

Tian Claassens | Director

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TianClaassens (Pty) Ltd

287 Julius Jeppe Street
Waterkloof
Pretoria
0181
South Africa

Representative Clients:

Diverse clients in private and public sectors as set out under summary of recent appointments and relevant experience

Most recent clients:

Trustee Board Investors

Klydon Gas (Pty) Ltd

Development Bank of Southern Africa Ltd

City of Tshwane Metropolitan Municipality

Ncandu Water (Pty) Ltd

Education, Licences & Certifications

- BSc Chemical Engineering (1983 UCT)
- MSc Engineering (1985 WITS)
- MBA (1994 WITS)

Voices.News24.com

During 2016, Tian was invited to participate in and publish articles on the News24 blog site: Voices

A number of articles relating to all aspects of infrastructure development as well as land reform has been published to date.

Visit: www.tianclaassens.co.za for copies of these articles

Background

In a career spanning more than 30 years, Tian has gleaned extensive knowledge and experience in the preparation, evaluation, structuring and financing of large-scale projects across a wide range of industries. These include the chemical, mining, automotive, paper and pulp, textile, heavy engineering and manufacturing industries. This experience was gained through positions in project finance with Rand Merchant Bank, project evaluation and development with the Industrial Development Corporation of South Africa and in development of large-scale automation systems with Nextstep Systems Integrators.

In 2002, Tian joined Bigen Africa, a South African based company providing development facilitation, engineering and management consulting services, bringing merchant bank thinking and risk management into the identification, development and finance of infrastructure – and housing projects. During his tenure at Bigen Africa, Tian has served as a director of the company for a number of years. In his last two years at Bigen Africa he served as the Managing Principal of the Development Finance and Advisory Services division. In this role he established and acted as custodian of the Bigen Africa blog site: “Don’t you think?”

Tian is currently acting as an independent transaction advisor and consultant advising clients on strategic and risk issues in the identification, development and finance of large-scale (infrastructure) projects with specific emphasis on the municipal/public sector.

Key areas of transaction advisory expertise/focus

- Integrated development/preparation and strategic planning of infrastructure
- Financing of infrastructure projects
- Risk modelling and quantification for infrastructure projects
- Quantitative analysis of spatial development and demand for services
- Stochastic modelling
- Municipal turnaround strategies
- Financial structuring and modelling

Specific focus on project finance of infrastructure

Since 1997, Tian has had a strong focus on the development and financing of infrastructure through project finance mechanisms. As a transactor operating in Rand Merchant Bank, Tian enjoyed exposure and active involvement in financing and syndication of various infrastructure projects such as toll-roads, water supply schemes and irrigation schemes.

From 2002 onwards, his focus on infrastructure finance has intensified, with special emphasis on the statutory - and institutional (municipal, provincial etc.) environments in which projects are prepared and structured for project finance. In this regard, preparation of large-scale and integrated infrastructure projects to be suitable for project finance is a key skill. Raising funding for the preparation of projects is a key bottleneck in the infrastructure environment.

Of special interest is a mechanism developed by Tian over the past 10 years for the quantitative analysis and modelling of spatial development and deriving demand for various services from such a model. This model forms the basis of strategic planning, risk analysis and mitigation processes.

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Most recent appointments

- Strategic consultant to Trustee Board Investors in the evaluation and consideration of establishing an investment fund for municipal water infrastructure
- Strategic consultant to Klydon Gas (Pty) Ltd to assist the company in the commercialisation of its ASP technology
- Specialist Consultant to the Development Bank of Southern Africa Ltd with specific focus on development of suitable financing products for water based projects as well as road and transport related projects
- Transaction advisor to WBHO Ltd in proposing and formulating a financing model for certain road infrastructure to be constructed
- Transaction advisor for Ncandu Water (Pty) Ltd on the development, implementation and finance of the Ncandu Dam scheme for the Newcastle Local Municipality
- Nelson Mandela Metro – leader of a professional team advising on raising of finance for key infrastructure and delivery of an integrated Infrastructure Delivery Plan
- Leader of a professional team investigating a large-scale water supply and irrigation project together with an integrated, mixed-mode housing project in the uMkhanyakhude District Municipality

Other relevant experience

- Rustenburg Local Municipality – leader of a professional team investigating the feasibility of Phase II of the Rustenburg Water and Sanitation Scheme for the Rustenburg Water Services Trust – a project finance mechanism originally established in 2003 under the guidance of Tian for Phase I.
- Kuruman Local Municipality – leader of a professional team investigating the feasibility of the large-scale, integrated, mixed-mode Galowe development as well as required bulk infrastructure to unlock the development.
- Nelson Mandela Metro/Development Bank of SA – development of a project finance mechanism for the financing of bulk infrastructure to unlock large greenfield developments or the re-development of existing urban areas.
- Development of innovative financing mechanisms for the finance of metropolitan and provincial road networks on a project finance basis.
- Sol Plaatjes Local Municipality/Absa Bank – leader of a professional team conducting project preparation of the Lerato Park mixed-mode housing development as well as the ancillary bulk infrastructure.
- Ndlambe Local Municipality/Absa Bank – leader of a professional team conducting project preparation of the Thornhill mixed-mode housing development as well as the ancillary bulk infrastructure through the Albany Regional Water supply scheme.
- Tidor SA (Pty) Ltd – underwriting and financing of a mineral sands mining, concentrator and smelting project.
- Metsep SA (Pty) Ltd – financing of “across the fence” acid regeneration facility for Dufenco Steel Processing (Pty) Ltd.
- Dufenco Steel Processing (Pty) Ltd – (financial) member of professional team conducting initiation, development, finance and implementation of a steel processing facility downstream to Saldanha Steel.
- Blyde River Irrigation Board – financing of an irrigation pipeline and ancillary infrastructure
- Impala Irrigation Board – financing of the Paris Dam project.