



Roland Issari

*Manager in the Deloitte Financial Advisory Turnaround & Restructuring team
Johannesburg*

Profile/Background

I am a Manager in the Deloitte T&R team led by Jo Mitchell-Marais based in Johannesburg with over 5 years of experience in the Restructuring and turnaround environment in two of the big four accounting firms (PwC and Deloitte). Most notable involvement would be providing advice as advisor to the SAA BRP's. I am interested in business turnarounds, financial modelling and Data and Analytics. I believe in keeping a healthy mind and healthy body and strive to live a balanced lifestyle.

Past Working Experience

Project Ignite

17/09/2022 – To date

Supporting the BRP's, Phahlani Mkhombo and Jacques Du Toit on the Rebois Business Rescue. Involved in the liquidity management aspects, specifically cash flow forecasting and management (built a short term cash flow tool to assess and monitor liquidity).

Project Cure

25/07/2022 – 01/10/2022

Provided financial advisory support to the Curator of the Constantia Insurance Company Limited. Specifically supported from a project and cash flow management perspective – created a cash committee and the short-term cash flow enabling better decision making and cash conservation

Project Rhinestone II

01/06/2022 – 01/10/2022

Supported on a financial restructuring of a large Agri Group. Specifically supported by completing independent business reviews on 3 of the 9 subsidiaries whilst also

Areas of specialization

- Cash and Liquidity Management
- Distressed Financial Restructuring – Option Analysis
- Distressed Financial Restructuring – Cash Flow (incl. short term cash flow) Review
- Cash forecasting and Scenario Analysis
- Working Capital Analysis and Optimization
- Market Research and Sizing
- M&A advisory – Buy side
- Financial Modeling (integrated financial modelling, DCF modelling, short term cash flows and liquidation calculations and forecasts)

Languages

- English

Interests

- Health and fitness
- My dogs
- Gaming
- Technology

Associations

- SARIPA
- INSOL

Education

- University of Witwatersrand (BCom Hons – Finance and Investments) (2017)
- University of Witwatersrand (BCom Finance) (2016)
- Crawford College Sandton (NSC) (2013) (5 A's)

Honors – Awards

- Deans List (2014, 2016)
- Top Finance achiever (BCom) (SASFIN Securities Prize)
- Merit certificate for Corporate Finance (top achiever)
- Merit certificate for Investments (top achiever)
- Cum Laude Graduate
- Golden Key society member

completing and supporting on the Group analysis and report. Analysis and understanding helped Lenders go to credit to extend new facilities to the company

Project Lion

P1: 01/10/2020 - 31/12/2020
P2: 01/09/2021 – 15/06/2022

P1: Performed an EFO calculation for a distressed client to support a financial restructuring. Specifically responsible for project management and asset realisation sections in the EFO / liquidation calculation. Worked X-border with the PwC KE team to get deeper insights into the market and corresponding asset values.

P2: Assisted the client with the ongoing monitoring and reporting of their cash flows and operational performance to Lenders initially to provide comfort and support for the restructuring which has since been concluded.

Project Inkomo

01/06/2020 - 30/10/2020

Assessed the recoverability of the clients loan book. Analyzed, reviewed and tested assumptions and basis for recoverability of loans and corresponding cashflows and return thereof.

Project Makro

09/07/2018 - 01/12/2019

Supported on a financial restructuring for a financially distressed dual listed Namibian company with 11 international lenders, taking into account each lenders interests and security already in place.

PwC successfully negotiated a standstill period between all lenders to ensure sufficient time for company to get sight and control over cash flows.

Built a 13-week cash flow forecasting tool (which we handed over to the client) which enabled better tracking of cash flows and gave the lenders a better sense of the current and forecasted cash position. Built DCF models to support the business cases for specific divisions within the Group. Modeled in excel with input from the company side - regarding forecasts/assumptions and more. Output was used to advise lenders on a potential restructuring.

- FIDS (Wits finance society) leader and member
- A-team athletics in highschool
- Silver award for Business Studies in highschool (second top achiever)

Project Lico

01/11/2021 - 14/02/2022

Assessed a Mozambican logistics company's operating performance with a specific focus on margin enhancement and Principal profitability. Analyzed working capital to understand trapped cash and potential options to unlock value.

Project Tiffany

01/02/2021 - 30/06/2021

Assessed a US based recycling company's operating performance with a specific focus on improving operating margins and unlocking value from cash trapped in working capital.

Project Rocket

P1: 01/01/2020 - 30/06/2020
P2: 01/07/2021 – 25/08/2021

P1: Appointed as advisors to the BRP on the SAA business rescue. Built and updated the cashflow management tool used by the BRP's team as well DPE for investment purposes. Output of work performed was cashflow oversight (including identifying cash pinch points) and tracking.

P2: Supported the team in performing an EFO / liquidation calculation to understand the value attributable to the lenders in a fire sale scenario which included assumption testing, financial analysis and modeling. I was specifically responsible for analysing and testing the property asset values and assumptions and therefore potential realization values.

Project Valencia

01/06/2019 – 01/12/2019

Appointed as advisors on an M&A sell side mandate for a wine estate that was sold to an international bidder. I assisted with building the DCF model and teaser and IM document to support the transaction.

Project Doll

01/04/2018 - 01/06/2018

Provided cost optimization recommendations to a local pet food supplier to Woolworths which was driven off working capital analysis and operational costs analysis.

Project Silo

01/06/2019 – 01/12/2019

Appointed as advisors on an M&A sell side mandate for a tartaric acid and by product manufacturer that was sold to Sana Partners. I assisted the Deal manager with the DCF modelling and IM preparation to support the transaction.

Project London

01/05/2018 - 31/05/2019

Appointed as advisors to the Receiver in a Receivership of a highly confidential entity. Assisted with the preparation of a scheme of arrangement for 4 local banks as well as with the analysis of claims and debt documents.