

# DealMakers **AFRICA**

## ANNUAL AWARDS



PSG CAPITAL

The PSG Capital  
DealMaker of the Year 2023 (West Africa)  
will be unveiled at the  
Annual Awards in Lagos, Nigeria in March 2024

DealMakers **AFRICA** is proud to present the inaugural Individual DealMaker of the Year (West Africa) sponsored by PSG Capital. 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 19, 2024.*

There will be no extensions. The PSG Capital Individual DealMaker of the Year (West Africa) 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](mailto:marylou@gleason.co.za)**

DIAMOND SPONSOR

 **ANSARADA**

GOLD SPONSOR

**BRUNSWICK**