



ALTERNATIVE INVESTMENTS

Tebogo Mokgata

Head of FSC Fund

Q&A

Q What led you to pursue a career in Private Equity?

A For me, it's the impact that PE has on economic and social development, especially given the field that I am in. As a member of our Impact Investing Exco, I oversee our Retirement Accommodation Fund, which invests in Sectional Title and Life Right retirement accommodation. We are aligned to SDG 11 Sustainable Cities and Communities, and our investments ensure that the elderly are accommodated in communities, so we see the tangible impact that our investment has on the lives of others. My background is in Town and Regional Planning (BSc Honours, University of the Witwatersrand), and in addition to an MBA, I have a number of property and management certificates and a deeply rooted interest in the built environment and infrastructure investment. I spent 15 years on the strategic planning and execution side of large-scale capital projects in the public and private sectors, so it often feels that I have come full circle with Old Mutual Alternative Investments over the last five years, where investing with impact is really at the heart of what we do. And how would we grow an economy and create employment without private investor allocations?

Q What, in your opinion, is the hardest part of a PE deal?

A It's navigating the relationship and agreeing value with the counterparty. At times, this can be quite a delicate process which needs to be appropriately managed, because you are establishing a long-term, win-win relationship with the counterparty. This is where experience comes into play, and I guess that I lean into my property investment, programme management and management consulting skills and experience to identify the full potential of the investment.

Q What piece of advice would you give a female entrepreneur looking for funding?

A Entrepreneurs need to back themselves and be intentional and deliberate to ensure that they get into the right rooms and 'tell their story'. Unfortunately, we don't see enough female entrepreneurs pitching. As managers, we have a responsibility to identify potential in women entrepreneurs if we are ever to change the status quo.

Q What, in your opinion, is the worst thing an entrepreneur could do when pitching for funding?

A Not listening to feedback provided is counter constructive. Some entrepreneurs are married to their ideas and fail to realise that managers have exposure to a wide range of investments. It is far better to listen to what is needed to sweeten the deal and to recognise that data and information, if considered by the entrepreneur, can make a deal more attractive. Dealmaking is a collaborative process that requires both parties to provide input to make the deal happen.

Q What do you do to unwind | get away from the stress of work?

A I love Hot Yoga, which was previously referred to as Bikram Yoga, as it's totally immersive. It's similar to golf, in that it requires you to be fully present and aware in order to achieve precision. You can't think about anything else while you do it, as it's about stretching yourself to achieve mastery. It allows you to continuously challenge yourself to improve. 🙏