

PRESS RELEASE

CrossBoundary Advisory welcomes three new partners

11 August 2025—CrossBoundary Advisory is pleased to announce the appointment of three new partners to lead the firm's growing investment advisory practice. Fanta Conde, Jonathan Duarte, and Kirtika Challa will join existing CrossBoundary Advisory Partners in the leadership of the business.

This partner cohort reinforces CrossBoundary Advisory's position as the premier investment advisor for mobilizing private capital into underserved markets, combining unmatched local presence and networks with global reach to bridge critical capital gaps for investors, fund managers, companies, donors, and governments.

"This new partner class represents the culmination of nearly 20 years of exceptional service and firm-building at CrossBoundary. Fanta, Jonathan, and Kirtika embody our core values and have been instrumental in building the firm we are today. Their promotion to partnership reflects their outstanding contributions to client service, business development, and organizational growth," says Tom Flahive, Managing Partner, CrossBoundary Group.

"The appointment of Fanta, Jonathan, and Kirtika to CrossBoundary Advisory partnership comes at a pivotal moment in our firm's evolution. As pioneers in blended finance and leaders in underserved market investment facilitation, we continue to expand our capabilities across the full investment lifecycle. Each of these partners brings deep expertise in mobilizing commercial and catalytic capital across critical sectors and geographies, demonstrating the leadership qualities essential to our mission of driving both strong financial returns and transformative impact," says Jake Cusack, Co-founder and Managing Partner, CrossBoundary Group.

The new partners each play key roles in specific geographies and sectors served by CrossBoundary Advisory:



Kirtika Challa leads CrossBoundary Advisory's Power and Infrastructure advisory team, based out of our London office. Since starting at CrossBoundary in 2018, Kirtika has held a diverse set of leadership roles having co-led our team in Nigeria based out of Lagos, expanded CB into North Africa by setting up our office and team in Tunisia from the ground up, and now as the head of one of our biggest sector teams. She has brought versatility, strong client relationships, team building and managing skills and thought leadership to all her roles and has been instrumental in expanding into infrastructure, PPP, and developer advisory work. Prior to CrossBoundary, she worked at Morgan Stanley in structured and corporate finance and spent time in two different parts of the World Bank—MIGA and the IFC. Kirtika holds an MBA from the Wharton Business School and a BA in Economics and Engineering Studies from Lafayette College.



Fanta Conde co-leads CrossBoundary Advisory's West Africa Investment Advisory team based out of our Conakry office. Since joining our team in 2018, Fanta has been instrumental in expanding CrossBoundary Advisory's presence in West Africa. She has led thought leadership efforts and pioneered a creative, design-thinking approach to business development that is already yielding results. Prior to CrossBoundary, Fanta worked at BlackRock in New York, focusing on the company's proprietary investment management technology platform, and started her career as an investment banking analyst at JP Morgan.

Fanta holds an MBA from The Wharton School and completed her undergraduate degree in Finance with a minor in Spanish at the City University of New York, Baruch College.



Jonathan Duarte leads CrossBoundary Advisory's Latin America and Caribbean advisory team, based out of Bogota. Jonathan launched and scaled CrossBoundary Advisory's Latin America presence from scratch, driving rapid growth and expanding operations across seven countries. He oversees the advisory of over \$250M worth of engagements in Latin America and the Caribbean across multiple industries including Financial Services, Renewable Energy, and Agriculture. Prior to CrossBoundary, Jonathan had operating

experience as CFO of Ofi, a regional venture-backed scale-up, and CEO of ESCALA, a fintech helping households save for higher education. Jonathan holds an MBA from Harvard Business School and a BS from the Georgia Institute of Technology.

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About CrossBoundary Advisory

www.crossboundary.com/

CrossBoundary Advisory is a leading investment advisory firm that provides transaction and strategy advisory services to unlock private capital in underserved markets worldwide. Combining local presence and networks with global reach, the firm bridges capital gaps for investors, fund managers, companies, donors, and governments. As pioneers in blended finance, CrossBoundary Advisory offers unmatched expertise across the investment lifecycle, having structured investment solutions in more than 75 markets globally. The firm provides full-service capital raising, expansion, and value creation support while delivering both risk-adjusted returns and transformative impact. CrossBoundary Advisory is part of CrossBoundary Group. For additional information, visit www.crossboundary.com.

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