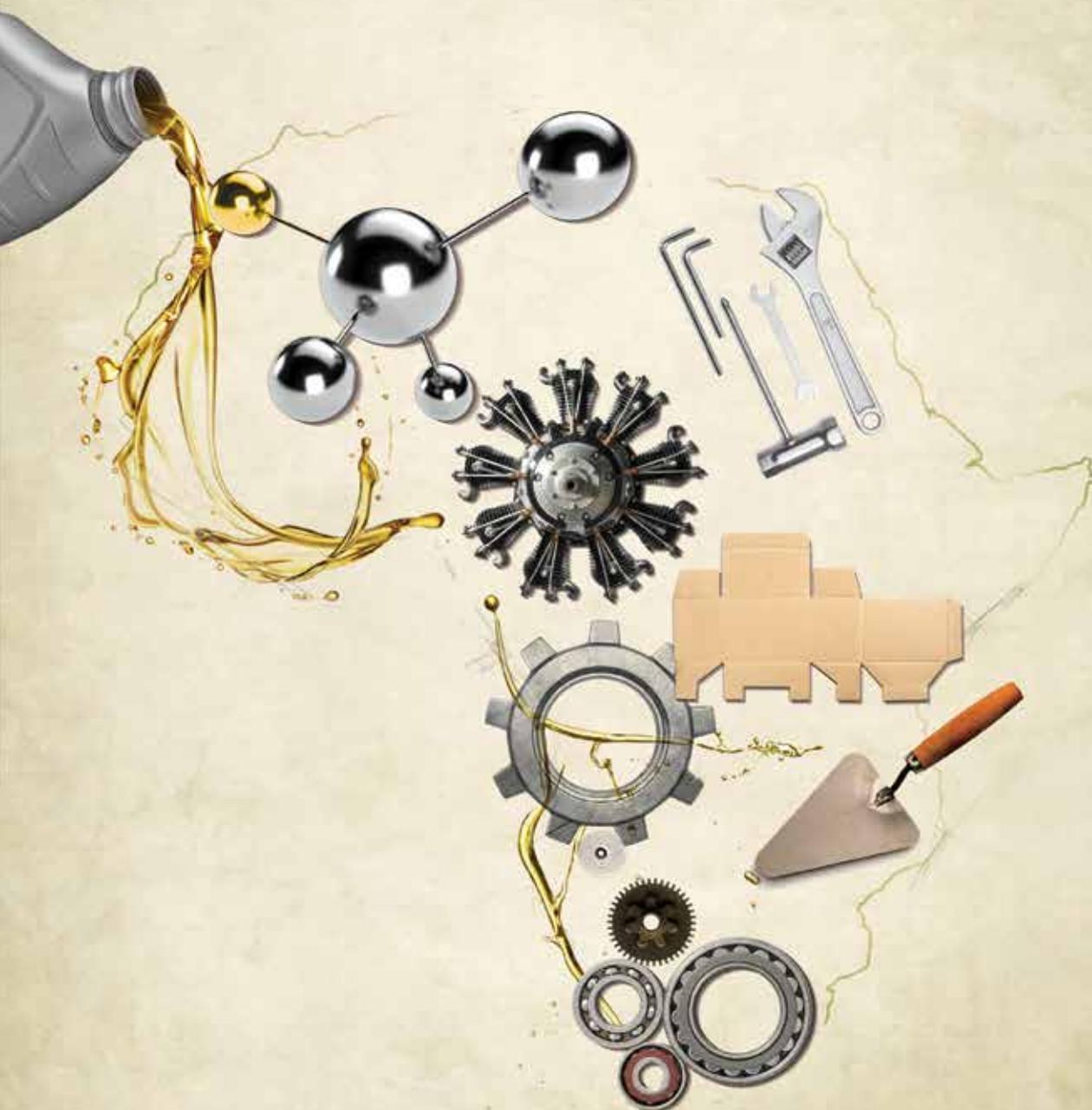


Deloitte.

Manufacturing Indaba
2015

Contact sheet



Deloitte Manufacturing: Enhancing competitiveness

As a proud knowledge partner to the Manufacturing Indaba for the second year running, Deloitte is optimistic about the future of manufacturing in Africa. The manufacturing industry is a key focus area for us; and as such, we have invested in this unique space to encourage collaboration between public and private entities as we believe that it will result in sustainable solutions and a more globally competitive industry.

Our deep understanding of industry trends and challenges, as well as our seamless collaboration with member firms across the globe, has contributed to our superior ability to service over 75% of the manufacturing industry companies worldwide, on the Fortune Global 500^{®1}. With our extensive experience and insights, we are well positioned to drive conversations that will propel the manufacturing industry in South Africa forward.

¹ Deloitte analysis based on the 2014 Global Fortune 500[®] list



Deloitte spokespeople



Karthi Pillay

Africa Manufacturing, Automotive and Industrial Products and Services Industry Leader

Email: kpillay@deloitte.co.za

Tel: +27 82 883 7337

Available to speak on:

- Industry 4.0 – The future of manufacturing
- Business process controls
- Large transformational projects and business risk management
- Governance and compliance

Karthi Pillay is an engineer and has 18 years of experience serving various industries including Oil & Gas, Mining, Aviation, Manufacturing and Construction. Karthi is the African Manufacturing & Automotive Industry leader. He is also part of the Global Manufacturing Executive team. Karthi has spent almost 14 years at Deloitte serving clients within the Risk Advisory space, focusing on advisory services on large transformational projects. As the leader of manufacturing in Africa, the focus is on helping our clients, both private and public sector to become more competitive within the global manufacturing arena. In his global role, Karthi focuses on cross border collaboration and advising clients in key geographies.



John Dixon

Global Manufacturing Forestry, Paper and Packaging Leader

Email: jodixon@deloitte.com

Tel: +1 704 904 2683

Available to speak on:

- Forestry, paper and packaging
- Industry 4.0 – The future of manufacturing

John Dixon has over 25 years' experience working with companies in the process industry. He is a member of the global manufacturing leadership team and is the global forestry, paper and packaging sector leader for Deloitte. He combines practical experience with a deep understanding of the industry to advise clients on strategic and operational improvements. He has experience in production management, processes and supply chain.

These experiences have enabled him to develop a deep understanding of process manufacturing and how to drive improvements through strategy and business process change.



Dave van der Merwe

Africa Manufacturing Construction Leader

Email: dvandermerwe@deloitte.co.za

Tel: +27 82 804 3827

Available to speak on:

- Construction

Dave is an associate director in our Strategy & Innovation Consulting practice. He focuses on capital projects and finance transformation across energy, resources and construction. He has extensive experience, strong leadership skills and strategic thinking capability, with expertise in finance, commercial, corporate strategy, and mergers and acquisition integration. He has also led teams in HR, payroll, safety, procurement, environment, and plant and form work departments. He has successfully turned around several businesses and has a deep understanding of performance improvement.



Patrick Earlam**Africa Manufacturing Chemicals and Tax Leader**

Email: pearlam@deloitte.co.za

Tel: +27 82 556 9464

Available to speak on:

- Tax risk management
- Tax strategy
- Chemicals manufacturing

Patrick leads the Chemicals Industry sector team for Deloitte Africa, as well as the Manufacturing Industry team for Deloitte Tax in Africa. Patrick has over 20 years of consulting experience, mainly in the areas of corporate income tax, tax strategy and tax risk management.

He coordinates multi-disciplinary teams on tax and related engagements for a number of large clients, primarily in the chemicals, construction and other manufacturing sectors.



Newton Cockcroft**Africa Director Government Grants and Tax Incentives**

Email: ncockcroft@deloitte.co.za

Tel: +27 82 371 8498

Available to speak on:

- Government grants and incentives

Newton has over 20 years' experience in government grants and incentives, focusing on research and development incentives, infrastructure incentives, manufacturing-related incentives and also supplier development and business optimisation incentives.

He has advised clients over a wide spectrum of industries, including the automotive, manufacturing, fast-moving consumer goods (FMCG), life sciences and healthcare, and petrochemical industries. Newton has also advised clients on grants and incentives in other African countries. He is a former chairman of the Incentive Consultants Association and has assisted the South African government in the design and development of grants and incentives. He also serves on the global Deloitte Grants and Incentives leadership team.



Gregory Benjamin**Africa Manufacturing Corporate Finance Leader**

Email: gbenjamin@deloitte.co.za

Tel: +27 82 568 3590

Available to speak on:

- Mergers and acquisitions in the manufacturing industry
- Capital raising and funding

Greg has more than 10 years' corporate finance experience in mergers and acquisitions (M&A) valuations and financial due diligence across various industries, and he currently leads the M&A advisory team in South Africa. He has advised numerous multinationals on cross-border transactions, including both inbound and outbound investments.

His recent transaction experience includes disposal and acquisition advice to industrial product manufacturers and construction companies.



Johan Oelofse**Africa Manufacturing Consulting Leader**

Email: joelofse@deloitte.co.za

Tel: +27 82 418 4039

Available to speak on:

- Operational excellence
- Supply chain

Johan is an associate director in the Deloitte Strategy & Innovation team, and he leads the Manufacturing practice. Prior to joining Deloitte, he spent a decade with Breakthrough Management Group International (BMGI) as Senior Client Partner, New Business Development Manager and Acting Country Director for South Africa.

He has worked extensively in the automotive, supply chain, operational excellence and financial services industries. He has widespread experience in strategy, innovation ideation, business process management, process optimisation, value stream assessments and project management.



Michele Townsend

Africa Manufacturing Risk Advisory Leader

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Tel: +27 82 441 7164

Available to speak on:

- Technology risk management
- Industrial control systems
- Data analytics

Michele is the Africa Manufacturing Risk Advisory Leader and is responsible for driving Africa integration for Technology Assurance and Advisory. She has 15 years' IT audit, risk and controls experience across multiple industries, including manufacturing, financial institutions and retail. She also spent time with Deloitte & Touche New York and Zurich, where she gained valuable exposure to large international clients and international best practice in respect of IT risk and control.



Ursula Fear

Africa Manufacturing Human Capital Leader

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Tel: +27 82 903 0603

Available to speak on:

- Human capital

Ursula Fear specialises in assisting organisations in making their people more effective in the workplace. Her specialities in talent strategies enable organisations to take their businesses to the next level. With a sound understanding of the employee value chain, she is well positioned to assist organisations in attracting, managing, developing and retaining key and skilled talent.



Werner Swanepoel

Africa Leader: Risk Advisory Data Analytics

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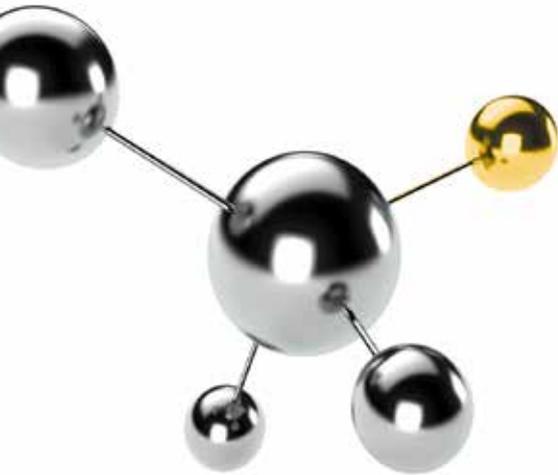
Tel: +27 82 442 5948

Available to speak on:

- Data analytics

Werner Swanepoel is a director in the Deloitte Data Analytics business, where his core focus is on data management. Over a career of 20 years, he has been involved with the development and implementation of varied information management solutions, ranging from plant maintenance to customer relationship management and business intelligence solutions. When he joined Deloitte in 2007, he had worked in engineering and financial services respectively.

Additional material and thought pieces



Manufacturing reports available for download on www.deloitte.com/za/2015manufacturingindaba

- The Future of Manufacturing: Making things in a changing world
- Industry 4.0: Challenges and solutions for the digital transformation and use of exponential technologies
- Deloitte on Africa: 2014 Africa construction trends
- Securing Industrial Controls: Don't be a victim of cyber-crime
- Deloitte Africa Private Equity Confidence Report: Private Equity Confidence Survey – West, East and Southern Africa
- 2015 Global Aerospace and Defence Outlook: Growth for commercial airspace; defence decline continues

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