

Providing bespoke solutions based on global best practice and local knowledge....



Broadway Capital Management (Pvt) Ltd Company Profile

Our Services

Project Development
& Structuring

Capital Raising
Advisory

Alternative Investments
Advisory

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Overview of Broadway Capital & Capability Statement



Broadway Capital Management (Pvt) Ltd



- Broadway Capital is a Zimbabwean firm which provides specialist advisory support towards project development & structuring, funding strategy development, capital raising, and alternative investments to corporate and institutional clients, governments, municipalities, and state-owned enterprises in Zimbabwe and Sub-Saharan Africa.
- We pride ourselves in providing innovative but practical solutions and world class execution that adds value to our clients.
- Our key sectors of focus for project development & structuring and capital raising advisory include renewable energy, real estate, mining, tourism, and export agriculture.



- Broadway Capital has a core team of experts with exceptional financial structuring skills and hands-on experience in project development & packaging, capital raising, project finance, public-private partnerships (PPPs), alternative investments, M&A, and general corporate advisory services.
- **We understand best practice in project development and investment.** Our team of investment bankers has successfully delivered on a wide range of high value mandates including public debt issuances; private placement of equity, debt & mezzanine capital instruments; as well as structuring and executing investment transactions. The team also has experience dealing with local and international investors who invest in infrastructure, real estate, private equity, and other alternative investment assets.
- We can add considerable value to clients seeking to make strategic investments or raise capital to fund their operations or a specific project.

Our Purpose



Broadway Capital Management (Pvt) Ltd



- ✦ Our purpose is to be your trusted independent financial advisor who challenges the status quo and offers value-added advice and support around your investments in alternative assets (infrastructure, real estate, agriculture, private equity, etc) and your initiatives to establish sustainable financing arrangements for your business or strategic projects.
- ✦ Broadway Capital is not everything for everyone. We separate ourselves from traditional advisory firms by being a niche player that only offers bespoke capital raising solutions and support around alternative investments to carefully selected corporate and institutional clients.
- ✦ Our value proposition is to provide our clients with value-added service and tailored solutions that enable them to achieve their key financial goals and growth ambitions.

Our experience and financial acumen gives us the competitive edge to diligently evaluate and optimally structure any type of investment and financing opportunity.

Mission, Vision and Values



Broadway Capital Management (Pvt) Ltd



Product Offering



Broadway Capital Management (Pvt) Ltd

Project Evaluation & Structuring

- Preliminary project assessment
- Financial Modeling & Structuring
- Project Appraisal & Documentation
- Preparation of Project Information Memorandum for financiers/investors
- Coordinating investor due diligence
- Negotiations with funders/investors



Capital Raising Advisory

- Issuance of Debt instruments on the capital markets
- Private placement of Equity, Debt and Mezzanine instruments
- Project Financing solutions
- Arranging Lines of Credit
- Debt refinancing solutions



Alternative Investments Advisory

- Property investments through various structures
- Private equity investments
- Renewable energy investments
- Agriculture investments
- Structured commodity deals



Our Business Recipe



Broadway Capital Management (Pvt) Ltd

- ❖ **We believe in the power of partnerships.** Over the years, Broadway Capital's principals have built expansive networks with engineering consulting firms, institutional investors, commercial banks, Development Finance Institutions (DFIs), Multilateral Finance Institutions (MFIs), Investment Funds, legal firms, and accounting firms. For any mandate, we draw the required specialist expertise from this pool of partners to build a multi-disciplinary team that offers a complete end-to-end service to our clients.

- ❖ **Broadway Capital seeks to become a preferred strategic partner. We therefore commit time and resources to understanding the client's business and their strategic objectives,** thus allowing us to offer solutions that are tailor-made and informed by knowledge of your business, specific needs and peculiar circumstances.

- ❖ **Our value addition is anchored on the following strengths:**
 - ① Agility, efficient execution, and strong client relationship management
 - ② Deep project development & capital raising experience and knowledge of alternative investments
 - ③ Strong structuring capability
 - ④ Robust network of consulting & advisory firms and funding partners
 - ⑤ Experience working with Government, public agencies, parastatals, corporates, and DFIs
 - ⑥ Exposure to international best practice in project development & financing
 - ⑦ Competitive & flexible pricing

Capital Raising Services



Broadway Capital Management (Pvt) Ltd

Bespoke funding solutions for all your financing needs....

The background of the slide is a composite image. On the right side, there is a stack of several silver coins, likely Euro coins, resting on a document. The document features a line graph with a fluctuating black line and some numerical values, including '6,000'. On the left side, there is a dark blue rectangular box containing white text.

**Project Finance &
Capital Raising**

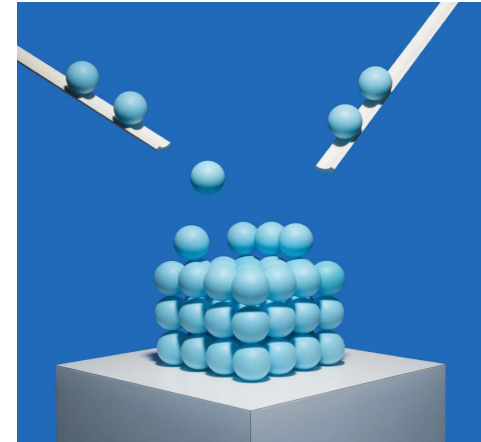
We design, structure and implement robust deal structures that enable access to financing from private institutional investors, capital markets, and Development Finance Institutions....

Support towards Alternative Investments



Broadway Capital Management (Pvt) Ltd

- **Through our expert team and network of partners, we are able to originate, evaluate and structure suitable strategic investments for our clients in the following areas:**
 - ✦ Real estate (housing, student accommodation, warehouses, retail space, etc)
 - ✦ Renewable energy projects
 - ✦ Tourism facilities
 - ✦ Private Equity
 - ✦ Export agricultural ventures
- Our services include the following:
 - 👉 Investment opportunity identification
 - 👉 Due diligence, investment appraisal and risk analysis
 - 👉 Preparation of Project Documentation
 - 👉 Transaction structuring & management
 - 👉 Strategic partner identification & engagement
 - 👉 Negotiation of deal terms and agreements

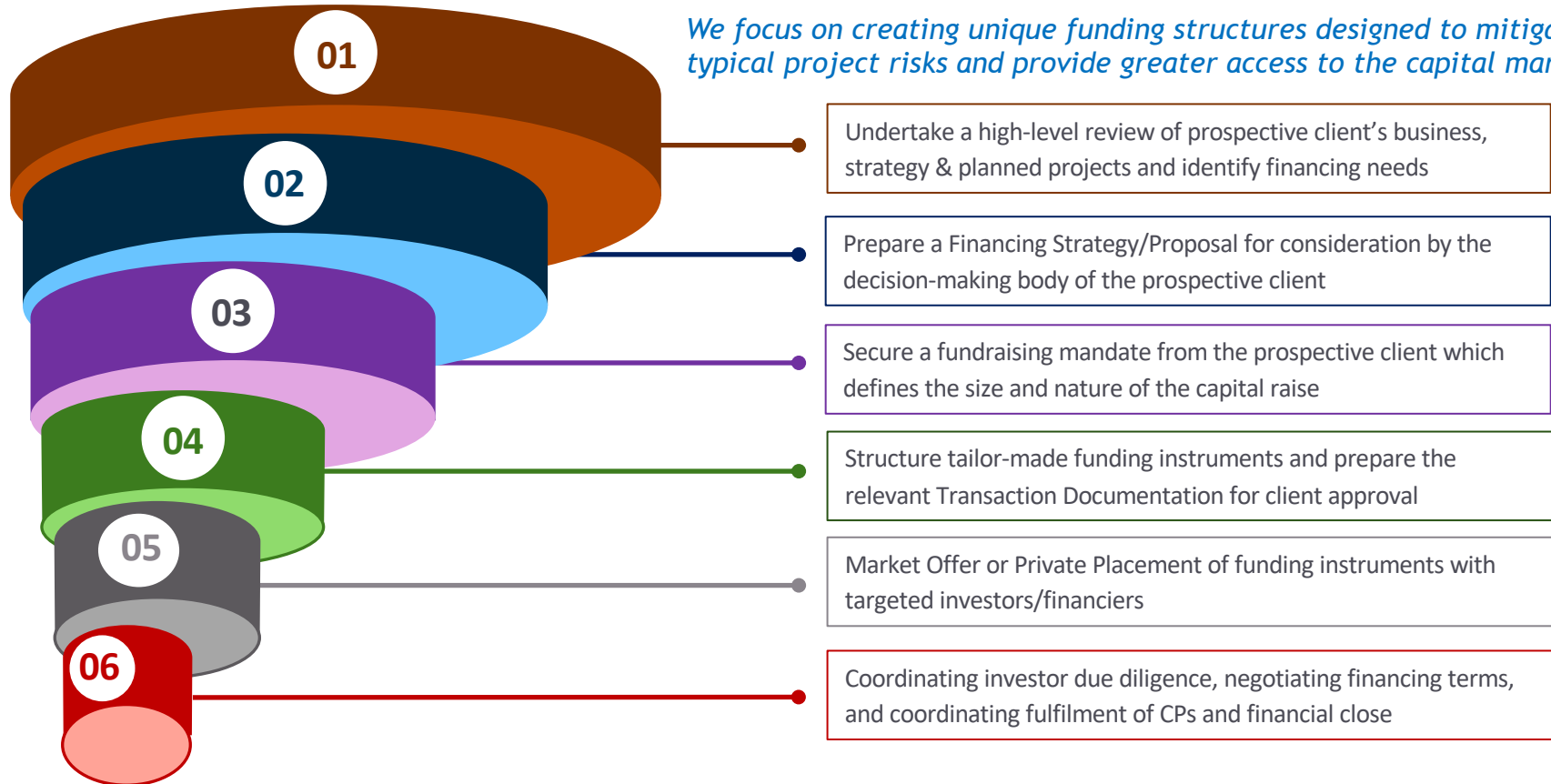


Our Approach to Capital Raising Solutions



Broadway Capital Management (Pvt) Ltd

We focus on creating unique funding structures designed to mitigate typical project risks and provide greater access to the capital markets...



Directors



Broadway Capital Management (Pvt) Ltd



**Rushworth
Maenzanise**

Rushworth is an investment banker with demonstrated experience in debt, equity, mezzanine and structured finance transactions. Rushworth brings over 15 years of experience in corporate finance, advisory, assurance, venture capital and investment banking. He has worked in middle to senior level investment banking roles at Syfrets Corporate and Merchant Bank (now ZB Capital), Securities Africa Limited, Atlas Mara and MyBucks S.a.r.l. He has successfully completed M&A transactions and raised capital in various jurisdictions across Africa, with his landmark transactions including the listing of a US\$30 million bond programme in Zimbabwe, a BWP100 million bond programme in Botswana, a MWK14 billion bond programme in Malawi, and a SZL100 million bond programme in Swaziland.



**Caleb
Bhosha**

Caleb started his career in a financial services conglomerate, serving as the Executive Assistant to the CEO. This role gave him exposure to various facets of business, including fundraising, financial modelling, credit modelling & scoring, and asset-liability management. He later co-founded a technology business which was subsequently selected as one of the inaugural African 10 businesses accelerated through European accelerator program, Startupbootcamp. He proceeded to consult for a Zimbabwean asset manager, leading their advisory work before assuming a Project Manager role with an energy developer backed by Masawara, a renowned Zimbabwean conglomerate. He founded 30Process Consulting in 2019 and through the vehicle, gained vast exposure in investment banking and corporate finance activities in different African countries.



Broadway Capital Management (Pvt) Ltd



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