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RGT Smart Limited lists on AltX: Paul de Vantier – CEO, RGT Smart Limited

Hilton Tarrant and Paul De Vantier

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HILTON TARRANT: Paul de Vantier is the chief executive of RGT Smart, the newest listing on the JSE. Paul, you are now in the public limelight. In terms of investors out there who might not necessarily be familiar with RGT Smart, what exactly is it that the company does?

PAUL DE VANTIER: OK, we are the amalgamation of two companies. One is a company called RGT, which has been around for 30 years. RGT is probably best known for its association with Naamsa. The automotive statistics that are produced every month would come through the RGT offices. But what we do is a lot of value-added consulting, value-added analysis, primarily for the motor industry out of RGT based on those data, based on data that go back nearly 30 years. And then KA Smart is a high-value management consultancy that adds value further down the value chain on top of that consulting. So we style ourselves as business intelligence-based decision support for our clients.

HILTON TARRANT: In terms of the decision to list on the JSE, why do it? It didn't seem like you'd raised a boat-load of money - R5.7m. You've spent quite a bit to raise that amount of money.

PAUL DE VANTIER: Look, it was never about the raising of money in the first time we go to the market. We also were very conscious of the market being perhaps a little gun-shy right now, the AltX taking some serious beating over the last little while. We took a very cautious approach, we are raising enough money - it's just enough to get us onto the board, cover our costs. And yes, I've seen the articles where they say we spent R1.6m to raise R5.7m, and that's very expensive. But we didn't really. We spent R1.6m to get listed, and that opens up a whole lot of doors.

HILTON TARRANT: A very niche player right now playing in the motor sector, are you maybe looking into other adjacent industries, other industries where you can apply that expertise that you've learnt over the years?

PAUL DE VANTIER: Very much. In fact, I think perhaps a year or two ago you would have said 80% of our business was motor-related. Probably today it's 60%. We are already spreading into other areas. And our intention is to use our established business model, proven successful business model, in other industry sectors. It's a growing sector, intelligence-based consulting, and that's exactly what we are doing.

HILTON TARRANT: Paul de Vantier is chief executive of RGT Smart.