

Deal of the Year 2026

This will be the 26th year in which the Deal of the Year award is presented, recognising the transaction that, in the judgement of the Panel, represents the outstanding South African transaction of the year.

JUDGING CRITERIA:

Nominations will be assessed against the following criteria:

Strategic significance and transformational impact

The extent to which the transaction is strategically significant to the company, its shareholders and the broader market or industry in which it operates.

The Panel will consider:

- whether the transaction materially changes or strengthens the business;
- the strategic rationale for undertaking the transaction;
- whether it opens new markets, capabilities or opportunities;
- whether it changes the competitive landscape; and
- the extent to which the transaction could have a lasting impact on the company or industry.

Scale and significance

The size and overall significance of the transaction, including transaction value, the scale of the businesses involved and its importance to the South African corporate landscape. Deal size is a significant consideration but will not be an overriding determinant of the award.

Deal-making and execution

The quality of the deal-making and the degree of difficulty involved in successfully structuring and executing the transaction.

Consideration will be given to:

- multiple or inter-related transaction steps;
- complex transaction structures;
- challenging negotiations or competing interests;
- numerous or complex conditions precedent;
- regulatory, competition or other approvals;
- associated debt, equity or other financing requirements;
- multiple stakeholders, jurisdictions or counterparties;
- significant time pressure; and
- innovative or creative structuring.

Value creation and stakeholder impact

The extent to which the transaction is expected to, or has already, created sustainable value for shareholders and other stakeholders.

The Panel will consider, where relevant:

- anticipated or realised financial value;
- growth opportunities;
- operational or strategic benefits;
- synergies;
- shareholder returns;
- benefits to employees, customers or other stakeholders; and
- the longer-term sustainability of the value created.

Overall distinction

The extent to which the transaction stands apart from other transactions considered by the Panel and merits recognition as Deal of the Year.

In making its final assessment, the Panel will consider the transaction as a whole, balancing its strategic importance, quality of deal-making, execution, scale, value creation and broader impact.





DEALMAKERS SUBJECTIVE ANNUAL AWARDS 2026

The awards will be unveiled at the Ansarada DealMakers Annual Awards on 18 February 2027.

Each year, Deal**Makers** recognises outstanding achievement through five subjective awards:

- Individual Deal**Maker** of the Year
- Deal of the Year
- Catalyst Private Equity Deal of the Year
- BEE Deal of the Year
- Business Rescue Transaction of the Year

Each award has its own specific judging criteria, designed to reflect the qualities and achievements that distinguish an exceptional individual or transaction in that category. These criteria will be used by the Independent Panel to assess submissions, determine the shortlist and select the eventual winner in each category.

ELIGIBILITY AND NOMINATION PROCESS

Transactions may be nominated by the advisory firms involved through a detailed submission setting out the nature of the transaction, its strategic rationale, the challenges encountered, the individual's or firm's contribution where relevant, and the anticipated or realised outcomes.

Unless otherwise specified a qualifying transaction must have been announced during the 2026 calendar year. The transaction does not need to have reached financial close.

Deal**Makers**, in consultation with the Independent Panel, will determine a shortlist of qualifying nominations for each category.

The winning individual or transaction in each category will receive a framed certificate and an inscribed floating trophy.

Where a qualifying transaction is announced after the nomination deadline, DealMakers must be informed in advance, with full details submitted no later than **18 December 2026**.

Nominations close at **12h00 on Friday, 27 November 2026**.

No extensions will be granted. Please submit all nominations to **marylou@gleason.co.za**.