

# Company Profile

**Rand-Asia HoldCo (Pty) Ltd**  
2019



**rand-asia**  
TRADE FINANCE



# CORPORATE INFORMATION.

<b>Full name:</b>	Rand-Asia HoldCo (Pty) Ltd
<b>Trading name:</b>	Rand-Asia Trade Finance ("Rand-Asia")
<b>Legal form:</b>	Private Company
<b>Registration number:</b>	2015/116814/07
<b>Registration date:</b>	15 April 2015
<b>Corporate status:</b>	Active
<b>Industry classification:</b>	Financial Services (TM Class 36)
<b>Operational status:</b>	Operational
<b>Registered address:</b>	Fernridge Office Park, Block 1, 5 Hunter Street, Ferndale, Randburg 2194, Republic of South Africa
<b>Telephone number:</b>	+27 11 666 1500
<b>Facsimile number:</b>	+27 86 460 5056
<b>E-mail enquiries:</b>	<a href="mailto:info@randasia.co.za">info@randasia.co.za</a>
<b>Website address:</b>	<a href="http://www.randasia.co.za">www.randasia.co.za</a>

# OTHER COMPANY INFO.

**Auditors:**

PricewaterhouseCoopers Inc.

**Directors:**

DEAN Michael Brian (British) (Chairman)

FINAUGHTY Eric Trevor  
(Executive: Managing Director)

KWANG Wong Joon (Singaporean)

MUNATSI Douglas Tawanda  
(Zimbabwean)

**Directors (Alternate):**

CHANDRA Jiffriy (Chinese)

GLOSSOTI Mark Andrew (Singaporean)

MINTON Clare  
(Executive: Finance and Operations)

MOYO Bekithemba  
(alternate to DT Munatsi) (Zimbabwean)

**Company shareholding:**

Privately Owned

# INTRODUCTION.

Rand-Asia Trade Finance was founded in November 2000 and transitioned through joint ventures.

Rand-Asia is an intermediating business acting between borrower and lender (both our clients). Rand-Asia specialises in structured trade and commodity finance, associated project and specialised finance, receivable finance, agent-principal facilitation, collateral monitoring and asset management through service provision to funders, business origination, credit and risk evaluation, structuring and mitigation, arrangement and implementation with continuous management on behalf of our clients.

Lending and securities all vest with the Lender. Rand-Asia acts as the management agent of most of the operational tasks as the lender would and interacts always with the borrower.







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# MISSION STATEMENT.

“It is our objective in maintaining innovation and creativity through motivated and skilled people of integrity who enjoy what we do; to deliver quality value-added service with good financial returns in a unique business environment of sound organisational structures, corporate governance and social responsibility; to be successful for the benefit of our stakeholders.”

**Rand-Asia: a relationship based business.**

- Interactive relationship and transactional management with all our clients;
- On a long-term basis with repeat / revolving business;
- Delivering innovative, parameter-based finance solutions;
- With strong transaction management;
- In sound risk mitigated lending structures that are well managed;
- Including collateral monitoring / management;
- With regular credit, risk and financial analysis and reporting;
- Delivering premium returns to our clients and Rand-Asia alike;
- In a risk mitigated debt asset class.

# GUIDING ETHOS.







# PRIMARY AREAS OF INTEREST AND ACTIVITY.

## Commodities

- Hard: Metals and minerals including coals and derivatives;
- Soft: Grains and oil seeds, sugar, vegetable oil, cotton etc.;
- Exotics: Plantation timber, tobacco and spices etc.;
- Chemicals: Petrochemicals, specialty and industrial, fertilizers etc.; and
- Hydrocarbons: Refined petroleum products, lubricants.

## Trade Finance

- Primary product for manufacturing and industrial scale application; and
- FMCG (Bulk).

## Regions

- South African domestic and cross border trade;
- Sub-Saharan Africa, including the Indian Ocean Islands, cross border intra-Africa and global trade; and
- Global trade on behalf of sub-Saharan based borrowers.



# BUSINESS OPERATIONS.

## Primary Functions

- Service provider to funders, providing bespoke services in our scope of business interest and activity.
- Originate borrower facilities;
- Structure financial solutions including risk mitigation and evaluation and approval;
- Propose facility arrangements to Rand-Asia's underwriting funding partners (the lenders);
- Lender credit approved facilities result in:
- Structuring and implementation of all security -
- and lending documentation;
- Monitoring and managing security / collateral;
- Routine credit monitoring analysis of financial statements, business risks and covenants.
- Implementing, administering and deal flow management in terms of the parameters of the facilities as accepted between borrower and lender;
- Maintain relationships, procedures and functionality through our front, middle and back office units.





# CORPORATE GOVERNANCE STRUCTURES.

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- Board of Directors;
- Accounts and Risk Committee;
- Executive Management Committee (Exco);
- Technical Credit and Risk Committee;
- Internal Audit Function;
- Auditors (External); and
- Professional indemnity insurance and Directors liability cover.



# OPERATIONAL CAPACITY.

A highly experienced executive management team that has been together for +20 years developing the business model, operating platforms, systems and procedures.

Bespoke, real-time operating systems that can manage:

- Exposures and utilisation of all the asset classes including work in progress;

Revaluation of:

- Foreign currency exchange rates;
- Commodity pricing;
- Contract price management and open position; and
- Inventory tracking;

Collateral management including:

- Collateral Coverage Ratio compliance;
- Debtor and invoice due dates;
- Credit insurance limits and breaches;
- LC securities;
- Cash Margin / Cash Cover; and
- Cash flow management through designated Collection Accounts.

Accounts and statements of all deals and facilities including consolidations of funding positions.

Quality Management manuals, systems and procedures are in place.





# TEAM ON THE GROUND.

## Eric Finaughty

Managing Director (Executive), Founder (Shareholder)

Eric has +36-years of experience in trade and commodity finance, including foreign treasury management, back, front and middle office management and exchange control. Eric joined Trust Bank (ABSA Bank) in May 1982 to April 1995 specialising in structured trade and commodity finance (STCF) from 1992. In May 1995 Eric joined Crédit Agricole Indosuez – South Africa to head up the trade finance and commodity finance division. By invitation, in September 1998 he joined FBC Fidelity Bank in joint venture with Fortis Bank's Mees Pierson - The Netherlands in STCF. The STCF operation in November 2000 was rolled up into the business of Rand-Asia Trade Finance.

Finaughty was initiator and founder of Rand-Asia Trade Finance with the support of key industry specialists amongst others Terri Uren (invested in Rand-Asia and work colleague since May 1982), Clare Minton (invested in Rand-Asia and work colleague since November 1999), Kevin Lovell (retired) and Enrico Greyling (retired chairman 2018).

## Clare Minton

Executive Director: Finance and Operations (Shareholder)

A founding member of Rand-Asia Trade Finance in November 2000, Clare has been integral to the development and evolution of the business managing the operations for and the financial affairs of the company. Having the unique advantage of trade and commodity finance skills honed at Standard Bank and Glencore, with cash flow and financial management, Clare with her team has been responsible for the specification of all the in-house developed systems, testing and implementation. Clare has +28-years of experience in this type of enterprise.



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# MORE ON THE TEAM.



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## **Jacques Bekker**

### Senior Manager: Operations and Processes (Shareholder)

Jacques, invested in Rand-Asia, has +18-years' experience in foreign exchange and trade finance. He joined Rand-Asia Trade Finance in August 2008 and has been integral in the development and testing of all IT systems and workflow structuring, supervision and training of staff. Jacques has completed a certificate in freight management and administration for importers and exporters (UNISA), completed various subjects in export management with the IMM and attended independent courses and seminars from People Management for new managers, documentary credits, fundamentals in futures and trade seminars to help keeping abreast with the always changing trade environment.

## **Frances Geldenhuys**

### Marketing Executive

Ms. Geldenhuys has more than 19 years of banking and trade finance experience, which includes various senior and managerial roles within the commodity and trade finance divisions of Rand Merchant Bank, ABSA Corporate Bank and Standard Bank. Ms. Geldenhuys has an established and proven track record of developing bespoke trade finance solutions and is credited with structuring and implementing the first borrowing base funding solution for soft commodities within the Agriculture industry. She has developed and maintained a broad base of clients that spans the African continent and has worked with a variety of international clients across the Agriculture sector. Most recently she was the Portfolio Manager of a trade finance fund for a middle eastern investment bank. In this role Ms. Geldenhuys was responsible for all aspects of business development, structuring, risk management and performance. Ms. Geldenhuys holds a B.Com (Hons) from the University of Pretoria and a M.Com in Agricultural Economics from the University of the Free State.

## **Other Key Staff**

Stephan Thomas:  
Alan Ferrett:  
Danielle Lingenfelder:  
Paul Westraadt:

Manager: Operations and Processes (Shareholder)  
Manager: Collateral and Field Services (Shareholder)  
Manager: IT and Services (Shareholder)  
Head of Credit and Risk (Contracted)  
(prior Credit 7yrs Citibank Africa | 7yrs BancABC)  
Marketing and implementation support  
Office Services (Shareholder)

Lawrence Thorn:  
Terri Uren:

# RAND-ASIA'S STORY.

Rand-Asia, based in South Africa was founded by a management team that has vast experience in the field of structured trade and commodity finance. This team continues to attract high calibre people and business partners / sponsors as it grows and expands its services to the Sub-Sahara African market.

Not a broker. We are actively involved and engaged in the business we create and manage on behalf of our funding “joint venture” partners, this the managing director and team has been doing since 1995.

Leaders in our field of expertise we work with leading financial institutions.

## **Transformed**

In 2018 Rand-Asia achieved a significant objective with strategic alliance partners and transformed from solely agent into a principal (incorporating agency) as a full suite structured trade and commodity finance house that is African focussed with regional and global reach.

We continue in achieving our development objectives:

- Through our sustainable funding platform;
- Allowing Rand-Asia to become a leading provider of structured trade, commodity and finance services including associated project finance, receivables finance, foreign exchange and ancillary trade and insurance services;
- Managing its own capital resources and funding structures;

to the benefit of Rand-Asia Trade Finance's stakeholders (our shareholders ~ our people ~ our clients ~ our funders), through risk mitigated lending and fund management, delivering sound returns through a sustainable retention and distribution of profits for the development of the company.



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# MILESTONES.

- 2000: Rand-Asia established in joint venture with commercial banks;
- 2011: Rand-Asia was at a high-water mark in USD terms with its then primary Chinese banking partner in association with 9 other funded risk participating banks:  
Facilities accepted: \$ 719 200 000  
Facilities utilised: \$ 504 500 000  
Percentage utilised: 71%  
Total number of clients: 52
- 2012: Rand-Asia achieves ISO 9001:2008 Quality Management Services certification (to be renewed);
- 2015: Rand-Asia transforms into a private and independent service provider on the exit of the Chinese JV partner;
- 2017: Rand-Asia, in January 2017 was accredited by a major USA Emerging Markets Fund Manager for their Africa structured trade & commodity finance distribution including a limited trade related term finance with first disbursements in September 2017;
- 2018: Rand-Asia Finance advances its first direct ZAR funding and secures additional USD resources;  
Rand-Asia is accredited by a major Hong Kong fund with a significant mandate, commenced deployment in Sep 2018.
- 2019: Year of growth as we have sound funding capacity.  
**April 2019: Raised first R15MM JSE listed Note for Rand-Asia's ZAR Structured Trade & Commodity Finance fund.**



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**An experienced, trusted and competent partner.**

**Issued by:**

FINAUGHTY Eric Trevor  
Managing Director  
Rand-Asia HoldCo (Pty) Ltd

