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PIVOTAL¹⁸⁰

EMPOWERING GOVERNMENTS





EMPOWERING GOVERNMENT DECISION MAKING

Infrastructure | Energy | Mining | Agriculture | Manufacturing

Pivotal180 provides advisory and capacity building for policy, finance, procurement, risk, and asset management decisions to Government clients globally. Our advisory team doesn't transact and walk away. We coach and guide you through transactions to build your own institutional capacity. Our customizable in-person, livestreamed, and online self-paced courses teach you real skills, not just theory.

Learn from experts who have raised billions of dollars of equity, bought and sold companies, advised both private and public sector clients on transactions, served on boards, teach at Ivy League Universities, and have worked with people from over 100 countries across the globe.

Pivotal180's expertise has been relied upon to support the US Government's financial recovery post-COVID. Our team guided policy-makers on a resilient infrastructure bank to boost the economy. We can help you develop policy, analyze benefits, and implement strategies post-COVID to provide jobs and financial stability.



THE PIVOTAL180 DIFFERENCE



Building institutional capacity

Pivotal180 does not just advise on transactions and walk away, we build institutional capacity, transferring critical skills and knowledge to our clients in the fields of infrastructure, energy, transportation, mining, agriculture, manufacturing and services. We advise and coach you on transactions and market structures, government policy and incentives, and asset management practices.



Transaction mentorship

Every advisory engagement is structured to include significant coaching and mentorship. We don't conduct analysis, develop policy or close deals for you. We do it with you. We insist that our clients are actively engaged as a part of the team, taking ownership of analysis and decision making.

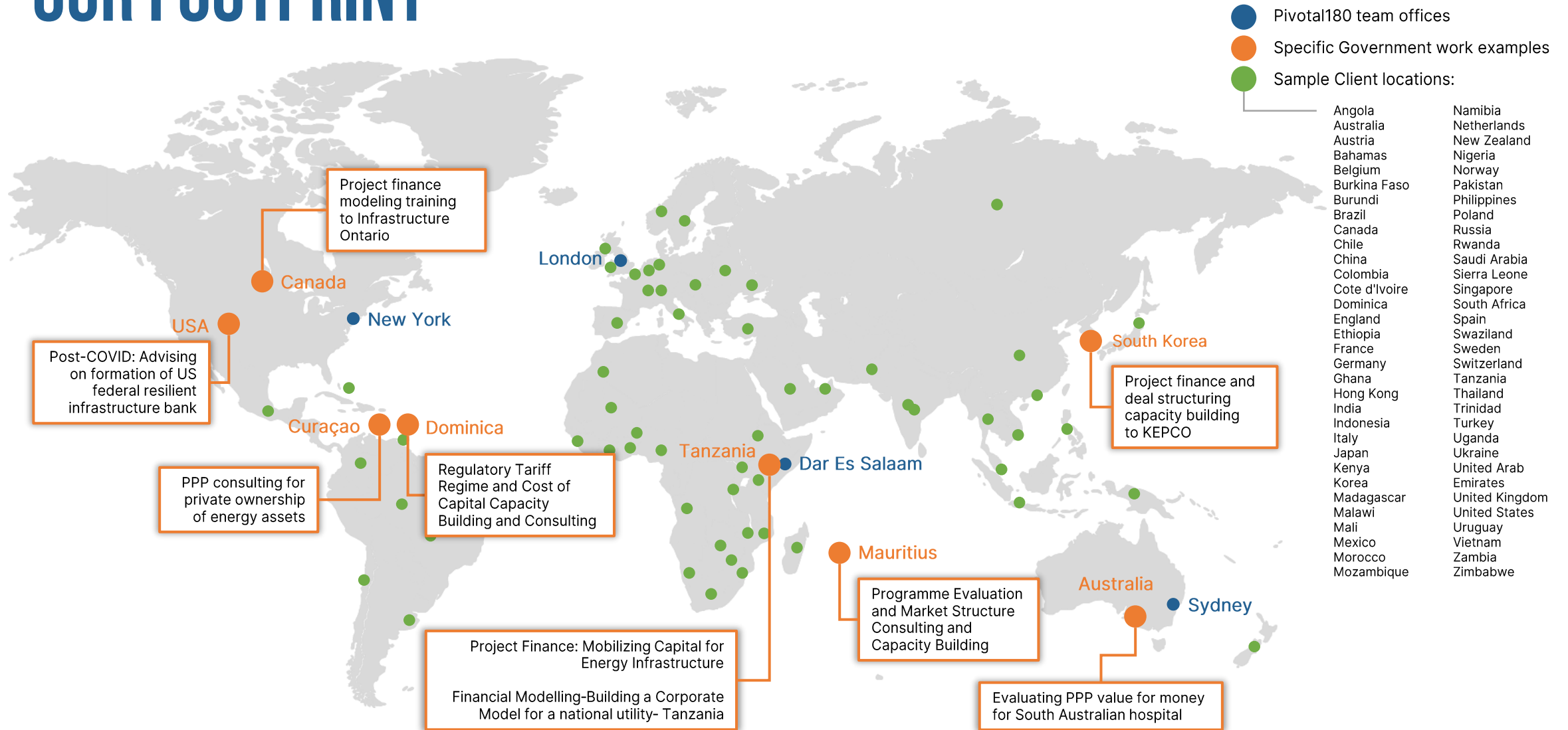


World-class teaching

We provide full transparency, exposure and explanation of the underlying concepts, documentation, tools and best practices. Our greatest goal is empowering government ministries to break the cycle of dependency upon transaction advisors and foreign consultants. We don't want our clients to rely on us in the future. We want them to stand strong on their own.



OUR FOOTPRINT





OUR ADVISORY OFFERING



POLICY

Forecasting and quantifying the economic impact of policy decisions that inform project development and investor behaviour (e.g. how do changes in tax policy incentivize different investors)

Designing partnerships between public and private sector participants most favourable to local citizens and rate payers (e.g. determining a reasonable tariff structure).



FINANCE

Designing the terms and conditions required for development projects to be financeable and with appropriate risk allocation (e.g. how to minimize government guarantees when possible)

Financial modelling and analysis (e.g. determine the total benefits to all parties to a transaction)

Estimating the cost of capital required by lenders and equity investors (e.g. to estimate a reasonable price to pay for an asset)

Conducting due diligence (e.g. review the legal documents and commercial terms of a proposed deal).



PROCUREMENT & RISK

Evaluating the credibility, qualifications, and likelihood of contract failure of parties bidding in a Government run auction

Reverse-engineering private sector economics to assess if pricing is reasonable and fair to the citizens executing hedges and hedging strategy

Ensuring that corporate governance, approval rights and the financial structure are designed to protect the interest of government stakeholders in public private partnerships.



ASSET MANAGEMENT & VALUATIONS

Best practices in managing a contract/asset with external parties (e.g. what reporting is required)

Restructuring and renegotiating unfavourable contracts that harm citizens and taxpayers (e.g. negotiate a new tariff the private sector will receive)

Asset valuations

Expert witness services (e.g. provide a fairness view on a particular transaction).

.... CAPACITY BUILDING — OUR MODEL



We empower our clients to be self sufficient: We develop your skills and knowledge which can be applied in policy analysis, financial analysis and transaction and market structuring.



We offer public courses, online self-paced training, online livestreamed courses and in-house workshops which can be custom-tailored to fit the specific needs of a client. Our training is based on local needs, incentives and tax regimes.



Courses can be tailored towards a specific sector, such as: Infrastructure (Power, Water, Transport, Healthcare and Education), Minerals and mining, Agriculture, and Manufacturing.





CAPACITY BUILDING — WHAT WE COVER

Courses tailored to Infrastructure, Energy, Mining, Agriculture, or Manufacturing sector

- Financial modeling
- Structuring transactions
- Public Private Partnerships (PPPs)
- Government value for money analysis
- Understanding and negotiating legal documents
- Government risk
- Presentation skills
- Financial planning, budgeting and forecasting
- Valuations
- Restructuring and renegotiating contracts
- Negotiation skills
- Best practices in asset management
- Sector best-practices and planning



OUR ADVISORY OFFERING



DANIEL GROSS
PRINCIPAL

*Lecturer, Yale University
Adjunct Professor, Columbia University*

Daniel Gross is a private equity professional focused on the energy sector, with a specialization in renewable energy and clean technology. He has served as a principal investor at firms including GE Capital and Goldman Sachs. He is also a professor, teaching project finance and financial modelling at both Yale University and Columbia University. His consulting practice has advised a variety of corporate and government clients, and he has provided finance training in Sub Saharan Africa, North America, Latin America, and the Middle East. As the main lecturer in the 5-day course “Finance, Contracts and Risk Mitigation for Private Power Investment in Africa” offered annually at the University of Cape Town Graduate School of Business since 2018, he has taught government officials and regulators from across the African continent.



HAYDN PALLISER
PRINCIPAL

*Adjunct Associate Professor, Columbia University
Lecturer, Yale University*

Haydn Palliser is an expert in both project finance and financial modelling. He serves as an Adjunct Associate Professor at Columbia University, teaching a course on renewable energy project finance modelling and is a lecturer at Yale University. He has extensive experience providing training programmes globally as well as customized advisory services to clients in Africa, Europe, Latin America, Asia, the Middle East, and North America. He served as a financial advisor in South Africa's renewable energy auctions (REIPPP rounds 2, 3, and 4), helping private participants to build financial models and review commercial documents for their bids. He has advised both Government and the private sector in project finance transactions globally.



FLORENTINA MUTAFUNGWA
EMERGING MARKETS SPECIALIST

Ex-World Bank

Florentina is a specialist in Government advisory and capacity building in Emerging Markets. She designs and implements consulting and training programs within the energy and infrastructure sectors in Africa. Florentina is inspired to make a difference in the Africa region. After graduating from Dalhousie University of Halifax, she moved back to Tanzania to work with the World Bank as an Energy Specialist. She spent 5 years designing and implementing supervision of Bank-Funded energy projects. She has a track-record of preparing carefully developed courses based upon real-world skills development and rooted in a “teach a person to fish” framework.

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