



INSTITUTIONAL POSITIONING

CORPORATE PROFILE

A South African business development and advisory firm making businesses structurally sound, commercially disciplined and ready for funding, growth and formal opportunity.

- B-BBEE Level 1 Contributor with 100% Black ownership.
- Six connected advisory service areas under one methodology.
- Verified statutory, tax and supplier-database standing.
- Led personally by the Managing Director | Business Strategy & Advisory Consultant.

LUZUTHA TRADING

Luzutha Trading · Reg. 2019/059701/07 · B-BBEE Level 1 (100% Black Owned) · CSD
MAAA0793108

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SOURCE OF STATUTORY INFORMATION

All statutory particulars are taken from current CIPC registration (COR14.3), the CIPC B-BBEE EME affidavit, the Central Supplier Database registration summary and the SARS Tax Compliance Status confirmation. No statutory detail has been estimated.



Who Luzutha Trading is

THE FIRM

Luzutha Trading is a South African business development and advisory firm working with owner-managed businesses, cooperatives, enterprise and supplier development programmes and public institutions. The firm exists to make businesses structurally sound, commercially disciplined and ready for funding, growth and formal opportunity.

Level 1

B-BBEE CONTRIBUTOR

100% Black owned · 135% procurement recognition

2019

IN BUSINESS SINCE

Registered private company, continuously in business

MAAA0793108

CSD SUPPLIER NO.

Active and not restricted on the Central Supplier Database

WHAT DEFINES THE FIRM

Evidence before advice

Every recommendation follows a diagnosis built on the client's own numbers and records.

Institutional standards

Deliverables are prepared to a standard that survives funder, auditor and procurement scrutiny.

Owner-usable outputs

Clients receive tools and routines they can operate themselves, not documents they cannot maintain.

Single accountability

One principal carries methodology, quality and client accountability on every assignment.



Verified corporate particulars

STATUTORY STANDING

The particulars below are drawn directly from the company's statutory records and are available for verification on request.

Legal Name	Luzutha Trading (Pty) Ltd
Registration Number	2019/059701/07
Entity Type	Private Company · In Business
Registered	05 February 2019 · Financial Year End: March
Registered Address	34113 Terrace, De Beers, Kimberley, Northern Cape, 8305
B-BBEE Status	B-BBEE Level 1 Contributor — 135% procurement recognition · 100% Black Ownership · 1 Shareholder · CIPC EME Affidavit
Central Supplier Database	Registered · Supplier No. MAAA0793108 · Active · Not Restricted
Tax Status	Tax Compliant · PIN Issue Date: 21 November 2025 · PIN Valid Until: 21 November 2026 · Not a VAT vendor
Principal	Bongani Tekana — Managing Director Business Strategy & Advisory Consultant

VERIFICATION

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Service architecture

WHAT WE DO

Luzutha delivers through six connected service areas. They are deliberately connected: strategy without financial discipline does not survive, and funding readiness without governance does not convert.

Business Strategy & Advisory

Business strategy, strategic planning, business diagnostics, business evaluation and management advisory that turns intent into a defensible plan of action.

Funding & Investment Readiness

Funding readiness assessment, business case and business plan development, financial narrative and preparation for lender, grant and investor scrutiny.

Financial Performance & Commercial Analysis

Financial analysis and modelling, costing, pricing, profitability, cash flow and commercial decision support that makes the numbers usable by management.

Governance, Compliance & Risk

Governance assessment, internal and management controls, statutory and regulatory compliance posture, risk awareness and assurance readiness.

Business Systems & Command Centre

Business operating systems, dashboards, reporting structures, process and operating-model design — giving owners a single command view of the business.

Enterprise & Supplier Development

Enterprise and supplier development, growth-readiness interventions, entrepreneur mentorship, management development, training and facilitation.



Who we work with

CLIENT BASE

The firm is structured to serve clients whose growth depends on becoming structurally and commercially credible to a third party — a funder, a corporate customer or a public buyer.

SMMEs & Owner-Managed Businesses

Businesses that need strategy, structure, funding readiness and financial discipline to move to the next stage.

Cooperatives & Community Enterprises

Enterprises needing governance, compliance and operating discipline alongside commercial capability.

Corporates & ESD Programmes

Enterprise and supplier development programmes requiring credible diagnostics, mentorship and measurable beneficiary progress.

Public Sector & Development Institutions

Institutions requiring business assessments, readiness reporting and structured capability-building interventions.

VALUE PROPOSITION

- Grow the business — strategy, structure and commercial discipline that produce measurable movement.
- Become investment ready — financial evidence, business case and governance that withstand funder scrutiny.
- Win opportunities — readiness for tenders, supply agreements and enterprise development programmes.
- Run the business on facts — a command centre view of performance instead of instinct and memory.



Leadership

THE PRINCIPAL

Bongani Tekana — Managing Director | Business Strategy & Advisory Consultant

Professional experience spans enterprise and supplier development, business development, financial analysis and modelling, commercialisation, governance, business assessments, pricing and profitability analysis, training, executive mentoring and business systems design.

HOW THE PRINCIPAL ENGAGES

- Leads every assignment personally
- Reviews every deliverable before release
- Remains the single client contact point
- Owns the diagnosis and the recommendation
- Integrates all specialist contributions
- Carries confidentiality and conflict screening

A LEAN FIRM BY DESIGN

Luzutha keeps a small senior core and mobilises specialist capability per assignment. This keeps overheads low, fees commercially realistic and accountability undivided.

Start with a free 30-minute business diagnostic

A short, structured conversation that establishes where the business actually stands and what should happen next.

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