

Tauriq Keraan

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2008

Tauriq is a business development professional with four years experience in early-stage investments. He has consulted to numerous listed companies and has worked with executives and senior management to develop and achieve radical growth targets. He has played an integral role in starting up high-growth ventures across the banking, biotechnology, mining, telecommunications and heavy industries. A unique combination of strategic foresight, technical aptitude and project management ability has enabled him to successfully evaluate a number of high-growth investment opportunities. He has developed an array of specialised skills that range from investment due diligence and valuations to business case development and deal structuring. Tauriq has worked in a private start-up company, state-funded institution and a multi-national consulting firm, which has exposed him to a variety of investment management dynamics. He is now seeking to leverage this exposure to contribute to the financial services sector.

Curriculum Vitae





Personal Details

surname: Keraan

name: Tauriq

date of birth: 12 March 1979

identity number: 790312 5163 087

race: Coloured

gender: Male

languages: English & Afrikaans (both fluently spoken & written)

driving license: Code 08

Formal Education

2007 – present

CFA Institute

CFA Candidate

2001 – 2004

University of Cape Town

MSc (Materials Engineering)

- obtained an A-rated pass for MSc dissertation (ie. without obligatory corrections from examiners)
- developed and investigated the technical feasibility of a novel process for manufacturing platinum-base superalloy engines for spacecraft
- received 2nd prize (second highest mark) for Laboratory Research Project (2001)
- received the class merit award (highest mark) for Metallic Materials (2001)
- received the class merit award (highest mark) for Ceramic Materials (2001)
- obtained 9 A-rated passes and 5 B-rated passes out of a total of 14 courses

1997 – 2000

University of Cape Town

BSc (Pure Chemistry & Applied Chemistry)

- obtained second highest mark in the Applied Chemistry III class (2000)
- received 2nd prize for best Research Project in Applied Chemistry III (2000)
- received 2nd prize for best Literature Project in Pure Chemistry II (1998)



Work Experience

April 2007 – present

Deloitte

Senior Consultant

- Developed an investment proposal for a mining client to diversify into the beneficiation of a rare metal that had solicited an in-principle commitment of ZAR4.5 million from the client
- Developed a business case for a mining client to leverage its telecommunications asset base that would collectively save the client ZAR3 million annually
- Developed an investment proposal for a mining client to acquire the intellectual asset rights of a novel water recycling process
- Conducted a strategic due diligence of an African mobile operations investment that included business case, regulatory and legal, technical and commercial due diligence
- Developed an investment prospectus for a major South African retail bank for the creation of a venture fund that included the development of a valuation framework and methodology, management fee model and detailed fund mechanics
- Developed a proposal for the world's largest diversified chemicals company to landscape the value chain and competitive environment that secured ZAR12 million in services

August 2005 – April 2006

Tshwane University of Technology

Technology Transfer Manager

Achievements:

- Responsible for successfully creating a licensing option on patented chemical recycling technology to a major mining corporation, which is expected to generate over ZAR250 million in annual net earnings at maturity through direct sales of the by-product
- Responsible for structuring the commercial deal between three business partners, including a benefit sharing arrangement, of a patented human bone regeneration technology, the commercialisation of which was generating annual gross revenues of ZAR12 million with high growth potential at the time of the deal
- Formalised a framework and legal agreements to establish two satellite business incubators at the organisation
- Increased the seed fund investment portfolio of the organisation by 300%

Technical Functions Performed:

- Drafting term-sheets and legal contracts for research contracts, material transfer, non-disclosure, financial sharing, intellectual asset ownership, financial investments, licensing arrangements and the establishment of business incubators
- Protecting intellectual assets through design registration and patent prosecution



- Developing business cases for the commercialisation of intellectual assets
- Licensing copyright material and creating options to licensing patents
- Administration of the intellectual asset disclosure process through auditing the intellectual asset source domains, proactively pursuing intellectual assets and enforcing the organisation's intellectual asset policy
- Conducting valuations on technology investment opportunities
- Performing intellectual asset due diligence by assessing the industrial viability of technologies in collaboration with principle inventors and by conducting prior-art analysis
- Managing the organisation's seed fund to strategically invest in high-risk, early-stage technology opportunities
- Providing strategic management support to an investment portfolio of ZAR42 million
- Managing investment agreements to ensure compliance with milestones and material obligations

February 2005 – July 2005

Deloitte

Commercialisation Analyst

- Developed an investment proposition for a small technology-based enterprise, which has since raised ZAR8 million in equity
- Investigated the viability of an empowerment equity deal for a major mining corporate
- Responsible for developing all new HR forms according to new process maps in an HR shared services project for a major mining corporate
- Co-developed an investment proposal to establish a training centre in the Rosslyn automotive supplier park as a new business for Deloitte, which was approved and implemented by the Deloitte Business Process Outsourcing partners
- Performed due diligence on a number of investment proposals for a leading fund that included technology feasibility assessments, intellectual asset valuations, market analysis and competitor analysis

July 2004 – January 2005

Hot Platinum (Pty) Ltd

Materials Engineer

- Co-developed an innovative platinum jewellery manufacturing process for a Technology Top 100 Award winning enterprise
- Responsible for conducting metallographic analysis on uniquely cast platinum jewellery
- Identified market gaps in the platinum jewellery manufacturing sector to help optimise the manufacturing process to exceed arduous customer requirements
- Conducted formal debriefing sessions to the board of directors



Publications

- D. Miller, T. Keraan, P. Park-Ross, V. Husemeyer and C.I. Lang, "Casting Platinum Jewellery Alloys – The Effects of Composition on Microstructure", *Platinum Metals Review*, 2005, 49, 3, pp110-117.
- D. Miller, T. Keraan, P. Park-Ross, V. Husemeyer, C.I. Lang, A. Brey and I. Khan, "Casting Platinum Jewellery Alloys – The Effect of Casting Variables on Fill and Porosity", *Platinum Metals Review*, 2005, 49, 3, pp174-182.
- T. Keraan, "High Temperature Mechanical Properties and Behaviour of Platinum-base Alloys", Master of Science Full Dissertation, Department of Mechanical Engineering, University of Cape Town, pp1-147, July 2004.
- T. Keraan and C.I. Lang, "High Temperature Mechanical Properties and Behaviour of Platinum-base Superalloys for Ultra-high Temperature Use", *Proceedings of the 2nd International Conference of the African Materials Research Society (MRS)*, University of the Witwatersrand, 8th to 11th December 2003, pp154-155.
- T. Keraan and C.I. Lang, "High Temperature Investigation into Platinum-base Superalloys", 42nd Annual Conference of the Microscopy Society of Southern Africa (MMSA), University of Cape Town, 3th to 5th December 2003, pp214.
- T. Keraan and C.I. Lang, "Platinum-base Superalloys for Ultra-high Temperature Applications", 1st Materials Research Symposium of South Africa, University of Pretoria, 11th to 12th November 2002, pp68.
- T. Keraan, "Induction Melting of Gold Alloys", Laboratory Research Project Thesis, Centre for Materials Engineering, University of Cape Town, November 2001.



References

Prof Peter van Eldik (*retired Executive – Tshwane University of Technology*)

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It would be appreciated if references were not contacted without prior permission from Tauriq Keraan.