

Samson Kudzayi Kwindingwi, CFA

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EDUCATION AND QUALIFICATIONS

CFA Institute, USA:	Chartered Financial Analyst (CFA) Charter, <i>2011</i>
School of Business Leadership, University of South Africa:	Master of Business Administration (MBA), <i>2012</i>
University of South Africa:	Bachelor of Commerce Degree in Financial Management, <i>2004</i>
University of South Africa:	Post Grad. Cert. in Investment Analysis and Portfolio Management, <i>2005</i>
Institute of Bankers (IOB):	Higher Diploma in Banking, <i>2001</i> <i>South Africa, Associate Member</i>
Financial Markets Association, France:	ACI Treasury Dealing Certificate, <i>2004</i>
High School Education:	GSCE '0' levels (<i>8 Passes</i>) GSCE 'A' levels (<i>13 Points</i>)

SUMMARY

My Career Synopsis

I am a passionate investment professional with over 15 years of experience in investment work involving project finance (infrastructure development including PPPs models), corporate finance, structured finance, and private equity in both the private and public sectors. Some of the sectors that I have experience in include: energy, water and sanitation, transport, telecommunication, housing, healthcare including building hospitals, agriculture, food and beverages, mining, and financial services institutions. I have been involved in various transactions and projects where I was pivotal in leading the execution work to transaction/project financial close.

My Professional Memberships:

1. CFA Institute, USA; and
2. Institute of Risk Management of South Africa (IRMSA).

My Key Attributes:

Passionate, inspirational, motivational, adaptable, detail-conscious, conceptual, intercultural intelligence, strong interpersonal, independent thinker, ethical, lateral thinker, professional, and customer service-oriented.

My Core Skills:

Leadership, analytical and critical thinking, project finance including PPPs, financial and investment analysis, financial modelling, funding structuring, report writing, problem solving and decision making, management of investments, due diligence, stakeholder engagement, presentations, negotiation, communication skills, networking, budgeting, and planning and execution.

WORK EXPERIENCE

Finance Partners Africa, South Africa

A boutique investment advisory and consulting firm based in Johannesburg, South Africa, providing investment management and advisory services to both the private and public sectors internationally.

2014 – April 2025 (Firm Ceased Operations)

Investment Consultant and Advisor – Project, Corporate, and Structured Finance

Key Responsibilities:

Executing investment advisory mandates for corporate finance (mergers and acquisitions), project finance, and structured finance deals in the following sectors: energy, transport, real estate, healthcare, mining, agriculture, food and beverages, water, and financial services. My activities in project finance involve development of hard and soft infrastructure including PPPs models.

Key Results Areas:

Project Finance

- Business development and origination of new project finance transactions;
- Leading and managing project finance processes end-to-end from project development to financial close;
- Leading and managing the bidding processes for projects especially PPPs;
- Leading project development including project execution planning and assembly of the project funding team including external experts (technical, legal, tax, etc) that may be required;
- Leading the running of financial modelling, scenario analysis, and valuation processes (where applicable) of projects;
- Leading and coordinating the capital raising processes to fund projects;
- Co-ordination of due diligence processes;
- Project risk assessment and formulation of mitigation measures through effective risk allocation;
- Project funding structuring including funding syndication (co-financing/blending) structures using various funding instruments such as loans, equity, mezzanine (quasi-equity), grants, guarantees, and concessional funding (where applicable);
- Leading the structuring of PPPs projects, where applicable;
- Leading all engagements with Government and relevant stakeholders on PPPs projects/transactions;
- Managing all the processes leading to financial close, including coordination of execution of funding agreement documents; and
- Preparation of project funding documents required for presentation to the client's investment committees and board of directors for approvals including presenting to the committees upon request.

Corporate Finance (Mergers and Acquisitions) and Private Equity

- Business development and origination of new mergers and acquisitions transactions mandates;
- Leading and managing mergers and acquisitions (M&As) transaction processes end-to-end from origination to transaction closure and post-transaction integration processes;
- Leading and managing the bidding processes for M&A transactions;
- Leading the day-to-day management of all aspects of M&As buy-side and sell-side transactions;

- Leading all aspects of due diligence processes including managing internal and external teams carrying out some of the due diligence modules;
- Leading and managing financial modelling and valuation processes and analysis based on various valuation approaches and support/lead in negotiating valuation outcomes;
- Analysing the tax implications on the transaction with the assistance of external tax experts;
- Thorough risk assessment of the transaction and establishment of strong risk mitigation structures;
- Developing, analysing, and communicating options for the structure of the deal considering the client's requirements as well as those of the other party;
- Designing a funding structure and where required, embarking on capital raising to fund the deal using various instruments such as debt, equity, mezzanine/quasi-equity, and guarantees;
- Managing the preparation and submission of offers and letters of interest/intent;
- Coordination of the execution of deal agreement documents including the sale-purchase agreement and any other transaction documents applicable; and
- Preparing deal documentations required for presentation to the client's investment committees and board of directors for approvals.

Structured Finance

- Formulating, designing, and leading the execution of transactions to be funded on a structured finance approach;
- Deal risk mapping and credit risk assessment of the whole transaction;
- Structuring and negotiating the terms and conditions of the funding, covering aspects of pricing, covenants, and security arrangements;
- Capital raising to fund the transactions;
- Ensuring compliance with regulatory requirements and client's internal policies;
- Conducting due diligence on potential transactions; and
- Ensuring coordination of the whole execution process to financial close including signing of the funding agreements by the client.

Cross-Cutting Activities

- Supervising transaction team members to ensure smooth execution of mandates;
- Cultivating and sustaining relationships with investors and other key stakeholders;
- Ensuring that applicable processes and procedures are followed to comply with the applicable laws and regulatory framework, and manage all relevant risk and business control requirements in all the transactions executed; and
- Coaching and mentoring junior team members in the team.

Achievements: *Led origination and execution (end-to-end) of several transactions and projects deals internationally valued at over ZAR 5 billion in capital raised, projects structured on a project finance basis including PPPs, mergers and acquisitions private equity deals advised, and transactions executed on a structured finance basis.*

United Nations Children's Fund (UNICEF)

2012 – 2014 *Public-Private Partnerships Specialist and Fund Manager*

Key Responsibilities:

Management and implementation of Public-Private Partnerships for execution of projects in healthcare systems, education systems, water and sanitation systems, child protection, and climate change resilience systems.

Key Results Areas:

- Formulation of Public-Private Partnerships strategy and collaboration framework;
- Management of the Transition Fund (over US\$1 billion) invested in healthcare system, education system, water and sanitation system, child protection systems, and climate change resilience systems;
- Management of bidding processes for selection of private sector partners;
- Leading the syndication of private and public capital through resources mobilisation from private sector and multilateral and bilateral sources;
- Leading in the coordination of all aspects of private sector engagement and partnerships oversight activities;
- Leading the due diligence and verification of projects/programmes and ensuring execution of funding agreement documents prior to disbursement of funding and implementation;
- Participating in the Monitoring and Evaluation (M&E) activities on programmes funded to manage investment risks and effective reporting of results; and
- Investment Committee Member of the Multi-Donor Trust Fund (MDTF) Investment Committee co-chaired by the African Development Bank (AfDB) and the World Bank.

Achievements: *Led establishment and structuring of various PPPs with private sector for implementation of various public sector projects and management of the fund (US\$1 billion) that was used to fund these projects.*

Development Bank of Southern Africa (DBSA), South Africa

2008 – 2012 *Senior Investment Officer - International Investments Division*

Key Responsibilities:

DBSA is a development bank based in South Africa funding development projects in Africa. I worked as a Senior Investment Professional in the International Finance Division of the bank where I executed several hard and soft infrastructure projects in the following sectors: renewable energy, healthcare, water, transport, agriculture, food and beverages, mining, telecommunication, and financial services for advancement of the welfare of the people on the continent.

Key Results Areas:

- Business development strategy formulation and presentation of strategy reports to internal stakeholders and leading execution of identified investment opportunities;
- Embarking on business development through research, origination, and structuring of projects to assist project sponsors in ensuring feasibility and bankability of their projects leveraging the

Project Preparation Facility and Support (PPFS) Fund and technical assistance funding provided by the bank and its funding partners;

- Management of bidding processes for selection of service providers for project development;
- Performing financial modelling and financial analysis on projects during due diligence processes;
- Screening and assessment of funding proposals for projects falling within the DBSA's target sectors for investment under project finance or corporate finance investment models;
- Leading execution of various deals using the following instruments debt, mezzanine, equity, and guarantees as well as repayable soft loans for project preparation transactions;
- Leading project teams in transactions appraisal/due diligence processes;
- Preparation and presentation of Investment Appraisal Reports or Credit Memos to New Business Committee, Investment Committee, and Board of Directors of the Bank for approval;
- Leading teams for investment proposals and due diligence on non-conventional investment requests such as funding of Lines of Credit with other financial institutions for on-lending activities especially to SMEs for financial inclusion;
- Ensuring execution of all relevant investment agreements and disbursement of the funds thereof; and
- Carrying out post-investment monitoring and risk management in conjunction with risk and portfolio management team.

Achievements: *Led origination (including project development) and execution (end-to-end) of the financing of several infrastructure projects including PPPs in various sectors targeted by the DBSA across Africa.*

ASV Corporate Finance, South Africa

2007 - 2008 *Senior Manager – Advisory Services - SME Projects*

Key Responsibilities:

Responsible for project origination, development, funding arrangement, due diligence, monitoring and evaluation of funded projects, and reporting to investors of the entrepreneurship programmes and innovation hubs in South Africa.

Key Results Areas:

- Some of the development programmes worked on:
 - Financial modeller and advisor for The Innovation Hub (TIH) in Pretoria, South Africa, for commercialisation feasibility and bankability of inventions made by youth entrepreneurs enrolled at the centre;
 - Lead financial modeller and advisor on a youth entrepreneurship programme for Tshwane University of Technological Automotive Innovation Hub in South Africa to assist with the bankability, commercialisation, and funding of inventions from the centre;
 - Business advisory consultant for various agriculture and agro-processing aggregator models in the Limpopo Province of South Africa that include production of food crops by rural smallholder farmers for off-take by large agribusinesses;

- Financial modeller and advisor for entrepreneurship development programme implemented by Small Enterprise Development Agency (SEDA) under the Department of Trade and Industry (DTI) in South Africa's enterprise development programmes; and
- Lead financial advisor/consultant on a youth entrepreneurship development programme (SIZANANI), an initiative of The Banking Association of South Africa and other financiers including Nedbank, ABSA, FNB, and Standard Bank.

Achievements: *Led the structuring and raising of capital for various projects supported under the programmes stated above.*

Barclays Bank

1999 – 2007 *Various Positions Stated Below:*

Positions and Departments:

- Senior Manager - Corporate and Investment Banking Division
- Senior Treasury Financial Trader/Liquidity Manager - Treasury Division
- Financial Planning Manager - Finance and Budgeting Division
- Financial Accountant and Investments Officer - Asset Finance Division

SHORT COURSES AND TRAINING ATTENDED

- Project Finance Training – *Euromoney Training*
- Public-Private Partnerships (PPPs) Training – *Strategic Executive, Australia*
- Financial Investment and Credit Skills for Infrastructure Investments Training – *Moody's Investor Services Analytics*
- Renewable Energy and Climate Change Project Finance Training – *Euromoney Training*
- Advanced Financial Modelling in Excel Training – *Skerritt & Associate*
- Corporate Finance Training – *Barclays Bank In-house*

OTHER INFORMATION

Referees: Available on Request