

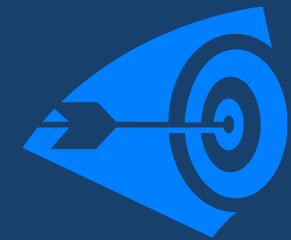
Don Consultancy Group (DCG)

Unlocking all industry
and business solutions



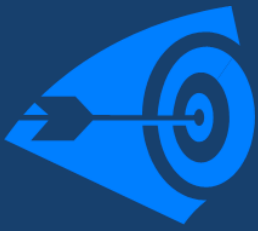
Our Services

- *Business Strategy Development*
- *Economic and Strategic Research*
- *Trade and Industry Policy Research*
- *Economic Impact Studies and Analysis*
- *Sectoral and Industry Research*
- *Capital Raising and Transaction Facilitation*
- *Leadership Development Training*
- *Risk Advisory Services and Training*
- *Research Methodology Training*
- *Strategy Development and Execution Training*
- *Stakeholder Engagement Training*
- *Crisis Management Communication Training*
- *Due-Diligence and Project Evaluation Training*
- *Report Writing Training*
- *Preparation and Planning of Programs*
- *Branding, Design ,Communication*
- *Awareness Campaigns and Advertising*
- *Skills training, Operations , Marketing Financial*
- *Program Monitoring and Evaluation*
- *Policy Analysis, Review and Impact Assessment*



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About Us

Don Consultancy Group Limited (“DCG”) is a specialized management owned boutique consulting firm operating from South Africa and Malawi; and working across the African continent and globally through strategic partnerships. We have an extensive network of affiliated experts based in several African Countries with a global reach. DCG’s core mandate is in Economic and Strategic Research, Trade and Industry Policy Research; and Economic Impact Studies and Analysis, thus offering a strategic approach to economic and investment consulting services. Our offering enhances risk management, strategy formulation and responsible sustainable economic growth. We also provide training as part of our service offering, and this covers Leadership Development, Economic and Strategic Research, Risk Management, Research Methodology and Strategy Development & Execution, Stakeholder Engagement Training, Strategic and Crisis Management Communication Training, Due-Diligence and Project Evaluation; and Report Writing.

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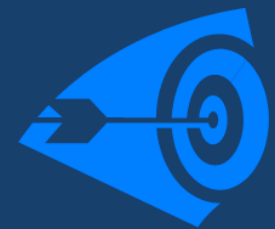
We are experts on emerging markets, with proficiency in resource-rich countries and fragile states, with a deep focus on Africa. Blending economics and political science with strategy, risk management and communications, we have an extensive pool of experts with advanced knowledge of agriculture, mining and extractives, infrastructure, transportation, manufacturing; development financing and retail banking. We assist stakeholders to manage exposure through country risk analysis; and deliver opportunity in a responsible manner towards a shared value. We work with governments towards sustainable investment, growth and empowering socioeconomic development. We develop economic growth strategies and reviews, conduct sector research; and help investment projects come to fruition. DCG is a reputed advisor with a trusted voice, providing advances in analysis and recommendations through innovative research approaches. Our diverse pool of experts is dedicated to developing global trends, research topics and have a strong background of working with several international organisations from the private and public sector as well as academic institutions. We also partner with other consultancy firms on a need basis depending on the nature and scope of the project. We enjoy healthy relationships with local, regional and global key stakeholders in development and finance, private sector and policy makers in Government.

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Our approach in dealing with our clients is holistic and inclusive. We operate in various industries and take an integrated approach and diversity into account for all task teams. As African economies are experiencing some challenges and seek solutions to diversify their economic growth sources, we at DCG work with the understanding that African problems can be tackled using African solutions in formulating and developing strategies that address social inclusion with gender as a cross-cutting dimension within the wider frame of reference towards economic growth and sustainability.



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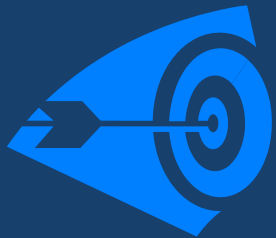
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Management Team



Chifi Mhango

Chief Economist: Director-Economic Research and Strategy



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Holds a Master of Commerce Degree in Economics & Econometrics from the University of Stellenbosch, Bachelor's Degree in Economics, Accounting and Statistic and Certificate in Leadership Effectiveness - Leadership and Management

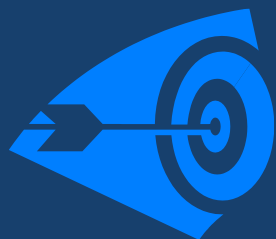
With over 20 years of proven track record of excellence with the following organisations: Strategy (Consultant) at the Development Bank of Southern Africa (DBSA), Chief Economist at SEIFSA, Chief Economist at ArcelorMittal South Africa, Chief Research Director and Partner at Kwesthuba Consulting Ltd, Executive Head of Strategy, Business Communication at Nedbank Ltd, Chief Economist at PetroSA, Senior Economist at the Industrial Development Corporation (IDC), Investment Analyst: Syfrets.

Extensive experience in leading operations of development financing and retail lending, economic and strategy divisions, developing and maintaining long-term strategic plans, approaches, and processes, and identifying and securing business opportunities (business development), Corporate Balanced Scorecard compilation and monitoring. Skilled in strategic marketing initiatives development, channel development and market penetration, data analytics, SWOT and PESTEL analysis, country risk assessment, new products establishment, business realignment and structuring, market research and stakeholder engagement. Adept at conducting awareness/insightful analysis of domestic and international economics, market analysis, competitor analysis and transaction trends; trade and industry policy analysis; strategy development and execution. With an intensive knowledge of Africa's project financing landscape for industrial and infrastructure projects. ***Chifi Mhango has also an extensive media coverage on broader economic and policy issues in South African and International Media channels through print, TV and Radio, see LinkedIn profile: Chifi Mhango posts***



Susan Banda-Mudiwa

**Director : Leadership
Development**



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Holds a Master of Arts in Journalism, University of Missouri – Columbia School of Journalism; Bachelor of Arts – Mass Communication, Elizabethtown College, Pennsylvania; Bachelor of Arts (Humanities with Credit) – Chancellor College, University of Malawi. A Certified Executive Coach (Practitioner Diploma – Academy of Executive Coaching, UK), Certified Hogan Assessment Practitioner.

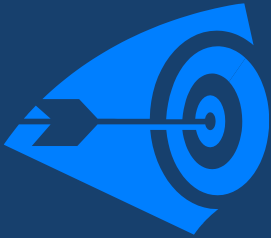
Susan has worked as the Chief Executive Officer at the Millennium Challenge Account- Malawi; Portfolio Manager & Information Education Manager at The Privatisation Commission; Investment Promotion & Project Manager at the Malawi Investment Promotion Agency; Information, Education & Communications Manager at the Malawi Social Action Fund (MASAF) and as a journalist. Susan has a wealth of experience in leadership acquired at all levels of management, including as CEO of a multi-million dollar development finance agency. She has served on the Boards of several enterprises in the private sector and development sectors. She currently serves on the Africa Executive Coaching Council (AECC) and on the Education sub-committee of the Kenya Chapter of the International Coach Federation (ICF).

Susan has a track record of excellent leadership, delivery and execution having worked in different areas notably the development sector, privatization, policy analysis, investment promotion, and strategy development and implementation. She has also worked as a consultant in other fields, including agricultural value chains, functional analysis for a utility company and consulting work in the social and health sectors for an international aid organization.



Likeleli Makaulule

**Director: Industry Research
and Analysis**



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Graduated with Master of Commerce degree (Economics) from University of Pretoria.

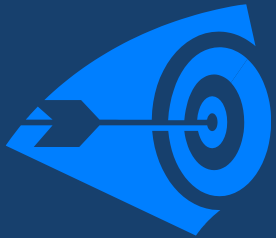
Manager in the CEO's Office at the Small Enterprise Finance Agency (sefa) focusing on governance, stakeholder relations as well as strategic and operational planning. In terms of governance, she facilitates timeous and accurate reporting to Board on all relevant material pertaining to the company's operations, including performance achieved at any given time as well as ensuring compliance with institutional and government regulations. Also participate in deal sourcing by sharing sefa's product offerings with both the current and prospective clients through various platforms. As a member of the International Relations Workstream, takes part in forging partnerships with African countries in promoting SMMEs for mutual benefit.

She has worked as a Senior Economist in the Research and Information Division of the Industrial Development Corporation for a period of close to eight years. During these years, she focussed mainly on advisory services to the Corporation's management on issues relating to macro-economic policy as well as risk analysis for the corporation's investments in the African region. Statistical Analysis expert as well as policy formulation at national government level, particularly the Economic Development Department and the dti.



Loyiso Jiya

Director: Project Financing



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He has an academic background in accounting, finance and economics. He earned his MBA in Finance (cum laude) from the University of Massachusetts, USA.

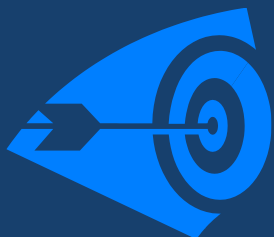
Mr Jiya has extensive experience both in the public sector and private sector. Notably as Head of Large-Infrastructure Project Finance at the Industrial Development Corporation and Senior Partner at Ernst & Young in the Transaction Advisory Services Division. His experience is not only in South Africa, but spans over 20 years in Sub-Saharan Africa. In the years he also managed to build wide network from East to West Africa. He has occupied key positions in several top South African financial institutions. At Rand Merchant Bank as treasury economist and member of the investment strategy and marketing teams at RMB Asset Management; and Capital Alliance, as the head of the marketing and economics departments. After Capital Alliance, he worked as the chief economist and corporate affairs manager for the Genbel Securities Bank.

Loyiso then reverted back to financial services by joining the Industrial Development Corporation as its Chief Economist and Head of Research and Information. During his tenure in this position, his most notable achievements includes leading the team that amended the IDC Act in order for its mandate to change and be able to operate as a Pan African and Global Funding Institution. As the Head of the Public Private Partnership SBU, which primarily invests in Industrial-Related Infrastructure project finance, he led his team to the successful conclusion of deals worth over R3.4 billion over a 3 year period. Loyiso joined Ernst & Young as senior executive partner in 2005, in charge of Project Finance Advisory in the Corporate Finance subsidiary. His primary focus was cross-sectoral project finance advisory, Public Private Partnerships and debt advisory/deal origination.



Joyce Masi

**Director: Corporate Affairs
and Communication**



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Holds a Bachelor of Science degree in Marketing Management and is seasoned Pan-African Banker working at Senior Management level with a special focus on business development and relationship management in corporate banking, structured trade and commodity finance, project management, fund management and businesses/financial advisory services.

Seasoned marketer with experience in brand equity management, advertising, communication, events, sponsorships and CSR, research, media management and organisation.

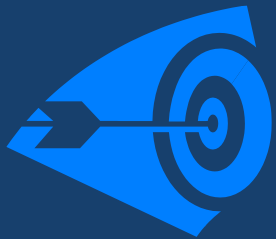
Deep networking and social capital to leverage business goals specifically in the origination, structuring and execution of large ticket deals across a wide sector locally and globally.

A strong understanding of the geo-political and macroeconomic factors impacting businesses and organisations and can negotiate at the highest level to bridge the gap between investors/sponsors and projects; lenders and borrowers for successful partnerships and business outcomes.



Matshidiso Ikaneng

**Director: Risk Advisory
Services**



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Matshidiso has an accounting background and is the holder of a Master's degree in Business Administration – MBA (Wits Business School). Her passion for risk management has led her to continue pursuing further academic certification. She is an effective leader in her field and plays a crucial role in upholding good corporate governance standards, through compliance implementation and monitoring.

Matshidiso is a multi-skilled and seasoned professional in the fields of External Audit, Internal Audit, Forensic Investigations, Risk Management & Strategy. She has over 15 years' experience in both the Public and Private sector, where she has held various positions and has been responsible for second line oversight in Enterprise Wide Risk; Compliance management, internal and external audit. She has held positions as Risk & Control Advisor – Ernst & Young, Internal Auditor – Thebe Investments Corporation, Gauteng Provincial Treasury – Director in Risk Management; Chief Audit Executive – The Department of Labour: Compensation Fund, and Chief Risk Officer –Government Pensions Administration Agency (GPAA) & City of Tshwane. She continues along the path of professional excellence as she at present occupies the position of Head: Risk & Compliance at the Small Enterprise Funding Agency (SEFA). Her broad and diverse risk expertise includes: designing, implementing and maintaining organisation-wide strategy and operating framework being the regulatory risk and compliance function. She is well versed in providing strategic and fit for purpose regulatory risk and compliance services, which contribute to the achievement of business goals and the realisation of strategic objective positions within organisations and has also successfully implemented project risk management processes, system and governance tools to identify, measure, manage, monitor and report on project risks in both the public and private sector.

DCG Training Events: Research Methodology

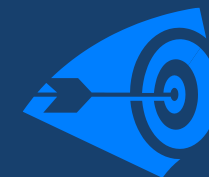
DFIs are created to mainly address a market financing gap that exists, and mainly to support a development mandate agenda. The importance of Research in the DFIs, therefore, becomes imperative in directing the vision, mission and objectives.



In order to communicate the Research findings, a report becomes the requirement. Most DFIs have processes in which several committees exist where decisions are made. These can be at Board, Exco level or Manco. Such requires the ability of a DFI to have employees that are capable at writing a report.



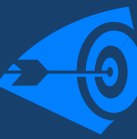
The development of strategy and its implementation in DFIs requires Research input. This can come in the form of identification of the key economic sectors to be targeted for lending activities, benching marking exercise, product development, impact analysis studies among others.



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DCG: The voice on the economy



Further engagement on the latest monthly Manufacturing data in South Africa by DCG's Chief Economist Chifi Mhango with Newzroom Afrika TV on 12th April 2022



This morning 27th Jan 2022, live on Newzroom Afrika, discussion on likely decision by SARB MPC on interest rate with Chifi Mhango



The Mining and Manufacturing sectors in the South African economy register decline in production in the latest data. Its turbulent times amid a cocktail of challenges: interview on Newzroom Afrika TV today with DCG Chief Economist Chifi Mhango- 12th May 2022.



DCG's Chief Economist Chifi Mhango discussing latest developments in the South African Manufacturing Sector, as capacity utilisation reaches 77.8%, an improvement of 2.1% year on year, however, lower than high growth period of above 82% in 2006-2010., on 05th May 2022 with CNBC TV



Getting your organization on the path to success
Strategize...Research...Train

Contact Us

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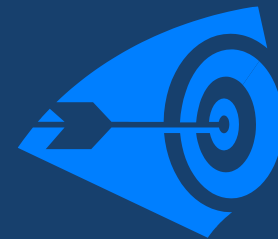
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