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# Q&A



## Q *What led you to pursue a career in M&A*

A When I entered the field of Finance, specifically Investment Banking, I was initially unaware of the various specialisations that existed within the industry. However, after gaining insights, I was immediately drawn to Corporate Finance, and that is where my journey in M&A began.

Discovering Corporate Finance and being exposed to the world of M&A was a turning point in my career. The dynamic nature of mergers and acquisitions, the excitement of dealmaking, and the opportunity to work on strategic transactions was captivating to me from the very start. I found myself continuously fascinated by the complexities and challenges it presented; from conducting thorough due diligence to negotiating deal terms, each step demanded a unique set of skills and knowledge. Throughout my journey, I have gained invaluable experiences and honed my skills, and I'm excited about the endless possibilities and opportunities that lie ahead in this ever-evolving industry.

## Q *What, in your opinion, is the hardest part of a M&A deal?*

A I think the most challenging aspect of a M&A transaction is financial analysis, specifically the process of financial modelling that is used for valuation. This critical stage demands a high level of expertise to assess the company's financial health, forecast future performance, and determine its market value accurately.

Engaging in financial analysis requires a thorough understanding of various financial metrics, ratios and valuation methodologies. It demands to understand complex financial statements and interpret data to make informed decisions. Evaluating the financial viability and potential synergies of two companies coming together is a multifaceted task that requires exceptional analytical skills and attention to detail.

As much as I find financial modelling challenging, I find it intellectually captivating, and it opens doors for continuous learning that helps me acquire new skills.

## Q *What is your favourite sector to do a deal in and why?*

A I do not have a specific favourite sector when it comes to doing deals. Each deal brings its own unique challenges and dynamics, making the experience diverse and exciting. Working across various sectors provides me with the opportunity to gain in-depth insights into different industries. This, in turn, hones my skills in analysis, due diligence and deal structuring.

I find the variety of sectors exciting, as it allows me to understand the operations of businesses from various perspectives, whether its technology, finance, healthcare, hospitality, energy, or any other sector, every deal offers valuable learning experiences.

I enjoy the ever-changing landscape in different deals. Embracing this diversity enables continuous growth and improvement in my skills.

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

A If there is one thing I would change, it would be getting into the industry much earlier in life. I believe that starting earlier would have allowed me to acquire valuable skills and expertise at a younger age.

However, I also believe that it is never too late to pursue one's passion and aspirations. While I may have entered the industry later than desired, I now have the opportunity to catch up and immerse myself fully in the evolving trends of the field. I am determined to make the most of every learning opportunity, and upskill continuously. As I continue to grow and progress, I am excited by what the future holds and the contributions that I can make to this industry that I'm passionate about.

## Q *What piece of advice would you give a young woman joining your team on her first deal?*

A I would tell her the following:  
Do not be afraid to make mistakes. Mistakes are a natural part of the learning process. Embrace them as valuable opportunities for growth, learn from the errors and use them as a stepping stone to become a skilled M&A professional.

Learning never stops in our field. Challenge yourself to up-skill and deepen your knowledge in specialised areas. Continuously expanding your expertise will help you to stay ahead in the game and open more opportunities.

Do not hesitate to ask questions and seek clarification from more experienced colleagues. There are no stupid questions. Curiosity is a valuable trait, and asking questions demonstrates your eagerness to understand the intricacies of deals.

Have the confidence to speak up and share your thoughts, even when you may think they sound foolish. Your unique perspective as a newcomer can bring fresh insights to the table, and your input may spark innovative solutions or open new avenues of exploration.

Lastly, seek out intentional mentors who can guide and support you on your journey. Have experienced professionals who share your values and are genuinely invested in your development.

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

A To unwind and escape from the stress of work, I indulge in activities that bring me closer to nature and allow me to recharge both mentally and physically such as taking walks. It gives me a chance to disconnect from the daily hustle and bustle. I also love taking random road trips with friends to new destinations, exploring unfamiliar landscapes. The change of scenery and the opportunity to experience different cultures sparks creativity and inspires new thoughts. 📍

