

Monica Griessel

Associate Director | Head of Sponsor Division



PSG CAPITAL

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

A The corporate finance and sponsor world is dynamic. Every transaction is unique and offers a steep learning curve when just starting out. The advice I would give to a young woman working on her first deal is threefold, namely –

- Clearly identify the team's expectation of your role in the transaction. This upfront understanding will assist in aligning the team's vision and contribute to successful deal execution.
- Ask as many questions as you can (in the right forum) and understand the 'why' on workstreams performed.
- Use every opportunity to cultivate connections with colleagues, mentors and clients, as relationships often pave the way for opportunities and growth in the corporate world.

Q *What was the toughest deal you have worked on and why?*

A I have been involved in many transactions over the years, each presenting its own unique challenges from a regulatory and timing perspective. However, one of the more recent deals I have worked on was a transaction comprising two Category 1 transactions. The timing of the agreements being concluded for these transactions was absolutely critical, which then had a knock-on effect on the regulatory process. Ordinarily, the process of distributing a circular can take up to 60 days from the time a transaction is announced to the market, but due to the urgency of concluding the transaction and

holding a general meeting in time to ensure the deal did not fall through, we had to accomplish this in just two weeks.

This accelerated timeline required an incredible amount of coordination and teamwork between advisors, the client and regulators. Many hands were involved, each contributing their expertise to ensure everything was done meticulously and efficiently. It was a true testament to the power of collaboration and the dedication of our team. Despite the pressure and the tight deadlines, we managed to pull it off successfully, demonstrating our commitment and ability to handle even the most demanding situations.

At PSG Capital, we have a saying: "If it was easy, everyone would do it" – and it couldn't be more true.

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

A The sponsor team at PSG Capital looks after 36 equity and debt clients, and is sector agnostic. I have been lucky enough to engage with and assist companies in all types of industries, which has provided me with exposure to a wide variety of experts and knowledge in respective fields, like banking, property, retail and agriculture, to name only a few. As a result of being exposed to all sectors, I have not developed a preference over the years, but rather enjoy the diversity my role provides.

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

A To unwind and get away from the stress of work, I turn to exercise. It's the best

part of my day and gives me the energy and confidence to tackle each day with motivation. It sets the tone for my day, and it is a non-negotiable, considering my love for good food! In the evenings and on weekends, I spend time with my family, and this helps me to unwind after a busy day.

Q *When things go wrong, what advice would you give about moving on?*

A My 5-year-old son comes home after his weekly class of jiu-jitsu and tells me what he learnt: "Mommy, you must get up and carry on". This is not only relevant in martial arts, and most sports, but similarly in the corporate finance and sponsor world. It is essential to remember that setbacks are a part of the journey, but it's how we respond that defines our progress and success. When things go wrong, remind yourself that every problem has a solution, and be proactive in identifying the next steps to keep the transaction moving forward. Don't let anyone around you dim your light, nor doubt your ability to get workstreams across the line.

FUN FACTS

Favourite restaurants:

JAN Restaurant and Wolfgat

Favourite colour:

All shades of blue

What genre of music would one find on your favourite playlist?

A selection of good country songs

Preferred holiday destination:

Anywhere tropical / beach holiday! 🏖️