

DealMakers **AFRICA**

ANNUAL AWARDS

DealMaker of the Year 2024 (East & West Africa)

will be unveiled at the
Annual Awards in March 2025

DealMakers **AFRICA** is proud to present the Individual DealMaker of the Year. The award will be made to an individual judged by his/her peers and the Independent Panel, to have provided exemplary and outstanding service.

The award is to recognise the services provided by an individual to an expanding and vital element of the local 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 West Africa may be nominated.

Companies and units are asked to nominate, by way of detailed motivations, not more than two individuals from their own team and a further two of their peers in the industry not employed by that firm. From these nominations the Independent Panel will produce a short list of four. Biographical information on each candidate, along with the formal nominations, will be collated for the Panel.

The closing date and time for nominations is 12h00 on Friday, January 31, 2025.

There will be no extensions. Individual DealMaker of the Year will receive a framed certificate and a 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

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DealMakers AFRICA

ANNUAL AWARDS

East & West Africa



Deal of the Year and Private Equity Deal of the Year 2024

The winning deals will be released at the
Awards event in March 2025

This year will be the 7th award for the Deal of the Year and Private Equity Deal of the Year.

Deals will be nominated for inclusion by way of detailed motivations submitted by the firms involved. **THE DEAL MUST HAVE BEEN ANNOUNCED DURING THE 2024 CALENDAR YEAR (not necessarily closed).** For both the Deal of the Year and the Private Equity 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 closing date and time for nominations is 12h00 on Friday, January 31, 2025.

There will be no extensions.

Each winning deal will receive a framed certificate, and a trophy appropriately inscribed.

DEALS WILL BE JUDGED ON THE FOLLOWING CRITERIA:

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 interrelated 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 exits.
- **Potential/actual value creation** – Was the asset acquired at an attractive multiple? If the deal is an exit 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

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