

DealMakers®

Deal of the Year 2020 and Catalyst Private Equity Deal of the Year 2020

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

This year will be the 20th award for the Deal of the Year and 16th award for the Catalyst Private Equity Deal of the Year.

Deals will be nominated for inclusion by the firms involved. With both the Deal of the Year and the Private Equity Deal of the Year, the DealMakers and Catalyst editorial teams 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. Each Deal 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. **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:

Deal of the Year (by a SA Exchange listed company)

- **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?



Private Equity Deal of the Year:

- **Asset with good private equity characteristics** – cashflow generative business and able to service an appropriate level of debt? A business model that is resilient to competitor action and downturns in the economic cycle? Strong management team that is well aligned with shareholders and capable of managing a private equity balance sheet? Predictable capex requirements that can be appropriately funded?
- **Deal size** – is a factor to filter deals but plays a limited role for acquisitions. It does carry more weight for disposals.
- **Potential/actual value creation** – Was the asset acquired at an attractive multiple? If the deal is a disposal was it sold at attractive price? What is the estimated times money back and/or internal rate of return?



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