

## CAPITAL MARKETS PROGRAM

at The George Washington University

### IFC-Milken Institute 2023 Alumni Retreat

#### *IFC, Milken Institute & GW Teams*

#### INTERNATIONAL FINANCE CORPORATION (IFC)



#### **Couro Kane-Janus, Assistant Treasurer, IFC Treasury and Mobilization Vice Presidency**

Couro Kane- Janus is Assistant Treasurer, in the Treasury and Syndications Vice Presidency at the IFC. She is a seasoned professional with 20+ years of investment, valuation and risk analytics. Prior to her current position, Couro worked as a Manager in the Treasury Quantitative Analysis, Funding and Syndications Support. She also provided advisory support to central banks and sovereign wealth funds on quantitative analysis, asset allocation, investment strategies and

related policy matters while working at IBRD Treasury.

Prior to joining the World Bank in 2005, Couro worked in the private sector in quantitative research and derivatives pricing.

Couro serves as IFC Treasury & Syndications Diversity & Inclusion advocate. Couro holds a Ph.D. in Applied Mathematics and did her post-graduate research in Control & Dynamical Systems.



**Elisabet Urrea Cuena, Financial Officer & Program Director, IFC Treasury and Mobilization Cross Cutting Initiatives & Advisory**

Elisabet is a Financial Officer at IFC's Treasury and Mobilization, Cross Cutting Initiatives & the Program Director for the IFC-Milken Institute Capital Markets Program. Beyond the management of the IFC-MI Capital Markets Program, Elisabet coordinates all fundraising activities and is in charge of other education activities including the IFC-Columbia University Capital Markets Program for IFC staff.

Within her 9 years within IFC, she has also worked at the Corporate Strategy & Resources VPU leading key initiatives such as the Advisory Services Deep Dive and Financial Management and contributing to the development of IFC's Strategy & Business Outlook, Budget and Net Income Papers. Elisabet also worked with the Regional Director for Latin America & the Caribbean focusing on strengthening IFC's strategic positioning in the region.

Prior to joining IFC, Eli worked in management consulting at Deloitte, specializing in Strategy & Operations for public sector, state-owned enterprises and multilateral aid agencies. She then graduated within the top 10 of the Spanish Government's Young Professional Program in International Business, which led her to the Spanish Economic Office in DC and to work as a consultant at the former World Bank Institute of the World Bank. Elisabet, a Spanish national, holds a BA+MA in Business Administration, majoring in International Business from the University of Deusto (Spain).



**Frederic Wandey, Head of Crosscutting Initiatives and Advisory Unit, IFC Treasury and Mobilization Vice Presidency**

Frederic Wandey, a Congolese National, is the Global Head of Treasury and Syndications Vice-Presidency (VP) Coordination Unit, in charge of the VP's overall strategy and knowledge management, upstream capacity building initiatives, and editorial contents, logistics and partnerships for IFC's flagship Debt Mobilization and Debt Capital Markets Conferences.

He used to be one of the most senior staff of the Treasury Client Solutions (TCS) team, leading TCS Structured Finance business in the EMEA region as well as IFC efforts to issue local currency bonds in a number of domestic markets. Before joining IFC, Wandey led a team of Mortgage-Backed Security structuring specialists at Ally Financial. He also held teaching and research positions in the DRC, Belgium and the US. He holds a PhD in Applied Economics from University of Minnesota, a PhD in Philosophy from the Université Catholique de Louvain, and a Master's degree in Econometrics and Policy Analysis from the Université Libre de Bruxelles.



## **John F. Gandolfo, Vice President and Treasurer, IFC Treasury and Mobilization**

As Vice President & Treasurer of IFC, a member of the World Bank Group and the largest global development institution focused on the private sector, John Gandolfo leads a global team responsible for managing IFC's financial position, safeguarding its international triple-A rating and maintaining its standing as a premier issuer in the global capital markets. He leads IFC's Treasury and Mobilizations' global team in delivering IFC's strategy to create markets and mobilize private capital for development. The team manages over \$100 billions of liquid assets, global market borrowings, and derivatives transactions and is responsible for strengthening local currency financing by arranging and executing local currency and risk management transactions for clients and raising third-party capital through innovative syndication and mobilization platforms such as the Managed Co-Lending Portfolio Program (MCP).

Prior to taking the role of IFC Treasurer, Gandolfo was Director and Chief Investment Officer of the Pension and Endowments Department at the World Bank. His team managed \$27 billions of World Bank Group pension and other retirement-benefit portfolios invested across a range of asset classes and strategies.

Over a highly successful career spanning more than 30 years in the World Bank Group, Gandolfo acquired broad experience in financial markets and treasury operations. He was Director of the Quantitative Strategies, Risk and Analytics Department, where he was responsible for the development of strategic and tactical asset allocations, risk management, and financial modeling for the asset management, capital markets, and banking businesses. Before that, he was the Director of the Investment Management Department. He began his career in IFC's Financial Management and Planning Department.

Gandolfo, a U.S. citizen, holds a BA from the University of Pennsylvania and an MBA from the George Washington University.



### **Kevin Njiraini, IFC Director for Southern Africa**

Kevin Njiraini is IFC's Director leading implementation of strategy for Southern Africa, based in Johannesburg. He manages key clients, partners, government, and World Bank Group relationships. His focus is on creating, expanding, and deepening markets in Africa, and helping to encourage increased investment in low-income economies and fragile and conflict situations.

Kevin joined IFC in 2002 in the Sub-Saharan Africa department where he worked on manufacturing and services projects in Eastern Africa. He later joined IFC's Financial Institutions Group in Washington, DC, where he led investment transactions across Latin America, Europe and Central Asia. In his most recent position prior to becoming director, he led IFC's private equity activities in Africa and the Middle East, based in Nairobi. Kevin oversaw the rapid growth of IFC's private equity business in these markets. His efforts made IFC one of the largest and most influential investors in private equity on

the African continent. Kevin also oversaw SME Ventures, a program designed to increase the availability of risk capital to small and medium enterprises in fragile and frontier markets.

Kevin is a Kenyan national who holds an MBA from Wits Business School, South Africa, and a bachelor's degree in Business Administration from the University of Eastern Africa, Kenya



### **Adamou Labara, IFC Country Manager for Eswatini, Lesotho, Namibia, South Africa and Zimbabwe**

Mr. Adamou Labara is IFC's Country Manager for Eswatini, Lesotho, Namibia, South Africa and Zimbabwe based in Johannesburg. He is responsible for overseeing IFC's activities in those countries.

Mr. Labara joined IFC in 1998 as an Investment Officer for Central Africa based in Douala. He subsequently worked from IFC offices in Abidjan, Johannesburg and Dakar across infrastructure, Financial Markets and Agribusiness Manufacturing and Services. He was also the Resident Representative for the DRC, based in Kinshasa. Most recently, he was the Country Manager responsible for Ethiopia, Djibouti, DRC, Eritrea and Somalia based in Addis Ababa.

Prior to joining the IFC, Mr. Labara spent a decade working for commercial banks including the Bank of Credit and Commerce and Standard Chartered Bank.

Mr. Labara holds an M.B.A. from Henley Management College (England) and a Master in Economic Sciences from University of Yaoundé (Cameroon).

Mr. Labara, a native of Cameroon, is fluent in English and French



**Kateryna Timina, Program Analyst, Education Programs Administrative Manager, IFC Treasury and Mobilization Cross Cutting Initiatives & Advisory**

Kateryna is a Ukrainian national. Timina joined The World Bank Group in 2002 as a Team Assistant in the World Bank Regional Office for Ukraine, Belarus and Moldova.

Since 2004 she became a Program Assistant and worked with Poverty Reduction and Economic Management Unit, Environment and Human Development (HD) departments' teams. In 2009, Timina moved to WBG Headquarter in Washington, DC to continue support her Europe and Central Asia HD team. She provided administrative, operational and logistic support to numerous project teams in the different countries of the region.

In 2012 Timina moved to IFC and began to work as an Executive Assistant for Trade and Supply Chain and Capital Market Operations Directors.

In 2018, she became a member of the IFC Treasury and Syndications Vice-presidency Cross-Cutting Initiatives & Advisory Unit and as part of her new responsibilities she is managing two capital markets training courses – IFC-Milken Institute and Columbia programs.

She speaks Ukrainian (native), English, and Russian.



**Valentine Robert, Education Programs Administrative Manager, IFC Treasury and Mobilization Cross Cutting Initiatives & Advisory**

Valentine Robert joined IFC in 2021 as a consultant to support the Education Programs of the Cross-Cutting Initiatives and Advisory unit of the IFC Treasury & Syndication VPU. She now coordinates the French offering of the Capital Markets Education Program in Paris. She also supports the unit's various Upstream Capacity Building initiatives. Prior to joining IFC, Valentine worked in the HR departments of an international NGO, organizing visiting mission's trips to France and expats deployments as well as monitoring programs' implementations. She holds a BA in Law and Economics from the University of Lorraine and a master's degree in International Business from Kedge Business School (Bordeaux, France).



**Tom Maurice V. Ceusters, Director Treasury Markets Operations, IFC Treasury and Mobilization Vice Presidency**

Tom Ceusters is the Director of Treasury Market Operations at the International Finance Corporation (IFC), a member of the World Bank Group and the largest global development institution focused on the private sector.

IFC Treasury Market Operations is in charge of the Corporation's debt capital markets activities, liquid assets pool and balance sheet hedges, while generating revenue for the Corporation.

In his role, Mr. Ceusters leads the Treasury Market Operations department and represents IFC as a premier AAA rated issuer/investor in the global financial markets. He develops, implements and executes the funding, cash and liquid asset management strategy, ensuring cost efficiency and returns commensurate with IFC's triple-A credit ratings and policies and guidelines.

Before joining IFC Mr. Ceusters was Managing Director Head of Assets, Funding & Markets at Dexia New York. During his 21-year tenure at Dexia, he evolved from being a very specialized derivatives trader to an all-around capital markets and portfolio manager.

Mr. Ceusters holds an MBA in Finance from NYU Stern School of Business and a Commercial Engineering degree from KU Leuven.



**Martin Habel, Manager, IFC Treasury Clients Solutions**

Martin Habel is the Manager of IFC's Treasury Clients Solutions team covering Africa, Europe, Middle East, and Central Asia. The team is responsible for delivering debt capital markets, structured finance and derivative solutions for IFC's clients in the EMEA region. Martin currently also serves as the head of IFC's London Office.

Since joining IFC in 2007, Martin has worked from Hong Kong, Washington DC, Dakar, Johannesburg, and London on transactions and initiatives across the globe. Prior to IFC he worked with KfW Group on asset securitization in emerging markets and with KfW Development Bank in the financial sector in Latin America. Martin holds a master's in mathematics from the Albert-Ludwig University of Freiburg and an MSc in Economics from the London School of Economics.



### **Farai Sambo, Financial Officer, IFC Treasury Client Solutions**

Farai Sambo is a Financial Officer in the IFC Treasury Client Solutions team based in London which focuses on the EMEA region. Within the team, Farai focuses primarily on Southern Africa and Central Asia and specializes on using derivatives and debt capital markets to provide innovative local currency and client risk management solutions to IFC's clients.

Farai is passionate about capital market development and has actively participated and contributed to some of the IFC's most notable bond investments in African private sector companies. He is also the product lead within the team for various capital markets initiatives such as IFC's anchor investments.

Prior to joining IFC, he worked in Southern Africa where he was the Head of trading for a leading regional bank and was responsible for income generation through trading foreign currency and fixed income instruments. Farai holds a Master of Science in Finance from the University of Leicester and is a CFA Charter holder.



### **Hlazo Mkandawire, Communications Officer, IFC Southern Africa**

Hlazo Mkandawire is IFC's Communications Officer for Southern Africa based in Johannesburg, South Africa. He leads communications campaigns and content initiatives, develops productive relations with media and manages digital communications to enhance IFC's visibility and outreach in the region.

Hlazo joined IFC in 2019 and was part of the Global Industry and Thematic Engagement (GITE) team based in Washington DC before moving to Johannesburg.

Hlazo has more than 12 years of experience working as a communications professional for international development organizations. He holds a master's degree in Communication and Media Studies from the University of Oslo and a bachelor's degree in Mass Communication from the University of Zambia. He is currently writing his Doctoral thesis in Media Studies at Stockholm University.

## MILKEN INSTITUTE



### **Carole Biau, Director, Global Market Development**

Carole Biau is a Director for Global Market Development at the Milken Institute's Los Angeles office. For the past ten cohorts she has led the growth and expansion of the IFC-Milken Institute Capital Markets Program, which she set up together with IFC and GW colleagues in 2015.

Within the Milken Institute's Global Market Development Practice, Carole leads financial education efforts beyond the IFC-MI Capital Markets Program, including the Milken Institute's master course and the World Bank – Milken Institute Public Financial Asset Management Program (launched in London in Spring 2022). Carole also engages on policy advisory, research and policy dialogue on the benefits of financial-market development and regional integration.

Prior to joining the Milken Institute, Carole worked as an investment policy analyst and program manager at the Organization for Economic Cooperation and Development (OECD), with a focus on infrastructure regulation and investment policy.

Born in France and raised in Kenya, Biau holds a B.Sc. in economics from Warwick University in the UK and a master of international affairs degree from Columbia University's School of International and Public Affairs in New York.



### **John Hunter, Executive Vice President and Chief Financial Officer**

John Hunter is the Executive Vice President and Chief Financial Officer at the Milken Institute.



### **Michael S. Piwowar, Executive Vice President, MI Finance**

Michael S. Piwowar is the executive vice president of Finance. Dr. Piwowar served as a Commissioner at the U.S. Securities and Exchange Commission from August 15, 2013 to July 6, 2018. He was first appointed to the SEC by President Barack Obama and was designated Acting Chairman of the Commission by President Donald Trump from January 23, 2017 to May 4, 2017. He was previously the Republican chief economist for the U.S. Senate Committee on Banking, Housing, and Urban Affairs under Senators Mike Crapo (R-ID) and Richard Shelby (R-AL) and served as the lead Republican



economist on the four SEC-related titles of the Dodd-Frank Act and the JOBS Act. During the financial crisis and its immediate aftermath, Dr. Piwowar served in a one-year fixed-term position at the White House as a senior economist at the President's Council of Economic Advisers (CEA) in both the George W. Bush and Barack Obama Administrations. Before joining the White House, Dr. Piwowar worked as a Principal at the Securities Litigation and Consulting Group (SLCG). He received a B.A. in Foreign Service and International Politics from the Pennsylvania State University, an M.B.A. from Georgetown University, and a Ph.D. in Finance from the Pennsylvania State University.



**Shannon Stroud, Director, Global Market Development**

Shannon Stroud is a Director for Global Market Development at the Milken Institute's Washington, DC office. She has over 20 years of financial services and private capital experience. Most recently, Shannon founded and led an advisory business focused on capital introductions, fundraising, impact investing and non-profit management. Prior to this, Shannon was a Managing Director with the Emerging Markets Private Equity Association (EMPEA), co-leading the organization's overall strategy and operations, financial planning and also heading up the company's growth and business development agenda.

Prior to EMPEA, Shannon worked as a Principal with private-equity investment firm Pine Creek Partners identifying, reviewing and executing management buyouts and recapitalizations across a variety of industries. She also provided guidance and support to portfolio companies. Shannon also worked with CapitalSource Finance LLC, where she originated, analyzed, underwrote and structured senior secured and unsecured debt financings, mezzanine capital and equity co-invests. Prior to joining CapitalSource in 2003, Shannon worked with Fannie Mae, Microstrategy and finally Arthur Andersen's Business Consulting Group, where she began her career.

Shannon earned an MBA from Georgetown University's McDonough School of Business and graduated cum laude from the University of Richmond where she received a B.A. in Economics and International Studies with a concentration in International Economics and a minor in Journalism and French.

## THE GEORGE WASHINGTON UNIVERSITY



### **Anuj Mehrotra, Dean of the GW School of Business**

Anuj Mehrotra is the Dean of the GW School of Business. Prior to coming to GWSB in July 2018, he was the senior vice dean, the vice dean for faculty development and research, the Leslie O. Barnes Scholar and a professor of management science at the University of Miami Business School. He has also served as the school's interim dean, as vice dean of graduate business programs and executive education, as vice dean for faculty affairs, and as chairperson of the Department of Management Science. During his tenure as interim dean at the University of Miami Business School, the school was successfully re-accredited by AACSB, the school's graduate degree programs grew in enrollment, and the school's fundraising revenues (in terms of annual new gifts and pledges) grew by 70% year-over-year. Under Mehrotra's leadership as vice dean, the school optimized and diversified its portfolio of graduate business programs. He led the launch of online and hybrid degree programs, a suite of specialized master's degree programs, the innovative Miami Executive MBA for the Americas program, and the Global Executive MBA program, taught entirely in Spanish. The school also established new and innovative experiential learning courses. These market-driven programs grew the graduate student enrollment by 70% over a five-year period.



### **Ed Bartholomew, Professor, *Capital Markets, Instruments, & Institutions Course***

Ed Bartholomew teaches the Capital Markets, Instruments & Institutions course as part of the IFC-Milken Institute Capital Markets Program.

When he is not teaching, he works as an independent consultant and writer with expertise in financial risk management, capital markets, valuation, sovereign debt management, and pensions. His current consulting and research focus is better pension plan design, governance and financial risk management.

Previously, from 2008 to 2014 Bartholomew was Chief Financial Officer for the Inter-American Development Bank, where he was responsible for Treasury (\$10-15B annual borrowing program, \$15-20B liquidity investment portfolio), Accounting, Financial Policies & Planning, Pension Investment Committee (Chair, \$5B AUM), and managing Finance Department (\$20mm annual budget, 100+ staff).

Prior to the IDB, Bartholomew worked at JP Morgan as Head of Global Sovereign Liability Management, Head of Markets Training, and Head of Sovereign Debt Capital Markets Research.

## **External Experts & Speakers**

*(arranged in alphabetical order, by institution)*

### **GLOBAL BLOCKCHAIN BUSINESS COUNCIL (GBBC)**



**Sandra Ro, CEO**

Sandra is a proponent for ‘human-centric tech’. She left a career in derivatives, investment banking and currency markets to focus on emerging technologies for sustainability, access, and resiliency, particularly in financial systems. She is an early investor in, and an advocate of crypto and digital assets. Sandra currently serves as CEO of the Global Blockchain Business Council (GBBC), a Swiss-based non-profit as well as an angel investor in emerging technologies, Board member, advisor, keynote speaker and cofounder of several start-ups, non-profits, and key blockchain industry networks. She is currently Board director of Global Digital Finance (UK), NYS Senate appointee on the New York Digital Currency Task Force, Fintech Advisory Council of Astana International Financial Center (AIFC Kazakhstan), Board Treasurer of BitGive Foundation, member of EU Public Funds and New Green Economy Consortia, Chair of Open Impact Foundation (Switzerland), Advisory Council of Filecoin Foundation, Health Tech Chair of Yale Alumni Health Network (YAHN), and member of Open Transparency Initiative (Denmark), member of World Economic Forum’s Digital Currency Governance Consortium (DCGV), US Department of State Speakers Bureau, Standards International Securities Services Association (ISSA), amongst others. Whilst at CME Group, she founded and led Digitization, developed the CME CF Bitcoin pricing indices, followed by the CME Bitcoin Futures. Ro was a founding member of Enterprise Ethereum Alliance (EEA Board), Post Trade Distributed Ledger (PTDL) Group, Linux Foundation, Hyperledger, and GBBC Board. Previously, she was a derivatives banker and Morgan Stanley and Deutsche Bank, based in London. She is a graduate of Yale University, B.A. double major, and London Business School, MBA.

## INPUT OUTPUT GLOBAL (IOG)



### **Charles Hoskinson, Co-Founder and CEO**

Mathematician, cryptographer serial entrepreneur and leading industry commentator, Charles Hoskinson has been involved in the world of blockchain and cryptocurrencies since the early days of bitcoin.

A visionary and pioneer in the development of blockchain technology since the industry's formative times, Charles Hoskinson remains at the cutting edge of the industry.

Founder of three blockchain-focused startups, Invictus Innovations, Ethereum and IOHK, he was also the founding chairman of the Bitcoin Foundation's education committee, as well as establishing the Bitcoin Research Group.

Founder and former CEO of the world's first 'second generation' blockchain platform, Ethereum, Hoskinson is co-founder and current CEO of the world's leading blockchain engineering company, IOHK - a company focused on the next generation of blockchain systems, designed to underpin all the world's future financial and transactional needs, supporting all current and future means of financial exchange, on a global scale.

Hoskinson stands almost alone amongst the leading figures in the blockchain industry, through his particular focus on the utility benefits of blockchain technology, rather than the opportunities the technology provides for asset speculation via cryptocurrencies. That focus sees IOHK currently working with governments and organizations in the developing world, where the benefits of the technology can be particularly profound. Currently, IOHK is working in Ethiopia, Uganda, Mongolia and the Republic of Georgia, in pursuit of those ideals, where the company's technology is allowing governments and organizations to deliver convenience to citizens by digitizing the provision of government services, providing accurate recording of transactions, whether for payment of government services or accurate monitoring of production supply chains.

Via the Hoskinson Consulting Group, Charles is a consultant to many of the industry's leading corporations, including Endor and Polymath.



### **John O'Connor, Director of African Operations**

John joined IOHK after working for the Cardano Foundation as the Head of Strategy and Communications. He worked from pre-launch on a variety of business areas, including community building, communications, exchange integration, and business strategy.

John began his career working at an investment firm focused on African development. With mixed Ethio-Irish heritage, he is particularly interested in how blockchain can enhance transparency and enable business in sub-Saharan African economies. John graduated from Oxford University with a degree in Politics, Philosophy and Economics. He lives between Addis Ababa and London.

## **INTERNATIONAL SUSTAINABILITY STANDARDS BOARD (ISSB)**



### **Jingdong Hua, Vice-Chair, ISSB**

Jingdong Hua was appointed as Vice-Chair of the International Sustainability Standards Board (ISSB) in August 2022, effective 1 October 2022. He is also a senior fellow at the Milken Institute.

Mr. Hua brings a wealth of international finance and development expertise to the ISSB. He is the former Vice President and Treasurer of the World Bank, where his responsibilities included green bond initiatives and sustainable finance capacity-building programmes. He also served as the Administrator of the World Bank Group Pension Fund.

Before joining the World Bank, he served as Vice President and Treasurer of the International Finance Corporation, where he led innovative bond issuances in several emerging markets. He has also previously served as Deputy Treasurer of the Asian Development Bank and has held positions at the United Nations Development Programme and the African Development Bank.

## MOTSEPE FOUNDATION



### **Dr. Patrice Motsepe, Founder and Chairman**

Dr. Patrice Motsepe is a globally respected business leader, entrepreneur and philanthropist. He has business interests in mining, financial services, renewable energy, technology, real estate, farming and agriculture, sports and entertainment.

In 2017 Forbes Magazine commemorated its 100th Anniversary and honored Dr Motsepe as one of the “100 Greatest Living Business Minds” in the world alongside Bill Gates, Warren Buffet, Jeff Bezos, Mike Milken and others.

In January 2013 Dr Motsepe and his wife, Dr Precious Moloi-Motsepe joined the Giving Pledge which was started by Warren Buffett and Bill and Melinda Gates. Dr Motsepe and his wife committed to give half of their wealth to the poor and for philanthropic purposes during their lifetime and beyond.

In 2002 Dr Motsepe was voted South Africa’s Business Leader of the Year by the chief executive officers of the top 100 companies in South Africa. In the same year, he was the winner of the Ernst & Young Best Entrepreneur of the Year Award.

Dr Motsepe was a partner in one of the largest law firms in Africa, Bowmans and was also a visiting attorney in the USA with the law firm, McGuireWoods. Dr Motsepe is also the recipient of several honorary doctorates.



### **Dr. Precious Moloi-Motsepe, Co-Founder and CEO**

Dr. Precious Moloi-Motsepe is a philanthropist and social entrepreneur, who has steered development, equality and education initiatives through the Motsepe Foundation, a family foundation she founded with her husband 22 years ago. Tapping into her medical expertise, with a focused interest in the holistic wellbeing of women and the youth, Dr Moloi-Motsepe has positively impacted the lives of at least half a million people in the last five years. She has educated over 2,000 young people through university scholarships and invested in infrastructure for over 200 schools. Through various local and international partnerships, including a partnership with the Schwab Foundation for Social Entrepreneurship, she has constructed a pipeline of African youth and girls in STEM to contribute to impactful innovation. A long-standing member of the Harvard Kennedy School Centre for Public Leadership Council, and the Women's Leadership Board for the Women and Public Policy Programme in Gender Equality, she is also the co-chair of the global women’s philanthropic organization Maverick Collective and Chancellor of the

University of Cape Town. Through her business African Fashion International (AFI), she has spent the last decade developing the fashion industry in Africa to create diverse economic opportunity for African youth and women.

## **RAND MERCHANT BANK**



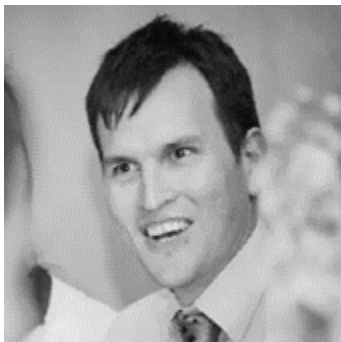
### **Philip Norton, Sustainable Finance & ESG Advisory**

Phil has extensive experience in investment banking having prior to his current role been in leveraged finance as a deal maker for a number of years.

Since joining the Sustainable Finance team, Phil has continued his successful dealmaking track record, having let numerous sustainable finance transactions.

Notable recent Sustainable Finance transactions include Harmony Gold Sustainability Linked Loan (SLL), Woolworths SLL, Shoprite SLL and Green Loan, Octotel Social loan, the Pan African Resources Sustainability Linked Bond, the landmark Mediclinic transaction which was the first syndicated SLL in the local market. Phil is also playing a key role in developing new sustainable finance products such as carbon financing solutions and exploring the financing of nature-based projects. Phil holds a BSc. In Mechanical Engineering.

## **CAPE TOWN MUNICIPALITY**



### **Daniel Sullivan, Strategic Policy Branch**

Daniel is the manager of the Strategic Policy Branch of the City of Cape Town. As well as overseeing the development of policies and strategies across the City's functional areas he covers the finance policy portfolio and ensures that policy and strategy is developed in-line with the City's strategic objectives, particularly in relation to infrastructure delivery and economic growth. Further to this role, Daniel has also taken on responsibilities for facilitating and enabling partnerships and financing opportunities between the city and other private and NGO stakeholders through his work with the CSI and Collaboration Committee. He was responsible for co-ordinating the issuance of the City of Cape Town's Inaugural Green Bond in July 2017. Daniel was one of the inaugural Bertha MBA Scholars at the UCT Graduate School of Business and has a master's degree in Applied Social Psychology from Stellenbosch University.