

Client	Project Name	Requested Disposition	Interest Rate	Participate with Other Investors	Stand Alone Contribution to Ministry	Probability of Success	Business Development	Net Present Value (NPV)	Revenue Received	Net Present Value (NPV)
Transnet	SWAT2	Transnet - SWAT2	41,500,000.00	No	-	100%	55%	18,875,000.00	10,878,651.55	7,796,848.44
Transnet	GRF - Fixed	Transnet - GRF - Fixed	28,000,000.00	Yes	8,000,000.00	100%	55%	5,400,000.00	-	5,400,000.00
Transnet	Project Factory - Fixed	Transnet - Project Factory - Fixed	23,000,000.00	Yes	9,200,000.00	100%	55%	6,210,000.00	-	6,210,000.00
City of Johannesburg	Capital Raising	City of Johannesburg - Capital Raising	10,000,000.00	No	-	0%	50%	-	-	-
City of Tshwane	Swap Execution	City of Tshwane - Swap Execution	-	No	-	0%	50%	-	-	-
City of Tshwane	Financial Risk Management	City of Tshwane - Financial Risk Management	30,000,000.00	No	-	0%	50%	-	-	-
Eskom	Capital Raising	Eskom - Capital Raising	250,000,000.00	Yes	125,000,000.00	100%	55%	2,469,750.00	2,469,750.00	-
SAA	Unlocking Working Capital	SAA - Unlocking Working Capital	5,475,000.00	No	-	100%	55%	3,823,000.00	3,823,000.00	-
Safcol	Strategy and Funding Plan	Safcol - Strategy and Funding Plan	8,500,000.00	No	-	0%	55%	-	-	-
SAX	Funding Model Review	SAX - Funding Model Review	9,000,000.00	No	-	0%	55%	-	-	-
SAX	Capital Raising	SAX - Capital Raising	100,000,000.00	No	-	0%	55%	-	-	-
Free State	Advisory	Free State - Advisory	3,000,000.00	No	-	100%	50%	1,500,000.00	-	1,500,000.00
Transnet	Loos & Wagons	Transnet - Loos & Wagons	70,000,000.00	Yes	35,000,000.00	60%	55%	9,450,000.00	-	9,450,000.00
Transnet	Swaps on slab loan	Transnet - Swaps on slab loan	22,000,000.00	No	-	60%	55%	5,940,000.00	-	5,940,000.00
Transnet	CPI Bond	Transnet - CPI Bond	50,000,000.00	No	-	40%	55%	9,000,000.00	-	9,000,000.00
Transnet	CCDS Structuring	Transnet - CCDS Structuring	25,000,000.00	No	-	40%	55%	4,500,000.00	-	4,500,000.00
Transnet	CPI Navigation	Transnet - CPI Navigation	45,000,000.00	No	-	40%	55%	8,100,000.00	-	8,100,000.00
Transnet	GRF - variable	Transnet - GRF - variable	159,000,000.00	Yes	79,500,000.00	20%	55%	6,885,000.00	-	6,885,000.00
Transnet	Project Factory - Variable	Transnet - Project Factory - Variable	33,000,000.00	Yes	17,500,000.00	80%	55%	6,300,000.00	-	6,300,000.00
SAX	Fleet acquisition	SAX - Fleet acquisition	20,000,000.00	No	-	0%	55%	-	-	-
Densel	Balance of capital raising	Densel - Balance of capital raising	3,000,000.00	No	-	0%	100%	900,000.00	-	900,000.00
Other: Project 1	Other	Other: Project 1 - Other	-	No	-	0%	100%	-	-	-
Other: Project 2	Other	Other: Project 2 - Other	-	No	-	0%	100%	-	-	-
Other: Project 3	Other	Other: Project 3 - Other	-	No	-	0%	100%	-	-	-
Other: Project 4	Other	Other: Project 4 - Other	-	No	-	0%	100%	-	-	-
Other: Project 5	Other	Other: Project 5 - Other	-	No	-	0%	100%	-	-	-

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1. Business development split

	Bo fee	Bo Split Regiments
Transnet	55%	45%
City of Tshwane	50%	50%
City of Johannesburg	50%	50%
Eskom	50%	50%
SAA	55%	45%
SAX	55%	45%
Safcol	55%	45%
Denel	50%	50%
Free State	50%	50%
Other: Project 1	100%	0%
Other: Project 2	100%	0%
Other: Project 3	100%	0%
Other: Project 4	100%	0%
Other: Project 5	100%	0%

2. Proportion of fixed costs and discount rate

Fixed costs	10%
Discount rate	1.7%
Discount rate	20%

3. Variable costs per project: Team composition and costs

	Monthly cost (sajam)	Average project allocation	Monthly Average project cost
Senior Leadership	250 762	10%	25 076
Leadership	223 164	20%	44 633
Engagement Manager	181 766	100%	181 766
Consultant	133 470	100%	133 470
Analyst	74 824	100%	74 824
Expert	223 164	50%	111 582
Implementation Specialist	181 766	100%	181 766