

**OLATOKE, Matthew Olalekan**

<b>Summary Profile</b>	<p>I have Six (6) years' cumulative experience spanning across Financial Advisory and Corporate Finance (debt and equity), Structured &amp; Project Finance, Leveraged Finance &amp; Debt Restructuring, Deal Structuring/Restructuring in Energy (Oil &amp; Gas, and Power), Infrastructure and Natural Resources Space. I am currently seeking opportunities in Structured &amp; Project Financing with applicability in Sustainable Development of Infrastructure, Energy, Environment &amp; Natural Resources.</p> <p>Currently, I work as a Senior Associate in the capacity of a Team Lead, Corporate Finance &amp; Project Advisory of an investment bank, Hamilton &amp; George Advisers Ltd. Prior to this, I worked as the Head of Project Finance Department of an Alternative Asset Management firm, Star Capitals and Asset Management Limited, where I was responsible for deal origination, project analysis and transaction structuring, and providing strategic Project Finance guidance for overall execution of projects' mandates within the Infrastructure and Real Estate space. I have also worked as an Analyst in the Corporate Finance and Advisory unit of a foremost investment bank, Kedari Capital Ltd and as a Financial &amp; Investments Analyst at QC Investments Limited.</p> <p>I am a Chartered Stockbroker (ACS) with a considerable level of debt capital market knowledge, and a program member of CFA Institute, Energy Risk Professional (ERP), and Sustainability and Climate Risk (SCR) both from (GARP Institute) with a drive to broaden my skills and knowledge. I hold a Bachelor of Science degree in Chemistry from the University of Ilorin, as well as a Masters of Business Administration (MBA) in Finance, and Post Graduate Diploma in Economics, both from Obafemi Awolowo University, Ile-Ife, Osun State. I am currently a student of Master of Philosophy in Development Finance (M.Phil. Dev.) at University of Stellenbosch Business School, South Africa and also a Doctor of Business Administration (DBA) student at Swiss School of Business and Management, Switzerland, with focus on specialized financing and Sustainable Development of Infrastructure, Energy, Environment and Natural Resources.</p>
<b>Education</b>	<ul style="list-style-type: none"> <li>➤ <b>2019 – date Doctor of Business Administration (DBA)</b> <i>Swiss School of Business and Management, Geneva, Switzerland.</i> <b>Areas of Interest:</b> <i>Development Finance, Sustainable Infrastructure, Energy &amp; Environment, Natural Resources.</i></li> <li>➤ <b>2019 – date Master of Philosophy in Development Finance (M.Phil. Dev.)</b> <i>University of Stellenbosch Business School, Cape Town, South Africa.</i> <b>Areas of Interest:</b> <i>Development Finance, Project &amp; Structured Finance, Infrastructure &amp; Energy Economics.</i></li> <li>➤ <b>2015 – 2016 Post Graduate Diploma in Economics (CGPA: 60%)</b> <i>Obafemi Awolowo University, Ile-Ife, Osun State, Nigeria.</i></li> <li>➤ <b>2012 – 2015 Master of Business Administration (MBA; Finance) (CGPA: 60%)</b> <i>Obafemi Awolowo University, Ile-Ife, Osun State, Nigeria.</i></li> <li>➤ <b>2006 – 2010 BSc. Chemistry: University of Ilorin, Kwara State.</b></li> </ul>
<b>Technical Competence Summary</b>	<p><b>Investment Banking</b></p> <ul style="list-style-type: none"> <li>▪ Project Finance, Syndication and Structuring</li> <li>▪ Corporate Finance (Debt and Equity Capital)</li> <li>▪ Financial Advisory, Restructuring, Mergers &amp; Acquisitions</li> <li>▪ Infrastructure Finance and Public Private Partnerships Advisory</li> <li>▪ Business Valuation, Financial &amp; Economic Analysis/Modelling and Investment Appraisal</li> <li>▪ Business and Financial Research/ Intelligence</li> </ul>

**Technical  
Competence  
Summary**

**Deal Origination and Client Coverage**

- Origination/ Business Development – opportunity identification and pitch development
- Client Relationship Management
- Sectoral Coverage and Market Analysis – Infrastructure, Real Estate & Hospitality, Energy (Power, Oil & Gas) & Mining.

**Project Management**

- Project Planning & Initiation
- Project Monitoring & Control – milestone, cost & time tracking
- Project Risk Assessment, Management and Control

**Strategy Articulation & Strategic Planning**

- Business concept articulation and development
- Business Strategy, Development, Review, Improvement and Implementation Support
- Corporate Strategic Planning – Development and Implementation of Planning Frameworks

**Management Consulting and Business Advisory**

- Corporate Restructuring
- Business Process Improvement
- Budgeting and Financial Management
- Organization Design and Human Resources Optimization

**Other Skills**

**Soft Skills** – Strong Analytical, Numerate and Problem-Solving Skills, Good Interpersonal Skills, Negotiation Skills, Result Oriented, Good Team Building and Management Skills, Strong People Management Capabilities.

**Business Automation** – Advanced Microsoft Suite Capabilities

**Work  
Experience**

**Jan 2020 – Till date Hamilton & George Advisers Limited**

**Lead, Corporate Finance & Project Advisory**

**Job Coverage**

- Advise on transactions, Structured and Project Finance, Debt Restructuring, Debts and Equity financing including sell-side and buy-side Mergers and Acquisitions.
- Conducting Investments and Transactions Analysis and Valuations using relevant Valuation and Financial Modelling Techniques.
- Development and submission of Proposals and Pitch Documents, Marketing Materials, Information Memorandum, Teasers and Private Placement Memorandum based on identified needs.
- Lead business origination initiatives via detailed needs assessment.
- Lead/ coordinate negotiation efforts on all potential deals, raising debt financing and getting international Funding/Technical Partners.

- Provide overall strategic direction to the team and oversee execution of all mandates secured by the division.
- Undertake business development trips to identified clients to build and nurture beneficial relationships across various stakeholder groups.
- Conduct of Due Diligence Exercise for buy-side and sell-side Mergers and Acquisitions, support communications between clients and prospective investors and manage information flow.
- Manage existing client relationships.
- Ensure quality assurance on all client deliverables.
- Cross-sell the institution's products to new and existing client base.

**Dec 2018 – Dec 2019 Star Capital & Asset Management Limited, Lagos**

**Head (Project & Structured Finance Covering Real Estate & Infrastructure) & Group CFO**

**Job Coverage**

- Advise on Projects, including Structured and Project Finance, Debt Restructuring, Debts and Equity financing.
- Lead/ coordinate negotiation efforts on all potential deals.
- Undertake business development trips to identified clients to build relevant relationships and manage exiting ones.
- Ensure quality assurance on all deliverables working closely with project execution teams – construction, marketing and external project parties.
- Sell the institution's products to new and existing client base.

**Nov 2017 – Dec18 Kedari Capital Ltd., Lagos**

**Analyst – Corporate Finance & Advisory Unit**

**Job Coverage**

- Investment and Financial Analysis and valuations using relevant valuation techniques
- Financial Modelling and Market Analysis (Infrastructure, Real Estate & Hospitality, Energy (Power, Oil & Gas) & Mining.
- Development of Proposals, Pitch Documents, Marketing Materials, Information Memorandum, Teasers and Private Placement Memorandum.

**Feb 2015 – Oct 2017 QC Investment Limited, Lagos**

**Financial Analyst**

**Job Coverage**

- Feasibility Studies, Market Research and Business Plan Development
- Financial Analysis and Modelling, and Business Valuation

<b>Select Transaction Experience</b>	<ul style="list-style-type: none"> <li>✓ Senior Team Member of the Transaction Adviser on African-Focused “Target Energy Infrastructure Acquisition and Optimization Project”. (\$14Billion)</li> <li>✓ Senior Team Member of the Transaction Adviser and Mandated Arranger for the Development of 1,000 Hostel accommodation for a Private University in Nigeria under a Build, Own, Operate and Transfer (“BOOT) model. (\$12Million).</li> <li>✓ Senior Team Member of the Financial Adviser on an Asset-Backed Note Issuing Program for a Real Estate Development Project (\$25Million)</li> <li>✓ Senior Team Member of the Financial Adviser on an Asset Re-Financing via Debt Restructuring on an acquired Operating Asset (FPSO) in the Oil &amp; Gas Sector (\$12 Million)</li> <li>✓ Senior Team Member of the Financial Adviser on Structured Debt Raise for an Oil &amp; Gas Client on the acquisition of an operating asset (FPSO). (\$250Million)</li> <li>✓ Senior Team Member of the Transaction Adviser on the Development of Commercial and Economic Plan and the associated Financial Model on behalf of a client (Oil &amp; Gas) for the purpose of Nigeria Flare Gas Commercialization Program. (\$25Million)</li> <li>✓ Valuation of a Property Development Company for the purpose of Capitalization of “Deposit for Shares” Fund and Divestment Exercise</li> <li>✓ Relationship Manager for the Project &amp; Structured Finance program for Various Real Estate Assets in Star Capital &amp; Assets Management Limited’s Asset portfolio for Facility Management.</li> <li>✓ Relationship Manager of the Project Promoter on an Asset-Back Note Private Placement Exercise of Grand Lux Estate and Star Gardens Estate Development, Lagos State.</li> <li>✓ Relationship Manager of the Project Promoter on a Joint Venture for Development and Sales Agreement for a Real Estate Housing Project. (\$75Million).</li> <li>✓ Team Member of the Financial Adviser and Fund Arranger for a Land Reclamation and Smart City (Real Estate) Development Project (\$92 Million).</li> <li>✓ Team Member of the Financial Adviser and Fund Arranger for the Redevelopment of LSPDC House under a Concession Arrangement (\$4.7Million).</li> </ul>	
<b>Selected List of Trainings Attended</b>	<ul style="list-style-type: none"> <li>✓ Financial Analyst Training</li> <li>✓ Project &amp; Structured Finance Course.</li> <li>✓ Corporate Finance &amp; Business Valuation Training.</li> <li>✓ Oil &amp; Gas Industry Operations &amp; Markets</li> <li>✓ Financial Modelling &amp; Valuation Training</li> <li>✓ Alternative Asset Investments Analysis</li> <li>✓ Private Equity &amp; Venture Capital Course</li> </ul>	<ul style="list-style-type: none"> <li>✓ Effective Presentation Skills</li> <li>✓ Effective Business Writing Skills</li> <li>✓ Effective Time Management</li> <li>✓ Project Management Fundamentals</li> </ul>
<b>Professional Memberships &amp; Programs</b>	<ul style="list-style-type: none"> <li>✧ Chartered Institute of Stockbrokers (CIS), Nigeria – Associate Chartered Stockbroker</li> <li>✧ Chartered Financial Analyst (CFA) Institute – Level II Program Candidate</li> <li>✧ Energy Risk Professionals (GARP-ERP)-LEVEL II Program Candidate.</li> <li>✧ Sustainability and Climate Risk Certificate (GARP-SCR) – Program Candidate</li> <li>✧ Chartered Alternative Investment Analyst (CAIA) – Level I Program Candidate.</li> <li>✧ Association of Chartered Certified Accountants (ACCA) – Student Member.</li> </ul>	
<b>Referees</b>	Available on Request	