



Quintin Hobbs  
Partner | Strategy and Transactions – Africa Service Line Leader

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## Background

- Quintin is the Strategy and Transactions service line leader for Africa, based out of the Johannesburg Office.
- Quintin is also the Africa region leader for the EY Valuations, Modelling and Economics sub-service line.
- He is also the Africa Energy and Natural Resources transactions leader and his key focus is on originating, executing and support clients in this sector doing transactions in Africa.
- Quintin is a Chartered Accountant (CA (SA)) and Chartered Financial Analyst (CFA).
- He joined the EY in 2003. He has almost two decades of valuations, corporate finance and transaction advisory experience.

## Skills

- Quintin has deep sector expertise in the following capital-intensive industries:
  - Energy & natural resources, working for mining clients in the gold, PGMs, base/non-ferrous metals, and bulks commodity sub-sectors, oil and gas, green hydrogen, and other
  - Infrastructure, including power, renewable energy, utilities, transport
  - Banking and financial services
- His key transaction focus areas in these sectors include: valuations, merger and acquisition lead advisory services, feasibility studies, financial modelling and stock exchange advisory services.
- Quintin's skills include corporate finance, capital allocation, capital structuring, portfolio reviews, transaction and corporate portfolio strategy, project finance, ESG strategy and due diligence, financial modelling, economic analysis

## Professional experience

Corporate finance, capital allocation and strategic advice:

- Balance sheet optimisation for the Industrial Development Corporate of South Africa
- Lead advisory buy side M&A services to a Indian coal company, Sell-side lead advisor to an Australian mining company upon successful sale of its South Africa exploration assets
- Dividend advice and modelling for ARM on their shareholding in Assmang
- Independent advisor to the board of >15 JSE listed companies upon buy-outs, delistings, offers, and other transactions
- Review and optimization of African Development Bank's non-sovereign/private sector lending & project finance operations
- Regulatory support, economic advisory services and financial modelling to support Eskom in submissions with the regulator and government regarding tariffs, financial support and economic sustainability
- Funding model for Sasol Limited: Development of an integrated funding financial model to manage group liquidity, funding needs and capital structure decisions
- Project finance advisor to ERG on an African copper project. Capital raise for Arkein Capital for a titanium project; building a bankable financial model, compiling a teaser & IM and debt and equity capital raise lead advisor.
- Economic advisory services to the World Bank to support the World Bank in its interactions with National Treasury of the Government of the Republic of South Africa on the South African mining sector

Valuations:

- Valuation of 41 African project finance assets for the AfDB as part of a portfolio review and monitoring process..
- Valuations of various infrastructure investments for the Public Investment Corporation that include renewable IPP projects (PV,CSP, wind, gas) toll roads, power plants and manufacturing facilities .
- Valuation reviews for EY audit teams of a wide number of clients including Absa, Nedbank, AngloGoldAshanti
- Valuations of a number of infrastructure assets for AIIM for fund reporting and transaction purposes..
- Fixed asset / capital equipment valuations: Valuation of Eskom's generation, transmission and distribution assets for tariff purposes. Valuation of mining underground, above ground and processing fixed assets for Harmony Gold, Stillwater Sibanye, Impala Platinum and others. Valuation of various power plants across Africa.

Transaction support valuations

- Valuation of a number of banks in East Africa for M&A transactions
- Valuation of Stillwater Mining, the largest US PGM producer upon acquisition by Sibanye Gold in a \$2.2bn transaction. Valuation of North American Palladium (NAP) for purposes of acquisition by Impala Platinum in a \$800m transaction. Valuation for Harmony Gold of the South African assets of AngloGold Ashanti acquired by Harmony
- Demerger of South32 from BHP Billiton - Valuation of BHP Billiton's African operations for the demerger