



WILLIAM R. VAN WYK

SPECIAL PROJECTS CASE FILE

Ten Years of Mandate-Based Execution
Across Africa and Global Markets

OPERATIONAL PRINCIPLES

- Discretion
- Precision
- Execution
- Accountability
- Results

GLOBAL REACH.
LOCAL INSIGHT.
MANDATE FOCUS.



Independent Special Projects Operator



Market Expansion



Corporate Realignment



Subsidiary Intervention



Revenue Recovery



Controlled Closure



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Client identities withheld under NDA and confidentiality obligations.

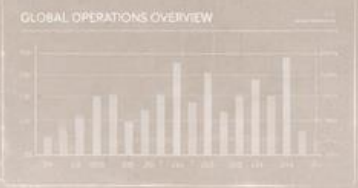


MANDATE
FOCUS
RESULTS



EXECUTIVE MANDATE PROFILE

24+ YEARS OF EXECUTIVE, COMMERCIAL AND OPERATIONAL EXPERIENCE



- MANDATE IMPACT AREAS
- Stabilisation
 - Growth
 - Governance
 - Recovery
 - Exit Readiness



Independent Special Projects Operator



High-friction market and operating environments



Market expansion and channel creation



Subsidiary stabilisation and governance alignment



Revenue recovery and stakeholder confidence rebuild



Cross-functional intervention across Finance, Legal, Operations, Product, Service and HR



Controlled closure of subsidiaries and international offices

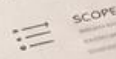


Not a traditional consultant. Enters under a defined mandate, establishes visibility, aligns stakeholders and drives movement.

MANDATE SUMMARY



OBJECTIVE



SCOPE

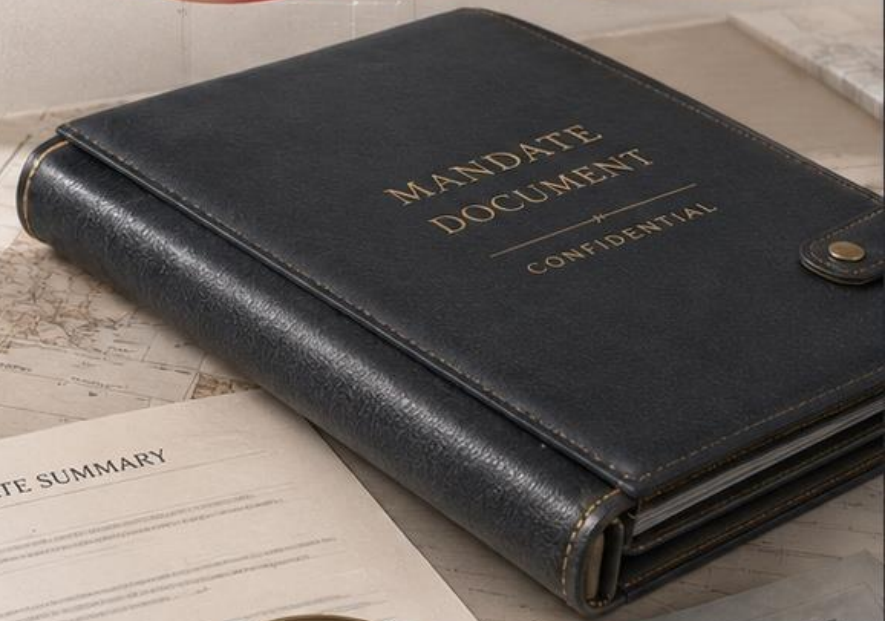


KEY STAKEHOLDERS



DELIVERABLES

MARKET INTELLIGENCE



OPERATING PROPOSITION

Independent Mandate-Based Execution



Supports Boards, Shareholders, CEOs, CFOs, Business Unit Leaders and Regional Management Teams





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TEN-YEAR SPECIAL PROJECTS MANDATE RECORD

2016 to Present



01

2026 to Present



African Market
Access and
Customer
Acquisition

Pan-African

02

2025 to 2026



Global Subsidiary
Realignment and
Performance
Intervention

United States, India,
Turkey, Singapore,
Australia, Italy

03

2023 to 2025



Group Leadership
Advisory, Global
Expansion Architecture
and 22 International
Office Closures

Global

04

2021 to 2023



Subsidiary
Stabilisation,
Revenue Protection
and Formal Closure

South Africa

05

2020 to 2021



Sub-Saharan
African Distribution
and Revenue
Development

Sub-Saharan
Africa

06

2019 to 2020



Establishment of
a Commercial and
Industrial Solar
Division

South Africa

07

2018 to 2019



Renewable Energy
Business Unit
Creation and
Risk-Based Market
Positioning

South Africa and
Selected African
Markets

08

2016 to 2018

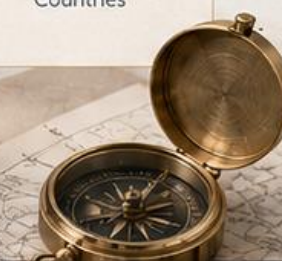


African Sales
Division
Establishment and
Multi-Country
Market Development

20+ African
Countries



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MANDATE 01

African Market Access and Customer Acquisition



June 2026
to Present



Contract



Pan-African



Italian and Indian
Electronics Manufacturer



OBJECTIVE

Build and execute a structured African market-entry and customer-acquisition platform for a global manufacturer seeking stronger regional access, partner coverage and commercial conversion.



CORE EXECUTION SCOPE

- Define the African market-entry architecture
- Prioritise high-value countries, sectors and customer groups
- Build access across utility, commercial, industrial and lifecycle service opportunities
- Establish relationships with developers, IPPs, EPCs, distributors, financiers and strategic partners
- Create a customer-registration and commercial attribution model
- Build partner enablement and direct factory-to-client engagement



OPERATING SIGNIFICANCE

African commercial platform built without a conventional local resale subsidiary.

MANDATE FOCUS

Market Access.
Customer Acquisition.
Commercial Conversion.



ACCESS



PARTNERS



MARKETS



CONVERSION





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SPECIAL PROJECTS CASE FILE

MANDATE 02

Global Subsidiary Realignment and Performance Intervention

March 2025 to May 2026

Contract

6 Countries

Multinational Technology Group

OBJECTIVE

Restore operating visibility, strengthen alignment with Group objectives and create more disciplined regional performance structures.

CORE EXECUTION SCOPE

- Define market-entry, recovery and growth strategies
- Assess subsidiary performance, readiness and commercial relevance
- Diagnose governance gaps, structural misalignment and execution barriers
- Build reporting, control and accountability frameworks
- Coordinate Finance, Legal, Product, Sales, Service and After-Sales
- Strengthen partner and service networks



STRATEGIC CONTRIBUTION

Created a consolidated operating view across six markets and linked regional realities to Group decision-making.

OPERATIONAL PRINCIPLES

- Discretion
- Precision
- Execution
- Accountability
- Results



GLOBAL REACH. LOCAL INSIGHT. MANDATE FOCUS.

United States India Turkey Singapore Australia Italy





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SPECIAL PROJECTS CASE FILE

MANDATE 03

Group Leadership Advisory, Global Expansion Architecture and International Office Closures



August 2023
to February 2025



Contract



Global



Industrial and
Renewable Energy Group

GLOBAL REACH.
LOCAL INSIGHT.
MANDATE FOCUS.



OBJECTIVE

Support Group leadership during organisational transition by creating clearer expansion pathways, improving cross-border visibility and leading the controlled closure of non-core international offices.

EXECUTIVE ADVISORY SCOPE

- Expansion blueprints for priority international markets
- Installed base, customer and partner intelligence
- Alliance mapping across EPC, distribution, government and institutional channels
- Cross-border operating alignment



GLOBAL WIND-DOWN MANDATE

- Led the Group-wide closure of 22 international offices
- Legal
- Financial and Audit
- Operations
- Human Resources



Build growth where needed. Execute disciplined withdrawal where required.





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ADDITIONAL MANDATE PORTFOLIO

2021 to 2016

OPERATIONAL PRINCIPLES

- Discretion
- Precision
- Execution
- Accountability
- Results



GLOBAL REACH.
LOCAL INSIGHT.
MANDATE FOCUS.

04




MANDATE 04
Subsidiary Stabilisation,
Revenue Protection and
Formal Closure

South Africa | 2021 to 2023

Revenue protection, customer confidence, governance discipline, service continuity, closure preparation




05



MANDATE 05
Sub-Saharan African
Distribution and
Revenue Development

Sub-Saharan Africa | 2020 to 2021

Regional distribution, multi-channel revenue, distributors, EPCs, P&L visibility



06




MANDATE 06
Establishment of a
Commercial and Industrial
Solar Division

South Africa | 2019 to 2020

New division, solution architecture, project pipelines, bankable C and I energy solutions




07




MANDATE 07
Renewable Energy
Business Unit Creation and
Risk-Based Market Positioning

2018 to 2019

Business Unit creation, EPC engagement, compliance and risk reduction as differentiators




08



MANDATE 08
African Sales Division
Establishment and Multi-Country
Market Development

20+ African Countries | 2016 to 2018

Distributor architecture, technical sales, partner enablement, cross-border execution






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Across Africa and Global Markets



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RECURRING MANDATE THEMES
AND EXECUTION METHOD

OPERATIONAL PRINCIPLES

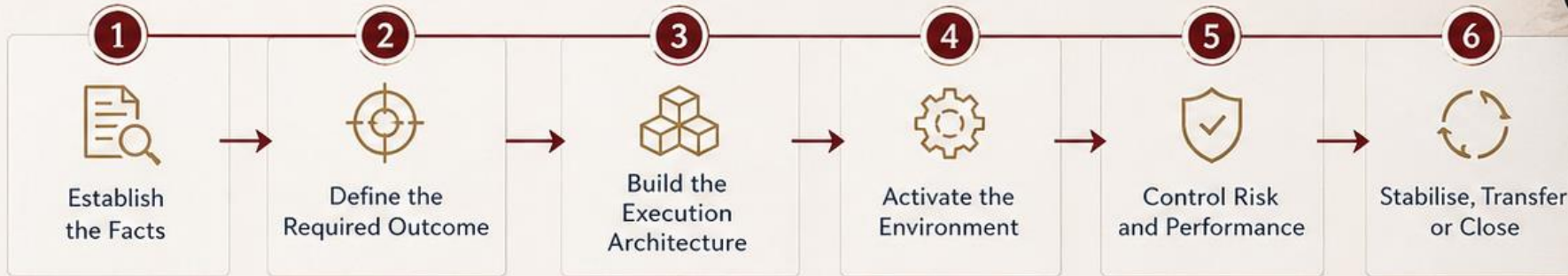
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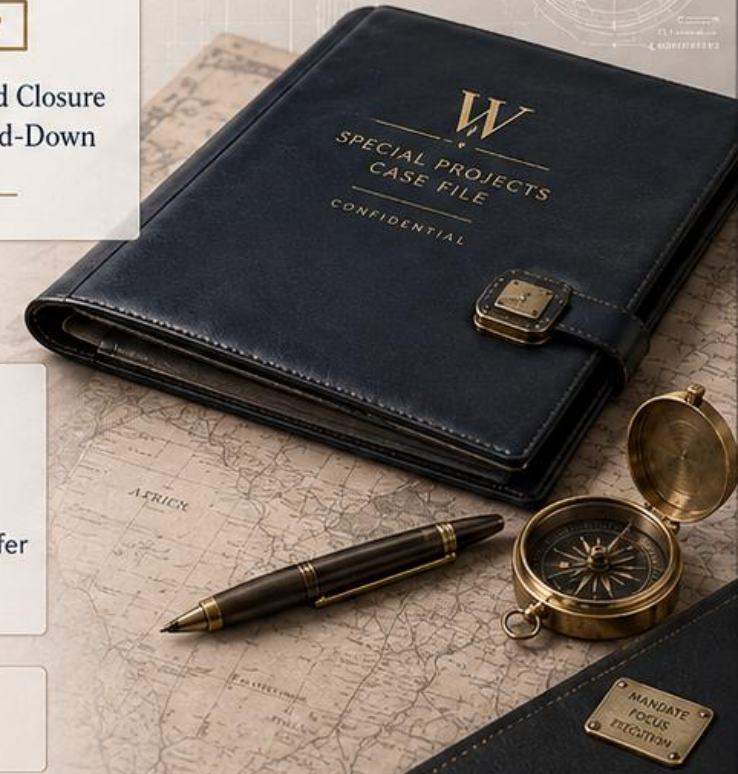
RECURRING OPERATING THEMES



SIX-STAGE EXECUTION METHOD



The objective is not simply to produce a strategy. The objective is to restore controlled movement.





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SPECIAL PROJECTS CASE FILE

INDEPENDENT OPERATING PLATFORM AND MANDATE FIT



- OPERATIONAL PRINCIPLES**
- Discretion
 - Precision
 - Execution
 - Accountability
 - Results

GLOBAL REACH.
LOCAL INSIGHT.
MANDATE FOCUS.

01



OPERATING INFRASTRUCTURE

- Dedicated South African executive office
- Enterprise-grade connectivity and secure digital communication
- Remote collaboration across global time zones
- Full-time administration and accounts support
- Document, reporting and stakeholder coordination

02



CAPABILITY ARCHITECTURE

- Corporate and Market Strategy
- Commercial Execution
- Governance and Performance
- Transformation and Intervention
- Financial and Analytical Capability
- Sustainability and Energy

03



ACADEMIC FOUNDATION AND PROFESSIONAL TOOLKIT

- MBA
- MSc Executive Management and Digital Transformation
- MSc Business and Corporate Communication
- FMVA | FPAP | CMSA | FPWMP | CBCA | FTIP
- BIDA | ESG Specialist | CCEP | RENAC
- ISO 14001 | ISO 50001 | ISO 22301

04



MANDATE FIT

- Market Entry
- Subsidiary Intervention
- Commercial Recovery
- Transformation
- Controlled Closure
- Executive Advisory



BUILD | EXPAND | STABILISE | REALIGN | RECOVER | TRANSFORM | CLOSE