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Q *What is your favourite sector in which to do a deal, and why?*

A I generally enjoy working on transactions in the social infrastructure space. They provide a level of personal fulfilment, in that there's a physical building or project that one can point to, as something they've contributed to for the good of society. Lately, I'm enjoying working on transactions in the energy sector, as I feel that I am assisting, in a small way, with the improvement of the country's electricity generation capacity.

Q *What, in your opinion, is the biggest difference between working on an external advisory team and being on the in-house M&A team?*

A Having acted as both part of an external advisory team and as part of an in-house team, the biggest difference I have seen is the length of involvement in the transaction's lifespan – at least from a financing perspective. As a member of an external advisory team, one is often introduced to the deal at transaction document's stage, and the role is often limited to one specific field of expertise. The role of the external advisory

team often ends at closing, and sometimes extends to signing off post-closing conditions. The in-house M&A team, however, is involved in structuring the deal, deciding on key terms of the transaction, the transaction documents stage, and the post-close life of the transaction. In-house teams have full sight of the transaction – from commencement to 'life after the deal'. For instance, if there was funding provided for the deal, in-house transaction teams will continue to be involved in monitoring the funding performance, including monitoring any covenants that may have been contracted for.

Q *What advice would you give a young woman working on her first deal?*

A Take all the learning opportunities that come your way. In addition to technical competence, a key skill for M&A transactions is understanding the reasons for the transaction and the overall intention of the parties. This is learnt through listening to the negotiations, key points of contention, and agreements reached during the negotiation stage. This allows you to tailor your advice to the deal at hand, as opposed to "throwing the (legal) book" at the parties. Your first deal (and the next few) will be a good

opportunity to ask your team a lot of questions as the transaction moves along, so that you understand why certain decisions are made, and if there may be differences in how certain matters are handled in different transactions.

Q *What do you do to unwind and get away from the stress of work?*

A I spend time with the people I love, and develop my personal skills through new hobbies. In the last year, I have picked up ball room dancing lessons, taken a flight lesson, done some travelling, started reading poetry anthologies, and I'm working on becoming a dessert connoisseur.

FUN FACTS

Favourite colour: Lavender Rose.

Current book on your nightstand:

The Space Between Us (Poetry and Prose) by Courtney Peppernell and Zack Grey.

Unusual hobbies: Woodworking, specifically making household and outdoor furniture.

Preferred holiday destination: Türkiye, on a tour of the natural sites in Istanbul, Trabzon, Ankara, Izmir, Selcuk and Pamukkale. 🇹🇷