



Unlocking Value. Delivering Results.

To learn more. Swipe



Kensington Capital

Independent M&A and Corporate Finance Advisory



KENSINGTON
CAPITAL

Kensington Capital is an independent corporate finance advisory firm focused on M&A, capital raising and transaction advisory across the mid-market.

- Trusted advisor to business owners and investors
- Extensive funder and buyer network
- Proven track record of transaction execution



Key questions business owners ask when considering a transaction

- Is now the right time to sell, step back, or grow?
- Do I sell all or part of the business?
- Can we achieve our growth plans on our own?
- What is my business worth, and how do I maximise value?
- Do we need capital or the right partner to scale?
- Are all shareholders aligned on the future?
- What are the risks of doing nothing?
- What would a transaction process involve?



Behind every transaction is a combination of personal, strategic, and financial drivers



Ownership & Personal

- Exit, retirement, or partial cash-out
- De-risk personal wealth
- Succession or leadership transition
- Shareholder changes or misalignment



Growth & Opportunity

- Accelerate growth or break through a plateau
- Enter new markets or scale faster
- Acquire competitors or capabilities
- Bring in a strategic partner



Capital & Funding

- Raise capital to fund expansion
- Support management buy-outs / ownership transition
- Strengthen or restructure the business



Market & Strategic Pressure

- Respond to competition or industry change
- Unlock value or refocus the business
- Inbound interest or opportunistic offers



Maximising value for business owners and shareholders when selling their companies

Prepare | **Execute** | Maximise



Sell-side preparation

Preparing businesses for sale through valuation, buyer targeting and exit planning.



Sell-side execution

End-to-end management of the sale process to achieve maximum value.



Transaction advisory

Strategic corporate finance advice across the full deal lifecycle.



Transaction advisory across the full deal lifecycle



Preparation

Financial and tax due diligence
Financial modelling
Valuations



Capital strategy

Capital raising (debt and equity)
B-BBEE structuring



Execution

End-to-end deal execution



Proven transaction advisory expertise



Consistently ranked among South Africa's Top 10 Transaction Support Advisors by DealMakers SA

DealMakers

2024 Rankings – 12th by Deal Value and 9th by Deal Flow

Deal Value				No of Deals			
No.	Company	Deal Value R'm	Market Share %	No.	Company	No of Deals	Market Share %
1	Standard Bank	35 052	17,54%	1	EY	15	19,74%
2	PwC	33 265	16,64%	2	BDO	14	18,42%
3	Deloitte	30 621	15,32%	3	Deloitte	13	17,11%
4	Niche M&A Advisory	22,489	11,25%	4	PwC	9	11,84%
5	EY	20 131	19,07%	5	Niche M&A Advisory	3	3,95%
6	Rothschild & Co	17 157	8,58%	6	KPMG	2	2,65%
7	BDO	12,899	6,20%	7	SNG Grant Thornton	2	2,63%
8	KPMG	8,995	4,50%	8	Valeo Capital	2	2,63%
12	Kensington Capital	1,100	0,55%	9	Kensington Capital	2	2,63%
13	Questco	1,001	0,55%	10	Exchange Sponsors	2	2,63%
14	Baker Tilly Greenwoods	965	0,48%	11	Standard Bank	1	1,32%
15	PFK Octagon	479	0,24%	12	Rothschild & Co	1	1,32%
16	W Technical Consulting	468	0,23%	13	Questco	1	1,32%
18	Exchange Sponsors	101	0,03%	14	Baker Tilly Greenwoods	1	1,32%
19	PSG Capital	38	0,02%	15	PFK Octagon	1	1,32%
22	Nodus Capital TS	38	0,03%	16	Nexia SAB&T	1	1,32%
22	Moore	n/a	n/a	17	Nodus Capital TS	1	1,32%

2025 Rankings - 9th by Deal Value and 8th by Deal Flow

Deal Value				No of Deals			
No.	Company	Deal Value R'm	Market Share %	No.	Company	No of Deals	Market Share %
1	EY	94,029	31,36%	1	EY	18	18,00%
2	Deloitte	76,670	25,57%	2	PwC	18	18,00%
3	PwC	52,538	17,52%	3	BDO	15	15,00%
4	BDO	44,454	14,83%	4	Deloitte	12	12,00%
5	SNG Grant Thornton	14,383	4,80%	5	SNG Grant Thornton	7	7,00%
6	Valeo Capital	5,834	1,95%	6	Forvis Mazars	5	5,00%
7	Forvis Mazars	3,246	1,14%	7	Moore	5	5,00%
8	KPMG	1,946	0,65%	8	Kensington Capital	4	4,00%
9	Kensington Capital	1,807	0,82%	9	Valeo Capital	3	3,00%
10	Moore Infinity Advisory	1,711	0,57%	10	KPMG	2	2,00%
11	Tamela	1,372	0,46%	11	Moore Infinity Advisory	2	2,00%
12	CBS	580	0,19%	12	Tamela	2	2,00%
13	Niche M&A Advisory	487	0,16%	13	KBS	2	2,00%
14	PPK Octagon	479	0,23%	14	Standard Bank	1	1,32%
15	Moore	264	0,09%	15	Rothe iM& & Co	1	1,32%
16	Merchantec Capital	102	0,03%	16	Questco	1	1,32%
17	Exchange Sponsors	81	0,03%	17	Baker Tilly Greenwoods	1	1,32%
18	PSG Capital	65	0,02%	18	PPK Octagon	1	1,32%
				19	CBS	1	1,00%




Get in touch to discuss your next transaction



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