



## ANN PRATT

**Company** Golden Circle Investments 123 (Pty) Ltd (managed assets – Property and Executive Search Company shares) and property assets under direct control

**Type of operation** Consulting and Investments

**Position in Company** Executive Director of Golden Circle and Memela Pratt & Associates

**At company since** 4 May 2004

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Golden Circle Investments 123 Pty Ltd is a Consulting and Investment company which owns 49% of Memela Pratt & Associates, a property portfolio. Director Anne Pratt also manages a personal property portfolio in South Africa and offshore in London and Australia.

**What particular achievements are attributable to you, your team and your company in the past 12-month period, ending on 31 March 2009?**

Positioned Memela Pratt & Associates (MPA) to be a leading, highly reputable, top-end executive search firm in South Africa. • Balancing the trading and investments of the property portfolio to ensure debt-equity ratios are healthy and balanced even in tough times

**How did you, your team and your company manage to achieve these?**

In MPA an ongoing commitment to world class values, principles, processes. • We build long-term relationships with business partners/suppliers and go the 'extra mile' to ensure there is a healthy 'win win' situation. • Leveraging the roles of the team and business partners in the MPA executive-search side of the business and managing the property side – multi-skilling the team and rewarding them with bonuses for great performance. • A strong commitment to PR and marketing at senior executive level in South Africa in the private sector, State-owned enterprises and Government.

**How have you influenced the process of transformation of both race and gender in your company?**

MPA pioneered transformation in the executive search industry in South Africa – we set the industry standard at the premium end of the market, 11 years ago. • MPA is the only globally aligned executive search firm that is 51% Black-woman owned (by Totsie Memela-Khambule) and 100% woman owned. • MPA hired and developed the first Black female consultant/s in SA. • MPA did the first qualitative research in SA on 'Women on Boards'. • Golden Circle has given contract opportunities

to BEE workers and contractors for building contracts.

**What have you contributed to ensure that there is effective corporate governance in your company?**

I have updated myself in terms of King 3, roles and responsibilities of a Director on a GIBS programme on Director and Board performance.

**Where would you like to see yourself and your company in five years' time?**

• Continuing to leading a premium end, world class executive search organisation that makes a difference to leadership in South Africa, placing leaders with ability and track record, high integrity, and a passion to 'make a significant difference' in leading SA and Africa organisations. • Continuing to build a property portfolio in a way that improves the balance sheet, and triples the net asset value within a three to five year period, creating a wealth base that is predominantly left to key charities in South Africa. This will in future support them by creating a sustainable investment base to generate future sustainable income streams. • In partnership, developing and launching a new niche housing market concept in the middle market that will significantly improve the opportunity for first-time buyers in SA to enter the market. • Continuing to support young leadership coming through the ranks and supporting entrepreneurs by sharing knowledge, experiences and being an authentic role model. • Maintaining a healthy balance in life by making an economic, a social, an emotional and spiritual difference by continuously sharpening ones own skills and abilities in all of these areas. • To publish a couple of practical guides to Entrepreneurship.