

# Deal sheet

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# Experience highlights

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## Sector Highlights

- ICT: large telecoms/satellite deals
- Renewable Energy: 140MW wind farm (R3.3BN) (deal approved, bid unsuccessful)
- Automotive/Industrial: \$760M OEM project, plant expansions
- Tourism: Multi-site hotel developments with complex equity

## Number, size of deals

- 35+ transactions across diverse sectors (ICT, Energy, Auto, Tourism)
- Deal sizes from R1.5M to \$760M, with portfolio exposure exceeding R7BN
- Core South Africa presence with significant Pan-African experience

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## Structuring across a range of instruments

- Structured and negotiated Senior, Mezzanine, Equity, & Subordinated Debt
- Managed complex debt instruments and co-investment stakes

## Leadership & Execution

- Team lead on multiple transactions, driving deals to financial close
- Managed intricate due diligence (insolvency, currency risk)
- High success rate: Majority of deals approved and disbursed

# Deal sheet



## OEM Automotive Manufacturer (IDZ)

- **Sector:** Automotive, SA
- **Deal:** Chinese OEM project, pre-feasibility
- **Role:** Financial
- **Instruments:** Equity, Debt
- **Size:** USD 760m
- **Outcome:** In progress when I left IDC



## Automotive Car Parts Manufacturer

- **Sector:** Automotive, SA
- **Deal:** Tier 1 auto parts supplier to Volkswagen, expansion capital
- **Role:** Team Lead
- **Instruments:** Mezz, Debt
- **Size:** ZAR 65m
- **Outcome:** Financial close achieved



## Trucking Company

- **Sector:** Automotive, SA
- **Deal:** Expansion capital
- **Role:** Team Lead
- **Instruments:** Debt
- **Size:** ZAR 10m
- **Outcome:** Financial close achieved



## Cosmetics Manufacturer

- **Sector:** Chemicals, SA
- **Deal:** Expansion of cosmetics manufacturing (new factory)
- **Role:** Technical
- **Instruments:** Loan
- **Size:** ZAR 17m
- **Outcome:** Deal approved, first disbursement



### Chemicals Manufacturing Business

- **Sector:** Chemicals, SA
- **Deal:** Expansion of cosmetics manufacturing (new factory)
- **Role:** Technical
- **Size:** ZAR 6.5m
- **Outcome:** Deal approved, first disbursement



### Construction company

- **Sector:** Construction, SA
- **Deal:** Revolving credit facility for construction company
- **Role:** Team leader
- **Instruments:** Revolving credit
- **Size:** ZAR13m
- **Outcome:** Deal approved, first disbursement



### 140 MW Renewable Energy

- **Sector:** Green Industries, SA
- **Deal:** Wind farm close to PE
- **Role:** Financial
- **Instruments:** Complex project finance, BBBEE funding, EPC negotiations, syndication
- **Size:** ZAR 3.3b
- **Outcome:** Deal approved, unsuccessful round 3 bid



### Satellite project

- **Sector:** ICT, Africa
- **Deal:** Satellite failure. Insurance proceeds to syndicate lenders
- **Role:** Team Lead
- **Instruments:** Review of CTA & standstill agreement. \$ denominated facility
- **Size:** \$250m
- **Outcome:** Successful exit, insurance payout



### Telecoms operator

- **Sector:** ICT, Africa
- **Deal:** Start-up telecoms operator in Africa
- **Role:** Financial
- **Instruments:** \$15m non-ECA tranche
- **Size:** \$320m project size
- **Outcome:** Deal approved, first disbursement



### Last mile dark fibre, enterprises

- **Sector:** ICT, SA
- **Deal:** Last mile dark fibre provider, start-up funding. IDC equity stake negotiated
- **Role:** Financial, marketing
- **Size:** ZAR10m
- **Outcome:** Deal approved, first disbursement



### POS equipment manufacturer

- **Sector:** ICT, SA
- **Deal:** Revolving credit facility (POS manufacturing/services)
- **Role:** Financial
- **Size:** ZAR10.5m
- **Outcome:** Deal approved, first disbursement



### E-Waste facility

- **Sector:** ICT, SA
- **Deal:** Start-up E-Waste facility (Durban). Debt + equity. IDC equity stake secured
- **Role:** Financial
- **Size:** ZAR10.6m
- **Outcome:** Deal approved, first disbursement



### Electrical services contractor

- **Sector:** ICT, SA
- **Deal:** Revolver and guarantee for electrical services contractor
- **Role:** Financial
- **Size:** ZAR110m
- **Outcome:** Deal approved, first disbursement



### ICT equipment distributor

- **Sector:** ICT, SA
- **Deal:** Expansion funding
- **Role:** Team Leader
- **Instruments:** Guarantee, Revolving Credit
- **Size:** ZAR15m
- **Outcome:** Deal approved, first disbursement



### Contractor, telecoms

- **Sector:** ICT, SA
- **Deal:** Contractor in telecoms sector, delivering inside premises work
- **Role:** Financial and team leader
- **Instruments:** Structuring of DFD TES Women Fund. Complex due diligence (creditors/insolvency)
- **Size:** ZAR2.5m
- **Outcome:** Deal approved, first disbursement



### National long distance fibre project

- **Sector:** ICT, SA
- **Deal:** New national long-distance fibre (termsheet stage)
- **Role:** Financial
- **Instruments:** Project finance term sheet (RMB, Nedbank)
- **Size:** ZAR2.5b
- **Outcome:** Team sheet stage



### ICT services company

- **Sector:** ICT, SA
- **Deal:** Guarantee and revolver for ICT services company
- **Role:** Financial
- **Size:** ZAR25.8m
- **Outcome:** Deal approved, first disbursement



### Last mile dark fibre, enterprises

- **Sector:** ICT, SA
- **Deal:** Last mile dark fibre provider, expansion funding
- **Role:** Technical, financial structuring
- **Instruments:** Convertible preference shares
- **Size:** ZAR49m
- **Outcome:** Deal approved, first disbursement



### ICT services company

- **Sector:** ICT, SA
- **Deal:** Guarantee and revolver for ICT services company
- **Role:** Financial
- **Size:** ZAR65.9m
- **Outcome:** Deal approved, first disbursement



### Telecoms operator

- **Sector:** ICT, SA
- **Deal:** 2nd fixed line operator. Restructure of pref shares
- **Role:** Financial
- **Instruments:** Capital restructure, thin cap issue
- **Size:** ZAR700m
- **Outcome:** Deal approved, first disbursement



### Data Centre Project

- **Sector:** ICT, SA
- **Deal:** Project scoping
- **Role:** Team lead
- **Instruments:** IDC internal project budget (hours)
- **Size:** n/a
- **Outcome:** Project scoping approved



### Clothing manufacturer

- **Sector:** Textiles, SA
- **Deal:** Clothing manufacturer expansion (capex funding)
- **Role:** Financial
- **Instruments:** Suspensive sale, working capital
- **Size:** ZAR3m
- **Outcome:** Deal approved, first disbursement



### Guesthouse

- **Sector:** Tourism, SA
- **Deal:** Start-up guesthouse in Rumsig
- **Role:** Financial
- **Size:** ZAR1.5m
- **Outcome:** Deal approved, first disbursement



### Tourism accommodation

- **Sector:** Tourism, SA
- **Deal:** Refurbishment (Drakensberg)
- **Role:** Financial
- **Size:** ZAR1.7m
- **Outcome:** Deal approved, first disbursement



### Game Lodge

- **Sector:** Tourism, SA
- **Deal:** Refurbishment of game lodge (Nelspruit)
- **Role:** Financial
- **Size:** ZAR 11.2m
- **Outcome:** Deal approved, first disbursement



### Backpackers, Cpt

- **Sector:** Tourism, SA
- **Deal:** Start-up backpackers in Cape Town
- **Role:** Team leader and marketing
- **Size:** ZAR 2.5m
- **Outcome:** Deal approved, first disbursement



### Guesthouse

- **Sector:** Tourism, SA
- **Deal:** New build guest house (George, WC)
- **Role:** Marketing
- **Size:** ZAR 3.45m
- **Outcome:** Deal approved, first disbursement



### Business Hotel

- **Sector:** Tourism, SA
- **Deal:** New build hotel (Eastern Cape)
- **Role:** Financial
- **Instruments:** Loan, preference shares, IDC equity stake
- **Size:** ZAR 34.2 m
- **Outcome:** Deal approved, first disbursement



### Adventure Tourism, Langebaan

- **Sector:** Tourism, SA
- **Deal:** New tourism facility (Lange Baan). Equity, quasi-equity + debt
- **Role:** Financial
- **Instruments:** Equity stake + subordinated loan
- **Size:** ZAR 35m
- **Outcome:** Deal approved, first disbursement



### Listed Hotel Group

- **Sector:** Tourism, SA
- **Deal:** Listed hotel group refurbishment funding
- **Role:** Technical
- **Size:** ZAR36m
- **Outcome:** Deal approved, first disbursement



### Hotel JHB CBD

- **Sector:** Tourism, SA
- **Deal:** New build business hotel in Johannesburg CBD. Debt + preference shares
- **Role:** Financial
- **Instruments:** Structuring of preference shares
- **Size:** ZAR36.8m
- **Outcome:** Deal approved, first disbursement



### Elgin tourism

- **Sector:** Tourism, SA
- **Deal:** Accommodation (new build) in Elgin, Western Cape
- **Role:** Team leader
- **Size:** ZAR4.9m
- **Outcome:** Deal approved, first disbursement



## Guesthouse

- **Sector:** Tourism, SA
- **Deal:** New build guest house/rowing facility (Pretoria)
- **Role:** Financial
- **Size:** ZAR5.7m
- **Outcome:** Deal approved, first disbursement



## Guesthouse

- **Sector:** Tourism, SA
- **Deal:** Expansion of existing guesthouse in Centurion
- **Role:** Financial
- **Size:** ZAR8.7m
- **Outcome:** Deal approved, first disbursement



## Zim Hotel Group

- **Sector:** Tourism, Africa
- **Deal:** Refurbishment funding (Zimbabwe)
- **Role:** Financial
- **Instruments:** Complex issues (Zim dollarisation)
- **Size:** R85,930,000 (\$ facility)
- **Outcome:** Deal approved, first disbursement



## Nigeria Hotel Group

- **Sector:** Tourism, Africa
- **Deal:** New build business hotel (Nigeria)
- **Role:** Financial
- **Instruments:** PRI premium issues, offshore escrow
- **Size:** \$11m
- **Outcome:** Deal approved, first disbursement



## Business Hotel

- **Sector:** Tourism, SA
- **Deal:** New build business hotel (Polokwane)
- **Role:** Technical
- **Size:** ZAR98.2m
- **Outcome:** Deal approved, first disbursement



## Furniture Manufacturer

- **Sector:** Wood & Forestry, SA
- **Deal:** Expansion funding (furniture manufacturer)
- **Role:** Marketing
- **Size:** ZAR15m
- **Outcome:** Deal approved, first disbursement