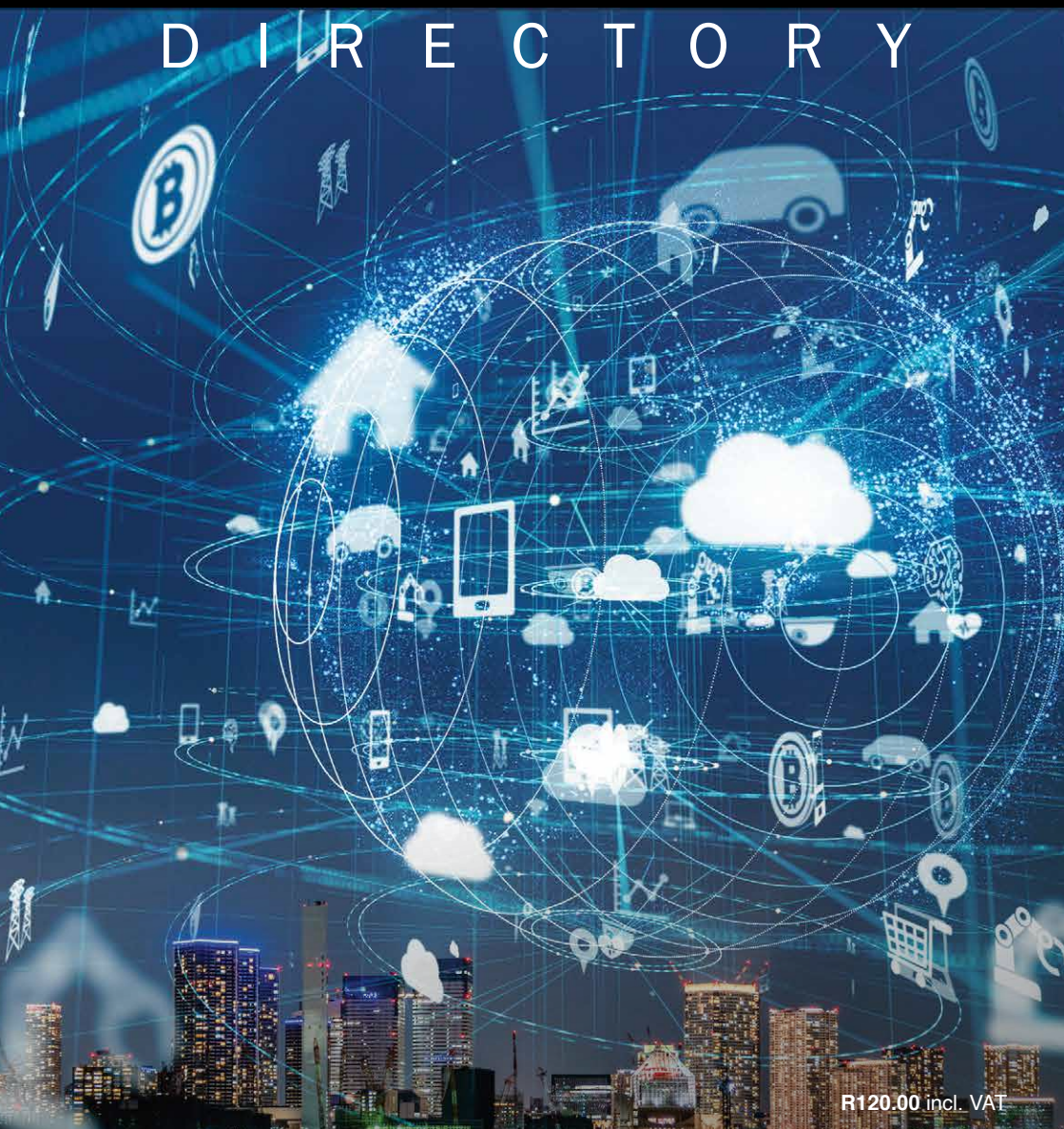


DealMakers

2021

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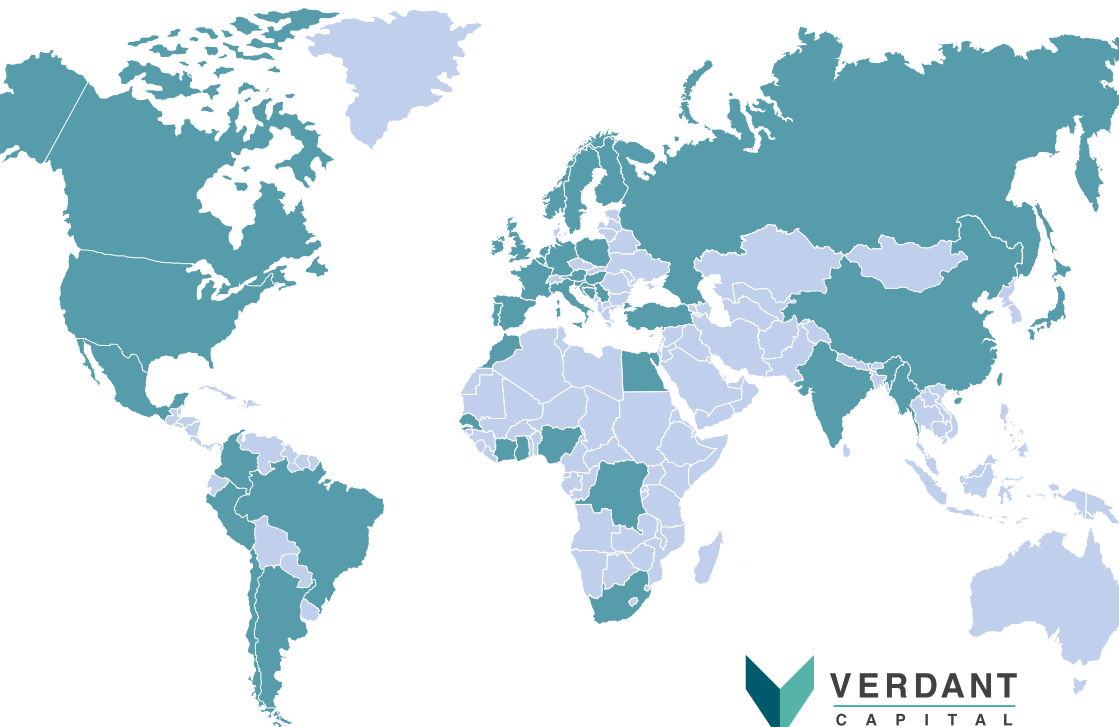


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A Quick Look

This is the 11th issue of the **DealMakers Annual Directory** of firms and departments within companies which specialise in the mergers and acquisitions arena.

DealMakers' magazine is South Africa's premier corporate finance publication. Produced quarterly, it reflects precisely all information about activity in the industry involving all local companies, and more specifically those listed on South Africa's five Stock Exchanges.

DealMakers OnLine delivers a web platform which encapsulates M&A and corporate finance activity in the country since 2000. It is updated weekly and is specifically designed to deliver the widest possible range of information to analysts and all those involved in dealmaking. Its facilities are fully available to subscribers.

This Directory is an important compendium of those companies providing essential services to the industry from the investment banks, to the corporate law firms, exchange sponsors and transactional support services firms.

The pause in M&A activity in the first few months of 2020 slowly abated during the course of the year, but remained significantly off 2019 values, down almost 40% at R336,9 billion with the number of deals announced down 20% (page 4). Operating in a changed environment brought significant complexity to transactions – parties who were halfway through acquisitions or disposals had to deal with challenging regulatory and other delays; limitations on the ability to conduct due diligence investigations; and complications in terms of valuing and pricing business enterprises and assets. There was also an increase in post-M&A disputes, where deals delivered below expectations, with some potential buyers relying on material adverse change clauses to exit transactions.

To this point, 11 additional deals announced during 2019, but which were yet to close in 2020, were terminated, pushing up the number of failed deals for 2019 to 30 – a number topped only by the 44 failed deals in 2008.

This **DealMakers Directory** is an invaluable source of contacts and as such will find a place on every corporate finance firm's bookshelf and on the desks of many of the country's chief executives and their finance directors.

Marylou Greig, Editor, February 2021

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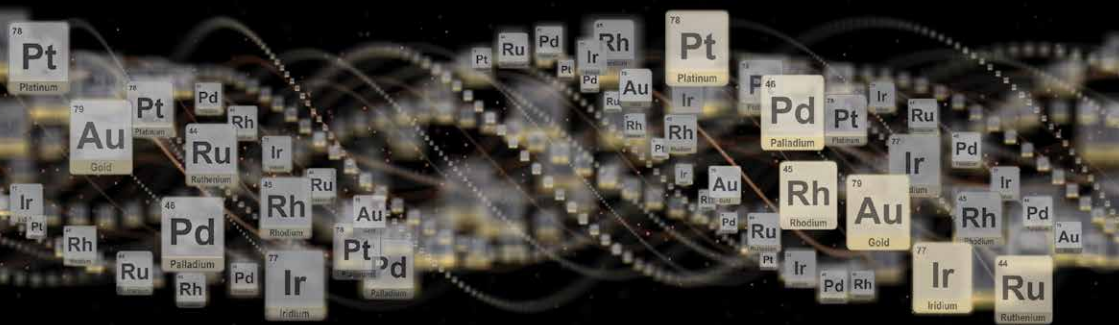
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MERGERS & ACQUISITIONS

Mergers & Acquisitions Analysis 2020 (excludes unlisted M&A)

	2020			2019			
Deal Activity	No	*	Value (R)	No	*	Value (R)	
Local Deals	345	(11)	214 160 527 905	423	(2)	217 843 727 373	
Foreign Deals	48	(1)	122 803 626 000	65	(28)	322 644 432 820	
Total	393	(12)	336 964 153 905	488	(30)	540 488 160 193	
Deal Activity (excluding failed deals)	No		Value (R)	No		Value (R)	
Local Deals	334		206 241 150 498	395		195 742 017 223	
Foreign Deals	47		115 116 926 000	63		217 981 552 820	
Total	381		321 358 076 498	458		413 723 570 043	

BEE and Private Equity Activity 2020 (includes listed and unlisted M&A)

	2020			2019			
BEE Activity	No	*	Value (R)	No	*	Value (R)	
Listed M&A	21	(1)	11 927 746 592	28	(1)	17 161 368 206	
Unlisted M&A	16	(0)	396 100 000	32	(0)	4 135 049 162	
Total	37	(1)	12 323 846 592	60	(1)	21 296 417 368	
	2020			2019			
PE Activity	No	*	Value (R)	No	*	Value (R)	
Listed M&A	42	(0)	25 446 928 340	35	(1)	9 592 719 963	
Unlisted M&A	86	(0)	3 880 807 519	64	(1)	3 419 956 173	
Total	128	(0)	29 327 735 859	99	(2)	13 012 676 136	

* No of failed deals



ANALYSIS 2016 - 2020

	2018			2017			2016		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	453	(24)	275 018 774 183	476	(19)	379 231 395 096	420	(26)	449 539 207 138
	72	(0)	336 606 625 172	72	(4)	257 045 903 396	83	(2)	1 069 468 794 272
	525	(24)	611 625 399 355	548	(23)	636 277 298 492	503	(28)	1 519 008 001 410

	No	Value (R)	No	Value (R)	No	Value (R)
	429	235 752 854 698	457	333 388 985 574	394	439 337 019 860
	72	336 606 625 172	68	136 116 703 396	81	1 066 768 794 272
	501	572 359 479 870	525	469 505 688 970	475	1 506 105 814 132

	2018			2017			2016		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	27	(3)	38 967 784 182	26	(2)	55 841 499 698	17	(3)	18 367 049 632
	21	(0)	6 446 709 327	27	(0)	215 855 146	19	(0)	868 818 777
	48	(3)	45 414 493 509	53	(2)	56 057 354 844	36	(3)	19 235 868 409

	2018			2017			2016		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	39	(2)	19 166 971 134	27	(1)	12 667 605 761	17	(2)	11 819 178 897
	35	(1)	5 890 007 569	50	(0)	4 040 335 994	54	(0)	36 934 082 137
	74	(3)	25 056 978 703	77	(1)	16 707 941 755	71	(2)	48 753 261 034

TOP DEALMAKERS AND DEALS DOWN THE YEARS

2000	By Deal Value By Deal Flow	Credit Suisse First Boston (R28,51bn) Investec and Brait Advisory Services (35 deals each)
2001	By Deal Value By Deal Flow Deal of the Year	UBS Warburg (R162,19bn) Investec and Nedcor Investment Bank (32 deals each) Anglo American, Central Holdings and Debswana buy-out of De Beers
2002	By Deal Value By Deal Flow Deal of the Year	BoE Merchant Bank (R21,03bn) Corpcapital Corporate Finance (41 deals) Nedcor takeover of BoE
2003	By Deal Value By Deal Flow Deal of the Year	JPMorgan (R35,28bn) Investec Corporate Finance (82 deals) Harmony / ARM / Avmin deal
2004	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R43,78bn) Java Capital (74 deals) Creation of Incwala
2005	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R55,34bn) Investec Bank (94 deals) Barclays' takeover of Absa
2006	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R75,15bn) Investec Bank (88 deals) Netcare's part acquisition of General Healthcare Group
2007	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R109,03bn) Investec Bank (63 deals) Anglo Platinum's BEE deal
2008	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R90,19bn) Investec Bank (43 deals) Remgro and Richemont Securities Restructuring
2009	By Deal Value By Deal Flow Deal of the Year	Goldman Sachs (R259,27bn) Investec Bank (30 deals) SA Breweries' Employee Economic Empowerment deal
2010	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R88,74bn) Investec Bank (24 deals) Acquisition by Walmart of a 51% stake in Massmart

DealMakers®

2000 - 2020

2011	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R45,73bn) Investec Bank (34 deals) Acquisition of Metorex by Jinchuan
2012	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R41,51bn) Rand Merchant Bank (33 deals) Barclays Africa
2013	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R31,29bn) Nedbank Capital (52 deals) Bidvest's acquisition of Adcock Ingram
2014	By Deal Value By Deal Flow Deal of the Year	Investec Bank (R102,48bn) Investec Bank (56 deals) Woolworths' acquisition of David Jones
2015	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R1,57trn) Investec Bank (35 deals) Acquisition by Anheuser-Busch InBev of SABMiller
2016	By Deal Value By Deal Flow Deal of the Year	Java Capital (R119,95bn) PSG Capital (37 deals) Sibanye Gold's acquisition of Stillwater Mining
2017	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R75,73bn) Investec Bank (24 deals) Vodacom / Safaricom
2018	By Deal Value By Deal Flow Deal of the Year	Rothschild (R33,82bn) PSG Capital (23 deals) Old Mutual's Managed Separation
2019	By Deal Value By Deal Flow Deal of the Year	PSG Capital (R33,07bn) Nedbank CIB (24 deals) PepsiCo's acquisition of Pioneer Food

2020	By Deal Value By Deal Flow Deal of the Year	Merrill Lynch (R37,39bn) Investec Bank (19 deals) Altron's demerger of Bytes Technology
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MERGERS & ACQUISITIONS

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES Top DealMakers Ranked by Value of Deals & by Deal Flow

INVESTMENT ADVISERS * 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Merrill Lynch	37 393	23,68%
2	Java Capital	23 954	15,17%
3	Investec Bank	18 516	11,73%
4	Standard Bank	12 778	8,09%
5	Merchantec Capital	12 003	7,60%
6	Rand Merchant Bank	9 673	6,13%
7	UBS	8 621	5,46%
8	PwC Corporate Finance	5 635	3,57%
9	Absa CIB	5 260	3,33%
10	One Capital	4 627	2,93%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	19	13,77%	18 516
2	Java Capital	14	10,14%	23 954
3	PSG Capital	13	9,42%	2 059
4	Rand Merchant Bank	10	7,25%	9 673
	Rothschild & Co	10	7,25%	506
6	Nedbank CIB	8	5,80%	1 739
7	Bravura Capital	7	5,07%	945
8	Standard Bank	5	3,62%	12 778
	Merchantec Capital	5	3,62%	12 003
10	Questco	4	2,90%	165

INVESTMENT ADVISERS * 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PSG Capital	33 074	16,77%
2	JPMorgan	25 690	13,03%
3	UBS	23 630	11,98%
4	Macquarie Advisory and Capital Markets South Africa	17 291	8,77%
5	Nedbank CIB	16 401	8,32%
6	Investec Bank	15 289	7,75%
7	Absa CIB	14 033	7,12%
8	Rand Merchant Bank	13 342	6,77%
9	Standard Bank	5 380	2,73%
10	Java Capital	4 962	2,52%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Nedbank CIB	24	13,64%	16 401
2	Rothschild & Co	23	13,07%	2 527
3	Investec Bank	22	12,50%	15 289
4	PSG Capital	18	10,23%	33 074
5	Standard Bank	10	5,68%	5 380
6	Rand Merchant Bank	8	4,55%	13 342
	Java Capital	8	4,55%	4 962
	Delta Partners	8	4,55%	1 682
9	Questco	7	3,98%	694
10	River Group	4	2,27%	3 344
	Grindrod Bank	4	2,27%	649

* Investment Advisers incorporate Financial Advisers and others claiming this category



MERGERS & ACQUISITIONS

INVESTMENT ADVISERS * 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rothschild	33 816	13,02%
2	Rand Merchant Bank	33 031	12,72%
3	BDO Corporate Finance	28 702	11,05%
4	Absa	21 057	8,11%
5	Investec Bank	21 030	8,10%
6	EY	18 078	6,96%
7	Standard Bank	15 021	5,78%
8	Deloitte	9 290	3,58%
9	Java Capital	8 058	3,10%
10	Nedbank CIB	8 055	3,10%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PSG Capital	23	11,86%	5 512
2	Nedbank CIB	21	10,82%	8 055
3	Rand Merchant Bank	15	7,73%	33 000
	Investec Bank	15	7,73%	21 030
5	BDO Corporate Finance	13	6,70%	28 702
6	Standard Bank	12	6,19%	15 021
7	Java Capital	11	5,67%	8 058
8	Questco	10	5,15%	6 192
9	River Group	6	3,09%	90
10	PwC Corporate Finance	5	2,58%	3 219

INVESTMENT ADVISERS * 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rand Merchant Bank	75 725	15,25%
2	Deutsche Bank	63 856	12,86%
3	Deloitte	59 072	11,90%
4	Rothschild	51 306	10,33%
5	UBS	45 843	9,23%
6	Goldman Sachs	34 600	6,97%
7	Investec Bank	26 011	5,24%
8	Java Capital	20 055	4,04%
9	Standard Bank	19 658	3,96%
10	KPMG	15 825	3,19%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	24	11,27%	26 011
2	PSG Capital	20	9,39%	5 317
3	Rand Merchant Bank	16	7,51%	75 725
	Java Capital	16	7,51%	20 055
5	BDO Corporate Finance	15	7,04%	7 788
6	Nedbank CIB	10	4,69%	1 596
7	Standard Bank	9	4,23%	19 658
	Questco	9	4,23%	1 939
9	Rothschild	7	3,29%	51 306
	Sasfin Capital	7	3,29%	2 007

* Investment Advisers incorporate Financial Advisers and others claiming this category

MERGERS & ACQUISITIONS

SPONSORS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Merrill Lynch	60 459	17,90%
2	Questco	45 409	13,44%
3	Java Capital	44 099	13,06%
4	Investec Bank	39 683	11,75%
5	Rand Merchant Bank	32 048	9,49%
6	Standard Bank	14 718	4,36%
7	Merchantec Capital	12 933	3,83%
8	UBS	11 773	3,49%
9	Vunani Sponsors	11 332	3,35%
10	PSG Capital	10 943	3,24%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	52	20,00%	44 099
2	Investec Bank	30	11,54%	39 683
3	PSG Capital	27	10,38%	10 943
4	Rand Merchant Bank	26	10,00%	32 048
5	Questco	24	9,23%	45 409
6	Merchantec Capital	14	5,38%	12 933
	Standard Bank	14	5,38%	14 718
8	Nedbank CIB	9	3,46%	9 383
9	Merrill Lynch	8	3,08%	60 459
	Deloitte	8	3,08%	9 085

SPONSORS 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Investec Bank	70 483	26,54%
2	PSG Capital	36 719	13,82%
3	Nedbank CIB	29 779	11,21%
4	Java Capital	23 058	8,68%
5	Merrill Lynch	19 321	7,27%
6	Absa CIB	16 560	6,23%
7	Rand Merchant Bank	12 739	4,80%
8	JPMorgan	12 131	4,57%
9	UBS	11 076	4,17%
10	Questco	9 482	3,57%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	48	15,89%	23 058
2	Investec Bank	36	11,92%	70 483
3	PSG Capital	33	10,93%	36 719
4	Nedbank CIB	28	9,27%	29 779
5	Rand Merchant Bank	25	8,28%	12 739
6	Questco	21	6,95%	9 482
7	Standard Bank	15	4,97%	8 718
8	Merchantec Capital	14	4,64%	3 152
9	Grindrod Bank	12	3,97%	1 386
10	UBS	11	3,64%	11 076



MERGERS & ACQUISITIONS

SPONSORS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	169 776	28,17%
2	Absa	94 924	15,75%
3	Rand Merchant Bank	82 414	13,67%
4	Investec Bank	72 675	12,06%
5	Java Capital	44 559	7,39%
6	Deutsche Securities	24 821	4,12%
7	Nedbank CIB	18 389	3,05%
8	JPMorgan	18 000	2,99%
9	Merrill Lynch	16 528	2,74%
10	PSG Capital	15 967	2,65%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	48	14,37%	44 559
2	Investec Bank	39	11,68%	72 675
	PSG Capital	39	11,68%	15 967
4	Rand Merchant Bank	34	10,18%	82 383
5	Nedbank CIB	25	7,49%	18 389
6	Arbor Capital Sponsors	23	6,89%	2 085
7	Questco	21	6,29%	9 608
8	Merchantec Capital	12	3,59%	2 699
9	Deloitte	11	3,29%	2 487
10	UBS	8	2,40%	169 776
	Merrill Lynch	8	2,40%	16 528
	Sasfin Capital	8	2,40%	1 228

SPONSORS 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Java Capital	141 314	19,93%
2	Deutsche Securities	109 074	15,38%
3	Merrill Lynch	98 903	13,95%
4	Barclays Africa	98 387	13,87%
5	Rand Merchant Bank	78 324	11,05%
6	Nedbank CIB	51 380	7,25%
7	Investec Bank	46 427	6,55%
8	UBS	25 206	3,55%
9	PSG Capital	13 782	1,94%
10	JPMorgan	11 304	1,59%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	64	16,08%	141 314
2	Investec Bank	59	14,82%	46 427
3	PSG Capital	44	11,06%	13 782
4	Rand Merchant Bank	29	7,29%	78 324
5	Deutsche Securities	18	4,52%	109 074
	Nedbank CIB	18	4,52%	51 380
7	Sasfin Capital	16	4,02%	4 287
8	Standard Bank	15	3,77%	10 565
	Deloitte	15	3,77%	4 537
	Arbor Capital Sponsors	15	3,77%	556



MERGERS & ACQUISITIONS

LEGAL ADVISERS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	ENSAfrica	58 878	26,49%
2	Webber Wentzel	54 333	24,44%
3	Cliffe Dekker Hofmeyr	26 560	11,95%
4	Bowmans	25 566	11,50%
5	Werksmans	14 003	6,30%
6	DLA Piper	11 328	5,10%
7	Fasken	8 500	3,82%
8	White & Case (South Africa)	5 268	2,37%
9	Herbert Smith Freehills South Africa	3 367	1,51%
10	Norton Rose Fulbright	3 100	1,39%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	54	24,55%	26 560
2	ENSAfrica	32	14,55%	58 878
3	Webber Wentzel	31	14,09%	54 333
4	Bowmans	22	10,00%	25 566
5	Werksmans	17	7,73%	14 003
6	Saltzman	9	4,09%	789
7	Inlexso	8	3,64%	357
8	White & Case (South Africa)	5	2,27%	5 268
9	Bernadt Vukic Potash & Getz	4	1,82%	582
10	DLA Piper	3	1,36%	11 328
	Herbert Smith Freehill South Africa	3	1,36%	3 367
	Vani Chetty Competition Law	3	1,36%	2 676

LEGAL ADVISERS 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	50 860	25,80%
2	Cliffe Dekker Hofmeyr	29 818	15,13%
3	Bowmans	29 645	15,04%
4	ENSAfrica	22 010	11,17%
5	Baker McKenzie	21 138	10,72%
6	Werksmans	13 975	7,09%
7	Herbert Smith Freehills South Africa	5 365	2,72%
8	Bernadt Vukic Potash & Getz	4 798	2,43%
9	Malan Scholes	4 600	2,33%
10	Norton Rose Fulbright (South Africa)	2 540	1,29%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Webber Wentzel	52	21,76%	50 860
2	Cliffe Dekker Hofmeyr	44	18,41%	29 818
3	ENSAfrica	33	13,81%	22 010
4	Werksmans	24	10,04%	13 975
5	Bowmans	20	8,37%	29 645
6	Saltzman Attorneys	9	3,77%	85
7	Baker McKenzie	8	3,35%	21 138
8	Vani Chetty Competition Law	6	2,51%	1 594
9	Herbert Smith Freehills South Africa	4	1,67%	5 365
	Motsoeneng Bill	4	1,67%	210



MERGERS & ACQUISITIONS

LEGAL ADVISERS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Cliffe Dekker Hofmeyr	54 879	25,61%
2	Webber Wentzel	31 735	14,81%
3	Bowmans	27 041	12,62%
4	ENSafrica	25 779	12,03%
5	Werksmans	16 241	7,58%
6	Vani Chetty Competition Law	10 288	4,80%
7	Glyn Marais	8 058	3,76%
8	Baker McKenzie	5 102	2,38%
9	Dentons	3 471	1,62%
	Poswa	3 471	1,62%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	69	24,21%	54 848
2	Webber Wentzel	46	16,14%	31 735
3	ENSafrica	40	14,04%	25 748
4	Bowmans	20	7,02%	27 041
5	Vani Chetty Competition Law	17	5,96%	10 288
6	Saltzman Attorneys	12	4,21%	448
7	Baker McKenzie	11	3,86%	5 102
8	Werksmans	10	3,51%	16 241
9	White & Case (South Africa)	8	2,81%	1 649
10	Allen & Overy (South Africa)	3	1,05%	3 302
	Nortons	3	1,05%	2 057
	DLA Piper	3	1,05%	1 800
	Falcon & Hume	3	1,05%	1 435
	Norton Rose Fulbright (South Africa)	3	1,05%	954
	Eversheds Sutherland	3	1,05%	126
	Tabacks	3	1,05%	106

LEGAL ADVISERS 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	216 296	32,22%
2	Cliffe Dekker Hofmeyr	119 576	17,81%
3	ENSafrica	107 848	16,07%
4	Werksmans	88 707	13,21%
5	Bowmans	26 107	3,89%
6	Fasken Martineau	21 118	3,15%
7	Poswa	21 000	3,13%
8	DLA Piper South Africa	20 829	3,10%
9	Norton Rose Fulbright (South Africa)	14 138	2,11%
10	Baker McKenzie	13 967	2,08%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	82	25,15%	119 576
2	Webber Wentzel	69	21,17%	216 296
3	ENSafrica	44	13,50%	107 848
4	Bowmans	29	8,90%	26 107
5	Werksmans	28	8,59%	88 707
6	Baker McKenzie	21	6,44%	13 967
7	Fasken Martineau	6	1,84%	21 118
8	Tabacks	4	1,23%	4 530
	Hogan Lovells (South Africa)	4	1,23%	750
	Bernadt Vukic Potash & Getz	4	1,23%	747
	Fluxmans	4	1,23%	545
	PwC Legal	4	1,23%	422



MERGERS & ACQUISITIONS

TRANSACTIONAL SUPPORT SERVICES 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Deloitte	50 138	28,80%
2	PwC	46 772	26,87%
3	KPMG	37 582	21,59%
4	BDO	13 623	7,83%
5	Java Capital	5 260	3,02%
	Rothschild & Co	5 260	3,02%
7	Questco	3 497	2,01%
8	Investec Bank	2 870	1,65%
9	EY	2 846	1,64%
10	PSG Capital	1 587	0,91%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	BDO	19	21,59%	13 623
2	Deloitte	11	12,50%	50 138
3	PwC	10	11,36%	46 772
4	EY	8	9,09%	2 846
5	Mazars	7	7,95%	826
6	Nodus Capital	6	6,82%	593
7	PSG Capital	4	4,55%	1 587
8	Moore Johannesburg	3	3,41%	217
9	KPMG	2	2,27%	37 582
	Questco	2	2,27%	3 497
	Nexia SAB&T	2	2,27%	594
	Letsema	2	2,27%	506
	PKF Octagon	2	2,27%	454
	Merchantec Capital	2	2,27%	267

TRANSACTIONAL SUPPORT SERVICES 2019

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	BDO	39 428	40,96%
2	PwC	38 028	39,50%
3	Mazars	4 684	4,87%
4	Questco	4 002	4,16%
5	EY	3 135	3,26%
6	JPMorgan	2 700	2,80%
7	Deloitte	2 540	2,64%
8	Nexia SAB&T	1 023	1,06%
9	Moore Corporate Services Cape Town	457	0,47%
10	Merchantec Capital	184	0,19%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	BDO	23	31,51%	39 428
2	EY	12	16,44%	3 135
3	PwC	11	15,07%	38 028
4	Mazars	8	10,96%	4 684
5	Deloitte	4	5,48%	2 540
6	Nexia SAB&T	3	4,11%	1 023
	Merchantec Capital	3	4,11%	184
8	Questco	1	1,37%	4 002
	JPMorgan	1	1,37%	2 700
	Moore Corporate Services Cape Town	1	1,37%	457



MERGERS & ACQUISITIONS

REPORTING ACCOUNTANTS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	EY	27 200	39,81%
2	PwC	25 658	37,55%
3	Deloitte	7 719	11,30%
4	KPMG	3 370	4,93%
5	Mazars	2 524	3,69%
6	BDO	1 838	2,69%
7	AL Visser	17	0,02%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PwC	11	30,56%	25 658
2	EY	8	22,22%	27 200
3	Deloitte	6	16,67%	7 719
4	KPMG	4	11,11%	3 370
	Mazars	4	11,11%	2 524
6	BDO	2	5,56%	1 838
7	AL Visser	1	2,78%	17

REPORTING ACCOUNTANTS 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PwC	104 510	75,04%
2	Deloitte	12 137	8,72%
3	KPMG	8 827	6,34%
4	Grant Thornton	7 391	5,31%
5	EY	4 948	3,55%
6	Nexia SAB&T	748	0,54%
7	BDO	477	0,34%
8	Mazars	225	0,16%
9	Middel & Partners Centurion Partnership	undisclosed	n/a

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PwC	17	32,08%	104 510
2	Grant Thornton	9	16,98%	7 391
3	KPMG	7	13,21%	8 827
4	Deloitte	6	11,32%	12 137
5	EY	5	9,43%	4 948
6	BDO	4	7,55%	477
7	Mazars	3	5,66%	225
8	Nexia SAB&T	1	1,89%	748
	Middel & Partners Centurion Partnership	1	1,89%	undisclosed



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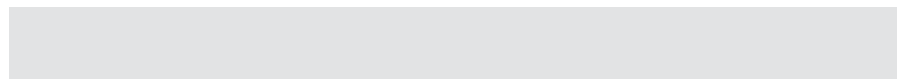
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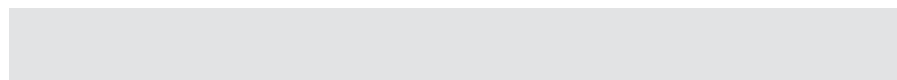
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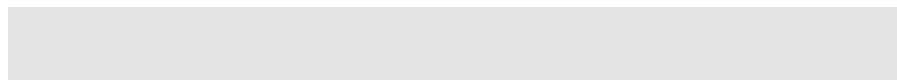


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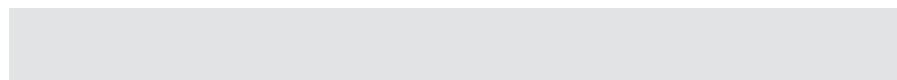
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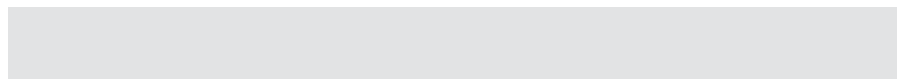
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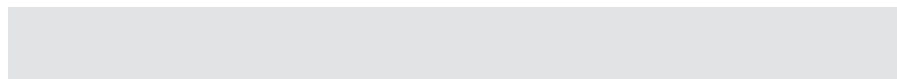
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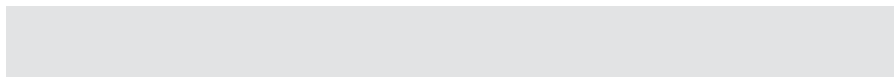
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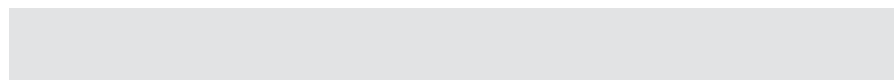
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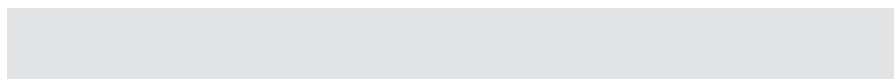
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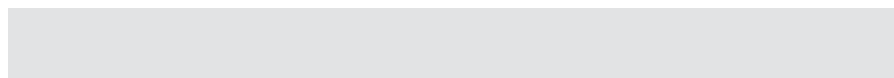
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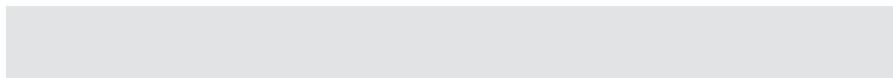
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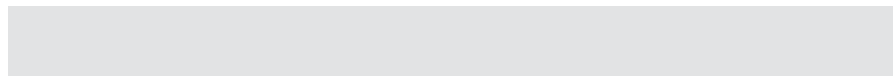
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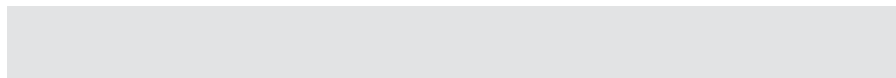
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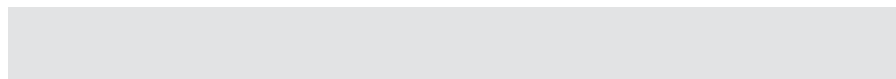
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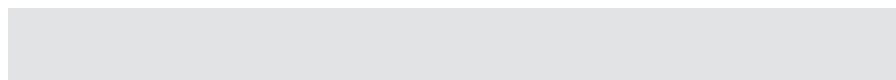
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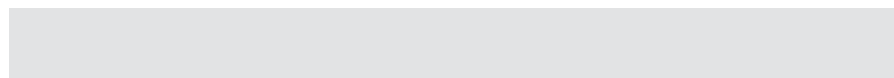
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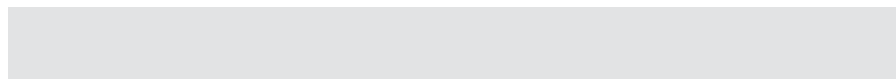
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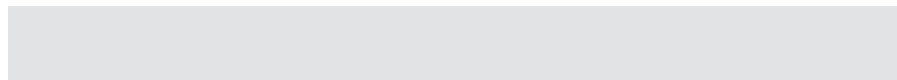
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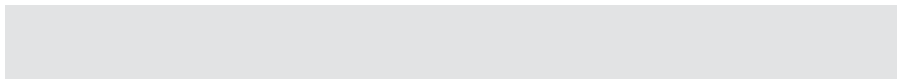
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The team has significant track-record of applying highly-specialized professional skills across investment banking, law and business management.

Khanda Capital is black-owned and controlled and seeks to hire black professionals to further develop the transformation agenda in South Africa.

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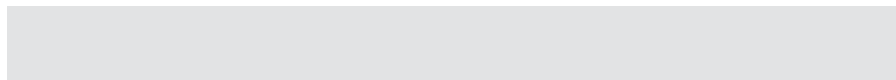
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- can we partner with clients in sharing risk and reward while retaining professional independence?
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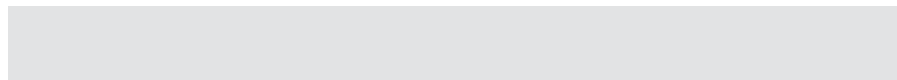
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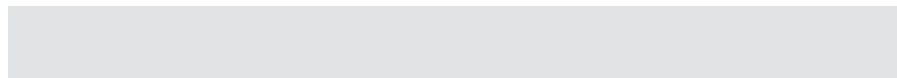
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Our dedicated corporate finance team specialises in strategic transactional services advice in the following areas:

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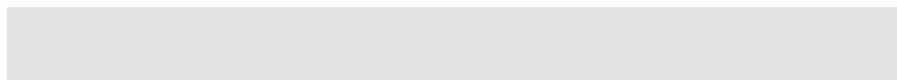
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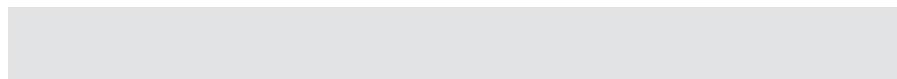
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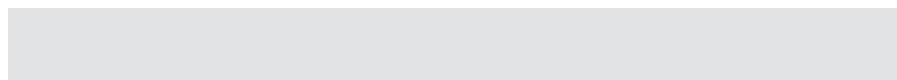
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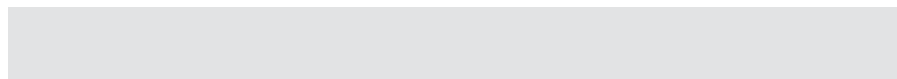
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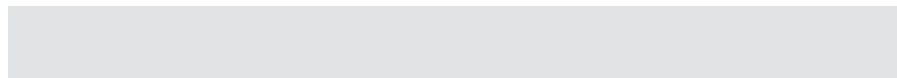
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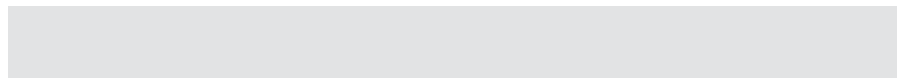
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MBA Incorporated is a proud 100% Black owned law firm based in Sandton, founded in 2008. It is made up of a young, dynamic legal team that is knowledgeable, suitably qualified and experienced in various fields of law.

Over the past 13 years, MBA Incorporated has established itself as a respectable and strong role player in the legal fraternity and have been proving outstanding legal services to clients spanning across numerous sectors. MBA Incorporated has been involved in some of our countries' most reported matters that have shaped our legal jurisprudence and helped in shaping a better South Africa, as envisioned in our Constitution.

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Nedbank CIB's Corporate Finance team comprises of skilled professionals from diverse backgrounds, including accounting, law, engineering, consulting, and research. The team provides innovative advisory services for mergers and acquisitions, BEE transactions, capital raising (equity and debt), valuations, listings and delistings, corporate restructurings, and privatisations; and is also a registered JSE equity and debt sponsor and designated adviser.

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- advising corporates on Black Economic Empowerment structures;
- advising on mergers and acquisitions;
- advising on corporate restructurings through minority buyouts, management buyouts, unbundling or further acquisitions;
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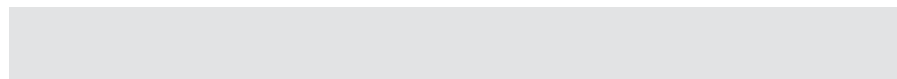
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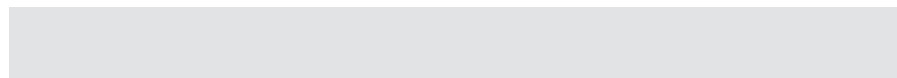
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Nodus is an independent investment banking firm, specialising in buy-outs, mergers and acquisitions.

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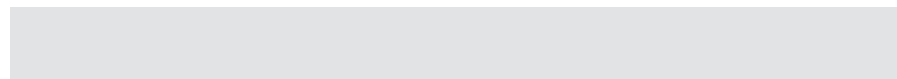
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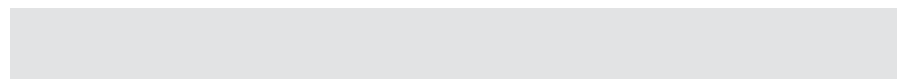
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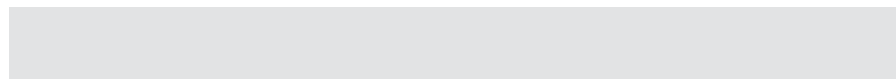
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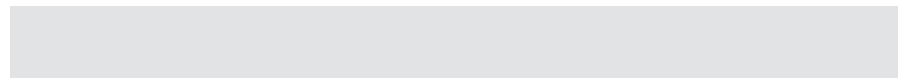
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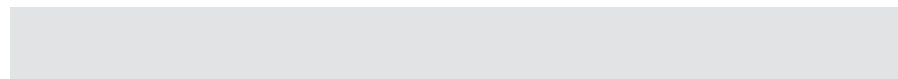
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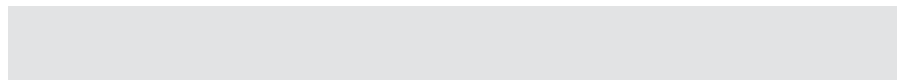
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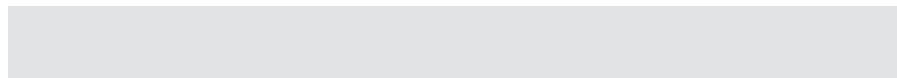
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PSG Capital is the corporate finance arm of PSG Group Limited. We provide a complete suite of corporate finance and advisory services to a broad spectrum of clients including public and private companies, BEE and private equity houses, financial institutions, asset managers and hedge funds and we employ a team of highly skilled professionals to meet our clients' unique business needs.

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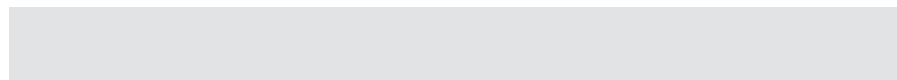
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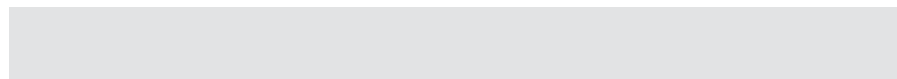
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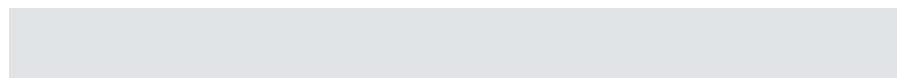
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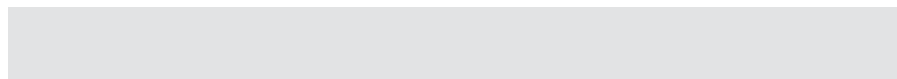
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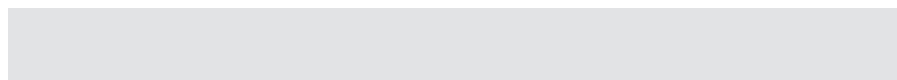
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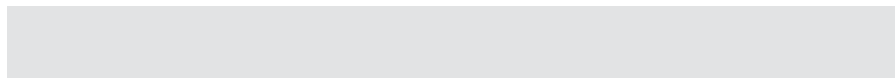
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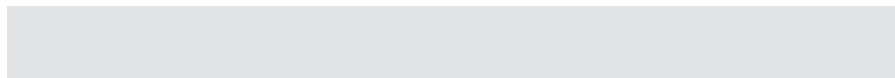
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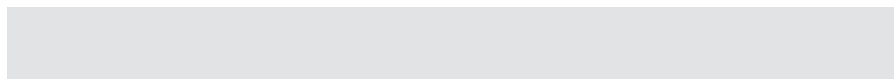
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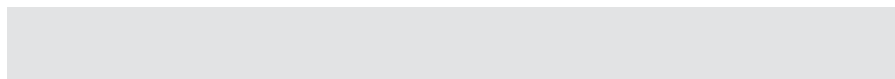
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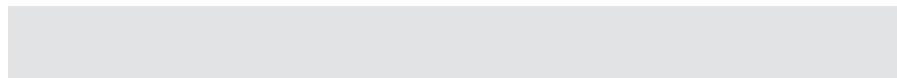
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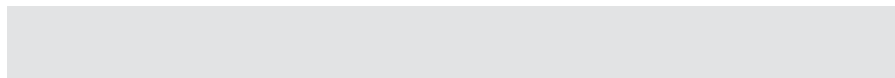
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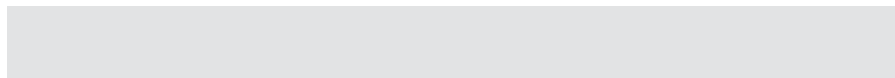
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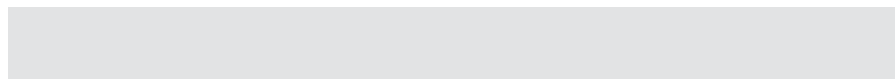
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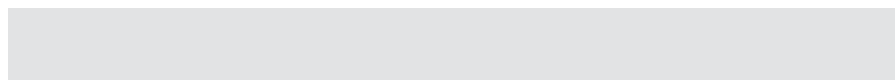
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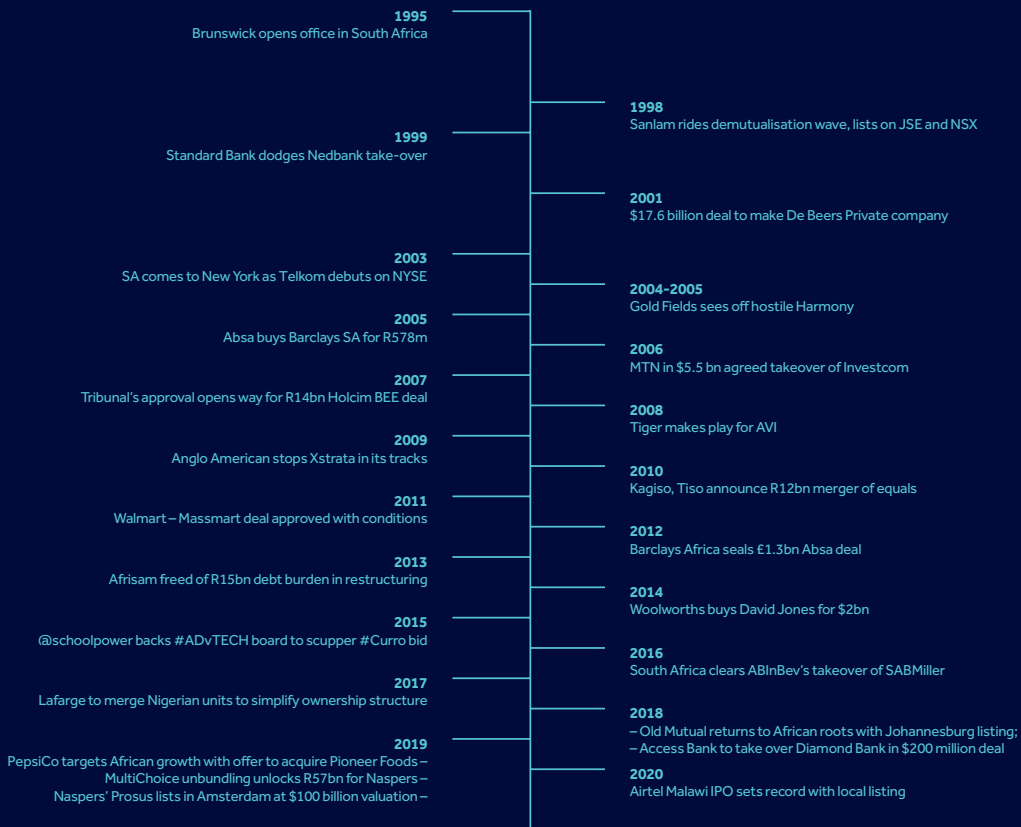
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2021

A F R I C A D I R E C T O R Y



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A BRIEF INTRODUCTION

The **DealMakers Directory** was first launched in 2011 and at the time we envisioned expanding it to include an African database of advisers. This is now the eighth time the directory includes **DealMakers Africa**. Of the more than 50 countries in Africa, almost half have their own stock exchanges. There are also two regional stock exchanges that serve 14 countries between them.

The **DealMakers Africa Directory**, while improving each year, is still some way off providing a comprehensive list of all advisers working the continent but rather serves to provide a snapshot of the advisory firms out there. The following pages cover some countries that have their own exchanges and it is hoped that, in the years to come, this Directory will grow to be as extensive as the current South African version. This compendium of information is a starting point for any company looking to do business within Africa and which may require the services of financial advisers, brokers, lawyers and accountants.

Each country has its own definition of the various types of advisers, but on the whole the stock brokers, dealers and member firms cover the investment advisory and sponsor roles to which we are accustomed.

Should your firm not be listed, please contact us so that we can include your details for 2022.



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3. Restructuring: advisory for borrowers and creditor groups.
4. Specialist Funds: investing specialist credit products into financial institutions and other businesses on a pan-African basis.

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Verdant Capital is a leading specialist investment bank and investment manager operating on a pan-African basis. Verdant Capital has offices in Johannesburg, Ebene, Accra, Kinshasa and Lagos. It has recent transaction experience in more than twenty African countries. Verdant Capital was awarded the accolade of Best Independent Advisory Firm – Pan Africa by Africa Global Funds in 2020. It operates in four segments:

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3. Restructuring: advisory for borrowers and creditor groups.
4. Specialist Funds: investing specialist credit products into financial institutions and other businesses on a pan-African basis.

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Bowmans is a leading African law firm. It is one of the largest and best-known corporate law firms in Kenya.

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Bowmans is a leading African law firm. Its Mauritian practice is known for its expertise in structuring global business vehicles, including those appropriate for funds and financial services providers, for clients using Mauritius as a gateway to the rest of Africa.

Bowmans Mauritius specialises in corporate, securities and regulatory law. The firm advises on mergers and acquisitions and provides transactional support to investment funds and holding companies. Its experience extends from general corporate matters to private equity, capital markets and banking and finance.

Clients include both local and international organisations, including fund managers, private equity houses, management companies, banks and financial institutions.

See Bowmans Kenya, Malawi, South Africa, Tanzania, Uganda and Zambia for further information.

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1. **Mergers & Acquisitions:** Verdant Capital is the IMAP partner firm in Sub-Saharan Africa. IMAP with over 40 partner firms and more than 500 M&A professionals, is the world's Largest M&A partnership. In the middle market in Africa, Verdant Capital has unparalleled global reach.
2. **Financial Institutions & Fintech:** leading advisor in private debt and private equity capital markets for financial institutions & fintechs.
3. **Restructuring:** advisory for borrowers and creditor groups.
4. **Specialist Funds:** investing specialist credit products into financial institutions and other businesses on a pan-African basis.

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2. **Financial Institutions & Fintech:** leading advisor in private debt and private equity capital markets for financial institutions & fintechs.
3. **Restructuring:** advisory for borrowers and creditor groups.
4. **Specialist Funds:** investing specialist credit products into financial institutions and other businesses on a pan-African basis.

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Bowmans is a leading African law firm. Its Tanzanian practice was established with an experienced team in January 2017.

The team's expertise covers significant transactions, regulatory matters and dispute resolution in Tanzania and the wider East African region.

Bowmans Tanzania is known for proactively managing risks and offering commercial solutions to the challenges faced by its clients in the context of mergers and acquisitions, financings, joint ventures and capital market transactions, among others. The team also has significant experience in all forms of dispute resolution including commercial arbitration, litigation and intellectual property disputes.

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Bowmans is a leading African law firm. Its practice in Uganda is known for delivering boutique legal services.

The team has good working relationships with law firms in South Sudan and Rwanda and further afield in Hong Kong, the UK and the USA. This global reach – combined with the firm's strong regional presence and international experience – enables it to provide seamless services to both multinational and local clients.

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Bowmans is a leading African law firm. Its Zambian office has been involved in precedent-setting domestic cases and pioneering cross-border transactions for nearly 20 years.

Bowmans Zambia's expertise ranges from corporate, financial, tax and competition law (including mergers and acquisitions, capital market transactions, syndicated lending, corporate financing, project financing, export credit financing and debt restructuring) to litigation and alternate dispute resolution and employment law.

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