

DealMakers[®]

ANNUAL GALA AWARDS BANQUET

DealMaker of the Year 2019

The DealMaker of the Year 2019 award will be unveiled at the Annual Gala Banquet on Tuesday February 18, 2020 at the Sandton Convention Centre.

This year will be the 12th award for the DealMaker of the Year. This is an individual award to the person judged by his/her peers and the Independent Selection Panel, chaired by Rob Wessels, to have provided an exemplary and outstanding service.

DealMakers' Editorial Advisory Board knows that this award may be controversial but has concluded that individuals are entitled to recognition for the services they provide to an expanding and vital element of the South African economy. This award is not confined solely to those who work for corporate finance firms or units. Any person whose work is involved with corporate finance or the provision of services to dealmaking in South Africa may be nominated.

Companies and units are asked to nominate, by way of detailed motivations, not more than one individual from their own team alongside up to two of their peers not employed by that firm. From these nominations the Independent Selection Panel produces a short list of four. Biographical information on each candidate, along with the formal nominations, is collated for the Panel.

The closing date and time for nominations is **12h00 on Friday, November 22, 2019**. There will be no extensions. The Individual DealMaker of the Year will receive a framed certificate, a one-ounce gold medal especially minted for the occasion, sponsored by Sibanye – Stillwater and a floating trophy appropriately inscribed.

Individuals will be judged on the following criteria:

Individual DealMaker of the Year:

- **High profile deals/transactions:** that the DealMaker was involved in, particularly in the last year but also the last three.
- **DealMaker's contribution to the deals:** How important was the individual's contribution to the conclusion of the deals?
- **Execution complexity** – the deal/s in which the individual is involved - does the overall deal or transaction involve multiple steps/a number of smaller inter related deals? Are there numerous conditions precedent that need to be fulfilled? Does it involve many and/or complex regulatory approvals? Are there related debt/equity raising processes and how difficult are they to implement? Was there significant time pressure to conclude the deal/transaction? Did the deal/transaction exhibit innovative structuring?
- **Peer recognition** – is the DealMaker well regarded by fellow advisors, clients and the industry in general?



**Please submit all nominations to marylou@gleason.co.za.
For any queries please contact me on 082 898 5702.**