

DealMakers®

BEE Deal of the Year 2020

The award will be unveiled at the Annual Awards in February 2021.

This year will be the 2nd award for the BEE Deal of the Year.

Deals will be nominated for inclusion by the firms involved. For the BEE Deal of the Year, the DealMakers editorial team will produce a short list of those it believes best qualify for consideration with input from the Independent Selection Panel. The papers and press comment on each deal is then bundled and delivered to the members of the Panel.

The closing date and time for nominations is **12h00 on Friday, November 20, 2020**. There will be no extensions. The BEE Deal of the Year will receive a framed certificate and a floating trophy appropriately inscribed. **If qualifying deals will only be announced after the closing date these must be submitted by January 8, 2021. Please advise beforehand if this is the case.**

Deals will be judged on the following criteria:

BEE Deal of the Year

- **Transformational transaction** – does the deal or transaction transform the business or even the industry in which it operates? What is the extent of potential transformation as a result?
- **Execution complexity** – 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?
- **Deal size** – not an over-riding determinant but a significant factor.
- **Potential value creation** – to what extent could shareholders and other stakeholders benefit from the transaction over time?



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