

DealMakers²⁰²⁰

DIRECTORY



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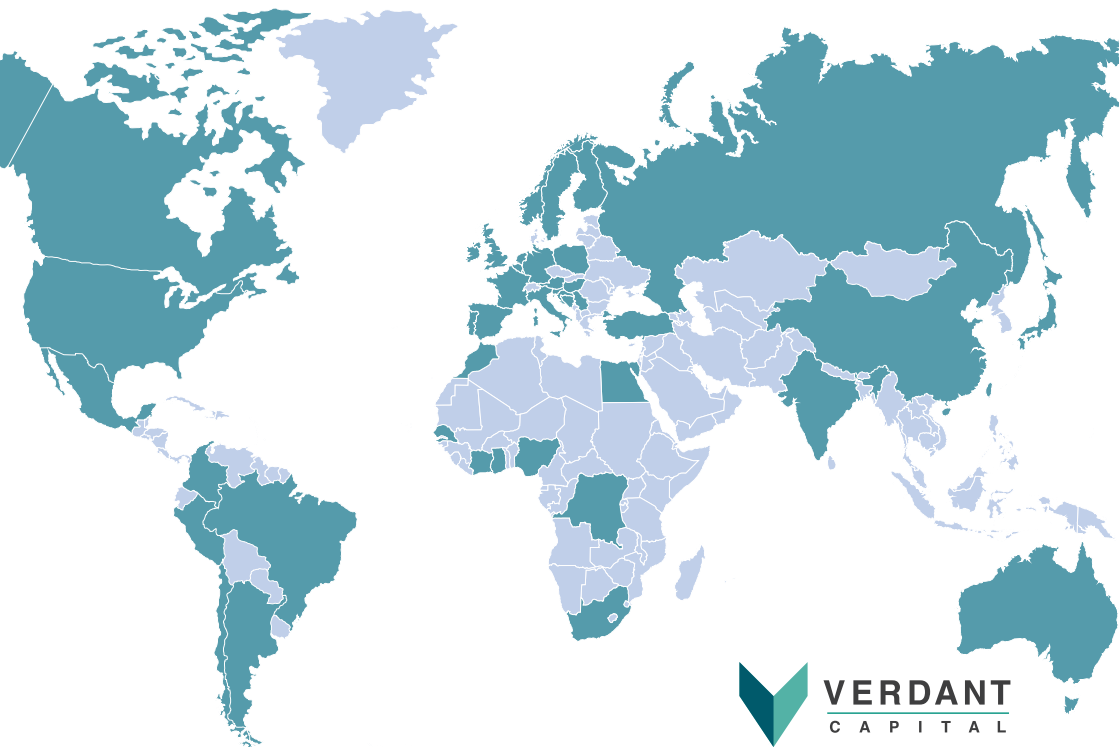
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A Quick Look

This is the 10th 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 Stock Exchanges. **DealMakers OnLine** delivers a web platform which encapsulates 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 tough economic environment brought on by the continued maladministration of the country, the inability to grow electricity production, a high unemployment rate and the continued threat of Moody's downgrade to junk is reflected in the M&A numbers for 2019.

The value of successful M&A deals for South African exchange-listed companies for 2019 stands at R421 billion off a total of 463 deals – a 36% decline on the value of 2018's activity.

General Corporate Finance activity for the year saw an increase in the number of company restructurings and an uptick in the repurchase of stock by corporates on the back of softer share prices. The listing of Prosus at R1,95 trillion was the largest transaction in this section; in fact the four largest transactions for the year involved Naspers with the unbundlings of Prosus and MultiChoice and their subsequent listings.

I am certain the **DealMakers Directory** 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 2020



CONTENTS

4	Deal Makers Mergers & Acquisitions Analysis 2015 - 2019
6	Deal Makers and Deals Down the Years
8	Deal Makers Investment Adviser Rankings 2016 - 2019
10	Deal Makers Sponsor Rankings 2016 - 2019
12	Deal Makers Legal Adviser Rankings 2016 - 2019
14	Deal Makers Reporting Accountant Transactional Support Services Rankings 2016 - 2019
16	Adviser Category List
20	Contact Details A - Z
119	Index

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MERGERS & ACQUISITIONS

Mergers & Acquisitions Analysis 2019 (excludes unlisted M&A)

	2019			2018		
Deal Activity	No	*	Value (R)	No	*	Value (R)
Local Deals	411	(18)	217 974 812 824	447	(23)	273 884 447 453
Foreign Deals	71	(1)	324 947 875 245	78	(0)	337 708 951 902
Total	482	(19)	542 922 688 069	525	(23)	611 593 399 355

Deal Activity (excluding failed deals)	No		Value (R)	No		Value (R)
Local Deals	393		200 654 158 092	424		236 034 527 968
Foreign Deals	70		220 997 875 245	78		337 708 951 902
Total	463		421 652 033 337	502		573 743 479 870

BEE and Private Equity Activity 2019 (includes listed and unlisted M&A)

	2019			2018		
BEE Activity	No	*	Value (R)	No	*	Value (R)
Listed M&A	28	(1)	17 161 368 206	27	(3)	38 967 784 182
Unlisted M&A	32	(0)	4 135 049 162	21	(0)	6 446 709 327
Total	60	(1)	21 296 417 368	48	(3)	45 414 493 509

	2019			2018		
PE Activity	No	*	Value (R)	No	*	Value (R)
Listed M&A	34	(1)	9 142 719 963	39	(2)	19 166 971 134
Unlisted M&A	65	(0)	3 419 956 173	35	(1)	5 890 007 569
Total	99	(1)	12 562 676 136	74	(3)	25 056 978 703

* No of failed deals



ANALYSIS 2015 - 2019

	2017			2016			2015		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	476	(18)	379 695 395 096	419	(25)	449 382 337 138	450	(22)	1 881 831 983 142
	72	(4)	257 045 903 396	84	(2)	1 069 625 664 272	45	(0)	86 910 726 901
	548	(22)	636 741 298 492	503	(27)	1 519 008 001 410	495	(22)	1 968 742 710 043

	No	Value (R)	No	Value (R)	No	Value (R)
	458	334 039 985 574	394	439 180 149 860	428	1 862 948 514 774
	68	136 116 703 396	82	1 066 925 664 272	45	86 910 726 901
	526	470 156 688 970	476	1 506 105 814 132	473	1 949 859 241 675

	2017			2016			2015		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	26	(1)	55 841 499 698	17	(3)	18 367 049 632	18	(5)	6 099 001 363
	27	(0)	215 855 146	19	(0)	868 818 777	8	(0)	1 325 000 000
	53	(1)	56 057 354 844	36	(3)	19 235 868 409	26	(5)	7 424 001 363

	2017			2016			2015		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	27	(1)	12 667 605 761	17	(2)	11 819 178 897	10	(1)	11 172 043 650
	50	(0)	4 040 335 994	54	(0)	36 934 082 137	26	(0)	5 489 561 236
	77	(1)	16 707 941 755	71	(2)	48 753 261 034	36	(1)	16 661 604 886



TOP DEALMAKERS AND DEALS DOWN THE YEARS

2000	By Deal Value By Deal Flow Deal of the Year	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

DealMakers®

2000 - 2019

2010 By Deal Value Rand Merchant Bank (R88,74bn)
By Deal Flow Investec Bank (24 deals)
Deal of the Year **Acquisition by Walmart of a 51% stake in Massmart**

2011 By Deal Value Standard Bank (R45,73bn)
By Deal Flow Investec Bank (34 deals)
Deal of the Year **Acquisition of Metorex by Jinchuan**

2012 By Deal Value Rand Merchant Bank (R41,51bn)
By Deal Flow Rand Merchant Bank (33 deals)
Deal of the Year **Barclays Africa**

2013 By Deal Value Rand Merchant Bank (R31,29bn)
By Deal Flow Nedbank Capital (52 deals)
Deal of the Year **Bidvest's acquisition of Adcock Ingram**

2014 By Deal Value Investec Bank (R102,48bn)
By Deal Flow Investec Bank (56 deals)
Deal of the Year **Woolworths' acquisition of David Jones**

2015 By Deal Value Standard Bank (R1,57trn)
By Deal Flow Investec Bank (35 deals)
Deal of the Year **Acquisition by Anheuser-Busch InBev of SABMiller**

2016 By Deal Value Java Capital (R119,95bn)
By Deal Flow PSG Capital (37 deals)
Deal of the Year **Sibanye Gold's acquisition of Stillwater Mining**

2017 By Deal Value Rand Merchant Bank (R75,73bn)
By Deal Flow Investec Bank (24 deals)
Deal of the Year **Vodacom / Safaricom**

2018 By Deal Value Rothschild (R33,82bn)
By Deal Flow PSG Capital (23 deals)
Deal of the Year **Old Mutual's Managed Separation**

2019 By Deal Value **PSG Capital (R33,07bn)**
By Deal Flow **Nedbank CIB (24 deals)**
Deal of the Year **PepsiCo's acquisition of Pioneer Foods**



MERGERS & ACQUISITIONS

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

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 * 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 incorporate Financial Advisers and others claiming this category



MERGERS & ACQUISITIONS

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 * 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Java Capital	119 952	15,54%
2	JPMorgan	81 300	10,53%
3	Rothschild	60 978	7,90%
4	Deutsche Bank	53 202	6,89%
5	Macquarie Capital	46 193	5,98%
	Morgan Stanley	46 193	5,98%
7	Rand Merchant Bank	34 722	4,50%
8	Citigroup Global Markets	33 805	4,38%
9	Merrill Lynch	30 140	3,90%
	Qinisele Resources	30 140	3,90%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PSG Capital	37	14,98%	19 869
2	Java Capital	25	10,12%	119 952
	Investec Bank	25	10,12%	27 882
4	Rand Merchant Bank	17	6,88%	34 722
5	BDO Corporate Finance	12	4,86%	4 828
6	Standard Bank	10	4,05%	30 000
	Questco	10	4,05%	8 022
	Merchantec Capital	10	4,05%	7 408
9	Nedbank CIB	7	2,83%	16 450
10	Rothschild	6	2,43%	60 978
	KPMG	6	2,43%	21 613
	Mazars	6	2,43%	13 538
	Grindrod Bank	6	2,43%	2 533

* Investment Advisers incorporate Financial Advisers and others claiming this category



MERGERS & ACQUISITIONS

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

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



MERGERS & ACQUISITIONS

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

SPONSORS 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	693 821	40,37%
2	Deutsche Securities	253 043	14,72%
3	Java Capital	157 193	9,15%
4	JPMorgan	112 726	6,56%
5	Nedbank CIB	111 084	6,46%
6	Investec Bank	99 911	5,81%
7	Barclays Africa	80 611	4,69%
8	PSG Capital	68 397	3,98%
9	Rand Merchant Bank	64 301	3,74%
10	Merrill Lynch	26 720	1,55%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	64	16,12%	157 193
2	PSG Capital	53	13,35%	68 397
3	Investec Bank	41	10,33%	99 911
4	Rand Merchant Bank	40	10,08%	64 301
5	Deutsche Securities	30	7,56%	253 043
6	Nedbank CIB	22	5,54%	111 084
7	Standard Bank	18	4,53%	21 364
8	Merchantec Capital	17	4,28%	6 826
9	JPMorgan	14	3,53%	112 726
10	Questco	12	3,02%	2 891



MERGERS & ACQUISITIONS

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

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



MERGERS & ACQUISITIONS

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

LEGAL ADVISERS 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	195 443	32,95%
2	Cliffe Dekker Hofmeyr	149 302	25,17%
3	ENSafrica	70 067	11,81%
4	Bowmans	64 143	10,81%
5	Werksmans	22 394	3,77%
6	Allen & Overy	18 835	3,17%
7	Baker McKenzie	18 302	3,09%
8	Prinsloo, Tindle & Andropoulos	13 609	2,29%
9	Beja	9 900	1,67%
10	Hogan Lovells (SA)	4 432	0,75%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	77	26,28%	149 302
2	Webber Wentzel	47	16,04%	195 443
3	ENSafrica	43	14,68%	70 067
4	Bowmans	31	10,58%	64 143
5	Werksmans	29	9,90%	22 394
6	Baker McKenzie	15	5,12%	18 302
7	Hogan Lovells (SA)	6	2,05%	4 432
	Norton Rose Fulbright (SA)	6	2,05%	3 103
9	Bernadt Vukic Potash & Getz	4	1,37%	1 704
	MacRobert	4	1,37%	348



MERGERS & ACQUISITIONS

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

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



MERGERS & ACQUISITIONS

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

REPORTING ACCOUNTANTS 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	KPMG	42 433	29,06%
2	PwC	34 173	23,40%
3	Deloitte	24 728	16,93%
4	Grant Thornton	15 581	10,67%
5	SizweNtsalubaGobodo	14 835	10,16%
6	EY	11 694	8,01%
7	Mazars	1 649	1,13%
8	BDO	467	0,32%
9	Moore Stephens	418	0,29%
10	CMA	48	0,03%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Deloitte	15	22,73%	24 728
2	PwC	13	19,70%	34 173
3	Grant Thornton	12	18,18%	15 581
4	KPMG	9	13,64%	42 433
5	EY	6	9,09%	11 694
6	SizweNtsalubaGobodo	3	4,55%	14 835
	Mazars	3	4,55%	1 649
8	BDO	2	3,03%	467
9	Moore Stephens	1	1,52%	418
	CMA	1	1,52%	48
	Baker Tilly Greenwoods	1	1,52%	8



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Apex Partners	23
Arbor Capital Sponsors	24
Avior Capital Markets	24
Base Capital	26
BDO	26
Benchmark International	28
Birkett Stewart McHendrie	30
BofA Securities	30
Bravura Capital	34
Bridge Capital Advisors	34
Broadreach Capital	35
CapitalX Partners	35
Citibank	36
Clifftop Colony	40
Cornerstone Capital Partners	41
DealPoint	41
DEA-RU	42
Deloitte & Touche	42
Delta Partners	43
DG Capital	44
Differentia	44
Effortless Corporate Finance	47
Exchange Sponsors	50
EY	51
Ferryman Capital Partners	54
FTI Consulting	55
Goldman Sachs	58
Grindrod Bank	58
i capital advisers	61
Identity Advisory	62
Investec Bank	64
J.P.Morgan	66
Java Capital	66
Khanda Capital	67
KPMG	69
LiquidAfrica	70
Macquarie Advisory and Capital Markets South Africa	72
Marsden Advisory	73
Mazars	74
Merchantec Capital	76
Mergence Corporate Solutions	77
Mettle Corporate Finance	77
Morgan Stanley	79
Moshe Capital	80
Nedbank CIB	82
Nodus Capital	84
Nolands Capital	85
One Capital	86
Pallidus Capital	86
PSG Capital	89
PwC	90
Questco Corporate Advisory	91
Rand Merchant Bank	92

INVESTMENT / CORPORATE ADVISERS

Renaissance Capital	94
Renmere	95
River Group	95
Rothschild and Co South Africa	96
SamuelKennedy Investments	97
Sasfin Capital	97
Snowden Mining Consultants	102
St John Capital	102
Standard Bank	104
Standard Chartered Bank	106
Suez Capital	107
Tamela	108
Taurum	108
Third Way Investment Partners	110
Transcend Capital	110
UBS	112
Verdant Capital	113
Vunani Corporate Finance	114

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Investec Bank	64
J.P.Morgan	66
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KPMG	70
Merchantec Capital	76
Nedbank CIB	82
One Capital	86
Pallidus Capital	86
PSG Capital	89
PwC	90
Questco Corporate Advisory	91
Rand Merchant Bank	92
Renaissance Capital	94
River Group	95
Rothschild and Co South Africa	96
Sasfin Capital	97
Standard Bank	104
Tamela	108
UBS	112
Vunani Corporate Finance	114

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Merchantec Capital	76
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Pallidus Capital	86
PSG Capital	89
Questco Corporate Advisory	91
River Group	95
Sasfin Capital	97

4AX ISSUER AGENTS

Java Capital	66
Khanda Capital	67
Pallidus Capital	86
PSG Capital	89
Vunani Corporate Finance	114

A2X BROKERS

Absa	20
Avior Capital Markets	24
Investec Bank	64
Legae Peresec	70
Nedgroup Securities	82
RMB Morgan Stanley	92
sbg securities	98
Sinayo Securities	101

ZAR X BROKERS

Afrifocus Securities	21
Anchor Stockbrokers	23
Consilium Securities	40
Easy Equities	47
Independent Securities	62
Innovation Wealth	63
Legae Peresec	70
Sasfin Capital	97
Saxo Capital Markets	98
Senwes	100
Wealthport	114

LEGAL ADVISERS

Adams & Adams	20
Allen & Overy (South Africa)	22
Baker McKenzie	25
Bernadt Vukic Potash & Getz	28
Bowmans	32
Cliffe Dekker Hofmeyr	38
Dentons SA	43
DLA Piper	46
ENSafrica	48

LEGAL ADVISERS

Eversheds Sutherland	50
Falcon & Hume Attorneys	52
Fasken	52
Fluxmans	54
Fullard Mayer Morrison	55
Garlicke and Bousfield	56
Glyn Marais	56
Gunston Strandvik Attorneys	59
Harris Billings	59
Herbert Smith Freehills SA LLP	60
Hogan Lovells	60
Inlexso	63
Klagsbrun Edelstein Bosman De Vries	67
Knowles Husain Lindsay	68
Kokinis	68
Lawtons Africa	69
Macgregor Erasmus	72
Malan Scholes	73
Mkhabela Huntley	78
Motsoeneng Bill	80
Norton Rose Fulbright South Africa	85
Poswa	87
Rashaad Sujee Legal	94
Saltzman Attorneys	96
Shepstone & Wylie	100
Stein Scop	106
Tabacks	107
Tshisevhe Gwina Ratshimbilani	111
Tugendhaft Wapnick Banchetti	111
Vani Chetty Competition Law	112
VDMA	113
Webber Wentzel	116
Werksmans	118
White & Case	118

TRANSACTIONAL SUPPORT SERVICES

Addison Advisory	21
BDO	26
Bridge Capital Advisors	34
Citibank	36
DEA-RU	42
Deloitte & Touche	42
Du Toit Van Den Heever	46
EY	51
FTI Consulting	55
KPMG	69
Mazars	74
Moore Cape Town	78
Moore Johannesburg	79
Nexia SAB&T	84
PKF Octagon	87
PSG Capital	89
PwC	90
Questco Corporate Advisory	91
Renmere	95
SNG Grant Thornton	101

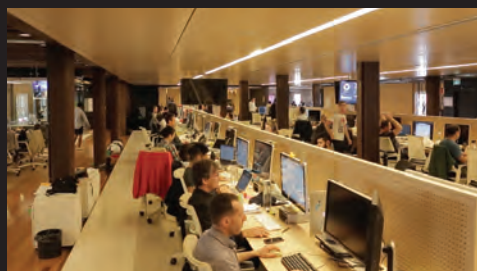
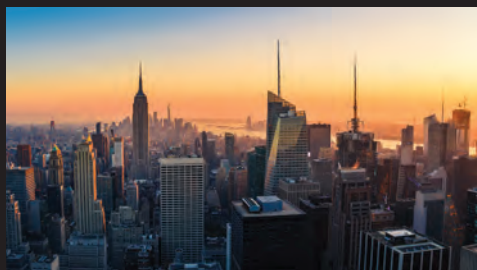


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Addison Inc. is a professional service firm based in Sandton, South Africa. We provide insight, advice and direction to senior executives and shareholders of mid-to large companies, particularly owner-managed businesses.

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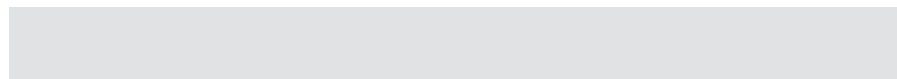
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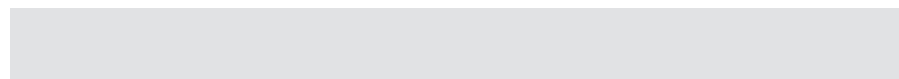
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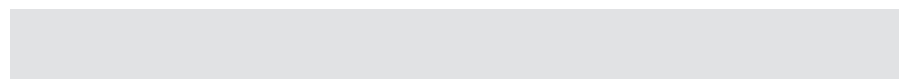


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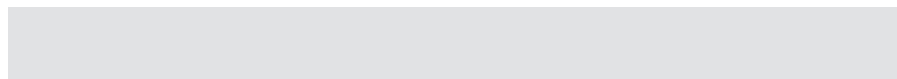
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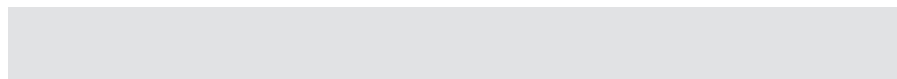
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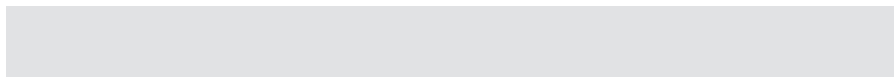
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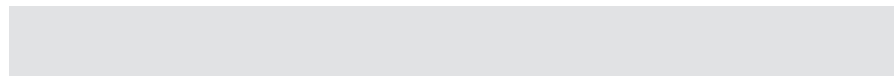
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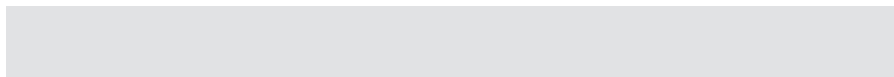
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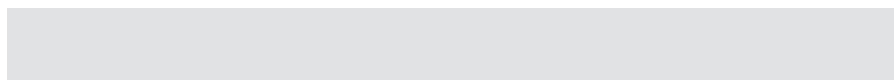
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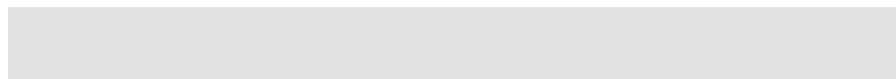
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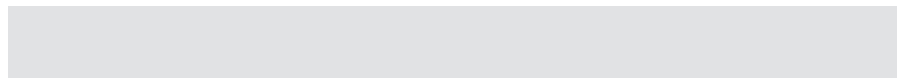
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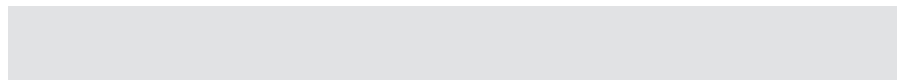
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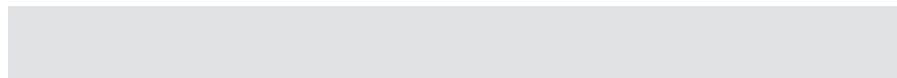
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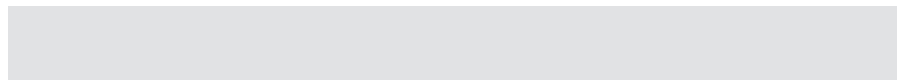
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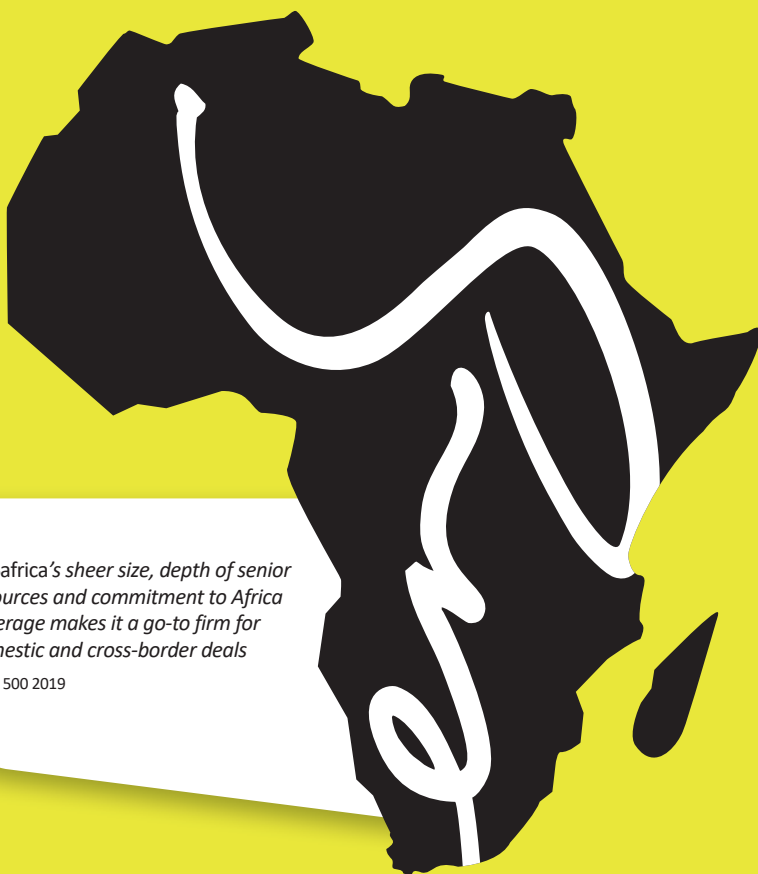
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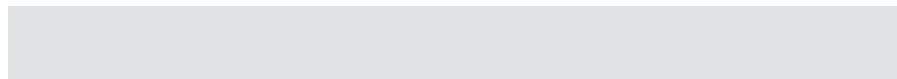
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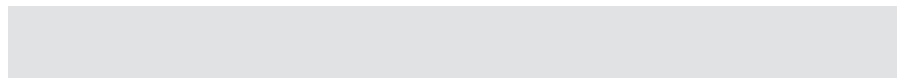
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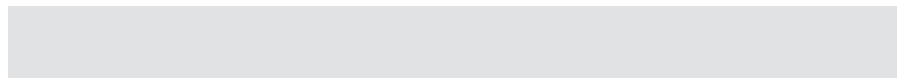
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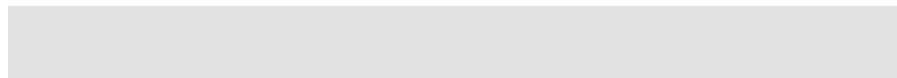
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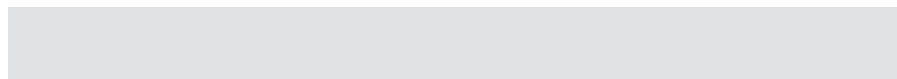
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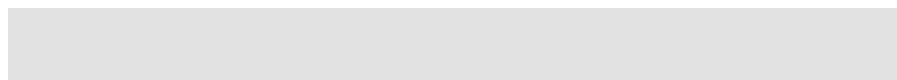
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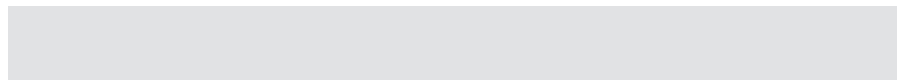


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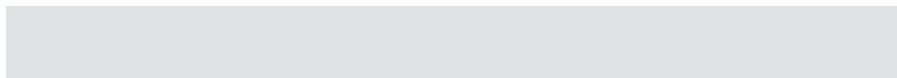
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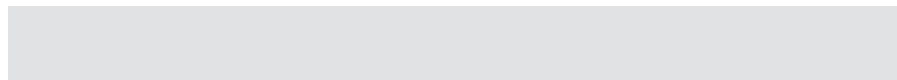
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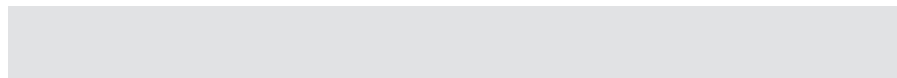
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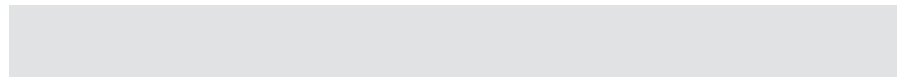
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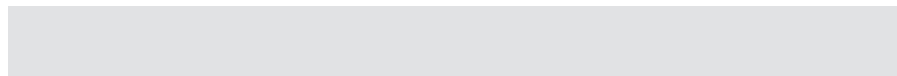
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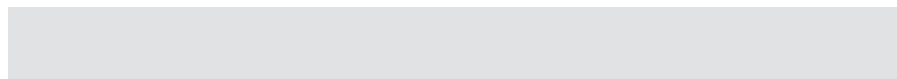
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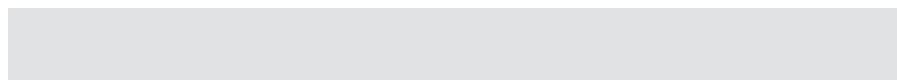
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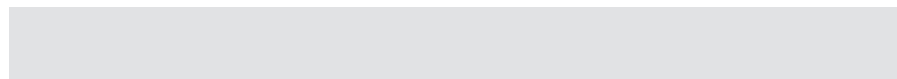
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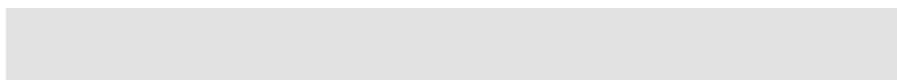
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Khanda Capital offers comprehensive corporate finance and advisory services and we are able to execute mandates for companies ranging from small or medium private companies to large or listed companies, and across diverse of industries.

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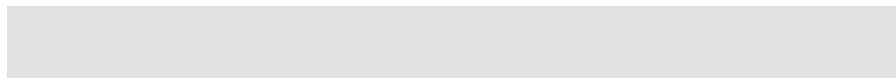
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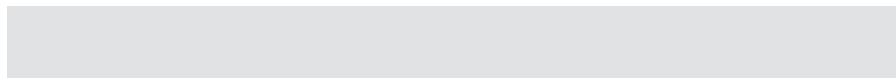
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Corner of Geneva and Eileen Roads

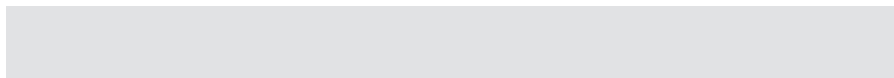
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Randburg



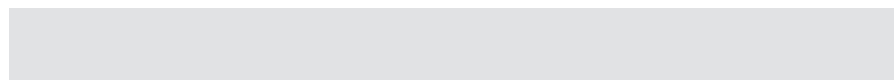
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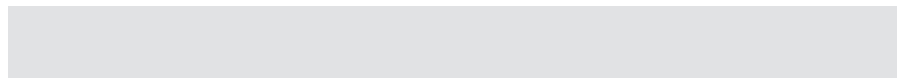
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The text 'Creative thinkers.' is displayed in a dark grey sans-serif font. Above the word 'Creative' is a small thought bubble icon. The background features faint, light grey icons of a speech bubble and interlocking gears.

Creative
thinkers.

The text 'Brave innovators.' is displayed in a dark grey sans-serif font. Above the word 'Brave' is a small lightbulb icon. The background features faint, light grey icons of a lightbulb and a network of nodes connected by lines.

Brave
innovators.

The text 'Experienced communicators.' is displayed in a dark grey sans-serif font. Above the word 'Experienced' is a small megaphone icon. The background features faint, light grey icons of a megaphone and a large lightbulb.

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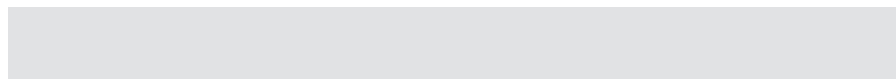
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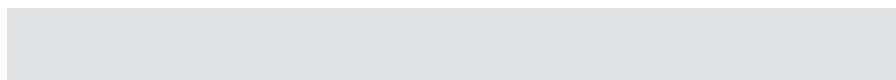
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Mazars Corporate Finance has a dedicated team that specialises in strategic transactional services advice in the following areas:

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Mazars Corporate Finance has been independently rated as a Level 2 Contributor in terms of the Department of Trade and Industry's Codes of Good Practice in respect of Broad-Based Black Economic Empowerment.

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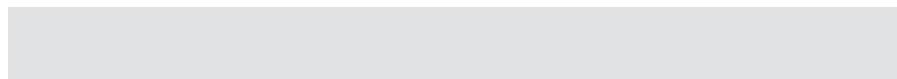
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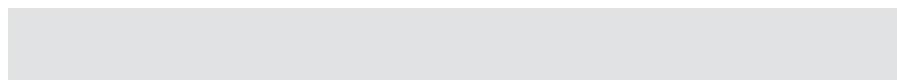


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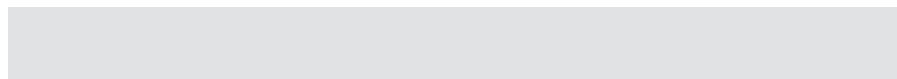
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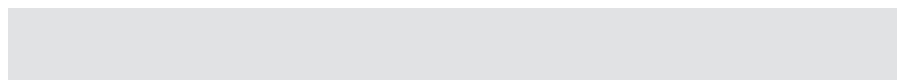
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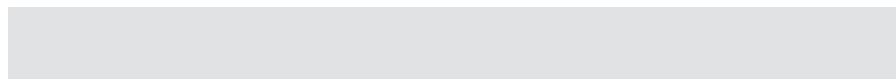
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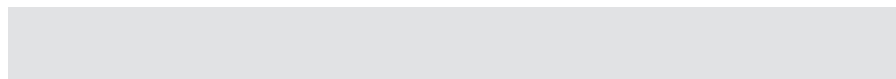
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Nodus is an independent investment banking firm, specialising in buy-outs, mergers and acquisitions.

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One Capital is an independent corporate advisory firm in South Africa providing differentiated, strategic and financial advice to its clients.

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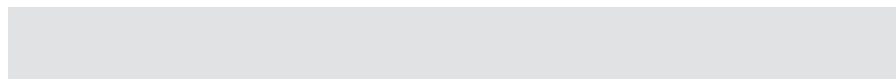
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Celebrating an incredible milestone of 10 years in business this year, Poswa Incorporated is a progressive corporate commercial law firm providing services across all aspects of commercial law, including the structuring of transactions, negotiation and drafting of agreements, legal opinions and legal due diligences. The firm also offers conveyancing and notarial expertise, litigation and dispute resolution through commercial and civil spheres, forensic investigative and advisory services as well as labour and employment law services.

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PSG Capital is the boutique 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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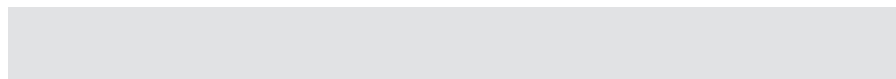
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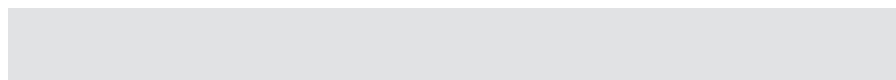
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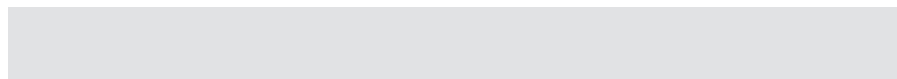
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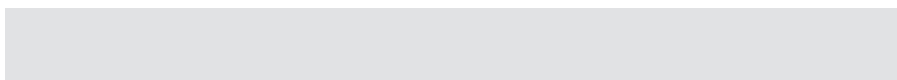
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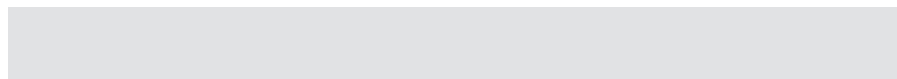
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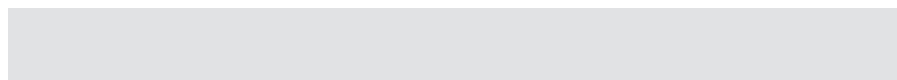
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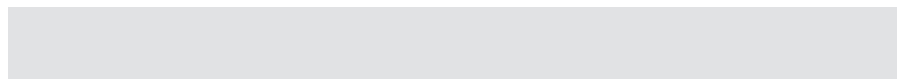
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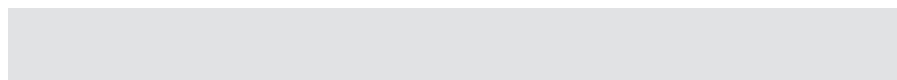
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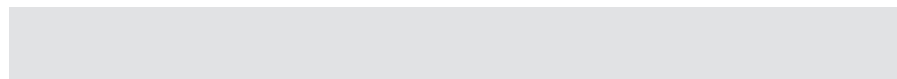
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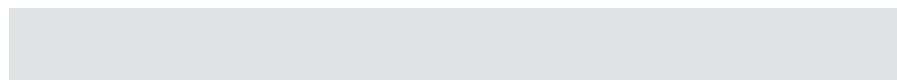
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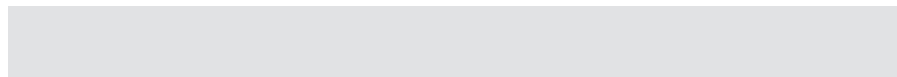
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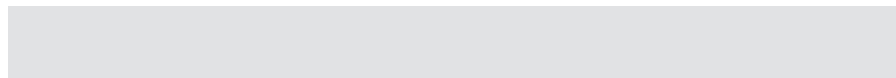
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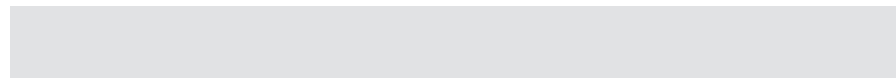
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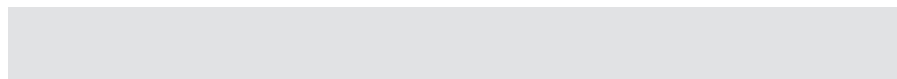
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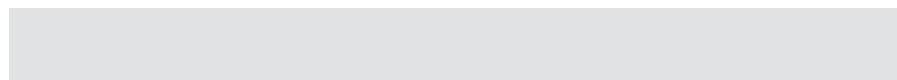
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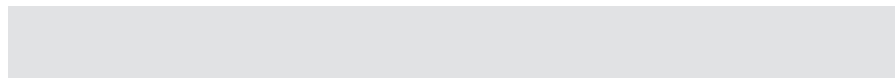
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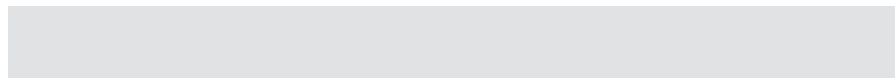
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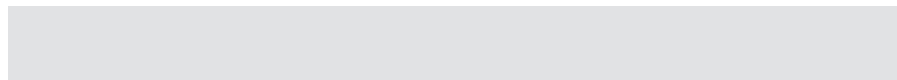
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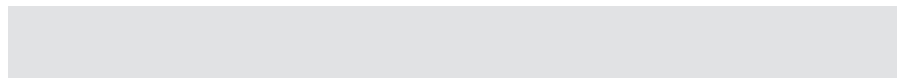
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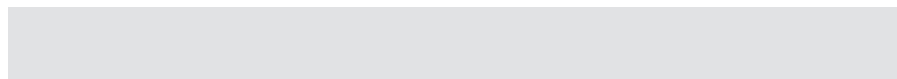
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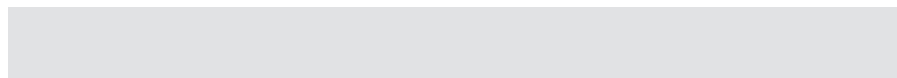
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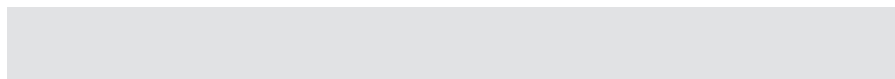
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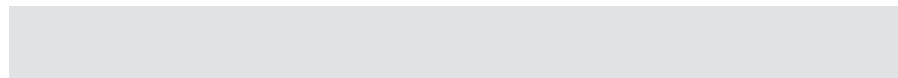
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INDEX

Absa	20
Adams & Adams	20
Addison Advisory	21
Afrifocus Securities	21
Allen & Overy (South Africa)	22
AMB Capital	22
Anchor Stockbrokers	23
Apex Partners	23
Arbor Capital Sponsors	24
Avior Capital Markets	24
Baker McKenzie	25
Base Capital	26
BDO	26
Benchmark International	28
Bernadt Vukic Potash & Getz	28
Birkett Stewart McHendrie	30
BofA Securities	30
Bowmans	32
Bravura Capital	34
Bridge Capital Advisors	34
Broadreach Capital	35
CapitalX Partners	35
Citibank	36
Cliffe Dekker Hofmeyr	38
Clifftop Colony	40
Consilium Securities	40
Cornerstone Capital Partners	41
DealPoint	41
DEA-RU	42
Deloitte & Touche	42
Delta Partners	43
Dentons SA	43
DG Capital	44
Differentia	44
DLA Piper	46
Du Toit Van Den Heever	46
Easy Equities	47
Effortless Corporate Finance	47

ENSafrica	48
Eversheds Sutherland	50
Exchange Sponsors	50
EY	51
Falcon & Hume Attorneys	52
Fasken	52
Ferryman Capital Partners	54
Fluxmans	54
FTI Consulting	55
Fullard Mayer Morrison	55
Garlicke and Bousfield	56
Glyn Marais	56
Goldman Sachs	58
Grindrod Bank	58
Gunston Strandvik Attorneys	59
Harris Billings	59
Herbert Smith Freehills SA LLP	60
Hogan Lovells	60
i capital advisers	61
Identity Advisory	62
Independent Securities	62
Inlexso	63
Innovation Wealth	63
Investec Bank	64
J.P.Morgan	66
Java Capital	66
Khanda Capital	67
Klagsbrun Edelstein Bosman De Vries	67
Knowles Husain Lindsay	68
Kokinis	68
KPMG	69
Lawtons Africa	69
Legae Peresec	70
LiquidAfrica	70
Macgregor Erasmus	72
Macquarie Advisory and Capital Markets South Africa	72
Malan Scholes	73
Marsden Advisory	73



INDEX

Mazars	74
Merchantec Capital	76
Mergence Corporate Solutions	77
Mettle Corporate Finance	77
Mkhabela Huntley	78
Moore Cape Town	78
Moore Johannesburg	79
Morgan Stanley	79
Moshe Capital	80
Motsoeng Bill	80
Nedbank CIB	82
Nedgroup Securities	82
Nexia SAB&T	84
Nodus Capital	84
Nolands Capital	85
Norton Rose Fulbright South Africa	85
One Capital	86
Pallidus Capital	86
PKF Octagon	87
Poswa	87
PSG Capital	89
PwC	90
Questco Corporate Advisory	91
Rand Merchant Bank	92
Rashaad Sujee Legal	94
Renaissance Capital	94
Renmere	95
River Group	95
RMB Morgan Stanley	92
Rothschild and Co South Africa	96
Saltzman Attorneys	96

SamuelKennedy Investments	97
Sasfin Capital	97
Saxo Capital Markets	98
sbg securities	98
Senwes	100
Shepstone & Wylie	100
Sinayo Securities	101
SNG Grant Thornton	101
Snowden Mining Consultants	102
St John Capital	102
Standard Bank	104
Standard Chartered Bank	106
Stein Scop	106
Suez Capital	107
Tabacks	107
Tamela	108
Taurum	108
Third Way Investment Partners	110
Transcend Capital	110
Tshisevhe Gwina Ratshimbilani	111
Tugendhaft Wapnick Banchetti	111
UBS	112
Vani Chetty Competition Law	112
VDMA	113
Verdant Capital	113
Vunani Corporate Finance	114
Wealthport	114
Webber Wentzel	116
Werksmans	118
White & Case	118

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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 seventh 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 2021.



CONTENTS

3	Botswana
7	Democratic Republic of Congo
8	Egypt
13	Ghana
21	Kenya
27	Malawi
30	Mauritius
35	Mozambique
36	Morocco
39	Namibia
43	Nigeria
51	Rwanda
52	Tanzania
56	Uganda
60	Zambia

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2. Financial Institutions: Leading advisor in private debt capital markets for financial institutions. In addition, significant fintech advisory experience.
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A&K is one of the leading corporate law firms in Kenya, and is the largest full-service corporate law firm in East Africa with over 110 lawyers. A&K is the founding member of ALN, an alliance of leading corporate law firms currently in fifteen key African jurisdictions and the UAE. Our M&A and Private Equity expertise covers all aspects of corporate transactional work and we regularly lead multi-jurisdictional transactions across the Continent. A&K has won the African Law Firm of the Year Award at the African Legal Awards four times since the awards were launched in 2013 as well as Africa M&A Team of the Year Award.

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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.

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