

Deloitte appointment of new **Deputy CEO for East Africa** will help reshape the region's future



Joe Eshun
Deputy Chief Executive Officer, Deloitte East Africa

"Joe has an impressive track record in East Africa and is respected for the depth of his knowledge and passionate commitment to contributing to the future of this region. He will bring a wide range of skills to his position and will assist in helping our clients to meet the complex challenges within the region. I look forward to working closely with him as he moves forward in his new role."

- Sammy Onyango, Chief Executive Officer, Deloitte East Africa

"I am honoured to be entrusted with the role of Deputy CEO for Deloitte in East Africa. The region is entering an exciting time. In an environment of constant change, I look forward to being part of the team helping to assist clients and, in the developmental space, playing a part in seeing clients' projects bring a new, brighter outlook for those in need in the East Africa region."

- Joe Eshun, Deputy Chief Executive Officer, Deloitte East Africa

East Africa is a regional focal point for business in Africa and a region to which many aspirant investors turn their attention when entering business in Africa for the first time, or when expanding their interests from bases in other sub-Saharan countries.

The region's "vital statistics" point to its importance. It is home to about 285 million people across eight countries, and it boasts an economy that has grown to about USD 200 billion and recorded a GDP growth of 5.6% in 2015 – the highest growth achieved in Africa during the last two years.

As the region continues to concentrate on building an investment-friendly climate for prospective investors, the strategic role of professional services firms across the public and private sectors becomes increasingly important. It is at this crucial time in the region's development that Joe Eshun assumes the role of Deputy Chief Executive Officer of the Deloitte East Africa region on June 1, 2016. He retains his other responsibilities as Clients & Industries Leader and Chief Strategy Officer for the region.

Joe Eshun joined Deloitte in Tanzania in 2001 and was in 2006 appointed a Regional Consulting Partner and Regional Leader for Strategy & Innovation. He later became the East Africa Public Sector Industry Leader and represented Africa at a global level.

During the last 10 years, he developed financial products designed to meet the needs of international lending agencies operating across the region. His mastery of the field resulted in him serving global organisations such as the USAID, IFC and the World Bank in East Africa.

He took on the responsibility of managing the Consulting business at Deloitte and focused on developing the firm's talent. Many of those he identified are now aspiring partners in the Deloitte network of practices in East Africa, whilst others have senior positions in commerce and industry within and beyond the region's borders.

It is these interactions that have laid the foundation for what Joe believes are the essential elements required for successful partnership with colleagues and clients, namely the ability to work within teams and to cultivate deep relationships built on trust.

He points to several major successes at Deloitte that mirror these values and have resulted in the firm's indelible footprint being established in several sectors, especially the health, infrastructure, construction and agricultural sectors of the regional economy.

These successes include:

- **The delivery of three major health programmes in East Africa**
The impact has been felt on thousands of HIV patients and also seen more than a hundred civil society organisations in Uganda receive grants to help them implement various projects geared towards fighting HIV and AIDS. Deloitte has partnered with institutions to build capacity so that the nutritional status of children and pregnant and lactating women could be improved.
- **Providing technical assistance to various institutions in the governance and leadership space**
- **Providing employment to outstanding talent in the region and assisting them to reach their full potential**
Deloitte is currently working with a leading financial institution to recruit and groom fresh graduates. In addition, the firm is managing the YALI East Africa programme, Barack Obama's initiative to support young minds with the tools, training and technology to promote leadership.
- **Being involved with the development of a transit system for which Deloitte developed a business plan and financial models**
- **Working with multiple stakeholders to develop the region's agricultural potential by catalysing large volumes of responsible private investment**

As Deputy CEO for Deloitte East Africa, Joe's other equally important focus will be on ensuring that Deloitte clients, both present and future, benefit from the firm's ability to call on global expertise whilst providing experienced, local support for clients across the East Africa region. This ensures that clients receive the advisory, audit, tax, consulting and business expertise that has made Deloitte a sought-after partner in the region and that they also benefit from the firm's ability to monitor and apply global trends locally.

Key trends that will continue to be harnessed for clients across the East Africa region are:

Embedding purpose

Deloitte's commitment to its clients, people and stakeholders, as with everything it does, is grounded in its purpose – to make an impact that matters. Purpose is therefore at the core of its approach to business, whether it be in Kenya, Rwanda or Tanzania, or the other regions in which it operates across the continent.

An embedded purpose is integral to the delivery of value-added services to clients, as it keeps Deloitte's focus on identifying challenges, issues and, most importantly, opportunities for its clients, its employees and the broader societies from which the firm draws its strength.

A focus on quality

Quality is achieved through harnessing and integrating high levels of specialised expertise across a number of sectors, cutting-edge technologies and ensuring that clients have access to bespoke services designed to help them achieve their objectives.

At Deloitte, achieving quality results for clients means constant engagement with government and regulators and acting as a facilitator that builds trust among all role players in the economy.

Differentiation through technology

Deloitte not only offers distinctive audit and tax advice and professional business services, but leads in fields that will become the business tools of tomorrow. Some of the technologies that engage Deloitte's brightest minds are cognitive technologies, analytics, the cloud, digital developments, the cyber world and securing clients against the growing global threat of cyber-crime.

Inspiring the brightest minds

Recruiting and retaining exceptional talent requires making an investment in people that appeals not only to their heads, but also their hearts.

At Deloitte this involves creating an environment where people can grow careers by taking advantage of development opportunities, mentorship and the mobility offered by the international network. Combining these elements with those that appeal to the heart (by allowing people to become part of a team, explore opportunities and innovate) creates a workplace where being "the best you can be" is achievable.

Delivery

By consistently delivering business solutions based on combining African and global capabilities, Deloitte builds partnerships that rely on collaboration and intimate knowledge of local clients and their needs.

To Sammy Onyango, CEO of Deloitte East Africa, the appointment of Joe Eshun means building a Deloitte that can maximise its contribution to a developing East Africa.