



PAN-AFRICAN TRANSACTION ADVISORY & CORPORATE FINANCE

From mandate *to close.*

COMPANY PROFILE

We structure, package and execute mid-market capital transactions to financial close.

ROSEBANK, JOHANNESBURG | JULY 2026



Capital is not the constraint. *Execution is.*

African mid-market transactions rarely fail for lack of capital. They fail in the gap between ambitious sponsors and institutional funders: fragmented advice, weak packaging and lost momentum.

THE ECOSOL RESPONSE

We test whether a transaction deserves capital before it approaches capital.

Mandates are scoped, quality-gated and executed with continuity from first diagnostic through financial close. Work that is not ready does not advance.

HOW A MANDATE RUNS

01

Capital reality
diagnostic

02

Mandate
& scope

03

Structuring

04

Packaging

05

Market
engagement

06

Financial
close

3 to 9 months

typical mandate-to-close horizon

2 to 6 weeks

quality-gated advisory workstreams

Who we act for.

Selectivity is what our funding counterparties underwrite against.

1. WHO WE ACT FOR

- 01 Entrepreneurs
- 02 Founder-led businesses
- 03 Family offices & Funds
- 04 Corporates
- 05 SMEs raising institutional capital
- 06 Project & infrastructure sponsors

2. MANDATE CRITERIA

- POSITIVE FIT
- + Financial disclosure available
 - + Serious decision-makers
 - + Defined transaction objective
 - + Fee-based engagement accepted
- DECLINE CUES
- × No financial disclosure
 - × Guaranteed outcomes expected
 - × Success-fee-only structure

3. WHERE WE WORK

Headquartered in Rosebank.
Deal teams are deployed
where signed mandates are
live.

8 MARKETS EXECUTED IN

- South Africa
- Ghana
- Mozambique
- Zambia
- Zimbabwe
- Nigeria
- Kenya
- Namibia

Five integrated pillars.

One standard, every engagement.

Each pillar addresses a critical moment in the transaction lifecycle. Engage a single deliverable or comprehensive support; every mandate is scoped with milestones, output specifications and quality gates.

01

Capital Structuring & Investment Logic

Debt-equity architecture, seniority, security packages and the investment thesis.

02

Financial Modelling & Valuation

Integrated three-statement models, scenarios, DCF, comparables and precedents.

03

Funder Packaging & Investment Readiness

Investment memoranda, management presentations and data-room architecture.

04

Transaction Execution Advisory

Funder shortlisting, roadshows, term sheets, conditions precedent and close.

05

Strategic Capital Advisory

Funder mapping, portfolio financing and multi-instrument capital strategy.

THE STANDARD DOES NOT CHANGE.

Where we execute.

Sector fluency compresses execution time. We work where we can speak the funder's language on day one.

01

Energy & Renewables

Project finance and growth capital

02

Battery Storage & Grid

Storage, grids and resilience

03

Mining & Natural Resources

Disposals and acquisition finance

04

Infrastructure & Construction

Project finance and recapitalisation

05

Transport & Rail

Rail and concession finance

06

Agriculture & Agri-Processing

Asset-backed productive growth

07

Real Estate & Hospitality

Property and operating structures

08

Healthcare & Pharmaceuticals

Growth and acquisition capital

09

Regulated Industries

Capital for licensed operators

10

Financial Services

Balance-sheet capital solutions

11

Technology & Digital Infrastructure

Venture and structured growth

12

Manufacturing, Trade & Logistics

Working capital and expansion

Selected transactions.

Counterparty names are withheld under confidentiality undertakings. References are available to qualified counterparties on request.

13 mandates | 5 closed | 8 markets | July 2026

CLOSED

INDUSTRIALS R143m Acquisition finance DFI-financed · Lead transaction advisor	FINANCIAL SERVICES R50m Invoice discounting facility Confidential receivables-backed working-capital raise	SOLAR ENERGY R30m Bridging facility Lead transaction advisor	TECHNOLOGY USD 1.6m Series A Lead transaction advisor	PRIVATE INVESTMENT R1m Strategic investment Minority equity · Asset-backed mobility platform
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IN EXECUTION

RENEWABLE ENERGY 65MW Utility-scale solar PV	REGULATED INDUSTRIES R73.6m Multi-entity capital raise	ENERGY STORAGE 150MWh Battery energy storage	MINING Mining right Disposal
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Closed means the facility or investment has completed and capital has been disbursed.

Built deliberately.

EcoSol evolved by narrowing from broad advisory into a focused transaction house, raising the standard at every step and declining work that dilutes it.

2015

Founded in Johannesburg

Established as a broad economic and financial advisory practice serving South African mid-market clients and sponsors.

THE NARROWING

From advisory to transactions

Scope narrowed deliberately to capital transactions. The quality gate became the operating system; unready work was declined.

TODAY

A Pan-African transaction house

Structuring, modelling, packaging and closing mandates across African markets, with deal teams deployed per signed mandate.

AN INTEGRATED CAPITAL ECOSYSTEM

Numbers ready before the transaction window opens.

EcoSol operates alongside IgnitesPlus, an SME accounting and finance studio that keeps sponsor financials funder-grade year-round. A complementary working-capital origination capability operates within the group.

One team. One standard.

Partner-led oversight across strategy, transaction advisory, finance, operations and mandate administration.



Khanyisile Madonko-Nderezina

MANAGING PARTNER

Firm-wide leadership, commercial strategy, mandate origination, capital partnerships and executive oversight of complex transactions.



Joseph Mahwehwe, CFA

PARTNER · HEAD OF TRANSACTION ADVISORY

Transaction structuring, financial analysis, valuation, market intelligence and execution support across the full mandate lifecycle.



Priyankha Thakur

PARTNER · HEAD OF STRATEGY & CLIENT SOLUTIONS

Strategic diagnostics, solution design, executive stakeholder engagement and client alignment for executable mandates.



Daniel L. Manuel

PARTNER · HEAD OF OPERATIONS

Project management, team coordination, workflow discipline, delivery timelines and quality control from onboarding to close.



Kutlwano Mosweu

PARTNER · HEAD OF FINANCE

Financial modelling, valuation, scenario analysis and investment-case development aligned to due-diligence requirements.



Sandile Nderezina

BUSINESS ADMINISTRATOR

Documentation, records, scheduling, internal workflows and mandate support across the delivery lifecycle.



Request a Capital *Reality Diagnostic.*

The diagnostic is the first quality gate. It is reviewed by the deal team, not a sales function.

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Information is handled under POPIA and shared with no one outside the deal team.

