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## Business Strategist & Structurer

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### Summary

I'm a composite investment banker and financial analyst, with management consulting experience. I've advised on corporate finance transactions, business structuring and value-based management processes.

My strengths are in financial market & equity analysis and financial model development for any corporate activity, valuation, scenario and operational planning and optimisation. I'm pretty adaptable given that I've worked in various environments - structured and entrepreneurial, early stage business and established.

Given my range of experience, I am very versatile and I believe my choice deployment is into "special situations".

Specialties: Corporate/business process structuring, financial market & equity analysis, financial model development, economic performance measurement, value-based management techniques, strategy development & negotiation expertise.

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### Experience

#### Principal

September 2009 - Present

IG is a little consulting and advisory shop that tends to look principally at the full range of capital procurement requirements (be it seed, working, growth, expansion or distressed), valuation, structuring and restructuring applications, as well as general consulting (such as business process and ESOP design).

#### Chief Financial Officer

January 2012 - Present

Nvious is a composite technology development company that provides a unique suite of consulting & innovation services that aligns business strategy with technology infrastructure, enabling organisations to scale, adapt & align with changing business demands. We provide an open architectural framework & specifically tailored solutions that offer a client better ways to deliver products & services that generate true value & drive business forward on a solid foundation of agility throughout your systems & technology infrastructure.

#### Corporate Actions

**January 2005 - February 2012 (7 years 2 months)**

Landsraad is a project development and consulting company that operates in the mineral resources extraction and beneficiation industries. It is the development arm for its parent Harvest Resources.

**Strategic Planning**

**March 2005 - December 2011 (6 years 10 months)**

BioRecord is an emerging shared electronic health record technology development & management company in incubation through a number of pilots.

**Mergers & Acquisitions**

**June 2007 - September 2009 (2 years 4 months)**

Valuation, financial modeling & deal structuring for this leveraged buy-out firm with institutional shareholders Venfin and Sanlam Private Equity, that invested off its own balance sheet & utilised gearing into proprietary majority holdings in industrial companies.

**Consultant**

**September 2004 - December 2005 (1 year 4 months)**

Advised this development banking firm, which in turn advised the SA Banking Council & Finmark Trust, on formulating financing & operating solutions for small & medium-sized enterprises.

**Operations Director**

**December 2002 - August 2004 (1 year 9 months)**

Founding executive of this niche corporate finance advisory boutique: secured funding for mortgage scheme devised for Impala Platinum mineworkers; advised on origination and structure and negotiated agreements for ICT start-ups, as well as a consulting & actuarial group on asset mix and structuring, a cross-border SA/Zimbabwean investment company on a bid for Zimplats, on the shareholding structure & empowerment of a mining contractor, a trust management company, an insurance industry training company, a rail media company on its refinancing and business process, on the strategic direction of a distressed ICT reseller and various empowerment, investment holding, facilities management, logistics, infrastructure development and start-up companies.

**Financial Analyst & Structurer**

**October 2000 - December 2002 (2 years 3 months)**

Investment banking and corporate finance boutique that advised on an acquisition by a union investment company into Aspen Pharmacare, the refinancing of a stake by a retirement funds consortium in Telkom SA, bids for Anglo-American's stake in Tongaat-Hulett and a BEE stake in Putco, as well as executing the joint private equity management mandate (with O2 Capital) on the liquidation phase of distressed Msele Nedventures Fund (ZAR 100 million); AGIO also negotiated a ICT development fund with Dimension Data, which unfortunately didn't gather any traction due to market conditions at the time.

## Marketing Director

December 1998 - July 2000 (1 year 8 months)

Founded and ran this management consulting and corporate finance boutique that advised companies on the generation of shareholder valued-added and wealth creation.

## Financial Engineer – Structured Products

August 1997 - September 1998 (1 year 2 months)

Worked on Deutsche's Global Equity Derivatives Desk, specifically on listing and marketing of new Deutsche Bank warrants on the JSE Securities Exchange and generally on structuring & marketing of OTC options, capital guarantee and portfolio protection products, equity index arbitrage and portfolio baskets trading; modeled templates for pricing option and warrant structures, was published in the South African Corporate Treasurers' Journal and had analysis published in the South African financial media.

## Interest Rate Derivatives Dealer

March 1997 - September 1997 (7 months)

Worked on Nedcor Bank Treasury's Domestic Trading Desk making prices in forward rate agreements, swaps, caps and floors, embedded options, interbank deposits and loans; modeled treasury pricing tools for capital and money market instruments.

## Financial Analyst

May 1995 - March 1997 (1 year 11 months)

Developed high-level EVA performance measurements for SA corporates (specialising in banking), modeled and published a performance ranking of South Africa's top 200 listed wealth creators/destroyers published in Finance Week, as well as managed the SA network & acted as internal IT consultant and troubleshooter.

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## Education

University of Cape Town

Masters in Commerce, Financial Management, 2011 - 2012

University of Cape Town

Bachelor of Business Science (honours), Business Finance, Business Strategy,  
Economics, 1991 - 1994

Hilton College

1986 - 1990

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