stock Exchange dual-listed company (2018)

**ZAR 1.5bn+**

Ongoing Basel III-compliant Tier II bond mandate for a large South African bank

# Financial Analysis & Research

*Sector coverage built on continuous, ground-up financial modelling*

### Telecommunications

MTN, Vodacom, Telkom

### Logistics

Imperial Logistics, Super Group, Value Logistics

### State-Owned Enterprises

SAA, Eskom, Transnet, Landbank, ACSA, Sasria

### Energy & Mining

Sasol, Anglo American, BHP Billiton, Northam Platinum

### Banking & Financial Services

Standard Bank, Absa, Nedbank, FirstRand, Investec

### Industrials

British American Tobacco, Richemont

### Hospitality, Gaming & Leisure

Tsogo Sun, City Lodge, Famous Brands, Sun International, HCI, Virgin Active

### Listed Property

Growthpoint, Redefine, Hyprop, Nepi Rockcastle, Resilient, Liberty Two Degrees

# Research, Advisory & Consulting

*Mandates for regulators, governments and public institutions include but not limited to:*

**Reserve Bank of Malawi**
Consultant assisting in improving liquidity on the Malawi Stock Exchange (2024–present)

**GTAC Panel of Professional Service Providers**
Appointed 2022 for a five-year term: Transaction Advisory Services and Public Private Partnerships

**NSSF Uganda**
Advised and trained principals on risk management: expanding the investment universe and immunising currency liability; optimal use of surplus cash (2022)

**Volta River Authority (Ghana)**
Built treasury solutions, expanded the investment universe, and developed treasury policy and corporate culture (2020)

**Nisral (Nigeria)**
Advised on agricultural trade finance, applying option-pricing methodology to benefit small-holding farmers (2021)

# Product Development & Regional Expansion

*Joe Kainja has led or contributed to the following product milestones*

**2002–2006**

**JSE free-float indices**

Part of the Peregrine team that developed, calculated and delivered free-float indices for the JSE Securities Exchange

**2024 - present**

**Malawi Stock Exchange**

Consultant to the Reserve Bank of Malawi improving stock exchange liquidity

**2021 - present**

**Financial Modelling & Capital Raising**

Advising and working with a range of companies from SMME’s, listed companies, DFIs and large banks on efficient borrowing principles matching with global funders

**2025 - present**

**JSE Listed Company — FX Repatriation**

Advising on efficient repatriation of ZAR from Malawi, Zambia, Angola and Mozambique

# Training & Capacity Building

*Masterclasses and workshops delivered to central banks, regulators and institutions include but not limited to:*

**Markets Reached**

Malawi · Zambia · Uganda ·
Rwanda · Nigeria · Zimbabwe ·
Botswana · Sierra Leone · Kenya ·
Jamaica

- **Magetsi Pension Fund**
  Pension Fund Investment Accounting & Valuation Masterclass · 2025
- **Rwandan Revenue Authority**
  Public Private Partnership & Contracts · 2025
- **Rwandan Civil Aviation**
  School of Financial Modelling · 2025
- **Ugandan Revenue Authority**
  Pension Fund Investment Masterclass · 2024
- **Reserve Bank of Malawi**
  School of Exchange Traded Funds · 2024

*Additional engagements 2019–2023 include the Bank of Zambia, Ugandan and Rwandan revenue authorities, GT Bank Sierra Leone, ARM Nigeria, United Bank of Nigeria, Motor Vehicle Accident Fund Botswana, Reserve Bank of Zimbabwe, Central Bank of Jamaica, and Family Bank Kenya.*

# Track Record

*Includes but not limited to:*

**20+**

Years of financial advisory experience

**15+**

African & international markets served

**ZAR 1.5bn+**

Current capital raising mandate in progress

**25+**

Financial modelling of blue-chip, listed & state-owned companies

# Engagement & Fees

*Fees are highly negotiable — we believe in long-term, symbiotic relationships*

### Training

Fee per engagement, scoped to duration and content

### Retainer for Research & Development

Ongoing retainer covering continuous modelling and research

### Product Development

Scoped fee aligned to the product and delivery timeline

### Capital Raising

Sliding scale guided by Lehman's Formula

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