

Weaver Merchant & Trade

Franchise Prospectus

**WEAVER
MERCHANT
&
TRADE**

Finance Made Simple



Own and Operate your own financial Brokerage

Financial independence



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Steps to success

The route to independence



1

Invest in a proven concept

2

Gain access to reference-ability and unique funds

3

Maximize your returns as part of a global network



Building blocks to success

The aspects of independence

The Weaver Merchant & Trade franchise opportunity?

To open and operate your own 'Weaver Merchant & Trade' registered business in a defined territory, following a proven business model, using a toolbox of bespoke business tools, excellent training and supported by Weaver Capital and Weaver Merchant & Trade operational expertise.

Benefits:

- Proven business model with track record of commercial success.
- Opportunity to become a geographic leader in a unique industry
- Customer product offering that dramatically change the funding and finance industry.
- Experienced management backing with full support package
- Brand associated with service excellence, and success

Weaver Merchant & Trade Industry

The Weaver Merchant & Trade industry is marked by large involvement from traditional finance institutions and banks. Given the growing complexity of loan arrangements – and lack of funding finalization from these institutions – there is a growing requirements for non traditional finance models, such as Venture Capital, Securitized Vehicles and off shore funding – which provides growing business opportunities to Weaver Merchant & Trade



The Company

A history of success



Who we are

Weaver Merchant & Trade is the new commercial entity incorporating all **Weaver Capital** activities.

Since inception Weaver Capital has proven a unique approach that has ensured competitive advantage and business growth for our customers and business partners. Initially trading as Ideasource the business built strong networks and business opportunities and is currently expanding globally.

Building on this culture of success, Weaver Capital is expanding rapidly in delivering unique funding solutions for our business partners – and now incorporating this in the new **Weaver Merchant & Trade** franchise opportunities – to ensure better customer management

Our History

2005- 2009

Founded as IdeaSource with Specific consulting focus on Knowledge management and document management as well as process consulting, and develop key financial solutions

2010 - 2014

Projects consistently need capital - and with our successful arrangement into many mega projects, and developing financial solutions - the company name changed to Weaver Capital

2014-2016

Consult on various acquisition projects and expand the acquisition and project consulting business, and establish the commodity trading business with specific emphasis on Chrome

2017-2019

Expand the consulting business in Financial solutions - and create global expansion in Europe and Australia.

2020 - 2021

Establish the Africa Knowledge center to house Africa finance business and create the franchise network

Our Experience

16 Years of Value

Our Current working model is based on a deep understanding of the finance market – as well as relationships within a broad range of industries.

Mergers and Acquisitions – and Disposals

We have created solutions for some of the leading enterprises in SA and across the globe. Our client list is a veritable Who's Who of SA and Global business. Through this we created access to multiple investment and other equity funds

<http://www.weavercapital.co.za/clients>.

Bridge finance:

The provision of bridge finance is definitely a growing portion of the business driven by business needs post Covid.

We have created unique funding solutions in this environment – using non traditional funding to eliminate banking uncertainty.

Balance sheet re structuring and project finance

Given the need for business expansion we created many solutions to ensure access to capital for growth and project expansion.

For more information review our case studies on

<http://www.weavercapital.co.za/projects.html>



A Weaver Merchant & Trade Franchise

Why Choose one for your city?

PROVEN BUSINESS MODEL

Business model proven to be financially viable

- A revenue stream with little or no bad debt exposure as invoicing is payable on funding approval
- No inventory management or stock loss through wastage
- 70%+ Gross margin potential

BECOME A GEOGRAPHICAL LEADER IN A UNIQUE AND RAPIDLY GROWING INDUSTRY

With exclusive access to 25 unique funds for business funding – trade finance – asset finance and other financial solutions you will experience rapid growth in business opportunities.

EXPERIENCED MANAGEMENT BACKING

- Supported by one of the leading industry operators with 16 years' experience
- Operate a highly successful working model with full backing from the funds the company represent

BE A PART OF THE LEADING BRAND FOR BUSINESS RELATED FINANCIAL SOLUTIONS WORLDWIDE

- Brand associated with service excellence, and business success
- Internationally recognized brand with a consistent offering across all continents.

FULL SUPPORT PACKAGE

Package including templates and tools, full training and guidance including expertise in operations and procedures, licensing and permits, location setup and launch, sales and marketing, supplier access and all other requisite support services



The Franchise Package

What you get

RENEWABLE 10-YEAR LICENSE

EXCLUSIVE DEFINED TERRITORY

PRE-START CONSULTATION

- Market planning and local action plan – and client handover
- Assistance with company registration
- Advice on recruitment
- Full operational training in our online courses

START-UP PACKAGE INCLUDING

- Weaver Merchant and Trade sales tools
- Copy of our Operations Manual on loan
- Access to all training materials to train your staff locally
- Access to the weaver EDMS system
- Access to pre-approved suppliers for finance products ensuring quality and best price
- On line sales and marketing support including a suite of customisable marketing material

TRAINING PROGRAMME

- All franchisees are required to attend a two-week intensive training course online ahead of opening their own Weaver Merchant & Trade Franchise.

TECHNICAL SUPPORT

Technical and administration support on deal submission – funding strategies, documentary requirements and more per project

INTERNATIONAL BRAND AWARENESS

The sales team will develop international sales and marketing strategies to ensure brand awareness at an international level

- Advertising at international level
- Exhibiting at relevant trade shows
- Ongoing fund expansion to ensure new business success
- Online digital and social media marketing strategy
- Master website



Franchise Cost

What are the fees?

Initial
Franchise
Fee
US\$ 68,334

Management
Service fee
9 % of profits

Marketing
Contribution
1 % of profits

SCHEDULE OF PAYMENTS

Type	Description	Due
Franchise License	Exclusivity on engagement and territory, survey, permit research and legal fees	Exclusivity Signed
	Sign up fees and closing of legal	Contract Signed
Management Service Fee	Management Service Fee	Quarterly in arrears
	International Marketing fee	Quarterly in arrears

How much can I make?

The rewards

Weaver Merchant & Trade have a proven track record of commercial success. To assist franchisees in determining the potential success of their location, we are happy to share the financial performance of our Company owned business with all interested candidates researching our unique franchise. Transaction profits range from R 20 million to R 20,000 per instance dependent on the transactions finalized.

PRIMARY INCOME: mergers & Acquisitions – project and asset finance where transaction amounts are always in the millions

SECONDARY INCOME: Trade and bridge finance – where transaction amounts are between R 50,000 to R 5 million per instance

EXPENDITURE: Overheads are mainly related to office and communication expenses – with work from home becoming a substantial possibility – with main expenses in Internet – phone and ZOOM costs

HOW LONG WILL IT TAKE TO SET UP A CITY WEAVER MERCHANT & TRADE FRANCHISE?

A franchise will take a minimum of 1 MONTH to set up depending on the experience of the franchise holder – as well as access to office technology and networks



In most instances complete – with only new suggested cities consuming this time in Weaver Assessments



The time line for establishing a stable operation with consistent revenue streams

What does our customers say?

References

Weaver Merchant & Trade maintain a comprehensive library of customer success stories – that serves as reference to the variety of projects and services potential for our clients



GIBS Process consulting



Process consulting - forms recognition

Weaver Capital consulted to the Gordon Institute of Business Science (GIBS) on the student process for evaluating lecturers.

The process included evaluation forms filled by students and then input to the evaluation and lecturer management system by hand.

Weaver Capital deployed an automated forms recognition tool that cut the time to process by 80 % and reduced staff time consumed in this process dramatically.

The result

The solution provides for near immediate feedback on lecturer performance, allowing action immediately, which simplify the lecturer management process.

In addition the cost involved in the manual process was eliminated - while releasing staff time for other tasks, thus improving efficiency and productivity.



Liketh Coal Mining Acquisition



The Project

We consulted to the Mosobo consortium led by Liketh Coal on the acquisition of the total Coal Group. The engagement included:

1. Raising 3.1 Billion in funding- achieved in 30 days.
1. Structuring of the bid documents
1. Risk management to identify project risks.
1. Creation of partnership structuring

We raised funding and submitted a bid for R 1.1 billion for acquisition

Our bid was market related and the risks well lined for the amount offered, and created as a Leveraged Buy Our bid for the assets that was targeted for acquisition

The unique approach

We identified key risks that included low provisions for rehabilitation and discounted this as part of the final bid. In this instance another bidder bid more- but lost substantial value and was last negotiating around our bid offer. Liketh and its partners avoided high risk and certain loss as part of our consulting engagement, and saved millions in comparison to the consulting fees

We during this engagement:

1. Reduced and managed risk.
2. Raised substantial funding to support the bid
3. Provided independent insight and high value bids that ensured effective key decision making

JD Group Asset finance



Asset Finance - JD Group

Weaver Capital acted on behalf of [one.com](#) in creating a new rental structure as well as re-financing of existing equipment together with new placements for their JD Group customer

This included VSAT installations to head office as well as their branch infrastructure and required a total of R 50 million in funding.

We completed the project on behalf of the customer in two weeks.

The benefits

JD Group was able to contain cost while rolling out additional solutions - to ensure a competed and world class telecommunications network.

[one.com](#) was able to deploy additional solutions, and obtain monthly service contracts for the full solution over the new 5 year term, ensuring attractive recurring revenues and profits for the group.



Africa Practice Funding models



Africa finance model

We consulted to Business Connexion (BCX) in the creation of an Africa funding strategy for deployment in all the African countries in which BCX operate

The engagement entailed:

1. The establishment of Africa funding lines for use in various countries of operation
2. Establishment of risk models which included PRI and ECA insurance to mitigate funding risk in the countries of operation
3. Creation of a Africa funding process for implementation throughout the BCX operation

Outcome

Weaver Capital created the structure as well as identified funders for all of the countries of operation, together with risk mitigation models and process that enabled funding of business projects across Africa.

We performed similar projects for amongst others:



For more information please review:
<http://www.weavercapital.co.za/projects.html>

Customer Profile

Who is the target market?

Our clients span a broad range of industries – and on the whole include anyone that has need for M&A – Project finance – Bridging finance – asset Finance – and other financial instruments and services:

We have specific proven case work in:

- Mining
- Construction
- Telecom
- Government
- Business Services
- Insurance
- Agriculture
- Engineering
- Medical

For a more complete understanding of some of our clients – please review:

<http://www.weavercapital.co.za/clients.html>



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Expectations from Franchise holders

What we expect

Characteristics of a Franchise holder

- Clear business acumen
- A proven track record
- Broad understanding of financial markets
- Clean credit record and ability to register a company – or have an existing company
- History in the financial industry or related to M&A as well as business solutions or consulting
- Adequate financial resources
- Passion for business solutions and services

What we expect from our Franchisees

- Operate to Weaver Merchant & Trade standards
- Use assigned business systems
- Use assigned e and process
- Attend regular training and other management conferencing online
- Allow audits of the work performed as part of the network
- Deliver timely reports on agreed KPIs
- Make timely payments of Management Services Fees and Marketing fees



Selection

Our Process

We believe choosing the right franchisees to be part of Weaver Merchant & Trade is a key factor in our success as a brand. We don't sell franchises - we grant them to suitable candidates who share our vision for our brand and our passion for customer service.

Franchising is a two-way street. It is important for us that this opportunity is as right for our franchisees as our franchisees are right for us. As franchisors, we need to be confident about placing responsibility for the day-to-day operations of our franchised offices in capable hands, and working collaboratively with all our franchisees to grow the business and the brand together.

For our franchisees, it's a unique opportunity to run your own business with a trusted brand and proven business model backed and supported by an experienced successful team.

Franchising is not an easy solution to owning your own business. It will require a lot of hard work and passion for success. But with our support, you can create a successful and rewarding business and become part of the Weaver Merchant & Trade extended network



Please contact our Franchise Manager directly on +27793605903, or by email

chris@weavercapital.co.za

to arrange an initial discussion about this unique and exciting opportunity.

If both parties are interested in pursuing the opportunity further following the initial discussion, we request all franchisees to complete a 'Request for Consideration' form which we will send on to you.

All information provided will be treated in a strictly confidential manner.

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Availability

Assessed areas available

The areas below – are assessed opportunities where we have current requirements – but we are open to discussing opportunities in other areas.

South Africa

- Johannesburg
- Pretoria
- Port Elizabeth
- East London
- Capetown
- Bloemfontein
- Polokwane
- Nelspruit
- Durban
- Pietermaritzburg
- Kimberley
- Potchefstroom (North west)

African Countries

- Windhoek – Namibia
- Maputo – Mocambique
- Luanda – Angola
- Blantyre – Malawi
- Lusaka – Zambia
- Gabarone – Botswana
- Nairobi – Kenya
- Dar es Salaam – Tanzania
- Kigali – Rwanda
- Lagos - Nigeria

Globe

We are currently active in **Poland**, the **United Kingdom**, **Australia**, as well as some transactions in the **USA** – but will announce assessed territories in due course

