

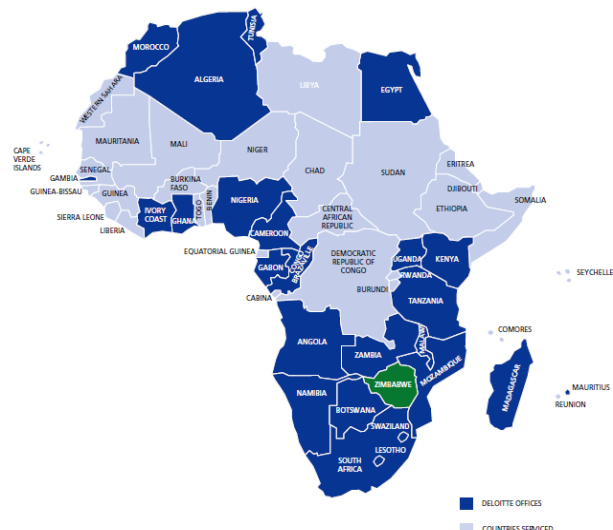
Deloitte.

Building a Nation

Through our multi-disciplinary service offerings, Deloitte is well positioned to provide a meaningful contribution in Zimbabwe. Our intent is to assist organisations with economic revival through the achievement of rapid growth



Deloitte provides professional services in five areas: Audit, Tax, Consulting, Corporate Finance and Risk Advisory services, in nearly 140 countries across the globe.



We believe Deloitte is unique in our ability to support organizations in rebuilding their footprint in Zimbabwe. At Deloitte we share best practices and information, thus building a strong base for our cross-disciplinary and cross-border service offerings. The success of our multi-disciplinary approach is evident in the high growth being achieved in all major businesses.

Deloitte’s strategy to engage in Zimbabwe is based on the economic and political changes that have been witnessed of late, as well as evidence of change on the ground. Through these changes, we are becoming aware of increasing opportunities for our clients in Zimbabwe.

The initial opportunities have been identified in re-building infrastructure (road, rail, water, power and housing), mining, tourism, and M&A potential for individual value based transactions.

Our subject matter experts from the relevant divisions across Deloitte South Africa and Deloitte Zimbabwe are able to provide the relevant assistance you require. We will also make use of information gathered from our strong networks in Zimbabwe, including long-standing relationships with key stakeholders. The Government of Zimbabwe seeks funds to meet its immediate socio-economic goals, and it is looking to Deloitte to link investors with opportunities and assist in the facilitation of these goals.

Deloitte Scope of Services to Support Rebuilding Zimbabwe

Consulting – Economic Business Unit

To understand Zimbabwe's future, we need to understand the economic forces shaping that future. In order for clients to fully understand these forces, Consulting offers a dedicated economics capability. Our clients are advised on the critical economic issues facing business and governments, and how they can respond to the challenges of an increasingly globalised economy.

Consulting - Strategy and Innovation

Underlying the Strategy & Innovation business process is a belief that informed decisions need profound strategic insight. We facilitate a process to develop a strategic action plan, which is built into a framework for strategic execution through our highly skilled resources and methodologies. Initially the team considers the clients' high level country (re)entry strategy into Zimbabwe, and will then focus on identifying and short-listing opportunities for the client. Detailed analysis can then be done on each opportunity to facilitate investment decisions.

Consulting – Country Entry Strategy

New market entries unlock potential to improved returns. However, entering a new market does have risks that companies are often unaware of, and given the relatively high levels of instability in Zimbabwe, these risks could be significant. In order to mitigate this risk and accurately understand the new market environment, experienced Strategy, Innovation and Operations practitioners in Zimbabwe and South Africa use a robust framework that overlaps macro-economic, market and institutional risk factors with the entry company's core competencies in order to maximise the chance of success.

Consulting - Extended Business Services

This service line helps clients with unique, changing and/or mission critical business process and application management requirements, to deliver maximum competitive advantage through the provision of the highest quality outsourcing solutions, such as financial management and accounting outsourcing, and the placing of financial and other technical staff.

Consulting - Donor funding

Using either members of its own staff, or drawing on a list of external consultants, Deloitte is able to mobilise people for short-term assignments on development programmes and projects funded by international donor agencies. Our particular expertise is in mobilising and managing resources for projects, as well as the delivery and financial management of the projects.

Consulting - Supply Chain Management

Deloitte Supply Chain Management capability improves business performance by optimising the flow of both material and information throughout the supply chain. We help our clients improve visibility across the supply chain, increase the velocity of the supply chain, and improve the synchronisation of supply to meet demand.



Consulting - Human Capital

We provide broad-based, multi-disciplinary Human Capital solutions, integrated across the full value chain. Services that have been identified specifically to the Zimbabwean environment include:

- National Tactical People and Talent Management
- Integrated Human Capital Audit
- National Human Resource Development Strategy
- Manage the People Dimension of Transformation
- Human Capital Change Management
- Change Leadership
- Organisational Design and Performance
- Diversity and Inclusion Management.

Technology - Deloitte Mining Advisory Services

Deloitte Mining Advisory Services focuses on key issues within the mining value chain, facilitating growth and access to new financial markets and investors for clients. It helps mining organisations identify and leverage current and future opportunities. This service offers a 'one stop mining shop' concept designed to facilitate informed business decisions and drive higher levels of profitability within mining operations. This can be engaged at all levels within the organisation, irrespective of project phase.

Legal Services

Increasing globalisation has generated a demand for professional teams that can deliver high quality, integrated and seamless global legal services. The Deloitte Legal team is recognised as expert in areas such as Corporate and Financial Law, Employment Law, Employee Benefits Law, Legal Project Solutions, and Technology Law. The main focus for Zimbabwe would be business and transaction services, applying an outsource model for specialised services.

Tax Services

Our Deloitte team of legal and financial experts throughout the region is dedicated to providing professional and robust tax advice on all local and international tax matters. The tax environment is complex and dynamic, which makes accurate and reliable professional advice on tax matters imperative. Our clients can rely on us to meet this need – and in a proactive manner.

Corporate Finance

Deloitte Corporate Finance is single-minded in its aim – to ensure that the client's deal is done at the most advantageous terms, and within the stipulated timeframe using global resources, practical experience and intellectual capital. Corporate Finance offers comprehensive services in areas such as mergers, acquisitions, disposals, financing and transaction support.

Corporate Finance – Public Private Partnership (PPP) and Debt Advisory

Deloitte is able to provide specialist PPP, project and corporate finance skills to the public sector and to private sector consortia bidding for public sector projects. Our professionals provide advice on procurement, management, financing and governance of public sector agencies and infrastructure, creating and realizing value from public assets (real estate and government investments). The Debt Advisory team assists with refinancing, acquisitions, disposals and mergers, and restructuring.



Whilst we appreciate that much still needs to be done in Zimbabwe, we are of the opinion that now is the time for our clients to start engaging with us, so that we are well positioned to assist them to pursue relevant opportunities in Zimbabwe.

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Deloitte provides audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries. With a globally connected network of member firms in 140 countries, Deloitte brings world-class capabilities and deep local expertise to help clients succeed wherever they operate. Deloitte's 165,000 professionals are committed to becoming the standard of excellence.

Deloitte's professionals are unified by a collaborative culture that fosters integrity, outstanding value to markets and clients, commitment to each other, and strength from cultural diversity. They enjoy an environment of continuous learning, challenging experiences, and enriching career opportunities. Deloitte's professionals are dedicated to strengthening corporate responsibility, building public trust, and making a positive impact in their communities.