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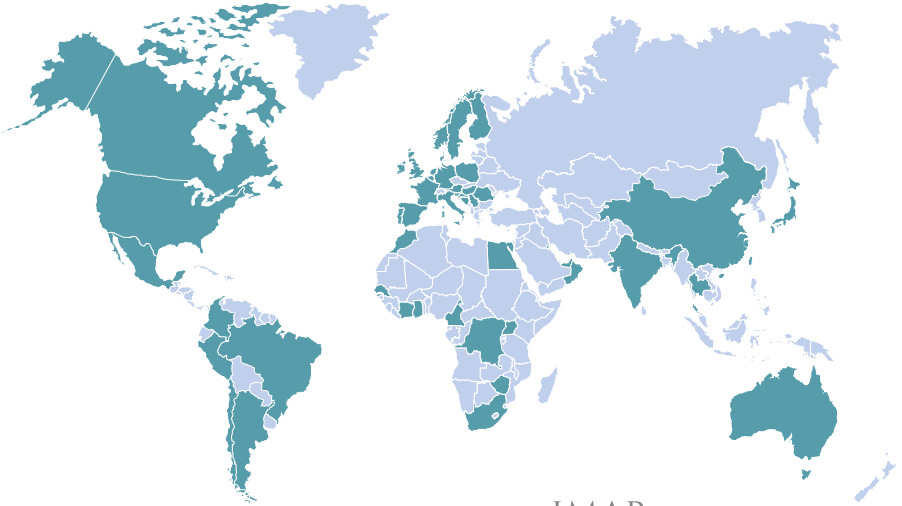
**VERDANT
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4th Pan-Africa (ex-SA) by Transaction
Volume 2022

(1) Transaction sizes: < USD 500 million

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A Quick Look

This is the 14th issue of the DealMakers Annual Directory of firms and departments within companies which specialise in the mergers and acquisitions arena. It 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.

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 M&A and corporate finance activity in the country since 2000. It is updated regularly 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.

Over the past two decades, South Africa's merger and acquisition (M&A) activity has all but halved – influenced by various factors, including regulatory changes, concerns over political stability, and local and global economic conditions, all of which have dampened investor confidence and slowed deal-making momentum. This is, of course, bar the blip in 2021, following the release of the bottleneck caused by the 2020 pandemic.

In 2023, total deal activity by SA-listed companies declined to 315 deals, valued at R575,9bn (2022: 383 deals valued at R734,7bn). Of this total value, R366bn (64%) represents deals by foreign companies with secondary listings on the JSE. Delving deeper into the numbers, the value of the 284 deals announced by SA domiciled companies in 2023 (valued at R210bn) represents a 44% decline in value against that of deals in 2022, and this despite the effect on the numbers of a weaker exchange rate in 2023. On a positive note, the number of failed deals dropped to six, against a norm of roughly 24.

This DealMakers Directory is an invaluable source of contacts and as such will find a place on every corporate finance firm's bookshelf and on the desks of many of the country's CEOs and CFOs.

Marylou Greig, Editor, February 2024

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Deal**Makers** DIRECTORY is published by the proprietor Gleason Publications (Pty) Ltd, reg no: 1996/010505/07 from its offices at 31 Tudor Park, 61 Hillcrest Avenue, Blairgowrie, Randburg 2194.
Tel: +27 (0) 11 886 6446
e-mail: reception@gleason.co.za

Deal**Makers** DIRECTORY is printed by Efficient Ink Print,
1 Isando Road,
Isando

Editor:
Marylou Greig

Research:
Vanessa Aitken

Design & Layout:
Suzie Assenmacher,
Sea Design Studio

Advertising rates are available on request from
Vanessa Aitken +27 (0) 83 775 2995



R300.00 including VAT
Volume 24: No. 4

DealMakers®

PLATINUM ISSUE 2023

Incorporating **Catalyst** private equity magazine



MERGERS & ACQUISITIONS

Mergers & Acquisitions Analysis 2019 - 2023 (excludes unlisted M&A)

	2023			2022		
	No	*	R'm	No	*	R'm
Deal Activity						
Local Deals	284	(6)	210 105	335	(22)	474 617
Foreign Deals	31	(0)	365 833	48	(2)	260 102
Total	315	(6)	575 938	383	(24)	734 719

Deal Activity (excluding failed deals)	2023		2022	
	No	R'm	No	R'm
Local Deals	278	209 689	313	311 919
Foreign Deals	31	365 833	46	235 202
Total	309	575 522	359	547 121

BEE and Private Equity Activity 2019 - 2023 (includes listed and unlisted M&A)

	2023			2022		
	No	*	R'm	No	*	R'm
BEE Activity						
Listed M&A	9	(0)	13 104	15	(0)	28 783
Unlisted M&A	14	(0)	4 596	14	(0)	987
Total	23	(0)	17 700	29	(0)	29 770

	2023			2022		
	No	*	R'm	No	*	R'm
PE Activity						
Listed M&A	41	(0)	13 765	45	(3)	40 674
Unlisted M&A	78	(0)	14 603	106	(0)	91 238
Total	119	(0)	26 368	151	(3)	131 912

* No of failed deals



ANALYSIS 2019 - 2023

2021			2020			2019		
No	*	R'm	No	*	R'm	No	*	R'm
440	(22)	509 773	364	(22)	214 658	427	(30)	219 145
51	(2)	446 453	48	(1)	122 388	61	(2)	321 350
491	(24)	956 226	412	(23)	337 046	488	(32)	540 495

No		R'm	No		R'm	No		R'm
418		478 934	342		193 295	397		196 513
49		372 648	47		114 701	59		216 687
467		851 582	389		307 996	456		413 200

2021			2020			2019		
No	*	R'm	No	*	R'm	No	*	R'm
14	(2)	55 482	21	(3)	11 957	28	(1)	17 161
12	(0)	656	16	(0)	396	32	(0)	4 135
26	(2)	56 138	37	(3)	12 353	60	(1)	21 296

2021			2020			2019		
No	*	R'm	No	*	R'm	No	*	R'm
44	(2)	40 262	44	(0)	25 374	29	(2)	6 699
111	(0)	8 682	88	(0)	3 908	64	(1)	3 420
155	(2)	48 944	132	(0)	29 282	93	(3)	10 119

2000	By Deal Value By Deal Flow	Credit Suisse First Boston (R58,51bn) 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
2010	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R88,74bn) Investec Bank (24 deals) Acquisition by Walmart of a 51% stake in Massmart
2011	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R45,73bn) Investec Bank (34 deals) Acquisition of Metorex by Jinchuan

TOP DEALMAKERS AND DEALS DOWN THE YEARS

2012	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R41,51bn) Rand Merchant Bank (33 deals) Barclays Africa
2013	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R31,29bn) Nedbank Capital (52 deals) Bidvest's acquisition of Adcock Ingram
2014	By Deal Value By Deal Flow Deal of the Year	Investec Bank (R102,48bn) Investec Bank (56 deals) Woolworths' acquisition of David Jones
2015	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R1,57trn) Investec Bank (35 deals) Acquisition by Anheuser-Busch InBev of SABMiller
2016	By Deal Value By Deal Flow Deal of the Year	Java Capital (R119,95bn) PSG Capital (37 deals) Sibanye Gold's acquisition of Stillwater Mining
2017	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R75,73bn) Investec Bank (24 deals) Vodacom / Safaricom
2018	By Deal Value By Deal Flow Deal of the Year	Rothschild (R33,82bn) PSG Capital (23 deals) Old Mutual's Managed Separation
2019	By Deal Value By Deal Flow Deal of the Year	PSG Capital (R33,07bn) Nedbank CIB (24 deals) PepsiCo's acquisition of Pioneer Food
2020	By Deal Value By Deal Flow Deal of the Year	Merrill Lynch (R37,39bn) Investec Bank (19 deals) Altron's demerger of Bytes Technology
2021	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R97,46bn) Rand Merchant Bank (22 deals) Vodacom's acquisition of a 55% stake in Vodafone Egypt Telecommunications
2022	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R92,45bn) Investec Bank (23 deals) Sanlam Allianz JV
2023	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R29,76bn) Java Capital (13 deals) Life Healthcare's disposal of Alliance Medical Group

MERGERS & ACQUISITIONS

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

INVESTMENT ADVISERS * 2023

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rand Merchant Bank	29 761	16,51%
2	Standard Bank	23 643	13,12%
3	Goldman Sachs	22 625	12,55%
4	Investec Bank	22 341	12,39%
5	Java Capital	21 590	11,98%
6	Absa CIB	11 200	6,21%
	Oxford Partners	11 200	6,21%
8	Blackacres Capital	7 656	4,25%
	Deloitte	7 656	4,25%
10	Nedbank CIB	6 131	3,40%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	13	15,12%	21 590
2	Standard Bank	8	9,30%	23 643
	Nedbank CIB	8	9,30%	6 131
4	Rand Merchant Bank	7	8,14%	29 761
	Investec Bank	7	8,14%	22 341
6	PSG Capital	5	5,81%	652
7	Questco	4	4,65%	1 024
8	Blackacres Capital	3	3,49%	7 656
	Deloitte	3	3,49%	7 656
	Merrill Lynch	3	3,49%	1 240
	Vunani Capital	3	3,49%	482

INVESTMENT ADVISERS * 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Standard Bank	92 450	20,98%
2	Rand Merchant Bank	46 841	10,63%
3	Morgan Stanley	45 947	10,43%
4	Rothschild & Co	38 663	8,78%
5	J.P. Morgan	33 000	7,49%
6	Merrill Lynch	32 244	7,32%
7	Questco	32 109	7,29%
8	One Capital	31 744	7,20%
9	Investec Bank	27 334	6,20%
10	Java Capital	15 853	3,60%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	23	16,79%	27 334
2	Rand Merchant Bank	15	10,95%	46 841
3	PSG Capital	14	10,22%	6 294
4	Standard Bank	12	8,76%	92 450
5	Java Capital	11	8,03%	15 853
6	Rothschild & Co	5	3,65%	38 663
	Questco	5	3,65%	32 109
8	Merchantec Capital	4	2,92%	1 161
9	Bravura Capital	3	2,19%	4 312
	DG Capital	3	2,19%	1 113
	Pallidus	3	2,19%	858
	Grindrod Bank	3	2,19%	647
	Vunani Corporate Finance	3	2,19%	113

* Investment Advisers incorporate Financial Advisers and others claiming this category



MERGERS & ACQUISITIONS

INVESTMENT ADVISERS * 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rand Merchant Bank	97 459	11,98%
2	Standard Bank	85 583	10,52%
3	Goldman Sachs	80 101	9,84%
4	Merrill Lynch	62 016	7,62%
5	JPMorgan	56 552	6,95%
6	Nedbank CIB	54 898	6,75%
7	One Capital	52 019	6,39%
8	UBS	51 618	6,34%
9	Questco	51 429	6,32%
10	Macquarie Advisory and Capital Markets South Africa	50 571	6,21%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Rand Merchant Bank	22	11,76%	97 459
2	Investec Bank	20	10,70%	18 025
3	Java Capital	17	9,09%	27 204
4	Standard Bank	14	7,49%	85 583
5	PSG Capital	13	6,95%	7 053
6	Questco	10	5,35%	51 429
7	Nedbank CIB	8	4,28%	54 898
8	Absa CIB	6	3,21%	21 185
	Rothschild & Co	6	3,21%	10 668
	Birkett Stewart McHendrie	6	3,21%	471

INVESTMENT ADVISERS * 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Merrill Lynch	37 393	23,68%
2	Java Capital	23 954	15,17%
3	Investec Bank	18 516	11,73%
4	Standard Bank	12 778	8,09%
5	Merchantec Capital	12 003	7,60%
6	Rand Merchant Bank	9 673	6,13%
7	UBS	8 621	5,46%
8	PwC Corporate Finance	5 635	3,57%
9	Absa CIB	5 260	3,33%
10	One Capital	4 627	2,93%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	19	13,77%	18 516
2	Java Capital	14	10,14%	23 954
3	PSG Capital	13	9,42%	2 059
4	Rand Merchant Bank	10	7,25%	9 673
	Rothschild & Co	10	7,25%	506
6	Nedbank CIB	8	5,80%	1 739
7	Bravura Capital	7	5,07%	945
8	Standard Bank	5	3,62%	12 778
	Merchantec Capital	5	3,62%	12 003
10	Questco	4	2,90%	165

* Investment Advisers incorporate Financial Advisers and others claiming this category

MERGERS & ACQUISITIONS

SPONSORS 2023

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Absa CIB	159 930	33,53%
2	PSG Capital	77 611	16,27%
3	Investec Bank	75 550	15,84%
4	J.P. Morgan	56 826	11,91%
5	Java Capital	37 120	7,78%
6	Rand Merchant Bank	27 993	5,87%
7	Nedbank CIB	21 222	4,45%
8	Questco	9 120	1,91%
9	Standard Bank	4 072	0,85%
10	Valeo Capital	2 769	0,58%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Nedbank CIB	23	14,20%	21 222
2	Java Capital	21	12,96%	37 120
3	Investec Bank	20	12,35%	75 550
4	PSG Capital	18	11,11%	77 611
5	Questco	15	9,26%	9 120
6	Rand Merchant Bank	11	6,79%	27 993
	Standard Bank	11	6,79%	4 072
8	J.P. Morgan	9	5,56%	56 826
9	Merchantec Capital	6	3,70%	677
10	Absa CIB	4	2,47%	159 930
	Vunani Capital Sponsors	4	2,47%	922

SPONSORS 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	J.P. Morgan	151 198	23,91%
2	Investec Bank	105 144	16,63%
3	Rand Merchant Bank	95 401	15,09%
4	Standard Bank	61 540	9,73%
5	Java Capital	57 638	9,12%
6	Deloitte	38 896	6,15%
7	Questco	34 511	5,46%
8	One Capital	31 946	5,05%
9	Merrill Lynch	22 663	3,58%
10	PSG Capital	12 570	1,99%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	34	15,81%	105 144
2	Rand Merchant Bank	32	14,88%	95 401
3	Java Capital	28	13,02%	57 638
4	PSG Capital	21	9,77%	12 570
5	Questco	17	7,91%	34 511
6	Standard Bank	15	6,98%	61 540
7	Merchantec Capital	12	5,58%	5 872
8	J.P. Morgan	7	3,26%	151 198
	AcaciaCap Advisors	7	3,26%	937
10	Merrill Lynch	6	2,79%	22 663



MERGERS & ACQUISITIONS

SPONSORS 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	307 103	30,19%
2	Investec Bank	146 676	14,42%
3	Rand Merchant Bank	96 146	9,45%
4	JPMorgan	64 308	6,32%
5	Nedbank CIB	59 034	5,80%
6	One Capital	52 297	5,14%
7	Java Capital	48 560	4,77%
8	Questco	47 119	4,63%
9	Vunani Sponsors	41 711	4,10%
10	Standard Bank	35 575	3,50%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	42	14,58%	146 676
2	Java Capital	41	14,24%	48 560
3	Rand Merchant Bank	34	11,81%	96 146
4	PSG Capital	27	9,38%	14 661
5	Questco	17	5,90%	47 119
6	Standard Bank	16	5,56%	35 575
7	UBS	14	4,86%	307 103
	Nedbank CIB	14	4,86%	59 034
9	Merchantec Capital	13	4,51%	2 498
10	JPMorgan	10	3,47%	64 308

SPONSORS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Merrill Lynch	60 459	17,90%
2	Questco	45 409	13,44%
3	Java Capital	44 099	13,06%
4	Investec Bank	39 683	11,75%
5	Rand Merchant Bank	32 048	9,49%
6	Standard Bank	14 718	4,36%
7	Merchantec Capital	12 933	3,83%
8	UBS	11 773	3,49%
9	Vunani Sponsors	11 332	3,35%
10	PSG Capital	10 943	3,24%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	52	20,00%	44 099
2	Investec Bank	30	11,54%	39 683
3	PSG Capital	27	10,38%	10 943
4	Rand Merchant Bank	26	10,00%	32 048
5	Questco	24	9,23%	45 409
6	Merchantec Capital	14	5,38%	12 933
	Standard Bank	14	5,38%	14 718
8	Nedbank CIB	9	3,46%	9 383
9	Merrill Lynch	8	3,08%	60 459
	Deloitte	8	3,08%	9 085

MERGERS & ACQUISITIONS

LEGAL ADVISERS 2023

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Bowmans	57 788	26,46%
2	Webber Wentzel	43 788	20,05%
3	ENS	30 086	13,78%
4	Werksmans	28 261	12,94%
5	Cliffe Dekker Hofmeyr	23 249	10,65%
6	Vani Chetty Competition Law	7 208	3,30%
7	Herbert Smith Freehills South Africa	6 439	2,95%
8	DLA Piper	5 840	2,67%
9	White & Case (SA)	5 286	2,42%
10	Baker McKenzie	3 762	1,72%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	30	18,18%	23 249
2	ENS	20	12,12%	30 086
3	Webber Wentzel	19	11,52%	43 788
4	White & Case (SA)	14	8,48%	5 286
5	Bowmans	13	7,88%	57 788
	Werksmans	13	7,88%	28 261
7	Vani Chetty Competition Law	9	5,45%	7 208
	Saltzman	9	5,45%	614
9	Solaris Law	6	3,64%	1 027
10	Baker McKenzie	5	3,03%	3 762

LEGAL ADVISERS 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	217 357	38,63%
2	Bowmans	127 591	22,68%
3	Cliffe Dekker Hofmeyr	89 071	15,83%
4	ENSAfrica	39 308	6,99%
5	Herbert Smith Freehills South Africa	29 865	5,31%
6	DLA Piper	15 696	2,79%
7	Werksmans	13 246	2,35%
8	White & Case (SA)	4 786	0,85%
9	Bernadt Vukic Potash & Getz	4 647	0,83%
10	Norton Rose Fulbright South Africa	3 796	0,67%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	37	17,62%	89 071
2	Webber Wentzel	31	14,76%	217 357
3	ENSAfrica	27	12,86%	39 308
4	Bowmans	24	11,43%	127 591
5	Werksmans	13	6,19%	13 246
6	Saltzman	12	5,71%	259
7	Vani Chetty Competition Law	10	4,76%	3 646
8	DLA Piper	7	3,33%	15 696
	White & Case (SA)	7	3,33%	4 786
	Alchemy Law Africa	7	3,33%	2 933



MERGERS & ACQUISITIONS

LEGAL ADVISERS 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	269 631	32,75%
2	ENSAfrica	151 538	18,41%
3	Bowmans	121 373	14,74%
4	Cliffe Dekker Hofmeyr	117 634	14,29%
5	Werksmans	51 671	6,28%
6	Alchemy Law Africa	43 352	5,27%
7	DLA Piper	14 810	1,80%
8	Vani Chetty Competition Law	14 559	1,77%
9	Glyn Marais	8 821	1,07%
10	Allen & Overy (South Africa)	6 292	0,76%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	59	19,80%	117 634
2	Webber Wentzel	49	16,44%	269 631
3	ENSAfrica	43	14,43%	151 538
4	Bowmans	32	10,74%	121 373
5	Werksmans	25	8,39%	51 671
6	Vani Chetty Competition Law	13	4,36%	14 559
7	Saltzman	11	3,69%	2 317
8	DLA Piper	6	2,01%	14 810
	Glyn Marais	6	2,01%	8 821
10	CMS	5	1,68%	3 902
	Tugendhaft Wapnick Banchetti	5	1,68%	3 752
	Nortons	5	1,68%	1 443

LEGAL ADVISERS 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	ENSAfrica	58 878	26,49%
2	Webber Wentzel	54 333	24,44%
3	Cliffe Dekker Hofmeyr	26 560	11,95%
4	Bowmans	25 566	11,50%
5	Werksmans	14 003	6,30%
6	DLA Piper	11 328	5,10%
7	Fasken	8 500	3,82%
8	White & Case (South Africa)	5 268	2,37%
9	Herbert Smith Freehills South Africa	3 367	1,51%
10	Norton Rose Fulbright	3 100	1,39%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	54	24,55%	26 560
2	ENSAfrica	32	14,55%	58 878
3	Webber Wentzel	31	14,09%	54 333
4	Bowmans	22	10,00%	25 566
5	Werksmans	17	7,73%	14 003
6	Saltzman	9	4,09%	789
7	Inlexso	8	3,64%	357
8	White & Case (South Africa)	5	2,27%	5 268
9	Bernadt Vukic Potash & Getz	4	1,82%	582
10	DLA Piper	3	1,36%	11 328
	Herbert Smith Freehill South Africa	3	1,36%	3 367
	Vani Chetty Competition Law	3	1,36%	2 676

MERGERS & ACQUISITIONS

TRANSACTIONAL SUPPORT SERVICES 2023

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Deloitte	31 108	26,97%
2	BDO	25 902	22,45%
3	PwC	20 123	17,44%
4	EY	17 205	14,91%
5	KPMG	17 040	14,77%
6	Mazars	1 966	1,70%
7	Valeo Capital	1 390	1,21%
8	Crowe JHB	290	0,25%
9	Exchange Sponsors	192	0,17%
10	AcaciaCap	46	0,04%
	Nexia SAB&T	46	0,04%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Deloitte	13	22,41%	31 108
2	BDO	11	18,97%	25 902
	EY	11	18,97%	17 205
4	PwC	9	15,52%	20 123
5	Valeo Capital	3	5,17%	1 390
6	KPMG	2	3,45%	17 040
	Exchange Sponsors	2	3,45%	192
	Merchantec Capital	2	3,45%	36
9	Mazars	1	1,72%	1 966
	Crowe JHB	1	1,72%	290
	AcaciaCap	1	1,72%	46
	Nexia SAB&T	1	1,72%	46
	Galbraith Rushby	1	1,72%	20

TRANSACTIONAL SUPPORT SERVICES 2022

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PwC	88 945	44,50%
2	BDO	48 331	24,18%
3	Deloitte	16 395	8,20%
4	EY	13 662	6,83%
5	KPMG	9 875	4,94%
6	RSM	4 975	2,49%
7	SNG Grant Thornton	4 754	2,38%
8	Renmere	3 300	1,65%
9	Valeo Capital	2 908	1,45%
10	Investec Bank	1 750	0,88%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	BDO	18	19,35%	48 331
2	PwC	17	18,28%	88 945
3	EY	9	9,68%	13 662
4	Deloitte	8	8,60%	16 395
5	Mazars	7	7,53%	1 700
6	KPMG	5	5,38%	9 875
7	SNG Grant Thornton	4	4,30%	4 754
	Valeo Capital	4	4,30%	2 908
9	Renmere	2	2,15%	3 300
	Nodus Capital	2	2,15%	1 109
	PSG Capital	2	2,15%	534
	Questco	2	2,15%	516
	Exchange Sponsors	2	2,15%	176
	Merchantec Capital	2	2,15%	159



MERGERS & ACQUISITIONS

TRANSACTIONAL SUPPORT SERVICES 2021

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PwC	105 816	21,08%
2	EY	102 919	20,50%
3	BDO	87 123	17,35%
4	Deloitte	81 541	16,24%
5	KPMG	52 578	10,47%
6	PSG Capital	44 448	8,85%
7	UBS	12 729	2,54%
8	Questco	6 579	1,31%
9	Mazars	4 910	0,98%
10	Nodus Capital	1 900	0,38%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	BDO	20	20,00%	87 123
2	PwC	15	15,00%	105 816
3	Deloitte	13	13,00%	81 541
4	EY	11	11,00%	102 919
5	PSG Capital	8	8,00%	44 448
6	Mazars	6	6,00%	4 910
7	Questco	5	5,00%	6 579
	Moore	5	5,00%	518
9	KPMG	3	3,00%	52 578
	Nodus Capital	3	3,00%	1 900

TRANSACTIONAL SUPPORT SERVICES 2020

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Deloitte	50 138	28,80%
2	PwC	46 772	26,87%
3	KPMG	37 582	21,59%
4	BDO	13 623	7,83%
5	Java Capital	5 260	3,02%
	Rothschild & Co	5 260	3,02%
7	Questco	3 497	2,01%
8	Investec Bank	2 870	1,65%
9	EY	2 846	1,64%
10	PSG Capital	1 587	0,91%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	BDO	19	21,59%	13 623
2	Deloitte	11	12,50%	50 138
3	PwC	10	11,36%	46 772
4	EY	8	9,09%	2 846
5	Mazars	7	7,95%	826
6	Nodus Capital	6	6,82%	593
7	PSG Capital	4	4,55%	1 587
8	Moore Johannesburg	3	3,41%	217
9	KPMG	2	2,27%	37 582
	Questco	2	2,27%	3 497
	Nexia SAB&T	2	2,27%	594
	Letsema Corporate Finance	2	2,27%	506
	PKF Octagon	2	2,27%	454
	Merchantec Capital	2	2,27%	267



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DG Capital	44
Exchange Sponsors	48
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Fairview Partners	52
Goldman Sachs	55
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Itai Capital	60
J.P.Morgan	60
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Nodus Capital	77
Nolands Capital	77
PKF Octagon	82
PSG Capital	84
PwC	86
Questco	86
SNG Grant Thornton	92
Step Advisory	98
Suez Capital	98

¹ Order

² The power
³ to be
⁴ certain and
⁵ confident



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Tel No : +27 (0) 82 330 4252
Contact : James Mutugi
Designation : Head of M&A
Email : James.Mutugi@absa.africa
Website : cib.absa.africa
Address : 15 Alice Lane, Sandton

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Contact: Guy Addison
Designation: Managing Director
Email : info@accts.co.za
Website : www.accts.co.za
Address: 131 12th Avenue
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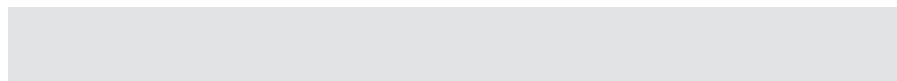
Contact : Michelle Krastanov

Designation: Managing Director

Email : michelle@acaciacap.co.za

Website : www.acaciacap.co.za

Address : 20 Stirrup Lane
Woodmead Office Park
Woodmead

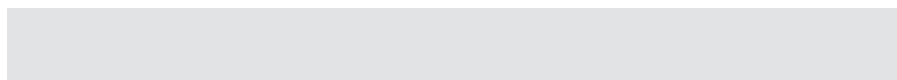


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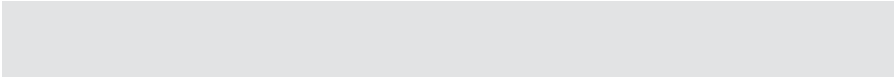
Website : www.africasolved.com

Address : 5 Harries Road
Illovo Edge, Building 3
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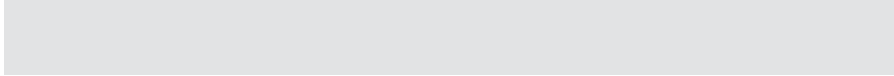
Alchemy Law

Tel No : +27 (0) 10 035 5027
Contact : Morné van der Merwe
Designation : Partner
Email : morne@alchemylawafrica.com
Website : www.alchemylawafrica.com
Address : Block A
7 Eton Road
Sandhurst
Sandton



Allen & Overy (South Africa)

Tel No : +27 (0) 10 597 9850
Contact : Gerhard Rudolph
Designation : Managing Partner
Email : gerhard.rudolph@allenoverly.com
Website : www.allenoverly.com
Address : 6th Floor
90 Grayston Drive
Sandton
Johannesburg



Alpha Valuations



Tel No : +27 (0) 10 599 0226
 Contact : Brandon Thompson
 Designation : Director
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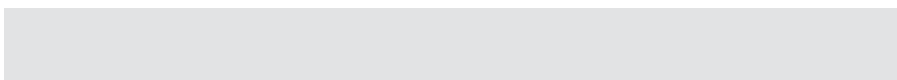
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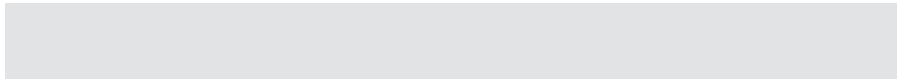
Baker McKenzie

Tel No : +27 (0) 11 911 4300
 Contact : Lydia Shadrach-Razzino | Angela Simpson
 Designation : Partners, Co-heads of the Corporate/M&A Practice
 Email : Lydia.ShadrachRazzino@bakermckenzie.com | Angela.Simpson@bakermckenzie.com
 Website : www.bakermckenzie.com/en/expertise/practices/mergers-acquisitions
 Address : 1 Commerce Square
 39 Rivonia Road
 Sandhurst



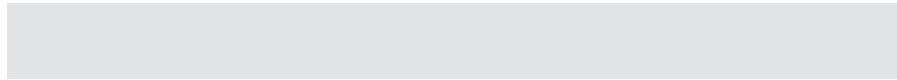
Barnard

Tel No : +27 (0) 12 001 2739
Contact : Douw Breed
Designation : Managing Director
Email : douw@barnardinc.co.za
Website : www.barnardinc.co.za
Address : Brooklyn Place Office Park
266 Bronkhorst Street
Nieuw Muckleneuk
Pretoria



Base Capital

Tel No : +27 (0) 82 445 6917 | +27 (0) 82 469 5777
Contact : Rory Osterloh or Kevin Trinder-Smith
Designation : Director
Email : rory@basecapital.co.za or kevin@basecapital.co.za
Website : www.basecapital.co.za
Address : PO Box 69336
Bryanston
2021



BDO Corporate Finance



INVESTMENT ADVISER

TRANSACTIONAL SUPPORT SERVICES

Tel No : +27 (0) 11 480 1700
Contact : Nick Lazanakis
Designation : Head of Corporate Finance
Email : nlazanakis@bdo.co.za
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Contact : Andre Bresler

Designation : Managing Partner

Email : bresler@benchmarkintl.com

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Tel No : +27 (0) 21 405 3800

Contact : Keith Getz

Designation: Partner

Email : kgetz@bvpg.co.za

Website : www.bvpg.co.za

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 Designation : Director
 Email : shaun@bsm.africa
 Website : www.bsm.africa
 Address : Ground Floor, Jindal Africa Building, 22 Kildoon Road, Bryanston

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 Designation : Head of South Africa Investment Banking
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 Address : The Place
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The two exhibition venues, Exhibition 1 (5 430m²) and Exhibition 2 (5 050m²) provide ample space supported by a full range of services and facilities to ensure world-class consumer or B2B expos and confexes for both local and international clients.

Sandton Convention Centre's offering also includes a range of smaller meeting rooms and venues for more intimate events catering for anything over 10 people.

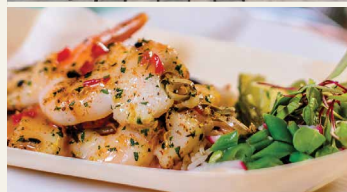
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Contact : Alan Keep

Designation : Managing Partner

Website : www.bowmanslaw.com

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Tel No : +27 (0) 11 669 9000 Email : info-jhb@bowmanslaw.com

Address : 11 Alice Lane, Sandton, Johannesburg

CAPE TOWN

Tel No : +27 (0) 21 480 7800 Email : info-cpt@bowmanslaw.com

Address : 22 Bree Street, Cape Town

DURBAN

Tel No : +27 (0) 31 109 1150 Email : info-dbn@bowmanslaw.com

Address : 5 The Crescent, Westway Office Park, Harry Gwala Road, Westville, Durban

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Tel No : +27 (0) 11 459 5000

Contact : Soria Hay

Designation: Head of Corporate Finance

Email: shay@bravura.net

Website : www.bravura.net

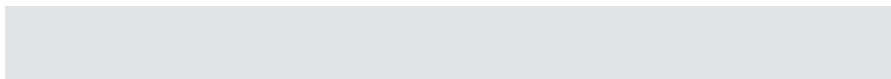
Address : 23 Fricker Road

Ground Floor

Suite 2

Illovo Boulevard

Illovo



Bridge Capital Advisors

Tel No : +27 (0) 11 268 6231

Contact : Pieter Venter

Designation : Director

Email : pventer@bridgecapital.co.za

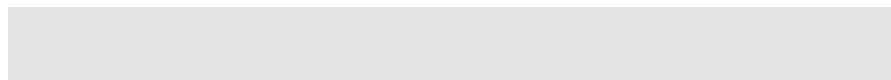
Website : www.bridgecapital.co.za

Address : Oaktree Office Park

10 Eastwood Road

Dunkeld

Johannesburg



Citi

Tel No : +27 (0) 11 944 1000

Contact : Flint Macgregor

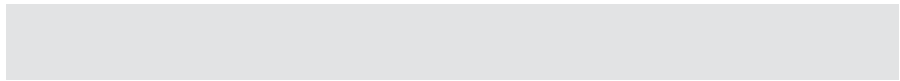
Designation : Director, Investment Banking

Email : flint.macgregor@citi.com

Website : www.citigroup.com/global/about-us/global-presence/south-africa

Address : 145 West Street

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Contact : Henico Schalekamp
Designation : Head of Corporate Finance
Email : henicos@cbsgroup.co.za
Website : www.cbsgroup.co.za
Address : Building 1
15 Forest Road
Waverley
Johannesburg



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Tel No : +27 (0) 83 326 4826

+27 (0) 11 562 1593

Contact : Ian Hayes

Designation : Director and National Practice Head,
Corporate and Commercial

Email : Ian.Hayes@cdhlegal.com

Website : www.cliffedekkerhofmeyr.com

Address : 1 Protea Place, Corner Fredman Drive & Protea Place, Sandton

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Contact : Yushanta Rungasammy
Designation : Director, Co-Head of Corporate & Commercial
Email : yushanta.rungasammy@cms-rm.com
Tel No : 084 501 0345
Contact : Kabelo Dlothi
Designation : Director, Co-Head of Corporate & Commercial
Email : kabelo.dlothi@cms-rm.com
Website : cms.law
Address : 3rd Floor, 82 Maude Street
Sandton

DEA-RU

Tel No : +27 (0) 82 898 7628
Contact : Danie van Huyssteen
Email : danie@dea-ru.co.za
Address : 7 Sun Place
Sharonlea
Olivedale

Deloitte

Contact :	Sean McPhee	Johnathan Godden	Chris Pretorius
Designation :	Director	Director	Associate Director
Tel No :	+27 (0) 11 209 8615	+27 (0) 11 304 5104	+27 (0) 11 806 5616
Email :	smcphee@deloitte.co.za	jgodden@deloitte.co.za	cpretorius@deloitte.co.za
Website :	www.deloitte.co.za		
Address :	Deloitte 5 Magwa Crescent Waterfall City Johannesburg Gauteng		

Dentons South Africa

Johannesburg	Cape Town
Tel No : +27 (0) 11 326 6257	Tel No : +27 (0) 21 686 0740
Contact : Muhammad Patel	Contact : Shahid Sulaiman
Designation : Partner	Designation : Senior Partner
Email : Muhammad.patel@dentons.com	Email : Shahid.sulaiman@dentons.com
Website : www.dentons.com	Website : www.dentons.com
Address : 5th Floor	Address : Ground Floor
A37 Katherine & West Building	Great Westerford
114 West Street	240 Main Rd
Sandton	Cape Town

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CORPORATE ADVISER

TRANSACTIONAL SUPPORT SERVICES

Contact : Andrew Bahlmann
Designation : Chief Executive: Corporate & Advisory
Tel No : +27 (0) 11 084 0100
Email : andrew@dealleadersint.com
Website : www.dealleadersint.com
Address : Suite F4, First Floor
23 Fricker Road, Illovo
Sandton

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Tel No : +27 (0) 11 728 9625

Contact : Stephania Amoretti

Designation : Marketing Manager

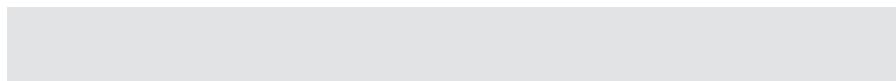
Email : stephania@dgcapital.co.za | communication@dgcapital.co.za

Website : www.dgcapital.co.za

Address : 68 St Andrew St

Birdhaven

Johannesburg



DLA Piper

Tel No : +27 (0) 11 302 0800

Contact : Peter Bradshaw

Designation : Corporate Location Head - South Africa

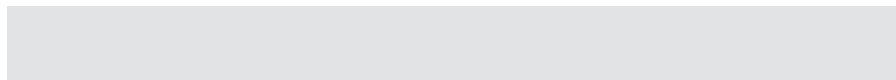
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 Tel No : +27 (0) 31 536 8600

The MARC | Tower 1, 129 Rivonia Road,
 Sandton, **Johannesburg**
 Tel No : +27 (0) 11 269 7600

La Gratitude, 97 Dorp Street, **Stellenbosch**
 Tel No : +27 (0) 21 808 6620

ENSAfrica | Ghana

5th Floor, Vivo Place, Cantonments City,
 Rangoon Lane, **Accra**
 Tel No : +233 30 225 3980

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15th Floor, One Africa Place, Waiyaki Way,
 Westlands, **Nairobi**
 Tel No : +254 205 007 000

ENSAfrica | Mauritius

18 Edith Cavell Street, **Port Louis**
 Tel No : +230 212 2215

ENSAfrica | Namibia

Shop 2 Ground Floor, Altstadtthof,
 corner Libertina Amathila Avenue and
 Bismarck Street, **Swakopmund**
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No 4 1st Floor, The Business Park,
 Sam Nujoma Avenue, **Walvis Bay**
 Tel No : +264 64 281 100

Unit 4 LA Chambers, Ausspänn Plaza,
 Dr Agostinho Neto Road, **Windhoek**
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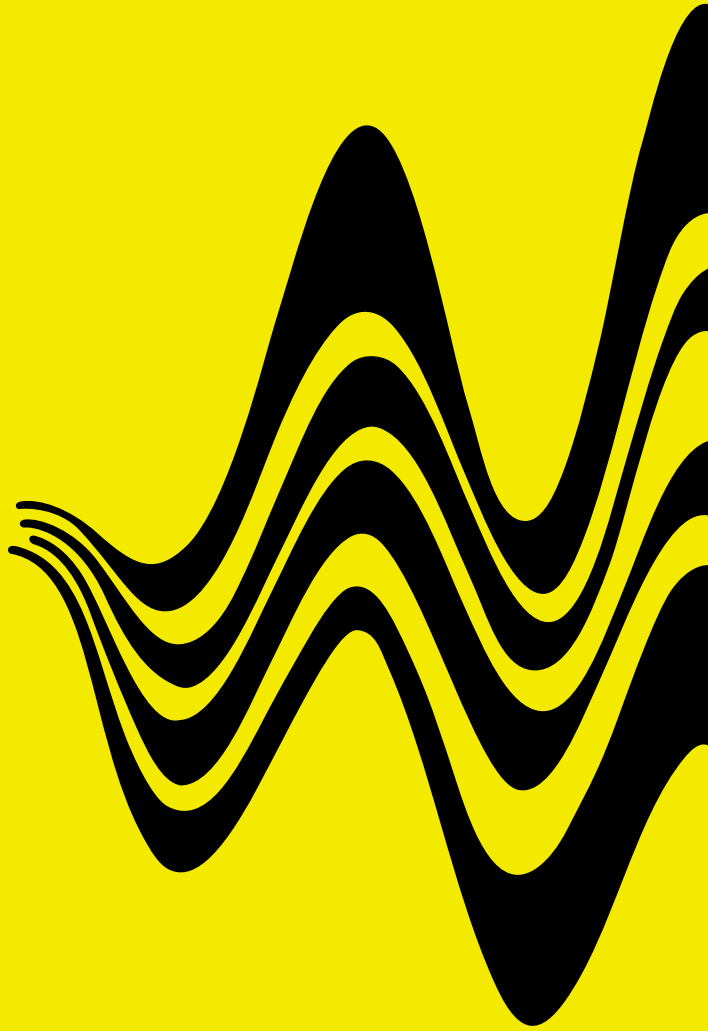
Kacyiru KG 7th Avenue #35,
 Blue Star House 1st Floor - Wing B, **Kigali**
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Contact : Greg Shapiro

Designation : Partner

Email : gregshapiro@eversheds-sutherland.co.za

Website : www.eversheds-sutherland.com

Address : 3rd Floor

54 Melrose Boulevard

Melrose Arch, Melrose North

Johannesburg

DURBAN OFFICE

Tel No : +27 (0) 31 940 0501

Contact : Andrew Turner

Designation : Managing Partner

Email : andrewturner@eversheds-sutherland.co.za

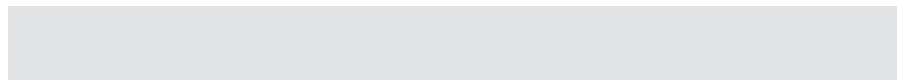
Website : www.eversheds-sutherland.com

Address : 1st Floor

29 Richefond Circle

Ridgeside Office Park

Umhlanga



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Tel No : +27 (0) 11 880 2113

Fax No : +27 (0) 11 447 4824

Contact : Marius Meyer

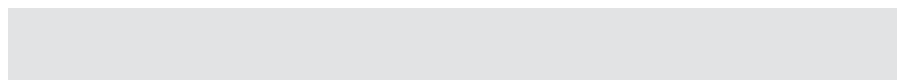
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Contact : Sarel Strydom
Designation : EY Africa Transaction Diligence Leader
Email : sarel.strydom@za.ey.com
Website : www.ey.com
Address : 102 Rivonia Rd
Dennehof
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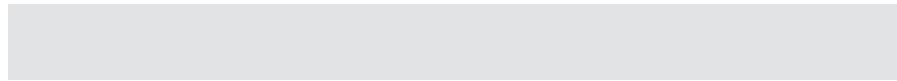


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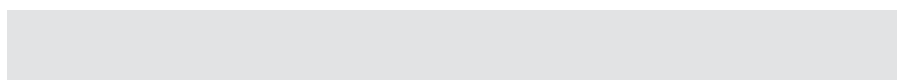
Fairview Partners

Tel No : +27 (0) 10 006 2036
Email : fpinfo@fairviewpartners.co.za
Website : www.fairviewpartners.co.za
Address : 7 Minerva Avenue
Sandton
Johannesburg



Falcon & Hume

Tel No : +27 (0) 10 594 5000
Contact : Nicola Du Plessis
Designation : Financial and Business Manager
Email : nicola@fhinc.co.za
Website : www.fhinc.co.za
Address : 2nd Floor
8 Melville Road
Illovo
Sandton



Fasken

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Tel No : +27 (0) 11 586 6000
Fax No : +27 (0) 11 586 6104
Contact : Blaize Vance
Designation : Managing Partner, South Africa
Email : bvance@fasken.com
Website : www.fasken.com
Address : Inanda Greens, 54 Wierda Road West, Sandton

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Fluxmans

Tel No : +27 (0) 11 328 1700
Contact : Ronelle Berry
Designation : Marketing Manager
Email : rberry@fluxmans.com
Website : www.fluxmans.com
Address : Illovo Corner
24 Fricker Road
Illovo
Johannesburg

Garlicke & Bousfield

Tel No : +27 (0) 31 570 5300

+27 (0) 83 637 1847

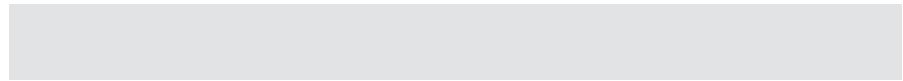
Contact : Kabby Esat

Designation : Director

Email : esat@gb.co.za

Website : www.gb.co.za

Address : 7 Torsvale Crescent
La Lucia Ridge Office Park
Umhlanga
Durban



Glyn Marais

Tel No : +27 (0) 11 286 3700

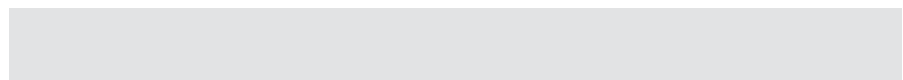
Contact : Francois Marais

Designation : Senior Partner

Email : fmarais@glynmarais.co.za

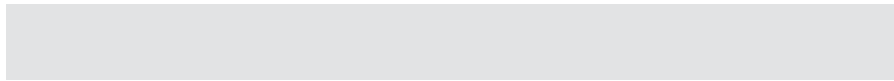
Website : www.glynmarais.co.za

Address : 2nd Floor, The Place
1 Sandton Drive
Sandton



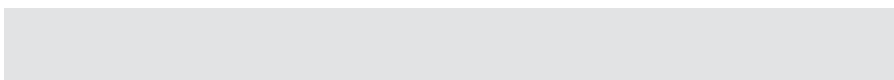
Goldman Sachs International

Tel No : +27 (0) 11 303 2700
Contact : Lauren Tryon
Designation : Office Manager
Email : Lauren.tryon@gs.com
Website : www.goldmansachs.com
Address : 8th Floor, West Wing
140 West Street
Sandton



Grindrod Bank

Tel No: +27 (0) 11 459 1860
Contact : Yaron Zimble
Designation : Head: Corporate Finance
Email : yaronz@grindrodbank.co.za
Website : www.grindrodbank.co.za
Address : Grindrod Tower
8A Protea Place
Sandton



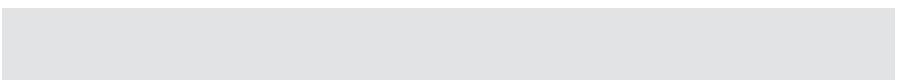
Hampstead Advisory

Tel No: +44 784 104 4216
Contact: Christopher Niehaus
Designation: Managing Director
Email: chris.niehaus@hampstead.uk.com
Website: hampsteadadvisory.com
Address: 8 West Street
Houghton



Herbert Smith Freehills SA

Tel: +27 (0) 10 500 2600
Contact: Rudolph du Plessis
Designation: Partner
Email: Rudolph.duPlessis@hsf.com
Website: www.herbertsmithfreehills.com
Address: Rosebank Towers
4th floor
15 Biermann Avenue
Rosebank



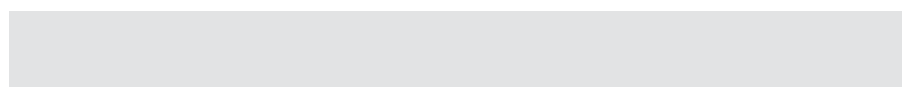
Hogan Lovells

Tel No : +27 (0) 11 052 6100
Contact : Wessel Badenhorst
Designation : Partner
Email : wessel.badenhorst@hoganlovells.com
Website : www.hoganlovells.com
Address : 140 West Street
Sandton



i capital advisers

Tel No : +27 (0) 76 564 9972
Contact : Paul Barnard
Designation : Associate Director
Email : paul.barnard@icapital.co.za
Website : www.icapital.co.za
Address : 1st Floor
33 Scott Street
Waverley
Johannesburg



Investec



Tel No : +27 (0) 11 286 7000
Contact : Marc Ackermann
Designation : Head of Corporate Finance
Email : marc.ackermann@investec.com
Website : www.investec.com
Address : 100 Grayston Drive
Sandton

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Tel No : +27 (0) 83 411 0421

Contact : Ernest Kwinda

Designation : Managing Director

Email : ernest@itai.co.za

Website : www.itai.co.za

Address : Bowmans Building

8th Floor

11 Alice Lane

Sandton



J.P. Morgan

Tel No : +27 (0) 11 507 0300

Contact : Thembeke Mgoduso

Designation : Executive Director

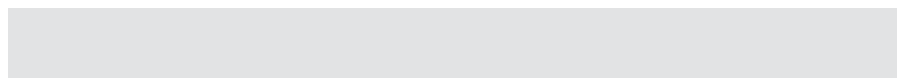
Email : Thembeke.l.mgoduso@jpmchase.com

Website : www.jpmorgan.com

Address : 1 Fricker Road

Cnr Hurlingham Road

Illovo



Java Capital

Tel No : +27 (0) 11 722 3050
Email : info@javacapital.co.za
Website : www.javacapital.co.za
Address : 6th Floor
1 Park Lane
Wierda Valley
Sandton

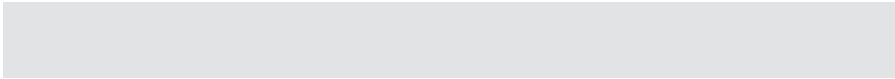
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Kensington Capital

Tel No : +27 (0) 72 508 5578 | +27 (0) 11 666 7551
Contact : Chesray Abrahams
Designation : Managing Director
Email : chesray@kensingtoncapital.co.za | info@kensingtoncapital.co.za
Website : www.kensingtoncapital.co.za
Address : Ground Floor
Daisy Street Office Park
135 Daisy Street
Sandton

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Klagsbrun Edelstein Bosman du Plessis

Tel No : +27 (0) 12 452 8900

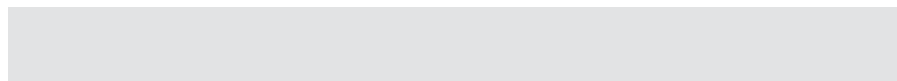
Contact : Gerda Rheeder

Designation : Office Manager

Email : gerda@kebd.co.za

Website : www.kebd.co.za

Address : 220 Lange Street
Nieuw Muckleneuk
Brooklyn



KPMG Services



Tel No : +27 (0) 11 647 7111

Contact : Boitumelo Ngutshane

Designation : Lead Partner – Deal Advisory

Email : boitumelo.ngutshane@kpmg.co.za

Website : www.kpmg.co.za

Address : KPMG Crescent, 85 Empire Road, Parktown

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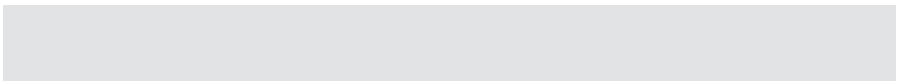
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Tel No : +27 11 286 6900
Email : info@lawtonsafrica.com
Website : www.lawtonsafrica.com
Address : 140 West Street
Sandton



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LEGAL ADVISER

Tel No : +27 (0) 10 448 3357
Contact : PJ Hope
Designation : Director
Email : pj@lhcadvisory.com
Website : www.lhcadvisory.com
Address : 9 Waterford Avenue, Parkview

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Tel No : +27 (0) 72 885 4487
Contact : Sean Chilvers
Designation : Senior Managing Director
Email : sean.chilvers@macquarie.com
Website : www.macquarie.com
Address : The Bank
Workshop17
Level 2
24 Cradock Avenue,
Rosebank
Johannesburg

INVESTMENT ADVISER



Malan Scholes Inc.

Tel No : +27 (0) 11 718 4600
Contact : Nicola Malan
Designation : Managing Director
Email : NMalan@malanscholes.co.za
Website : www.malanscholes.co.za
Address : First Floor, One-on-Jameson
1 Jameson Ave
Cnr Glenhove Road,
Melrose Estate
Johannesburg



Marsden Advisory

Tel No : +27 (0) 11 568 4518/+27 (0) 82 940 6852
Contact : Robin Marsden
Designation : CEO
Email : office@marsdenadvisory.com
Website : www.marsdenadvisory.com
Address : East Block, San Hide
206 Jutlander Road
Kyalami
Johannesburg



Corporate Finance

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INVESTMENT ADVISER

Tel No : +27 (0) 21 818 5093 | +27(0) 11 547 4000

Contact : Johan Marais | Rishi Juta

Designation : Partner | Director

Email : Johan.Marais@mazars.co.za | Rishi.Juta@mazars.co.za

Website : www.mazars.co.za

Address : Mazars House, 54 Glenhove Road, Melrose Estate, Johannesburg

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Tel No : +27 (0) 11 547 4000

Contact : Anoop Ninan

Designation : Country Managing Partner, Mazars in South Africa

Email : Anoop.ninan@mazars.co.za


Website : www.mazars.co.za

Address : Mazars House, Rialto Road, Grand Moorings Precinct, Century City

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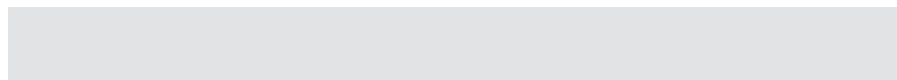
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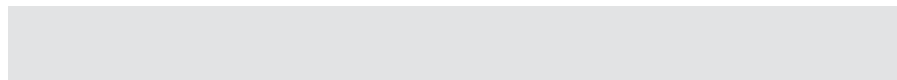
Merchantec Capital

Tel No : +27 (0) 11 325 6363
Contact : Marcel Goncalves
Designation : Director
Email : marcel.goncalves@merchantec.com
Website : www.merchantec.com
Address : 13th Floor
Illovo Point
68 Melville Road
Illovo
Sandton



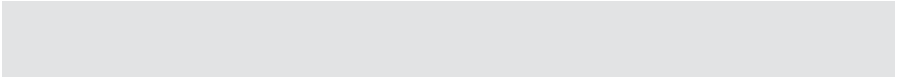
Mettle Corporate Finance

Tel No : +27 (0) 21 929 4884
Contact : William Marais
Email : wmarais@mettle.net
Website : www.mettle.net
Address : Pepkor Building, 36 Stellenberg Road
Parow Industria
Cape Town



Modern Corporate Solutions

Tel No : +27 (0) 82 452 7275
Contact : Robbie Gonsalves
Designation : Chief Executive Officer
Email : robbie@moderncorporatesolutions.co.za
Website : www.moderncorporatesolutions.co.za
Address : 2nd Floor, Block B
Cape Town Cruise Terminal
Duncan Road
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Tel No : +27 (0) 10 599 0222
Contact : Olivier Barbeau
Designation : Managing Director
Email : oab@moorejhb.co.za
Website : www.moore-southafrica.com
Address : 50 Oxford Road, Parktown, Johannesburg

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Tel No : +27 (0) 11 587 0805
Contact : Jako van der Walt
Designation : Managing Director
Email : Jako.VanDerWalt@morganstanley.com
Website : www.morganstanley.com
Address : 140 West Street
10th Floor
South Tower
Sandton

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**OLIVIER
BARBEAU**

Managing Partner

oab@moorejhb.co.za
+27 83 625 6461



**HANS
HILLERMANN**

Director

hh@moorejhb.co.za
+27 79 694 2662



**SHAUN
OSBORNE**

Director

so@moorejhb.co.za
+27 72 204 5249

Moshe Capital

Tel No : +27 (0) 11 783 9986
+27 (0) 11 326 9733
Email : info@moshecapital.com
Website : www.moshecapital.com
Address : Block A, Ground floor
23 Impala Road
Chiselehurst
Sandton

Motsoeneng Bill Attorneys Incorporated

Tel No : +27 (0) 11 463 9401
Contact : Mr Michael Motsoeneng Bill
Designation : Director & Managing Partner
Email : michael@mbaincorporated.co.za
Website : www.mbaincorporated.co.za
Address : 85 Western Service Road
Wendywood
Sandton



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Tel No : +27 (0) 10 234 8666
Contact : Shabbir Norath
Designation : Head: Advisory
Email : shabbirn@nedbank.co.za
Website : www.nedbank.co.za/cib
Address : Third Floor, Block F, Nedbank
135 Rivonia Road, Sandown, Sandton

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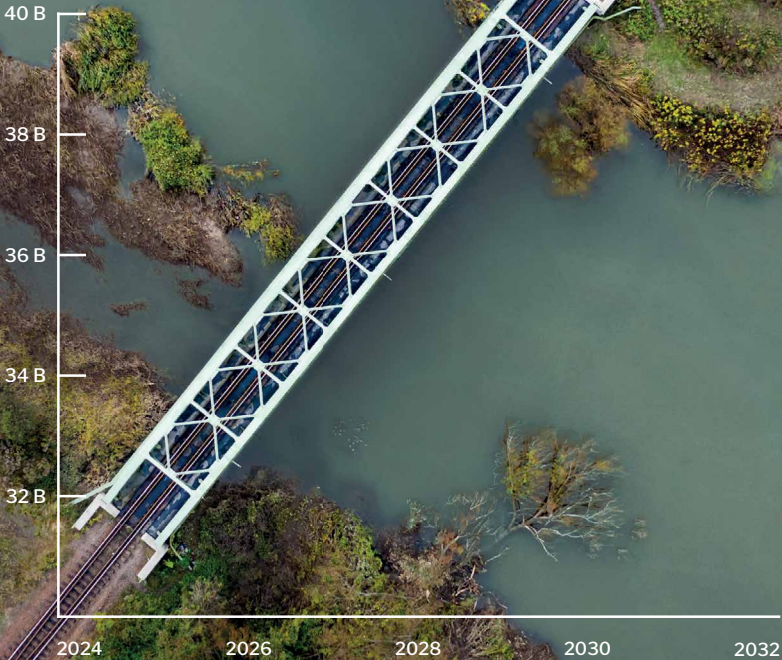
- underwriting, arranging and/or advising on a primary listing of securities;
- advising on capital raisings by way of rights offers, public offers, private placements and preferential share offers;
- advising corporates on Black Economic Empowerment structures;
- advising on mergers and acquisitions;
- advising on corporate restructurings through minority buyouts, management buyouts, unbundling or further acquisitions;
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Fax No : +27 (0) 12 682 8801
Email : centurion@nexia-sabt.co.za
Website : www.nexia-sabt.co.za
Address : 119 Witch-Hazel Avenue
Highveld Technopark
Centurion

Noah Capital Markets

Tel No : +27 (0) 11 446 9700
Email : compliance@noahcap.com
Website : www.noahcap.com
Address : Block A
Tsebo Office Park
85 Protea Road
Chislehurst
Sandton

Nodus Capital



Tel No : +27 (0) 11 327 6907

Website : www.nodus.co.za

Address : First Floor, Building 2
Commerce Square Office Park
39 Rivonia Road, Sandhurst

Key contacts : David André: david@nodus.co.za
Gary Bryce-Borthwick: gary@nodus.co.za
Glen Christophulo: glen@nodus.co.za
Johan le Roux: johan@nodus.co.za
Sebastian Pieterse: sebastian@nodus.co.za

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Nolands Capital

Tel No : +27 (0) 21 658 6600

Contact : Stuart Noland

Designation : Chief Executive Officer

Email : stuartn@nolandscapital.co.za

Website : nolands.global

Address : Ground Floor
Sable Corner
15 Bridgeways Precinct
Century City

Norton Rose Fulbright South Africa



Tel No : +27 (0) 11 685 8500
Contact : Brent Botha
Designation : Chief Executive Officer
Email : Brent.botha@nortonrosefulbright.com
Website : www.nortonrosefulbright.com/en-za
Address : 15 Alice Lane
Sandton

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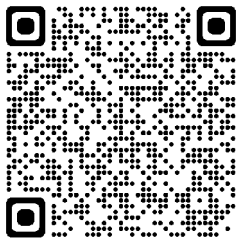
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Tel No : +27 (0) 11 550 5000

Contact : Cobus Human

Designation : Chief Executive Officer

Contact : Tristin Lee

Designation : Senior Managing Director | Advisory Division Email : tristin@onecapital.co.za

Contact : Taryn Carter

Designation : Managing Director | Sponsor Division Email : taryn@onecapital.co.za

Website : www.onecapital.co.za

Address : 17 Fricker Road, Illovo, Johannesburg

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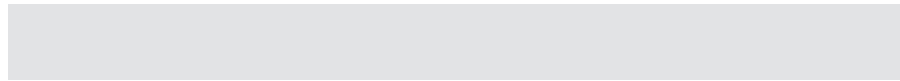
Contact : Gary Hudson

Designation : Partner

Email : gary.hudson@oxf.co.za

Website : www.oxf.co.za

Postal Address : 144 Oxford Road
Rosebank



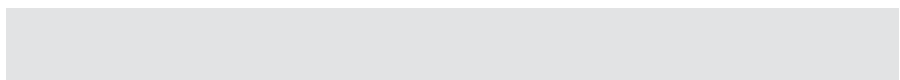
Padayachee Attorneys

Tel No : +27 (0) 82 808 5924

Fax No: +27 (0) 86 547 4593

Email : kuvashen@padayachee.org

Postal Address : P.O. Box 78186
Sandton
2146



Pallidus Capital

Tel No : +27 (0) 12 880 2490
Contact : Stephan van der Walt
Designation : Managing Director
Email : stephan@pallidus.co.za
Website : www.pallidus.co.za
Address : Die Groenhuis
38 Garsfontein Road
Waterkloof
Pretoria

PKF Octagon

Tel No : +27 (0) 10 003 0150
Contact : Waldek Wasowicz
Designation : Managing Partner
Email : waldek@pkfoctagon.com
Website : www.pkfoctagon.com/corporate-finance-and-structuring
Address : 21 Scott St
Waverley
Johannesburg

Poswa Incorporated

Tel No : +27 (0) 11 783 8877

Contact : Ziyanda Ntshona

Designation : Executive Consultant : Corporate & Commercial

Email : ziyanda.ntshona@poswainc.co.za

Website : www.poswainc.com

Postal Address : First Floor

Poswa House

No. 8 Gemsbok Lane

Rivonia, Extension 12

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Tel No : +27 (0) 21 887 9602

Contact : Henning de Kock

Designation: Chief Executive Officer

Email : henningd@psgcapital.com

Website : www.psgcapital.com

Address : 1st Floor, Ou Kollege Building

35 Kerk Street

Stellenbosch

Suite 1105, 11th Floor

Sandton Eye Building,

126 West Street, Sandton

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PLATINUM MEDAL ISSUE

RELEASE DATE
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A large, stylized circular graphic with a dotted border and a central area containing the text "2024 ANNUAL". The background features faint binary code and various business icons like a newspaper, gears, a handshake, a dollar sign with a circular arrow, and a bar chart.

2024
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Address : 1 Merchant Place
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Rashaad Sujee Legal

Tel No : +27 (0) 73 467 4902

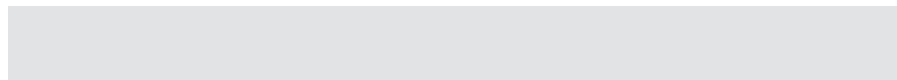
Contact : Rashaad Sujee

Designation : Founder

Email : rashaad@rashaadsujee.com

Website : www.rashaadsujee.com

Address : Plum Tree Office
Langenhoven Street
Montgomery Park
Johannesburg



River Group

Tel No : +27 (0) 12 346 8540

Contact : Andrew Lianos

Designation : Director

Email : andrew@rivergroup.ca

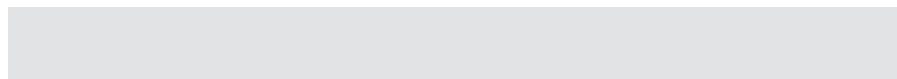
Contact : Estine Van der Merwe

Designation : Director

Email : estine@rivergroup.ca

Website : www.rivergroup.eu

Address : No. 2 Kloof Trio, 211 Kloof Avenue
Waterkloof, Pretoria



Rothschild & Co South Africa

Tel No : +27 (0) 11 428 3700

Contact : Giles Douglas | Paul Bondi

Designation : Co-Head

Email : giles.douglas@rothschildandco.com | paul.bondi@rothschildandco.com

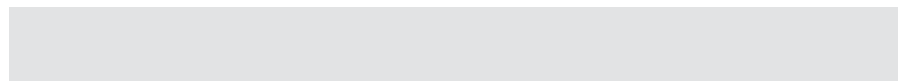
Website : www.rothschildandco.com

Address : 7th Floor, 144 Oxford

144 Oxford Road

Rosebank

Johannesburg



Saltzman Attorneys

Tel No : +27 (0) 11 268 5055

Contact : Mark Saltzman

Designation : Partner

Email : mark.saltzman@saltzmans.co.za

Website : www.saltzmans.co.za

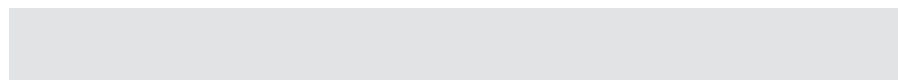
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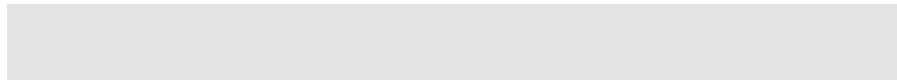
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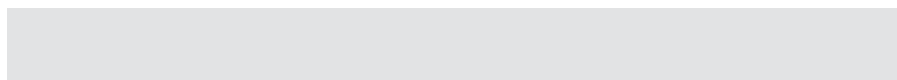
Sinayo Securities

Tel No : +27 (0) 11 783 6599
Contact : Bernie Johnson
Designation : Stockbroker and Compliance Officer
Email : berniej@sinayo.co.za
Website : www.sinayo.co.za
Address : 4th Floor
WeWork Building
155 West Street
Sandton



SNG Grant Thornton

Tel No : +27 (0) 11 231 0600
Email : info@sng.gt.com
Website : www.grantthornton.co.za
Address : 20 Morris Street East
Woodmead
Sandton



Solaris Law

Tel No : +27 (0) 73 304 6663 | +27 (0) 72 190 9071

Contact : Johan Green | Ben Strauss

Designation : Directors

Email : johan@solarislaw.co.za | ben@solarislaw.co.za

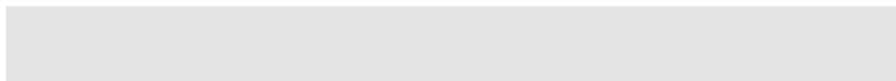
Website : www.solarislaw.co.za

Address : 3rd Floor, The Hudson Building

30 Hudson Street

De Waterkant

Cape Town



St John Capital



Tel No : +27 (0) 11 807 9205 | +27 (0) 82 495 0465

Contact : Michael Dale

Email : mdale@stjohncapital.co.za

Designation : Director

Website : www.stjohncapital.co.za

Address : Corporate Finance, Fullard Mayer Morrison Office Park, 4 Morris Street West, Rivonia

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Tel No : +27 (0) 11 344 5284
Contact : Grant Tidbury
Designation : Global Head: Advisory
Email : Grant.tidbury@standardbank.co.za
Website : www.standardbank.com/cib
Address : 30 Baker Street
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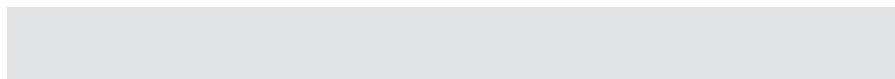
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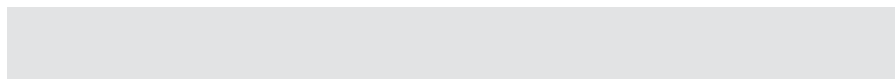
Standard Chartered Bank

Tel No : +27 (0) 11 217 6600
Fax No : +27 (0) 11 217 6641
Email : info.SouthAfrica@sc.com
Website : www.sc.com/za
Address : 2nd Floor
115 West Street
Sandton



Stein Scop

Tel No : +27(0)11 380 8080
Contact : Bradley Scop
Designation : Director
Email : info@steinscop.com
Website : www.steinscop.com
Address : Capital Hill
5th Floor
6 Benmore Road
Morningside
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Contact : Craig Gillham

Designation : Managing Director

Email : Craig@StepAdvisory.com

Website : www.stepadvisory.com

Address : 42 Wierda Road, Wierda Valley, Sandton

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Tel No : +27 (0) 82 805 2145

Email : info@suezcapital.co.za

Website : www.suezcapital.co.za

Address : 245 Marais Street

Brooklyn

Pretoria



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Fax No : +27 (0) 11 358 7800

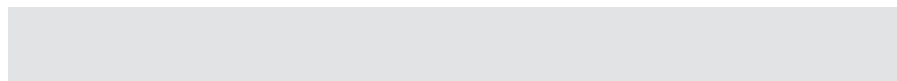
Website : www.tabacks.com

Email : info@tabacks.com

Address : 13 Eton Road

Parktown

Johannesburg



Tamela

Tel No : +27 (0) 11 783 5027 / 4907

Contact : Tshepisho Makofane

Designation : Director

Email : tshepisho@tamela.co.za

Website : www.tamela.co.za

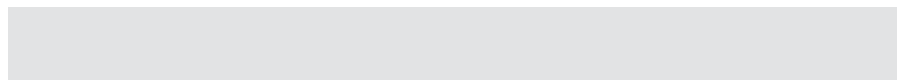
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Golden Oak House

Ballyoaks Office Park

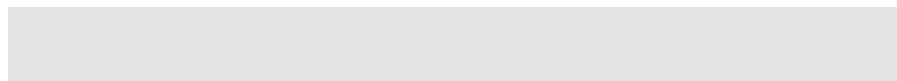
35 Ballyclare Drive

Bryanston



TGR Attorneys

Tel No : +27 (0) 11 243 5027
Contact : Peter Tshisevhe
Designation : Chairman
Email : p.tshisevhe@tgrattorneys.co.za
Website : www.tgrattorneys.co.za
Address : 6th Floor Vdara
41 Rivonia Road
Sandhurst
Sandton



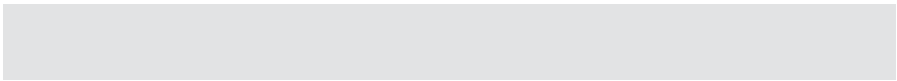
Transcend Capital

Tel No : +27 (0) 11 442 2433
Contact: Bruce Hunt
Designation: Managing Director
Email: Bruce.hunt@transcendcapital.co.za
Website : www.transcend.co.za
Address : 21 Scott St
Waverley
Johannesburg



Translink Corporate Finance

Tel No : +27 (0)21 791 0439
Contact : John Blake
Designation : Partner
Email : John.blake@translinkcf.com
Website : www.translinkcf.com
Address : C15 Mainstream Centre
Hout Bay
Cape Town



Tugendhaft Wapnick Banchetti

Tel No : +27 (0) 11 291 5000
Contact : Zoe Banchetti
Designation : Partner
Email : zoe@twb.co.za
Website : www.twb.co.za
Address : 20th Floor
Sandton City Office Towers
5th Street
Sandown



Valeo Capital

Tel No : +27 (0) 82 456 7240

Contact : Riaan van Heerden

Designation : Director

Email : riaan@valeocapital.co.za

Website : www.valeocapital.co.za

Address : Unit 12

Paardevelei Specialist Centre

Somerset West

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 VANI CHETTY
COMPETITION LAW

Tel No : Office +27 (0) 11 293 9834

Direct : +27 (0) 11 293 9835

Mobile : +27 (0) 83 680 3879

Contact : Vani Chetty

Email : vani@vanichetty.co.za

Designation : Director

Website : www.vanichetty.co.za

Address : Ground Floor, Building 2, Commerce Square, 39 Rivonia Road, Sandhurst

LEGAL ADVISER

Vani Chetty launched South Africa's first boutique competition law firm in 2007. She has practised competition law for over 25 years, since its inception in South Africa. Vani has extensive experience representing high-profile local and international clients in mergers and acquisitions, restrictive business practices and cartel-related matters.

Vani's diverse client portfolio includes, property, financial services, consumer goods, construction, steel, entertainment and petroleum. Vani's considerable expertise, broad experience, professionalism and personal attention to her clients' interests and concerns make her an authoritative and accessible ally in resolving complex competition matters.

Vani is among the leading lawyers listed in The International Who's Who of Competition Lawyers & Economists, Global Competition Review's "Top 100 Women in Antitrust", Chambers Global and Legal 500 and has been acknowledged among the 40 in their 40s notable women competition professionals in private practice in Europe, Americas and Africa in 2019.

Vani's firm is frequently listed in the top 10 in Merger and Acquisition DealMakers rankings in South Africa.

VDMA

Tel No : +27 (0) 10 612 0368

Contact : Pieter van der Merwe

Designation : Managing Director

Email : pvandermerwe@vdmalaw.com

Website : www.vdmalaw.com

Address : Stellenbosch: Third Floor, Oude Postkantoor
 Corner of Bird and Plein Street, Stellenbosch
 Pretoria: Suite 1, Ground Floor, Southdowns Ridge Office Park, c/o Nellmapius and
 John Vorster Avenue, Centurion



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 C A P I T A L

Tel No : +27 (0) 10 140 3700

Contact : Edmund Higenbottam

Designation : Managing Director

Email : Edmund.higenbottam@verdant-cap.com Website : www.verdant-cap.com

Address : Second Floor, The Place, 1 Sandton Drive, Sandhurst, Sandton

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Vestra Advisory

Tel No : Office +27 (0) 10 753 3044

Contact : Sholto Simpson

Designation : CEO

Email : sholto@vestra-advisory.co.za

Website : www.vestra-advisory.co.za

Address : 3rd Floor Vdara Office Park

41 Rivonia Road

Sandhurst



Vunani Corporate Finance

Tel No : +27 (0) 11 263 9500

Website : www.vunanilimited.co.za

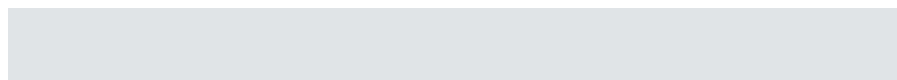
Address : Vunani House

Vunani Office Park

151 Katherine Street

Sandown

Sandton



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Tel No : +27 (0) 11 530 5000

Contact : Christo Els

Designation : Senior Partner

Email : christo.els@webberwentzel.com

Website : www.webberwentzel.com

Address : 90 Rivonia Road, Sandton, Johannesburg, 2196, Gauteng

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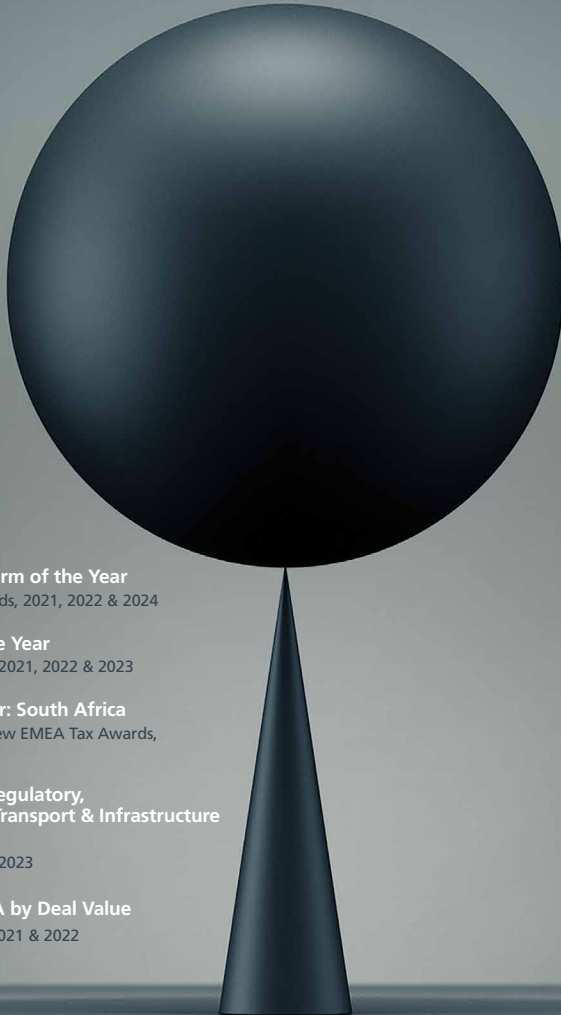
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DealMakers Awards, 2021 & 2022

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Werksmans Attorneys

Tel No : +27 (0) 11 535 8169

Contact : Kevin Trudgeon

Designation : Director, Head of Commercial

Email : KTrudgeon@werksmans.com

Website : www.werksmans.com

Address :	Johannesburg	Cape Town	Stellenbosch
	The Central	Level 1, No. 5 Silo Square	2nd Floor, Block B
	96 Rivonia Road	V&A Waterfront	De Wagenweg Office Park
	Sandton	Cape Town	Stellentia Avenue, Stellenbosch
	+27 11 535 8000	+27 21 405 5100	+27 21 809 6000



White & Case

Tel No : +27 (0) 11 341 4000

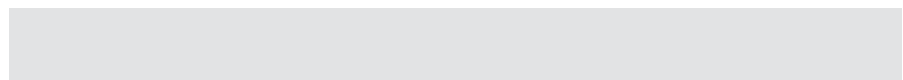
Contact : Gary Felthun

Designation : Partner, Head of Corporate / M&A

Email : gary.felthun@whitecase.com

Website : www.whitecase.com

Address : Katherine Towers, 1st Floor
 1 Park Lane, Wierda Valley
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Guy Miller

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Alan Bryson

alan.bryson@wtwco.com
+27 61 808 2432

Simla Ramdayal

simla.ramdayal@wtwco.com
+27 79 536 3532

Kelly Byrne

kelly.byrne@wtwco.com
+27 62 324 1432

wtwco.com

t: +27 11 535 5400

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