



Sharlinee Nayager

Head: Legal, Risk and Compliance

Q&A

Q What led you to pursue a career in Private Equity?

A Private equity plays a vital role in the lifecycle of an economy, and allows us to help build and develop small and medium companies. At the same time, it enables these companies to have a meaningful impact on the communities around them. The ripple effect of this impact can be felt, not just through a vast number of people, but often through generations of a community. The social component of what private equity can enable and develop is often understated, but the impact is profound and meaningful, and this is the part of PE that I enjoy. PE can really be a catalyst in our country, and being part of such a vital cog in the engine of our economy is fulfilling.

Q What, in your opinion, is the hardest part of a PE deal?

A The hardest thing is achieving the perfect balance of needs and requirements between a purchaser and seller. The negotiating to ensure that all parties are happy at the end of the day, while making sure to conclude deals that are to the best benefit of the fund in the long term. These are often long processes, and can be challenging. Fund Managers are also in the business of trust. Building rapport and trust with each party is crucial in ensuring the success of a transaction. Without the trust component, deals often fall through or are not successful. Before consideration of the commercial benefits, the building of a trust relationship is vital.

Q If you could change one thing on your career path to date, what would it be and why?

A Getting into PE earlier. I would like to have spent more time in my career developing and progressing my PE skills and expertise. The industry has developed considerably in the last 10 years, and it would have been great to be part of that development. I have a legal background with an LLB, and I've always been part of the Financial Sector after moving out of working in a private practice. My LLB skill set is a great foundation to build on in the PE space, as it brings a varied form of critical and analytical thinking, as well as negotiating skills. Had I have moved into the industry earlier, I could have better understood some of the historic challenges through experience.

Q What piece of advice would you give a female entrepreneur looking for funding?

A Highlight and emphasise your expertise and skillset. Ensuring that you lead with your strengths puts you in a more confident space. Networking is important, in order to get in touch with the greatest number of people and funding opportunities. Keep a keen eye out for funding sources that support and focus on female entrepreneurs. These companies and individual funding sources and programmes are sometimes specifically designed to support entrepreneurial women. Research and identify potential sources of funding that focus on supporting women-led businesses. These organisations often

understand the unique challenges that women face in entrepreneurship, and can provide valuable resources and support.

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

A Other than spending time with family and friends, I have an unusual hobby of participating in online and VR gaming. Growing up with three brothers, I was left with no choice but to join in with the games, and I found it to be rather enjoyable. It's a vast contrast to what I do on a daily basis, and a welcome "brain break". It also promotes agile and strategic thinking, and allows you to expand your perspectives. In addition, my husband and I are foodies, and we love to try out new places to eat and experience.

FUN FACTS

Favourite Colour: Yellow.

Favourite restaurant: Kolonaki Greek Kouzina.

Dog or cat person: Dog.

Item ticked off your bucket list: Walking on the Ocean Floor.

Item not yet completed on your bucket list: Visiting Machu Picchu.

Preferred holiday destination: Lake Como, Italy. 🇮🇹