

DES MAGUA

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Profile

Structured and Property Financier with comprehensive knowledge of :

- Structured Finance,
- Property Finance,
- Project Finance,
- Limited Recourse and Non-Recourse Finance,
- Debt Raising,
- Experience of Complex Credits,
- Track record of Building Businesses,
- Private and Corporate Banking
- Securitisation and Loan Syndication

Key Skills

- Proven ability to establish and develop a Structured Finance Team and Business in both South Africa and the United Kingdom.
- Proven ability to establish and develop relationships and strategic alliances with both Corporate and Public Sectors in both South Africa and the United Kingdom.
- Developing and structuring of complex tax structured deals both domestically and the United Kingdom and Cross-Border transactions.
- Analysing complex credits for the above transactions.
- Marketing structured finance products in South Africa and the United Kingdom.
- Structuring and raising of all levels of debt and equity.
- BEE structuring and debt/equity raising.
- Carbon Finance and Environmental Finance
- Structured Property Finance.
- PPP'S and Project Finance.
- Securitisation and Syndicated Loans.

- Asset Based Finance.
- Computer Modelling.
- Mezzanine Finance.
- Risk Management and structuring.
- LBO's and MBO's.
- Asset and Portfolio management.
- New Product Development.

Key Transactions

- Paper Mills for both Mondi and Sappi.
- Richards Bay Coal Terminal.
- Richards Bay Iron and Titanium.
- Umgeni Water.
- Durban City Council.
- Amalgamated Beverage Canners.
- BMW Finance.
- Daimler-Chrysler Finance.
- Iscor.
- Hulett Aluminium.
- Alusaf.
- Steinhoff.
- Unicorn Shipping Lines.
- Barloworld.
- Growthpoint and Metboard.
- Unilever.

Transactions personally involved in exceed R12 billion with the single largest being R1,2 billion. Involved in structuring, selling, legal documentation, credit approval, financial modeling, negotiating and team leader roles.

Key Achievements

- Successfully managed and implemented turnaround strategy for a JSE listed financial services group.
- Selected to relocate overseas to set up a structured finance team in London. Within a 12 month period the business was fully operational with a R2 billion book, and a team of 3 people.

- Successfully headed up and managed a domestic structured finance team which had no transactions and was operating as a cost centre and turned it into one of the fastest growing teams in the market with a book of R4 billion within an 18 month period.
- Initiated and established one of the first cross border structured finance teams in South Africa. In the process entering into a strategic alliance with one of the top 5 global structured finance teams.
- Developed and successfully launched two major structured products into the market which resulted in over R10 billion worth of business.

Recent Career

Thuthuka Group Limited

May 2009 – to date

- Managing director of Thuthuka Group Capital
- Establishing new business platform within the group
- Focus on four main areas of business, Project Finance, Carbon Finance, Asset and Fund Management and Insurance
- Business currently operational and in its sixth month with a book of projects in excess of R12 Billion

Industrial Development Corporation of SA

Dec 2007 – May 2009

- Specialist - driving the strategy for Renewable Energy and Carbon Finance
- Specialist – structuring all the projects involved with Carbon Credits
- Completed Clean Development Mechanism project and Pulp Mill Project to date
- Currently on a contract basis

Sumitomo Mitsui Banking Corporation

Mar 2007 – Sept 2007

- Employed as a Chief Representative for Sub-Saharan Africa
- Left at the end of my probation period. Did not go permanent.

BoE Private Clients

Feb 2006 – Feb 2007

- Head of Lending Team in Gauteng
- Involved in recruiting and improving the existing team
- Training and upskilling of team members
- Re-engineering the existing business model
- Writing deals

Signum Financial Products

Jan 2005 – Jan 2006

- Executive Director
- Involved with BEE initiatives
- PPP structuring and presenting (Pollsmoor Prison)
- Discussion paper to Minister of Housing re Gap Housing Project
- Discussion Paper to City Power re PPP for finance of power projects
- Presentation to Gauteng Province re PPP's
- Presentation to various municipalities re Gap Housing (Stellenbosch, Rustenburg, Mossel Bay, Paarl)
- Presentation to City of Cape Town re Gap Housing
- Advising, structuring and raising of funds for a BEE group to purchase North East Cape Forests from Mondi
- Advising and structuring of the purchase by a BEE group of the interests of Mondi in Peak Timbers, Swaziland
- Arranging and structuring of finance for a BEE group to purchase stakeholding in a company supplying locomotive parts to Spoornet
- Arranging and structuring and finance of purchase of a company in the exhibition and promotions field
- Arranging and structuring of a corporate jet
- Property purchase and trading
- Arranging and structuring of finance for property developments

Lyons Financial Solutions Holdings Limited

Jul 2003 – Nov 2004

- Chief Operating Officer
- Main Board of Directors
- Involved in hostile takeover
- Reversed Signum into Lyons
- Run JSE listed company
- Delisted from JSE
- Audited Financial Statements
- Turnaround of company on the verge of liquidation
- Property and Financial Solutions business.
- Tripled NAV in 12 months period from R19M to R60M.

Signum Financial Products (Pty) Ltd

Jan 2002 – Jun 2003

- Managing Director
- Self employed.
- Strategic alliance with UK Boutique, Evans-Randall.
- Fulfilling intermediary role between UK Banks and South African corporates.

Investec Bank U.K. Ltd

Oct 2000 – Nov 2001

- Established structured finance operation in London Office.
- Managed team of three.
- Established and developed new client relationships and deal flow.
- Developed and initiated new product ideas.
- Trained and developed staff.

Investec Bank S.A. Ltd

Nov 1998 – Sept 2000

- Appointed as a senior deal maker and expanded and developed the corporate market both domestically (SA) and cross border.
- Launched and developed new product ideas.
- Trained and developed staff.

Absa Bank Ltd

May 1996 – Oct 1998

- Improved and developed a cross border structured finance thrust.
- Headed up a team of 4 – 5 people.
- Devised and initiated new products.
- Introduced and developed new client base.
- Trained and developed staff.
- Initiated and developed strategic relationship with both Bank of America and Nations Bank.

First National Bank Ltd

Jan 1993 – April 1996

- Appointed to Head International Structured Finance.
- Devised and set up one of the first of such teams in South African banking.
- Succeeded in building up business and deal flow.
- Entered into offshore strategic alliance with Babcock and Brown.
- Organised and trained staff.

Earlier Career

Barclays National Bank Ltd

1972 – 1993

- Various positions in Structured Finance, Corporate Banking and Commercial Banking.

Personal

Interests : **Cycling**, Football, Gym, , Music and Theatre

Academic : Matric, CAIB, MDP (various other management Courses and diploma's)