Grant Bisset MBA

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**M&A Advisory / Corporate Development / Financial Leadership**

***Debt and Investment Transaction Advisory Services and Execution***

* Commercially astute, MBA-qualified specialist in Transaction Advisory Services and Execution both from an Investment and Lending point of view. This ranges across a wide scope of industries and jurisdictions, but most recently in ESG-focused Leisure & Hospitality, TMT, Renewable Energy, Infrastructure, Healthcare and Agri/Food Production. Emerging Markets’ focus, particularly Africa.
* Deep-rooted and diverse experience in the following specialised fields:
* Alternative Investments (private equity, private debt, venture capital),
* Investment Banking Lending (head of credit risk, debt advisory, leveraged finance, M&A, project finance and structured debt),
* M&A/Corporate Finance, seconded by a Private Equity shareholder to lead the corporate finance function and prepare a Technology business for exit which was achieved, and
* Regional Financial Management (FP&A) role with a global credit-card business.
* Hands-on leadership across the entire Transaction spectrum from origination, financial modelling, valuations, due diligence investigations and financial analysis, investment and credit committee motivations, legal negotiations, execution, Portfolio Management, including board participation.

**Core Skills**

Transaction Advisory & Execution, Credit Risk, Integrity, Level-headed, Analytical,

Leveraged Finance, Private Equity, Private Debt, Technical Knowledge, Communication,

Due Diligence, FP&A, M&A, Corporate Finance, Responsive, Self-Starter, Adaptable,

Investment Banking Collaborative, Problem-Solver, Resilient

**Professional Experience**

Corinth Investment Holdings, UK

Head of Investments / Private Debt Began Jan 2020

Responsible for all aspects of transaction origination, assessment, and execution. Led all financial, commercial, and operational due-diligence investigations for private equity / private debt transactions under consideration for funding (debt and equity) by Corinth Capital Fund, a fully licensed ESG-focused Alternative Investment Fund.

Engaged as Head of Investments/Private Debt. Recruited, assembled, and led a team of 10+ credit, investment, legal & project experts. Led and developed the Fund Finance function.

A-Z responsibility for all transactions under consideration, including high-level project review, term sheet negotiation, engagement with Corinth’s chosen advisory partners, credit/investment committee motivations, legal negotiations towards financial close and execution.

Expertise in providing post-implementation advisory support for the underlying investee companies in preparation for eventual exit and ROI.

Achieved success in the delivery of c.9 domestic and international transactions across diverse industries including leisure & hospitality, food production, renewable energy, infrastructure, and technology sectors.

***Key contributions and successes:***

* Full end-to-end deal management, from initial due diligence through to financial drawdown and exit.
* Co-ordinated and led the due diligence investigations with a total investment size of c.£220m across diverse industries.
* Generated £11m in underwriting fees whilst investing a minimum 50% stake in each underlying firm.
* Collaborated on the creation of a comprehensive suite of standardised transaction documentation.
* Project-led introduction of innovative work platforms, including Monday.com, Preqin and Ideals.
* Appointed to the boards of 2 portfolio companies in a non-executive capacity to support executives.

Mastercard

MEA Regional Financial Controller Mar 2018 to Dec 2019

Responsible for all elements of financial leadership and reporting across the MEA region, encompassing strategic financial outputs such as FP&A, accounting, tax, regulatory compliance, and special projects (M&A).

Key role in effectively co-ordinating the planning, execution, and finalisation of the audit plan for the MEA regional external audit assignments, working in partnership with the Global Business Service Centre & PwC.

Played a crucial regional role by performing budgeting, forecasting and analysis. Promoted best practice to ensure business agility, accuracy & sound decision making.

***Key contributions and successes:***

* Engaged across entities spanning the region, including South Africa, Kenya, Egypt, Qatar & Dubai.
* Developed an audit and statutory toolkit as a “first-of-its-kind” in the region.
* Successfully implemented robust process improvements for expense control throughout all entities.

Panavision Evolve (Pty) Ltd

Director: M&A/Corporate Finance Jul 2011 to Dec 2017

Parachuted into role on secondment by PE shareholders, joining a high-tech company specialising in communication automation solutions.

Responsible for providing strategic management expertise and guidance during a period of major growth, targeted acquisitions, and profitable expansion, enabling, and preparing for an eventual exit by the investors.

Tasked with rapidly evolving the business from an SME into a major player within automation technology.

Defined and executed a growth strategy, which resulted in a 3-fold increase in sales and profitability.

Successfully established KPI metrics and robust controls across sales & marketing, finance & administration, and technical & installation functions.

***Key contributions and successes:***

* Penetrated the corporate automation market, diversifying offering to build revenues in new markets.
* Leveraged banking experience to introduce a new lending solution, enabling clients to rent / lease.
* Implemented a CRM tool enhancing client co-ordination between the 3 main business functions.
* Introduced new platforms to improve the quality and credibility of financial information.
* Negotiated an exit transaction, enabling PE exit via the sale of a minority stake to a major corporate.

Acorn Private Equity

Private Equity Principal: Debt Specialist May 2010 to Sep 2011

Responsible for successfully leading teams structuring a series of PE & VC transactions, as well as advising the board of investee companies. Engaged across diverse sectors, including packaging, logistics, smart utilities technology, waste management, food processing and manufacturing.

Headhunted into role by a partner / investor within the firm, tasked with providing debt advisory expertise in order to leverage PE investments. Five investments were made, all of which were exited, generating a realised IRR of 46%.

Nedbank Capital, Domestic and Cross-Border

Senior Transactor – Leveraged Finance Aug 2007 to Apr 2010

Responsible for origination and implementation of a portfolio of profitable & innovative transactions within acquisition finance, leveraged finance, balance sheet lends & Alternative Investments.

Engaged across diverse domestic and international sectors, including corporates, institutions & PE investors.

Effectively managed the end-to-end transaction process from deal origination, risk and pricing assessment, negotiation of term sheets, credit committee motivations through to financial close and drawdown process.

***Key contributions and successes:***

* Generated a plan for the ongoing portfolio / review management of recently executed transactions.
* Established and nurtured relationships with major regional and international Private Equity Funds.
* Achieved success in role, booking ZAR 8bn+ financial assets with a 50% return on capital employed.

**Early Career**

Jan 2003 to Jul 2007 **Head of Credit Risk Management** Nedbank Capital

Jun 2001 to Dec 2002 **General Manager, Credit Risk Management** Nedcor Investment Bank

Co-ordinated and led the entire CRM function. This covered all Investment Banking lending business including:

* Counterparty risk comprising the full spectrum of Treasury-related products.
* Specialist lending areas such as:
  + Acquisition and Leveraged Finance,
  + Project Finance (Energy, Infrastructure and Mining),
  + Structured Trade and Commodity Finance, and
  + Aircraft and other Asset-Based Finance.

**Education & Qualifications**

**University of South Africa**  MBL – Master of Business Leadership (MBA)

*M&A Strategies, Investment Analysis, Advanced Financial Management*

**University of KwaZulu-Natal, Durban** B.Com (Hons) Degree in Economics