



LINDON
CORPORATION

TAILORED ADVISORY SERVICES

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OUR VISION

“Great firms are not built on profits alone. They are built on the positive difference they make to the lives of others”

Everyday we seek new and innovative solutions that help our clients make a difference in the lives of others

ADVISORY SERVICES

Lindon Consulting Corporation is a Management Advisory Firm. Our business philosophy is aligned to the national priorities detailed in South Africa’s National Development Plan 2030 – economic growth, employment, environment, education, health, good governance.

Our team, drawn from a wide spectrum of sectors, has a cumulative experience of over 100 years in providing tailored advisory solutions in four FOCUS areas:



PEOPLE



PROFIT



PLANET



AND BEYOND

Services offered in each of the focus areas are as follows:

PEOPLE – IMPROVING THE LIVES OF CITIZENS THROUGH ECONOMIC DEVELOPMENT

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- Economic Growth and Job Creation through Economic Development (ED). Tailored solutions: local economic development strategies, sector development, export growth, inward investment attraction and new opportunity development.
- Human Resource Development. Tailored solutions: training and development, performance enhancement, rewards and recognition, skills transfer and succession planning.
- Civic Infrastructure Delivery. Tailored solutions: new infrastructure appraisal (feasibility and business model), supply chain management (including transaction advisory of public-private-partnerships (PPP) projects), emerging enterprise development strategy, monitoring and evaluation.

- Youth and Unemployed Graduates. Tailored solutions: learning management systems (LMS), business coaching and incubation, business plans, access to finance, mentorship, internship.
- Corporate Social Investment (CSI). Tailored solutions: CSI Strategy, Economic Impact Assessments.

PROFIT – INCREASING SHAREHOLDER VALUE

- Cost reduction. Tailored solutions: review of strategy and performance plans, input costs, productivity, fixed overheads, product pricing, cost of sales, location costs, etc.
- Turnaround. Tailored solutions: strategy, costs, pricing, customer satisfaction, new clients, new and niche market penetration, financial restructuring, fund raising, disposals and disinvestment
- Inorganic growth¹. Tailored solutions: market densification, development of new local markets, mergers, acquisitions, African strategy, global expansion and new business development.

PLANET – CREATING A SUSTAINABLE ENVIRONMENT FOR ALL

- Sustainable business. Tailored solutions: green economy strategy, climate change mitigation, adaptation and resilience, carbon reduction/neutralty, energy efficiency and savings, industrial symbiosis, green funding.
- Renewable Resources. Tailored solutions: clean energy solutions (hydro, wind, solar, bio-gas, ocean), solid waste re-purposing, waste water recycling.
- Compliance. Tailored solutions: environmental legislation, Environmental Management System (based on ISO14001:2015) development and implementation, environmental audits, capacity building on all sustainable development areas.

...AND BEYOND – LEADING THE WAY

- New Business Strategy. Tailored Solutions: feasibility studies, business strategy and implementation models for new business opportunities.
- New Frontiers. Tailored Solutions: research into new economic sectors (cannabis, aquaculture, e-waste, space-economy², niche tourism, high value agriculture, etc.).

¹ **Inorganic growth** is the higher rate of **growth** of business, sales expansion etc. by increasing output and business reach by acquiring new businesses by way of mergers, acquisitions and take-overs, etc.

² Also “astronomy-economy”

- Innovation. Tailored solutions: innovation strategy, incubation and coaching, small enterprise support, “dragon’s den”³.
- Fourth Industrial Revolution (4IR). Tailored solutions: benchmarking of 4IR best practices and business technology, new technology adoption strategies, human-centred 4IR strategies.

ADVICE YOU CAN DEPEND ON

Lindon’s advisory is grounded on the following principles:

- Only work of the highest possible standard is acceptable
- All work done for and on behalf of clients is fully documented
- Facts stated are always referenced to credible sources and where opinions are given these are fully justified
- Highest levels of integrity and transparency are maintained at all times by all members of the team
- Demonstrable value to clients

SOME OF OUR RECENT CLIENTS

[alphabetically]

- AECI Group
- BASF Chemicals
- Council for Scientific Industrial Research (CSIR)
- Dawn Valley Estates
- Department of Economic Development, Tourism and Environmental Affairs (EDTEA)
- Department of Water Affairs and Sanitation (DWS)
- Dube Trade Port (DTP)
- Eskom
- Ethekewini Municipality
- Ezemvelo KZN Wildlife
- Gambarelli Luxury Group
- Gauteng Tourism Authority (GTA)
- Harry Gwala District Municipality
- Industrial Development Corporation (IDC)
- Ithala Development Corporation
- KZN Aquaculture Cluster

³ Platform for entrepreneurs to pitch their ideas to seasoned business people (the “dragons”) for further support

- KZN Information, Communication Technology and Electronics (ICTE)Cluster
- Mhlontlo Local Municipality
- Moses Kotane Institute
- National Treasury
- Paperkem
- Percos India
- Richards Bay Industrial Development Zone (RBIDZ)
- Small Enterprise Development Agency (SEDA)/Ezingolini Essential Oils – HR Strategy
- Sharma Pulp and Paper Group
- Small Enterprise Finance Agency (SEFA)
- South Coast Boat Manufacturing Cluster
- Tata Steel (Africa)
- Thomas Abrasives
- Tourism KwaZulu-Natal (TKZN)
- Toyota Motor Group
- Trade and Investment KwaZulu-Natal (TIKZN)
- Ugu District Municipality
- Ugu South Coast Development Agency (USCDA)
- Umbogintwini Industrial Complex Tenant Association
- Umkhanyakude District Municipality
- United Nations Industrial Development Organisation (UNIDO)
- University of KwaZulu-Natal (UKZN)
- Wispeco Aluminium
- Zululand District Municipality

PREVIOUS ADVISORY ASSIGNMENTS

PEOPLE-FOCUSED

[IMPROVING THE LIVES OF CITIZENS THROUGH ECONOMIC DEVELOPMENT & INFRASTRUCTURE DELIVERY]

Project Name	Client	Solution
Game Bird (Quail) Farm	KZN EDTEA	Feasibility Study (Quail)
Agri-Business Hub	ILEMBE D.M.	Research Report (Supplier Development)
Abattoir and Meat Processing Plant	KZN EDTEA	Feasibility Study, Business Plan
Hydroponic Tunnel Farm	KZN EDTEA	Feasibility Study, Business Plan, Project Management
Commercial Crop Farm	Dawn Valley	Business Plan, Fund Raising, Farm Mngmnt
Essential Oils Co-Op	SEDA	Human Resources Strategy and

Project Name	Client	Solution
		Systems
Bulk Fresh Produce Market	eThekwini Metro	Turnaround Strategy
Aquaculture Primer	TIKZN	Research Paper on the Aquaculture Sector
Catfish Farming in KZN	KZN EDTEA	Feasibility Study
Timber Board Supply	KZN DEDT	Feasibility study
Mobile Wood Chipping	KZN DEDT	Feasibility study
eDumbe Community Forest	IDC	Due Diligence, Scoping Report, Business Plan
Inkanyeze Yamahobe Community Forest	IDC	Due Diligence, Scoping Report, Business Plan
Assessment of four small-holder horticultural Farms in KZN	DTP/UKZN	Project Management, Market Assessment, Report Development
McFair Holdings	SEFA	Due Diligence of Tunnel Farming Financial Model
Commercial Cannabis Production	MKI	Feasibility Study of Commercial Production and Processing of Medical Cannabis in KZN
Software Engineering Skills	DEDT KZN	Skills and Strategy Development
Advanced Programming Skills	DEDT KZN	Skills and Strategy Development
KZN ICTE Cluster	KZN ICTE Cluster	Business Growth
Funding Options for Innovations	Embizeni ICTE Incubator	Funding Options and Requirements
E-Waste Recycling	KZN EDTEA	Feasibility Study & Business Model
New Opportunity Identification	KZN Tourism	Investment Strategy, Due Diligence, Concept Studies
GaRankuwa Hotel School	GTA	Turnaround Strategy
Sam Gross Boat Yard	GTA	Feasibility Study
Donaldson Dam PPP	GTA	Feasibility Study
Pongolapoort Dam PPP Waterfront & Hotel	DWS	Transaction Advisory, Feasibility Study, EOI
King Shaka Monument (eThekwini)	TKZN	Concept Development, Investment Prospectus
Lilies Leaf Precinct	GTA	Architectural Concepts
West Rand Birding Route	GTA	Feasibility Study
Suikerbosrand Nature Reserve	GTA	Turnaround Strategy
Victoria Lake Waterfront	GTA	Feasibility Study Architectural Concepts
Jozini Lake resort (Zululand)	TKZN	Concept Development Investment Prospectus

Project Name	Client	Solution
Woodstock Lake Resort (Drakensberg)	TKZN	Concept Development, Investment Prospectus
Dinosaur Theme Park	TKZN	Concept Development, Investment Prospectus
Inanda Lake Resort	TKZN	Feasibility Study
Dawn Valley Lodge	Dawn Valley	Feasibility Study, Business Plan
Community Tourism Enterprise Development	TKZN	Research Report
Drakensberg Royal Natal Hotel	TKZN	Due Diligence, Investment Prospectus
Msinga Gorge	TKZN	Feasibility Study, Concept Development
Mpenjati Nature Reserve PPP	TIKZN/KZN Wildlife	Feasibility Study, Concept Development
Mount Nebo Arena and Adventure Zone	TKZN	Turnaround Strategy and Business Plan
Albatros Lodge	TKZN	Due Diligence, Feasibility Study, Financial Model
KZN Investment Promotion Strategy	TIKZN	Strategy Development
Investment Promotion Strategy	Ugu DM	Strategy Development
Investment Promotion Strategy	Harry Gwala DM	Strategy Development
Investment Promotion Strategy	Tongaat LM	Strategy Development
Investment Promotion Strategy	DIPA – Durban	Strategy & Implementation
Tavern Policy	Ethekwini Metro	Policy Development.
HR Management System	SEDA	HR & OD Policies and Procedures Manual.
Funding Applications	USCDA	Applications for funding for infrastructure projects
Investment Promotion & Facilitation: Zululand DM	KZN EDTEA	Strategy & Implementation Plan
Investment Promotion & Facilitation: Umkhanyakude DM	KZN EDTEA	Strategy & Implementation Plan
Investment Promotion & Facilitation: Harry Gwala DM	KZN EDTEA	Strategy & Implementation Plan
uMlazi Township Economy Study	Ithala Dev Corp.	Research and Report
iMbali Township SMME Study	Ithala Dev Corp.	Research and Report
Kwa Mashu Township SMME Study	Ithala Dev Corp.	Research and Report
Marketing and Investor Outreach Plan	RB IDZ	Strategy and Implementation Plan
Study on Reasons and Impact of	TIKZN	Survey and Report

Project Name	Client	Solution
Disinvestment in KZN		
Ugu Maritime Strategy	KZN EDTEA	Strategic Framework and Implementation Plan
Isandiso Piping Systems	SEFA	Post Investment Due Diligence, Financial Statements, Turnaround Strategy
Standard Operating Procedures	eThekwini Metro	Development of Standard Operating Procedures for the Project Management of Capital Economic Infrastructure Projects
Environmental Engineering Programme	UKZN	Course research, development and lectures 2nd and 3rd year engineering students as well as competence assessments in line with Engineering Council for South Africa (ECSA) Exit Level Outcomes
Professional Conduct Investigations	SACNASP	Co-ordinate investigations of all allegations of unprofessional conduct by SA Scientists

PROFIT-FOCUSED

[INCREASING SHAREHOLDER VALUE THROUGH STRATEGIC INTERVENTIONS]

Assignment	Client	Solution
Mozal Aluminium Smelter	Eskom/BHP	Site Assessment, Special Electricity Deal
Ceramic Tiles (R300m, Durban)	IDC/Gambarelli (Italy)	Pre-feasibility study
Liner Board Production	Eskom	Pre-feasibility Study
Automotive Magnets	Eskom	Pre-feasibility Study
Tata Steel Ferrochrome	Tata Steel	Transaction Advisory, Special Electricity Deal, Advocacy
Industrial Parks	KZN EDTEA	Feasibility Study, Business Plan Investment Prospectus
Strut Systems Africa	SEFA	Post Investment Due Diligence Assessment
Perishable Food Industrial Hub	KZN EDTEA	Feasibility Study, Site Identification, Business Plan, Investment Prospectus
Light Manufacturing Park	KZN EDTEA	Feasibility Study, Business Plan, Investment Prospectus
Chemical Industrial Park	KZN EDTEA	Feasibility Study, Site Identification

Assignment	Client	Solution
Halaal Hub	TIKZN	Feasibility Study, Site Identification
Integrated Footwear Manufacturing Precinct	eThekwini	Feasibility Study, Site Identification, Financial Model, Artistic Drawings
Regional Distribution Centres	Ithala Dev & Fin Corp	Business Model, Financial Model, Supply Chain Management
KZN Pulp & Paper plant	Sharma Group	Investment Facilitation, R1.3billion
Dawn Valley Farm	NEF/Dawn Valley	Investment Facilitation, R3million
Business Expansion	Wispeco Aluminium	Extrusion Plant Relocation
Business Expansion	Bastec/BASF	Plant Relocation
Ceramic Tiles	IDC/Gambarelli	Feasibility Study – Ceramic Tiles
Ferro-chrome Smelting	Tata Steel KZN	Plant Relocation – Ferrochrome smelting
Plant Expansion	Thomas Abrasives	Plant Relocation
Plant Relocation to SA	Nortex	Plant Relocation – Towel manufacturing
Plant Expansion	Toyota Corp.	Plant Relocation – body and paint plant
Plant Relocation	Paperkem	Plant Relocation - chemical
Jozini Dam Waterfront	DWA&S	Feasibility Study, Procurement
Market Development – Ceramic Tiles	Gambarelli Group	Market Development, Sales and Distribution of Tonino Lamborghini
Market Development – Skincare	Percos India	Market Development, Sales and Distribution
Market Development, Investor Facilitation	Umbogintwini Industrial Park	Marketing Strategy, Implementation, Investor Facilitation
Assessment of Durban's Investment Climate	Ethekwini Metro	Survey & Report
KZN Aquaculture Cluster Management	KZN Aquaculture Cluster	Business Plan, Company Incorporation, Operations Management
East Coast Boat Manufacturing Cluster Management	EC Boat Manufacturing Cluster	Business Plan, Company Incorporation, Operations Management
Economic Development Association of Southern Africa www.edasa.net.za	Lindon Corporation	Continued Professional Development, Knowledge Management, Recognition

PLANET-FOCUSED

[CREATING A SUSTAINABLE ENVIRONMENT FOR ALL THROUGH GREEN INITIATIVES]

Assignment	Client	Solution
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Assignment	Client	Solution
Renewable Energy Sector Profile	KZN DEDT	Research Report (Global and Local Trends)
Renewable Energy Opportunities (KZN)	KZN DEDT	Opportunity Evaluation
Renewable Energy Opportunities (Gauteng)	Gauteng Province (GEDA)	Resource and Opportunity Assessment
Hydroelectric Power Station (Durban)	Ethekwini Metro	Feasibility Study
Renewable Energy Opportunities (Malawi)	UNIDO	Opportunities Evaluation
Hydroelectric Power Project (Malawi)	UNIDO	Feasibility Study
National Solar Water Heater Programme	ESKOM	Business & Financial Model
Renewable Energy Investment Strategy	GEDA	Implementation Strategy
Renewable Energy Value Proposition	TIKZN	Development of Key Value Proposition for RE Investments in KZN
Waste Technology & Innovation Centre	CSIR	Feasibility Study and Business Plan for a national Waste Technology and Innovation Centre
e-Waste Refurbishment	TIKZN	Feasibility Study and Business Plan on e-Waste Refurbishment Centre
Environmental Management Risk Management Guidelines	SEDF/IFC	Capacity building of government officials, financial institution managers and media on World's Bank Environmental Risk Management Guideline
Contractor Capacity Building	Eskom, Distribution	Contractor environmental capacity building, environmental compliance audits and technical (environmental) evaluations of all tender
ISO14001:2015 Compliance	Eskom, Distribution	Development and implementation of an Environmental Management System (EMS) certified against ISO14001:2015, including capacity building of senior managers
Proactive Bird Mitigation Project	Eskom, Distribution	Project management of the proactive bird mitigation project to eliminate or minimise bird injuries and mortalities on overhead powerlines and associated infrastructure

Assignment	Client	Solution
Climate Change Strategy and Capacity Building	Eskom, Distribution	Development and execution of a climate change strategy and training programme for utility employees
Waste Management Plans	Eskom, Distribution	Development and implementation of waste management plans
Environmental legislation training	Eskom, Distribution	Development and execution of environmental legislation training for managers and contractors

...AND BEYOND

[LEADING THE WAY TO NEW FRONTIERS THROUGH NEW BUSINESS DEVELOPMENT]

Programmes	Solutions Offered
Aquaculture	Feasibility Study, Business Plan and Implementation Strategy for production, processing, pricing, market development
Cannabis	Feasibility Study, Business Plan and Implementation Strategy for production, processing, pricing, market development
Green Economy	Programme Management, Strategy, Implementation Plan and Access to Funding for renewable energy, energy efficiency, waste recycling, water saving/recycling
Cluster Management	Strategy, Operations, Management, Member Support
Innovation	Idea generation, idea assessment, <i>dragon's den</i> incubation, coaching, funding model, commercialisation of new ideas
Learning Management Systems	Development of LMS, Customisation, Training and Development

PARTNERS

The founding partners of Lindon are:

Linda, CHIEF EXECUTIVE OFFICER, with over 30 years business management and customer relationship experience. Linda's skills include financial management, tax compliance, governance compliance, bid development and supply chain management.

Don, CHIEF ADVISOR, has over 30 years experience in the corporate sector, business management, business development, finance, economics, facilitation of foreign direct investment, project management, transaction advisory, strategy, human resources and policy development.

ADVISORS AND ASSOCIATES

Lindon Corporation's advisors are drawn from a wide spectrum of sectors and disciplines including Economics, Finance, Engineering, Environmental, Architectural, Town Planning, Strategy, Human Resources, Supply Chain Management, Entrepreneurship, Innovation, etc.:-

- **DON GOVENDER**
[BSc, DIM]
Economics, Finance, Entrepreneurship, Innovation, Transaction Advisory
- **GUY JOUBERT**
[BSc Civ.Eng., MBA]
Finance, Economics, M&A
- **TIM McDONALD**
[DiplFin, SACA]
Finance, M&A
- **DR. TROY GOVENDER**
[BSc, Phd]
Environmental Management [Climate Change Mitigation]
- **NKOSINATHI MKHIZE**
[NDip Town & Regional Planning, BA]
Architect, Town Planning
- **DR. PAT NAIDOO**

[BSc Elec.Eng., MBA, Phd]
Corporate Strategy

- **LINDANI DHLOMO**
[BA]
Entrepreneurship, SMME Development
- **KRISH GOVENDER**
[NDipl, MTech]
Economic Research
- **DAVE DOBSON**
[BSc, MBA]
Timber Plantation Valuation

AWARDS & RECOGNITION

Energy Newcomer of the Year (2008)
The Southern African Association for Energy Efficiency

Best Exempted Enterprise – Consulting (2015/2016)
Umyezane Business Awards

CORPORATE SOCIAL INVESTMENT INITIATIVES

WORK READINESS SKILLS DEVELOPMENT

Supporting unemployed youth and graduates with work readiness skills
<https://Indn.talentlms.com>

YOUNG ARTISTS

Supporting young aspiring African artists with access to markets
<https://myart.talentlms.com>

CORPORATE INFORMATION

REGISTERED NAME	Lindon Consulting Corporation (Pty) Ltd
REGISTRATION NUMBER	2003/008 979 07
BBBEE STATUS	Level 1 [EME]
Shareholding Structure	100% South African 100% Black 50% Women

For more details of our advisory services and projects, visit www.lindon.co.za or email info@lindon.co.za or call on us at **614 Andrew Zondo Road, Athlone Park, DURBAN, South Africa, 4126**

“Someone is sitting in the shade today, because someone planted a tree a long time ago”
- Warren Buffet, Chairman, Berkshire Hathaway –