

Individual DealMaker of the Year 2023

The award will be unveiled at the Annual Awards on February 13, 2024.

This year will be the 16th award for the DealMaker of the Year. This is an individual award to the person judged by his/her peers and the Independent Selection Panel, to have provided an exemplary and outstanding service.

DealMakers' Advisory Board knows that this award may be controversial but has concluded that individuals are entitled to recognition for the services they provide to an expanding and vital element of the South African economy. This award is not confined solely to those who work for corporate finance firms or units.

Companies and units are asked to nominate individuals from their own firm by way of detailed motivations. For each individual nominated from their own team, firms must nominate a peer within the M&A industry. From these nominations the Independent Selection Panel produces a short list. Biographical information on each candidate, along with the formal nominations, is collated for the Panel.

The closing date and time for nominations is **12h00 on Friday, November 24, 2023**.
There will be no extensions.

Individual DealMaker of the Year will receive a framed certificate, a one-ounce platinum medal especially minted for the occasion, and a floating trophy appropriately inscribed.

INDIVIDUALS WILL BE JUDGED ON THE FOLLOWING CRITERIA:

Individual DealMaker of the Year

- **High profile deals/transactions** – that the DealMaker was involved in, particularly in the last year but also the last three.
- **DealMaker's contribution to the deals** – How important was the individual's contribution to the conclusion of the deals?
- **Execution complexity** – the deal/s in which the individual is involved - does the overall deal or transaction involve multiple steps/a number of smaller inter related deals? Are there numerous conditions precedent that need to be fulfilled? Does it involve many and/or complex regulatory approvals? Are there related debt/equity raising processes and how difficult are they to implement? Was there significant time pressure to conclude the deal/transaction? Did the deal/transaction exhibit innovative structuring?
- **Peer recognition** – is the DealMaker well regarded by fellow advisors, clients and the industry in general?



Please submit all nominations to marylou@gleason.co.za