



Roy Richardson
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Principal - Advisory



Q *What are the biggest energy deals you have worked on?*

A I acted as Corporate Advisor to Patrice Motsepe's Renewable Energy investment company, African Rainbow Energy and Power (AREP) for its investment in 9 REIPPPP Round 4 projects totalling 740MW which also included raising the requisite acquisition funding for such investment. Total deal size was R1.1bn. The deal was a landmark deal for the entity and represented its first investment into the renewable energy sector.

I also acted as Corporate advisor to Reatile Group on the take private of Hulisani Limited. Originated by Nedbank, the deal represented a significant investment into the renewable energy sector by a 100% black-owned and operated entity, embodying the important role that historically disadvantaged South Africans must play in supporting government's economic transformation and green economy agenda.

Q *How did you come to specialise in the energy field – did your career or the needs of the market take you in this direction or was it perhaps a personal choice?*

A I think it was both my career and a personal choice. I joined Nedbank in 2015 and was very quickly exposed to the enormous

opportunity that the Renewable Energy sector presented, particularly for Nedbank who has and continues to play a leading role in funding the vast amounts of capital required by our country to solve its energy requirements in a sustainable manner.

Q *Do you think this area of expertise requires any special attributes and if so, what would you say they are?*

A Aside from the obvious investment banking skills, I think patience and resilience are probably the two biggest attributes needed as a corporate advisor in the South African energy sector.

Q *Do you find this area of expertise to be an exciting field and if so, why?*

A There is no more exciting sector in South Africa than Renewable Energy.

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Power is arguably the single most critical sector in South Africa and is currently the topic of concern for all South Africans. Playing a role in finding a solution to this problem is very rewarding, particularly in light of the fact that a transition to renewable energy sources is a global imperative for the long term sustainability of our planet. ♻️

