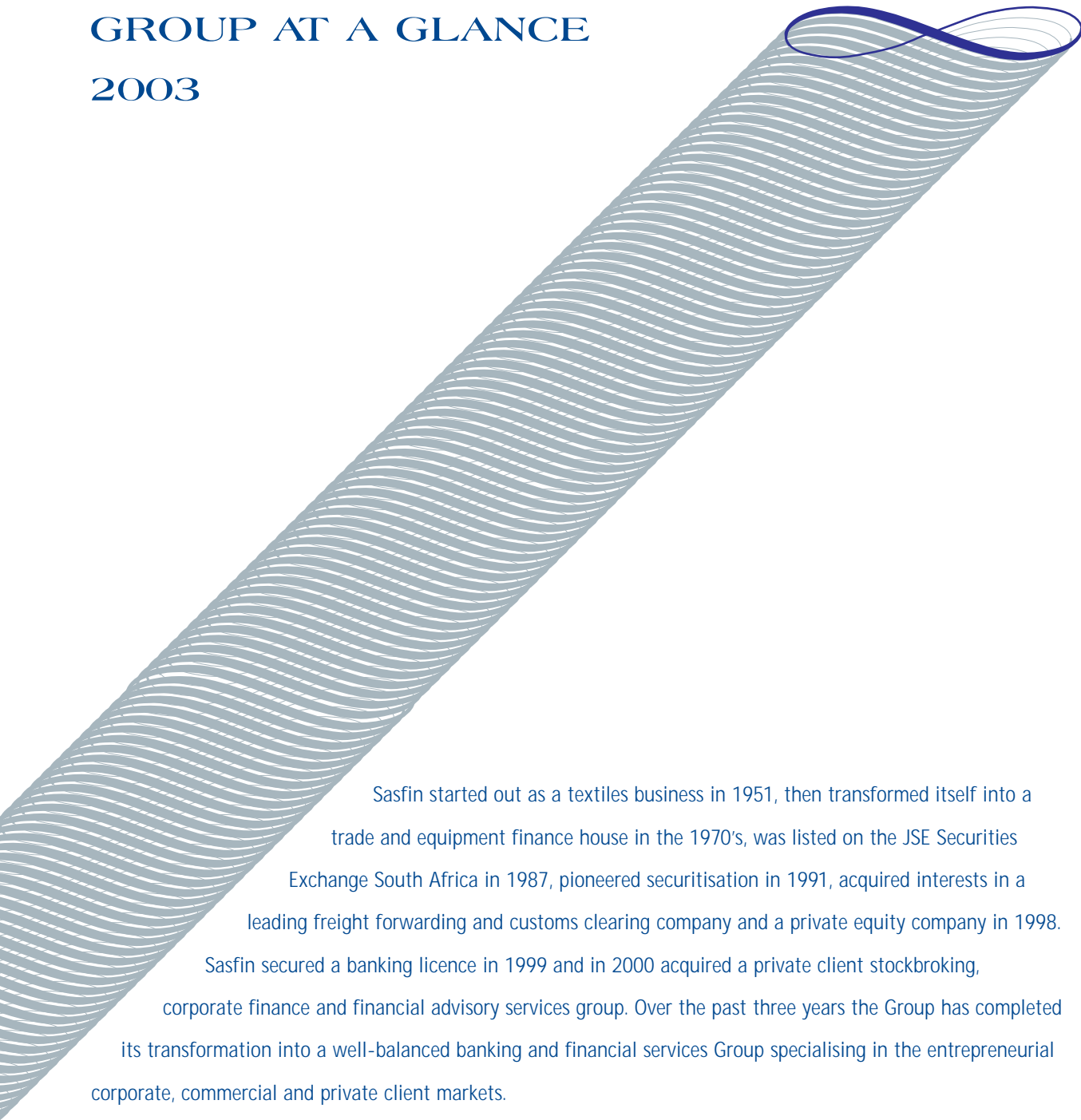


# sasfin

UNLIMITED FINANCIAL HORIZONS

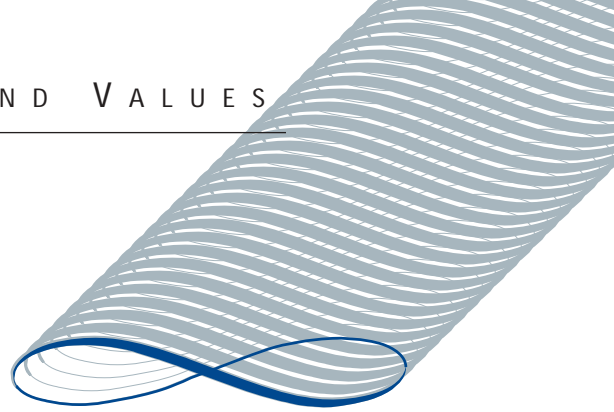
GROUP AT A GLANCE

2003



Sasfin started out as a textiles business in 1951, then transformed itself into a trade and equipment finance house in the 1970's, was listed on the JSE Securities Exchange South Africa in 1987, pioneered securitisation in 1991, acquired interests in a leading freight forwarding and customs clearing company and a private equity company in 1998.

Sasfin secured a banking licence in 1999 and in 2000 acquired a private client stockbroking, corporate finance and financial advisory services group. Over the past three years the Group has completed its transformation into a well-balanced banking and financial services Group specialising in the entrepreneurial corporate, commercial and private client markets.



- **Our Vision**

To be the specialised banking and financial services home of choice for entrepreneurial corporate, commercial and private clients by creating, enhancing and preserving wealth through innovative personalised solutions.

- **Our Mission**

To strive for and achieve standards of excellence in every sphere of our activities, both market related and internally focused, and to develop a deep understanding of the individual needs of each of our clients to whom we deliver tailored solutions and, in so doing, achieve our Group's financial and other performance objectives.

- **Our Values**

The Sasfin Group has identified the following core values as being imperative to the achievement of its objectives within the framework of its Vision and Mission:

**S**atisfy all our stakeholders

**a**ct with integrity, fairness and trust in all matters

**S**tay transparent and honest whilst striving for excellence

**f**ocus 100% on our clients' needs

**i**nstill passion and create a culture of entrepreneurial thinking and innovation

**n**urture our personnel and contribute to the development of our country



Roland Sassoon (Chief Executive Officer)

## DIVISIONS



Ian Liddle    Nirri Ranchod    Cecil Turner    Maurlee van Bergen    Joe Rivkind    Linda Frohlich

### Commercial Finance

- Trade Finance
- Debtor Finance
- Equipment Finance



Jeremy de Villiers

### Corporate Finance

- JSE Sponsor and Alt<sup>x</sup> Designated Advisor
- Mergers, Acquisitions and Disposals
- Capital Raising and Capital Reductions
- Management Buy-Outs and Buy-Ins
- Corporate Strategy and Restructuring
- Listing and De-listing
- Securitisation
- Private Equity



Michael Fleming    Jeremy Squier    James Beckford    Louis Horwitz    Margaret Swiegers    Duncan Studer

### Investment & Asset Management

- Private Client Portfolio Management, Deal and Advisory Stockbroking, and Asset Management
- Local and Internationally Managed Funds
- Life Assurance and Financial Planning
- Local and International Estate and Tax Planning
- Healthcare Consulting
- Employee Benefits Administration and Consulting
- Fiduciary Services
- Short-term Insurance
- Financial Services Products Distribution



Emilia Teixeira

### Treasury

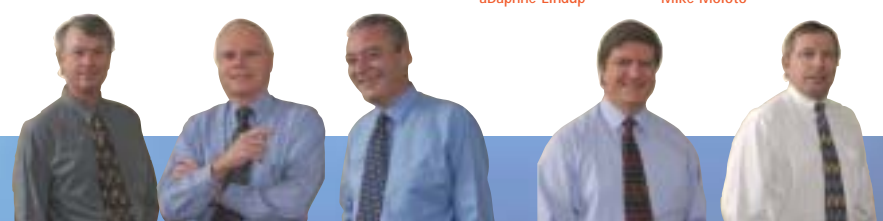
- Call, Notice and Term Deposits
- Negotiable Certificates of Deposit
- Securitisation Debentures



aDaphne Lindup    Mike Moloto

### Insolvency and Business Recovery

- Insolvency Practitioning
- Business Recovery



Gary Taylor    Tony Webb    Richard Adamson    Pieter Steyn    Eddie Farber

### Freight services

- International import and export by air and sea
- Customs Clearing
- Warehousing and Distribution
- Logistics
- Custom-designed freight management programmes for importers and exporters



Alan Greenstein (Managing Director)

## DEPARTMENTS

### Finance and Administration

- Controls Group accounting and reporting to the South African Reserve Bank
- Responsible for Group Administration



Emilia Teixeira

Patrick Sibeko

### Risk and Compliance

- Controls all Group risks
- Oversees the Group's compliance with internal control procedures and regulations
- Oversees Internal Audit functions



Bill Blair

Neels Britz

### Credit

- Responsible for approving and managing credit
- Ensures credit policies are strictly enforced



Maston Lane

### Marketing

- Manages all marketing, public relations, promotional and advertising requirements
- Controls the Customer Relationship Management function



Ilan Fluxman

Estelle Pretorius

### Information Technology

- Responsible for upgrading, maintaining and enhancing the Group's IT infrastructure



Peter Oeschger

### Human Resources

- Responsible for ensuring that the Group has the right skills for its business
- Supports staff development and training
- Implements the Employment Equity policy



Sonia Rees

## BOARD OF DIRECTORS



### ■ MB GLATT:

Non-Executive Chairman  
(Chairman of the Remuneration, Corporate Governance and Executive Committees)

Martin Glatt's experience covers the broad spectrum of merchant banking, finance, business and corporate affairs. He is Chairman of a number of other companies.

### ■ RDEB SASSOON:

Chief Executive Officer

Roland Sassoon had ten years' experience with factoring, leasing, export shipping and confirming companies before joining the Group 24 years ago as Chief Executive Officer.

### ■ AW GREENSTEIN:

Managing Director

Alan Greenstein had 16 years experience across the broad spectrum of financial services, including retail and private banking, asset management, insurance and corporate finance, before joining the Group in 2001. He was appointed Managing Director in February 2003.

### ■ CN AXTEN:

Non-Executive Director  
(Chairman of the Risk Management and Credit Committees)

Norman Axten served the Barclays/First National Bank Group for 42 years and retired as Senior General Manager. He was also Chief Executive of the Banking Council and past President of The Institute of Bankers and The Association of Mortgage Lenders. He is presently a Director of a number of other companies.

### ■ ETB BLIGHT:

Non-Executive Director  
(Chairman of the IT Steering, Asset and Liability, and Audit and Compliance Committees)

Eddie Blight retired from Barclays/First National Bank after 44 years' service having been General Manager Internal Audit, Security & Risk Management. He was also a director of the FNB Group Y2K project. Presently he is a director of two private companies.

### ■ D PAIZES:

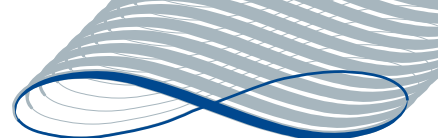
Non-Executive Director

Dennis Paizes' experience covers the financial services industry. He started his career with Union Acceptances and thereafter held managerial positions at Manufacturers Life Insurance, Liberty Life and AA Mutual. He retired in March 1996 as Managing Director of Fedsure Asset Management Company. He is currently Chairman of a number of societies and pension funds and also holds directorships in a number of other companies.

### ■ ML SMITH:

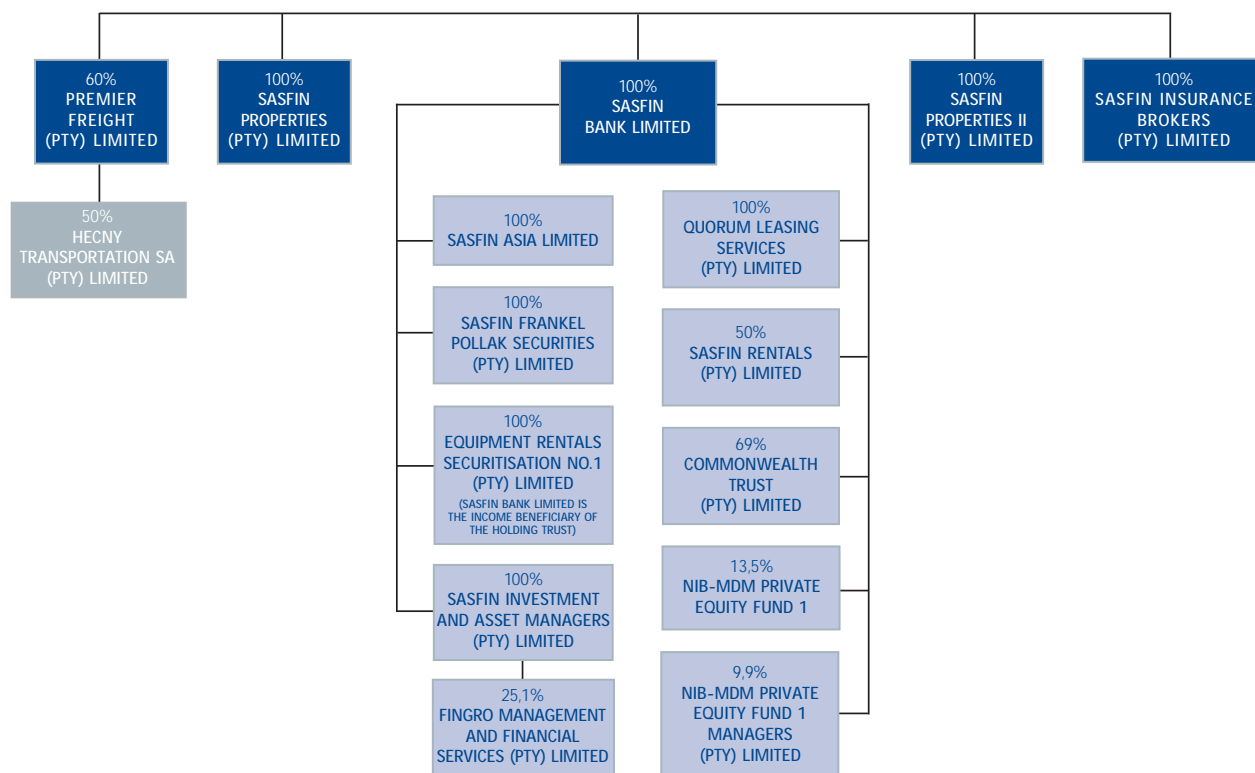
Non-Executive Director

Marius Smith started his career with Sanlam and thereafter held managerial positions at both Bank of Johannesburg and Senbank. He was Senior General Manager of Trust Bank. His last full-time position was at Metropolitan Life, where he was Managing Director, and retired after 12 years' service with the company.



# sasfin

HOLDINGS LIMITED



## GROUP ADDRESSES

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