



Integrated Advisory Services Portal



Is your Corporate Structure fit for
the challenge ahead?

ICM Consulting Limited

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Smart, courageous people who forge strong relationships make us the best at what we do: measuring, protecting and enhancing what matters most to our clients. And although the work we do will vary, the way we work will not. We're passionate about making a difference for our clients and each other, constantly creating and adding value. It's an inspiring backdrop for your career, whether you're making a difference to a public or a private company, a government or charity. Be part of something special and find out how your drive and initiative could open up new opportunities for you and our clients.

Take the opportunity of a lifetime



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Who is ICM Consulting?

ICM Consulting Limited (ICM Consulting) is a provider of independent financial advice to individuals, corporate and institutional investors during transactions where it comes to important decisions that define your future. We deliver a full suite of deal services spanning the entire deal cycle from initiation through completion. Our services include:

1. **Fund Raising (Debt & Equity);**
2. **Mergers & Acquisitions (M&A) (Buy and Sell);**
3. **Due Diligence (Vendor & Purchaser);**
4. **Company Secretarial Services; and**
5. **Valuations**

We focus on building long-term client relationships rather than closing a deal whether or not it's in the best interests of our client. We are independent of the source of finance and so we differentiate ourselves through intellectual not financial capital. These factors, together with our deep sector knowledge combine to make great deals better.

What is Our Vision?

To be the leading provider of integrated advisory services in our chosen markets.

What is Our Mission?

To provide exceptional financial, tax and consulting services to our clients.

What are our values?

- **Integrity** – Always dealing with our clients and our colleagues in a fair and ethical manner; gaining trust through our actions.
- **Knowledge** – The value we place on our ability to develop leaders and the need to continually grow our collective technical expertise to meet the needs of ever more sophisticated clients.

- **Service** – Encompasses the concept of quality in everything we do, having a service-mindset when dealing with clients and demanding a lot of ourselves.
- **Respect** – Respect for one another in the office will lead to greater productivity and staff satisfaction, which should result in lower turnover.
- **Leadership** – Leadership both within the firm with respect to developing our next generation of leaders and within our market segment with respect to being recognized by current and prospective clients as a firm that is the leading expert in the field.
- **Enthusiasm** – Employing and nurturing staff with a passion for providing the highest-level quality service to our clients.



Business Plan Outline

If you're looking for funding for a new or existing business, you need a business plan. Your business plan gives lenders and investors the information they need to determine whether or not they should consider you.

Your business plan outline is the first step in organizing your thoughts. When you follow the outline below, you ensure your business plan is in the format that prompts investors and lenders to take action and consider your company.

- Section I – Executive Summary
- Section II – Company Overview
- Section III – Industry Analysis
- Section IV – Customer Analysis
- Section V – Competitive Analysis
- Section VI – Marketing Plan
- Section VIII – Management Team
- Section IX – Financial Plan
- Section X – Appendix

Who are the Partners/Directors/Associates in ICM Consulting?

Ignatius Mwape - Fellow of Association of Chartered Certified Accountants (FCCA) (UK), Fellow of Zambia Institute of Chartered Accountants (ZICA), Member of the Chartered Institute of Arbitrators (CI Arb), Former Member of the ZICA Technical Committee. Ignatius' has over 17 years' experience having worked for the Mahtani Group of Companies as Senior Group Executive (Finance & Investments) and the Zambian Member firm of Grant Thornton International. Ignatius is currently working for the ICM Group which has interests in property development & management, construction, farming, financial consultancy and private equity.

Carol Mwape - Member of the Association of Chartered Certified Accountants (ACCA) (UK) and Member of the Zambia Institute of Chartered Accountants (ZICA). Carol's work experience spans over a period of over 12 years having worked for a major Micro-Finance Organisation. With the Financial Services background, Carol is the "Fund Raising" specialist in the firm.

Our Clients



MELISSA SUPERMARKET

BROCKWORTH EXPLORATION & MINING LTD (Emeral Mine)



KALAHARI DRILLING & EXPLORATION LIMITED

MONTIQUE FARMS LIMITED



INVESTMENTS LIMITED



PROSPER INVESTMENTS (Wheat Farm)



MELCOME PHARMACEUTICALS

JMAAC FINANCIAL SERVICES LIMITED

EARTHROW INVESTMENTS LIMITED

TCHAGRA FARMS LIMITED

Consulting – A Closer Look

Getting results

Deliver practical, insightful advice that gets straight to the heart of big business issues. Whichever part of Consulting you join, you'll help businesses of all shapes and sizes grow faster and work matter. And whatever issues you're tackling on their behalf, you'll work with inspiring leaders to deliver results they can measure and a standard of client service that's truly second to none.



Thinking big

Our Consulting practice was launched a few years ago. More exciting than our past, however, are our ambitious plans for the future. Thanks to our unparalleled knowledgebase and client list, we cover all sectors of the economy. Whichever way the economy goes, more clients will look to us to help reshape their organizations and adopt more effective ways of working – giving you the chance to take on a wider variety of challenges and more responsibility.

Spanning industries

No matter which part of Consulting you join, you'll quickly develop outstanding business awareness, as well as your communication, project management, coaching and core consulting skills.

Major Assignments

Since its inception in June 2013, ICM Consulting has successfully raised debt capital for its clients in excess of **US\$29million (2016: US\$8.838million)** and we are working on many more applications.

| Industry | Amount (US\$) |
|-----------------|----------------------|
| Poultry | 7.645million |
| Mining | 15.764million |
| Transportation | 1.100million |
| Hospitality | 2.000million |
| Manufacturing | 0.800million |
| Engineering | 0.400million |
| Real Estate | 1.338million |
| Total | 29.047million |

Management Consulting & Business Setup

Boosting effectiveness

Management Consulting helps the world's most significant organisations – public and private – quickly become more effective. We improve the way they operate; accelerate their growth; reduce their costs; manage their risks; develop their talent; and change the way they do business. In doing so, we focus on their agendas and the big issues they need to deal with, both today and in the future. The way we're organized allows you to develop your core skills. Once you've decided what skills you want to concentrate on, you'll align to an industry group over time, developing real insight and building relationships. This is important because our clients demand both an understanding of what they do, as well as insights into what they should change, and how.

Always changing

What we do for our clients is always focused on key business levers that make a difference. These include:

- _ Driving innovation and growth
- _ Managing cost
- _ Organizing and operating effectively
- _ Managing risk and regulation
- _ Maximizing talent.

We're constantly evolving, bringing new ideas to our clients and adopting new approaches driven by industry trends and management focus. Combining our deep technical skills in ways that respond to the rapidly changing needs of our clients is core to being a successful management consultancy.

As your career unfolds, industry experience and knowledge become more important because our clients demand we have a full understanding of what they do, as well as an insight into how they should change.

We have helped a number of businesses setup in Zambia through:

- i. PACRA registration;
- ii. Zambia Development Agency (ZDA) Investment License; etc

Specialist knowledge

You'll experience several different areas of Consulting:

- Finance
- Operations
- Risk
- Strategy
- Programme & Project Management
- Delivering Deal Value

Our ability to quickly combine the right competencies and industry insight – uniquely for each client issue – sets us apart. Industry insight and experience become more important as your career progresses.

Strategy Consulting

Deep thinkers

We work in a distinctive way. We combine rigorous evaluation of business issues with creative problem solving to develop mission-critical strategy for the world's best-known organisations, as well as advising private equity investors on major transactions. You'll give your clients the edge by delivering insights into everything from growth strategy to market entry, competitive strategy, organisational design and mergers& acquisitions strategy.

Most of our work is concentrated in three main areas:

1. Corporate Strategy offers a wide range of strategic advice to companies and organisations. Areas of focus include:

- strategic and financial ambition
- growth strategy
- sales and marketing strategy
- pricing strategy
- organisational design
- competitive positioning
- strategic planning
- customer insights.

2. Mergers & Acquisitions Strategy, a leader in its field, advises private equity houses, debt financing banks and companies undertaking mergers & acquisitions on investment opportunities. We evaluate business plans and strategies against market performance and competitor strength to help clients understand which companies are attractive acquisitions and how much to pay.

A broad exposure

As our projects are relatively short and we work across a diverse set of industries, we are exposed to the widest possible range of clients, issues and industry sectors in your first few years. It's this variety that differentiates us from our competitors. The broad experience we gain acts as a strong base for developing individual consulting skills.

3. Company Secretarial Services where we are responsible for the preparation and filing of the annual return; maintenance of statutory registers; processing of share transfers and allotments. A premium service would also include maintaining and accurate record of Shareholders', Board & Board Committee Meetings.

Notable Assignments as Company Secretary

- a. Sanlam Life Insurance Zambia
- b. Finance Bank Zambia
- c. Professional Insurance Corporation Zambia Limited
- d. Professional Life Assurance Limited (now Prudential Life)
- e. Finance Building Society
- f. Lusaka Premier Health
- g. Micro-Finance Zambia Limited
- h. eSwitch Zambia Limited

OUR CONTACT DETAILS

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