

# DEALMAKERS 2019

19 FEBRUARY 2020

# ALERT

## DealMakers 2019

THE LEGAL DEALMAKER OF  
THE DECADE BY DEAL FLOW

M&A Legal DealMakers of the  
Decade by Deal Flow: 2010-2019.

**2019** 1<sup>st</sup> by BEE M&A Deal Flow.

**2019** 1<sup>st</sup> by General Corporate  
Finance Deal Flow.

**2019** 2<sup>nd</sup> by M&A Deal Value.

**2019** 2<sup>nd</sup> by M&A Deal Flow.

*DealMakers tracks all M&A deals and corporate finance transactions entered into by South African listed companies.*

## CDH LAUDED AS DEALMAKER OF THE DECADE AT PRESTIGIOUS INDUSTRY AWARDS

*Despite the general air of uncertainty that continues to pervade the local economy, Cliffe Dekker Hofmeyr (CDH) has advised on the most M&A deals in South Africa over the past decade, proving that it is business as usual for agile law firms that are innovative enough to adapt.*

Cementing the firm's longstanding position as an industry leader, this impressive level of deal facilitation garnered recognition from DealMakers at their 19th Annual Awards Dinner, with the firm winning the first-ever award for Legal DealMaker of the Decade for Deal Flow between 2010 and 2019. The prestigious event was held last night to honour advisory excellence in the M&A industry. DealMakers tracks all M&A deals and corporate finance transactions entered into by South African listed companies.

In addition to being recognised as DealMaker of the Decade, the firm was also ranked first for Transaction Flow in General Corporate Finance, which Brent Williams, CEO at CDH, believes stands testament to them being the business law firm of choice.

*"We have built our reputation on being commercial in our approach, yet providing our clients with certainty when it comes to their legal spend. We are known as being the lawyers who are accessible, transparent and will get deals done efficiently," Brent says.*

As testament to the firm's transformational commitment, CDH was also recognised as the leading M&A legal advisers on Black Economic Empowerment (BEE) deals, winning the BEE Award for Deal Flow.

With sustainability and transformation remaining a key focus going forward, Brent adds that the firm will continue to foster deals of this nature: *"In addition to supporting clients, we will continue to support the industries that our clients operate in by facilitating transformative and sustainable deals."*

The in-depth business sector understanding evident within the CDH Corporate & Commercial team is supported by lawyers from various other practice areas, such as Finance & Banking, Competition, Tax & Exchange Control, Real Estate and more recently, FinTech.



*Regarding the future of the industry and the year ahead, Cape Town Managing Partner and Corporate and Commercial Director, Gasant Orrie believes that nurturing the partnerships forged through time and experience with clients will be critical.*

Director and National Head of CDH's Corporate and Commercial practice, Willem Jacobs says that this diverse set of capabilities allows the firm the agility and innovation necessary to adapt and thrive in a tough deal-making environment.

*"The volume of reportable M&A deals has certainly reduced year on year for the past few cycles. However, we have always prided ourselves on flexibility in order to offer our clients great value for money, and in a weak economic environment, this strength is accentuated," says Willem.*

Regarding the future of the industry and the year ahead, Cape Town Managing Partner and Corporate and Commercial Director, Gasant Orrie believes that nurturing the partnerships forged through time and experience with clients will be critical. *"Our approach is based on the motto 'we want to do more work with this client'. This focusses our attention on the fact that intensely negotiated, complex billing in a particular matter is not of utmost importance in the long term. It is a simple truism that the relationship is what matters – we try to stick to that."*

## SUMMARY OF AWARDS WON BY CDH AT THE DEALMAKERS AWARDS GALA DINNER, 18 FEBRUARY 2020:

- **M&A Legal DealMakers of the Decade 2010 – 2019 (Deal Flow)**  
CDH advised on 782 deals, accounting for 23,92% of the market share over the period.
- **1<sup>st</sup> by BEE M&A Deal Flow**  
CDH advised on 9 deals, accounting for 15% of the market share.
- **1<sup>st</sup> by General Corporate Finance Deal Flow**  
CDH advised on 26 deals, accounting for 29,89% of the market share.
- **2<sup>nd</sup> by M&A Deal Value**  
CDH advised on deals with a combined value of R29,818 billion, accounting for 15.13% of the market share.
- **2<sup>nd</sup> by M&A Deal Flow**  
CDH advised on 44 deals, accounting for 18,41% of the market share.

Kind regards,



**Thabile Fuhrmann**  
Chairperson  
Cliffe Dekker Hofmeyr



**Brent Williams**  
Chief Executive Officer  
Cliffe Dekker Hofmeyr



**Gasant Orrie**  
Cape Managing Partner  
Cliffe Dekker Hofmeyr



**M&A LEGAL DEALMAKERS OF THE  
DECADE BY DEAL FLOW: 2010-2019**

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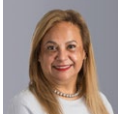
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### BBBEE STATUS: LEVEL ONE CONTRIBUTOR

Cliffe Dekker Hofmeyr is very pleased to have achieved a Level 1 BBBEE verification under the new BBBEE Codes of Good Practice. Our BBBEE verification is one of several components of our transformation strategy and we continue to seek ways of improving it in a meaningful manner.

This information is published for general information purposes and is not intended to constitute legal advice. Specialist legal advice should always be sought in relation to any particular situation. Cliffe Dekker Hofmeyr will accept no responsibility for any actions taken or not taken on the basis of this publication.

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