

# Resourceful Dealmaking

## Outlook for M&A in Africa

### Recent deal-making

In 2017, South Africa still top M&A destination. Nigeria and Ghana place 2 and 3.

**01** | South Africa

**02** | Nigeria

**03** | Ghana



**Energy**



**Mining**



**Utilities**

EMU attracted the highest volume of deals in 2017.



**32%**

say EMU will also be their focus sectors for 2018.

### Rising stars for 2018



Angola



Kenya



Uganda

### Co-investment has high appeal

**72%**

of respondents will pursue a co-investment strategy in 2018, with

**72%**

giving risk allocation as the main reason for this strategy.

### Major risk factors



**84%**

state that **political risks** will be principal obstacle over the next 12 months



**80%**

gave **compliance and integrity** issues as the key concern



**72%**



Getting caught up in regulatory or criminal investigations is considered 'high risk'

### Ethics and compliance standards count



**5.4 out of 6**

Compliance standards of target companies are considered very important for dealmakers

For more insights, read the **full report**