

OLATOKE, Matthew Olalekan**Summary Profile**

I am a self-motivated and experienced Financial Analyst & Investment banking professional with six (6) years' cumulative experience spanning across Corporate Finance & Advisory, Project & Structured Finance, Leveraged Finance and Transaction Structuring of Traditional & Alternative Investments, Energy (Oil & Gas, Power), Infrastructure and Natural Resources.

I am currently seeking opportunities and platforms to further contribute my project & structured financing skills, particularly towards Financing of Alternative Investments and Sustainable Development of Energy (Oil & Gas, Power and Renewable), Infrastructure & Real Estate, and Environmental & Natural Resources.

Currently, I work as a Senior Associate, in the capacity of a Team Lead in the Corporate Finance & Advisory Unit of Hamilton & George Advisers Ltd (H&G). I play active roles in the Project & structured finance space, with special focus on Energy & Infrastructure space, few of which includes being a part of the team providing in-house Corporate Finance & Project Advisory functions to All-On Energy Project, Century Energy Group and Orangeline Development Company Ltd. Prior to this, I worked as the Head of Project Finance of an Alternative Asset Management firm, Star Capitals and Asset Management Limited, where I was responsible for deal origination, project analysis and evaluation, transaction structuring, and providing hands-on guidance for overall execution of project 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 Limited and as a Financial & Investments Analyst at QC Investments Limited.

I am an Associate member, (ACS), of the Chartered Institute of Stockbroker (CIS) with considerable knowledge of Capital Markets and Alternative Investments, a Program Member of CFA Institute, Chartered Alternative Investments Analyst (CAIA) Institute, Energy Risk Professional (ERP) and Sustainability & Climate Risk (SCR) both from Global Association of Risk Professionals (GARP) Institute. 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. Fin.) 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 a special focus on specialized financing of Alternative Investments and Sustainable Development of Energy, Infrastructure & Real Estate, Natural & Environmental Resources.

Education

- ❖ **2019 – date Doctor of Business Administration (DBA)**
Swiss School of Business and Management, (SSBM) Geneva, Switzerland.
Areas of Interest: *Development Finance, Sustainable Energy, Infrastructure, Natural & Env. Resources.*
- ❖ **2019 – date Master of Philosophy in Development Finance (M.Phil. Dev. Fin.)**
University of Stellenbosch Business School, (USB) Cape Town, South Africa.
Areas of Interest: *Development Finance, Project & Structured Finance, Infrastructure, Energy & other Alternative Investments.*
- ❖ **2015 – 2017 Post Graduate Diploma in Economics (CGPA: 60%)**
Obafemi Awolowo University, Ile-Ife, Osun State, Nigeria.
- ❖ **2012 – 2015 Master of Business Administration (MBA; Finance) (CGPA: 60%)**
Obafemi Awolowo University, Ile-Ife, Osun State, Nigeria.
- ❖ **2010 – 2012 Professional Diploma in Business Administration (PDBS)**
Chartered Institute of Administration (CIA)
- ❖ **2006 – 2010 BSc. Chemistry: University of Ilorin, Kwara State.**

Technical Competence Summary**Investment Banking**

- Project & Structured Finance, Syndication and Structuring
- Corporate Finance (Debt and Equity Capital)
- Financial Advisory, Restructuring, Mergers & Acquisitions

**Technical
Competence
Summary**

- Infrastructure Finance and Public Private Partnerships Advisory
- Business Valuation, Financial & Economic Analysis/Modelling and Investment Appraisal
- Business and Financial Research/ Intelligence

Deal Origination and Client Coverage

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

Project Management

- Project Planning & Initiation
- Project Analysis, Structuring, Monitoring & Control – milestone, cost & time tracking
- Project Risk Identification, 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

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.

Other Skills

Business Automation & Data Analytics – Advanced Excel and Power Point capability, VBA, SSPS, Econometric(E-View).

**Work
Experience**

◇ **Dec. 2020 – Till date Hamilton & George Advisers Limited**

Role: Group Head, Institutional Sales for Corporate Finance & Project Advisory

Responsibilities

- Origination and Execution of Energy (Oil & Gas, Power & Renewables), Infrastructure and Real Estate related transactions in Sub-Saharan Africa.
- Project development and Financing (Project and Structured Financing)
- Capital markets and Private financing activities.

◇ **Feb. 2020 – Nov. 2020**

Role: Senior Associate, Corporate Finance & Project Advisory

Anchor Clients: Century Energy Group & Orangeline Development Company Limited Retained/In-House Corporate and Project Finance Advisory

Responsibilities

- Project appraisal and investment financing solutions of upstream and midstream petroleum and Gas assets, Infrastructure and Real Estates with application of analytical techniques, financial modeling & Analysis, profitability analysis, projections & valuation, Risk & Scenario analysis.
- Preparing, analyzing, validating and testing detailed financial models, feasibility studies for co-

investment projects in Energy assets and Infrastructure, and Real Estate development projects.

- Drafting, implementation and maintenance of economics & financial models and frameworks to guide investment decision making.
- Preparing necessary documents for potential business deals with prospective partners and package proposals/bids for commercialized services.
- Active involvement in assessment and evaluation of Energy acquisition targets (onshore and offshore) and Critical Energy Infrastructure within Nigeria with a view to the acquisition of participatory/equity interest/Risk Sharing Services and development of the field assets to production.

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

Role: Head (Project & Structured Finance for Real Estate & Infrastructure) & Group CFO

Responsibilities

- Advise on Projects and Investments, including Project & Structured 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.

✧ **Dec 2018 – May 2019**

Role: Chief Financial Officer (CFO)

Responsibilities

- Developed overall financial strategy, budgeting, planning & internal control system for the firm and manage the company's finances and managed the company's financial reporting system.
- Provide business analysis and control, investment portfolio & treasury management support to the senior management.
- Established and developed business relationship with external partners and stakeholders.

✧ **Nov 2017 – Dec 2018 Kedari Capital Ltd., Lagos**

Role: Analyst, Corporate Finance & Advisory Unit

Job Coverage

- Investment and Financial Analysis & valuations using relevant valuation techniques
- Financial Modeling and Market Analysis (Infrastructure, Financial Services, 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**

Role: Financial & Investment Analyst

Job Coverage

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

<p>Select Transaction Experience</p>	<ul style="list-style-type: none"> ✓ Senior Team Member of the Project and Business Adviser to an Impact Investing company on “Energy Access for All” distributive renewable energy commercialization project. ✓ Senior Team Member of the Transaction Adviser on Africa-Focused “Target Energy Infrastructure Acquisition and Optimization Project”. (\$14Billion) ✓ Senior Team Member of the Transaction Adviser and Mandated Lead 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). ✓ Senior Team Member of the Financial Adviser on an Asset-Backed Note Issuing Program for a Real Estate Development Project (\$25Million) ✓ Senior Team Member of the Financial Adviser on an Asset Re-financing via Debt Restructuring of an acquired Operating Asset (FPSO) in the Oil & Gas Sector (\$12 Million) ✓ Senior Team Member of the Financial Adviser on Structured Debt Raise for an Oil & Gas Client on the acquisition of an operating asset (FPSO). (\$250Million) ✓ 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 & Gas) for the purpose of Nigeria Flare Gas Commercialization Program. (\$25Million) ✓ Relationship Manager for the Project & Structured Finance program for Various Real Estate Assets in Star Capital & Assets Management Limited’s Asset portfolio for Facility Management. ✓ Relationship Manager of the Project Promoter on an Asset-Backed Note Private Placement Exercise of selected Estates Development in Lagos State. ✓ Relationship Manager of the Project Promoter on a Joint Venture for Development and Sales Agreement for a Real Estate Housing Project. (\$75Million). ✓ Team Member of the Financial Adviser and Fund Arranger for a Land Reclamation and Smart City (Real Estate) Development Project (\$92 Million). ✓ Team Member of the Financial Adviser and Fund Arranger for the Redevelopment of LSPDC House under a Concession Arrangement (\$4.7Million). 	
<p>Selected List of Training Attended</p>	<ul style="list-style-type: none"> ✓ Financial Analyst Training ✓ Project & Structured Finance Course. ✓ Corporate Finance & Business Valuation Training. ✓ Oil & Gas Industry Operations & Markets ✓ Financial Modelling & Valuation Training 	<ul style="list-style-type: none"> ✓ Effective Presentation Skills ✓ Private Equity & Venture Capital Course ✓ Alternative Asset Investments Analysis ✓ Effective Business Writing Skills ✓ Effective Time Management ✓ Project Management Fundamentals
<p>Professional Memberships & Programs</p>	<ul style="list-style-type: none"> ✧ Chartered Institute of Stockbrokers (CIS), Nigeria – Associate Chartered Stockbroker (ACS) ✧ Institute of Strategic Management of Nigeria – Associate Member. ✧ Chartered Financial Analyst (CFA) Institute – Level II Program Candidate ✧ Energy Risk Professionals (GARP-ERP)-LEVEL II Program Candidate. ✧ Sustainability and Climate Risk Certificate (GARP-SCR) – Program Candidate ✧ Chartered Alternative Investment Analyst (CAIA) – Level I Program Candidate. ✧ Association of Chartered Certified Accountants (ACCA) – Student Member. 	
<p>Referees</p>	<p>Available on Request</p>	