

THE DITIKENI VUNANI *Expo*

Fostering creativity, collaboration, and growth. Elevate your business and connect with like-minded professionals.



VUNANI
CAPITAL PARTNERS



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PHAKAMANI

“The Glory of the Contract, and the Curse of the Ad-Hoc Order”

Presented by

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Chief Executive Officer



ΡΗΛΚΑΜΑΝΙ





PHAKAMANI

THE GLORY OF THE CONTRACT
AND THE CURSE OF THE AD-
HOC ORDER





FROM LUXURY TO LESSON: THE STORY OF THE BENTLEY

THE PARADOX OF SUCCESS IN SMALL BUSINESS



THE GLORY VS. THE GRIND



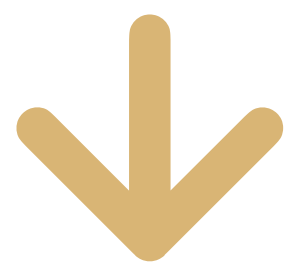


GLORY

**SECURING
CONTRACTS VS.
MANAGING ORDERS**

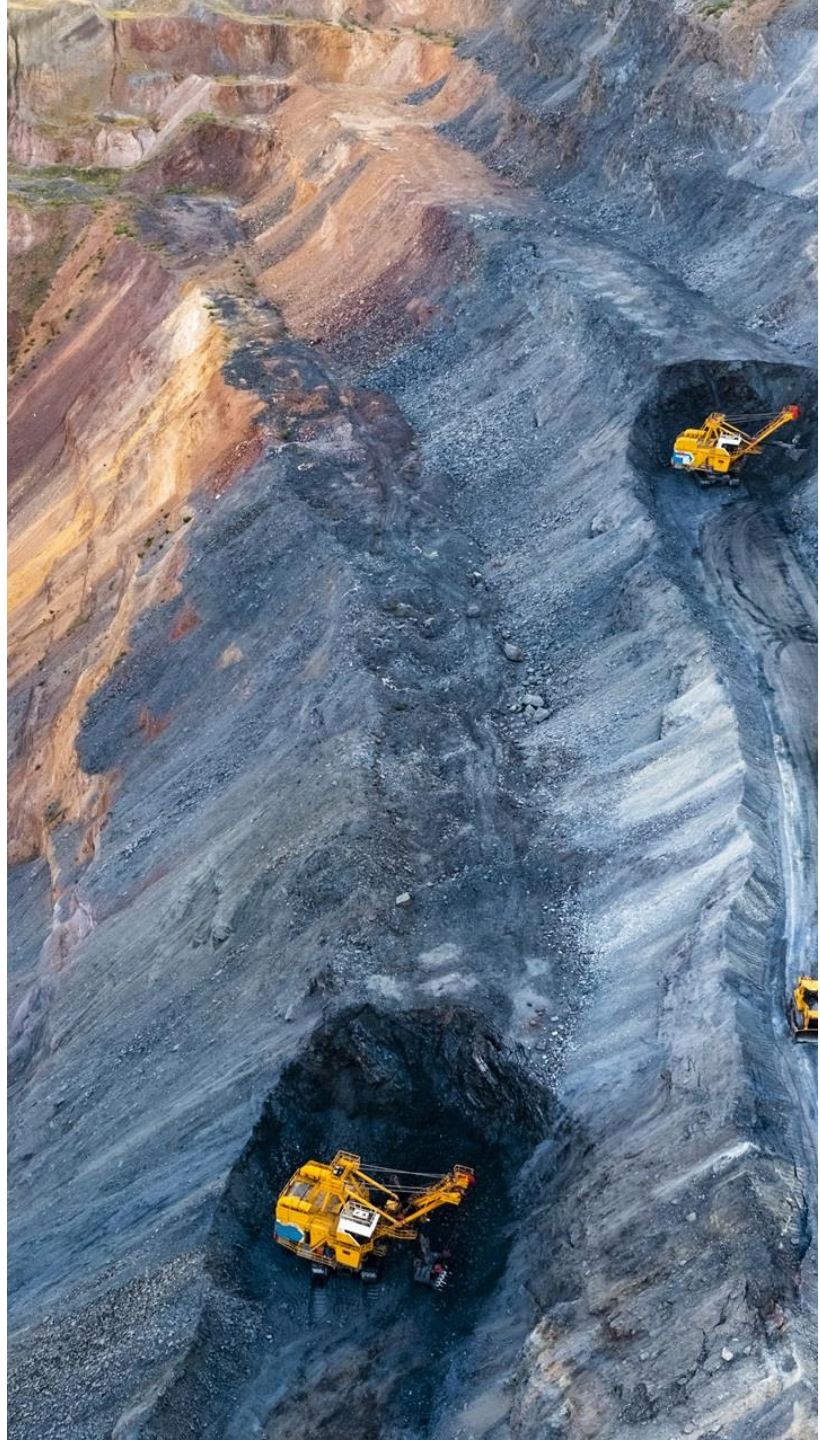
GRIND

**SHORT-TERM GAINS
VS. LONG-TERM
SUSTAINABILITY**



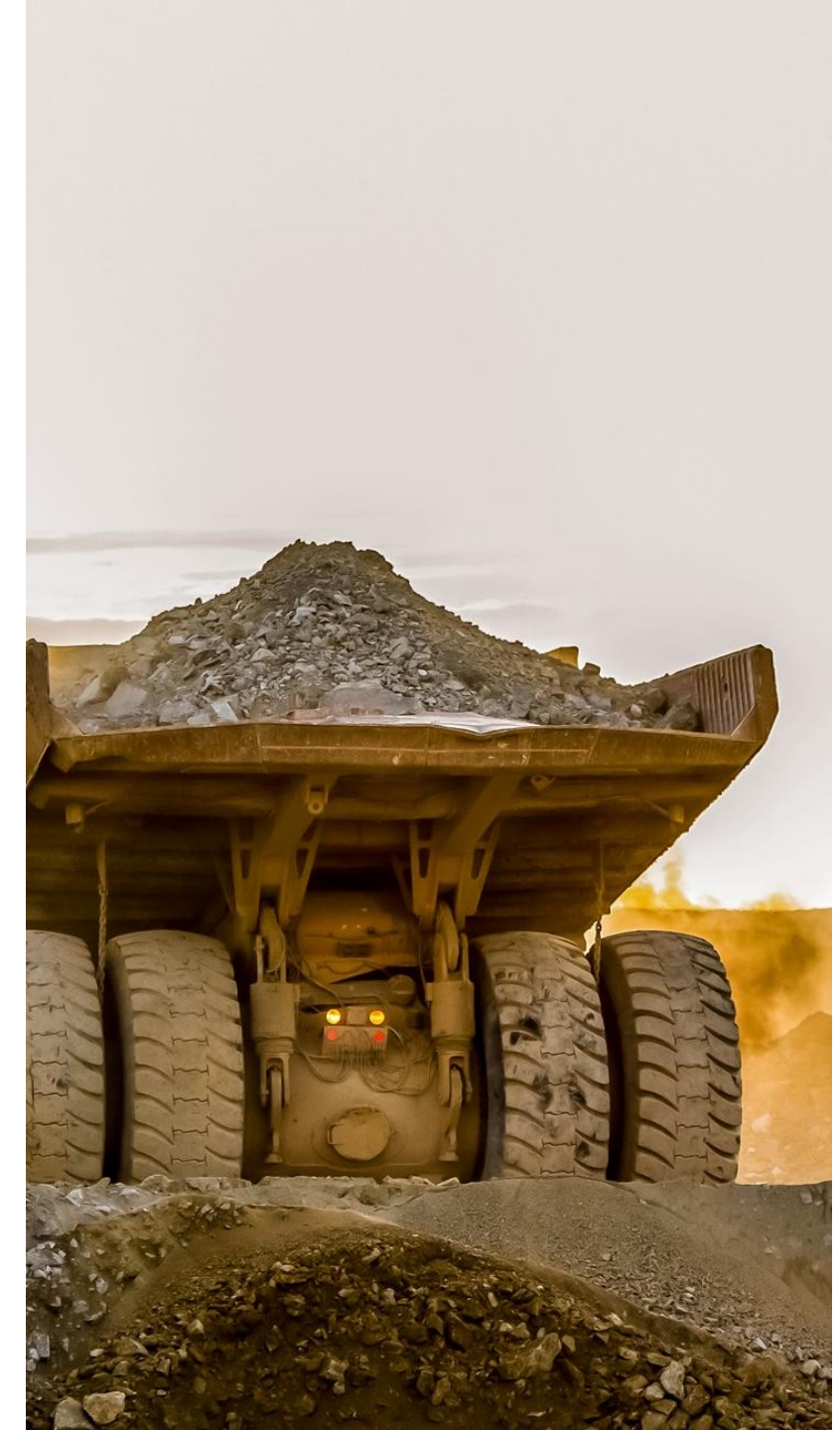
YOUR SPEAKER

MY JOURNEY: FROM ANGLO TO ADVOCATE



FOUNDER OF
PHAKAMANI

BILLION RAND IN
FUNDING



95% LOAN
RECOVERY RATE



PHAKAMANI GROUP OVERVIEW

EMPOWERING SMMES BEYOND
FINANCE





THE CURSE OF THE ORDER

WHEN ORDERS LEAD TO OVERHEADS



1

THE CLEANING BUSINESS DILEMMA

2

SHORT-TERM THINKING RISKS

3

*CASH FLOW: MORE IMPORTANT THAN
YOUR MOTHER*





THE GLORY OF THE CONTRACT

THE ALLURE OF CONTRACTS



1

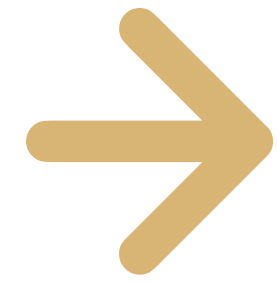
VALIDATION AND OPPORTUNITY

2

FALSE SENSE OF SECURITY

3

*ANNUITY INCOME: THE
FOUNDATION OF SUCCESS*



CHALLENGES FACING SMALL BUSINESSES

- *Access to funding: the 20% interest rate dilemma*
- *Under-capitalisation & skills gap*
- *Psychological impact & human capital challenges*





➔ PHAKAMANI'S APPROACH
TO SUSTAINABILITY



- *Mentorship, Financial Advice, Business Management*
- *Strategy for Self-Sufficiency*
- *Creating a Financial Buffer*

THE POWER OF PERSEVERANCE

TENACITY

*SETBACKS ARE INEVITABLE, BUT
PERSISTENCE PREVAILS*





A RESPECT FOR
MONEY

FINANCIAL DISCIPLINE:
MANAGING FOR THE FUTURE

- UNDERSTANDING VALUE
- INVESTING WISELY: WHEN TO SPEND, WHEN TO SAVE



COMMITMENT TO
QUALITY AND
GROWTH



NOT JUST MAKING
MONEY, BUILDING A
REPUTATION

RESPECT FOR
THE BUSINESS

*BUILDING A LEGACY
THROUGH RESPECT*





CONCLUSION

SECURING ORDERS VS. CREATING SUSTAINABILITY

*THE JOURNEY OF RESPONSIBLE
BUSINESS MANAGEMENT*





THE LEEUW BROTHERS:
A LEGACY OF SUCCESS

- *INVESTING IN THE FUTURE:
EDUCATION AND OPPORTUNITY*
- *LONG-TERM VISION REALIZED*





PHAKAMANI

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