

DealMakers[®] 2022

DIRECTORY



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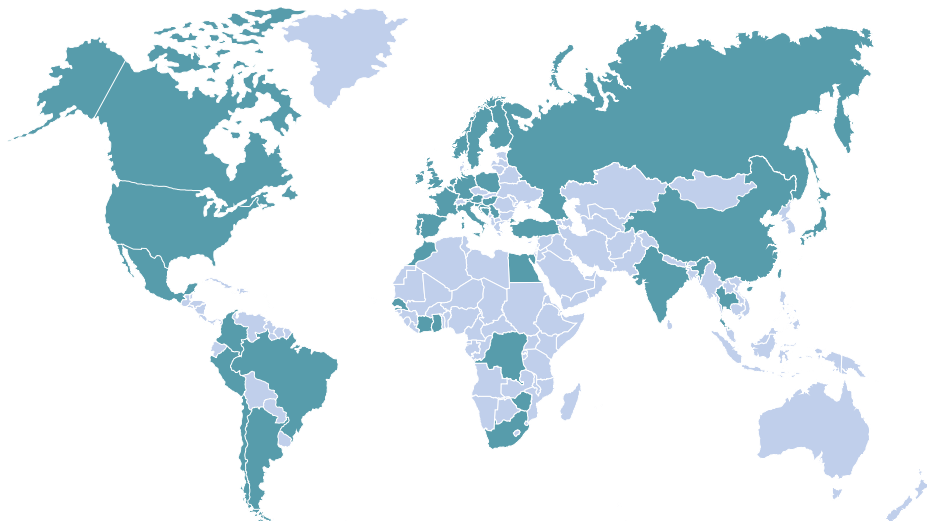

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REFINITIV 
IMAP 7th Middle-Market M&A globally ⁽¹⁾ 9 months 2021

(1) Transaction sizes: < USD 500 million

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A Quick Look

This is the 12th issue of the **DealMakers Annual Directory** of firms and departments within companies which specialise in the mergers and acquisitions arena.

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 weekly 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.

This Directory 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.

Deal activity returned to pre-COVID levels in 2021, with a flurry of announcements in the final quarter. The total number of deals – excluding the 11 failed deals – was 472, valued at R927bn. Extracting those deals executed by companies with secondary listings on the JSE, local deal activity for the year was R484,6bn; a level not seen since 2015. The largest deal by a South African listed company (by value) was the acquisition by Vodacom of a 55% stake in Vodafone Egypt, valued at R41,6bn. The deal is a game changer for Vodacom as it seeks to diversify its revenue stream, and to rival MTN on the continent.

Drilling down, of the 472 deals announced in 2021, the real estate sector dominated, making up just under a third of all deals recorded by DealMakers, and valued at R93bn. This was followed by technology (16%) and financial services, mining and logistics (7%). Unsurprisingly, the tech deals had the greatest aggregate value at R200bn (22% of the total value of deals for the year), despite many of the deals having an undisclosed value – this because no less than 18 involved private equity firms, and these parties are generally light on disclosure.

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 2022

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Deal**Makers** **AFRICA** D I R E C T O R Y

Deal**Makers** DIRECTORY is published by the proprietor
Gleason Publications (Pty) Ltd, reg no: 1996/010505/07
from its offices at 31 Tudor Park, 61 Hillcrest Avenue,
Blairgowrie, Randburg 2194.
Tel: +27 (0) 11 886 6446
e-mail: reception@gleason.co.ca

Deal**Makers** DIRECTORY is printed by
Typo Colour Printing,
19 Beaufort Street Troyeville,
Johannesburg

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Sea Design Studio

Advertising rates are available on request from
Vanessa Aitken +27 (0) 83 775 2995



R300.00 including VAT

Volume 22: No. 4

DealMakers®

GOLD MEDAL ISSUE 2021

incorporating **Catalyst** private equity magazine

MERGERS & ACQUISITIONS

Mergers & Acquisitions Analysis 2021 (excludes unlisted M&A)

	2021			2020		
Deal Activity	No	*	R'm	No	*	R'm
Local Deals	433	(10)	508 224	364	(21)	214 617
Foreign Deals	50	(1)	447 583	47	(1)	121 195
Total	483	(11)	955 807	411	(22)	335 812

Deal Activity (excluding failed deals)	No		R'm	No		R'm
Local Deals	423		484 641	343		193 313
Foreign Deals	49		442 398	46		113 508
Total	472		927 039	389		306 821

BEE and Private Equity Activity 2021 (includes listed and unlisted M&A)

	2021			2020		
BEE Activity	No	*	R'm	No	*	R'm
Listed M&A	14	(1)	55 482	21	(3)	11 957
Unlisted M&A	12	(0)	656	16	(0)	396
Total	26	(1)	56 138	37	(3)	12 353

	2021			2020		
PE Activity	No	*	R'm	No	*	R'm
Listed M&A	39	(0)	23 719	44	(0)	25 333
Unlisted M&A	110	(0)	8 682	88	(0)	3 908
Total	149	(0)	32 401	132	(0)	29 241

* No of failed deals



ANALYSIS 2017 - 2021

2019			2018			2017		
No	*	R'm	No	*	R'm	No	*	R'm
423	(28)	217 844	453	(24)	275 019	476	(19)	379 231
65	(2)	322 644	72	(0)	336 606	72	(4)	257 046
488	(30)	540 488	525	(24)	611 625	548	(23)	636 277

2019			2018			2017		
No	*	R'm	No	*	R'm	No	*	R'm
395		195 742	429		235 753	457		333 389
63		217 982	72		336 607	68		136 117
458		413 724	501		572 360	525		469 506

2019			2018			2017		
No	*	R'm	No	*	R'm	No	*	R'm
28	(1)	17 161	27	(3)	38 968	26	(2)	55 841
32	(0)	4 135	21	(0)	6 447	27	(0)	216
60	(1)	21 296	48	(3)	45 415	53	(2)	56 057

2019			2018			2017		
No	*	R'm	No	*	R'm	No	*	R'm
31	(1)	6 992	39	(2)	19 167	27	(1)	12 668
64	(1)	3 420	35	(1)	5 890	50	(0)	4 040
95	(2)	10 412	74	(3)	25 057	77	(1)	16 708

TOP DEALMAKERS AND DEALS DOWN THE YEARS

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

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2000 - 2021

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

MERGERS & ACQUISITIONS

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

INVESTMENT ADVISERS * 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rand Merchant Bank	97 459	11,98%
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
1	Rand Merchant Bank	22	11,76%	97 459
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 * 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Merrill Lynch	37 393	23,68%
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	Investec Bank	19	13,77%	18 516
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 incorporate Financial Advisers and others claiming this category



MERGERS & ACQUISITIONS

INVESTMENT ADVISERS * 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PSG Capital	33 074	16,77%
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	Nedbank CIB	24	13,64%	16 401
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 * 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rothschild	33 816	13,02%
2	Rand Merchant Bank	33 031	12,72%
3	BDO Corporate Finance	28 702	11,05%
4	Absa	21 057	8,11%
5	Investec Bank	21 030	8,10%
6	EY	18 078	6,96%
7	Standard Bank	15 021	5,78%
8	Deloitte	9 290	3,58%
9	Java Capital	8 058	3,10%
10	Nedbank CIB	8 055	3,10%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PSG Capital	23	11,86%	5 512
2	Nedbank CIB	21	10,82%	8 055
3	Rand Merchant Bank	15	7,73%	33 000
	Investec Bank	15	7,73%	21 030
5	BDO Corporate Finance	13	6,70%	28 702
6	Standard Bank	12	6,19%	15 021
7	Java Capital	11	5,67%	8 058
8	Questco	10	5,15%	6 192
9	River Group	6	3,09%	90
10	PwC Corporate Finance	5	2,58%	3 219

* Investment Advisers incorporate Financial Advisers and others claiming this category

MERGERS & ACQUISITIONS

SPONSORS 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	307 103	30,19%
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	Investec Bank	42	14,58%	146 676
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

SPONSORS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Merrill Lynch	60 459	17,90%
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	Java Capital	52	20,00%	44 099
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



MERGERS & ACQUISITIONS

SPONSORS 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Investec Bank	70 483	26,54%
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	Java Capital	48	15,89%	23 058
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

SPONSORS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	169 776	28,17%
2	Absa	94 924	15,75%
3	Rand Merchant Bank	82 414	13,67%
4	Investec Bank	72 675	12,06%
5	Java Capital	44 559	7,39%
6	Deutsche Securities	24 821	4,12%
7	Nedbank CIB	18 389	3,05%
8	JPMorgan	18 000	2,99%
9	Merrill Lynch	16 528	2,74%
10	PSG Capital	15 967	2,65%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	48	14,37%	44 559
2	Investec Bank	39	11,68%	72 675
	PSG Capital	39	11,68%	15 967
4	Rand Merchant Bank	34	10,18%	82 383
5	Nedbank CIB	25	7,49%	18 389
6	Arbor Capital Sponsors	23	6,89%	2 085
7	Questco	21	6,29%	9 608
8	Merchantec Capital	12	3,59%	2 699
9	Deloitte	11	3,29%	2 487
10	UBS	8	2,40%	169 776
	Merrill Lynch	8	2,40%	16 528
	Sasfin Capital	8	2,40%	1 228

MERGERS & ACQUISITIONS

LEGAL ADVISERS 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	269 631	32,75%
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	Cliffe Dekker Hofmeyr	59	19,80%	117 634
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

LEGAL ADVISERS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	ENSAfrica	58 878	26,49%
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	Cliffe Dekker Hofmeyr	54	24,55%	26 560
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



MERGERS & ACQUISITIONS

LEGAL ADVISERS 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	50 860	25,80%
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	Webber Wentzel	52	21,76%	50 860
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
	Motsoeneng Bill	4	1,67%	210

LEGAL ADVISERS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Cliffe Dekker Hofmeyr	54 879	25,61%
2	Webber Wentzel	31 735	14,81%
3	Bowmans	27 041	12,62%
4	ENSAfrica	25 779	12,03%
5	Werksmans	16 241	7,58%
6	Vani Chetty Competition Law	10 288	4,80%
7	Glyn Marais	8 058	3,76%
8	Baker McKenzie	5 102	2,38%
9	Dentons	3 471	1,62%
	Poswa	3 471	1,62%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	69	24,21%	54 848
2	Webber Wentzel	46	16,14%	31 735
3	ENSAfrica	40	14,04%	25 748
4	Bowmans	20	7,02%	27 041
5	Vani Chetty Competition Law	17	5,96%	10 288
6	Saltzman Attorneys	12	4,21%	448
7	Baker McKenzie	11	3,86%	5 102
8	Werksmans	10	3,51%	16 241
9	White & Case (South Africa)	8	2,81%	1 649
10	Allen & Overy (South Africa)	3	1,05%	3 302
	Nortons	3	1,05%	2 057
	DLA Piper	3	1,05%	1 800
	Falcon & Hume	3	1,05%	1 435
	Norton Rose Fulbright (South Africa)	3	1,05%	954
	Eversheds Sutherland	3	1,05%	126
	Tabacks	3	1,05%	106



MERGERS & ACQUISITIONS

TRANSACTIONAL SUPPORT SERVICES 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PwC	105 816	21,08%
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	BDO	20	20,00%	87 123
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

TRANSACTIONAL SUPPORT SERVICES 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Deloitte	50 138	28,80%
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	BDO	19	21,59%	13 623
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



MERGERS & ACQUISITIONS

TRANSACTIONAL SUPPORT SERVICES 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	BDO	39 428	40,96%
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	BDO	23	31,51%	39 428
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

REPORTING ACCOUNTANTS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	EY	27 200	39,81%
2	PwC	25 658	37,55%
3	Deloitte	7 719	11,30%
4	KPMG	3 370	4,93%
5	Mazars	2 524	3,69%
6	BDO	1 838	2,69%
7	AL Visser	17	0,02%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PwC	11	30,56%	25 658
2	EY	8	22,22%	27 200
3	Deloitte	6	16,67%	7 719
4	KPMG	4	11,11%	3 370
	Mazars	4	11,11%	2 524
6	BDO	2	5,56%	1 838
7	AL Visser	1	2,78%	17

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Morgan Stanley	74
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Nodus Capital	81
Nolands Capital	81
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Rothschild and Co South Africa	95
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Standard Bank	100
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Investec	60
J.P.Morgan	62
Java Capital	63
Merchantec Capital	72
Nedbank CIB	78
One Capital	84
Pallidus Capital	86
PSG Capital	89
PwC	90
Questco	91
Rand Merchant Bank	92
River Group	95
Rothschild and Co South Africa	95
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Pallidus Capital	86
PSG Capital	89
Questco	91
River Group	95
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Deloitte	42
EY	50
FTI Consulting	54
KPMG Services	64
Mazars	70
Moore Advisory Jhb	74
Nexia SAB&T	80
Nolands Capital	81
PKF Octagon	87
PSG Capital	89
PwC	90
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SNG Grant Thornton	98
Step Advisory	104



M&A Deal

+ Add Task

+ Add Column

+ Add Workflow

Workflow

Strategy

Deal Marketing

Deal Preparation

Task ▾

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= Certifications

Complete

= Compliance Documentation

For Review

= Agreements

Waived

For Review



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



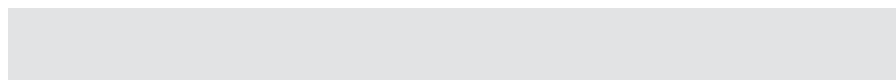
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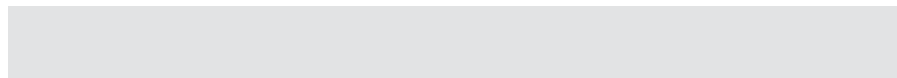
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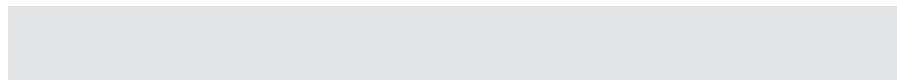
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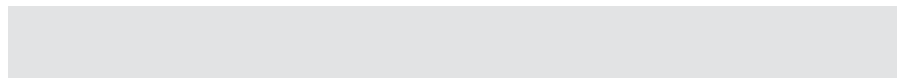
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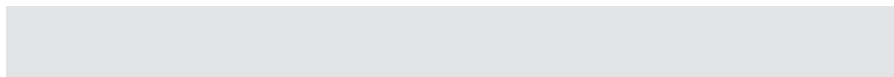
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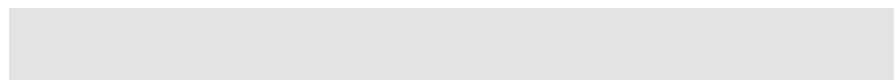
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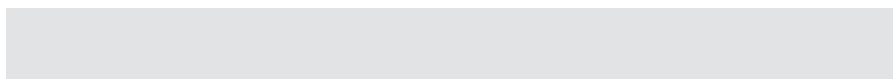
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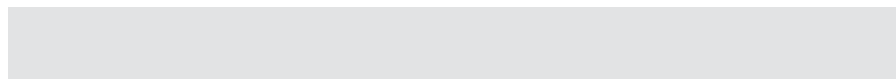
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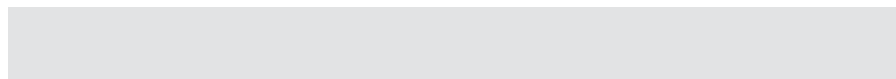
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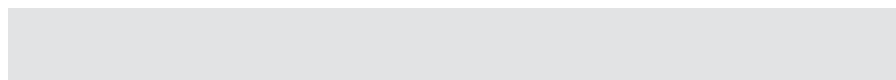
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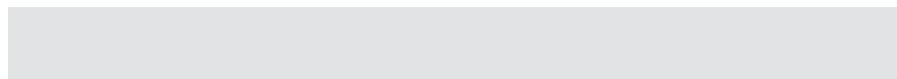
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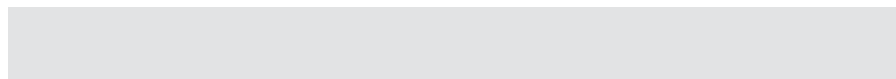
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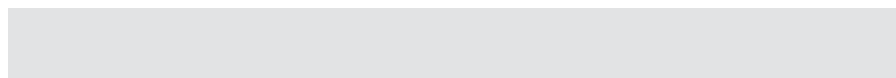
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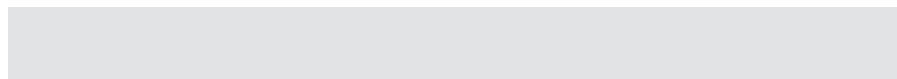
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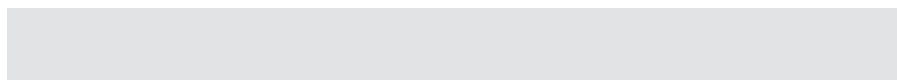
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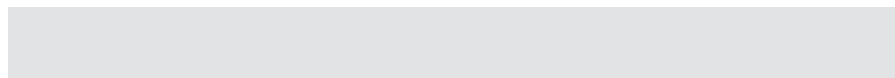
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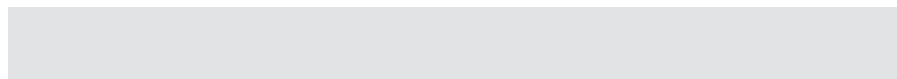
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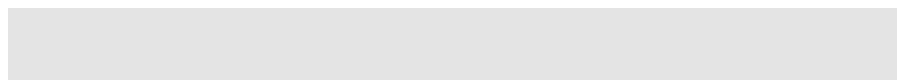
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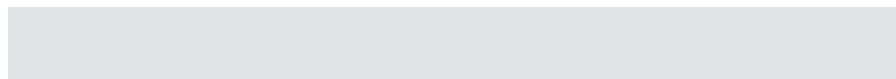
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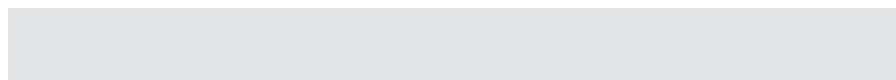
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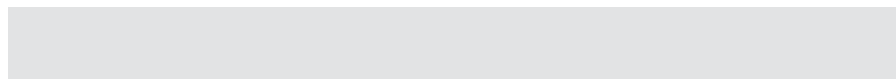
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KPMG Services (Pty) Ltd



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Businesses are under more pressure than ever to demonstrate to shareholders that your business is a strong investment. This means looking across business operations, at where to add value – from strategy, integration, separation, value creation, strategy, or mergers and acquisitions (M&A). At KPMG, we think like an investor, looking at how opportunities to buy, sell, partner, fund or fix a company can add and preserve value.

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Our Integrated Deal Advisory offerings allow for a holistic approach to the entire transaction lifecycle. Our team bring specialist Due Diligence, Valuations, BEE advisory and M&A skills in order to assist in executing on your deal strategy.

ENCOURAGING BEE OWNERSHIP AND INVESTMENT

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.

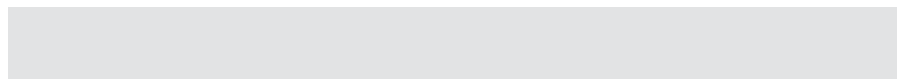
Investments of this nature remain a key component of our socio-economic development response. This is a principle of our Sustainable Growth and Impact strategy to develop entrepreneurs to build and grow auspicious businesses.

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.

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LHC advisory
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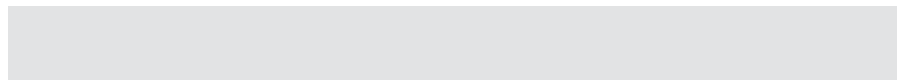
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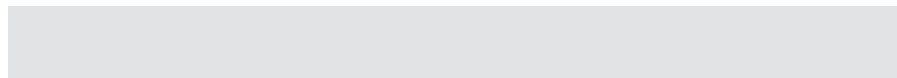
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Macquarie Capital is the advisory, capital markets and principal investment arm of Macquarie Group. It combines specialist expertise, innovative advice and flexible capital solutions to help our clients and partners make opportunity reality.

Our global corporate M&A, advisory, investing, development and equities capabilities are underpinned by deep sector expertise and a full spectrum of capital solutions from debt, equity, and private capital raising and financing, to investing our own capital to enable new opportunities. In the year to 31 March 2021, we completed \$US262 billion worth of transactions for our clients and partners around the world.

In South Africa during CY21, Macquarie Capital advised on over \$US4 billion of cross-border and domestic transactions for our South African and global clients.

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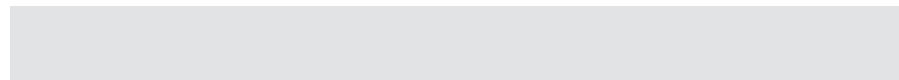
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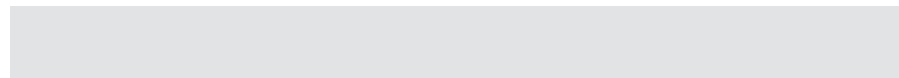
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Our dedicated corporate finance team specialises in strategic transactional services advice in the following areas:

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Our corporate finance division has been rated 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



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A close-up photograph of two bees, likely honeybees, working on a piece of honeycomb. The bees are shown from a side-on perspective, with their heads and thoraxes visible. They are both focused on a small, white, crystalline substance on the honeycomb. The background is a soft, out-of-focus grey, which makes the bees and the honeycomb stand out. The lighting is natural, highlighting the textures of the bees' fur and the honeycomb.

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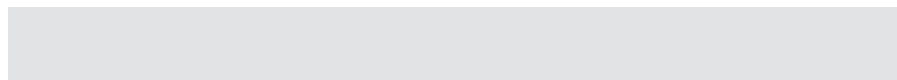
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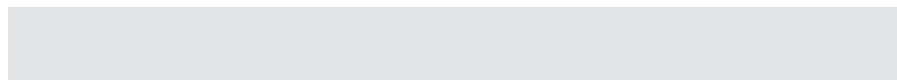
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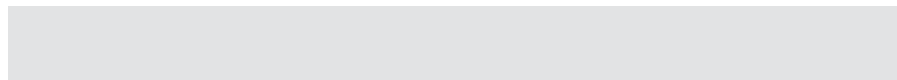
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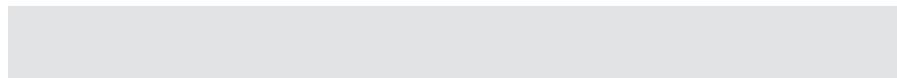
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MBA Incorporated's expertise include: Mergers and Acquisitions; Competition Law; Commercial and Corporate Law, Tax Law; Employment and Labour Law; Dispute Resolution and Litigation; Administrative, Public and Constitutional Law; Intellectual Property Law; Regulatory and Compliance Law; and Information Communication Technology and Telecommunications Law.

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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. 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 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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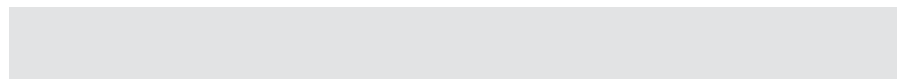
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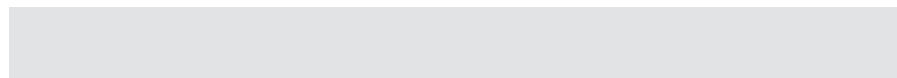
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Nodus is an independent investment banking firm, specialising in buy-outs, mergers and acquisitions.

Nodus is a licensed financial services provider – FSP number: 47763.

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Nolands Capital is driven by a young team with the executive and board support of proven business professionals and acknowledged industry leaders. It is this special collaboration of energy and experience that gives Nolands Capital a significant and unusual edge in the markets it services.

Nolands Capital specialises in helping clients and their business achieve their goals across short, medium and long-term horizons. There are 3 primary areas of specialisation: mergers & acquisitions, transaction services (including valuations & due-diligence) and management consulting.

Nolands Capital is focussed on the value of building relationships with clients that are both strong and open.



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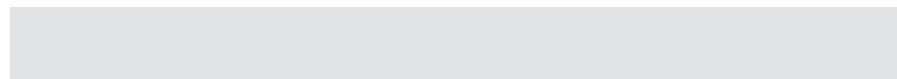
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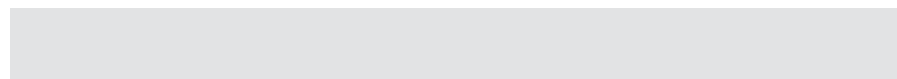
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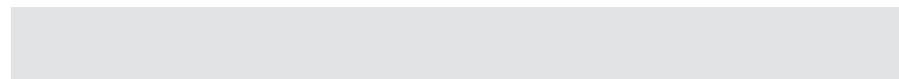
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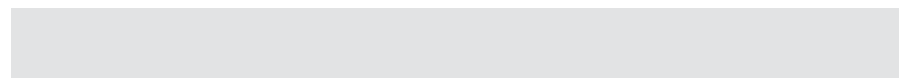
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- Regulatory support
- Management buy-outs
- Financial and tax due diligence
- Valuations
- Corporate restructuring
- New business formations

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PSG Capital is the corporate finance arm of PSG Group Limited. We provide a complete suite of corporate finance and advisory services to a broad spectrum of clients including public and private companies, BEE and private equity houses, financial institutions, asset managers and hedge funds, and we employ a team of highly skilled professionals to meet our clients' unique business needs.

Our advisory services include mergers and acquisitions, equity advisory, debt advisory including the arranging of bonds, BEE advisory, private equity, management buy-outs and buy-ins, leveraged buyouts, regulatory advisory, corporate recovery and restructuring, property and strategic advice.

PSG Capital is an approved sponsor of companies listed on the JSE main board, an approved designated advisor to companies listed on the JSE AltX, an approved debt sponsor of the JSE interest rate market and an Issuer Agent for companies listed on the Cape Town Stock Exchange (CTSE).

Our dynamic team combines both international and local experience to deliver innovative solutions with unqualified commitment to clients. Our professionalism and dedication to our clients' business and upholding the PSG brand are evident in our successful track record.

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RMB is proud to have advised SAB on the unwind of its broad-based BEE transaction, SAB Zenzele, resulting in 40 000 SAB employees, retailers and the SAB Foundation receiving AB InBev shares or cash totalling R8.6-billion. In addition, RMB, acting as joint global coordinator and bookrunner, concluded a R7.5-billion placement of AB InBev shares to settle the cash payouts. RMB is proud to be associated with SAB on this truly broad-based programme, tangibly benefitting their employees, stakeholders and communities across South Africa.

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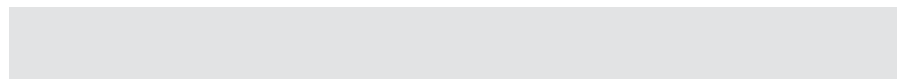
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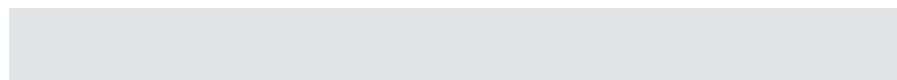
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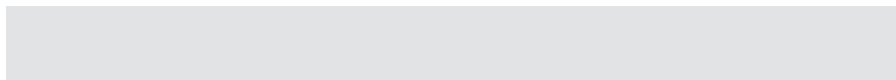
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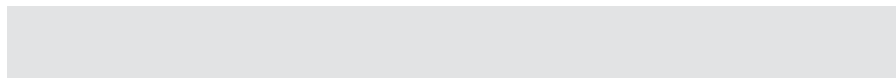
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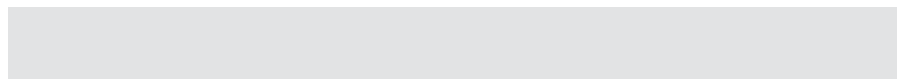
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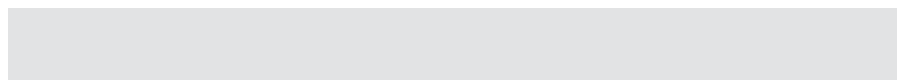
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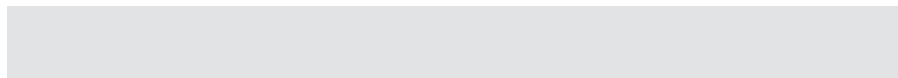
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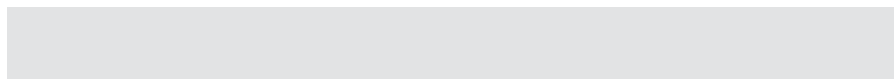
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The Standard Bank of South Africa



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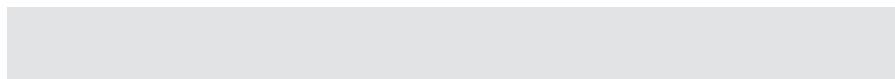
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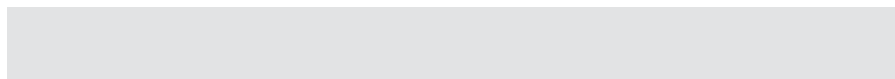
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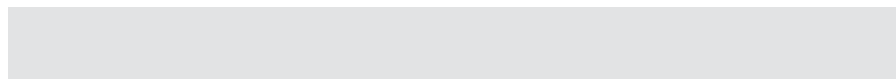
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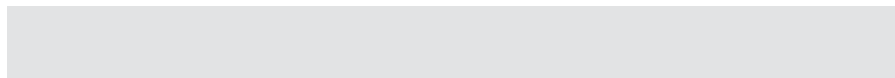
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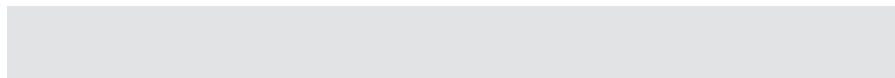
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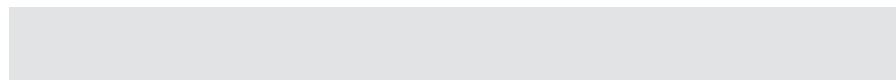
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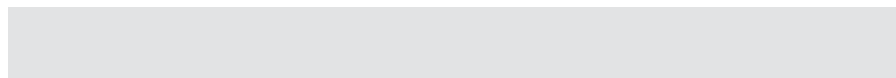
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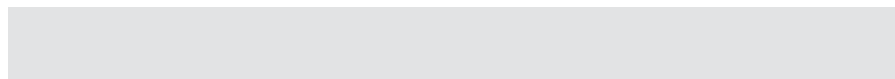
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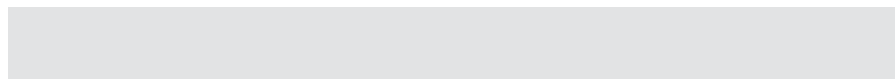
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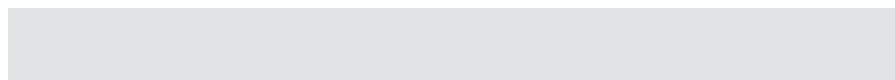
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2022

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A BRIEF INTRODUCTION

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 ninth time 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 providing a comprehensive list of all advisers working 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, lawyers and accountants.

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 2023.



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Deal**Makers AFRICA** DIRECTORY is published by the proprietor Gleason Publications (Pty) Ltd, reg no: 1996/010505/07 from its offices at 31 Tudor Park, 61 Hillcrest Avenue, Blairgowrie, Randburg 2194.
Tel: +27 (0) 11 886 6446
e-mail: reception@gleason.co.ca

Deal**Makers AFRICA** DIRECTORY is printed by Typo Colour Printing,
19 Beaufort Street Troyeville,
Johannesburg

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Marylou Greig

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Design & Layout:
Suzie Assenmacher, Sea Design Studio

Advertising rates are available on request from
Vanessa Aitken +27 (0) 83 775 2995



DealMakers AFRICA



THE QUARTERLY CORPORATE FINANCE MAGAZINE FOR AFRICA

2022 Submission Schedule

*There is no cost to submit your deals or editorial. Please refer to the website for criteria.

Issue	Deal Submissions	Editorial submission	Release Date
Q1 2022	6 April 2022	13 April 2022	Mid May 2022
Q2 2022	6 July 2022	13 July 2022	Mid August 2022
Q3 2022	5 October 2022	12 October 2022	Mid November 2022
Annual 2022	13 January 2023	20 January 2023	March 2023

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Find out more about **DealMakers AFRICA** at
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3. Restructuring: advisory for borrowers and creditor groups.
4. Specialist Funds: investing specialist credit products into financial institutions and other businesses on a pan-African basis.

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We have successfully completed assignments across Kenya, Uganda, Tanzania, Rwanda and the DRC.

We are sector-agnostic and have undertaken assignments in multiple sectors including agriculture, agro-processing, manufacturing, FMCG, real estate, infrastructure and logistics, energy, ICT, financial services, hospitality and healthcare.

Our client focus is on businesses that are shaping the economies of the countries in which we operate and include private businesses, family investment offices, multi-national corporations, private equity funds, pension funds and insurance companies.

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