

# MOHAN VIVEKANANDAN

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## PAN-AFRICAN INFRASTRUCTURE INVESTOR & ADVISOR (25+ YEARS)

*Energy, Infrastructure & Project Finance ▪ Clean Energy, Climate & SDG Finance ▪ African Business Development Strategy Development ▪ Global/African Partnerships & Alliances ▪ C-Suite and Board Experience*

### ACHIEVEMENTS

- Group Executive: Origination & Coverage for **Development Bank of Southern Africa (DBSA)** from 2017-2025. Led the pan-African deal origination and client relationship management division composed of eight business units and 55 staff. My team **originated and concluded 100+ deals worth >ZAR100Bn (c. \$5.5Bn)** in funding
- Member of DBSA executive team from 2014-2025 which delivered **5X improvement in net profit** (from R787m to R5.0Bn), **doubling in annual financing** (from R9.2Bn to R17Bn) and **140% growth in assets** (R50Bn to R120Bn)
- Board Chairman and shareholder of **Infrastructure Specialist Group**, leading Southern African producer of precast concrete products for civil, municipal and built environment projects, with 19 factories and >1,000 employees
- Senior Advisor Urban Development for **African Development Bank**, focused on climate reliant, sustainable infrastructure
- Member of several global development initiatives with a focus on private sector led investment in Africa (WEF/OECD Sustainable Development Investment Partnership, SADC DFI Network, WEF Global Futures Council on SDG Investment, OECD Private Finance for Sustainable Development PF4SD)
- Adjunct professor of development finance at University of Cape Town Graduate School of Business since 2019.

### PROFESSIONAL EXPERIENCE

**Chairman and Owner** | INFRASTRUCTURE SPECIALIST GROUP (PTY) LTD, Johannesburg 1/2025 – Present  
ISG is the leading producer of precast cement products in South Africa, Botswana and Namibia, operating 19 manufacturing facilities and employing over 1,000 people. I led the ~R300m acquisition of ISG from its previous shareholders in 2024, securing senior and mezzanine debt financing from the Industrial Development Corporation and Rand Merchant Bank. ISG continues to deliver strong operational and financial results under our ownership and paid its maiden dividend to funders in late 2025.

**Managing Director** | BALLAST (PTY) LTD and EYE STRIPE HOLDINGS (PTY) LTD, Johannesburg 1/2025 – Present  
I leverage my knowledge and relationships as a senior executive in African infrastructure and development financing to provide transaction/fund raising advisory services and lead proprietary investments.

- **African Development Bank** – Senior advisor for urban infrastructure and municipal financing.
- **West African Energy Company** – Fund raising for multiple gas-to-power and solar PV projects.
- **South African Solar PV + BESS Company** – Fund raising for South African and Rest of Africa investments at a project and holding company level. Company has c. R800Mn in existing assets and R5Bn+ pipeline (Southern Africa focus)
- **South African modular AI data centre company** – Fund raising to support the expansion of a South African startup focused on decentralised, modular data centres offering GPU as a service.

**Group Executive: Origination & Coverage** | DEVELOPMENT BANK OF SOUTHERN AFRICA, Johannesburg 9/2017 – 3/2025  
DBSA is a leading financier of sustainable infrastructure and energy projects in Sub-Saharan Africa. I was a member of the DBSA executive committee and investment committee, with accountability for deal origination and client relationship management. I managed investment partnerships and alliances with African and global banks and investors. Led eight

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sector directors and a team of 55 staff spanning South Africa and rest of Africa, across energy, transport, ICT, water/sanitation, education, health, affordable housing and municipal sectors.

### **Notable Accomplishments:**

- Achieved ZAR100Bn in lending (c. \$5.5Bn) for 100+ transactions over seven-year period from 2018 - 2024
- Developed significant pan-African presence for DBSA. Countries outside SA account for >50% of financing
- Expanded DBSA presence into new sectors – Geothermal energy, Battery/critical minerals, affordable housing
- Built and manage alliances with key global and African investment partners: E.g., World Bank Group, African Development Bank, African regional development banks (AFC, AfrExim, TDB Bank and EADB), national DFIs (KfW/DEG, AFD/Proparco, US DFC/USTDA, BII) and global institutions (World Economic Forum, OECD, UN)
- Developed the SADC DFI Infrastructure Working Group to jointly originate and finance projects in SADC region

**Group Executive: Strategy** | DEVELOPMENT BANK OF SOUTHERN AFRICA, Johannesburg 4/2014 – 8/2017

Joined the DBSA as an executive responsible for strategy, research and partnerships. Led five business units (Corporate strategy, Business transformation, Knowledge Management, Strategic Partnerships and Communications/Marketing) composed of a team of five managers and ~25 staff.

### **Notable Accomplishments:**

- Changed DBSA focus from public sector balance sheet lending to project finance and early-stage project investments to unlock infrastructure. Set a target of R100Bn per annum in infrastructure catalysed (~2% RSA GDP).
- Programme lead for 2017 organizational restructuring of the DBSA. Developed a client centric organization with centres of excellence for financing and project development. Achieved buy-in from staff, Board and shareholder through a comprehensive change management process and targeted communication.

**Principal, Associate Principal** | PARTNERS IN PERFORMANCE, Johannesburg 6/2011 – 3/2014

Responsible for business development and project delivery for multinational clients in mining and metals processing industries. Member of the Africa leadership team. Delivered projects with EBIT impact of \$100M for seven clients in gold, platinum, thermal coal and mineral sands sectors. Led projects in Southern and West Africa.

**Director: Management Consulting** | HATCH MANAGEMENT CONSULTING, Johannesburg 10/2009 – 5/2011

Led the African management consulting practice for Hatch, a global engineering, technical and project management consultancy with 8,000 employees in 65 offices. Responsible for business unit P&L and team of six permanent employees. Supported Hatch's engineering-focused business units with business development and strategic planning.

**General Manager: Business Improvement Group** | HOLLARD INSURANCE, Johannesburg 7/2008 – 9/2009

Led strategy development and project management for the micro insurance unit of Hollard Group. The unit focused on selling low-cost life and health insurance products for low-income consumers through alternative channels. Channels included retailers, direct sales and mobile phones.

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**Executive Manager: Strategy** | SOUTH AFRICAN AIRWAYS, Johannesburg 4/2004 – 9/2006

Led the strategic planning and reporting unit for leading African airline. Responsibility for long term strategic planning and programme management office. Led strategic initiatives focused on cost reduction and revenue improvement

**Consultant, Associate Consultant** | BAIN & COMPANY, Johannesburg and Chicago 9/1996 – 5/2001; 10/2006 – 6/2008

Began career as consultant with Bain & Company in Chicago and transferred to Johannesburg. Earned promotions to the Senior Associate and Consultant roles and full sponsorship to complete MBA at Kellogg School of Management

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## EDUCATION & PROFESSIONAL DEVELOPMENT

**Master of Science Global Finance, Nov 2018** – NEW YORK UNIVERSITY STERN SCHOOL OF BUSINESS/ HONG KONG UNIVERSITY OF SCIENCE & TECHNOLOGY

**Master of Business Administration, Jun 2002** – KELLOGG SCHOOL OF MANAGEMENT Evanston, IL, USA

**Bachelor of Arts, Economics and Mathematical Methods in Social Sciences, Jun 1996 (Graduated with Honors)** – NORTHWESTERN UNIVERSITY Evanston, IL, USA

**Project and Infrastructure Finance Programme, May 2016** – LONDON BUSINESS SCHOOL London, UK

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## BOARD ROLES, INITIATIVES & ASSOCIATIONS

Board Chairman and Shareholder – **Infrastructure Specialist Group (Pty) Ltd** (Jan 2025 – present)

Adjunct Professor – **University of Cape Town** Graduate School of Business (2019 – present)

Board Member – **Africa Infrastructure Development Association** (2024 – present)

Board Chairman – **SADC Development Finance Resource Centre** (2022)

Board Member – **SADC Development Finance Resource Centre** (2014-2016; 2021)

Member – **OECD DAC Blended Finance Principles** Senior Advisory Group (since 2018)

Member – **World Economic Forum (WEF) Global Futures Councils** on Sustainable Investment (2019/20/21/22)

Founder and Lead – **WEF/OECD Sustainable Development Investment Partnership Africa Hub** (2016-202)