



Intelligence-driven Risk Management Solutions

Company Profile

ABOUT US

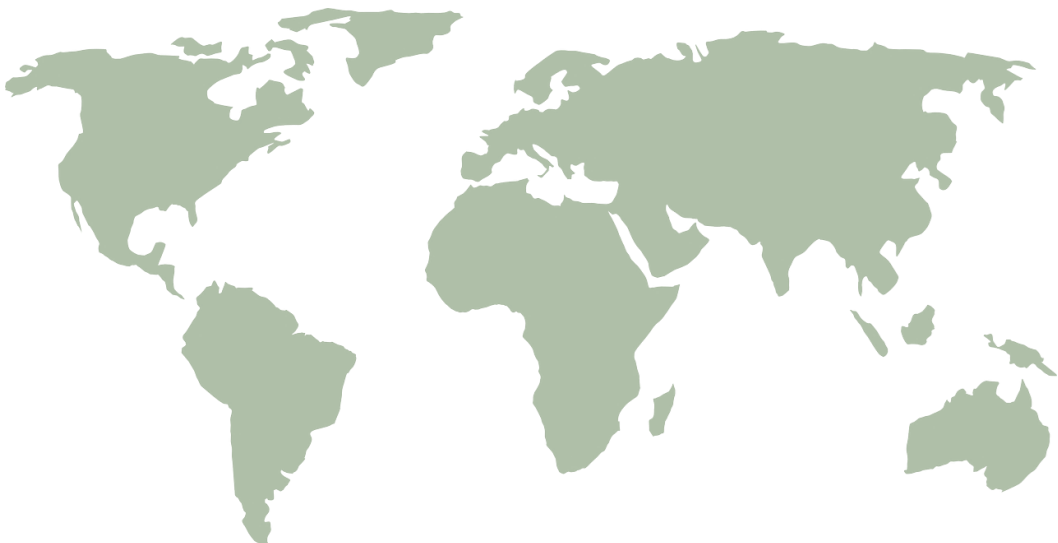
Quick Facts

- » Over 20 years of experience operating in challenging environments in Africa, Asia and the USA.
- » Worked in 47 of 54 African countries.
- » Highly experienced in-house analyst team utilising advanced analysis software.
- » In-house risk management personnel deployed in countries of operation.
- » Deep understanding of the cultural nuances and diversity in countries of operation.

Focus Group is a diversified, intelligence-driven risk management company. We advise on, execute and deliver risk management solutions using a holistic and pro-active approach with the objective of assisting our clients to become more resilient in an increasingly complex, global, and digitised risk environment.

Focus Group has decades of hands-on experience dealing with complex risk and security situations. We provide risk mitigation solutions to multinational companies, financial institutions and private clients operating in Africa at strategic decision-making and operational levels to identify, understand and mitigate risk and to adequately respond to crisis situations. Our approach is based on a wide and well-established information network and a deep appreciation for the cultural complexities, diversity, and nuances of the countries we operate in.

Our vision is to provide credible and actionable intelligence to facilitate informed decision-making for our clients. We collect data through our information networks to develop intelligence that is outside of the public domain, delivering a reliable and unique insight.



AFRICA FOOTPRINT

We have developed an extensive on-the-ground closed source information network (HUMINT) within our Africa footprint. Our operations have spanned various industries with particular focus on Sub-Saharan, Central and Eastern Africa.

The Focus Group of Companies

- » Focus Africa Advisory (Pty) Ltd (RSA)
- » Rhula Intelligent Solutions (Mozambique)
- » Focus Africa Limited (Malawi)
- » Focus Africa Advisory Limited (Kenya)
- » Focus Africa FZE (Dubai)
- » Focus Africa LLC (USA)
- » Focus Africa Foundation NPC (RSA)
- » Focus Capital Investments (RSA)
- » Focus Resource Consultants (RSA)
- » EODT Africa (RSA)
- » Additional offices in Angola, Sudan and Ghana



OUR PEOPLE

Joe van der Walt (CEO)

Founder of Focus Group. With a background in the defence force of the South African military, Joe has specialised in private-sector security and risk management in Africa and the Middle-East for over 20 years. He has particular expertise in the oil, gas and mining sectors as well as the anti-poaching industry. He has planned, coordinated and implemented operations in Sub-Saharan, Eastern and Western Africa, the oil fields of Kurdish-controlled Northern Iraq, as well as in Asia. Joe has been responsible for the implementation and management of high-level security for asset protection and personnel involving several multinationals operating in Africa and the Middle-East. He has also delivered high-level threat assessments, including for a major gas line construction project in the United States.

Ansie Fox (Head of Operations)

Ansie comes from a Military background with a service career stretching over 21 years. She has held various positions, including Training Personnel Officer, Adjutant, Research and Development Officer, Internal Services Officer, and Military Security Officer. In 2009, she became a Directing Staff member at the SA Army College. In 2011, Ansie transitioned to the corporate scene as a Business Development Manager, where she successfully promoted the company's image in global and local markets. Her focus was on servicing levels, deliveries, product quality, and development acceptance. She then worked as an Accounts Manager for an Industrial Uniform and Laundering service supplier, handling customer complaints, resolving disputes, and ensuring effective communication. At Focus Group, Ansie serves as the Head of Operations. In this role, she works closely with the CEO and oversees the execution of daily operations. Ansie sets standards for the company, collaborates with department heads and staff to ensure adherence to these standards, and executes the company's overall vision. She also ensures optimal operating levels throughout the organisation and fosters continuous improvement.

Dr. Leonardo Simão (Executive Chairman of Rhula Intelligent Solutions)

Executive Director of the Joaquim Chissano Foundation, Chairman of United Bank of Africa and Member of the SADC Mediation Team. Minister of Health 1988 – 1994, Foreign Minister 1994 – 2005. Doctorate (Public Health), member of the Medical Association of Mozambique and Mozambique Medical Council.

OUR PEOPLE

Nuno Tomas (Managing Director of Rhula Intelligent Solutions)

A career diplomat, Special Adviser to former President Joaquim Chissano since 2005. He has been involved in special political missions across Africa focussing on Conflict Resolution, Sustainable Development, Accountability, and Good Governance.

Danie Zwarts (Chief Financial Officer)

Danie graduated with an accounting degree from the University of Pretoria in 2009 and moved on to complete his articles in August 2013. During his articles, Danie was responsible for preparation, planning and strategy documents for audit engagements, researching and resolving audit issues, computation of corporation tax liability, tax planning, implementation of new accounting procedures and processes, preparing end of year statutory accounts and performing analysis and commentary on variances. In 2014, Danie passed his professional evaluation exam and became a full member of the South African Institute of Professional Accountants (SA). During 2018, Danie completed the Independent Review Course and is authorised to undertake engagement as an Independent Reviewer in accordance with the requirements of the Companies Act 71 of 2008. Danie also holds the title of Professional Tax Practitioner (SA). Danie joined Focus Group at the end of 2013 and oversees all day-to-day accounting procedures and actively participates in the decision-making processes of the business.

Koos Sadie (Head of Training)

Koos Sadie spent 28 years as a professional soldier in the SADF/SANDF from 1974 until 2002. His first seven years were in the Infantry Corps, serving in Infantry Battalions in Namibia and South Africa. In 1982, he started his 21-year intelligence career as a staff officer with the SA Special Forces. He was later appointed as the Chief Instructor at the SA Army School of Intelligence and later to Chief Instructor Intelligence at the South African Army College. Koos Sadie was seconded to the Chilean Army War College, where he functioned as the Chief Instructor for Operations and Tactics. On his return to South Africa, he became the Project Manager for the SA Army War Gaming Centre at the SA Army College. Between 1994 and 2002, Koos Sadie functioned as a Senior Staff Officer in Operational Intelligence responsible for the internal covert collection function of the SANDF, reporting to the Chief of Defence Intelligence. After leaving the SANDF in 2002, Koos Sadie became a Project Manager with the National Institute Community Development and Management (NICDAM) and later the Head of the Learner Assessment Centre at NICDAM. In March 2013, Koos joined Focus Group as the Director of Operations and now heads up numerous training programmes.

OUR PEOPLE

Brittany Hall (Head of Research and Analysis)

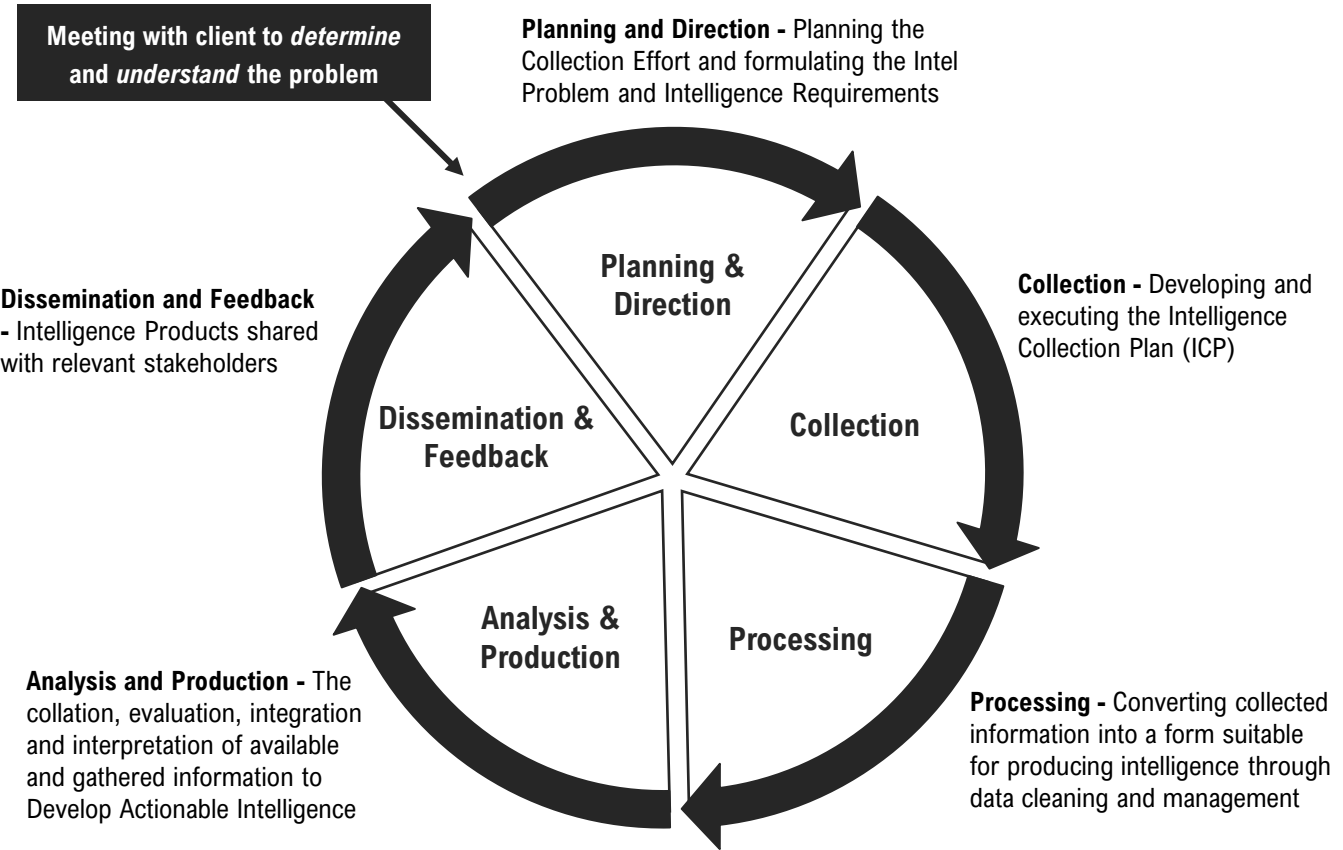
Brittany joined Focus Group in 2016, coming from an academic background having previously lectured Criminology at the University of Pretoria. With a keen interest in criminal behaviour, Brittany has completed a BA Degree (Cum Laude), BSocSci Hons in Psychology (Cum Laude), BA Hons in Criminology (Cum Laude) and a Masters Degree in Criminology (Cum Laude) – with a dissertation titled “Exploring the Behavioural Profile of Male Serial Child Rapists in South Africa”. She has a number of years’ experience in research and analysis having worked on numerous academic research tasks through her university experience. In addition, through her position at Focus Group, she has worked on many commercial projects across Africa dealing with intelligence analysis, due diligence assessments as well as threat and risk assessments. Brittany ensures the department works timeously on a variety of client requests and tasks while providing on-the-job training and management of the team, while ensuring the commercial interests of the company are met.

Hylton Gowar (Head of Data Management and Analytics)

Hylton has spent over ten years involved in the study and application of analysis in the risk industry. After graduating from the University of Pretoria with an Honours Degree in Criminology, he has gone on to work on numerous intelligence analysis projects in varying industries throughout the African continent as well as in the USA. Since joining Focus Group in 2016, he has worked on and managed various projects as the head of an analysis department in industries such as anti-poaching, mining, LNG as well as due diligence investigations. At the beginning of 2021, Hylton started the Data Management and Analytics Department at Focus Group which develops and manages data management applications and data pipelines to facilitate analytical and client goals. He is Focus Group’s lead project manager on the Artemis Intelligence Management Platform and also liaises with our strategic partners to facilitate high-quality technological services for our clients.

APPROACH – THE INTELLIGENCE CYCLE

We utilise the Intelligence Cycle to gather and collate data in order to plan, collect, process, analyse, and disseminate information to facilitate project goals and assist in the mitigation of risks.

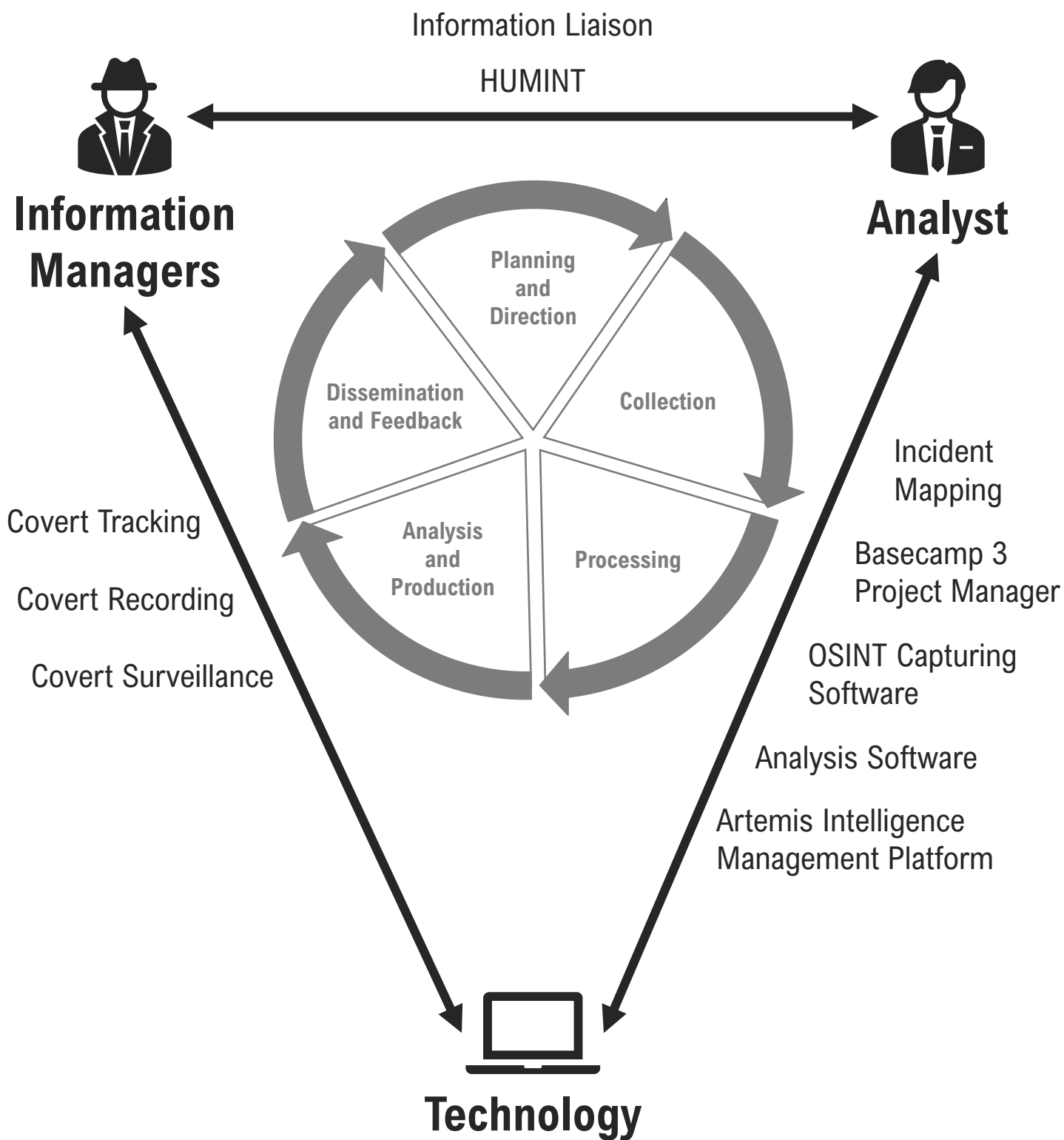


Why Intelligence Can Fail

- » An incorrect understanding of the client’s problem.
- » EEs that don’t directly address the client’s problem or are not adequately updated to evolve with the project.
- » Engaging with the wrong specialised law enforcement unit.
- » Lacking the required level of source access.
- » A lack of funding for sources.

APPROACH – ONE INTELLIGENCE SYSTEM

Our information managers gather closed-source HUMINT from in-country sources while liaising with our in-house analysts who utilise various advanced software and platforms to analysis information and develop project outputs. The system functions as a single unit, with each part providing support and adding value to each other in order to develop an effective cycle of information processing.



SERVICES

Our solutions are developed through discussions with the client to define the problem, while using the appropriate risk assessments to fully understand the nature of the problem. By combining the necessary individual services, we develop and implement a tailored solution to address project issues or requirements.

INTELLIGENCE & ANALYSIS

Tailormade Reports on Political & Country Risk

Business & Competitive Due Diligence Reports

Country & Regional Risk Assessments

Conducting Threat & Risk Assessments

Enhanced Intelligence Reports & Data Analysis

Social Media Monitoring & Sentiment Analysis

Text Mining of the Web, Deep & Dark Web

Managing of Security Function

Conducting Security Audits

Assessing, developing & implementing Standard Operating Procedures, Crisis Management & Evacuation Plans

Providing tailormade security training including: HEAT courses, General Security Practice, Handler Orientation, as well as Body Language Evaluation

Explosive Ordnance Disposal (EOD) & Explosive Remnants of War (ERW) Mitigation

Operational Management, Personnel Training & Compliancy Audits for EOD & ERW

Facilitation of Executive Protection

Fully Kitted Emergency and Medical Bags

Remote Camp Solutions & Logistical Supplies

SECURITY MANAGEMENT

SERVICES

**Advanced Incident Mapping & Data Dashboard
with Focus Group's custom Intelligence
Management Platform**

Advanced Data Analysis & Case Management
Software

Advanced Integrated Access Control Systems

Drone Surveillance, Surveying & Mapping

GPS & Satellite Vehicle & Personnel Tracking

CCTV Management Solutions (with AI)

Travel Management & Protection Solutions

Secure Text & Voice Communication Software

TECH SOLUTIONS

COMMUNITY ENGAGEMENT & CSR

Community Impact Studies

Dispute Resolution with Communities

**Negotiations on behalf of corporate clients, both
in & out of court settlements**

CSR Protocol Development

**Drafting of & reporting on guidelines &
requirements for ESG**

ESG Risk Assessments

INTELLIGENCE MANAGEMENT PLATFORM

Our comprehensive intelligence management software offers a tailored and in-depth look at project incidents at a one-stop location. With advanced data analytics and map customisation, the Artemis Intelligence Management Platform delivers clear insight into security situations and facilitates easy decision making for operational planning. We use mainly closed-source (HUMINT) information but include open-source information (OSINT) to develop accurate and verifiable intelligence as the basis of the content for the application. Our comprehensive database of captured and logged security incidents allows us to provide clarity on the big-picture in the area of operation, enabling more reliable forecasts for potential scenarios.



Features

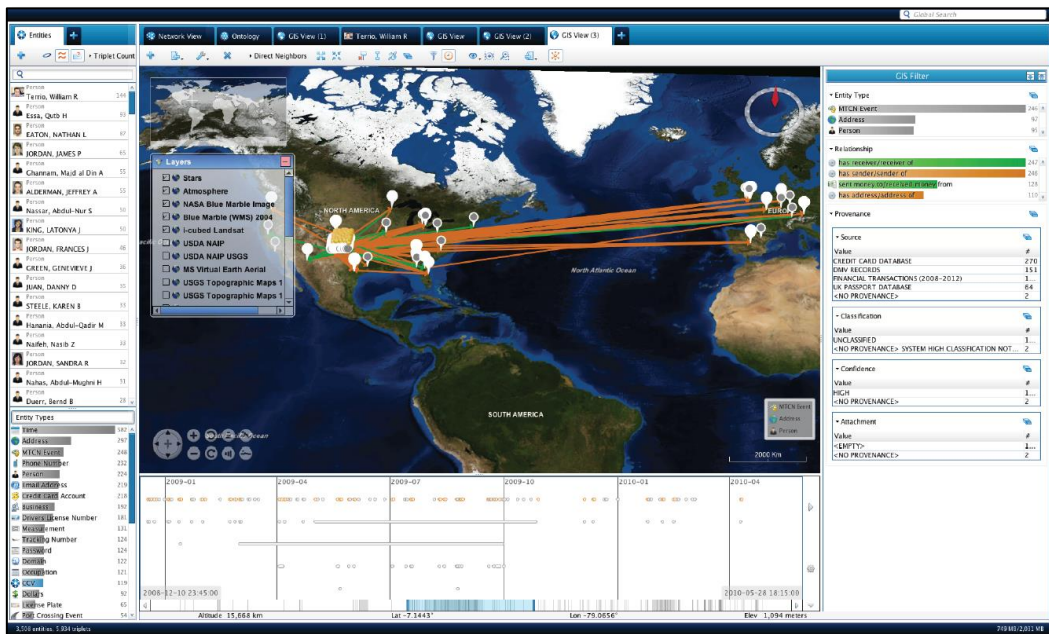
- » All-in-one dashboard displaying most recent project activity and outputs
- » Dynamic incident mapping with filterable queries
- » Live intelligence feed of custom topics and advanced filtering for specific information queries
- » Incident data feed of most recent activity as well as searchable archive with advanced filterable queries
- » Situation Report (SitReps) feed with searchable archived reports

DATA ANALYSIS AND CASE MANAGEMENT

Focus Group utilises an advanced database analysis and case management software to generate actionable intelligence for all major intelligence projects for clients across multiple industries throughout the African continent and the USA for nearly a decade.

Features

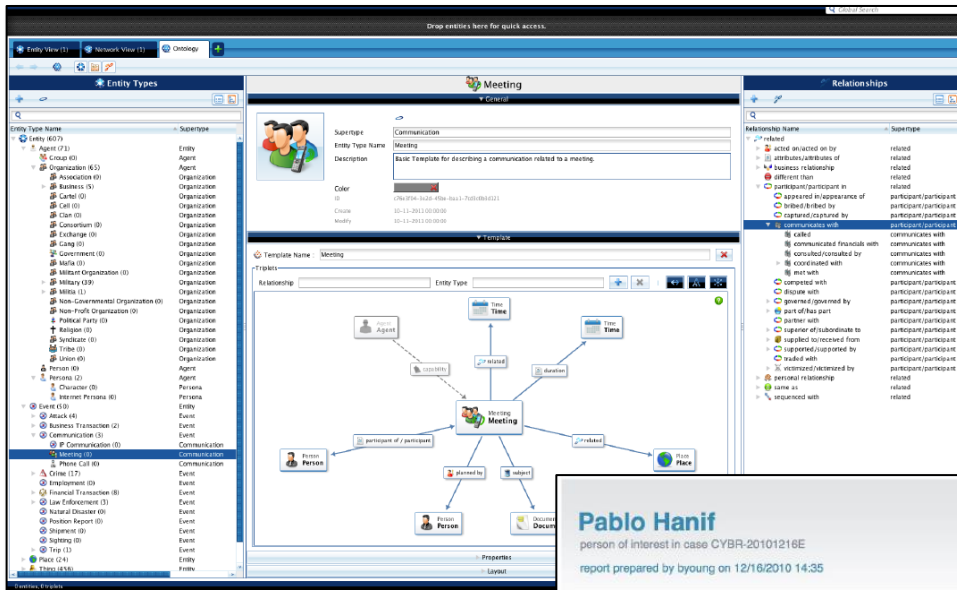
- » Create connections between entities
- » Develop project networks
- » Develop profiles on suspects and businesses with case management tools
- » Geo-locate entities through GIS mapping



Benefits

- » **Multiple Data Sources** – The software can fuse and import data from almost any source
- » **Flexible Ontology** – Easily modified without data loss and can be incorporated with external ontological structures
- » **Semantic Relationships** – Can have multiple relationships between the same entities (symmetric and asymmetric)
- » **Link Analysis** – Facilitates complex analysis to better uncover abnormal activity, patterns and suspect network processes
- » **Data Ownership** – Data is not held hostage to the software and can be exported in a variety of formats
- » **Provenance** – Able to define the source, confidence and classification level for entities and relationships

DATA ANALYSIS AND CASE MANAGEMENT



Project Dashboard

User-configured virtual dossier of a subject

Pablo Hanif
person of interest in case CYBR-20101216E
report prepared by byoung on 12/16/2010 14:35

General Information

Age 30^[4]
Gender Male^[4]
Address 20 Broadwick St, Westminster London United Kingdom^[3]
Telephone 0870 400 9110^[3]
Email pablo.hanif@yahoo.com^[3]

Photos

Locations

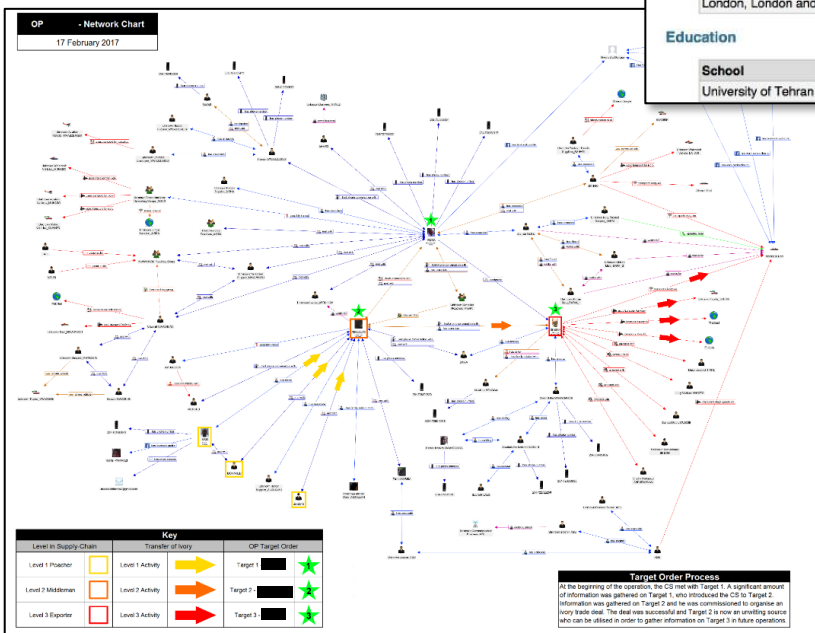
Place Name	Latitude	Longitude	Time Reported	Source
Highland, Highland	57.4767	-4.2315	12-15-2010 23:13:15	twitter
Stockbridge, Edinburgh	55.9590	-3.2015	12-12-2010 16:16:17	twitter
Calton Hill, Edinburgh	55.9551	-3.1828	12-11-2010 13:46:46	twitter
Edinburgh Castle, Edinburgh	55.9485	-3.1989	12-10-2010 22:00:00	twitter
London, London and South East	51.5002	-0.1262		linkedin, myspace

Education

School	Degree	Field of Study	Start Date	End Date	Source
University of Tehran	Bachelors	Computer Science	2002	2006	linkedin

Link Charts

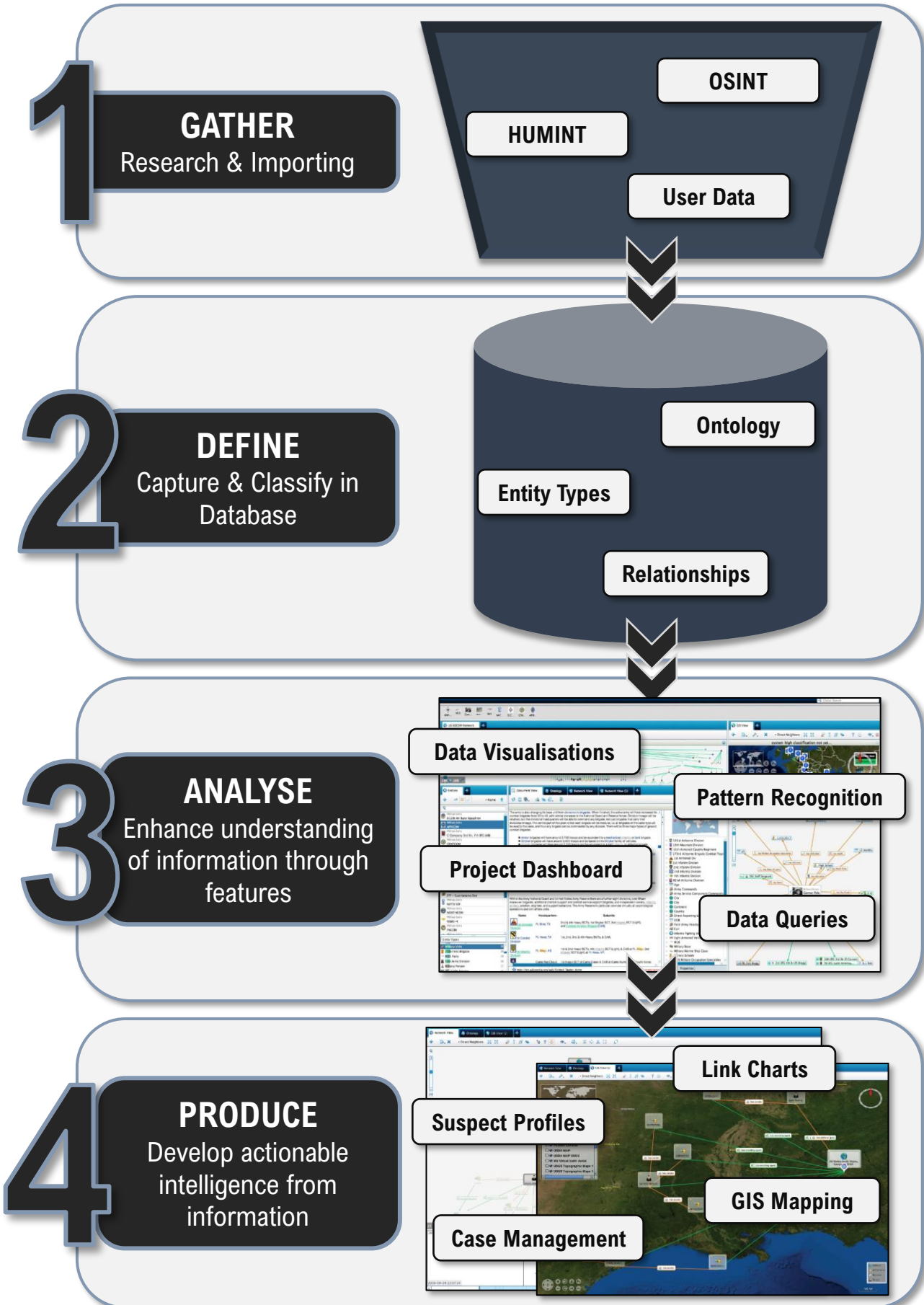
Bespoke network views tailored to demonstrate significant project role players and relationships



Suspect Profiles

Tailored reports generated from existing information from semantic networks

DATA ANALYSIS PROCESS



SECURE COMMUNICATION SOFTWARE

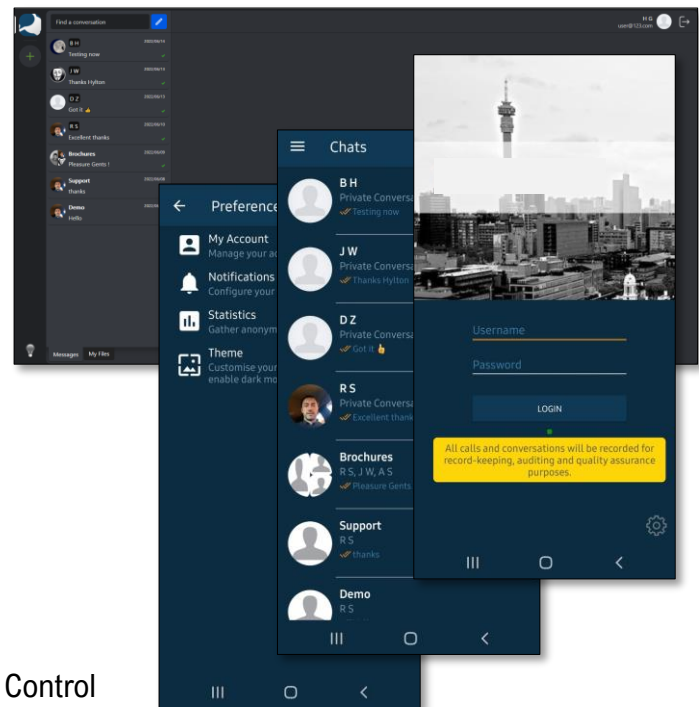
Secure Instant Messaging

Focus Group, in partnership with Pfortner, provides secure real-time communication software to ensure information security and conversational privacy throughout a client's organisation. The platform provides the capabilities of common social media messaging solutions with the crucial focus on information security through local server hosting and data sovereignty capabilities to offer an unparalleled organisation-wide secure communications solution. User interfaces include mobile device, browser, desktop app and the one-of-a-kind Microsoft Outlook plugin.

Through the implementation of the self-deployed and self-managed platform, clients can take back the rightful ownership of their messaging and voice data. Clients own their own data, manage the platform, and control user access to the system.

Software Features

- » Secure Voice Calls
- » Secure File Sharing
- » Secure Instant Messaging
- » Secure Emailing
- » Secure Document Repository
- » Secure On-Premise Deployment
- » Browser Based Communications
- » Auditability of all Communications
- » Mobile App Support (iOS & Android)
- » Desktop App Support (Windows, Linux & Mac)
- » User Administration through Role Based Access Control



Supported Platforms and Operating Systems



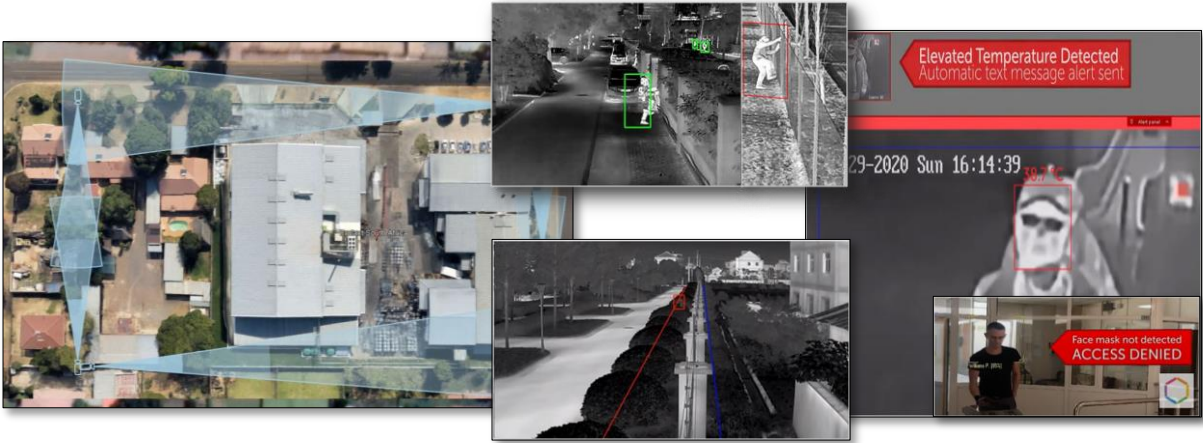
Microsoft



SURVEILLANCE SERVICES

CCTV Management Solutions

Focus Group provides a holistic turnkey CCTV Management Solution, developed to optimise information gathering and conduct real-time analysis to facilitate effective and proactive solutions to real-world risks. Working under the principles of detect, deter, delay and respond; the CCTV Management Solution provides a tailor-made system to achieve client goals and improve operational efficiency.



Drone Services

Unmanned aerial systems (UAVs) or drones have become an integral part of various industries across the world in recent years due to their adaptability and efficiency. As a result of their unmanned and dynamic nature, drones provide new opportunities for businesses and can assist with improving both operational efficacy and financial efficiency. Focus Group deploys drones as part of the information gathering effort to identify perpetrators and collect actionable intelligence.

Our drone services include, but are not limited to:

- » Surveys
- » Inspections
- » Rescue missions
- » Professional photography and videography
- » Thermal imaging
- » Aerial surveying for maps
- » Uses in agricultural surveys and mapping
- » Wildlife monitoring
- » Security and safety
- » Environmental Monitoring and several other uses.



LOGISTICAL SUPPLIES – REMOTE CAMP SOLUTIONS

Through our strategic partnerships, Focus Group provides turnkey, semi-permanent and redeployable, camp solutions designed, engineered and built for any purpose, environment or location. Our camps are designed to meet the legal requirements, lifestyle expectations, and functional aspects of the on-site contracted workforces for any private or governmental enterprise.

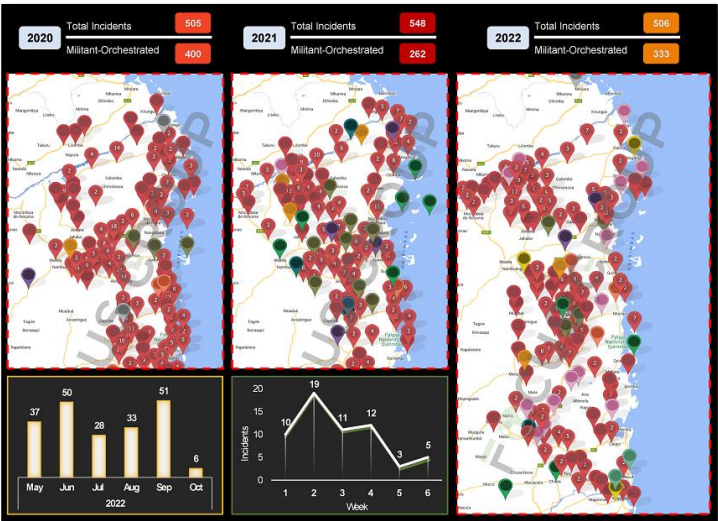
REMOTE CAMP SOLUTIONS

- » Accommodation
- » Kitchens, Canteens, and Cold Storage Units
- » Offices, Boardrooms, and Command Centres
- » Training Centres and Schools
- » Hospitals and Dispensaries
- » Mortuaries
- » Recreational Buildings
- » Workshop and Storage Buildings
- » Retail Buildings
- » Laundry and Ablution Buildings
- » Camp Power and Portable Water Units
- » Camp Security and Communications
- » Camp Sewage and Waste Management
- » Landing Strips and Hangars
- » Camp and Workforce Resourcing
- » Camp Furniture, Equipment, and Food

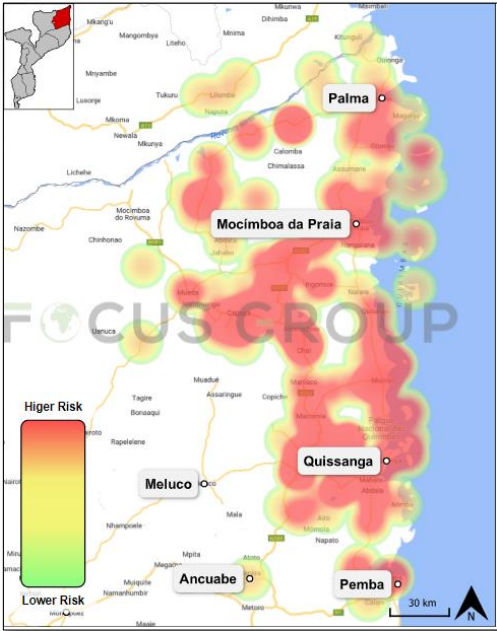


INFORMATION SERVICE

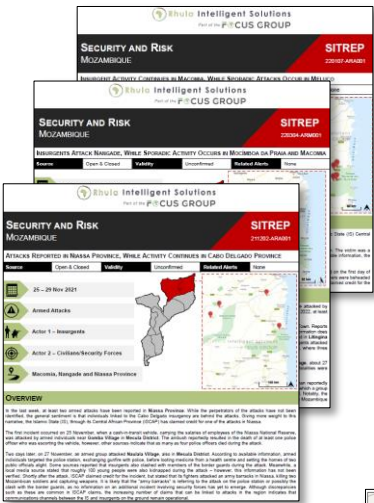
Focus Group provides a comprehensive information service on countries throughout Africa. We provide well-researched and analysed information in order to deliver a detailed and informed view of various in-country situations. Our information is comprised of HUMINT gathered by our on-the-ground information managers and OSINT gathered by our team of analysts. The Information Service encompasses a variety of outputs in order to suit various information needs.



Incident Mapping



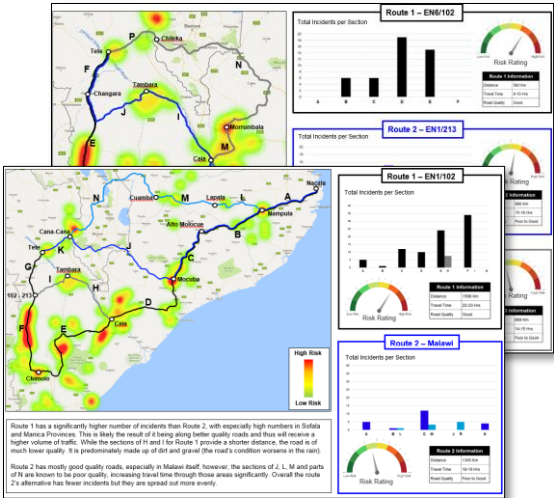
Heat Maps



Situation Reports



Weekly Reports



Route Assessments

MEDIA MONITORING SUITE

Focus Group utilises a versatile media monitoring suite of services to track, measure and analyse social media and news information to monitor relevant activity and perform comprehensive sentiment analysis.

Monitoring

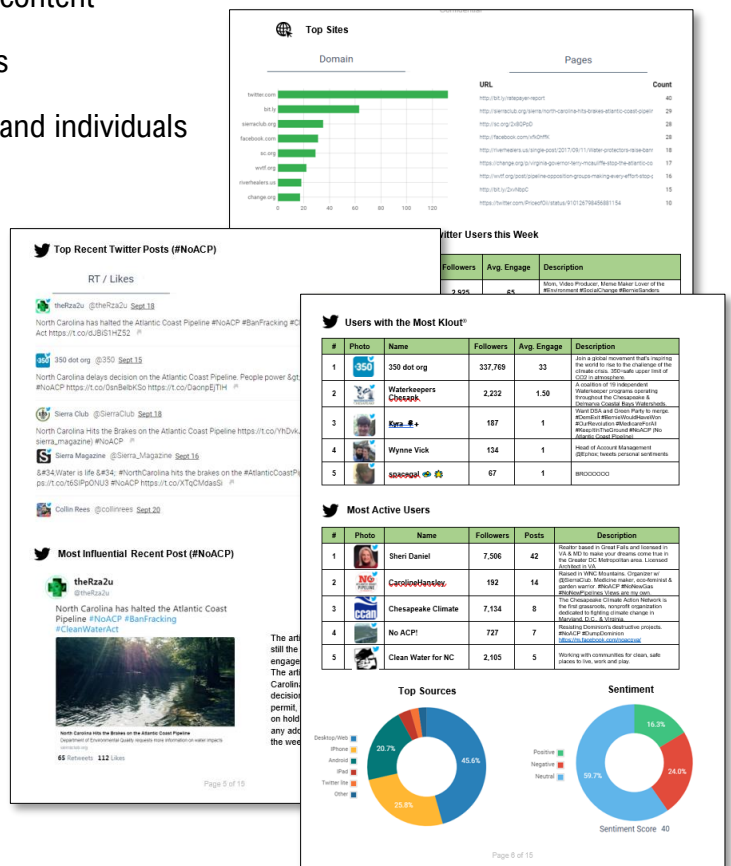
- » Daily monitoring of online sources, including social media platforms
- » Monitoring of surface, deep and dark web
- » Using advanced web scrapers for automated and rapid searching
- » Identifying changes or escalations in relevant online narratives and sentiment
- » Identifying events or scenarios that could possibly have a negative impact on the client

Analytics

- » Sentiment Analysis of public posts of the industry, company and/or key executive employees
- » Determining online popularity of a topic or incident
- » Identify data breaches
- » Identify top sources of relevant social media content
- » Determine most influential social media users
- » Due Diligence Investigations into companies and individuals

Outputs

- » Employee Awareness and Security Training
- » Reports (bi-weekly, weekly or monthly)
- » Ad-hoc Reports
- » Alert Services
- » Travel Advisories
- » Geo-location Mapping
- » Social Media Policy Development



MEDIA MONITORING SUITE



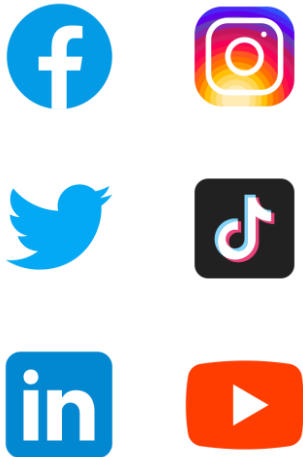
Wide variety of platforms
can be monitored
simultaneously



In-depth Due Diligence
investigations into people
and companies



Daily, weekly and/or
monthly Sentiment
Analysis Reports



Monitor Events and
Campaigns

Track Brand and
Company Activity

Influential Individual
Tracking

Social Media Account
Monitoring

Hashtag Analytics and
Tracking

Keyword Tracking

Twitter Historical Data

Social Media
Sentiment Analysis

Social Media Meta-
data (Location, Trends,
Engagement, etc.)

TAILORMADE TRAINING COURSES

Overview

Focus Group Training Programmes are developed to meet the requirements of businesses, government institutions and the private sector (the client) providing training courses of a high standard.

The client can exercise the options for South African Qualification Authority accredited or non-accredited training in the request for training.

The focus of the delivery of the training courses is on practical exposure, in which the candidate will be assessed in preparation for implementation in the workplace.

Training Courses

Focus Group has trained facilitators for the following courses:

- » National Certificate: General Security Practice: 148 Credits (12 Month)
- » Further Education and Training Certificate: Specialist Security Practices: 148 Credits (12 Month)
- » Handlers Orientation Course (Hanorie) (5 days)
- » Hanorie Course with practical exposure (10 days)
- » Medical / First Aid Training
- » Body Language Training

Facilitators, Assessors and Moderators

All facilitators are experienced and specialist in their respective training fields. All credit bearing training courses will be assessed and moderated by registered Safety and Security Sector Education and Training Authority (SASSETA) assessors and moderators.



FOCUS AFRICA FOUNDATION

Non-Profit

Our Foundation primarily focusses on protecting wildlife as well as stemming the trade of human body parts. We have conducted several successful anti-wildlife poaching and anti-human body part smuggling projects across many of our operational areas.

Our Focus

- » Anti-Poaching – Information gathering, operational deployment of expert personnel, technical assistance, cross border monitoring and cooperation with authorities.
- » Anti-Human Body Part Trafficking – Data collection, monitoring and facilitating arrests.
- » Anti-Gender Base Violence (GBV) – Awareness, support, and legal assistance.



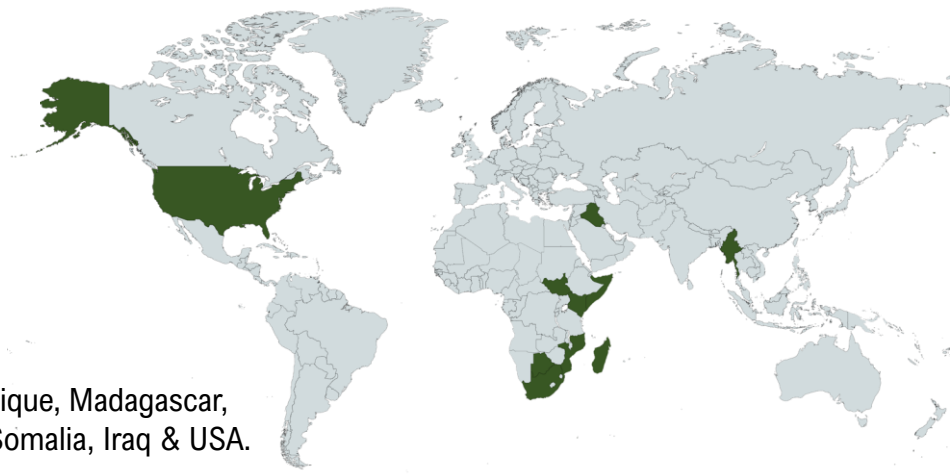
Anti-Poaching Projects



Anti-Human Body Part Trafficking & Anti-Gender Based Violence



PAST PERFORMANCES



OIL & GAS

Area of Operations

South Africa, Botswana, Mozambique, Madagascar, Myanmar, Kenya, South Sudan, Somalia, Iraq & USA.

Services

Risk and Security Management, Intelligence, Data Analysis, and Dispute Resolution.

Highlights

- » We conducted threat assessments in the USA on a large coastal pipeline project.
- » Successful completion of an exploration oil drilling operation in Somalia.

“The UN Security Monitoring Group praises the client’s security services provider for its transparency and its efforts to comply with the sanctions regime (which) arguably represent best practices for private security companies in Somalia”.
- » Oil & Gas company in Madagascar had their operating license revoked, the solution was provided through engaging with the correct political role-players. Focus Group facilitated the entire process.



ANTI-POACHING

Area of Operations

South Africa, Mozambique, Kenya, Tanzania & Uganda.

Services

Information gathering and generating actionable intelligence to provide operational assistance.

Highlights

- » Operations have resulted in the arrests of poachers in the Kruger National Park.
- » Identification of poaching and smuggling routes in Kenya, Mozambique, Uganda and Tanzania, as well as the key role-players involved.

PAST PERFORMANCES

MINING

Area of Operations

South Africa, Angola, DRC, Mozambique, Kenya & Liberia.

Services

Risk and Security Management, Intelligence, Data Analysis and Dispute Resolution.

Highlights

- » Providing risk management solutions to one of the largest mining companies in the world, mining the largest coal deposit in Africa.
- » Through employing risk mitigation procedures, we assisted a major mining company in not declaring force majeure.
- » Restructuring the security solutions of a major state-owned diamond mine, reducing losses incurred by 80% in 12 months.
- » Actionable intelligence led to intelligence-driven operations for a South African operated mine in cooperation with specialised SAPS units that resulted in the arrest and prosecution of key high-value targets.
- » In collaboration with *Carte Blanche*, Focus Group identified the scale of illegal mining operations in Limpopo and exposed fraudulent mining rights held by illegal mining bosses – a “*Minejacking*” operation.
 - » Foresight of the threat allowed for decisive and effective risk mitigation.
 - » Confiscation and impounding of illegal mining machinery.
 - » Through collaboration with the SAPS, illegal mining investors were dissuaded from providing funding and support to illegal mining operations.



ANTI-COUNTERFEIT INVESTIGATIONS

Area of Operations

South Africa, Mozambique, Ghana, Guinea & Angola.

Services

Anti-Counterfeit and Brand Protection, Intelligence, and Data Analysis.

Highlights

- » Cross national anti-counterfeit investigations, operations and seizures that have allowed us to develop, and support a powerful and unique anti-counterfeit database and information platform.



CONTACT US



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