



## Lydia Shadrach-Razzino

Executive | Corporate Commercial, Private Equity, Equity Capital Markets



**This year, DealMakers saw Lydia Shadrach-Razzino receive the prestigious Ince DealMaker of the Year Award, representing the first woman to be given this honour.**

Lydia, who is an Executive and Head of ENSafrica's private equity practice, has a career that extends over 20 years advising on major cross-border transactions, whilst ensuring that she grows a team of juniors that are mostly women and of diverse backgrounds. Lydia is solution-oriented and a leader who encourages learning in her team. She has a solid reputation in the Corporate Commercial department for finding novel solutions for transactions that have varying levels of complexities, with a penchant for highly complex structures.

There is an anecdote amongst the team who work closely with Lydia, that no deal she does is simple. She is often sought out by colleagues and clients alike to undertake complex deals and transactions due to her reputation in the market for being able to pull these deals off with ease.

Lydia is passionate about driving change in the industry and has lived the words "be the change you want to see". Having achieved what she has in a white male-dominated industry, she is focused on bringing as many women and especially women of colour through the door with her as she possibly can.

Lydia has built up an impressive client list, which includes Oppenheimer Partners, Massmart, PPC, Vodacom, The ARC Fund, RMB Ventures, RMB Corvest, Agile, Ascendis, Accelerate Property Fund, The Foschini Group, IFC, IFU, Norfund, Kleoss Capital, Business Connexion, Capitalworks and The Multiply Group.

Not only does Lydia win new business - she retains her clients who value her advice in all of their transactions.

Lydia builds great relationships and her extensive impressive client list and repeat engagements demonstrate the effort that she puts into building and maintaining relationships. Her approach is highly client-centric and results in arriving at sustainable, innovative and effective solutions for her clients.

### Key deals that Lydia has advised on include:

- Lydia led the team in the negotiations and represented Vodacom Group in the Vodafone Egypt deal worth R41bn - Vodacom Group Limited entered into a transaction to acquire a 55% shareholding in Vodafone Egypt Telecommunications SAE from two wholly-owned subsidiaries of Vodafone Group Plc (2021);
- Lydia led the team in the negotiations and represented Ascendis Health Limited in a transaction in relation to the disposal of the entire issued share capital of the companies comprising the Ascendis animal health division (2021) to Acorn Private Equity. Deal Value circa R800m;
- Lydia led the team in the negotiations and represented Massmart Holdings Limited in a transaction in terms of which Massmart sold its food retail outlets Cambridge Food, Rhino and fruit and vegetable distributor Fruitspot and the Massmart Wholesale business to focus on high returning businesses (2021). Deal Value circa R1,2bn;
- Lydia led the legal team for TFG in its acquisition of JET (2020) (This deal was shortlisted as a Deal of the Year in 2020);
- the new B-BBEE ownership transaction for Zenzele Kabili ("New Empowerment Transaction") which was shortlisted for BEE Deal of the

Year last year (2020);

- Vodacom Group Limited in their acquisition of a controlling stake in the 10T Group (2019);
- Lydia co-leading the legal team for TFG in its R3.95bn capital raise. (2020);
- Lydia leading the team for RMB Ventures and Bopa Morou in their acquisition of Cargo Compass (shortlisted for PE Deal of the Year for 2019). (2019);
- Lydia co-leading the team for Vodacom in its acquisition of an interest in Safaricom (this deal won Deal of the Year for 2018) (2018). The value of this transaction was ZAR 35 billion;
- Lydia leading the team for RMB Ventures and Investec Asset Managers (now called Ninety One) in their acquisition of an interest in Kamoso Africa (Botswana) and she also represented the same parties in a partial disposal of that interest to the Botswana Development Corporation. (2019);
- She also represented RMB Ventures in the acquisition of the Bluff Meat Supply Group, which was awarded the Catalyst Private Equity Deal of the Year 2013.

Over the last decade, Lydia has been instrumental in many deals that have been shortlisted for Dealmaker of the Year, Deal of the Year and Private Equity Deal of the Year.

"Lydia has distinguished herself with her formidable depth of experience and reputation in the private equity market. Her tenacious and determined spirit to be among a leader in her field continues to inspire and motivate us all at ENSafrica. We are very proud of her efforts and client focus," said Mzi Mgudlwa, CE of ENSafrica. 🙌