



Jacqui Harvey
Corporate, Commercial and M&A

WEBBER WENTZEL

in alliance with > **Linklaters**

What is your expertise/specialist knowledge?

I specialise in M&A, as well as general corporate and commercial law. I have experience in acquisitions and disposals in both the private and public sphere, cross-border transactions, joint ventures and corporate restructurings. I have worked on transactions in various sectors, including consumer, financial services, mining and telecommunications.

Some of my recent deals include advising:

- > *the original shareholders of Octotel (Pty) Ltd and RSAWeb (Pty) Ltd on the disposal of their shares in Octotel and RSAWeb to Actis, valued at over ZAR2.3 billion;*
- > *Naspers Foundry on its acquisition of a stake in Food Supply Network and The Studenthub Online (Pty) Ltd; and*
- > *Martin and Martin (Pty) Ltd on the disposal of its dry pet food manufacturing business conducted at its Isando Plant to Afrique Pet Food (Pty) Ltd (part of the AFGRI group)*

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

In 2017, I advised on a transaction involving the outsourcing by a financial services group of its internal audit function to a big audit firm. I acted for the audit firm involved, working very closely with their in-house counsel, and assisted in the negotiation of the Outsourcing Services Agreement. The timelines were extremely

aggressive and involved around-the-clock negotiations over a few days in Cape Town. It was the first time I was exposed to this kind of outsourcing arrangement and I had never worked quite so closely with in-house counsel before. The in-house lawyer and I made quite a formidable team during the negotiations and it was certainly one of the most collaborative client relationships I have ever experienced.

AN INTERESTING PERSONAL FACT ABOUT YOU:

I am passionate about martial arts and am an avid karateka. I have a black belt (Shodan) in JKA karate which I obtained when I was 16 and I am aiming to achieve my second dan within the next two years.

Your advice to women in the corporate world

Everyone's definition of success is different. Follow your own path and try not to compare your career journey to anyone else's.