



GERRIT ELOFF

ACTUARY SPECIALISING IN FINANCIAL MODELLING

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ABOUT ME

I have been working in a multicultural & multinational environment for the majority of my career.

Qualified actuary through the Institute of Actuaries in London and have extensive experience working with Executive Committee members, Board Members and Shareholders; assisting them in defining strategy based on detailed data analysis and predictive financial models.

I have 20 years of broad financial modelling experience spanning across the full business planning cycle, from initial financial assessment, pricing strategies, business sensitivity analysis, valuations, funding structures to investor negotiation modelling.

I have worked with most of the large consultancy and banking groups across the globe.

CAREER HIGHLIGHTS

- 2007
Part of the management team raising \$480m of funding for a Middle East based Telecommunications operation
- 2014
Independent board member, chairing the risk committee and serving on the investment and audit committees
- 2015
Board advisor for a management buy-out private equity investment successfully doubling the investment value
- 2016
Built financial models and debt structure models for a pan African telecommunications client successfully raising \$370m in new equity and debt. The largest fund raising in Africa post 2008 market crash

EDUCATION

- 1999
Bachelors of Commercial in Actuarial studies, University of Pretoria, majored in Mathematical Statistics
- 2012
Qualified Actuary registered with the Institute of Actuaries in London, majored in Investment and Finance

HOBBIES



SKILLS

Pricing strategies & profitability analysis

Big data trend/correlation analysis

Full business forecasting (revenue, cost of sales, OPEX, depreciation /amortization, taxation, CAPEX /reinvestments /replacement, working capital forecasts

Funding models, cash in and out flows (holidays /fees /interest /repayments) for complex funding structures

Valuations (DCF, terminal value calculations, EBITDA /FCF multiples, payback periods, IRR)

Break even analysis

Business driver sensitivity analysis & scenario modelling

INDUSTRY EXPERIENCE

Telecommunications & Media

Property /Construction /Plant

Hotel and Tourism

Aviation

Advertising

IT

Recruitment /Talent

Energy

Private Equity

Mining

EXPERIENCE

Experience working in over 20 countries and territories spanning Africa, Middle East, Russia, UK and Canada with and for a multitude of local and international companies

