



MIDDEL & PARTNERS

Chartered Accountants (SA), Registered Auditors

Innovation

Partnership

Prosperity



COMPANY
PROFILE

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WHO IS MIDDEL & PARTNERS?

Innovation, partnership and *prosperity* are what most accounting and auditing firms promise. But how many of them deliver on this promise?

Since 1992, Middel & Partners have helped build and grow businesses throughout South Africa, spanning countless industries and specialties. Today, 120 employees across nine national offices deliver unsurpassed client service to over a thousand clients. Our own growth has secured our status as a black-owned business and Level 2 BEE contributor, with a procurement recognition level of 125%. In 2016, Middel & Partners was officially named one of The World's Most Inspiring Accountants – an honour shared with only 57 other global firms.

The diversity of skills found within Middel & Partners, coupled with the entrepreneurial spirit that drives the business and its solutions, ensures that we can offer our clients more than just tax and accounting services. We often develop business models, consult on growth strategies and facilitate partnerships for businesses at all stages of growth.

It is this holistic approach that ensures that Middel & Partners can deliver on the promise of *innovation, partnership* and *prosperity*.

Our Vision

We all share a common conviction: Through constantly striving for superior levels of *service excellence*, and by working *closely together*, we believe that lasting success is generated for *our clients, our staff* and the future of *our company*.

We provide services to

- Public and private companies
- Public sector (local, provincial and national)
- Retirement funds
- Non-profit organisations

Our accreditations include

- IRBA accreditation for all category audits
- Auditor General of South Africa approved
- JSE accredited Auditors (listing)
- JSE Reporting Accountant Specialist
- SAICA accreditation
- SAIPA accreditation
- SAIT accreditation

FEATURED IN THE BOOK
**The world's most
inspiring accountants**



AUDIT

OUR SERVICES

We ensure cohesion in both auditing and business analysis.



Middel & Partners provide quality audit services to a wide spectrum of industries and sectors. This means that we understand your business within any industry context.

Whether you require a statutory audit or an independent review, Middel & Partners has the knowledge and expertise to make the process as smooth and painless as possible, whilst meeting all the regulatory and legal requirements that make the process so challenging. To gain a full understanding of your specific challenges, we work closely with your team.

Our clients range from Private and Listed companies, State owned entities, NGO's to small owned businesses.

Our partner-led team of audit specialists and technical experts provide the following assurance services:

- Audits and reviews of private and listed companies
- Audits in accordance with the PFMA and MFMA
- Internal control reviews and risk assessments
- Agreed-upon procedure reports and special reporting
- New accounting standard implementation
- Forensic accounting and dispute resolution
- Audit of retirement funds
- Audit of NGO's and related organisations

ADVISORY

Unlocking
your
business's
true
potential.



When facing important strategic decisions, it helps to have the advice and assistance of someone with proven expertise, experience and an external business perspective. Do you know the true potential of your business? And do you know how to access or interpret the management information you need to get answers?

At Middel & Partners, our advisory team can source and analyse critical management information to assist your business with the strategic decision-making process.


We advise our clients and implement systems to ensure that they have the information they need for future growth. The failure of many a business is mainly due to a lack of accurate management information and the knowledge to interpret it. Our team will show you how to radically transform every project or venture you tackle, and how to do so with innovation and enthusiasm.

With our expertise in strategic financial analysis, we prepare our clients to be able to use financial and operational data effectively. This can be applied in a variety of critical decision-making contexts, whether the focus is on your own company's performance or on potential acquisitions, competitors or partners.

We help your business grow, through the following advisory services:

- Strategy
- Financial Modelling
- Management Consulting
- Market Analysis / Research
- Strategic Negotiations

ACCOUNTING



Focus on your
business while
we focus on your
accounting.

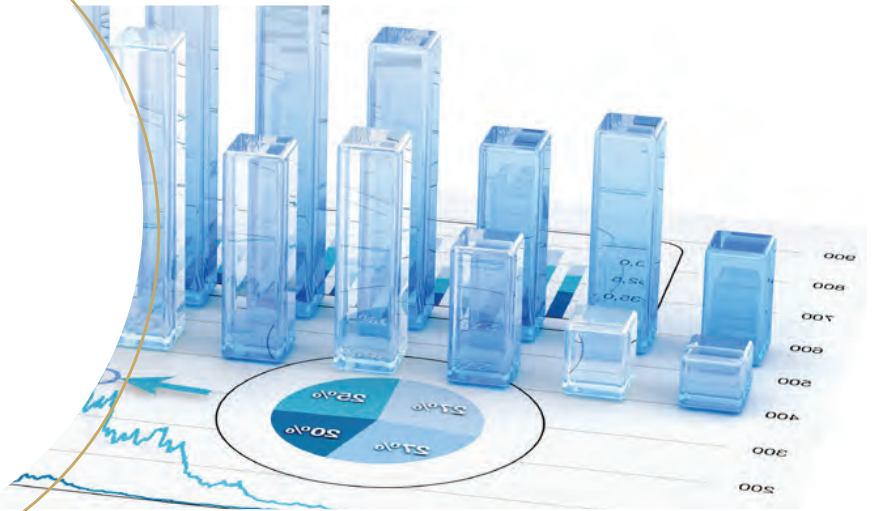
Middel & Partners has a dedicated accounting department that specialises in comprehensive accounting services for small and medium-sized entities. This department ensures that businesses are kept abreast of their financial state, and comply with relevant accounting standards, including the International Financial Reporting Standard (IFRS).

In-house accounting services include:

- Processing and record-keeping of financial transactions for small and medium-sized entities, including companies, owner-managed businesses, close corporations, trusts, sole proprietors and partnerships;
- A comprehensive accounting function from preparation of accounting records from source documentation through to trial balances and financial statements;
- Monthly maintenance and processing of financial records and transactions, including bank reconciliations, general ledger maintenance and preparation of management accounts;
- Assisting clients with VAT and PAYE calculations, providing advice on the structuring of salary packages as well as compliance with the VAT Act;
- Assisting clients with the submission and calculation of regulatory forms and declarations, including normal tax returns, VAT and PAYE returns, UIF database updates, COIDA returns and Skills Development Plans;
- Assisting with the e-filing of tax returns once the financial statements have been completed;
- Preparation of budgets and monthly management accounts, offering advice related to actual results against budgeted targets and possible remedial action if required;
- Cost-effective accounting services to ensure regulatory compliance, and efficient and reliable access to the business results of the organisation.

TAX

Complete
in-house service,
covering a wide
range of tax
matters.



The South African taxation landscape is continually changing. At Middel & Partners, our tax specialists help clients to navigate through the increasingly complex tax environment. Whether it be an individual taxpayer, corporate or trust, it is essential that one's financial affairs are managed in a way that is both tax-effective and compliant with the law. Middel & Partners provides a complete in-house service, covering a wide range of tax matters.

Clear, detailed and easy to understand tax advice can prove very valuable to business. Middel & Partners reputation has been built on providing quality taxation advice to clients across various sectors, regions and jurisdictions for many years.

Our tax specialists offer the following bespoke tax services:

- Tax Advisory
- Tax Compliance
- Trusts and Estates
- Indirect Taxes
- International Tax

B-BBEE ADVISORY

Formidable
partner in
B-BBEE solutions.



Knowledge is power, especially when navigating B-BBEE. Middel & Partners bring over 20 years of business and financial experience to the table. This accumulated knowledge makes Middel & Partners a formidable partner in B-BBEE solutions.

With the assistance of our B-BBEE consultants, we can help clients to unlock the true potential of their business and help them manage B-BBEE in a constructive manner.

This division offers the following services:

Preliminary Assessment:

This determines your business's preliminary B-BBEE status prior to incurring any cost of Consultation or Verification. This is vital in view of the onerous Amended Codes of Good Practice, which came into effect on 1 May 2015.

Gap Analysis:

This process involves applying previous year's measurement data (or year-to-date data) to the amended scorecard requirements and reporting on the gaps in terms of the Codes of Good Practice. This report equips you to decide whether you want to first obtain consultation or proceed directly to the actual verification.

Scenario Planning:

This involves examining various scenarios and their effect on your BEE rating in order for you to decide which scenarios you wish to implement.

Consultation:

Consultation involves assisting with specific interventions to improve B-BBEE status, which includes structuring black ownership deals. Consultation services are also available on a retainer basis, which means you receive a monthly report on your status and on where changes need to be made.

INSURANCE




Middel & Partners Insurance Brokers is an authorised financial services provider licensed with the FSB.

Middel & Partners Insurance Brokers was established in 2002 and is based in Pretoria. We offer a diverse range of products and services and effectively serve our customer base all over South Africa. As an independent brokerage, we strive to offer our clients a professional personalised service and pride ourselves in service excellence. It is our mission to establish long-term relationships with our clients where we understand and serve their every need 24/7, 365 days a year. We are an authorised financial services provider and licensed with the FSB under FSP 14555 ,(CK 2002/031695/23).

Our products are designed to suit the individual needs of our clients, across the following platforms:

- Commercial short-term insurance
- Personal short-term insurance
- Wildlife insurance
- Life insurance
- Medical aids
- Investments
- Travel insurance

VALUE-ADDED SERVICES



Offering
a holistic,
tailormade
service.

Rather than offer clients a standard, readymade package, we believe in offering clients a holistic, tailormade service. We achieve this by gaining an understanding of each client's business and then developing a unique approach to meet their exact needs.

We can help with the following ancillary services:

- Company secretarial services
- Forensic Audit
- Estate planning and administration
- Trust formation and administration
- Payroll administration
- IT consulting and support
- Compilation of financial statements

SPECIALISED ADVISORY INDUSTRIES

AGRICULTURE



Agriculture contributes significantly to the South African economy. The health of the agricultural sector depends on the sustainability of farming methods. Farming practices must therefore not only protect the long-term productivity of the land, but must also ensure profitable yields and the wellbeing of farmers and farm workers.

The strength of our relationship with our agricultural clients is based on a close understanding of the sector and its specific challenges. The sector is diverse, and our audit, accounting, tax, business consulting and management advisory services are therefore customised to the needs of individual clients based on a thorough understanding of the industry.

Our experience in the agriculture industry includes:

- Wineries
- Livestock farming
- Crop production
- Aquaculture
- Agrichemicals
- Farming equipment manufacturers

HEALTHCARE



Government and healthcare service providers will face increasing pressure to establish core skills needed to thrive in this rapidly changing industry sector. Improved performance is achievable by evaluating every key operational, clinical and governance function. Middel & Partners' healthcare specialist advisors and auditors are geared to help you through these processes.

The African healthcare sector is complex, with significant disparity between the public and private healthcare offerings. Healthcare varies from the most basic primary healthcare, offered free of charge by the State, to highly specialised, hi-tech health services available in both the public and private sector. These challenges and opportunities require innovative thinking, repositioning and knowledge-based risk management. This is the realm in which Middel & Partners operates at its best. We will assist clients not only to survive the transition, but also to identify new opportunities and prosper in the new dispensation.

MANUFACTURING



Shifting demand, regulatory pressures and global competition for customers and materials makes the manufacturing sector the most exciting, and perhaps uncertain industries in the world today. At Middel & Partners, we believe that uncertainty is often the birthplace of possibilities.

With a clear strategic plan backed by the right partners, the manufacturing enterprise of the future will revolutionise the sector rather than evolve with it. A revolution that will usher in a new age, where customer experience is key, offerings are diversified, streamlined supply chains meet growing demand and the brightest minds in the world work hand-in-hand with technology to manufacture goods no competitor can match.

Our manufacturing experts can assist you to unlock the possibilities of tomorrow.

MINING



Middel & Partners has 17 years' experience working in this increasingly complex sector. Securing access to high quality assets is more challenging than ever and requires the ability to work effectively with mining companies, governments, communities and joint venture partners over Africa, as well as geological, technical and commercial excellence.

We have a tight-knit group of experienced industry specialists who bring a practical, results-driven approach to large capital projects that demand rigorous strategic planning.

Our primary expertise in mining is in:

- Platinum
- Gold
- Manganese
- Coal
- Fluorspar
- Copper
- Chrome

PROPERTY



South Africa's economic performance and those of other markets directly affects the country's property market. The slowing economy, low growth in employment, real household disposable income and tight credit due to deteriorating consumer credit-risk profiles are affecting the property market negatively.

On the positive side, we have seen some major improvements in the commercial property market, especially in the retail sector with many regional shopping centres emerging. We have also seen increased corporate activity on the JSE property rates, specifically the Real Estate Investment Trusts (REITs). Due to the recent change to the corporate structure of listed real estate companies in REITs, the foreign listed funds are also able to invest in their property products more freely.

Middel & Partners have been involved in the property sector for over 24 years. We specialise in advisory services to property development, property management and corporate finance for property projects in Southern Africa.

PUBLIC SECTOR



Middel & Partners' involvement with public sector assignments dates back to 2006. Since then, we have acquired invaluable knowledge of the workings and challenges faced by Government. Our dedicated teams are located in Gauteng, North West, Limpopo, Western Cape and Mpumalanga, close to the major administrative cities in which Government institutions reside. This is an advantage when cost factors are considered and is therefore in line with Government's cost-curling initiative.

Our public sector professionals are dedicated to providing specialised services to all spheres of Government, including:

- Departments – National and Provincial
- Public entities – Schedule 3A, B, C and D
- Municipalities and Municipal Entities

Middel & Partners have extensive experience in conducting statutory audits in accordance with the Public Finance Management Act (PFMA) and Municipal Finance Management Act (MFMA).

As the supreme auditing institution of South Africa, the Auditor General (AGSA) is mandated with the task of completing most of the public sector's statutory audits. AGSA in conjunction with private auditing firms fulfil this mandate to assess whether the financial statements of these organisations are free from material misstatement.

Our statutory audits in the public sector include financial, performance and compliance audits.

TECHNICAL EXPERTISE

A partnership
with us makes
bottom line cents.



We offer the following competencies and industry insight within key economic sectors:

- Chartered Accountants
- Registered Auditors
- Business Advisors
- Financial Analysts
- Tax Specialists
- Company Secretarial Specialists
- IT Specialists

OUR ORGANISATIONAL STRUCTURE

Centurion
Coenie Middel - Head Partner/Founder
Michael Rossouw - Partner
Firdaus Jeeva - Partner
Divan Swanepoel - Associate

Pretoria East
Andre Dames - Partner
Jacques Marais - Partner
Werner Kestlmeier - Associate

Johannesburg
Francois Froneman - Partner
Anton Fourie - Partner

Rustenburg
Michael Rossouw - Partner

Somerset West
Coenie Middel - Partner
Gerrie van der Walt - Associate

Ermelo
Pieter Venter - Partner

Phalaborwa
Michael Rossouw - Partner

Polokwane
Coenie Middel - Partner
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Carletonville
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Find us on





we **listen**
we **understand**
we **deliver**

