



THE INTELLIGENT SOLUTION

www.foresightadvisors.co.za

FORESIGHT INTELLIGENCE A NEW PARADIGM

Business, as with travel, is far easier if you have a map. A good map not only shows you the obstacles and impediments to your journey, but also the alternative routes and the shortcuts.

Foresight is like having the map but with added useful real-time information. Foresight is a GPS in the time of sextants and hand-drawn maps. Using foresight to plan a business journey means that you have information on the quality of the road surface, traffic volumes, toll fees, cheapest public transport, rush hour, the other drivers, hijackers... and also on the other racers.

Using foresight gets you to the destination first. Foresight Advisory Services (Pty) Ltd updates your map with Intelligence Support, Counter Intelligence and Stakeholder Management Support and shows you where the potholes are and how to find the newly built highways.

Our goal is to get you to the brass ring first. We identify the relationships you need to manage, tell you which key points to address and warn you of dangers.

We do all of this with the use of extensive African knowledge, custom software and the best intelligence operators on the continent.

FORESIGHT PROVIDES:

POWER
CONTROL
INSIGHT
UNDERSTANDING
PROFIT
RISK REDUCTION
LOSS REDUCTION
COMPETITIVE EDGE
OPPORTUNITIES
PROBABILITIES
PREDICTIONS
SUCCESS

WHAT WE DO:

The best strategic plan anticipates both future probabilities and risks and translates these into operational and tactical solutions.

Whether the goal is profit, building a legacy or protecting a business against its adversaries, Foresight Advisory Services can help.

We help by identifying the internal and external environmental influences, the role players, the strengths and weaknesses of competitors and adversaries.

Foresight Advisory Services gathers the intelligence that gives you the foresight that makes it possible to plan for and prevent undesirable outcomes that result from criminal activity and the influence of others.

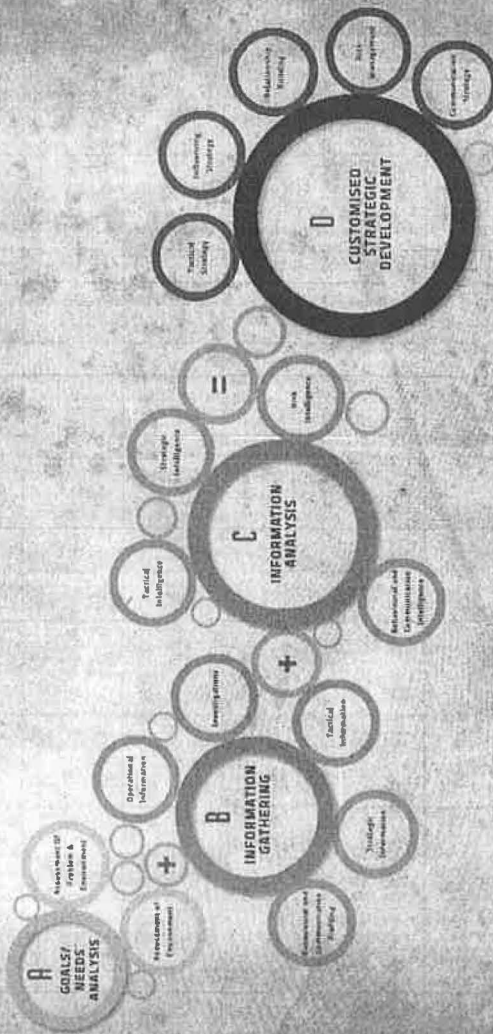
With Foresight you can outmanoeuvre adversaries and competitors, make better decisions, minimise the risk of security breaches, negotiate from a position of strength, and influence and lobby decision makers effectively.

Foresight Advisory Services' unmatched experience, knowledge of the African continent, technology and expertise gives you the competitive advantage.

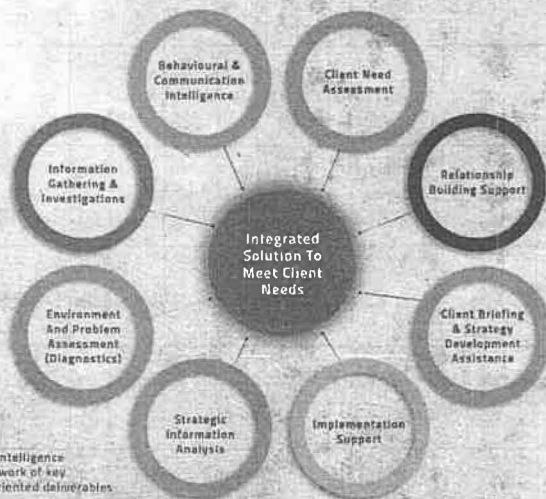
Intelligence Gathering and Analysis for effective decision making
Psychological and Behavioural Profiling of individuals, groups and organisations to understand, predict and influence their decisions, actions and reactions
Socio-Psychological Research

- International Relations Support
- Internal and External Risk Management and Mitigation
- Internal and External Behavioural Risk Management
- Intelligence-Driven Investigations
- Psychological Investigation
- Support Services
- Strategic Communications and Influencing Support
- Analysis of the Political Landscape and Political Psychological Landscape for guiding strategic objectives
- Improve the outcome of negotiations and reduce conflict
- Support in Lobbying, Public Affairs, Reputations and Public Relations and Media Affairs
- Support Coalition Building and Campaign Management
- Geopolitical Risk Management
- Determine competitors with competitive intelligence and competitor analysis

PROCESS



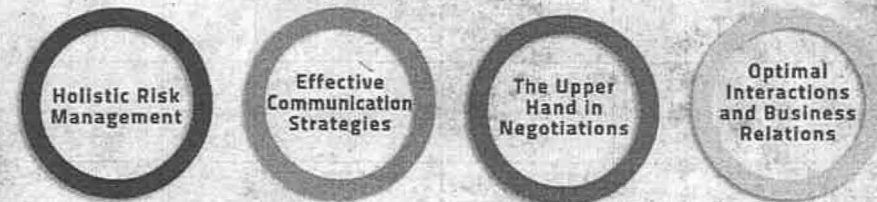
RESULTS ORIENTATED DELIVERABLE



Our blend of expertise, experience, intelligence gathering methods and a broad network of key contacts enable us to offer result oriented deliverables

EXPECT

INTEGRATED INTELLIGENCE SOLUTIONS



Assisting Clients To:

- Identify needs and problems through a holistic situational needs analysis process.
- Prevent surprises by anticipating the decisions, actions and reactions of other role-players.
- Anticipate unintended consequences of own decisions.
- Anticipate and manage intended and unintended consequences of other's decisions and actions.
- Develop the most effective intervention strategies and solutions.
- Achieve strategic and tactical objectives with implementation support.

At Foresight Advisory Services we give our clients the advantage by not only looking at the observable activities of people and organisations but also matching what we observe with our knowledge of people.

This gives our research depth - the ability not only to see but also to understand motives, intentions, values, beliefs or behaviour. And when you understand you can predict. When you can predict you can plan. And if your tactical, strategic and implementation plans are guided by foresight you can outmanoeuvre your competitors and adversaries.

Competitive Intelligence – Competitor Analysis and Competitor Profiling
Make better strategic decisions with ethically gathered and analysed information about your competitors. The information includes a behavioural profile of your competitor so that you can better understand and predict the competitor's decisions and actions.

Early Warning and Intervention
The business environment is dynamic. Get the heads-up on risks and opportunities coming your way with our Early Warning and Intervention service.

Threat Intelligence
Whose intentions are less than honourable? Find out with Foresight Advisory Services' Threat Intelligence. We identify current and potential threats and develop the strategies necessary to combat these threats. Threat Intelligence includes compiling Behavioural Profiles of human threats – individuals, groups and syndicates.

Influence and Power Mapping
Understand the Political Psychological Landscape and know who holds the power and influence in order to identify the best point of intervention.

Adversary Strength Predictor
Predicting your adversary or competitors' threat level is easy with the Foresight Advisory Services' 'formidability index'.

Geographical Power Influence Study
Understand who makes the decisions and who influences the decision makers in a specific geographical area or industry.

Intelligence Driven Investigation and Support
We assist with investigations by gathering intelligence and providing strategic intervention support. This includes language and behavioural analysis as well as deception detection.

Strategic Communication Advice and Support
Make your messages more effective by speaking the other person's language. We help you develop the tone and identify the topics and key words that will make others more receptive to your message. We also help you identify the best communication medium.

Negotiation and Conflict Management
Negotiating is easier when you understand the other party's intentions, beliefs, needs, decision-making processes, desires, emotions and behaviour. Shorten negotiations and avoid conflict with these insights.

Behavioural Risk Intelligence (Internal and External)
Behavioural Risk (internal and external) has been identified as the most significant threat to an organisation's global business operations. We help you to identify and manage current and potential internal and external risk factors, including the human risk factors that often lead to huge financial losses.

International Relationship Building
Our broad network lets us connect businesses and individuals with the right people. We also assist with forming a clear understanding of who the stakeholder's are as a person and how best to engage with him.

Economic and Investment Development
We assist governments to become more attractive to foreign investors and utilise investment opportunities.

Governance Matters
We assist with the negotiations and governance issues that make a country more stable.

Security Advisory
We offer support on all inland security issues and identify, profile and provide strategic advice on external threats. This includes profiling of syndicates and terrorist groups.

Media Profiling
How your company is being portrayed in the media and on social media channels influences your communication strategy. Find out who is saying what and how big the reach of their message is.

Forensic Media Advocacy
Bad (and good) publicity as well as social media exposure requires a response. We will help you design the response and identify the drivers and influencers to engage.

Computer Forensic Services
We have the technological and investigative expertise to conduct Computer Forensic investigations using state-of-the-art hardware and software that ensures admissibility in a Court of Law.

The Following Services Are Provided:

- Assistance in planning of investigations.
- Complete search of scene and collection of all electronic storage media.
- Creating a backup copy of computers.
- Creation of a second backup set to minimise risk during the investigation.
- Analysis and location of all data/evidence.
- Data recovery of all lost or deleted data.
- Decryption of data and decoding of passwords.
- Location and analysis of e-mails.
- Determination of internet activities.

- Location of evidence relating to any other offence.
- Printed and/or electronic report to client

Mobile Forensics
With the advances in digital technology it is possible for the cell phone to replace computers. Mobile phones are also a first-choice device in the execution of cyber crimes with its mobility being an attractive option for illegal and unauthorised actions. Mobile forensic solutions can quickly extract data from more than 3000 different mobile phones. Once extracted the data retains its integrity and is admissible as evidence in Court. The available technology makes it possible to extract vital data such as phonebook, photos, videos, text messages, call logs, ESN and IMEI information.

Data Recovery

Data deleted from a computer is rarely completely lost, it is possible to recover data that has been lost, destroyed, deleted or corrupted. Perpetrators or disgruntled employees often destroy data in order to hide their transgressions or to render the company unable to use its own data. It is not only possible to recover this data, but forgotten or altered passwords can also be recovered.

Fraud Trend and Database Analysis
Our experienced forensic investigators use a suite of powerful data analysis tools, data matching principles, pattern recognition and data forensics to identify potential anomalies and relationships that may indicate fraudulent behaviour. We follow a systematic approach to data analysis that begins with properly locating, scoping, acquiring, testing and verifying data. Once the data has been verified and migrated to a stable platform, a variety of analysis tools and techniques are employed to analyse and compare the data.

IT Risk Management

Networks are the centre of today's organisations and transmit vital and often highly sensitive information while connecting users to essential resources. As networks grow in size and complexity, it becomes increasingly difficult to protect them from threats such as low-level protocol attacks and server or desktop intrusions. We offer clients a complete analysis of the client's current system, providing a proposal regarding security measures, implementation of security measures as well as security management.

These Services Include:

- Security management.
- Security policies and regulations (ISO 17799 and ECT Act compliance).
- Contingency planning, disaster recovery.
- Physical access control.
- Information technology security.
- System and network management.
- System administration tools.
- Monitoring and auditing IT security.
- Vulnerability management.
- Encryption of sensitive data.
- Incident management.
- Counter Espionage measures.

Security Awareness Programmes

It is crucial for employees to be sensitive to the fact that they deal with highly confidential or sensitive information. Security awareness makes them alert to the infiltration methodologies used by criminal elements to gain access to such information. We also offer pre- and post assessment studies to determine security awareness levels before and after implementing the awareness programme.

OUR VISION

Our vision is to be the leading consulting firm in Africa, assisting clients with solutions and services that will transform their relationships with all stakeholders and ensure success and profitability. We strive to make a difference in the lives of individuals, businesses, governments and countries through understanding, cooperation and the immobilisation of criminal elements.

OUR CLIENTS

Our clients include role players from various local and international industries, including the telecommunications, mining, airline, banking, competitive intelligence, security, state, and academic sectors.

PROFESSIONALISM AND VALUES

We adhere to professional standards and ethical values and aim to ensure understanding, productive dialogue and organisational competitive advantage.

CONFIDENTIALITY

We ensure complete confidentiality and discretion and undertake not to divulge any information about our clients or anyone involved in the project to any third party without the express written approval of our client.



Mr Njenje is one of the most experienced intelligence officers this country has produced. His involvement in the intelligence field started during the liberation struggle and continued well into the democratic dispensation. He has served in different capacities, particularly at a senior level in the intelligence community. He began his career as Deputy Head of Counter Intelligence in the African National Congress in the Department of Intelligence and Security. After the amalgamation of both the statutory and non-statutory organisations, he served in the intelligence community as the Deputy Director-General of the South African Secret Services (SASS) and Director-General of the National Intelligence Agency (NIA) at different times.

Key Current and Former Positions

- Deputy Director-General of South African Secret Services
- Director-General of National Intelligence Agency
- Director of State Mining Consultancies (Director of IS)
- Director of Durban Roadport Group (DGR)
- Director of South African Omani Bank
- Non-Executive Director of Gold Fields Operations Limited (Formerly known as Western Areas Ltd.), until April 30, 2012

Mr Njenje has amassed a vast body of knowledge and experience during his education and his career as intelligence officer and businessman.

Areas of Expertise
National Intelligence, Mining, Politics, Government, Business

DR LUKAS DANIEL 'NIEL' BARNARD



Dr Barnard followed an impressive academic career at the University of the Free State during which he held the position of Professor and Head of Department of Political Science. After completing his PhD he furthered his post-doctoral studies in Nuclear Strategy at the Centre for Strategic and International Studies at Georgetown University in the United States.

In 1980, at age 31, Dr Barnard was appointed as Director General and Head of the National Intelligence Service of South Africa where he rapidly made his mark revolutionising the country's civilian intelligence service to an unprecedented level of maturity and placing it on a par with the most celebrated intelligence services in the world at the time.

The South African political transformation process was actively driven by Dr Barnard who was passionate about achieving a peaceful transition. Acting as always behind the scenes, Dr Barnard was involved in shepherding this process, inter alia conducting a number of secret negotiations with the then imprisoned Nelson Mandela as well as Thabo Mbeki, Jacob Zuma and other senior ANC figures in exile at that time.

In addition, he conducted virtually countless secret negotiations with African Heads of State as well as a plethora of military and civilian intelligence leaders in Africa and elsewhere.

In 1992 Dr Barnard took up the reins of the body tasked with formulating a constitution for the future democratic South Africa, notably the Department of Constitutional Development where he retained and expanded his position as key role-player in the peaceful transition leading to the landmark 1994 elections.

Subsequently, he served as frequent advisor to successive Presidents while his skills as mediator also extended to regional conflicts as well as those further afield, inter alia in his capacity as facilitator in the Israeli-Palestinian conflict in the Middle East during the period 2004-2007.

At the conclusion of his career in national intelligence and subsequent active government duty, Dr Barnard continued to pursue his intense interest in global and African affairs through the provision of consulting services to both official structures and the private sector.

Key Current and Former Positions

- Professor and Head of Department of Political Science at the University of the Free State
- Director General and Head of the National Intelligence Service of South Africa
- Head of the Department of Constitutional Development
- Director General of the Provincial Administration of the Province of Western Cape
- Chief Executive Officer Barnhardt Holdings

Areas of Expertise

Negotiation, Mediation, Strategy Formulation, Policymaking and Development, Governance, Lobbying and the Art of Intelligence including the Human Security fields of food, water, energy and the impact of climate change.

AMBASSADOR MZUVUKILE JEFF MAQUETUKA



Ambassador Maquetuka brings with him a wealth of experience and knowledge gained from both the public and private sectors. Ambassador Maquetuka joined the intelligence services in 1979 when he was incorporated into the ANC's Department of Intelligence and Security after going into exile. He received military training in Mozambique and did an advanced course in intelligence at the former German Democratic Republic.

He served in the National Intelligence Agency, the South-African Secret Services. In 2001 he was appointed the National Coordinator of Intelligence. His responsibilities included the coordination of all the intelligence structures. He was appointed as a Director-General of the Department of Home Affairs in 2005. Ambassador Maquetuka currently holds the position as the South-African Ambassador to the People's Democratic Republic of Algeria.

His formal qualifications include a BA Honours degree in Contemporary Media Practices, which he obtained from the University of Westminster, London; a Certificate in News Agency Journalism from the Julius Nyerere School of Journalism in

Prague and a Certificate in Strategic Management from the University of Stellenbosch.

Key Current and Former Positions

- Deputy Director-General of the National Intelligence Agency
- Deputy Director-General of the South-African Secret Services
- National Coordinator of Intelligence
- Director-General of the Department of Home Affairs
- Former Ambassador to the People's Democratic Republic of Algeria
- Presently is an independent non-executive director of
- 1) SaCoS - an e-commerce and London Stock Exchange listed company.
- 2) Eastern Cape Development Corporation (ECDC) - a BEE

He also received many awards of distinction in the intelligence industry.

Areas of Expertise

National Intelligence, Diplomacy, Large Scale Administration and Service Delivery

GENERAL JOHN GEORGE FIVAZ



Ambassador Shaik has attended the Advanced Management Programme at Harvard Business School in Boston and is a qualified optometrist from the University of Durban-Westville. He worked as a lecturer and Head of the Department of Optometry at the same university.

Key Current and Former Postings:

- Chief Executive of the Development Bank of Southern Africa
- Head of the South African Career Services
- Special Adviser to the Minister of Foreign Affairs
- Head of Policy and Research and Analysis Unit
- Ambassador to the Democratic Republic of Angola
- South African Consul-General in Hamburg, Germany
- Head of Montgat Services to the Ministry of the Service
- Deputy Governor of Infrastructure and SISA

Areas of Expertise:
National Intelligence, Diplomacy, International
Finance, Policy Development, Management



In 1995, he was appointed National Commissioner of the South African Police Service by President Nelson Mandela. During this time, he faced the challenge of amalgamating the eleven police agencies of the past into one South African Police Service. He also had to manage the

He was also responsible for transforming the police service into an effective and democratic policing agency for South Africa. Furthermore, he also played a constructive role in the formation of the Southern African Regional Police Chiefs' Coordinating Organisation (SARPCCO) in order to enhance co-operation between policing agencies in the Southern African region.

His academic qualifications include a Bachelor's degree, which he obtained from the University of the Orange Free State in 1976. Apart from that, he is also fully qualified as a work-study officer and police administrator.

Key Current and Former Positions
 International Commission of the
 South African Police Service
 (1994-1996)
 Intelligence (retired military rank)
 Security Group (1996-1998)
 With a focus on Espionage, Cyber
 According Security and Corporate
 Risk Management and the Security
 of Security Technology and
 Security Systems

There was also a Spanish unit for transforming the police service into an effective and democratic policing agency for South Africa. Furthermore, he also played a constructive role in the formation of the Southern African Regional Police Chiefs Coordinating Organisation (ARPCCO) in order to advance

THE UNIVERSITY OF CHICAGO PRESS

as a work-study officer and police administrator.

MS NOLWAZI QATA



(SAA), Mvuso Holdings, and institutions such as Knowledge Management International (KMI – Inkaba).

She played a key role in championing the business transformation processes and work design at SAA, which resulted in SAA exceeding its planned business transformation objectives. She also founded the Women in Aviation program that focused on training women in aviation specific skills. This resulted in SAA receiving an award for one of the top five companies that promoted women in South Africa.

She was also responsible for many other initiatives such as: the introduction of an HIV/AIDS program, facilitating the provision of procurement opportunities for previously disadvantaged suppliers, the introduction of a tool used for the accreditation of suppliers on their Black Economic Empowerment (BEE) credentials, the introduction of programs aimed at providing skills to the designated groups in aviation specific competencies, streamlining of bargaining structures and the implementation of an employee relations strategy to improve relationships between the SAA and unions.

She currently serves as an Executive Director on the Boards of Mvuso Holdings, LWC, MESA and Zanokhanya Investments. She previously served as Non-Executive Director on the Boards of Land and Agricultural Development Bank of SA, Petroleum Agency of South Africa, Land Bank Insurance Limited and Kuvula. Ms Qata's academic qualifications include a Masters Degree in Industrial and Organisational Psychology, which she obtained from the University of Cape Town. She also completed the Commonwealth Top Management Program for Public Enterprises in South Africa at the National University of Singapore in 1999.

Key Current and Former Positions

- Executive Director on the Board of Mvuso Holdings
- Executive Director on the Board of LWC
- Executive Director on the Board of MESA
- Executive Director on the Board of Zanokhanya Investments
- Non-Executive Director on the Board of Land and Agricultural Development Bank of SA
- Non-Executive Director on the Board of Petroleum Agency of South Africa
- Non-Executive Director on the Board of Land Bank Insurance Limited
- Non-Executive Director on the Board of Kuvula

Areas of Expertise

Mining, Retail, Transport, Transformation Business, Petro-Chemical

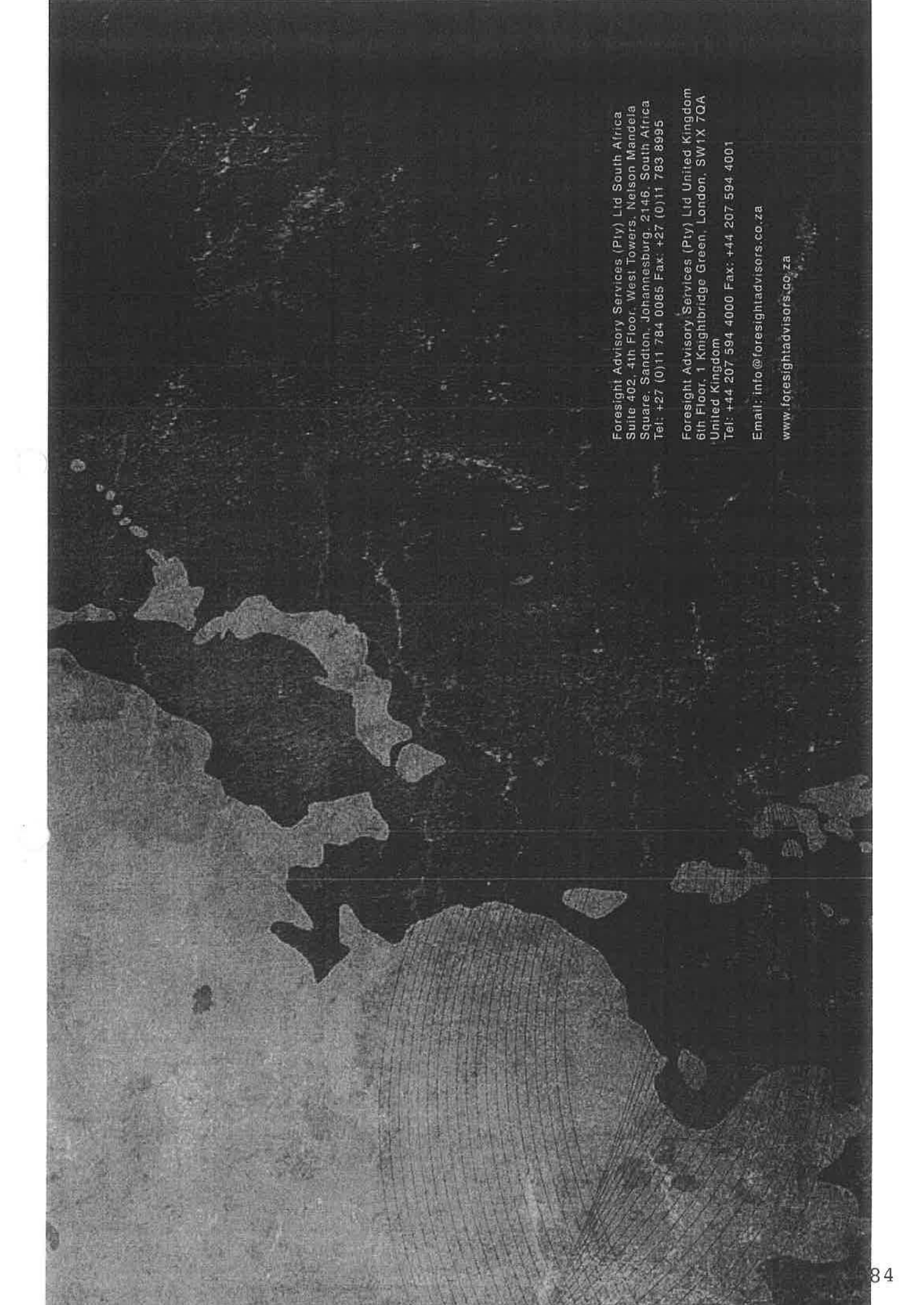
SPECIALISTS

Helne van Niekirk



Our Expert and Specialists Have Trained In and Have Experience With:

- Project Management
- Marketing and Business Development
- Strategic Planning
- Security Intelligence, Management and Investigations
- Competitive Intelligence
- Research
- Counter Intelligence
- Risk Management
- Behavioural Risk Management
- Social Science
- Legal Policies and Contracts
- Financial Analysis
- Policy Management
- VIP Protection
- Negotiations
- Conflict Management
- Remote Behavioural Profiling
- Interactive Behavioural and Psychological Profiling
- Target Audience Analysis
- Country Profiling
- Diplomacy
- Counter Terrorism
- Stakeholder Management and Engagement
- Deception Detection
- Information Security Awareness and Protection
- Social Media Reputation Management
- Media and Publicity Content and Sentiment Analysis
- Sentiment Influence Analysis



Foresight Advisory Services (Pty) Ltd South Africa
Suite 402, 4th Floor, West Towers, Nelson Mandela
Square, Sandton, Johannesburg, 2146, South Africa
Tel: +27 (0)11 784 0085 Fax: +27 (0)11 783 8995

Foresight Advisory Services (Pty) Ltd United Kingdom
6th Floor, 1 Knightbridge Green, London, SW1X 7QA
United Kingdom
Tel: +44 207 594 4000 Fax: +44 207 594 4001

Email: info@foresightadvisors.co.za

www.foresightadvisors.co.za