

# DealMakers<sup>®</sup> 2023

## D I R E C T O R Y



R120.00 incl. VAT

A COMPREHENSIVE LIST OF DealMakers in SOUTH AFRICA  
incorporating DealMakers AFRICA DIRECTORY

# Pan-African expertise

## Global reach

Verdant Capital is a leading specialist investment bank and investment manager with exceptional experience transacting across the African continent.

**PRIVATE EQUITY | AFRICA**



Local Financial Advisor of the Year  
2022 and 2021






Best Independent Advisory Firm  
(Pan Africa) 2022, 2021 and 2020

**Mergers & Acquisitions**  
**Fintech & Financial Institutions**  
**Specialist Funds**



**IMAP**

8th Middle-Market M&A globally  
2022<sup>(1)</sup>

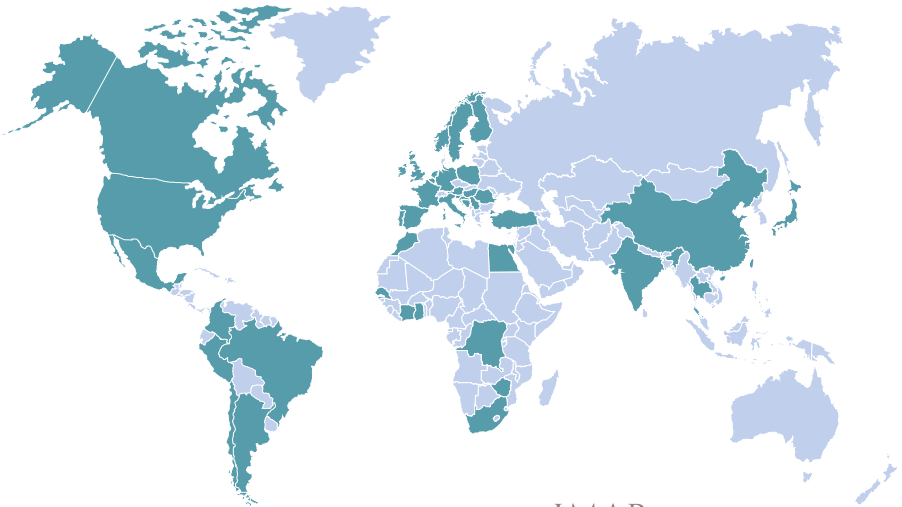



1st= Pan-Africa (excl. SA)  
2021<sup>(2)</sup>

(1) Transaction sizes: < USD 500 million  
(2) Latest annual ranking at the time of going to press

IMAP, with partner firms present in over 40 countries and a total of more than 500 M&A professionals, is the World's largest M&A partnership.

**Verdant Capital is the IMAP partner firm for its region.**



# A Quick Look

This is the 13th issue of the DealMakers Annual Directory of firms and departments within companies which specialise in the mergers and acquisitions arena. It is an important compendium of those companies providing essential services to the industry from the investment banks to the corporate law firms, exchange sponsors and transactional support services firms.

DealMakers' magazine is South Africa's premier corporate finance publication. Produced quarterly, it reflects precisely all information about activity in the industry involving all local companies, and more specifically those listed on South Africa's Stock Exchanges.

DealMakers OnLine delivers a web platform which encapsulates M&A and corporate finance activity in the country since 2000. It is updated regularly and is specifically designed to deliver the widest possible range of information to analysts and all those involved in dealmaking. Its facilities are fully available to subscribers.

Dealmaking in South Africa is in steady decline. All but for a slight correction in 2021, due to the release of deals delayed by pandemic lockdowns, the effect of the political and energy related woes faced by 'SA Inc' on investor confidence is clearly seen in the number of local M&A deals captured for 2022 – down 7% on the numbers recorded in 2020 and that at the height of the COVID-19 pandemic! The start of 2023 offers insight as to what is to be expected – only four deals were announced during January, this compared with the 26 announced in January the previous year.

In what DealMakers categorises as general corporate finance activity, companies focused on value creation for shareholders by undertaking share repurchase programmes (R265,9bn versus R115,3bn in 2021) and the distribution of special dividends and unbundlings (R464,2bn versus R63bn in 2021) – most notable being the unbundling by Rand Merchant Investment of its stakes in Momentum, Metropolitan and Discovery, and PSG Group's distribution of its stakes in its listed portfolio. For the most part, the uptick in the number of listings recorded reflects the growing number of secondary listings undertaken by JSE-listed companies on A2X. But part of the picture is also the increased opportunities now available for domestic investors in the form of new disrupters and innovators. To this point private equity continues to be an important driver in the dealmaking space across the continent.

This DealMakers Directory is an invaluable source of contacts and as such will find a place on every corporate finance firm's bookshelf and on the desks of many of the country's chief executives and their finance directors.

Marylou Greig, Editor, February 2023

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## Deal**Makers** AFRICA DIRECTORY

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# MERGERS & ACQUISITIONS

## Mergers & Acquisitions Analysis 2022 (excludes unlisted M&A)

	2022			2021		
	No	*	R'm	No	*	R'm
Deal Activity						
Local Deals	329	(12)	471 920	440	(21)	509 773
Foreign Deals	48	(0)	258 792	51	(2)	446 453
Total	377	(12)	730 712	491	(23)	956 226

Deal Activity (excluding failed deals)	2022		2021	
	No	R'm	No	R'm
Local Deals	317	351 508	419	479 644
Foreign Deals	48	258 792	49	372 648
Total	365	610 300	468	852 292

## BEE and Private Equity Activity 2022 (includes listed and unlisted M&A)

	2022			2021		
	No	*	R'm	No	*	R'm
BEE Activity						
Listed M&A	15	(0)	28 783	14	(1)	55 482
Unlisted M&A	14	(0)	990	12	(0)	656
Total	29	(0)	29 773	26	(1)	56 138

	2022			2021		
	No	*	R'm	No	*	R'm
PE Activity						
Listed M&A	48	(3)	31 725	43	(1)	25 361
Unlisted M&A	104	(0)	90 013	111	(0)	8 682
Total	152	(3)	121 738	154	(1)	34 043

\* No of failed deals

# ANALYSIS 2018 - 2022

2020			2019			2018		
No	*	R'm	No	*	R'm	No	*	R'm
364	(22)	214 658	427	(30)	219 145	456	(25)	275 394
48	(1)	121 195	61	(2)	321 350	69	(0)	336 231
412	(23)	335 853	488	(32)	540 495	525	(25)	611 625

No		R'm	No		R'm	No		R'm
342		193 295	397		196 513	431		236 099
47		113 508	59		216 687	69		336 231
389		306 803	456		413 200	500		572 330

2020			2019			2018		
No	*	R'm	No	*	R'm	No	*	R'm
21	(3)	11 957	28	(1)	17 161	27	(3)	38 968
16	(0)	396	32	(0)	4 135	21	(0)	6 447
37	(3)	12 353	60	(1)	21 296	48	(3)	45 415

2020			2019			2018		
No	*	R'm	No	*	R'm	No	*	R'm
43	(0)	19 958	31	(2)	6 992	37	(2)	14 791
88	(0)	3 908	64	(1)	3 420	35	(1)	5 890
131	(0)	23 866	95	(3)	10 412	72	(3)	20 681

## TOP DEALMAKERS AND DEALS DOWN THE YEARS

2000	By Deal Value By Deal Flow <b>Deal of the Year</b>	Credit Suisse First Boston (R58,51bn) Investec and Brait Advisory Services (35 deals each)
2001	By Deal Value By Deal Flow <b>Deal of the Year</b>	UBS Warburg (R162,19bn) Investec and Nedcor Investment Bank (32 deals each) Anglo American, Central Holdings and Debswana buy-out of De Beers
2002	By Deal Value By Deal Flow <b>Deal of the Year</b>	BoE Merchant Bank (R21,03bn) Corpcapital Corporate Finance (41 deals) Nedcor takeover of BoE
2003	By Deal Value By Deal Flow <b>Deal of the Year</b>	JPMorgan (R35,28bn) Investec Corporate Finance (82 deals) Harmony / ARM / Avmin deal
2004	By Deal Value By Deal Flow <b>Deal of the Year</b>	Rand Merchant Bank (R43,78bn) Java Capital (74 deals) Creation of Incwala
2005	By Deal Value By Deal Flow <b>Deal of the Year</b>	Rand Merchant Bank (R55,34bn) Investec Bank (94 deals) Barclays' takeover of Absa
2006	By Deal Value By Deal Flow <b>Deal of the Year</b>	Rand Merchant Bank (R75,15bn) Investec Bank (88 deals) Netcare's part acquisition of General Healthcare Group
2007	By Deal Value By Deal Flow <b>Deal of the Year</b>	Standard Bank (R109,03bn) Investec Bank (63 deals) Anglo Platinum's BEE deal
2008	By Deal Value By Deal Flow <b>Deal of the Year</b>	Rand Merchant Bank (R90,19bn) Investec Bank (43 deals) Remgro and Richemont Securities Restructuring
2009	By Deal Value By Deal Flow <b>Deal of the Year</b>	Goldman Sachs (R259,27bn) Investec Bank (30 deals) SA Breweries' Employee Economic Empowerment deal
2010	By Deal Value By Deal Flow <b>Deal of the Year</b>	Rand Merchant Bank (R88,74bn) Investec Bank (24 deals) Acquisition by Walmart of a 51% stake in Massmart
2011	By Deal Value By Deal Flow <b>Deal of the Year</b>	Standard Bank (R45,73bn) Investec Bank (34 deals) Acquisition of Metorex by Jinchuan



# DealMakers®

2000 - 2022

2012	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R41,51bn) Rand Merchant Bank (33 deals) Barclays Africa
2013	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R31,29bn) Nedbank Capital (52 deals) Bidvest's acquisition of Adcock Ingram
2014	By Deal Value By Deal Flow Deal of the Year	Investec Bank (R102,48bn) Investec Bank (56 deals) Woolworths' acquisition of David Jones
2015	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R1,57trn) Investec Bank (35 deals) Acquisition by Anheuser-Busch InBev of SABMiller
2016	By Deal Value By Deal Flow Deal of the Year	Java Capital (R119,95bn) PSG Capital (37 deals) Sibanye Gold's acquisition of Stillwater Mining
2017	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R75,73bn) Investec Bank (24 deals) Vodacom / Safaricom
2018	By Deal Value By Deal Flow Deal of the Year	Rothschild (R33,82bn) PSG Capital (23 deals) Old Mutual's Managed Separation
2019	By Deal Value By Deal Flow Deal of the Year	PSG Capital (R33,07bn) Nedbank CIB (24 deals) PepsiCo's acquisition of Pioneer Food
2020	By Deal Value By Deal Flow Deal of the Year	Merrill Lynch (R37,39bn) Investec Bank (19 deals) Altron's demerger of Bytes Technology
2021	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R97,46bn) Rand Merchant Bank (22 deals) Vodacom's acquisition of a 55% stake in Vodafone Egypt Telecommunications
2022	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R92,45bn) Investec Bank (23 deals) Sanlam Allianz JV

# MERGERS & ACQUISITIONS

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES Top DealMakers Ranked by Value of Deals & by Deal Flow

### INVESTMENT ADVISERS \* 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
<b>1</b>	<b>Standard Bank</b>	<b>92 450</b>	<b>20,98%</b>
2	Rand Merchant Bank	46 841	10,63%
3	Morgan Stanley	45 947	10,43%
4	Rothschild & Co	38 663	8,78%
5	J.P. Morgan	33 000	7,49%
6	Merrill Lynch	32 244	7,32%
7	Questco	32 109	7,29%
8	One Capital	31 744	7,20%
9	Investec Bank	27 334	6,20%
10	Java Capital	15 853	3,60%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
<b>1</b>	<b>Investec Bank</b>	<b>23</b>	<b>16,79%</b>	<b>27 334</b>
2	Rand Merchant Bank	15	10,95%	46 841
3	PSG Capital	14	10,22%	6 294
4	Standard Bank	12	8,76%	92 450
5	Java Capital	11	8,03%	15 853
6	Rothschild & Co	5	3,65%	38 663
	Questco	5	3,65%	32 109
8	Merchantec Capital	4	2,92%	1 161
9	Bravura Capital	3	2,19%	4 312
	DG Capital	3	2,19%	1 113
	Pallidus	3	2,19%	858
	Grindrod Bank	3	2,19%	647
	Vunani Corporate Finance	3	2,19%	113

### INVESTMENT ADVISERS \* 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
<b>1</b>	<b>Rand Merchant Bank</b>	<b>97 459</b>	<b>11,98%</b>
2	Standard Bank	85 583	10,52%
3	Goldman Sachs	80 101	9,84%
4	Merrill Lynch	62 016	7,62%
5	JPMorgan	56 552	6,95%
6	Nedbank CIB	54 898	6,75%
7	One Capital	52 019	6,39%
8	UBS	51 618	6,34%
9	Questco	51 429	6,32%
10	Macquarie Advisory and Capital Markets South Africa	50 571	6,21%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
<b>1</b>	<b>Rand Merchant Bank</b>	<b>22</b>	<b>11,76%</b>	<b>97 459</b>
2	Investec Bank	20	10,70%	18 025
3	Java Capital	17	9,09%	27 204
4	Standard Bank	14	7,49%	85 583
5	PSG Capital	13	6,95%	7 053
6	Questco	10	5,35%	51 429
7	Nedbank CIB	8	4,28%	54 898
8	Absa CIB	6	3,21%	21 185
	Rothschild & Co	6	3,21%	10 668
	Birkett Stewart McHendrie	6	3,21%	471

\* Investment Advisers incorporate Financial Advisers and others claiming this category



# MERGERS & ACQUISITIONS

## INVESTMENT ADVISERS \* 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Merrill Lynch</b>	<b>37 393</b>	<b>23,68%</b>
2	Java Capital	23 954	15,17%
3	Investec Bank	18 516	11,73%
4	Standard Bank	12 778	8,09%
5	Merchantec Capital	12 003	7,60%
6	Rand Merchant Bank	9 673	6,13%
7	UBS	8 621	5,46%
8	PwC Corporate Finance	5 635	3,57%
9	Absa CIB	5 260	3,33%
10	One Capital	4 627	2,93%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Investec Bank</b>	<b>19</b>	<b>13,77%</b>	<b>18 516</b>
2	Java Capital	14	10,14%	23 954
3	PSG Capital	13	9,42%	2 059
4	Rand Merchant Bank	10	7,25%	9 673
	Rothschild & Co	10	7,25%	506
6	Nedbank CIB	8	5,80%	1 739
7	Bravura Capital	7	5,07%	945
8	Standard Bank	5	3,62%	12 778
	Merchantec Capital	5	3,62%	12 003
10	Questco	4	2,90%	165

## INVESTMENT ADVISERS \* 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>PSG Capital</b>	<b>33 074</b>	<b>16,77%</b>
2	JPMorgan	25 690	13,03%
3	UBS	23 630	11,98%
4	Macquarie Advisory and Capital Markets South Africa	17 291	8,77%
5	Nedbank CIB	16 401	8,32%
6	Investec Bank	15 289	7,75%
7	Absa CIB	14 033	7,12%
8	Rand Merchant Bank	13 342	6,77%
9	Standard Bank	5 380	2,73%
10	Java Capital	4 962	2,52%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Nedbank CIB</b>	<b>24</b>	<b>13,64%</b>	<b>16 401</b>
2	Rothschild & Co	23	13,07%	2 527
3	Investec Bank	22	12,50%	15 289
4	PSG Capital	18	10,23%	33 074
5	Standard Bank	10	5,68%	5 380
6	Rand Merchant Bank	8	4,55%	13 342
	Java Capital	8	4,55%	4 962
	Delta Partners	8	4,55%	1 682
9	Questco	7	3,98%	694
10	River Group	4	2,27%	3 344
	Grindrod Bank	4	2,27%	649

\* Investment Advisers incorporate Financial Advisers and others claiming this category

# MERGERS & ACQUISITIONS

## SPONSORS 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>J.P. Morgan</b>	<b>151 198</b>	<b>23,91%</b>
2	Investec Bank	105 144	16,63%
3	Rand Merchant Bank	95 401	15,09%
4	Standard Bank	61 540	9,73%
5	Java Capital	57 638	9,12%
6	Deloitte	38 896	6,15%
7	Questco	34 511	5,46%
8	One Capital	31 946	5,05%
9	Merrill Lynch	22 663	3,58%
10	PSG Capital	12 570	1,99%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Investec Bank</b>	<b>34</b>	<b>15,81%</b>	<b>105 144</b>
2	Rand Merchant Bank	32	14,88%	95 401
3	Java Capital	28	13,02%	57 638
4	PSG Capital	21	9,77%	12 570
5	Questco	17	7,91%	34 511
6	Standard Bank	15	6,98%	61 540
7	Merchantec Capital	12	5,58%	5 872
8	J.P. Morgan	7	3,26%	151 198
	AcaciaCap Advisors	7	3,26%	937
10	Merrill Lynch	6	2,79%	22 663

## SPONSORS 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>UBS</b>	<b>307 103</b>	<b>30,19%</b>
2	Investec Bank	146 676	14,42%
3	Rand Merchant Bank	96 146	9,45%
4	JPMorgan	64 308	6,32%
5	Nedbank CIB	59 034	5,80%
6	One Capital	52 297	5,14%
7	Java Capital	48 560	4,77%
8	Questco	47 119	4,63%
9	Vunani Sponsors	41 711	4,10%
10	Standard Bank	35 575	3,50%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Investec Bank</b>	<b>42</b>	<b>14,58%</b>	<b>146 676</b>
2	Java Capital	41	14,24%	48 560
3	Rand Merchant Bank	34	11,81%	96 146
4	PSG Capital	27	9,38%	14 661
5	Questco	17	5,90%	47 119
6	Standard Bank	16	5,56%	35 575
7	UBS	14	4,86%	307 103
	Nedbank CIB	14	4,86%	59 034
9	Merchantec Capital	13	4,51%	2 498
10	JPMorgan	10	3,47%	64 308



# MERGERS & ACQUISITIONS

## SPONSORS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Merrill Lynch</b>	<b>60 459</b>	<b>17,90%</b>
2	Questco	45 409	13,44%
3	Java Capital	44 099	13,06%
4	Investec Bank	39 683	11,75%
5	Rand Merchant Bank	32 048	9,49%
6	Standard Bank	14 718	4,36%
7	Merchantec Capital	12 933	3,83%
8	UBS	11 773	3,49%
9	Vunani Sponsors	11 332	3,35%
10	PSG Capital	10 943	3,24%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Java Capital</b>	<b>52</b>	<b>20,00%</b>	<b>44 099</b>
2	Investec Bank	30	11,54%	39 683
3	PSG Capital	27	10,38%	10 943
4	Rand Merchant Bank	26	10,00%	32 048
5	Questco	24	9,23%	45 409
6	Merchantec Capital	14	5,38%	12 933
	Standard Bank	14	5,38%	14 718
8	Nedbank CIB	9	3,46%	9 383
9	Merrill Lynch	8	3,08%	60 459
	Deloitte	8	3,08%	9 085

## SPONSORS 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Investec Bank</b>	<b>70 483</b>	<b>26,54%</b>
2	PSG Capital	36 719	13,82%
3	Nedbank CIB	29 779	11,21%
4	Java Capital	23 058	8,68%
5	Merrill Lynch	19 321	7,27%
6	Absa CIB	16 560	6,23%
7	Rand Merchant Bank	12 739	4,80%
8	JPMorgan	12 131	4,57%
9	UBS	11 076	4,17%
10	Questco	9 482	3,57%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Java Capital</b>	<b>48</b>	<b>15,89%</b>	<b>23 058</b>
2	Investec Bank	36	11,92%	70 483
3	PSG Capital	33	10,93%	36 719
4	Nedbank CIB	28	9,27%	29 779
5	Rand Merchant Bank	25	8,28%	12 739
6	Questco	21	6,95%	9 482
7	Standard Bank	15	4,97%	8 718
8	Merchantec Capital	14	4,64%	3 152
9	Grindrod Bank	12	3,97%	1 386
10	UBS	11	3,64%	11 076

# MERGERS & ACQUISITIONS

## LEGAL ADVISERS 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Webber Wentzel</b>	<b>217 357</b>	<b>38,63%</b>
2	Bowmans	127 591	22,68%
3	Cliffe Dekker Hofmeyr	89 071	15,83%
4	ENSafrica	39 308	6,99%
5	Herbert Smith Freehills South Africa	29 865	5,31%
6	DLA Piper	15 696	2,79%
7	Werksmans	13 246	2,35%
8	White & Case (SA)	4 786	0,85%
9	Bernadt Vukic Potash & Getz	4 647	0,83%
10	Norton Rose Fulbright South Africa	3 796	0,67%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Cliffe Dekker Hofmeyr</b>	<b>37</b>	<b>17,62%</b>	<b>89 071</b>
2	Webber Wentzel	31	14,76%	217 357
3	ENSafrica	27	12,86%	39 308
4	Bowmans	24	11,43%	127 591
5	Werksmans	13	6,19%	13 246
6	Saltzman	12	5,71%	259
7	Vani Chetty Competition Law	10	4,76%	3 646
8	DLA Piper	7	3,33%	15 696
	White & Case (SA)	7	3,33%	4 786
	Alchemy Law Africa	7	3,33%	2 933

## LEGAL ADVISERS 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Webber Wentzel</b>	<b>269 631</b>	<b>32,75%</b>
2	ENSafrica	151 538	18,41%
3	Bowmans	121 373	14,74%
4	Cliffe Dekker Hofmeyr	117 634	14,29%
5	Werksmans	51 671	6,28%
6	Alchemy Law Africa	43 352	5,27%
7	DLA Piper	14 810	1,80%
8	Vani Chetty Competition Law	14 559	1,77%
9	Glyn Marais	8 821	1,07%
10	Allen & Overy (South Africa)	6 292	0,76%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Cliffe Dekker Hofmeyr</b>	<b>59</b>	<b>19,80%</b>	<b>117 634</b>
2	Webber Wentzel	49	16,44%	269 631
3	ENSafrica	43	14,43%	151 538
4	Bowmans	32	10,74%	121 373
5	Werksmans	25	8,39%	51 671
6	Vani Chetty Competition Law	13	4,36%	14 559
7	Saltzman	11	3,69%	2 317
8	DLA Piper	6	2,01%	14 810
	Glyn Marais	6	2,01%	8 821
10	CMS	5	1,68%	3 902
	Tugendhaft Wapnick Banchetti	5	1,68%	3 752
	Nortons	5	1,68%	1 443



# MERGERS & ACQUISITIONS

## LEGAL ADVISERS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>ENSAfrica</b>	<b>58 878</b>	<b>26,49%</b>
2	Webber Wentzel	54 333	24,44%
3	Cliffe Dekker Hofmeyr	26 560	11,95%
4	Bowmans	25 566	11,50%
5	Werksmans	14 003	6,30%
6	DLA Piper	11 328	5,10%
7	Fasken	8 500	3,82%
8	White & Case (South Africa)	5 268	2,37%
9	Herbert Smith Freehills South Africa	3 367	1,51%
10	Norton Rose Fulbright	3 100	1,39%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Cliffe Dekker Hofmeyr</b>	<b>54</b>	<b>24,55%</b>	<b>26 560</b>
2	ENSAfrica	32	14,55%	58 878
3	Webber Wentzel	31	14,09%	54 333
4	Bowmans	22	10,00%	25 566
5	Werksmans	17	7,73%	14 003
6	Saltzman	9	4,09%	789
7	Inlexso	8	3,64%	357
8	White & Case (South Africa)	5	2,27%	5 268
9	Bernadt Vukic Potash & Getz	4	1,82%	582
10	DLA Piper	3	1,36%	11 328
	Herbert Smith Freehill South Africa	3	1,36%	3 367
	Vani Chetty Competition Law	3	1,36%	2 676

## LEGAL ADVISERS 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Webber Wentzel</b>	<b>50 860</b>	<b>25,80%</b>
2	Cliffe Dekker Hofmeyr	29 818	15,13%
3	Bowmans	29 645	15,04%
4	ENSAfrica	22 010	11,17%
5	Baker McKenzie	21 138	10,72%
6	Werksmans	13 975	7,09%
7	Herbert Smith Freehills South Africa	5 365	2,72%
8	Bernadt Vukic Potash & Getz	4 798	2,43%
9	Malan Scholes	4 600	2,33%
10	Norton Rose Fulbright (South Africa)	2 540	1,29%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>Webber Wentzel</b>	<b>52</b>	<b>21,76%</b>	<b>50 860</b>
2	Cliffe Dekker Hofmeyr	44	18,41%	29 818
3	ENSAfrica	33	13,81%	22 010
4	Werksmans	24	10,04%	13 975
5	Bowmans	20	8,37%	29 645
6	Saltzman Attorneys	9	3,77%	85
7	Baker McKenzie	8	3,35%	21 138
8	Vani Chetty Competition Law	6	2,51%	1 594
9	Herbert Smith Freehills South Africa	4	1,67%	5 365
	Motsoeng Bill	4	1,67%	210

# MERGERS & ACQUISITIONS

## TRANSACTIONAL SUPPORT SERVICES 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>PwC</b>	<b>88 945</b>	<b>44,50%</b>
2	BDO	48 331	24,18%
3	Deloitte	16 395	8,20%
4	EY	13 662	6,83%
5	KPMG	9 875	4,94%
6	RSM	4 975	2,49%
7	SNG Grant Thornton	4 754	2,38%
8	Renmere	3 300	1,65%
9	Valeo Capital	2 908	1,45%
10	Investec Bank	1 750	0,88%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>BDO</b>	<b>18</b>	<b>19,35%</b>	<b>48 331</b>
2	PwC	17	18,28%	88 945
3	EY	9	9,68%	13 662
4	Deloitte	8	8,60%	16 395
5	Mazars	7	7,53%	1 700
6	KPMG	5	5,38%	9 875
7	SNG Grant Thornton	4	4,30%	4 754
	Valeo Capital	4	4,30%	2 908
9	Renmere	2	2,15%	3 300
	Nodus Capital	2	2,15%	1 109
	PSG Capital	2	2,15%	534
	Questco	2	2,15%	516
	Exchange Sponsors	2	2,15%	176
	Merchantec Capital	2	2,15%	159

## TRANSACTIONAL SUPPORT SERVICES 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>PwC</b>	<b>105 816</b>	<b>21,08%</b>
2	EY	102 919	20,50%
3	BDO	87 123	17,35%
4	Deloitte	81 541	16,24%
5	KPMG	52 578	10,47%
6	PSG Capital	44 448	8,85%
7	UBS	12 729	2,54%
8	Questco	6 579	1,31%
9	Mazars	4 910	0,98%
10	Nodus Capital	1 900	0,38%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>BDO</b>	<b>20</b>	<b>20,00%</b>	<b>87 123</b>
2	PwC	15	15,00%	105 816
3	Deloitte	13	13,00%	81 541
4	EY	11	11,00%	102 919
5	PSG Capital	8	8,00%	44 448
6	Mazars	6	6,00%	4 910
7	Questco	5	5,00%	6 579
	Moore	5	5,00%	518
9	KPMG	3	3,00%	52 578
	Nodus Capital	3	3,00%	1 900



# MERGERS & ACQUISITIONS

## TRANSACTIONAL SUPPORT SERVICES 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>Deloitte</b>	<b>50 138</b>	<b>28,80%</b>
2	PwC	46 772	26,87%
3	KPMG	37 582	21,59%
4	BDO	13 623	7,83%
5	Java Capital	5 260	3,02%
	Rothschild & Co	5 260	3,02%
7	Questco	3 497	2,01%
8	Investec Bank	2 870	1,65%
9	EY	2 846	1,64%
10	PSG Capital	1 587	0,91%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>BDO</b>	<b>19</b>	<b>21,59%</b>	<b>13 623</b>
2	Deloitte	11	12,50%	50 138
3	PwC	10	11,36%	46 772
4	EY	8	9,09%	2 846
5	Mazars	7	7,95%	826
6	Nodus Capital	6	6,82%	593
7	PSG Capital	4	4,55%	1 587
8	Moore Johannesburg	3	3,41%	217
9	KPMG	2	2,27%	37 582
	Questco	2	2,27%	3 497
	Nexia SAB&T	2	2,27%	594
	Letsema Corporate Finance	2	2,27%	506
	PKF Octagon	2	2,27%	454
	Merchantec Capital	2	2,27%	267

## TRANSACTIONAL SUPPORT SERVICES 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	<b>BDO</b>	<b>39 428</b>	<b>40,96%</b>
2	PwC	38 028	39,50%
3	Mazars	4 684	4,87%
4	Questco	4 002	4,16%
5	EY	3 135	3,26%
6	JPMorgan	2 700	2,80%
7	Deloitte	2 540	2,64%
8	Nexia SAB&T	1 023	1,06%
9	Moore Corporate Services Cape Town	457	0,47%
10	Merchantec Capital	184	0,19%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	<b>BDO</b>	<b>23</b>	<b>31,51%</b>	<b>39 428</b>
2	EY	12	16,44%	3 135
3	PwC	11	15,07%	38 028
4	Mazars	8	10,96%	4 684
5	Deloitte	4	5,48%	2 540
6	Nexia SAB&T	3	4,11%	1 023
	Merchantec Capital	3	4,11%	184
8	Questco	1	1,37%	4 002
	JPMorgan	1	1,37%	2 700
	Moore Corporate Services Cape Town	1	1,37%	457



# ADVISER CATEGORY LIST

## INVESTMENT / CORPORATE ADVISERS

Absa CIB	20
AC Corporate Transaction Services	22
AcaciaCap Advisors	22
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Exchange Sponsors	48
EY	50
Fairview Partners	52
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Itai Capital	62
J.P.Morgan	62
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KPMG Services	65
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Exchange Sponsors	48
Grindrod Bank	57
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J.P.Morgan	62
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Nedbank CIB	78
One Capital	83
Pallidus	85
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Exchange Sponsors	48
EY	50
Java Capital	64
KPMG Services	65
Mazars	68
Merchantec Capital	70
Moore Advisory Jhb	72
Nexia SAB&T	80
Nodus Capital	81
Nolands Capital	82
PKF Octagon	85
PSG Capital	87
PwC	88
Questco	88
SNG Grant Thornton	94
Step Advisory	100
Suez Capital	100
Tamela	102

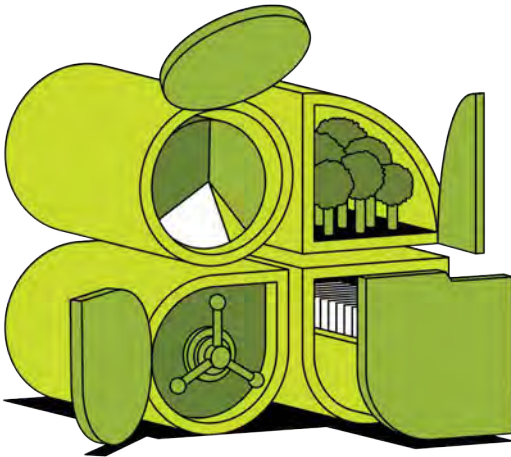
Ansarada's  
new brand

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<sup>1</sup> calls <sup>2</sup> for  
<sup>3</sup> order

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## We're creating more products to create more value for you.

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At Ansarada, we're in the business of creating long-term value for our customers. But we go about it in a very different way to others.

We believe that for businesses to prosper, they must seek order amid the complexity of the world and the whirlwind of daily operations. Lack of order creates an environment ripe with misinformation, disruption, and lowers operational resilience and accountability.

The lifeblood of your business is in its critical processes – the way day-to-day operations are set up to run, how information is distributed and secured, and ultimately, how decisions are made. Getting your governance processes right is key to your success.

At Ansarada, we have over 17 years of experience in information governance helping people get their businesses in order – from helping to transact over 1 trillion dollars in M&A deals and procurement on our platform, to technology that enables board meetings and GRC processes to run smoothly. Bringing order and

governance into all aspects of how you run your business is the difference between average results and excellence, every time.

The company has experienced exciting growth, evolving our team, our products, and our focus to information governance.

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### **To find out more, contact:**

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Absa Bank (via its Investment Banking division) focuses on Mergers & Acquisitions and capital markets transactions for clients across Africa.

Our Mergers & Acquisitions capabilities cover the entire spectrum of strategic options, including acquisitions, mergers, defense, divestitures, exclusive sales, fairness opinions and leveraged buyouts.

Capital markets offering comprises of equity capital markets ("ECM") and debt capital markets ("DCM"). ECM includes initial public offerings, follow-on offerings, block trades and private placements, as well as equity-linked products and share repurchases. In the DCM space, Absa advises corporates and sovereigns in raising capital in the bond market.

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**Best Equity House:**

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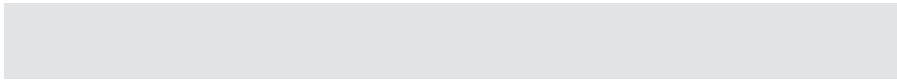
*The bravery to imagine and the will to get things done.  
That's Africanacity.*

[cib.absa.africa](https://cib.absa.africa)



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AcaciaCap Advisors can assist companies with listing on any primary stock exchange in South Africa, as well as Dual Listings. Once listed, we assist with ongoing advice relating to compliance with the various listing requirements. We are accredited by the JSE as an independent expert for fairness opinions.

We believe in long term relationships and are outcomes oriented. We have a sister company, Light Consulting Proprietary Limited, that offers outsourced company secretarial services, which complements the services offered around compliance and governance.

We also offer corporate finance services, including valuations, assistance with acquisitions and disposals and advice relating to the Takeover Regulations.

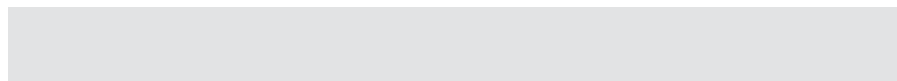


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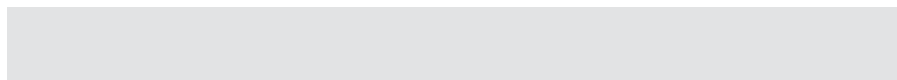
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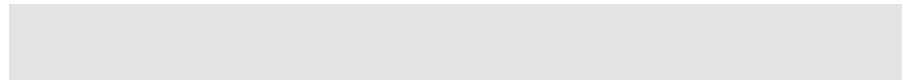
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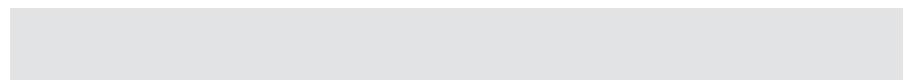
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 2021

## BDO Corporate Finance



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TRANSACTIONAL SUPPORT SERVICES

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\*according to Dealmakers 2019, 2020 and 2021.

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**Contact Nick Lazanakis,**  
Head of Corporate Finance at  
[nlazanakis@bdo.co.za](mailto:nlazanakis@bdo.co.za)

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## Benchmark International CSS-ZA



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INTERNATIONAL

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Benchmark International's global offices provide business owners in the middle market and lower middle market with creative, value-maximizing solutions for growing and exiting their businesses. To date, Benchmark International has handled engagements in excess of \$8.25B across various industries worldwide. With decades of global M&A experience, Benchmark International's deal teams, working from 14 offices across the world, have assisted thousands of owners with achieving their personal objectives and ensuring the continued growth of their businesses.

## Bernadt Vukic Potash & Getz

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 Website : www.bsm.africa  
 Address : Ground floor, Jindal Africa Building, 22 Kildoon Road, Bryanston

Birkett Stewart McHendrie is a South African corporate advisory firm with a 'boutique' culture, specialising in M&A, restructuring & distressed advisory, transaction services and capital raising.

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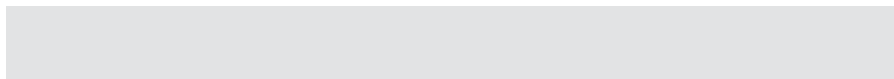
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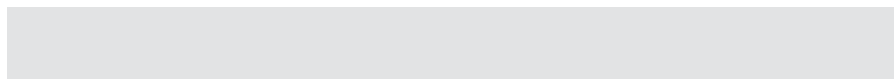
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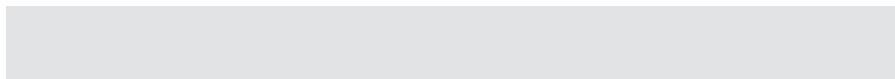
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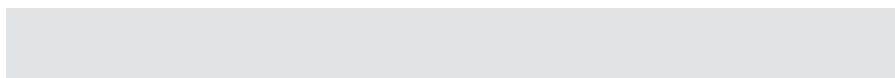
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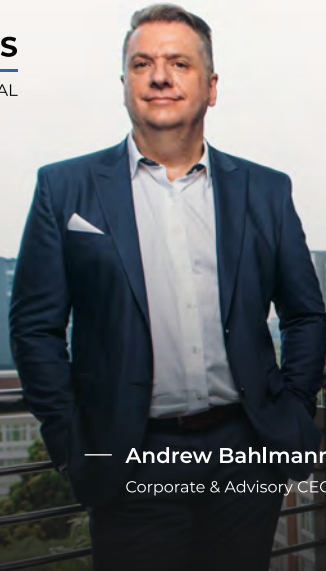
Through our extensive local and international networks in over 20 geographies, combined with our far-reaching research capabilities, we can identify the very best acquirers, strategic growth partners or transformation capital (BEE) partners to suit a seller's exit or growth strategy requirements. We are the Africa representative of the Pandea Global M&A network, and our alliances with CapEQ and Onyx in the UK provides unparalleled access to a pool of high-net-worth acquirers and strategic partners.

Deal Leaders International was started by Andrew Bahlmann in April 2017. Long-time business partner, Rick Grantham, later joined as Joint-CEO. Both have years of mergers and acquisitions experience and can provide you with the best advice and an analysis of your business and the market. Their entrepreneurial DNA always ensures that they adopt the approach of 'how we can' versus 'why we can't'. Rick and Andrew are supported by a team of 13 highly specialised professionals who are agile and adaptable to each client's requirements.

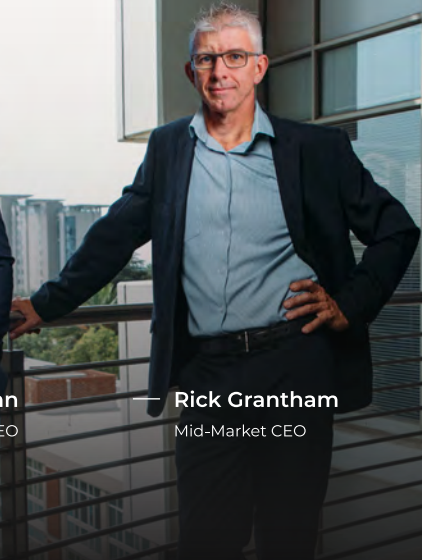
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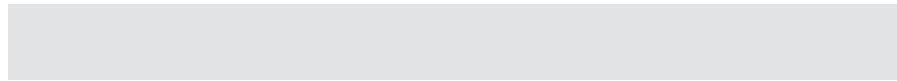
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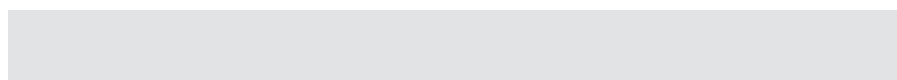
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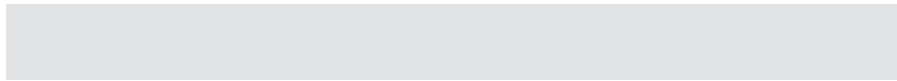
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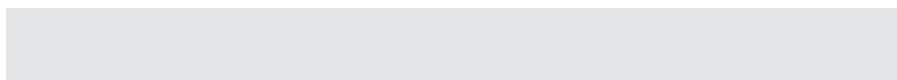
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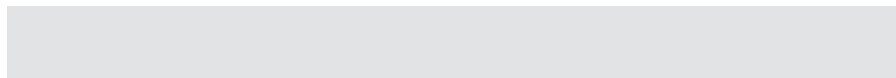
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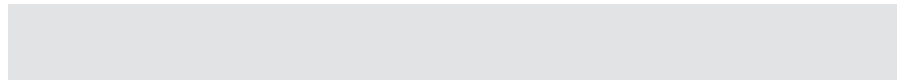


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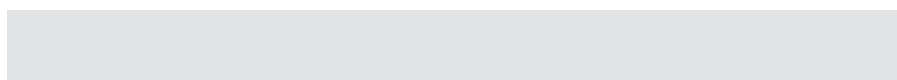
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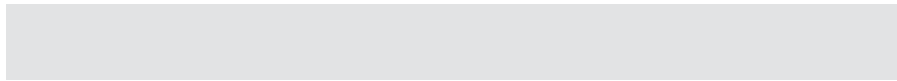
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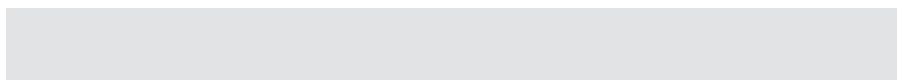
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Designation : Senior Partner

Email : fmarais@glynmarais.co.za

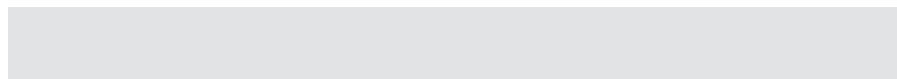
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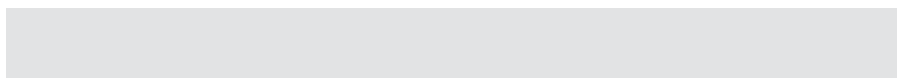
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Hampstead Advisory is a boutique advisory firm located in London and Johannesburg, with a specialist focus on Sub-Saharan Africa. The founders have a long history with the region and have worked on some of the largest M&A and Capital Markets transactions there.

We offer strategic advice and bespoke funding solutions to our clients. Through our strong access to alternative sources of capital we are able to assist clients in funding their M&A opportunities. We work with many of the world's largest financial institutions, private equity funds, hedge funds and fund managers.

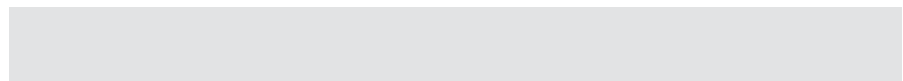
We work across sectors, with a particular focus on Industrials, Infrastructure & Energy and Natural Resources.

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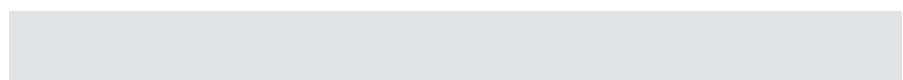
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Investec Corporate Finance, valued for its relationship-based service and proven deal execution skills, has been consistently ranked as South Africa's leading corporate finance and sponsor team by deal flow. With a proven track record in supporting and growing companies in all sectors, we understand the individual nature of advice and work closely with management teams to build trusted adviser relationships to help develop and deliver objectives.

We provide a full range of services. These include, but are not limited to:

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Itai Capital is an investment holding and boutique corporate finance advisory firm founded in 2016. Itai Capital's primary focus is on principal investments and corporate finance advisory.

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- TRANSACTION SERVICES | Valuations and Commercial Due Diligence

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Understanding our clients' needs and challenges, enables us to offer the best possible advice, whilst ensuring we deliver the highest quality execution.

At Itai Capital we seek to partner with companies that aim to achieve inclusive growth in South Africa. Contact us and together we can unlock opportunities that meet your investment criteria.



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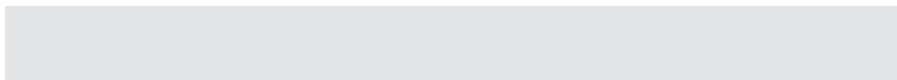
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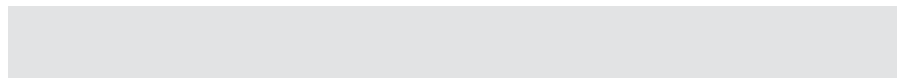
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Macquarie Capital is the advisory, capital markets and principal investment arm of Macquarie Group, a global financial services group operating in 34 markets. It combines specialist expertise, innovative advice and flexible capital solutions to help our clients and partners make opportunity reality.

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In the year to 31 March 2021, Macquarie Capital completed \$US262 billion worth of transactions for our clients and partners around the world.

## Malan Scholes

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Our dedicated corporate finance team specialises in strategic transactional services advice in the following areas:

- Mergers and Acquisitions
- Due diligence reviews
- Business valuations and transactional support
- IFRS3 Purchase Price Allocations
- Listings and delisting
- Fair and Reasonable opinions in terms of the JSE requirements and Companies Act
- Financial modelling and capital raising
- Pre-funding reviews
- B-BBEE advisory services

Our corporate finance division has been independently rated as a Level 2 Contributor in terms of the Department of Trade and Industry's Codes of Good Practice in respect of Broad-Based Black Economic Empowerment.

## Mazars



TRANSACTIONAL SUPPORT SERVICES

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Mazars is an internationally integrated partnership, specialising in audit, accountancy, advisory, tax and legal services\*.

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A woman with a braid, wearing a white tank top and black leggings, is climbing a rock wall. She is reaching up with her right arm to grasp a green hold. The wall is light-colored with various colored holds (green, blue, red, yellow).

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The investment in the growth of black-owned businesses within our communities is a vision that comes to life through our Enterprise and Supplier Development programme.

Investments of this nature remain a key component of our socio-economic development response. This is a principle of our Sustainable Growth and Impact strategy to develop entrepreneurs to build and grow auspicious businesses.

The programme also aims to diversify our supplier base and develop local enterprises for long-term job creation and economic development, an integrated approach to ensuring the economic well-being, dignity and progress in our communities.

Our total ESD funding 2020 amounts was R79.8 million, comprising of R56.1 million in zero interest loans and R23.7 million in grant funding.



[www.exxaro.com](http://www.exxaro.com)

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## Moore Advisory Jhb



**MOORE** Advisory Jhb

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Moore Advisory Jhb acts as a trusted advisor and provides specialist outsourced M&A lead transaction advisory, Due Diligence services, Independent Expert Valuation services, Debt advisory and ESG advisory to growing entrepreneurial businesses, multinationals, and high-net-worth individuals.

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Please reach out to Moore Advisory Jhb should you wish to obtain any further details of our Services.



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With 22 000m<sup>2</sup> of flexible event space, Sandton Convention Centre has the capacity to host large-scale events for up to 4 500 guests. For gala dinners the triple-volume Ballroom can host up to 1500 guests and the Pavillion 2000 guests.

The two exhibition venues, Exhibition 1 (5 430m<sup>2</sup>) and Exhibition 2 (5 050m<sup>2</sup>) provide ample space supported by a full range of services and facilities to ensure world-class consumer or B2B expos and confexes for both local and international clients.

Sandton Convention Centre's offering also includes a range of smaller meeting rooms and venues for more intimate events catering for anything over 10 people.

In total, 19 venues are housed over multiple levels with capacity to accommodate a total of up to 10 000 visitors at any one time.

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**MBA** MOTSOENENG  
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15 years ago, Motsoeneng Bill Attorneys Incorporated opened its doors with the goal of providing supreme legal services to clients in the community. 15 years later, we are proud to say that we have successfully achieved that goal and we continue to make great strides to becoming the largest premier law firm in South Africa, that fairly represents the diversity of South Africa.

Over the years, we have had the pleasure of representing a diverse range of clients, from state-owned entities, private entities, small businesses, large corporations to individuals. Our team of experienced attorneys has a wealth of knowledge and expertise in various areas of law, including Mergers and Acquisitions; Competition Law; Commercial and Corporate Law; Tax Law; Employment and Labour Law; Dispute Resolution and Litigation; Administrative, Public and Constitutional Law; Intellectual Property Law; Regulatory and Compliance Law; and Information Communication Technology and Telecommunications Law.

MBA Incorporated boasts vast experience and competence, having been involved in some of South Africa's most reported matters that have not only shaped our legal jurisprudence but also helped in shaping a better South Africa as envisioned by the Constitution of the Republic of South Africa.

Our dedication and commitment to providing each and every client individualised service is one of the things that distinguishes us from other law firms. We understand that legal issues tend to be confusing, stressful and overwhelming; MBA Incorporated timeously provides innovative yet pragmatic legal solutions based on best practice rules and principals while ensuring that the process is as smooth and seamless as possible for our clients.

We have actively participated in the community throughout the last 15 years, supporting a variety of philanthropic and humanitarian organisations and events. As the IsiZulu proverb says "izandla ziyagezana" ("one hand washes another" meaning that no one can rise without the help of another), MBA Incorporated believes in giving back to the community that has supported us throughout the years and hopes to ignite and inspire solidarity and togetherness in the development of South Africa.

As we look to the future, we are excited to continue providing exceptional legal services to our clients and being a valuable asset to the South African community. We would like to thank our clients, colleagues, and the community for their continued support and look forward to serving you for many more years to come.

Cheers to 15 years, Motsoeneng Bill Attorneys!



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## Nedbank Corporate and Investment Banking



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Recognised as a leader in its field, Nedbank Corporate and Investment Banking is a cluster of specialist investment banking teams operating within Nedbank Group. It provides seamless, specialist advice, debt and equity raising and execution, and trading capabilities to clients in all major South African business sectors and across key African geographies. Clients include the top 200 domestic corporates, parastatals, financial institutions, multinational corporates as well as major infrastructure and mining projects in Africa. It is based at the Group's head office in Sandton, Johannesburg, with large operational centres in Durban and Cape Town, as well as offices in London, Namibia, Angola, Ghana and Kenya.

Nedbank CIB's Corporate Finance team comprises of skilled professionals from diverse backgrounds, including accounting, law, engineering, consulting, and research. The team provides innovative advisory services for mergers and acquisitions, BEE transactions, capital raising (equity and debt), valuations, listings and delistings, corporate restructurings, and privatisations; and is also a registered JSE equity and debt sponsor and designated adviser. Nedbank also has a specialised Africa focused corporate advisory team and offers tailored services to meet our clients' unique needs.

Nedbank CIB has consistently been ranked in the top three advisors in South Africa, advising South African and multinational corporations, and government institutions in South Africa and the rest of Africa.

Activities include:

- underwriting, arranging and/or advising on a primary listing of securities;
- advising on capital raisings by way of rights offers, public offers, private placements and preferential share offers;
- advising corporates on Black Economic Empowerment structures;
- advising on mergers and acquisitions;
- advising on corporate restructurings through minority buyouts, management buyouts, unbundling or further acquisitions;
- advising governments on privatisations; and
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Nodus is an independent investment banking firm, specialising in buy-outs, mergers and acquisitions.

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 Century City, 7441

Business environments are ever-changing and full of complexity and uncertainty. To thrive in these days, businesses need advisors who are agile, creative, strategic and compassionate.

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## Norton Rose Fulbright South Africa

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Address : 17 Fricker Road, Illovo, Johannesburg

ONE CAPITAL IS AN INDEPENDENT CORPORATE ADVISORY FIRM IN SOUTH AFRICA PROVIDING BESPOKE, STRATEGIC AND FINANCIAL ADVICE TO ITS CLIENTS.

One Capital's professionals have in excess of 110 years combined corporate finance and advisory experience and have initiated and executed a number of DealMakers top rated transactions across a variety of sectors.

One Capital has won 4 of the major DealMakers Awards, comprising (i) Individual DealMaker of the Year (2014 and also nominated in 2020); (ii) Deal of the Year (2007 & 2011 and also nominated in 2009 & 2014); (iii) Private Equity Deal of the Year (2020 and also nominated in 2017) and (iv) BEE Deal of the Year (2021).

One Capital prides itself on providing independent, innovative and value enhancing advice to its clients, tailor-made to suit each client's specific requirements within the parameters of South African and international regulatory frameworks, coupled with best in class execution.

One Capital provides a full suite of integrated corporate and regulatory advisory services, including advice on:

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- Capital Raisings (Equity and Debt)
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- Divestments and Restructurings
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One Capital's independence from investors, capital providers, shareholders, auditing firms and stockbrokers / research providers allows us to provide independent and objective advice at all times, without risk of conflict.

## Oxford Partners

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Contact : Gary Hudson

Designation : Partner

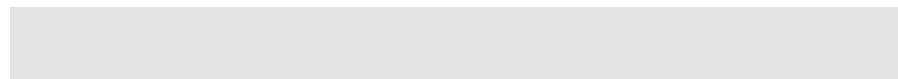
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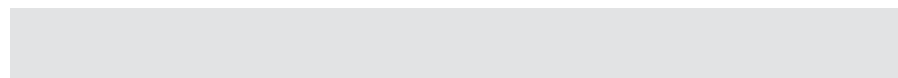
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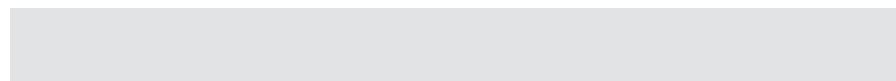
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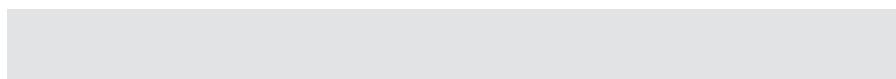
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PSG Capital is an award-winning corporate finance house providing the full suite of corporate finance and advisory services.

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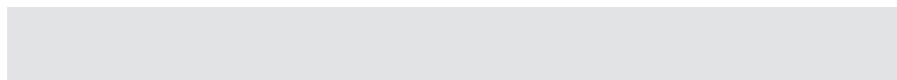
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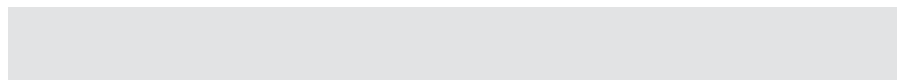
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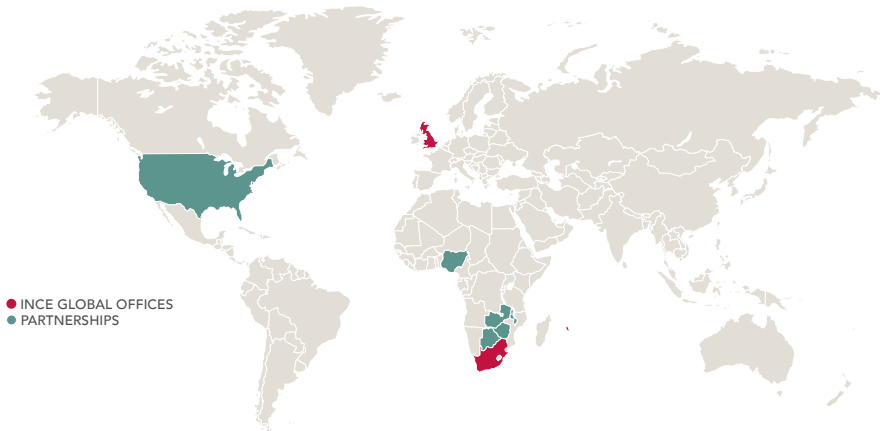
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## Delivering investor communication solutions across the southern African region, America, Mauritius, and the United Kingdom

Although we have this global footprint, we remain a personal organisation that is able to focus on each of our unique and individual client's needs.



### Our approach

Firmly anchored in **the principle of collaboration**, our approach exemplifies our belief that by working together, we can deliver **the right message to the right people at the right time** to co-create an **interconnected community** of informed contributors and a **more inclusive investment ecosystem**.

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- We are a **level 1 B-BEE investor marketing and communications agency** that runs a day and night-shift operation, making it seamless to work around our clients' needs.
- **Our attitude is stakeholder-focused.**
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- A **unique toolkit** enabling you to **reach a greater share of stakeholders** through our **effective distribution mechanisms** – while enriching the report through custom-made campaigns.

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## Rand Merchant Bank

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Rand Merchant Bank (RMB) is a leading African Corporate and Investment Bank and part of one of the largest financial services groups (by market capitalisation) in Africa – FirstRand Bank Limited. We offer our clients innovative, value-added advisory, funding, trading, corporate banking and principal investing solutions.

At RMB we are passionate about solving problems for our clients by asking the hard questions. We challenge accepted thinking. We analyse and seek solutions beyond the obvious. We are innovative in our thinking and turn challenges into opportunities, while delivering on Traditional values. Innovative ideas.

Our ability to think differently, our collaborative spirit, our client-centric solutions and our belief that great minds don't always have to think alike, is what sets us apart.

As the Corporate and Investment arm of FirstRand Bank Limited (which is wholly owned by FirstRand Limited), we have access to a network of retail banks in 25 African countries, including representative offices and branches in the UK, India and China.

For more information please visit: [www.rmb.co.za](http://www.rmb.co.za)



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Our BEE advisory team provides unique solutions that deliver value for our clients.

RMB is a market leader with specialist expertise in advising on BEE ownership transactions in South Africa as indicated by recent deals.

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- Old Mutual's R2.8bn Employee Trust, Retail Scheme and Community Trust.
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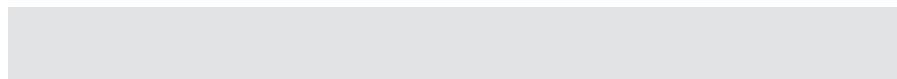
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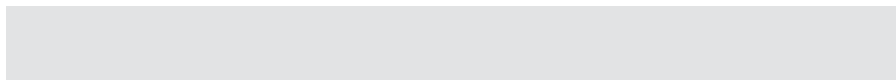
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St John Capital is a focused financial services company providing corporate finance and investment advisory services. We are an experienced, focused corporate advisory and investment management firm in South Africa and leverage skills within our network to provide objective and well considered advice to clients on a variety of financial transactions. St John Capital prides itself on its track record and delivering corporate finance solutions to clients across a broad spectrum of industries in South Africa.

We are primarily focused on providing clients with independent corporate finance advice with an emphasis on swift execution of strategic corporate actions. We advise on transactions which include both Johannesburg Stock Exchange listed and unlisted clients. We prefer to build deep relationships with our clients over the long term to successfully build their business and execute their strategic objectives.

We are passionate about the critical factors that drive fundamental value, and partner with our clients and other service providers to achieve swift execution while providing independent, objective advice.

## The Standard Bank of South Africa



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The Standard Bank Corporate Finance team partners with its clients to deliver real value in driving their business ambitions into and from Africa.

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Our Advisory experts, based in Johannesburg, Lagos and Nairobi, are uniquely positioned to offer our clients insights based on expertise and experience.

With over 160 years of experience on the continent, Standard Bank has developed strong and enduring relationships with businesses, investors, regulators and governments across Africa and beyond.

Our proven cross-border transaction capabilities, into and from Africa, are underpinned by a team with specialist skills.

Combined with Standard Bank's comprehensive product offering, we are uniquely positioned to advise our clients on exploiting opportunities.

We are able to use our expert local knowledge and global links to meet our clients' needs with full-service solutions across products as our wider Investment Banking team is a leading provider of corporate debt solutions and capital markets services on the African continent, with strong links to emerging markets across the globe.

This enables us to effectively partner with our clients to achieve their growth and/or emerging market expansion ambitions.

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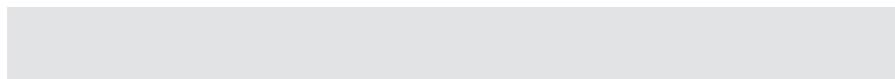
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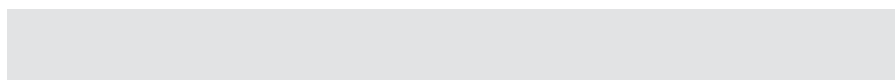
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Mergers and acquisitions are an important element within every business strategy. However, the process of identifying, acquiring and integrating another business is filled with challenges that require specialist expertise and experience.

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Tamela, founded in 2008, is a financial services company with activities in:

- corporate finance (including JSE Sponsor);
- fund management – R940 million assets under management in Tamela Mezzanine Debt Fund; and
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Since inception Tamela has built a niche corporate finance advisory business with transactions that have ranged between R100 million to over 20 billion.

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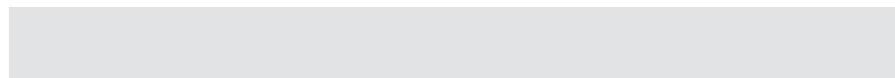
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Vani's diverse client portfolio includes, property, financial services, consumer goods, construction, steel, entertainment and petroleum. Vani's considerable expertise, broad experience, professionalism and personal attention to her clients' interests and concerns make her an authoritative and accessible ally in resolving complex competition matters.

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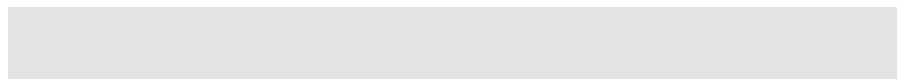
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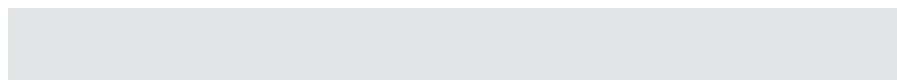
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- > Winning deals and DealMakers for 2023

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SOUTH AFRICA'S CORPORATE FINANCE MAGAZINE

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With over 150 years of experience and industry knowledge, Webber Wentzel is a leading full-service law firm on the African continent. We combine the collective knowledge and experience of our firm to provide clients with seamless, tailored and commercially-minded business solutions within record times.

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# Deal **Makers** <sup>2023</sup>

## DIRECTORY **AFRICA**



A compendium of information for deal making in Africa

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# A BRIEF INTRODUCTION

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The DealMakers Directory was first launched in 2011 and at the time we envisioned expanding it to include an African database of advisers. This is now the 10th issue in which the directory includes DealMakers **AFRICA**. Of the more than 50 countries in Africa, almost half have their own stock exchanges. There are also two regional stock exchanges that serve 14 countries between them.

The DealMakers **AFRICA** Directory continues to grow each year, and while improving, it is still some way off in providing a comprehensive list of all advisers working on the continent. It does however serve to provide a snapshot of the advisory firms out there. The following pages cover some countries that have their own exchanges and it is hoped that, in the years to come, this Directory will grow to be as extensive as the current South African version. This compendium of information is a starting point for any company looking to do business within Africa and which may require the services of financial advisers, brokers, legal experts and transactional support services providers.

Each country has its own definition of the various types of advisers, but on the whole the stockbrokers, dealers and member firms cover the investment advisory and sponsor roles to which we are accustomed.

Should your firm not be listed, please contact us so that we can include your details for 2024.



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Verdant Capital is a leading specialist investment bank and investment manager operating on a pan-African basis. Verdant Capital has offices in Johannesburg, Ebene, Accra, Harare, Kinshasa and Frankfurt. It has recent transaction experience in more than twenty five African countries. Verdant Capital is the manager of the Verdant Capital Hybrid Fund, a USD 100 million fund investing in Inclusive Financial Institutions on a Pan-African basis. Verdant Capital was awarded the accolade of Best Local Financial Advisor by Private Equity Africa in 2021 and 2022. It operates in three segments:

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2. Fintech & Financial Institutions: leading advisor in private debt and private equity capital markets For fintechs & financial institutions.
3. Specialist Funds: investing specialist credit products into financial institutions and other businesses on a pan-African basis.

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Verdant Capital is a leading specialist investment bank and investment manager operating on a pan-African basis. Verdant Capital has offices in Johannesburg, Ebene, Accra, Harare, Kinshasa and Frankfurt. It has recent transaction experience in more than twenty five African countries. Verdant Capital is the manager of the Verdant Capital Hybrid Fund, a USD 100 million fund investing in Inclusive Financial Institutions on a Pan-African basis. Verdant Capital was awarded the accolade of Best Local Financial Advisor by Private Equity Africa in 2021 and 2022. It operates in three segments:

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Bowmans is a leading African law firm. Its Kenyan practice is one of the largest and best-known corporate law firms in the country.

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CDH is uniquely positioned to serve the legal needs of our clients with business interests in Africa. Our teams in South Africa and Kenya advise and take the lead on the largest and most complex of M&A transactions and other corporate and commercial law related matters across Africa. These teams work seamlessly across practice areas and jurisdictions to provide the full suite of services necessary to deliver strategic support on transactional work. From vision to fruition, we deal with regulatory requirements, advise on tax matters, manage due diligence and prepare all the necessary documents to achieve pre- and post-deal structuring and integration.

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I&M Burbidge Capital (IMBC) is a leading corporate finance advisory firm. We advise businesses in Sub-Saharan Africa on capital raising through IPOs, private equity, debt and M&A transactions. We are part of the I&M Group, a large regional financial services Group. Our head-office is in Nairobi which is supplemented by our Kampala regional office. We have on the ground coverage of Rwanda, Tanzania, and Mauritius through the I&M Group and leverage our affiliations across Sub-Saharan Africa and the globe to deliver value for our clients.

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*Our team based in Kenya covers the East Africa Region.*



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Bowmans is a leading African law firm. Its Mauritian practice is known for its expertise in structuring global business vehicles, including those appropriate for funds and financial services providers, for clients using Mauritius as a gateway to the rest of Africa.

The team specialises in corporate, securities and regulatory law; advises on mergers and acquisitions; and provides transactional support to investment funds and holding companies. Its experience extends from general corporate matters to private equity, capital markets, banking and finance, and dispute resolution.

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Verdant Capital is a leading specialist investment bank and investment manager operating on a pan-African basis. Verdant Capital has offices in Johannesburg, Ebene, Accra, Harare, Kinshasa and Frankfurt. It has recent transaction experience in more than twenty five African countries. Verdant Capital is the manager of the Verdant Capital Hybrid Fund, a USD 100 million fund investing in Inclusive Financial Institutions on a Pan-African basis. Verdant Capital was awarded the accolade of Best Local Financial Advisor by Private Equity Africa in 2021 and 2022. It operates in three segments:

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Victoria Falls Stock Exchange (VFEX)

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