







Corporate Finance & Restructuring

2023



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Overview

SNG Grant Thornton boasts an experienced corporate finance and restructuring team servicing all major industry sectors. We combine our insights and experience to provide a comprehensive range of advisory and corporate finance solutions.

The team is strategically assembled to provide the right mix of experience and expertise to tailor make the right solution for each client Our specialist includes, inter alia, Chartered Accountants, CFA charterholders/program candidates, Lawyers, Geologists, Statisticians, Economists, Infrastructure Experts, Modelling Experts, Insolvency Practitioners, Business Rescue Practitioners, IT Digital experts and ESG experts.

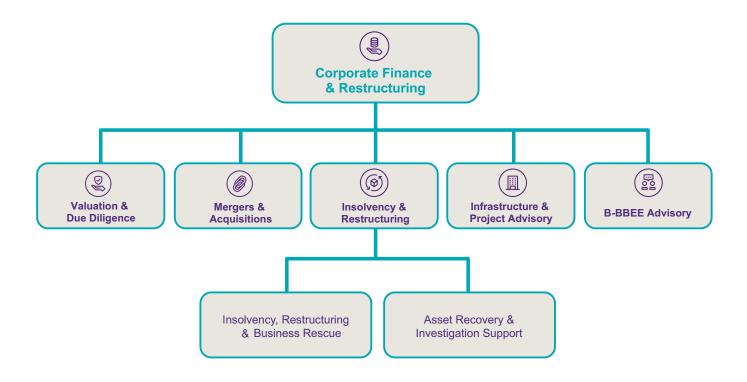
Our portfolio of clients includes multi-national corporates, listed entities, private equity organisations, owner managed businesses, creditors, shareholders and government institutions.

Our approach

We adopt a holistic approach to enable us to address our client's most demanding business challenges. By clearly assessing and understanding each client's unique circumstances, we are able to design bespoke solutions that meet their individual needs.

Because there is no one size fits all solution, we strive to assemble the right mix of specialists in order to leverage the optimal skill and expertise required for each individual project. This approach means our clients benefit from best practice in execution together with sound technical support. The ease of access and inclusion of our global experts on assignments also provides a valuable advantage to our clients.

Our divisional structure



Our service offering

We are uniquely positioned to provide hands on advisory services and insight at every stage of a transaction from consideration of the strategic options to transaction execution.



Our professional memberships



















Due Diligence Reviews

Independent insights on target entities that helps you with investment decisions



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Transactions are significant events in the life of a business. They can have a lasting impact on the future shape of the organisations involved. Because the stakes are high for both buyers and sellers, experience, determination and pragmatism are required to bring deals successfully through to conclusion.

We work with businesses, their owners and management teams in various markets at all stages of their life cycle.

From exploring the strategic options available to businesses and shareholders through to advising and project managing the chosen solution, we provide a truly integrated corporate finance offering.

Our clients choose SNG Grant Thornton because:

- we work with highly experienced people who specialise in transactions, which ensures clients receive the focus and senior attention they deserve;
- we provide support throughout the transaction process drawing on our experience and insight to anticipate and resolve issues, and achieve the best possible outcome at the point of transaction and in the longer term; and
- we provide proactive and pragmatic advice aimed at improving transparency around the deal value drivers.

We have significant experience of advising clients on all aspects of buying, selling and valuation of a business. Our teams provide expert advice in the following areas:



Financial and tax due diligence

We provide robust financial and tax due diligence services that are clearly linked to our clients' requirements as purchasers, and also suitable for their funders.



ESG due diligence

Environmental, Social and Governance matters are growing in significant importance for corporate entities. The ESG impact and compliance by entities are carefully considered by our ESG experts.



Technology due diligence

Our Technology and Digital experts provide a wide range of services that assists clients in obtaining an understanding of the technology and digital maturity of an entity and all related IT risks.



Legal due diligence

Our legal experts assess and consider all legal aspects relevant to a transaction, including reviewing of complex legal structures and key contracts.



B-BBEE due diligence

Our B-BBEE experts provide advisory services on B-BBEE regulatory and compliance requirements impacting business.



Operational due diligence

Operational and technical assessments are critical to understand the age, condition and outputs of operational and strategic assets in a business.



Vendor due diligence

When selling a business, multiple due diligence investigation can be disruptive and intense for you and your business. You will benefit from our open and collaborative approach - working with you and your advisors to produce a vendor due diligence report that is independent, robust, and valued by prospective investors.



Valuations

Robust and indepent valuation advice

Valuations

Robust and indepent valuation advice

For organisations involved in a transaction or a dispute, or embarking on a restructuring, the value of the business involved and its assets will be an important commercial consideration. A robust and reasoned opinion on value is essential. For litigants, a professional valuation is often the key to securing a fair settlement.

Our valuations teams work with individuals, companies, governments, wealth funds and private equity companies to deliver essential valuation support during transactions and disputes.

In addition, we provide advice in support of financial reporting and tax planning in relation to the valuation of complex financial instruments and tangible and intangible assets.

Our clients choose SNG Grant Thornton because:

- they receive seamless access to the full range of expertise needed to get the best outcome from their transaction, dispute or restructuring;
- our blend of exceptional technical skills with a pragmatic outlook means our clients receive practical valuation expertise that supports their commercial goals; and
- we have market-leading teams in all the key financial centres. In combination with our broader international presence, this allows us to advise on situations involving even the most complicated group structures.



Our valuation teams have extensive industry knowledge, international reach and technical expertise. Our specialists provide expert advice in the following areas:



Bid support valuations

We deliver bid support services throughout the acquisition process and are committed to adding value at every stage. We approach bid support in a pragmatic, robust and commercial way, based on a deep understanding of our clients' business and the target.



Financial instruments, equity and intangible assets valuations for financial reporting

We provide valuations for purchase price allocation (PPA) purposes, including identifying and valuing recognisable intangible assets in accordance with the latest accounting principles.



Business transactions valuations

An independent view on value for mergers, acquisitions, restructuring and proposed financial structures, delivering robust advice within the constraints placed by the deal deadlines.



Valuations to support asset backed lending decisions

We provide valuations to support asset backed financing, including valuing shares and intangible assets. We provide periodic valuations of assets, and assess these against covenants noted in loan agreements.



Share option schemes valuations

We have specialist experience in structuring and valuing share options for employees and directors.



Assets valuations for tax purposes

Our teams provide third party valuations to enable directors to meet their fiduciary duties and to support proposed tax treatments for financial reporting purposes. We also provide advice on the tax implications that can be expected once a tax event has been triggered post valuations.



Private or venture capital valuations

Our specialists provide third party valuations for investment funds to support periodic reporting of net asset values or to enable the transfer of assets.



Fairness opinions

We provide fairness opinions for listed entities engaged in corporate transactions. We also provide fairness opinions as required by the Companies Act of South Africa.



Mergers & Acquisitions

Strategic growth decision making

Mergers & Acquisitions

Strategic growth decision making

Globalisation and company growth ambitions are driving an increase in M&A activity worldwide as businesses look to establish a footprint in countries beyond their own. Even within their own regions, many businesses feel the pressure to acquire in order to establish a strategic presence in new markets, such as those being created by rapid technological innovation.

We work with various businesses, their owners and management teams in the various markets to help them understand the true commercial potential of the business they plan to acquire or sell and how the transaction might serve their strategic goals.

From exploring the strategic options from the perspective of the business or its shareholders, to advising on and project managing the chosen solution, we provide a truly integrated corporate finance offering.

Our clients choose SNG Grant Thornton because:

- · they receive seamless access to the full range of expertise needed to get maximum value from a deal;
- we have the capability to support our clients throughout the transaction process and beyond helping them achieve the
 best possible outcome at the point of the transaction and always with an eye to supporting the attainment of their longerterm strategic goals; and
- those who are looking to acquire or sell a business outside their country have access to our market-leading teams in all key financial centres.



Our M&A teams have extensive industry knowledge, international reach and technical expertise. Our specialists provide expert advice in the following areas:



Buying a business

For businesses looking to grow by acquisition, our team will take a hands on approach to helping you find the perfect match to achieve your business objectives.



Selling a business

If you are considering selling your business, you want to be sure of achieving the highest possible value and a smooth sales process. Our team draws on the expertise of other technical specialists within our firm wherever necessary to deliver a complete service that covers every aspect of the sales process.



Exit strategy services

We apply a tailored methodology and fully project manage and implement the sale or closure of underperforming or non-core corporate entities at maximum value. As well as ensuring the smooth completion of the transaction, we ensure it is structured correctly to deliver the desired strategic outcome.



Valuations

Whether you are contemplating a merger, acquisition or restructuring or need support for a proposed financial structure, we can provide an independent view on value. We ensure that you receive robust advice within the constraints placed by your deal deadlines.



Raising finance

We are experienced in helping management teams, corporates and private shareholders raise private equity and/or debt finance to support growth, release value or refinance. Capitalising on our strong connections within the finance sector, we help you explore the options open to you in terms of raising finance and ensure that your chosen approach is structured for maximum benefit.



Private equity advisory

Our integrated approach brings together our corporate finance, taxation and industry specialists to provide bespoke solutions, from initial investment, performance improvement and growth through to exit. As well as acting for private equity houses, we advise private equity backed companies, and management teams seeking private equity investment.



Performance improvement

Our multi-disciplinary operational and financial restructuring specialists provide support to develop significant business process improvement, implement new business strategies, divest non-core businesses and design new capital structures, all with the goal of enhancing value.



Tax structuring

Our transaction and international tax specialists work closely with our M&A team to ensure you have a full picture of the tax implications of your deal. Our team is highly experienced in understanding deal dynamics and establishing effective tax structures. Our extensive work with mid-market clients means we understand the personal tax planning needs of business owners and reflect these in our tax solutions.



Financial reporting

We draw on our extensive financial reporting expertise to consolidate newly acquired businesses into your group accounts, including breaking out recognisable intangible assets from goodwill, in accordance with the latest accounting principles.



Vendor due diligence

When selling a business, multiple due diligence investigation can be disruptive and intense for you and your business. You will benefit from our open and collaborative approach - working with you and your advisors to produce a vendor due diligence report that is independent, robust, and valued by prospective investors.



Monitoring services

We act as divestiture trustees on large mergers on behalf of the Competition Commission. We also assume various other trustees and monitoring roles.



Financial Modelling Services

Financial models are the foundation of important financial decision making

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Financial models are the foundation of important financial decision making

We develop financial models that provide insightful information, allowing you to explore the financial impact of strategic decisions and support your business plan or investment decision.

Making the right business decisions with a good and quantifiable understanding of their financial implications is paramount in a competitive business environment with increasing pressures to make decisions that maximize shareholder value while withstanding scrutiny.

We help clients translate key business issues into transparent financial implications. Increased transparency allows for a more effective decision making process, assisting you in maximising shareholder value.

Our Financial Modelling Services combines our strong modelling skills with in depth sector knowledge and cross functional expertise from our Corporate Finance and Restructuring, Accounting and Tax departments.

Our clients choose SNG Grant Thornton because:

- Clients benefit from our extensive experience in setting up business planning and forecasting.
- We have a deep understanding of key value drivers in various industries/sectors.
- We operate in a wide range of industries/sectors.
- Our deep modelling expertise will help you concentrate on decision making processes and will support you with a dynamic business planning tool.
- We assist you in building an efficient modelling tool to support your business decisions across all key transaction phases.



Our modelling skills, and experience have been utilized for various applications, across multiple industries and includes infrastructure projects, transaction advisory, contentious valuations, complex financial structures and exotic financial instruments.

Our teams modelling expertise allow us to provide expert advice in the following areas:



Business planning

We help you develop reliable and robust business models that allow you to quantify the impact of major business problems and decisions on strategy and business plans. Our business accumen supports you and your board to define and analyse alternative scenarios, understand the impact of each scenario and support you in making more robust decisions.



Transaction modeling

We offer a wide range of buy-side and sell-side modelling solutions to facilitate your transaction processes in each phase helping you understand the key risks involved in the deal, derive the appropriate valuations and structure deals successfully.



Strategic option modeling

Our strategic option modelling solution equips you with a robust tool that quantifies the financial impact of various business decisions or changes in the underlying macroeconomic, political or technological environment Our strategic options models could be used for example to plan major strategic changes (such as new product launches, acquisitions, investments, divestments, portfolio rationalization or restructurings).



Interim monitoring and reporting

An efficient interim reporting process would equip you with greater confidence in the predicted cash flows and allow you to track any major deteriorations from your strategic plans Our team can assist you with building a reusable interim reporting tool and process that allows decision making with an accurate and reliable view of the future This allows you to focus your efforts on decision making, rather than on a recurring detailed quarterly or monthly analysis.



Integration and separation modelling

Our team can assist you in actively managing your portfolio of activities across your organization, helping you identify synergies across your businesses and focus on your core competencies Our integration modelling services assist you identify and track synergies across the transaction phases to maximise deal value In addition, our separation modelling offerings include creation of financial statements, business model and valuation for the standalone business model. Furthermore. we can also perform calculations on the financial impact of the separation from the original company.



Impairment test modelling

A key recurring exercise of many companies is the annual impairment testing. The adequate incorporation of the current risks and uncertainties into the budget figures and forecasts remains a challenge for corporate decision makers. Our team of expects can help you integrate uncertain economic and capital market conditions and assist you in performing impairment testing projects as well as conducting reviews of in-house impairment tests.



Model validation and reviews

Our deep understanding of value drivers throughout various industries combined with model review software tools make us to be an ideal partner for you to carry out a third party financial model review. We are prepared to challenge your model from both a technical and a commercial perspective. We offer various levels of reviews. ranging from high level reviews, due diligence reviews and formal model audits.



Listing and Reporting **Accountants Services**

Specialised support and advice to listed entities and clients planning to list on securities exchanges

Specialised support and advice to listed entities and clients planning to list on securities exchanges.

We are accredited with the JSE, Eswatini Stock Exchange, New York Stock Exchange, London Stock Exchange and Luxombourg Stock Exchange. Our accredited specialists on the JSE include Reporting Accountant Specialists, IFRS advisors and Independent Professional Experts (valuations). We have been involved on various global bond issues for some of our large listed clients and state owned companies.



JSE Listing Advisory

Embarking on an initial public offering will be the single most important and visible transaction in the life of a company. Our experienced team provides advisory services and support the prelisting, listing and post-listing phases.



Fairness and reasonable opinions

We provide fairness opinions for listed entities engaged in corporate transactions. We also provide fairness opinions as required by the Companies Art of South Africa.



Listings readiness

Our IPO / listing readiness services will save you time and money and maintain focus on growing your business by implementing an efficient private to public transformation plan.



Reporting accountants

We are accredited and act as reporting accountants to listed entities involved in various corporate transactions accross multiple industries.





Infrastructure & Project Advisory

We create sustainable infrastructure development solutions that meet economic, environmental, and social growth needs of our clients



Infrastructure & Project Advisory







Transportation



Communications



Power & energy



Water



Wast

We create sustainable infrastructure development solutions that meet economic, environmental, and social growth needs of our clients.

In South Africa and beyond our borders, many developments and important strategic matters are based on the recommendations emanating from our work. This gives testament to the pragmatic and practical value that government, planners, businessmen and others place on the consulting services we provide.

The infrastructure and Projects team is staffed with a multi disciplinary team of qualified professionals (economists, strategists, management consultants, corporate financiers, market researchers, accountants, taxation experts, modelling experts and geologists), all of who have considerable practical and wide industry experience in all the services we provide.

Our successful output stems from a unique combination of distinctive capabilities and extensive knowledge of:

- Government and government processes in Africa
- · Markets and market drivers in Africa
- In depth knowledge of strategic and business processes
- Analytical excellence coupled with practical models for optimum solutions
- Key skills required to produce innovative research approaches i.e. combining the design of appropriate, practical and affordable research methodology with accurate interpretation and analysis.
- Cross sectoral Public Private Partnership (PPP)
 experience on some of the largest PPPs on the African
 continent.

We have significant experience provides organisations with guidance and assistance throughout the process of planning, designing, and implementing their infrastructure projects. Our teams provide expert advice in the following areas:



Infrastructure strategic planning and policy advisory

Our infrastructure strategic planning and advice services are designed to help clients get the most out of projects. Our team of experienced professionals works with clients to identify the best possible strategies for projects, ensuring that all aspects of the project are properly thought out, planned and managed.



Negotiation support

Our negotiation support services provide the expertise and guidance you need to get the best possible outcome for your negotiations. We work with you to develop a strategy tailored to your specific needs, and leverage our deep knowledge of the industry to ensure you get the most favorable outcomes.



Business cases

We provide you with a detailed assessment of the viability and cost effectiveness of proposed infrastructure project. We also provide you with a comprehensive report outlining the market potential, the competitive landscape, potential return on investment and the costs of implementation associated with the project.



Model audits

Our model audits provide assurance that clients project's financial models are accurate and reliable. We review, assess and validate the financial model assumptions and outputs, ensuring that they are in line with the project's objectives and are robust and accurate.



Pre-feasibility studies

We perform preliminary assessments of the feasibility of proposed infrastructure projects, including assessments of the financial resources, the environmental impact, and the potential benefits of a proposed project.



Structuring projects

We provide comprehensive solutions to help manage structures in the most efficient and cost effective way. We identify the most suitable structure to meet client objectives, and develop a comprehensive strategy to ensure that structure remains compliant with all relevant regulations. We provide advice on the most appropriate frameworks, governance and tax planning, as well as providing ongoing support and monitoring to ensure that structure remains compliant.



Feasibility studies

We provide a detailed analysis of the potential of a proposed infrastructure project or undertaking, to determine whether the project is technically, financially, socially and economically feasible.



Procurement advice

We work closely with clients to identify and analyse the most cost effective and efficient procurement strategies for projects. We will provide guidance on the best contract terms, and pricing models to ensure that clients get the most value from projects.



Financial modeling

We spend time understanding the value drivers. This allows us to build integrated models for pricing and structuring deals that focus on the issues of greatest impact. We quantify returns, risks and sensitivities to provide a clear point of view to help clients make better decisions.

Supporting our clients (cont.)



PPP advisory

Our team has been involved with various Southern Africa's recent PPP deals, providing comprehensive, strategic and commercial legal advice in connection with the development and financing of new PPP projects, privatization of existing assets, workout and restructuring of troubled projects and other transactions.



Economic impact assessments

Our economic impact assessments help clients make informed decisions about their new or existing projects. By providing a comprehensive analysis of the economic impact of a proposed project, we can help clients measure and understand the potential economic costs and benefits associated with their decisions.



Tarrif modeling and reviews

We build valuable tools that allow managers, senior professionals and advisors in utilities, regulatory authorities and government to develop, set or assess their tariffs in a regulated context. We help clients develop, set and analyse their tariffs taking into account costs, discounts, fees, and other factors.



Infrastructure delivery and programme management

We provide comprehensive management, from initial planning and design to implementation and ongoing support. Our experienced professionals work to ensure projects are delivered on time and to budget. We use the latest technology and techniques to ensure projects are managed efficiently and effectively, and provide ongoing support and advice to ensure project success.



Refinancing contract management

We offer comprehensive and reliable services to ensure that your refinancing process is completed quickly and efficiently. Our team of experts is involved throughout the entire process, from assessing current financial situations and selecting the best refinancing option to execute refinancing transactions. We provide comprehensive support throughout the entire process, including, financial analysis, and ongoing monitoring of new refinancing arrangements.



Carbon tax advisory

We help our clients understand and prepare for the implications of carbon taxes, helping clients develop strategies to reduce their carbon footprint, manage their carbon tax liabilities, and identify opportunities to offset their carbon taxes.



Contact management

Our contract management solution offers a comprehensive suite of services to help manage and monitor infrastructure contracts. Our services include contract management, risk management, performance monitoring, and dispute resolution. We also provide expert advice and guidance on the best practices for contract management, as well as the latest legal and regulatory requirements.



Tax advice

A service provided by our tax advisors, we help clients navigate the complex and ever changing tax landscape when financing large scale projects. This service involves providing advice on the most advantageous tax structure to utilize when financing a project and helping to prepare the necessary compliance.



Monitoring and reporting

Our monitoring and reporting will provide you with detailed updates on the status of infrastructure projects, allowing clients to easily identify any potential issues before they become arise. With our team, we provide detailed reports on the performance of various projects, helping clients to make informed decisions and ensure successful project completion.



Insolvency & Restructuring

Innovative solutions for workouts, restructuring, business rescue, insolvency and asset recovery

Insolvency & Restructuring

Innovative solutions for workouts, restructuring, business rescue, insolvency and asset recovery.

The economic cycle can produce seismic shifts in the outlook for individual businesses and can destroy value at speed. The task of understanding how best to protect and then maximise what value remains, is made all the more complex by the interconnected nature of cross-border business.

Our experienced and accredited team of insolvency practitioners, business rescue practitioners, curators, lawyers, modelling experts, recovery experts and restructuring experts are at the forefront of modern day challenges that impact distressed and non-performing entities.

Deploying our global capability, we help diagnose and address underperformance, and devise workable solutions that maximise value and deliver a sustainable recovery.



Our clients choose SNG Grant Thornton because:

- We are a fully integrated, highly experienced team, recognised for the quality of our people. We work in a way that is sensitive to our clients' individual circumstances;
- We have market-leading teams. In combination with our broader international presence, this allows us to advise on situations involving the most complicated group structures; and
- We offer both local and cross-boarder insolvency and restructuring advice.

We have significant experience advising clients on complex restructuring and insolvency issues. Our teams provide expert advice in the following areas:



Crisis stabilisation and turnaround

In the early stages of a turnaround the right support is necessary to create financial stability, assess cashflow and identify opportunities to improve short term liquidity. Through diagnostic analysis, we provide stakeholders with a clear understanding of the causes of underperformance and the strategic opportunities for the business, both crucial when assessing turnaround potential.



Asset recovery and tracing

Asset recovery and tracing normally forms part of formal insolvency processes such as liquidations, or are carried out in support of on going litigation or fraud investigations. We use creative approaches to identify and recover misappropriated assets locally and globally.



Accelerated M&A

We provide advice and manage transactions associated with the acquisition or disposal of distressed assets or businesses, frequently to short timescales.



Operational and financial restructuring

Our multi-disciplinary operational and financial restructuring specialists provide support to realise significant business process improvement, implement new business strategies, divest non-core businesses and design new capital structures aligned to the dynamics of the business.



Exit strategy services

We apply a tailored methodology and fully project manage and implement the sale or closure of underperforming or non-core corporate entities at maximum value.



Debt advisory

We provide specialist advice on the raising and refinancing of debt. Through our deep understanding of the funding landscape and detailed knowledge of the credit process, we devise tailored funding solutions as part of a sustainable capital structure in line with the strategic ambition of our clients.



Corporate insolvency and rescue

Where a business cannot be saved or where a formal insolvency process is required to effect a restructuring, we provide advice and support to distressed companies, their creditors and other stakeholders in order to protect assets and maximise recoveries. Where required, we take on the role of Curator, Business Rescue Practitioner or Liquidator.



Monitoring for regulators

We provide various support functions and act in supervisory roles to various regulators.

Going beyond business as usual

We're a network of independent assurance, tax and advisory firms, made up of 62,000 people in more than 140 markets operating everywhere you are, as well as where you want to be.

optimise your operations or realise stakeholder value, we will help you go beyond business as usual. **South Africa** We make business more personal by investing in building relationships. Whether you're growing in one market or many, you consistently get a great service you can trust. **Americas Africa** Middle East CIS **Asia Pacific** Europe 41 22 19 46 10 markets markets markets 20,400+ 2,900+ 1000+ 22,900+ 20,300+ **800+** people people \$82mn \$29mn revenue (USD) \$1.3bn \$115mn \$2.3bn \$3.3bn revenue (USD) 圃 Ñ 750+ 7.2bn 68,000+ 145+

For more than 100 years, we have helped dynamic organisations realise

Whether you're looking to finance

growth, manage risk and regulation,

insight.

their strategic ambitions by combining

global scale and capacity with our local

Local feel, global team

Your business needs support that goes beyond a more personal, proactive, and agile approach.



Victor Sekese Chief Executive SNG Grant Thornton

SNG Grant Thornton is the South African member firm of Grant Thornton International Ltd. We have progressed expeditiously in every aspect ever since our establishment in 1985, with offices in South Africa and Eswatini.

Proactive teams led by our approachable partners, use insights and experience to understand complex issues for privately owned, publicly listed and public sector clients and help them to find solutions.

Our **CLEAR**R values steer us to **Collaborate** with Leaders in a courageous way to deliver an Excellent standard of quality services and an exclusive client experience in an Agile environment. We Respect and honor our client commitments and take Responsibility for our actions.

Our culture is entrenched in our CLEARR values, which promote quality and high performance. It is a culture designed to serve our clients through sharing of new developments, challenges and innovative solutions.

Whatever the geographic location, we apply the same insight, flexibility and relevant experience. We examine each transaction objectively and work to involve all parties to ensure you receive the highest quality advice, providing a truly distinctive client experience.

Going beyond to set the standard for quality, expertise, and innovation.



Purpose Statement

Rooted in Africa, we exist to build trust, support you to navigate change and create sustainable impact in business and communities.



Vision Statement

To be the preferred firm for innovative solutions and global talent.



Mission Statement

- We transcend business as usual to deliver a more co-created personal, agile and pro-active experience
- We use technology to drive efficiency and effectiveness
- We attract, develop and retain global
- We support and empower our communities.

So ultimately, our people, clients and communities can positively shape tomorrow.



Key Contacts - South Africa



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Let us help you Go Beyond business as usual.

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