

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2016

RANKINGS BY TRANSACTION VALUE

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Standard Bank	3 375 549	46,71%
2	Deutsche Bank	3 218 083	44,53%
3	Java Capital	155 718	2,15%
4	Rand Merchant Bank	90 786	1,26%
5	Investec Bank	71 355	0,99%
6	Merrill Lynch	70 739	0,98%
7	Citigroup Global Markets	37 115	0,51%
	JPMorgan	37 115	0,51%
9	Barclays Africa	27 721	0,38%
10	PwC Corporate Finance	27 628	0,38%
11	Goldman Sachs	22 995	0,32%
12	Tamela	16 892	0,23%
13	PSG Capital	12 652	0,18%
14	Nedbank CIB	10 796	0,15%
15	Rothschild	7 901	0,11%
16	Questco	6 476	0,09%
17	Basis Points Capital	6 000	0,08%
18	Merchantec Capital	5 066	0,07%
19	Morgan Stanley	3 700	0,05%
20	KPMG	3 524	0,05%
21	Pallidus Capital	2 993	0,04%
22	Coast2Coast Capital	2 700	0,04%
23	Macquarie Capital South Africa	2 500	0,03%
24	BDO Corporate Finance	2 088	0,03%
25	Mettle Corporate Finance	2 045	0,03%
26	Leaf Capital	1 499	0,02%
27	UBS	1 414	0,02%
28	One Capital	726	0,01%
29	Grindrod Bank	680	0,01%
30	River Group	539	0,01%
31	Grant Thornton	513	0,01%
32	One Vision Capital	495	0,01%
33	Qinisele Resources	265	n/a
34	Effortless Corporate Finance	201	n/a
	Sasfin Capital	201	n/a
36	Bridge Capital	100	n/a
37	DEA-RU	62	n/a
38	Base Capital	47	n/a
39	Nodus Capital	8	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	49	21,21%	155 718
2	PSG Capital	29	12,55%	12 652
3	Investec Bank	27	11,69%	71 355
4	Rand Merchant Bank	17	7,36%	90 786
5	Standard Bank	15	6,49%	3 375 549
6	Barclays Africa	8	3,46%	27 721
	Questco	8	3,46%	6 476
8	Merrill Lynch	6	2,60%	70 739
	Tamela	6	2,60%	16 892
	River Group	6	2,60%	539
11	Nedbank CIB	5	2,16%	10 796
	BDO Corporate Finance	5	2,16%	2 088
13	Merchantec Capital	4	1,73%	5 066
	Leaf Capital	4	1,73%	1 499
15	Mettle Corporate Finance	3	1,30%	2 045
	One Capital	3	1,30%	726
	Grindrod Bank	3	1,30%	680
	Qinisele Resources	3	1,30%	265
19	Deutsche Bank	2	0,87%	3 218 083
	PwC Corporate Finance	2	0,87%	27 628
	Goldman Sachs	2	0,87%	22 995
	Rothschild	2	0,87%	7 901
	Morgan Stanley	2	0,87%	3 700
	Pallidus Capital	2	0,87%	2 993
	Coast2Coast Capital	2	0,87%	2 700
	UBS	2	0,87%	1 414
	Grant Thornton	2	0,87%	513
28	Citigroup Global Markets	1	0,43%	37 115
	JPMorgan	1	0,43%	37 115
	Basis Points Capital	1	0,43%	6 000
	KPMG	1	0,43%	3 524
	Macquarie Capital South Africa	1	0,43%	2 500
	One Vision Capital	1	0,43%	495
	Sasfin Capital	1	0,43%	201
	Effortless Corporate Finance	1	0,43%	201
	Bridge Capital	1	0,43%	100
	DEA-RU	1	0,43%	62
	Base Capital	1	0,43%	47
	Nodus Capital	1	0,43%	8

* Investment Advisers include Financial Advisers and others claiming this category



GENERAL CORPORATE FINANCE

RANKINGS BY TRANSACTION VALUE

SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	Standard Bank	3 376 819	47,16%
2	Deutsche Securities	3 228 085	45,08%
3	Investec Bank	184 046	2,57%
4	Java Capital	162 410	2,27%
5	PSG Capital	50 972	0,71%
6	Rand Merchant Bank	37 003	0,52%
7	Nedbank CIB	25 618	0,36%
8	Barclays Africa	19 882	0,28%
9	JPMorgan	16 881	0,24%
10	Merrill Lynch	15 674	0,22%
11	Merchantec Capital	15 212	0,21%
12	UBS	10 759	0,15%
13	One Capital	5 830	0,08%
14	Questco	3 337	0,05%
15	Pallidus Capital	2 993	0,04%
16	Bravura Capital	2 104	0,03%
17	Grindrod Bank	738	0,01%
18	Arbor Capital Sponsors	564	0,01%
19	River Group	539	0,01%
20	Sasfin Capital	413	0,01%
21	Bridge Capital	316	n/a
22	Deloitte	210	n/a
23	PwC Corporate Finance	141	n/a
24	KPMG	47	n/a
25	Exchange Sponsors	14	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	73	21,10%	162 410
2	PSG Capital	46	13,29%	50 972
3	Investec Bank	30	8,67%	184 046
4	Rand Merchant Bank	25	7,23%	37 003
5	Standard Bank	20	5,78%	3 376 819
6	Nedbank CIB	16	4,62%	25 618
7	Questco	15	4,34%	3 337
8	Deutsche Securities	14	4,05%	3 228 085
	Merchantec Capital	14	4,05%	15 212
10	One Capital	11	3,18%	5 830
	Sasfin Capital	11	3,18%	413
12	Bravura Capital	10	2,89%	2 104
	Arbor Capital Sponsors	10	2,89%	564
14	Merrill Lynch	7	2,02%	15 674
15	UBS	6	1,73%	10 759
	Grindrod Bank	6	1,73%	738
	River Group	6	1,73%	539
	Bridge Capital	6	1,73%	316
19	Barclays Africa	5	1,45%	19 882
20	Deloitte	4	1,16%	210
21	JPMorgan	3	0,87%	16 881
	PwC Corporate Finance	3	0,87%	141
23	Pallidus Capital	2	0,58%	2 993
	KPMG	2	0,58%	47
25	Exchange Sponsors	1	0,29%	14

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Webber Wentzel	3 171 450	81,56%
2	ENSafrica	287 713	7,40%
3	Cliffe Dekker Hofmeyr	150 686	3,88%
4	Werksmans	140 810	3,62%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Cliffe Dekker Hofmeyr	32	25,00%	150 686
2	Webber Wentzel	18	14,06%	3 171 450
3	ENSafrica	17	13,28%	287 713
	Bowmans	17	13,28%	47 365

RANKINGS BY TRANSACTION VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
5	Bowmans	47 365	1,22%
6	Saltzmanns	22 995	0,59%
7	Prinsloo, Tindle & Andropoulos	16 039	0,41%
8	DLA Piper (SA)	9 924	0,26%
9	Allen & Overy	7 977	0,21%
10	Beja	6 000	0,15%
11	Baker McKenzie	5 255	0,14%
12	Hogan Lovells (SA)	4 434	0,11%
13	Fasken Martineau	4 082	0,10%
14	Norton Rose Fulbright (SA)	3 762	0,10%
15	Tugendhaft Wapnick Banchetti	3 044	0,08%
16	VDMA	2 900	0,07%
17	Kern & Partners	784	0,02%
18	Glyn Marais	750	0,02%
19	Fluxmans	690	0,02%
20	MacRobert	525	0,01%
21	White & Case (SA)	497	0,01%
22	JR Reid	495	0,01%
23	Falcon and Hume	100	n/a
24	PwC Legal	39	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
5	Werksmans	7	5,47%	140 810
6	Allen & Overy	4	3,13%	7 977
	Baker McKenzie	4	3,13%	5 255
8	Prinsloo, Tindle & Andropoulos	3	2,34%	16 039
	Norton Rose Fulbright (SA)	3	2,34%	3 762
	Tugendhaft Wapnick Banchetti	3	2,34%	3 044
11	Saltzmanns	2	1,56%	22 995
	DLA Piper (SA)	2	1,56%	9 924
	Hogan Lovells (SA)	2	1,56%	4 434
	Fasken Martineau	2	1,56%	4 082
	Kern & Partners	2	1,56%	784
	White & Case (SA)	2	1,56%	497
17	Beja	1	0,78%	6 000
	VDMA	1	0,78%	2 900
	Glyn Marais	1	0,78%	750
	Fluxmans	1	0,78%	690
	MacRobert	1	0,78%	525
	JR Reid	1	0,78%	495
	Falcon and Hume	1	0,78%	100
	PwC Legal	1	0,78%	39

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	KPMG	207 612	48,69%
2	Deloitte	129 619	30,40%
3	EY	39 039	9,16%
4	PwC	38 781	9,09%
5	Grant Thornton	10 083	2,36%
6	BDO	526	0,12%
7	PKF (VG)	495	0,12%
8	Mazars	146	0,03%
9	Nexia SAB&T	123	0,03%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	PwC	16	30,77%	38 781
2	Deloitte	10	19,23%	129 619
3	KPMG	8	15,38%	207 612
4	Grant Thornton	7	13,46%	10 083
5	EY	5	9,62%	39 039
6	BDO	2	3,85%	526
	Mazars	2	3,85%	146
8	PKF (VG)	1	1,92%	495
	Nexia SAB&T	1	1,92%	123

