

Mpoti Moalusi

CA(SA), CFA & SENIOR BUSINESS RESCUE PRACTITIONER

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EMPLOYMENT HISTORY

2019-to date, Avacare Health Group

January 2023 to date: General Manager: Corporate Development

April 2019 – January 2023: Group Head: Mergers, Acquisitions and Investee Companies

- Manage the whole M&A value chain.
- Develop investment objectives, policies, and target asset allocation based on their company's requirements.
- Develop and implement strategic integration for the existing and new investments.
- In charge of raising capital and negotiating investment deals on behalf of the company.
- In charged of managing turnaround and business restructurings for the Group.
- Provide an interface with the Board Finance & Investment Committee (BFIC)
- Preparing presentations on new opportunities and potential transactions for board and Exco presentations.
- Review and monitor all performance of investment portfolio and prepare required report for the BFIC.
- Aid the business development team in identifying, originating, and analyzing of potential investment, M&A, or partnership opportunities to achieve strategic objectives.
- Provide leadership on execution of corporate transactions, and within a short period-of-time, depending on the transaction, manage the project on a day-to-day basis.
- Collaborate with and coordinate internal and external stakeholders in due diligence processes.
- Develop detailed valuation models (internal and with advisors) and prepare valuation analysis including DCF and alternate valuation methods to support investment decision making.
- Conduct detailed research and financial analysis to assess potential investment opportunities and inform decision making.

2009-2019, Industrial Development Corporation (IDC)

February 2009 - August 2009, Business Analyst: Chemicals and Allied Industries Department

September 2009 - June 2010, Senior Business Analyst: Chemicals and Allied Industries Department

July 2010 – March 2015, Account Manager: Chemicals and Allied Industries Department

April 2015 – February 2016, Deal Maker: Chemical Products and Pharmaceuticals Department

March 2016 – March 2019: Senior Deal Maker: Chemical Products and Pharmaceuticals Department

- Basic Assessment - Basic deal assessment prior to approval of due diligence investigation;
- Deal Evaluation/Due Diligence - Deal evaluation/due diligence investigation as per current IDC definition (all disciplines);
- Strategic partnership development - Building influential and sustainable relationships with strategic partners to assist unit in achieving strategic objectives;
- Deal alignment with strategic objectives/Deal optimization - Ensuring that the deal is aligned with the strategic objectives of the unit and will contribute to meeting industry development goals;
- Risk Identification - Identifying all risks (pre and post investment) and defining mitigation plans in order to minimise relevant risks;
- Deal Structuring - Designing and negotiating the financial and legal relationship between the clients and IDC for the specific deal (including the terms and conditions of IDC funding and the rights and obligations of all parties involved in the deal);
- Deal coordination - Co-ordinating and leading IDC due diligence team and other support units and presentation to the investment committee;
- Post Investment Management - Performing Post Investment Management functions for a portfolio of clients, and assisting companies (operationally) that are in financial distress in order for the company to become profitable and meet financial obligations to IDC;
- Coaching & Mentoring - Coaching of junior staff in all disciplines, and provide guidance, support, advice and on-the-job training in relation to the team; and
- Supporting the Head with strategic planning and implementation for the department and business development.

2006-2008, TIPP Audit Trainee, Ernst & Young Inc (E&Y)

AngloGold Ashanti Ltd; Northam Platinum Ltd; Denel Centre of Learning & Development

- Responsible for Audit planning –IFRS and US GAAP Audit,
- Supervising IFRS and US GAAP audits,
- Responsible for Quarterly and half year reviews as requested by the client per International Auditing Standards
- Reviewing work papers prepared by juniors on Audit team,
- Responsible for coaching and on the job training of junior engagement team members,
- Liaising with other departments involved within Ernst & Young (Tax, Audit Technical).
- Reporting to management (Client and Audit Team) on material weaknesses of internal control.
- Preparing and reviewing technical Memorandums on accounting issues,
- Responsible for giving juniors performance reviews and assist with development plans
- Reporting to the audit committee in relation to the medium sized client

Governance and Sustainability Assurance -

Lonmin Platinum Ltd

- Responsible for audit of non-financial information for Lonmin's operation in North West & Limpopo provinces,
- Preparation of report on material reportable issues

British American Tobacco (SA)

- Planning for asset verification process
- Supervising asset verification process
- Reporting to the client on daily basis on exception identified
- Assisting the client in updating and correcting the Fixed Asset Register

Internal Audit-

Transnet

- Review of Internal Controls applied at Transnet Rail
- Preparing reports for Transnet

BOARD/COMMITTEE MEMBERSHIP

June 2019 to date, Director of various Avacare Health companies

July 2013 to July 2019, Independent Member of the Mintek Board Audit and Risk Committee

October 2015 to November 2018, Member of the African Exploration Mining and Finance Corporation (SOC) Ltd Board of Directors, and Board Audit and Risk Committee

June 2018 to March 2019, Member of the Metal Heart (Pty) Ltd Board of Directors

August 2018 to March 2019, Member of the Department of Trade and Industry's Black Industrialists Financing Forum (BIFF) Adjudication Committee

PROFESSIONAL MEMBERSHIPS

Member of the South Africa Institute of Chartered Accountants (SAICA)

Member of the Chartered Financial Analyst Institute and CFA Society South Africa

Member of the Turnaround Management Association Southern Africa (TMA-SA)

Member of South African Restructuring and Insolvency Practitioners Association (SARIPA)

EDUCATION & TRAINING

2022 Senior Business Rescue Practitioner, CIPC

2016 Chartered Financial Analyst (CFA), CFA Institute

2013 Management for New Manager, AstroTech

2013 Scenario Planning and Strategic Thinking, GIBS

2011 Advanced Negotiation Skills, IDC

2010 Environmental Management, University of Pretoria

2009 Chartered Accountant (South Africa) (CA(SA)), SAICA

2005 Bachelor of Accountancy (Including CTA), University of Witwatersrand

2001 Matriculation, Diphetoho Secondary School

REFERENCE:

On Request