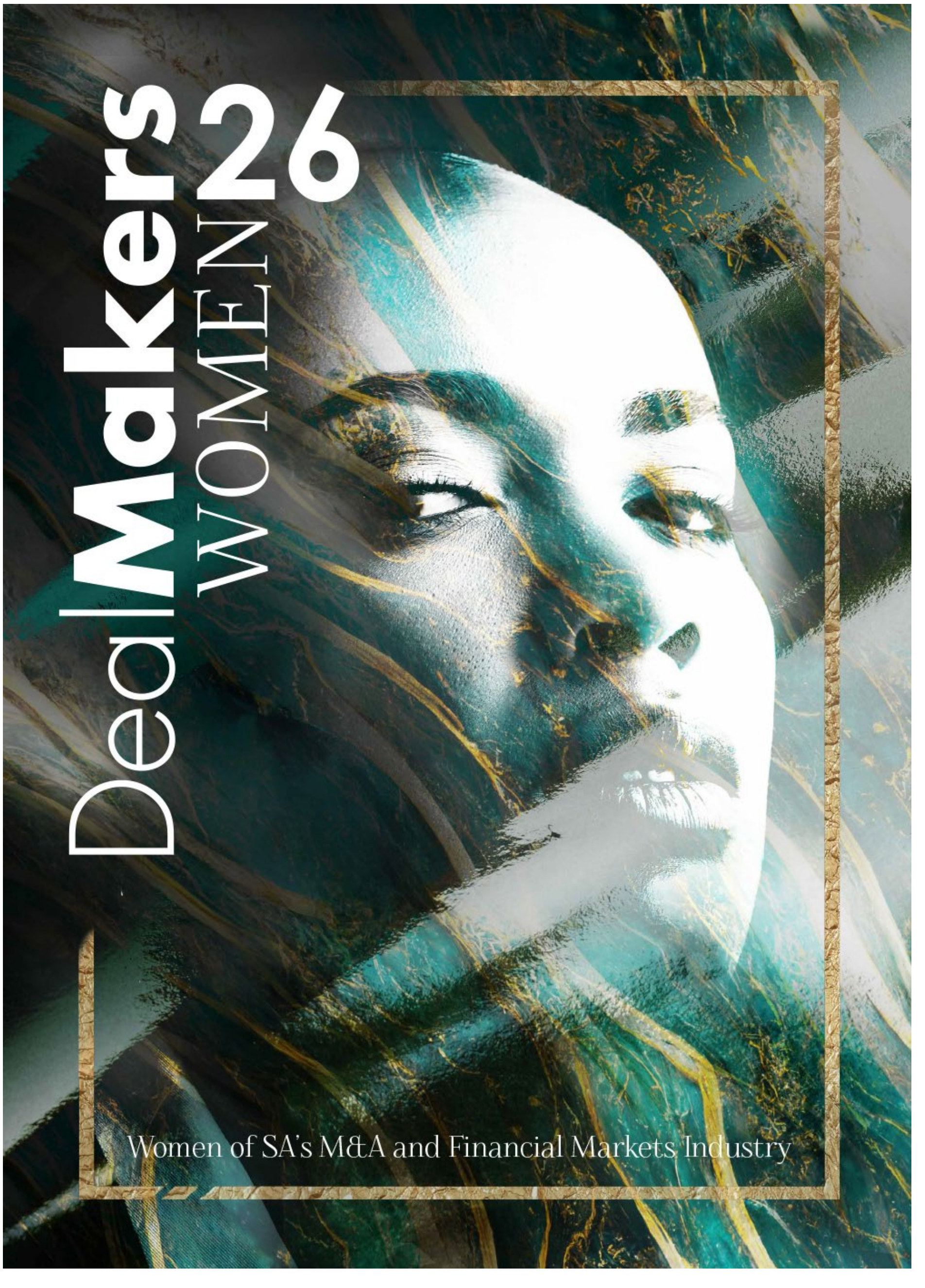
August 2026

DealMakers WOMEN 2026

Women of SA's M&A and Financial Markets Industry



Special Feature

ABOUT THE FEATURE

Since launching in 2021 with the profiles of 67 incredible women in South Africa's M&A industry, the Deal**Makers** Women's feature has grown into a highly anticipated annual tradition.

The extraordinary journeys, insights, and expertise shared by these leaders inspired us to expand our reach each year.

In 2022, we proudly introduced the features: Catalyst Women of SA's Private Equity and Venture Capital Markets alongside the Deal**Makers AFRICA** Women in M&A and Capital Markets.

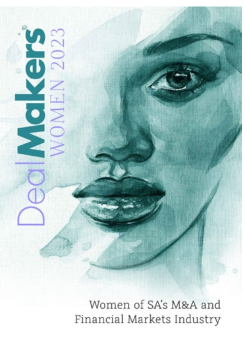
Building on this momentum, 2023 marked the launch of our inaugural event: Women in M&A and a premium hardcopy book combining all three prestigious features.

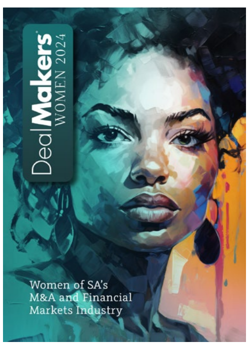
Take a look at the previous issues:

SA Women of M&A 2021 | 2022 | 2023 | 2024 | 2025

Catalyst Women in Private Equity 2022 | 2023 | 2024 | 2025

Africa Women of M&A 2022 | 2023 | 2024 | 2025





HOW TO BE INCLUDED IN THE 2026 FEATURE

The feature is open to all M&A, corporate finance and financial market participants, including advisory firms AND in-house practitioners.

Listing options in the magazine

- Q&A
- Insights article
- Profile article

All magazine listing info must be supplied by no later than: **Thursday 30 July 2026**

Once the listings have been sent to layout, they will be sent back for sign off.

All listings need to be signed off by no later than **Monday 11 August 2026**

DealMakers WOMEN

LISTING OPTIONS (examples)

Q&A

Q&A

Mari Rabie
Corporate Finance Transactor

RMB

What led you to pursue a career in M&A | the Financial Markets?

A I started my career as an executive assistant to the CEO of Remgro Limited, and had not specifically intended to pursue a career in corporate finance. During my time as an executive assistant, I was privileged to be exposed to companies of various sizes in different sectors, diverse business functions and several deals, which provided insight into a variety of potential career paths. However, my analytical nature, actuarial / statistical education and affinity for a high-performance environment sparked a curiosity for, and interest in, corporate finance. A few dealmakers had suggested that I should consider corporate finance and, as I'm energised by seeking out new challenges, I made the move and joined RMB Corporate Finance. I'm a member of the sector team that is mostly focused on Retail advisory.

What was the toughest deal | listing | issue etc you ever worked on and why?

A I was privileged to work as part of the RMB team that advised Distell Group Holdings Limited (Distell) in respect of the recent intricate three-way cross border deal which combined Distell, Heineken International's South African assets and a majority interest in Namibia Breweries Limited to form a South African domiciled company, Heineken Beverages. The highly complex transaction comprised intricate inter-conditional steps, numerous stakeholders, and spanned over several years. Being involved in the steady and deliberate journey of executing the deal, guiding our client through the many challenges arising from the multi-jurisdictional complexities, and ultimately closing the deal, was exhilarating and rewarding. I also had the opportunity to work with exceptional professionals, including some formidable women.

What is your favourite sector to do a deal in and why?

A I haven't worked in every sector (yet), so it would be unfair to pick a favourite, but I do enjoy the Retail sector. The Retail sector touches most individuals in one way or another almost daily, even if it's just seeing an advertisement. It is a sector that has been constantly disrupted generally, and specifically in South Africa over the last few years, forcing management teams to constantly problem-solve and rethink their strategies to establish greater operational resilience. I like the fact that even though the underlying principle of selling goods and services to customers remains the same, the changing environment and changing customer needs require companies to constantly improve their offering to better serve customers. As financial advisers, we can play a role in assisting them to achieve that.

If you could change one thing on your career path to date, what would it be and why?

A I think life is a sequence of defining moments, so it's hard to look back and isolate one thing in my career to date. All the moments, previous roles and experiences (good and bad) have helped to define who I am and where I find myself today, and I wouldn't want to change that.

What piece of advice would you give a young woman working on her first deal | transaction?

A I was recently invited to speak at the first team capping ceremony of a local girls' school. The speech was based on the "toolkit" I had developed in my previous life as an athlete, and how the young ladies could consider applying these "tools" in their upcoming season. After the talk, two prominent South African businessmen remarked how these "tools" are also very applicable and useful in one's career.

1. Have specific and visible goals – Write them down, stick them on your mirror, save them as your phone background as a conscious reminder of what you are working towards every day.
2. Just do your job – Don't focus on the end goal, focus on getting your job done and being accountable. If you do your job well every day, and try to be better today than you were yesterday, the end goal will come.
3. Stop feeling sorry for yourself and keep the positive momentum – Things go wrong, you must learn to deal with it. If it does, do not feel sorry for yourself, but change your framing and keep on moving forward to keep the momentum going in the right direction.
4. It takes what it takes – Being successful in most endeavours (including M&A) requires hard work, dealing with pressure, sacrifices and often being tired. If you want to be good, you don't really have a lot of choices – you must be prepared to do what you have to do to be successful, because it takes what it takes.
5. Celebrate success – Your own and that of others!

What do you do to unwind | get away from the stress of work?

A I find that immersing myself in nature and exercise, preferably both at the same time, restores my energy levels and increases my resilience. It may sound counterintuitive, but I really like exercising at high intensity during stressful work periods. I think it's because exercising at high intensity requires focus, which clears my mind of everything else and physically fatigues me, both of which result in better quality sleep and improved cognitive function!

Q&A

Christelle van den Heever
Senior Manager | M&A Deal Transformation
Consulting Services
Deloitte Africa

What did your path into this field look like — was it intentional, or did you discover it along the way?

My journey into this field was quite serendipitous, as it was something I discovered later in my career rather than pursuing intentionally from the outset. I found myself working on three different integration and carve-out projects, and it was during these experiences that I realised the potential for building a career in this area. With a background in Industrial Engineering, I developed my skillset through numerous large-scale, cross-functional business and technology transformation projects. Although I initially assumed that a finance background was a prerequisite for engaging in M&A projects, I've come to appreciate that my extensive experience across various functions and industries allows me to swiftly comprehend how the different components of a business interconnect. This understanding has proven invaluable in evaluating how a carve-out or integration affects various facets of a business, encompassing people, processes and technology.

What was your first deal or transaction like, and what did you take away from it?

My first significant transaction was the carve-out and sale of more than 50 retail stores from a well-known national retailer. This experience was both challenging and rewarding, as it required close collaboration with a diverse group of individuals across the business. The anticipation leading up to Day 1 was palpable, following months of meticulous preparation and planning. Each day during the cutover period was filled with engaging check-ins, ensuring that every detail was accounted for and that the transition would proceed smoothly. Witnessing everything come together seamlessly on Day 1 was an incredibly gratifying moment, as it highlighted the collective effort and dedication of everyone involved in the project. This experience taught me the importance of teamwork and thorough preparation for achieving successful outcomes in complex transactions.

What's the hardest lesson you've learnt, and how did it shape you?

The hardest lesson I've learnt in my career is that solving complex problems goes beyond merely constructing academically correct solutions; it's fundamentally about engaging with real people — genuine human beings with unique perspectives and motivations. Initially, I focused heavily on the technical aspects of problem-solving, but I soon realised that the human element is equally, if not more important. I had to cultivate the skill of listening attentively and taking the time to understand what drives individuals, as these factors can significantly influence the success or failure of a solution. This lesson has shaped me by emphasising the importance of empathy and communication in my approach to problem-solving. Additionally, part of this journey involved learning to listen to myself, trusting my instincts, and recognising my own needs and motivations. This holistic understanding has been critical for developing solutions that are not only effective, but also resonate with the people involved.

What does self-care look like for you, and how do you prevent burnout?

For me, self-care is a multifaceted practice that involves being intentional about the choices I make in both my personal and professional life. It's about consciously deciding what aspects I'm willing to compromise on, and recognising the moments when it's important to stand firm on my principles. This intentionality extends to being fully present in whatever activity I'm engaged in, whether it's burning the midnight oil on a demanding project or enjoying a leisurely walk with my dogs. By immersing myself in the moment, I find that I can better appreciate the nuances of each experience and maintain a sense of balance. This approach not only helps me manage stress effectively, but also prevents burnout by ensuring that I remain connected to the things that bring me joy and fulfilment. Ultimately, self-care is about nurturing my wellbeing, and creating a sustainable rhythm that supports both my personal growth and professional success.

Have your views on work-life balance changed over time?

Over time, my perspective on work-life balance has undergone a significant transformation. Initially, I viewed it as something that could be achieved by taking a holiday or a break after completing a major project. However, I've come to realise that true work-life balance is a daily practice, requiring consistent attention and effort to maintain equilibrium between professional responsibilities and personal wellbeing. This shift in understanding has been influenced by insights from our M&A leadership team, who emphasise the importance of creating regular opportunities for team members to connect on a social level. By encouraging individuals to share their hobbies, passions and interests, we foster a sense of community and support that is essential for achieving balance at the team level, contributing to a more fulfilling and sustainable work environment.

What keeps you motivated on tough days?

On tough days, my motivation comes from being immersed in a high-performing environment alongside high-achieving individuals. The collaborative spirit and shared commitment to success create an atmosphere where continuous growth is not just encouraged, but expected.

Deloitte.

Q&A

Natalie Di-Sante
Executive, Head – Regulatory
Standard Bank

What initially drew you to a career in M&A or corporate finance?

I never considered a career in corporate finance, and was introduced into a role in a corporate finance team without knowing what it really entailed. The moment I learnt more about the environment and what the work involved, I was hooked. I was curious to learn more about M&A, and found the work intriguing and interesting. It seemed to be a highly pressurised and challenging environment, but rewarding. I enjoyed the complexity of transactions, the thought process around structuring, and overlaying the regulations.

Have there been key decisions that significantly impacted your career trajectory?

The decision to join Standard Bank's corporate finance team impacted my career trajectory. It provided me with opportunities, and has been a tremendous learning curve. It has also been a very rewarding career path. I have worked on many different transactions, some of which were really complex, as well as new listings on the JSE. The exposure has been tremendous.

How have you built resilience in a high-pressure, male-dominated environment?

Resilience is built over time, as you grow and learn to deal with situations. I have learnt that you never have to stand back, make excuses or be afraid to voice your opinion, and that being soft spoken is actually okay. We are all equal and play our own part in a team. I am fortunate to be part of a team where women are recognised and supported.

How have you balanced your personal life with the demands of a career in finance?

When I started my career in corporate finance, my children were small and work pressures were real. The hours were long, and spending time with family was limited. I had to find a way to juggle and balance this and, for me, it was important to make sure that I set aside time to spend with my family.

It was important to try and attend events that mattered to them, even if it meant that when I got home later, I had to complete what I needed to finish from a work perspective, or get up early the next morning to get through the "to do" list.

I have a better work-life balance now, and it's important for me to have "me time".

I have learnt that you never have to stand back, make excuses or be afraid to voice your opinion, and that being soft spoken is actually okay.

What does self-care look like for you, and how do you prevent burnout?

Fortunately, I have always been able to cope with stress. Self-care for me is focusing on taking care of myself by exercising, eating well, and making sure that I get sufficient rest in order to destress.

What advice would you give to your younger self starting out in this field?

My advice would be to keep going and never give up. There are days where things are difficult and challenging, and sometimes the learning curve is huge, but just know that you can do it. Build and treasure relationships. It is also always a good idea to have a mentor. Try and become part of a team where there are opportunities to learn and grow within a supportive leadership structure.

What keeps you motivated on tough days?

The belief that all will be okay, and knowing that although challenges come our way, you always come out stronger in the end. And then it's the coffees and conversations with my daughter, who is always prepared to just listen.

Standard Bank
Corporate & Investment Banking

Q&A

Della Levinsohn
Head of Legal | Principal Investments

Investec

What led you to pursue a career in private equity?

A I'd always dreamt of a career in the performing arts, so enrolling in a BCom LLB instead of auditioning for drama school was a case of my head overruling my heart, a decision I don't regret. While I loved practising law, joining Investec provided the opportunity to focus more on the commercial and financial aspects of transactions, and I particularly enjoyed being part of a deal team. Investec's distinctive culture resonated deeply with me from the outset. Having spent several years in project finance, I left Investec to set up a specialist project finance legal advisory firm, around the time when my husband and I were discussing starting a family - this was back when flexibility was not the accepted practice that it is today. When I was approached a decade or so later to join the Investec Group Legal team, I did so on a half-day basis (well, in theory, at least!), and moved to a full-time role in private equity a few years ago. So, the journey to this point has definitely not been a linear one.

What, in your opinion, is the hardest part of a transaction?

A In my view, the hardest part of transactions is reconciling competing interests – whether balancing legal niceties against commercial realities, finding workable solutions to the opposing tensions of various stakeholders' requirements, or standing your ground on matters of principle while still maintaining open and effective lines of communication with all parties.

What is your outlook for private equity activity over the next 2-3 years?

A We've already seen a uptick in private equity activity since the elections in South Africa, and expect this trend to continue, reflecting the rally in shares in SA Inc. This outlook is, of course, largely dependent on the sustainability of the tailwinds provided by global equity markets. Our team is well-positioned to execute on one of the Investec Group's key strategic actions: the reduction in the Group's on-balance sheet equity investment portfolio to optimise shareholder returns, while proactively seeking opportunities to support our clients with equity in franchise businesses.

What attributes do you think are essential for a good legal adviser?

A As a lawyer, finding your negotiating style can take time; in my experience, a combination of commerciality, confidence and respect make for the most effective conversations. Getting to grips with the finer details of the transaction is essential, even if (in fact, especially if) this means reaching out to colleagues for input in areas which are out of your comfort zone. Maintaining your composure when the pressure is on is a massive attribute. The ability to prioritise (and the flexibility to constantly re-prioritise during the day) is essential.

What do you do to unwind and get away from the stress of work?

A I love music and dancing, so dance classes are my ultimate de-stressor. I am passionate about musical theatre, and try to see as much as possible. Spending time with family and friends is always a tonic for my soul. Walking my beloved dog Coco also ranks high up there! I definitely feel the benefits of meditation, and try to carve out time for this most days.

What advice would you give to someone starting a career in financial services?

A There is no substitute for sheer hard work. The 'work-life' scale is seldom in perfect balance: it is a continuous adjustment between the two, so try to be aware of how far it tips in one direction, and conscious about how long it can remain there. This is advice which I definitely haven't mastered yet; the juggling act continues to be a challenge for me. Strive not to compromise on being your authentic self at work. Don't hesitate to ask questions (or hesitate, but ask anyway!). As uncomfortable as it might be, don't shy away from having those difficult conversations; take time to crystallise your intention beforehand, and go in well-prepared. As anxiety-provoking as they might be, the hard discussions are often the ones where respect and credibility are earned.

What has been your experience of women supporting other women in the workplace?

A My experiences have been predominantly positive; most of my female colleagues are genuinely and proactively supportive. I've had the pleasure and privilege of being part of a small, informal network of women at Investec, who have both challenged and inspired me. Many of us from that original group have now formed our own "circles" – I've started a Women Lawyers @ Investec group, which has fostered an incredibly special connection between its members. We've also curated several networking events for women in the organisation, which have been particularly well received, and plan to make these a regular feature.

What, in your opinion, is the biggest difference between working as an external legal adviser and being an in-house legal counsel in the private equity space?

A While both in-house and external counsel have to deal with multi-faceted legal agreements within a complex regulatory framework, internal legal advisors are also constantly reconciling these against the requirements of credit and investment committees, the team's mandate and strategy, and the organisation's macro-economic assumptions. Consciously testing issues against internal risk appetite – and challenging this, where necessary – is also part of the role of an in-house adviser.

Scan the code to watch Investec's views on navigating change and seizing opportunities in a transforming market.

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LISTING OPTIONS (examples)

Profiles | Insights

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LISTING OPTIONS (examples)

Info Blocks | Profile with advert


Q&A

Amanda Mahlunge
Director: Sponsor Division

ONE CAPITAL
Capitalising Expertise®

Where did your journey begin and how did you end up where you are today?

My journey in corporate finance began when I was accepted into the One Capital JSE Sponsor Graduate Training Programme ("GTP"). The GTP is a 2 year training programme wherein trainees are trained by One Capital's senior executives and benefit from leveraging off of their experience. I have been exposed to the JSE Listings Requirements, Debt Listings Requirements, Companies Act and the Takeover Regulations and I have been involved in various corporate transactions and mergers and acquisitions of JSE listed entities.

It was in this programme that my skills in the interpretation and application of the corporate regulatory environment were cultivated and which granted me an opportunity to enrol for and successfully complete the JSE Sponsor Development Programme. This was a very intense 2 year period but it was very rewarding, as upon the completion of the supervisory period at One Capital, I was approved as a JSE Equity Approved Executive. A few years later I was approved and registered by the JSE as a Debt Approved Executive.

Over the years I have climbed the corporate ladder at One Capital and I am now a Director in the Sponsor Division. This was all possible because I love and I am passionate about the work that we do and I greatly enjoy the people that I work with and the work culture.

Which deal challenged you the most and why?

I was a member of the corporate advisory team that advised Capitalworks on the take private and delisting of Peregrine Holdings Limited from the JSE and A2X by way of a concurrent scheme of arrangement and general offer. This deal was challenging as it was announced and implemented during the nationwide lockdown instituted as a result of the COVID-19 pandemic in 2020. Having to navigate the terrain of various regulators in several jurisdictions and working remotely was challenging. However, we managed to overcome these obstacles and successfully implemented the transaction within record time. The transaction won the DealMakers 2020 Private Equity Deal of the Year.

WHAT IS YOUR GO-TO POWER SONG?

The song that really gets me motivated and amped up when at work or in the gym is "Work" by Britney Spears. I like listening to this song as the lyrics are factual in that if you want something in life, you need to work for it and put in the necessary dedication required to be successful. Nothing in life comes for free. One needs to set goals of what you want to achieve and then you need to put your head down and do all that is required to attain it.

WHAT IS AT THE TOP OF YOUR BUCKET LIST?

Visit New York and see a Broadway show, in particular Les Miserable.

What advice would you give to young women hoping to succeed in your field?

You can do anything that you put your mind to. Do not focus on the difficulties, just remain steadfast and you can accomplish anything.

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SNAPSHOT

ENS africa

Wilmari Strachan
Executive | Technology, Media and Telecommunications

Wilmari Strachan is an Executive in ENSafrica's technology, media and telecommunications ("TMT") team. She specialises in information and communications technology ("ICT") law, including the related technical, commercial, compliance, business, customer and performance management aspects. She has a special interest in telecommunications, internet and e-commerce law, data privacy, as well as software and application ("app") development.

Wilmari was previously the head of legal services at a major South African telecommunications company, where she was in charge of the legal, regulatory and compliance division. This experience provided Wilmari with an excellent understanding and deep knowledge of the technology, internet and telecommunications legislative and regulatory environment. This includes an in-depth knowledge of industry-specific legislation and codes, as well as legislation with a more operational impact on businesses, enabling her to provide clients with holistic, practical advice.

Wilmari has acted for various large listed companies in the IT industry and retail sector, and has significant experience in negotiating and drafting complex information and communications technology agreements, including sub-marine cable landing and partnering agreements, international capacity agreements, roaming and managed network agreements, facilities leasing agreements, peering agreements, cloud computing agreements and outsourcing agreements. Wilmari had also acted in various telecommunication disputes, including complex disputes relating to call termination and transit charges, number porting and facilities leasing.

In addition, Wilmari has advised on the structuring of various M&A transactions in the telecommunications industry, with emphasis on ensuring the expeditious transfer of business, while taking into account the relevant regulatory and licensing conditions.

She has been involved in ground-breaking innovation and technology advancements in the South African internet market, and has served on the management committee of the Internet Service Providers Association of South Africa.

She has assisted various corporates and multination entities to take their business on-line, has published various articles on e-commerce and created a compliance toolkit for e-commerce platforms.

She has presented various seminars, workshop and training on data privacy, access and security.

Wilmari has implemented numerous compliance programmes and conducted compliance audits for clients. She has drafted various agreements and policies in respect of data privacy, access and security. Wilmari has also written and published articles on data privacy, access and security and appeared on eTV and CNBC and various radio stations and has been quoted in various media publications.

Wilmari is recognised as a leading/recommended lawyer by: Who's Who Legal 2019, 2020, 2021 Data Information and Technology – Global Leader (South Africa); 2022 Telecoms and Media – Global Leader (South Africa).

QUALIFICATIONS

- BProc (LLB) (University of South Africa)
- Globalisation, Lawyers and Emerging Economies (Harvard Law School)
- Developing Personal Agenda (Harvard Law School)
- Five Forces of Excellence for In-house Counsel (Harvard Law School)
- Strategy and Alignment of Internal Service Providers (Harvard Law School)
- Certificate in Finance for Non-financial Managers (University of Cape Town Graduate School of Business)
- Admitted as an attorney and conveyancer of the High Court of South Africa
- Qualified mediator (Family Mediators' Association of the Cape}

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COSTINGS

There are a number of editorial | advertising options available in the 2026 Feature

All rates excl VAT and agency commission

Each profile includes the following:

- Photo of the executive
- Company logo
- Content as supplied

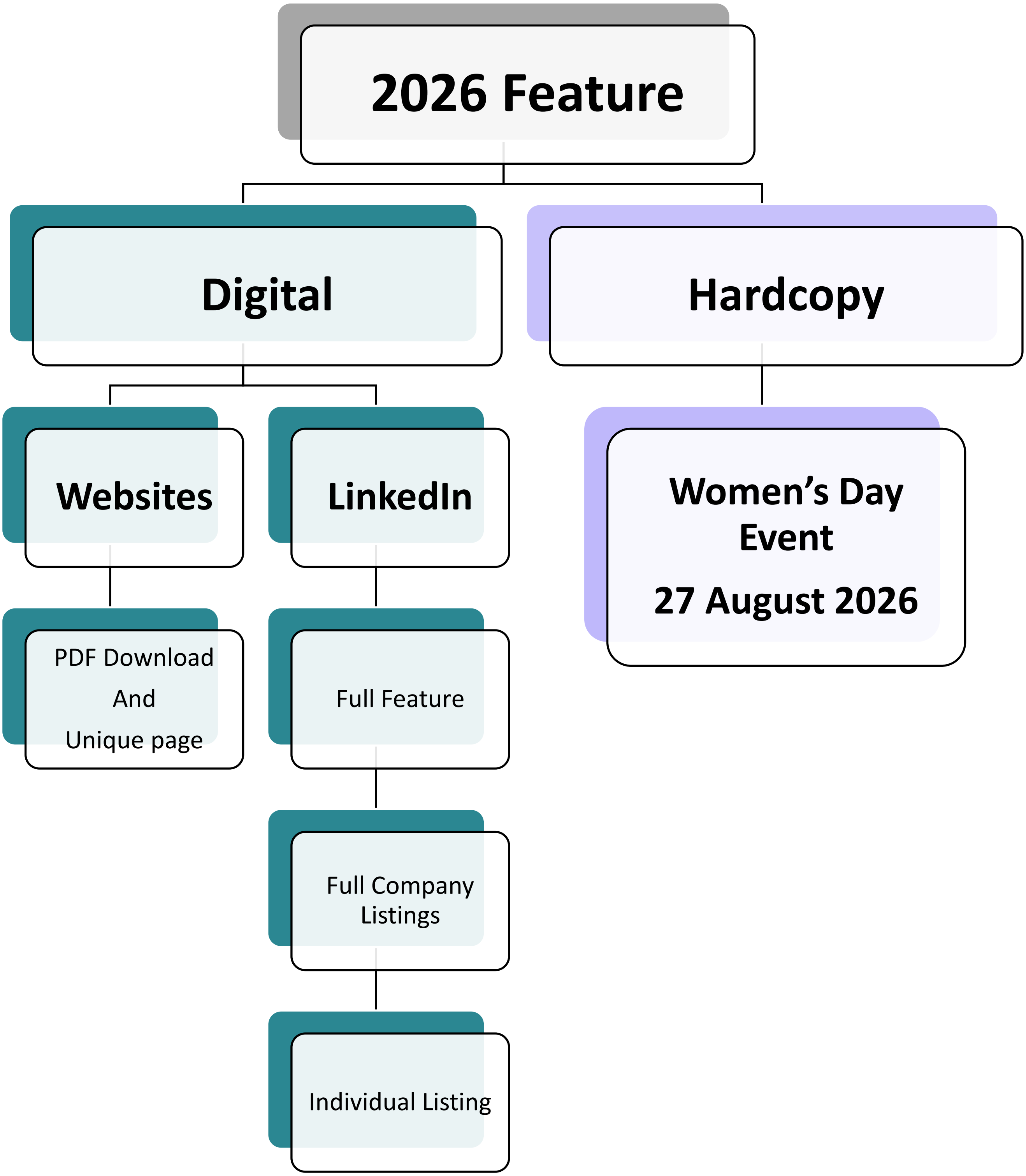
All listings are designed using our standard layout and the colours used are pulled from your company logo

1 Profile	R4,300
2 – 10 Profiles	R4,300 for the first listing plus R1,650 for every additional listing
11+ Profiles	R4,300 for the first listing plus R1,350 for every additional listing

Add a half page advert to a listing and convert it from a full page to a double page listing – listing cost plus R5,000

Full Page Inside Front Cover Advert	R15,000
Full Page Advert Discounted rate if you take 11+ profiles	R10,000 R7 000
Full Page Outside Back Cover Advert	R12,000

FEATURE EXPOSURE



WEBSITE EXPOSURE

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✨ Take a look at the DealMakers Women of SA's M&A and Financial Markets Industry Feature 2025 ✨
View the feature online on our website at https://lnkd.in/gGufn4Wi

Special thanks to all the firms that participated in this year's feature:
Absa Group | Baker McKenzie South Africa | Bravura Holdings | Cliffe Dekker Hofmeyr Inc | Deloitte South Africa | DLA Piper | ENS | | Herbert Smith Freehills Kramer | Investec Corporate and Investment Banking | Nedbank Corporate and Investment Banking | Niche M&A Advisory | Nolands Capital | Norton Rose Fulbright | Poswa Incorporated | PSG Capital | Questco Corporate Advisory | RMB - Rand Merchant Bank | Standard Bank South Africaa | Standard Bank Group | Tamela | Vani Chetty | Webber Wentzel

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✨ DealMakers Women of SA's M&A and Financial Markets Industry Feature 2025 ✨
Take a look and the Women from RMB - Rand Merchant Bank featured in 2025.
https://lnkd.in/dCy9XetT

- Monica Shupikai Simmons
- Cara Pardini
- Daniela Perros
- Georgie Armstrong
- Masechaba Makhura, CFA
- Nicole Lancefield

#inspirationalwomen #womensday

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✨ DealMakers Women of SA's M&A and Financial Markets Industry Feature 2025 ✨
Take a look and the Women from Nedbank Corporate and Investment Banking featured in 2025.
https://lnkd.in/d8XpqgFq

- Puleng Khunou
- Vanessa Murray
- Trishna Sewnarain
- Apelele Fundama
- Pindiwe Letlape
- Sandi Mda (née Macingwane)
- Melanie Steen CA(SA), CFA
- Nolukhanyo Mqhayi
- Raginee Naidoo
- Jadee Coetzee

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