

DealMakers ANNUAL AWARDS EAST AFRICA

NAIROBI | KENYA
MARCH 2026



PLATINUM SPONSOR
Private Equity Deal of the Year

ANSARADA

PLATINUM SPONSOR
Individual DealMaker of the Year



PSG CAPITAL

AFRICA OVAL TABLE



Standard Bank
Also trading as Stanbic Bank

PLATINUM SPONSOR
Deal of the Year

BRUNSWICK



DealMakers ANNUAL AWARDS EAST AFRICA

2025

Deal of the Year 2025 (East Africa)

will be unveiled at the
Annual Awards in March 2026



This year will be the 8th year Deal of the Year is awarded

Deals will be nominated for inclusion by way of detailed motivations submitted by the firms involved.

THE DEAL MUST HAVE BEEN ANNOUNCED DURING THE 2025 CALENDAR YEAR (not necessarily closed).

The DealMakers editorial team will produce a short list of those it believes best qualify or consideration with input from the Independent Selection Panel.

The closing date and time for nominations is 12h00 on Friday, January 16, 2026.

There will be no extensions. Deal of the Year 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?

Please submit all nominations to marylou@gleason.co.za

DealMakers AFRICA Oval Table



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Private Equity Deal of the Year 2025 (East Africa)

will be unveiled at the
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This year will be the 8th year Private Equity Deal of the Year is awarded

Deals will be nominated for inclusion by way of detailed motivations submitted by the firms involved.

THE DEAL MUST HAVE BEEN ANNOUNCED DURING THE 2025 CALENDAR YEAR (not necessarily closed).

The DealMakers editorial team will produce a short list of those it believes best qualify or consideration with input from the Independent Selection Panel.

The closing date and time for nominations is 12h00 on Friday, January 16, 2026.

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DEALS WILL BE JUDGED ON THE FOLLOWING CRITERIA:

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?

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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 East 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 16, 2026.

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?

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