

**FRONTLINE AFRICA**  
**— ADVISORY —**

YOUR STRATEGIC PARTNER IN PUBLIC POLICY AND REGULATORY AFFAIRS

## Who We Are

At Frontline Africa Advisory, we are a team dedicated to making sense of the complex world of public policy and regulatory affairs. With over 50 years of combined experience, our expertise spans public and private sectors. What drives us is the desire to guide our clients through these complexities, ensuring they are always prepared to engage with key stakeholders. We believe that understanding and navigating the policy landscape is not just about compliance, but about creating opportunities.





THE BEST INDUSTRIAL COMPANY

## Our Expertise

### SO, WHY CHOOSE FRONTLINE AFRICA ADVISORY?

*Here are the key points that set us apart:*

1. **Experience:** Over 50 years combined, our team brings deep insights from both public and private sectors.
2. **Sector Knowledge:** We understand the nuances of policy-making, providing precise, informed guidance.
3. **Customised Solutions:** Every client is unique, and so are our strategies. We tailor our solutions to meet your specific needs.
4. **Trusted Network:** Strong relationships with decision-makers enhance our advocacy efforts.
5. **Client-Centric Approach:** We focus on creating win-win scenarios, promoting trust and cooperation.
6. **Enthusiastic Team:** Our commitment to excellence is driven by a genuine passion for what we do.

WE ENSURE OUR CLIENTS STAY AHEAD BY ANTICIPATING  
DEVELOPMENTS AND ADAPTING STRATEGIES  
ACCORDINGLY.

## Why Choose Us

We master the intricacies of public policy development

We expertly navigate the intersection of politics and policy

We excel in stakeholder mapping, comprehensive analysis, and dynamic engagement

Our strategic guidance ensures a winning outcome for all stakeholders

We cultivate unparalleled trust and foster seamless cooperation

We leave no stone unturned, verifying every detail with precision

We leverage a robust network of influential enablers

We are fervently dedicated to our mission and driven by our passion



# Our Approach

At Frontline Africa Advisory, our systematic approach ensures we deliver comprehensive, customised solutions. Here's how we do it:

We identify and engage key stakeholders relevant to your objectives.

We craft strategies to engage stakeholders and influence policy outcomes.

We continuously monitor developments and review strategies to ensure ongoing relevance.

**Political and  
Policy Analysis**

**Stakeholder  
Mapping and  
Engagement**

**Development of  
Policy Inputs**

**Engagement  
Strategy  
Development**

**Coalition  
Building and  
Coordination**

**Monitoring and  
Review**

We conduct in-depth analysis to understand the political and policy landscape.

We assist in creating informed policy recommendations.

We conduct in-depth analysis to understand the political and policy landscape.

## What You Get



Unmatched expertise in comprehensive research and insightful analysis



Proven excellence in navigating and mitigating political risks



Direct connections to the core network of political decision-makers



Extensive and influential political party affiliations



Deep and nuanced understanding of the public policy landscape



Far-reaching and influential government and bureaucratic connections



Vast and reliable intelligence network for actionable insights





# SERVICES



The Productive Business



POLICY MASTERY, BUSINESS AGILITY

## Our Comprehensive Services

At Frontline Africa Advisory, our services are crafted to support your strategic goals holistically.

Let us break it down:

**Public Policy & Regulatory Affairs:** We provide expert guidance to navigate complex regulatory environments, helping you stay ahead of policy changes.

**Government Relations:** We build and sustain crucial connections with government stakeholders, focusing on long-term relationships.

**Political Risk & Research:** Our proactive assessments and strategic plans help mitigate political risks.

**Community Engagement:** We nurture positive relationships with local communities, aligning business operations with community interests.

**Political Communication:** Our messaging strategies influence policy and public opinion, leveraging media and social platforms.

**Stakeholder Perception Survey:** We conduct in-depth analyses to gauge stakeholder views and improve service and communication.







TURNING POLICY INTO PROGRESS

## Public Policy & Regulatory Affairs

Public policy and regulatory environments can be daunting. At Frontline Africa Advisory, we excel in helping you anticipate policy developments and respond effectively. We build meaningful relationships with key stakeholders to ensure your interests are represented. Our team's deep understanding of policy-making processes allows us to provide insights that drive successful outcomes. Staying ahead of regulatory changes helps our clients remain compliant and competitive. It's not just about following rules; it's about strategically positioning your organisation for success in an ever-evolving landscape.

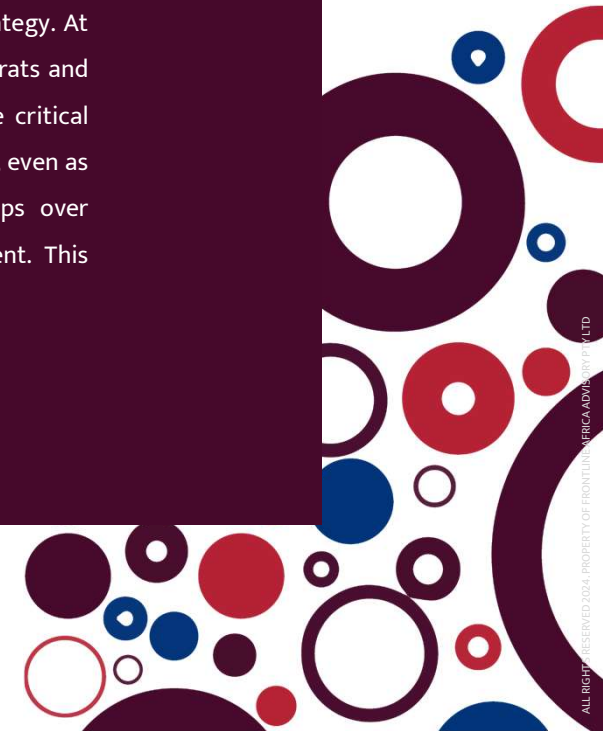




NAVIGATING GOVERNANCE WITH PRECISION

## Government Relations

Effective government relations are critical to any successful public affairs strategy. At Frontline Africa Advisory, we focus on building connections with key technocrats and departmental officials who influence policy development. By engaging these critical stakeholders, we ensure your business interests are advocated for consistently, even as political landscapes shift. Our approach emphasises long-term relationships over temporary alliances, ensuring sustained policy engagement and development. This stability supports your strategic objectives through changing political climates.





STAY RESILIENT AMIDST POLITICAL VOLATILITY

## Political Risk & Research

In today's unpredictable environments, understanding and mitigating political risk is crucial. Frontline Africa Advisory specialises in tracking political developments and analysing their potential impacts on your operations. Our insights, derived from direct interactions with political actors, enable us to predict future trends and prepare strategic responses. We provide comprehensive mitigation plans, helping you navigate uncertainties with confidence. Our approach ensures your business remains resilient and adaptable, safeguarding your operations against political volatility.





ALIGNING BUSINESS WITH COMMUNITY INTERESTS

## Community Engagement

Community engagement is the foundation of any successful public policy strategy. At Frontline Africa Advisory, we help companies build positive relationships with the communities they serve. By involving local communities in policy development, we align business goals with community interests. Our proactive strategies encouraging sustainable partnerships, ensuring your operations are welcomed and supported. Effective community engagement not only promotes goodwill but also drives long-term success, making a positive societal impact.





SHAPING PUBLIC OPINION WITH PRECISION

# Political Communication

Effective communication shapes public opinion and influences policy. At Frontline Africa Advisory, we leverage our media contacts and social presence to craft impactful narratives. We help clients develop messages that resonate with political stakeholders and the public. Using various platforms, we amplify your policy positions, ensuring your voice is heard. Our strategic communication efforts build awareness, support, and momentum for your initiatives, positioning you as a thought leader in your field.

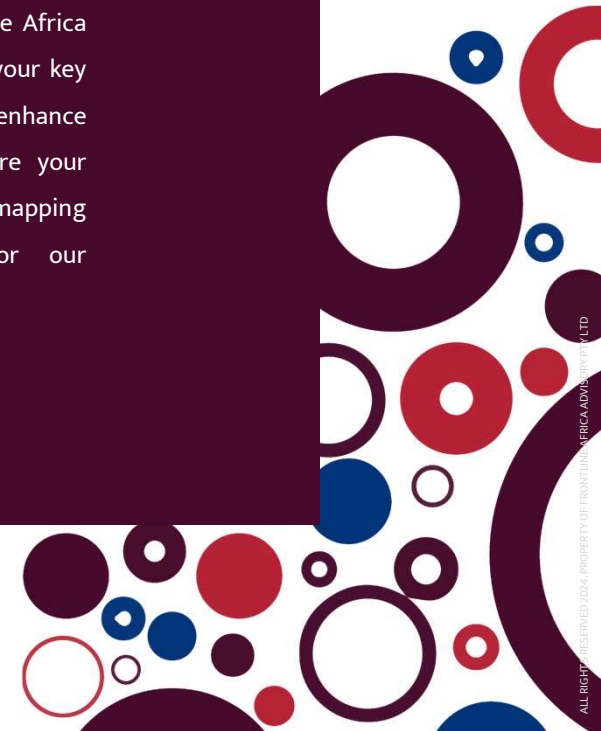




INSIGHTFUL SURVEYS, STRATEGIC ACTIONS

## Stakeholder Perception Survey

Understanding stakeholder perceptions is vital for any organisation. Frontline Africa Advisory conducts thorough surveys to gauge the views and satisfaction of your key stakeholders. We identify areas for improvement and develop strategies to enhance service delivery and communication. By analysing survey data, we ensure your stakeholders remain engaged and supportive. Our expertise in stakeholder mapping and management helps prioritise relevant stakeholders and tailor our recommendations to achieve your business goals.





**FRONTLINE AFRICA**  
— **ADVISORY** —

# THE TEAM





## Zamokwakhe Somhlaba

*Political Risk Advisory  
& Research Manager*

An expert in political risk analysis.



## Linda Busuku

*Stakeholder Relations  
Officer*

Crucial in legislative monitoring  
and stakeholder management.



## Calvin Matlou

*Public Policy &  
Regulatory Affairs  
Manager*

Bringing valuable insights into  
policy processes.



BEST OF BREED

## The Team

Our team's collective expertise ensures we deliver high-quality strategic advice and support. This knowledge is used to customise tailored solutions that support the achievement of business imperatives. We are exceptionally positioned to understand not only the needs of the client, but to mould engagement strategies geared to support governments in the achievement of their strategic objectives.



## **Nkululeko Dhlamini**

*Public Policy Manager*

Add Bio



## **Duduzile Mabaso**

*Intern*

Add Bio



## **Robert Kgakoa**

*Public Policy And  
Stakeholder Relations  
Officer*

Add Bio



## **Neo Mokalake**

*Operations  
Coordinator*

Add Bio





Managing Director

## Thembinkosi Gcoyi

Thembinkosi served as the Economic Counsellor at the Embassy of the Republic of South Africa to the People's Republic of China from 2010 to 2014. He took up the role after spending four years in various roles in the Department of International Relations and Cooperation from 2006 to 2010. Thembinkosi is a specialist stakeholder management and public affairs professional with a first-hand experience of South Africa's governance architecture. His value proposition is understanding policy making processes, institutional mechanisms and centres of influence within and outside government. He completed a Master of Arts Degree in International Relations from Rhodes University in December 2005 with a dissertation titled "South Africa's Quiet Diplomacy Towards Zimbabwe: The Dilemmas of an Emerging Middle Power"



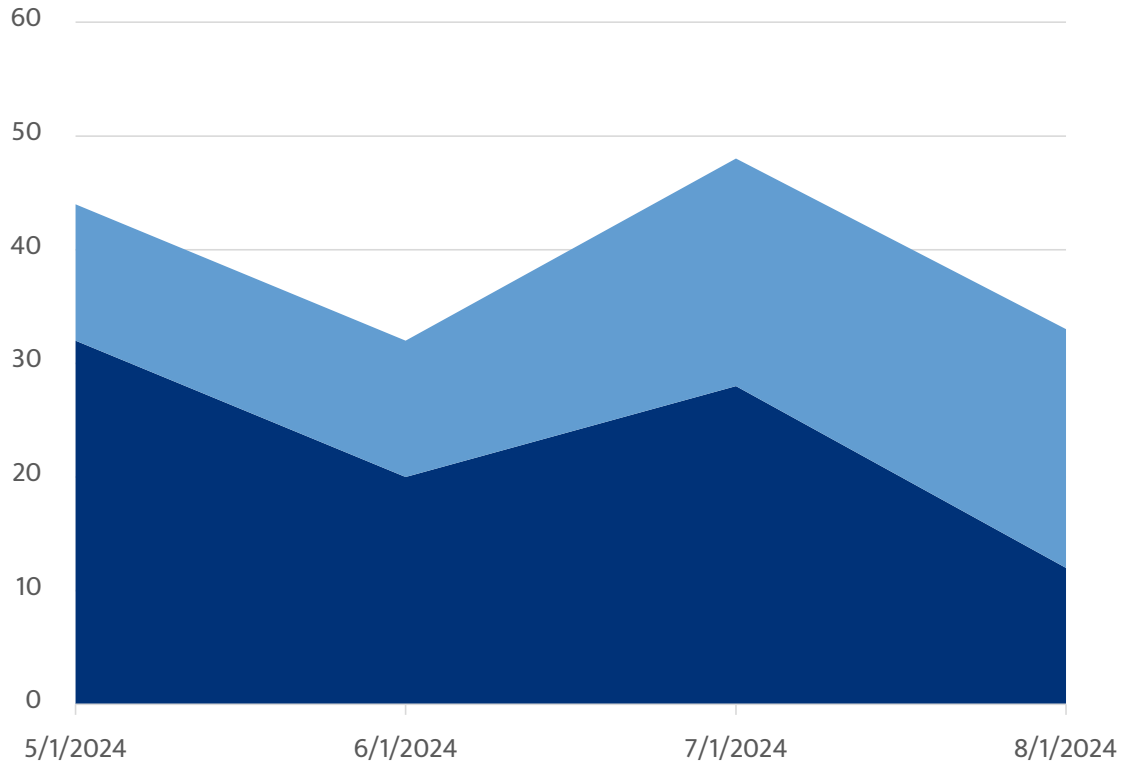
Public Policy & Regulatory Affairs Manager

## Calvin Matlou

Calvin holds a Bachelor of Arts degree from the University of the Witwatersrand, as well as an Honours degree in International Politics from the University of Johannesburg. He previously served in the government of South Africa in the International Trade and Economic Development space for close to 8 years. During that time, he participated in negotiations of Bilateral Agreements, resolving of non-tariff barriers and implementation of South Africa's trade policy. He has amassed experience in people centred policy development, understanding of policy making processes. He has worked on numerous projects over the years that have gained him experience in stakeholder engagement and management in the government, private, government and civic society

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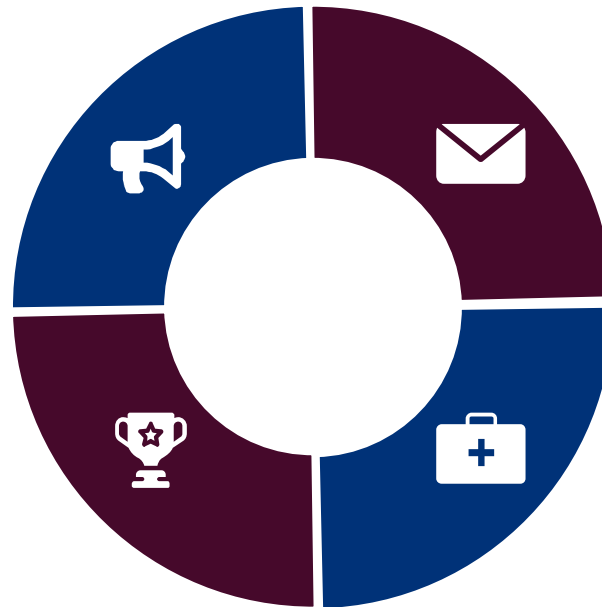
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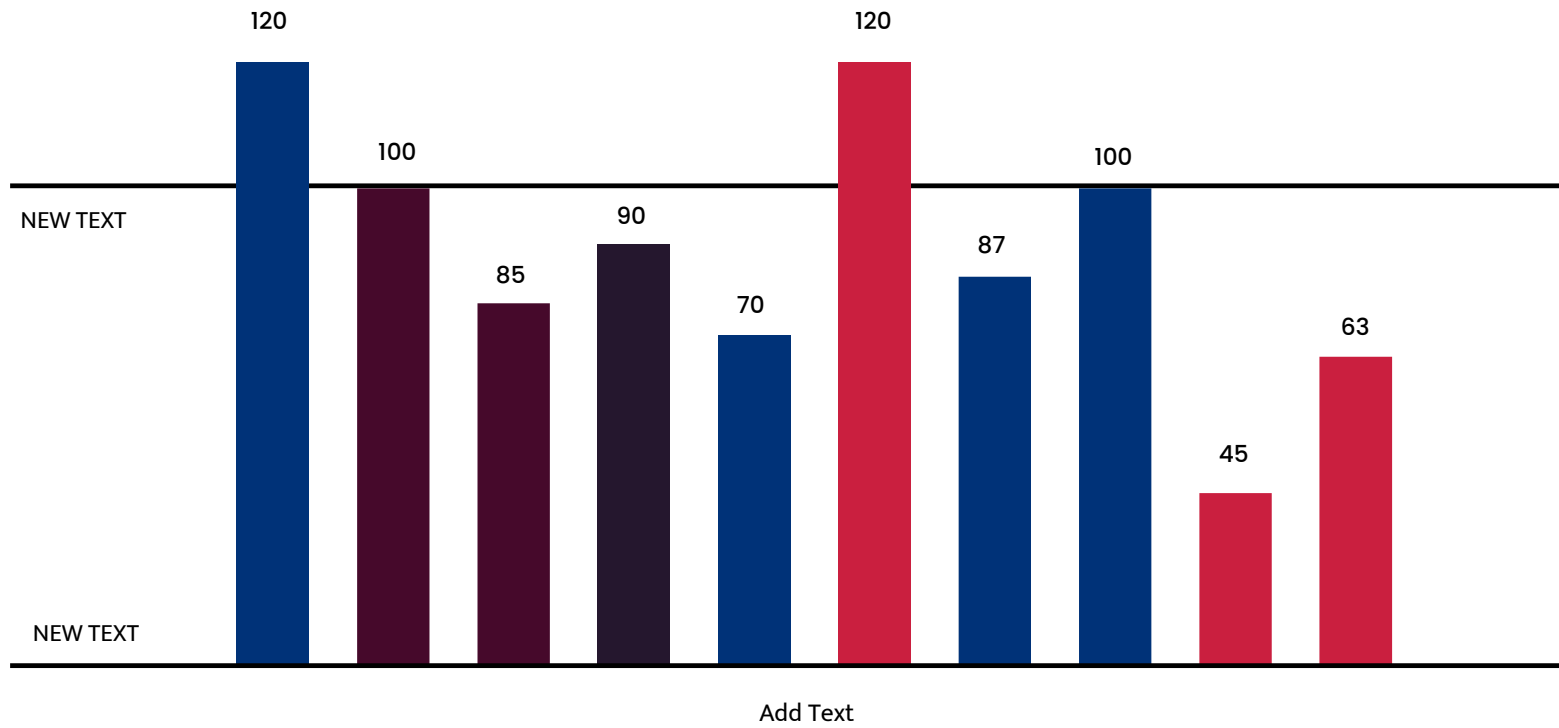
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We are here to help you navigate the complexities of public policy and regulatory affairs. You can contact us by phone at **010 591 5066** or via email at [info@frontlineafrica.co.za](mailto:info@frontlineafrica.co.za). Our office is located at **Building B, 5th Floor, Loftus Park, Kirkness Street, Arcadia, Pretoria 0001**. We look forward to discussing how we can partner with you to achieve your strategic goals. At Frontline Africa Advisory, we are committed to providing the highest level of expertise and support to ensure your success.