

PROFILE

Sally Hutton
Corporate, Commercial and M&A



WEBBER WENTZEL

in alliance with > **Linklaters**

What is your expertise/specialist knowledge?

I am a private equity specialist and advise on all aspects of M&A transactions (both public and private) for private equity funds. I am also the firm's managing partner.

Some of my recent deals include advising:

- > CDC Group plc on its ZAR 500 million investment in Divercity Urban Property Fund (Pty) Ltd;
- > Actis on its acquisition of the entire issued share capital of Octotel (Pty) Ltd for ZAR 2.3 billion as well as a significant minority stake in RSAWeb (Pty) Ltd;
- > certain existing shareholders of Metro Fibre Networx (Pty) Ltd (MFN) on transactions in terms of which AIIM and other existing shareholders subscribed for shares in MFN then subsequently purchased additional shares in MFN;
- > Ethos on the acquisition by its subsidiary, The Beverage Company Bidco (Pty) Ltd, of 100% of the issued share capital and claims on loan account in SoftBev (Pty) Ltd and its subsidiaries, valued at ZAR 1.2 billion; and
- > CSH Group and its shareholders on the disposal of CSH Group to Experian South Africa, valued at ZAR 3.72 billion.

A brief example of a deal you worked on that stands out for you:

Last year, we acted for Actis in its acquisition of Octotel and RSAWeb, which closed on 23 December 2020. The deal showcased all our firm's strengths: our deep expertise in all relevant areas, our ability to collaborate and communicate well as a team and our ability to support our client by finding creative and pragmatic solutions to the various challenges that arose along the way.

AN INTERESTING PERSONAL FACT ABOUT YOU:

I have three French poodles, Henry, Phoebe and Leo, who have made appearances on many of my virtual meetings over the last 18 months. They are smart, brave and extremely affectionate dogs.

Your advice to women in the corporate world

Don't be afraid to take on challenges and get out of your comfort zone. Feeling uncomfortable is a sign that you are learning. Also, be authentic - don't try to be someone you are not or feel pressure to adopt a working style that does not feel natural for you.

HIGHLIGHTS

- > Named by IFLR1000's Women Leaders Guide 2018 - 2021 as a leading lawyer
- > Named by Legal 500, Chambers Global, IFLR1000, Who's Who Legal and Best Lawyers as a leading lawyer
- > Shortlisted as a C-suite positive role model at the 2019 Gender Mainstreaming Awards
- > Named by the South African Professional Services Academy as the 2018 "Professional of the Year - Law Class" and "South African Professional of the Year - Overall Winner"
- > Named by the South African Professional Services Academy as the 2016 "Woman Professional of the Year"