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Transactor

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Q What led you to pursue a career in M&A | the Financial Markets?

A I have always enjoyed working with numbers and data, and I find it rewarding to use financial analysis to identify trends and opportunities in the market. I appreciate the challenge of making strategic decisions based on financial data, and enjoy the intellectual stimulation of working in a fast-paced, dynamic environment.

I'm also quite big on global impact, and M&A and financial market professionals often work on transactions that have a significant impact on the global economy. For example, a successful M&A deal can lead to the creation of new jobs and the growth of entire industries. This was very appealing for me, as I wanted to make a difference on a large scale, making my presence felt.

Finally, the financial industry offers many opportunities for career growth and advancement, especially for people who are ambitious and hard-working. With the right skills and experience, it's possible to move up the ranks quickly and take on more challenging roles with greater responsibility.

Q What, in your opinion, is the hardest part of a M&A deal | financial market transaction?

A One of the hardest parts of a M&A deal is managing the cultural differences between the two companies. Merging two companies can be a complex process, and it's important to ensure that the cultures of both organisations are aligned in order to create a cohesive and productive new entity. This can involve navigating differences in communication styles, decision-making processes, and work habits, among other things. It can also be challenging to address any existing cultural issues or conflicts that may arise during the M&A process. However, with effective communication, collaboration and leadership, these challenges can be overcome, and a successful integration can be achieved.

Another challenge is ensuring that the deal or transaction is financially sound and meets the goals of all parties involved. This requires a deep understanding of financial markets, valuation methods and risk management strategies. Overall, M&A deals and financial market transactions require a high level of expertise, attention to detail, and effective communication and collaboration among all parties involved.

Q What is your favourite sector to do a deal in and why?

A Technology, particularly fintech – this sector has the potential to create real social impact. Many fintech companies are working to address financial inclusion; to help underserved populations to access banking and financial services, and I'm very passionate about financial inclusion and impact investing.

Finally, fintech is a rapidly growing industry with significant potential for innovation and disruption. As a socialist and investor, this presents an opportunity to support and invest in companies that are working to create positive social and economic change, while also generating financial returns.

Q What are some of the most important skills for success in M&A, and how have you developed these skills over time?

A To be successful in M&A, you need strong analytical and financial modelling skills, excellent communication and interpersonal skills, strategic thinking, attention to detail, flexibility, negotiation skills, project management skills, and knowledge of legal and regulatory frameworks related to M&A.

Having a background in Economics and working for the public sector during the early stages of my career helped me to develop some of these skills. Additionally, I developed the majority of them through a combination of education, training, and on-the-job experience, which I personally believe is the best way to develop any set of skills, regardless of one's higher education background/ learning.

Q The M&A industry worldwide has been a rollercoaster for the last few years – where do YOU think M&A in South Africa is headed, given our current political, economic, and social climate?

A It's worth noting that M&A activity can be cyclical, with periods of high activity followed by periods of slower activity. While it's difficult to predict when these cycles will occur, companies should be prepared to adjust their M&A strategies based on the prevailing market conditions.

Q What piece of advice would you give a young woman working on her first deal | transaction?

A Be confident in your abilities, and don't be afraid to speak up. Your perspective and insights are valuable, and you have a unique perspective to contribute to the team. Additionally, build strong relationships with your colleagues and clients. Communication and collaboration are key to a successful deal, and building trust and rapport with those you work with can help you to navigate any challenges that arise.

Most importantly, take care of yourself, working on a deal or transaction can be stressful, so it's important to prioritise self-care. Make sure that you're getting enough sleep, eating well, and taking breaks when needed.

FUN FACTS

I thought that, one day, I would be the president and change the world; and here I am – a president in Finance, backed by a very supportive team and management.

Dog or cat person: I'm a dog lover; I don't currently own one, but am in the process of getting one.

Words that your colleagues would use to describe you: Confident, fun, "good vibes" and a superstar.

Your worst trait: I arrange late night meetings with my team members, and they hate it – LOL. 🐾