

DealMakers

2019

DIRECTORY



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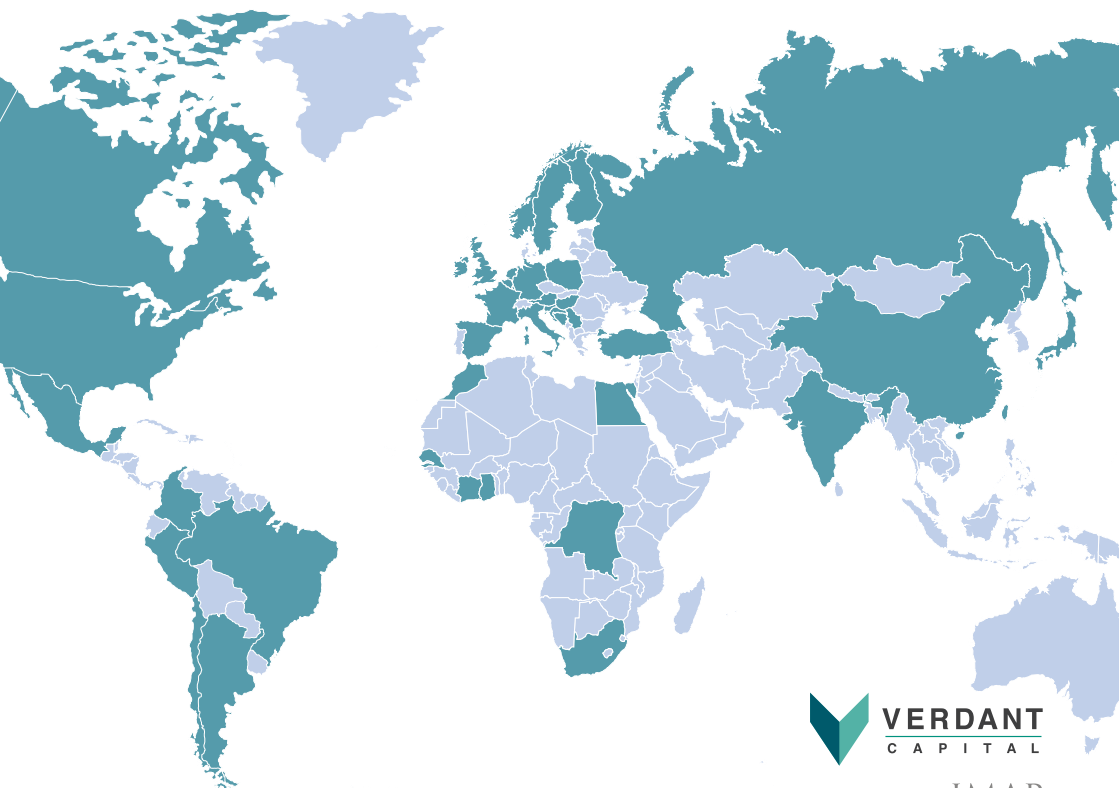
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A Quick Look

This is the ninth issue of the **DealMakers Annual Directory** of firms and departments within companies which specialise in the mergers and acquisitions arena.

DealMakers' magazine is South Africa's premier corporate finance publication. Produced quarterly, it reflects precisely all information about activity in the industry involving all local companies, and more specifically those listed on South Africa's Stock Exchanges. **DealMakers OnLine** delivers a web platform which encapsulates corporate finance activity in the country since 2000. It is updated weekly and is specifically designed to deliver the widest possible range of information to analysts and all those involved in dealmaking. Its facilities are fully available to subscribers.

This Directory is an important compendium of those companies providing essential services to the industry from the investment banks, to the corporate law firms, exchange sponsors and reporting accountants.

The enormity of the task at hand to set South Africa on the right path once again by repairing the moral and fiscal damage wreaked by a decade of policy uncertainty, corruption and scandal has been slow and understandably investors are worried about further credit rating downgrades and a shift to populist policies.

Not surprising then that 2018 M&A activity was down from the previous year by value and flow. Total number of deals announced was 517 valued at R610bn (2017: R637bn off 588 deals). However, of these, 11 failed (R29,7bn), half the number of failed deals in 2017.

The GCF tables were dominated by Old Mutual's Managed Separation; the unbundling to shareholders of Quilter and Nedbank and subsequent listings of Quilter and Old Mutual Ltd. Pipping Old Mutual's listing of R145bn to the post as top transaction, by value, was the restructuring by way of simplification of Mondi's exiting group structure from the current dual listed company to a single holding company structured under Mondi plc valued at R155,3bn.

I am certain the **DealMakers Directory** will find a place on every corporate finance firm's bookshelf and on the desks of many of the country's chief executives and their finance directors.

Marylou Greig, Editor, February 2019



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MERGERS & ACQUISITIONS

Mergers & Acquisitions Analysis 2018 (excludes unlisted M&A)

	2018			2017		
Deal Activity	No	*	Value (R)	No	*	Value (R)
Local Deals	440	(11)	272 581 913 359	475	(18)	380 454 736 249
Foreign Deals	77	(0)	337 673 451 902	73	(4)	257 187 763 396
Total	517	(11)	610 255 365 261	548	(22)	637 642 499 645

Deal Activity (excluding failed deals)	No		Value (R)	No		Value (R)
Local Deals	429		242 799 844 622	457		334 799 326 727
Foreign Deals	77		337 673 451 902	69		136 258 563 396
Total	506		580 473 296 524	526		471 057 890 123

BEE and Private Equity Activity 2018 (includes listed and unlisted M&A)

	2018			2017		
BEE Activity	No	*	Value (R)	No	*	Value (R)
Listed M&A	27	(0)	38 225 113 088	26	(1)	55 841 499 698
Unlisted M&A	21	(0)	6 446 709 327	27	(0)	215 855 146
Total	48	(0)	44 671 822 415	53	(1)	56 057 354 844

	2018			2017		
PE Activity	No	*	Value (R)	No	*	Value (R)
Listed M&A	38	(1)	18 666 971 134	27	(1)	12 667 605 761
Unlisted M&A	35	(1)	5 890 007 569	50	(0)	4 040 335 994
Total	73	(2)	24 556 978 703	77	(1)	16 707 941 755

* No of failed deals



ANALYSIS 2014 - 2018

	2016			2015			2014		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	419	(25)	449 382 337 138	450	(22)	1 881 831 983 142	487	(24)	308 154 377 843
	84	(2)	1 069 625 664 272	45	(0)	86 910 726 901	42	(1)	194 898 964 723
	503	(27)	1 519 008 001 410	495	(22)	1 968 742 710 043	529	(25)	503 053 342 566

	No	Value (R)	No	Value (R)	No	Value (R)
	394	439 180 149 860	428	1 862 948 514 774	463	293 651 259 909
	82	1 066 925 664 272	45	86 910 726 901	41	194 630 355 223
	476	1 506 105 814 132	473	1 949 859 241 675	504	488 281 615 132

	2016			2015			2014		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	17	(3)	18 367 049 632	18	(5)	6 099 001 363	20	(0)	15 276 409 775
	19	(0)	868 818 777	8	(0)	1 325 000 000	7	(0)	13 500 000 000
	36	(3)	19 235 868 409	26	(5)	7 424 001 363	27	(0)	28 776 409 775

	2016			2015			2014		
	No	*	Value (R)	No	*	Value (R)	No	*	Value (R)
	17	(2)	11 819 178 897	10	(1)	11 172 043 650	7	(0)	3 504 498 000
	54	(0)	36 934 082 137	26	(0)	5 489 561 236	33	(0)	2 525 963 415
	71	(2)	48 753 261 034	36	(1)	16 661 604 886	40	(0)	6 030 461 415



TOP DEALMAKERS AND DEALS DOWN THE YEARS

2000	By Deal Value By Deal Flow Deal of the Year	Credit Suisse First Boston (R28,51bn) Investec and Brait Advisory Services (35 deals each)
2001	By Deal Value By Deal Flow Deal of the Year	UBS Warburg (R162,19bn) Investec and Nedcor Investment Bank (32 deals each) Anglo American, Central Holdings and Debswana buy-out of De Beers
2002	By Deal Value By Deal Flow Deal of the Year	BoE Merchant Bank (R21,03bn) Corpcapital Corporate Finance (41 deals) Nedcor takeover of BoE
2003	By Deal Value By Deal Flow Deal of the Year	JPMorgan (R35,28bn) Investec Corporate Finance (82 deals) Harmony / ARM / Avmin deal
2004	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R43,78bn) Java Capital (74 deals) Creation of Incwala
2005	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R55,34bn) Investec Bank (94 deals) Barclays' takeover of Absa
2006	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R75,15bn) Investec Bank (88 deals) Netcare's part acquisition of General Healthcare Group
2007	By Deal Value By Deal Flow Deal of the Year	Standard Bank (R109,03bn) Investec Bank (63 deals) Anglo Platinum's BEE deal
2008	By Deal Value By Deal Flow Deal of the Year	Rand Merchant Bank (R90,19bn) Investec Bank (43 deals) Remgro and Richemont Securities Restructuring
2009	By Deal Value By Deal Flow Deal of the Year	Goldman Sachs (R259,27bn) Investec Bank (30 deals) SA Breweries' Employee Economic Empowerment deal

DealMakers®

2001 - 2018

2010 By Deal Value Rand Merchant Bank (R88,74bn)
By Deal Flow Investec Bank (24 deals)
Deal of the Year Acquisition by Walmart of a 51% stake in Massmart

2011 By Deal Value Standard Bank (R45,73bn)
By Deal Flow Investec Bank (34 deals)
Deal of the Year Acquisition of Metorex by Jinchuan

2012 By Deal Value Rand Merchant Bank (R41,51bn)
By Deal Flow Rand Merchant Bank (33 deals)
Deal of the Year Barclays Africa

2013 By Deal Value Rand Merchant Bank (R31,29bn)
By Deal Flow Nedbank Capital (52 deals)
Deal of the Year Bidvest's acquisition of Adcock Ingram

2014 By Deal Value Investec Bank (R102,48bn)
By Deal Flow Investec Bank (56 deals)
Deal of the Year Woolworths' acquisition of David Jones

2015 By Deal Value Standard Bank (R1,57trn)
By Deal Flow Investec Bank (35 deals)
Deal of the Year Acquisition by Anheuser-Busch InBev of SABMiller

2016 By Deal Value Java Capital (R119,95bn)
By Deal Flow PSG Capital (37 deals)
Deal of the Year Sibanye Gold's acquisition of Stillwater Mining

2017 By Deal Value Rand Merchant Bank (R75,73bn)
By Deal Flow Investec Bank (24 deals)
Deal of the Year Vodacom / Safaricom

2018 By Deal Value Rothschild (R33,82bn)
By Deal Flow PSG Capital (23 deals)
Deal of the Year Old Mutual's Managed Separation

MERGERS & ACQUISITIONS

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES Top DealMakers Ranked by Value of Deals & by Deal Flow

INVESTMENT ADVISERS * 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rothschild	33 816	13,02%
2	Rand Merchant Bank	33 031	12,72%
3	BDO Corporate Finance	28 702	11,05%
4	Absa	21 057	8,11%
5	Investec Bank	21 030	8,10%
6	EY	18 078	6,96%
7	Standard Bank	15 021	5,78%
8	Deloitte	9 290	3,58%
9	Java Capital	8 058	3,10%
10	Nedbank CIB	8 055	3,10%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PSG Capital	23	11,86%	5 512
2	Nedbank CIB	21	10,82%	8 055
3	Rand Merchant Bank	15	7,73%	33 000
	Investec Bank	15	7,73%	21 030
5	BDO Corporate Finance	13	6,70%	28 702
6	Standard Bank	12	6,19%	15 021
7	Java Capital	11	5,67%	8 058
8	Questco	10	5,15%	6 192
9	River Group	6	3,09%	90
10	PwC Corporate Finance	5	2,58%	3 219

INVESTMENT ADVISERS * 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Rand Merchant Bank	75 725	15,25%
2	Deutsche Bank	63 856	12,86%
3	Deloitte	59 072	11,90%
4	Rothschild	51 306	10,33%
5	UBS	45 843	9,23%
6	Goldman Sachs	34 600	6,97%
7	Investec Bank	26 011	5,24%
8	Java Capital	20 055	4,04%
9	Standard Bank	19 658	3,96%
10	KPMG	15 825	3,19%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	24	11,27%	26 011
2	PSG Capital	20	9,39%	5 317
3	Rand Merchant Bank	16	7,51%	75 725
	Java Capital	16	7,51%	20 055
5	BDO Corporate Finance	15	7,04%	7 788
6	Nedbank CIB	10	4,69%	1 596
7	Standard Bank	9	4,23%	19 658
	Questco	9	4,23%	1 939
9	Rothschild	7	3,29%	51 306
	Sasfin Capital	7	3,29%	2 007

* Investment Advisers incorporate Financial Advisers and others claiming this category



MERGERS & ACQUISITIONS

INVESTMENT ADVISERS * 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Java Capital	119 952	15,54%
2	JPMorgan	81 300	10,53%
3	Rothschild	60 978	7,90%
4	Deutsche Bank	53 202	6,89%
5	Macquarie Capital	46 193	5,98%
	Morgan Stanley	46 193	5,98%
7	Rand Merchant Bank	34 722	4,50%
8	Citigroup Global Markets	33 805	4,38%
9	Merrill Lynch	30 140	3,90%
	Qinisele Resources	30 140	3,90%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PSG Capital	37	14,98%	19 869
2	Java Capital	25	10,12%	119 952
	Investec Bank	25	10,12%	27 882
4	Rand Merchant Bank	17	6,88%	34 722
5	BDO Corporate Finance	12	4,86%	4 828
6	Standard Bank	10	4,05%	30 000
	Questco	10	4,05%	8 022
	Merchantec Capital	10	4,05%	7 408
9	Nedbank CIB	7	2,83%	16 450
10	Rothschild	6	2,43%	60 978
	KPMG	6	2,43%	21 613
	Mazars	6	2,43%	13 538
	Grindrod Bank	6	2,43%	2 533

INVESTMENT ADVISERS * 2015

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Standard Bank	1 574 226	23,44%
2	Goldman Sachs International	1 567 892	23,34%
3	Deutsche Bank	1 533 005	22,82%
4	JPMorgan	1 531 655	22,80%
5	Rand Merchant Bank	132 988	1,98%
6	Java Capital	54 917	0,82%
7	Morgan Stanley	51 437	0,77%
8	Investec Bank	41 173	0,61%
9	Rothschild	33 337	0,50%
10	EY	32 609	0,49%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	35	14,00%	41 173
2	Java Capital	27	10,80%	54 917
3	Rand Merchant Bank	26	10,40%	132 988
4	PSG Capital	19	7,60%	10 035
5	Standard Bank	14	5,60%	1 574 226
6	BDO Corporate Finance	12	4,80%	2 296
7	Cadiz Corporate Solutions	11	4,40%	2 094
8	Mazars	8	3,20%	30 493
9	Grindrod Bank	6	2,40%	525
	River Group	6	2,40%	519
	Merchantec Capital	6	2,40%	255

* Investment Advisers incorporate Financial Advisers and others claiming this category

MERGERS & ACQUISITIONS

SPONSORS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	169 776	28,17%
2	Absa	94 924	15,75%
3	Rand Merchant Bank	82 414	13,67%
4	Investec Bank	72 675	12,06%
5	Java Capital	44 559	7,39%
6	Deutsche Securities	24 821	4,12%
7	Nedbank CIB	18 389	3,05%
8	JPMorgan	18 000	2,99%
9	Merrill Lynch	16 528	2,74%
10	PSG Capital	15 967	2,65%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	48	14,37%	44 559
2	Investec Bank	39	11,68%	72 675
	PSG Capital	39	11,68%	15 967
4	Rand Merchant Bank	34	10,18%	82 383
5	Nedbank CIB	25	7,49%	18 389
6	Arbor Capital Sponsors	23	6,89%	2 085
7	Questco	21	6,29%	9 608
8	Merchantec Capital	12	3,59%	2 699
9	Deloitte	11	3,29%	2 487
10	UBS	8	2,40%	169 776
	Merrill Lynch	8	2,40%	16 528
	Sasfin Capital	8	2,40%	1 228

SPONSORS 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Java Capital	141 314	19,93%
2	Deutsche Securities	109 074	15,38%
3	Merrill Lynch	98 903	13,95%
4	Barclays Africa	98 387	13,87%
5	Rand Merchant Bank	78 324	11,05%
6	Nedbank CIB	51 380	7,25%
7	Investec Bank	46 427	6,55%
8	UBS	25 206	3,55%
9	PSG Capital	13 782	1,94%
10	JPMorgan	11 304	1,59%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	64	16,08%	141 314
2	Investec Bank	59	14,82%	46 427
3	PSG Capital	44	11,06%	13 782
4	Rand Merchant Bank	29	7,29%	78 324
5	Deutsche Securities	18	4,52%	109 074
	Nedbank CIB	18	4,52%	51 380
7	Sasfin Capital	16	4,02%	4 287
8	Standard Bank	15	3,77%	10 565
	Deloitte	15	3,77%	4 537
	Arbor Capital Sponsors	15	3,77%	556



MERGERS & ACQUISITIONS

SPONSORS 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	UBS	693 821	40,37%
2	Deutsche Securities	253 043	14,72%
3	Java Capital	157 193	9,15%
4	JPMorgan	112 726	6,56%
5	Nedbank CIB	111 084	6,46%
6	Investec Bank	99 911	5,81%
7	Barclays Africa	80 611	4,69%
8	PSG Capital	68 397	3,98%
9	Rand Merchant Bank	64 301	3,74%
10	Merrill Lynch	26 720	1,55%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Java Capital	64	16,12%	157 193
2	PSG Capital	53	13,35%	68 397
3	Investec Bank	41	10,33%	99 911
4	Rand Merchant Bank	40	10,08%	64 301
5	Deutsche Securities	30	7,56%	253 043
6	Nedbank CIB	22	5,54%	111 084
7	Standard Bank	18	4,53%	21 364
8	Merchantec Capital	17	4,28%	6 826
9	JPMorgan	14	3,53%	112 726
10	Questco	12	3,02%	2 891

SPONSORS 2015

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	JPMorgan	1 543 580	77,80%
2	Rand Merchant Bank	127 436	6,42%
3	Java Capital	76 921	3,88%
4	Investec Bank	75 062	3,78%
5	UBS	60 358	3,04%
6	Deutsche Securities	20 040	1,01%
7	PSG Capital	15 489	0,78%
8	Sasfin Capital	11 802	0,59%
9	Merrill Lynch	10 558	0,53%
10	One Capital	10 535	0,53%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Investec Bank	64	16,89%	75 062
2	Rand Merchant Bank	50	13,19%	127 436
3	Java Capital	48	12,66%	76 921
4	PSG Capital	31	8,18%	15 489
5	Merchantec Capital	17	4,49%	1 255
6	UBS	15	3,96%	60 358
7	Cadiz Corporate Solutions	13	3,43%	2 260
	Grindrod Bank	13	3,43%	925
9	Sasfin Capital	12	3,17%	11 802
10	Nedbank CIB	11	2,90%	7 355



MERGERS & ACQUISITIONS

LEGAL ADVISERS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Cliffe Dekker Hofmeyr	54 879	25,61%
2	Webber Wentzel	31 735	14,81%
3	Bowmans	27 041	12,62%
4	ENSafrica	25 779	12,03%
5	Werksmans	16 241	7,58%
6	Vani Chetty Competition Law	10 288	4,80%
7	Glyn Marais	8 058	3,76%
8	Baker McKenzie	5 102	2,38%
9	Dentons	3 471	1,62%
	Poswa	3 471	1,62%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	69	24,21%	54 848
2	Webber Wentzel	46	16,14%	31 735
3	ENSafrica	40	14,04%	25 748
4	Bowmans	20	7,02%	27 041
5	Vani Chetty Competition Law	17	5,96%	10 288
6	Saltzman Attorneys	12	4,21%	448
7	Baker McKenzie	11	3,86%	5 102
8	Werksmans	10	3,51%	16 241
9	White & Case (South Africa)	8	2,81%	1 649
10	Allen & Overy (South Africa)	3	1,05%	3 302
	Nortons	3	1,05%	2 057
	DLA Piper	3	1,05%	1 800
	Falcon & Hume	3	1,05%	1 435
	Norton Rose Fulbright (South Africa)	3	1,05%	954
	Eversheds Sutherland	3	1,05%	126
	Tabacks	3	1,05%	106

LEGAL ADVISERS 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	216 296	32,22%
2	Cliffe Dekker Hofmeyr	119 576	17,81%
3	ENSafrica	107 848	16,07%
4	Werksmans	88 707	13,21%
5	Bowmans	26 107	3,89%
6	Fasken Martineau	21 118	3,15%
7	Poswa	21 000	3,13%
8	DLA Piper South Africa	20 829	3,10%
9	Norton Rose Fulbright (South Africa)	14 138	2,11%
10	Baker McKenzie	13 967	2,08%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	82	25,15%	119 576
2	Webber Wentzel	69	21,17%	216 296
3	ENSafrica	44	13,50%	107 848
4	Bowmans	29	8,90%	26 107
5	Werksmans	28	8,59%	88 707
6	Baker McKenzie	21	6,44%	13 967
7	Fasken Martineau	6	1,84%	21 118
8	Tabacks	4	1,23%	4 530
	Hogan Lovells (South Africa)	4	1,23%	750
	Bernadt Vukic Potash & Getz	4	1,23%	747
	Fluxmans	4	1,23%	545
	PwC Legal	4	1,23%	422



MERGERS & ACQUISITIONS

LEGAL ADVISERS 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	195 443	32,95%
2	Cliffe Dekker Hofmeyr	149 302	25,17%
3	ENSafrica	70 067	11,81%
4	Bowmans	64 143	10,81%
5	Werksmans	22 394	3,77%
6	Allen & Overy	18 835	3,17%
7	Baker McKenzie	18 302	3,09%
8	Prinsloo, Tindle & Andropoulos	13 609	2,29%
9	Beja	9 900	1,67%
10	Hogan Lovells (SA)	4 432	0,75%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	77	26,28%	149 302
2	Webber Wentzel	47	16,04%	195 443
3	ENSafrica	43	14,68%	70 067
4	Bowmans	31	10,58%	64 143
5	Werksmans	29	9,90%	22 394
6	Baker McKenzie	15	5,12%	18 302
7	Hogan Lovells (SA)	6	2,05%	4 432
	Norton Rose Fulbright (SA)	6	2,05%	3 103
9	Bernadt Vukic Potash & Getz	4	1,37%	1 704
	MacRobert	4	1,37%	348

LEGAL ADVISERS 2015

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	Webber Wentzel	1 598 627	31,91%
2	ENSafrica	1 596 638	31,87%
3	Bowman Gilfillan	1 557 883	31,10%
4	Cliffe Dekker Hofmeyr	177 949	3,55%
5	Baker & McKenzie	17 317	0,35%
6	Fluxmans	11 690	0,23%
7	Read Hope Phillips	10 729	0,21%
8	Java Capital	10 357	0,21%
9	Werksmans	7 075	0,14%
10	Norton Rose Fulbright	6 559	0,13%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Cliffe Dekker Hofmeyr	79	25,57%	177 949
2	ENSafrica	53	17,15%	1 596 638
3	Webber Wentzel	51	16,50%	1 598 627
4	Werksmans	28	9,06%	7 075
5	Baker & McKenzie	18	5,83%	17 317
6	Bowman Gilfillan	17	5,50%	1 557 883
7	Norton Rose Fulbright	13	4,21%	6 559
8	Fluxmans	7	2,27%	11 690
9	Tugendhaft Wapnick Banchetti	6	1,95%	630
10	Glyn Marais	4	1,30%	2 395

MERGERS & ACQUISITIONS

REPORTING ACCOUNTANTS 2018

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	EY	27 200	39,81%
2	PwC	25 658	37,55%
3	Deloitte	7 719	11,30%
4	KPMG	3 370	4,93%
5	Mazars	2 524	3,69%
6	BDO	1 838	2,69%
7	AL Visser	17	0,02%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PwC	11	30,56%	25 658
2	EY	8	22,22%	27 200
3	Deloitte	6	16,67%	7 719
4	KPMG	4	11,11%	3 370
	Mazars	4	11,11%	2 524
6	BDO	2	5,56%	1 838
7	AL Visser	1	2,78%	17

REPORTING ACCOUNTANTS 2017

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	PwC	104 510	75,04%
2	Deloitte	12 137	8,72%
3	KPMG	8 827	6,34%
4	Grant Thornton	7 391	5,31%
5	EY	4 948	3,55%
6	Nexia SAB&T	748	0,54%
7	BDO	477	0,34%
8	Mazars	225	0,16%
9	Middel & Partners Centurion Partnership	undisclosed	n/a

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	PwC	17	32,08%	104 510
2	Grant Thornton	9	16,98%	7 391
3	KPMG	7	13,21%	8 827
4	Deloitte	6	11,32%	12 137
5	EY	5	9,43%	4 948
6	BDO	4	7,55%	477
7	Mazars	3	5,66%	225
8	Nexia SAB&T	1	1,89%	748
	Middel & Partners Centurion Partnership	1	1,89%	undisclosed



MERGERS & ACQUISITIONS

REPORTING ACCOUNTANTS 2016

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	KPMG	42 433	29,06%
2	PwC	34 173	23,40%
3	Deloitte	24 728	16,93%
4	Grant Thornton	15 581	10,67%
5	SizweNtsalubaGobodo	14 835	10,16%
6	EY	11 694	8,01%
7	Mazars	1 649	1,13%
8	BDO	467	0,32%
9	Moore Stephens	418	0,29%
10	CMA	48	0,03%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	Deloitte	15	22,73%	24 728
2	PwC	13	19,70%	34 173
3	Grant Thornton	12	18,18%	15 581
4	KPMG	9	13,64%	42 433
5	EY	6	9,09%	11 694
6	SizweNtsalubaGobodo	3	4,55%	14 835
	Mazars	3	4,55%	1 649
8	BDO	2	3,03%	467
9	Moore Stephens	1	1,52%	418
	CMA	1	1,52%	48
	Baker Tilly Greenwoods	1	1,52%	8

REPORTING ACCOUNTANTS 2015

RANKINGS BY DEAL VALUE			
Rank	Company	Deal Values R'm	Market Share
1	KPMG	65 127	38,58%
2	PwC	45 678	27,06%
3	Deloitte	40 368	23,91%
4	EY	9 305	5,51%
5	BDO	4 734	2,80%
6	Grant Thornton	2 020	1,20%
7	SizweNtsalubaGobodo	645	0,38%
8	Nexia Sab&T	560	0,33%
9	RSM Betty & Dickson	370	0,22%

RANKINGS BY DEAL FLOW (ACTIVITY)				
Rank	Company	No of Deals	Market Share	Deal Values R'm
1	KPMG	13	27,66%	65 127
2	Deloitte	7	14,89%	40 368
3	BDO	6	12,77%	4 734
	Grant Thornton	6	12,77%	2 020
5	PwC	5	10,64%	45 678
	EY	5	10,64%	9 305
7	SizweNtsalubaGobodo	2	4,26%	645
	RSM Betty & Dickson	2	4,26%	370
9	Nexia Sab&T	1	2,13%	560



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Risk aversion suffocates sub-saharan africa deal flow

The pace of deal flow and cross-border Mergers and Acquisition (M&A) activity in sub-Saharan Africa declined in 2018 when compared to the previous year mainly as a result of economic, political and regulatory uncertainty according to Co-Head Banking at Absa Corporate and Investment Bank, Hasnen Varawalla.

Varawalla says currency volatility and regulatory delays have also contributed to a slowdown in deal activity. Other factors include a growing "risk off" sentiment adopted by international investors who have been reducing their exposure to emerging markets, particularly across the past three years.

"We have noticed a slowdown in deal activity in sub-Saharan Africa especially when compared to the last few years," he says.

In Nigeria and South Africa, the region's largest and second largest economies respectively, general elections scheduled for 2019 could further shape investor views as they wait tentatively for the overall outcomes as well as the resultant impact of any proposed economic policy changes which may follow.

The second half of 2018 was particularly challenging as the market grew to appreciate the gravity of these risks. He cites Dealogic M&A data which indicates a 47% decline in Sub-Saharan Africa M&A volumes between H1 and H2 (deal value declined 72% over the same period). Despite accounting for little over 1% of the nearly \$3tr global M&A market, Sub-Saharan Africa remains a fast growing contributor to overall growth.

He points to South Africa as an example highlighting the government's plans to attract investment worth US\$100 billion over five years, which is being impacted by slow economic growth and a volatile Rand. Although depreciation of the Rand may have made assets cheaper in hard currency terms, investors were still concerned about its volatility.

"We anticipate this uncertainty will continue perhaps until after the elections, just as in Nigeria where there has also been currency volatility and uncertainty ahead of elections this year," says Varawalla.

Despite the slowdown, there are some countries that are showing promise resulting from positive economic reforms either promised or implemented, with the intent to attract investment and boost economic growth, he says. He lists Ethiopia, Ghana and Kenya as standout examples of countries that are attracting investor interest as a result.

Varawalla is optimistic as he touches on Ethiopia, where the government recently announced plans to invite foreign investment in sectors such as telecommunications, infrastructure, aviation and financial services. "Ethiopia has been a relatively closed economy until now and it is early days yet although there is potential," he says.



Hasnen Varawalla Co-Head of Banking at Absa CIB

Emphasising the growth prospects of sub-Saharan Africa as a whole, Varawalla says: "There is potential given the growing population which, over time, will create a middle class providing a market for goods and services. The region also has some countries with some of the world's fastest growing economies, albeit off a low base."

Varawalla further emphasised the need to view African economies holistically in framing their decisions – rather than individually. "Therefore, you see that investors tend to look at regional clusters as one market; for example, the East or West Africa regions," he says.

Varawalla echoes growing concerns around an uncertain regulatory environment and cites delays in approvals as an increasingly steep hurdle in concluding deals. In some instances, the rules are unclear simply because there is no precedent for regulators to rely on to make a decision.

"Investors want regulations which are consistently applied and are clear, simple and transparent. For example, an investor wants to know if they invest, they will be able to exit the business with limited complications and they will be able to repatriate profits with ease," Varawalla says.

He ranks South Africa among the best places in Africa with respect to the overall ease of doing business, and in particular, its supportive regulatory environment which includes access to a liquid and world class capital market.

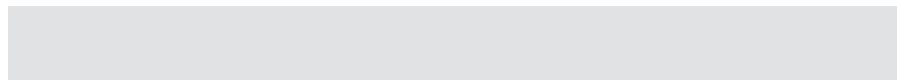
Varawalla reiterates Absa will use its on-the-ground presence in Africa, where it operates in 10 markets, to guide clients in navigating complex regulatory environments and leverage its vast transaction experience in providing expert deal structuring solutions.

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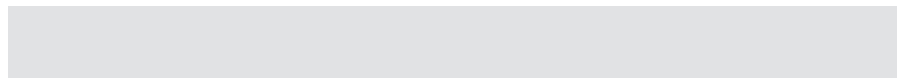
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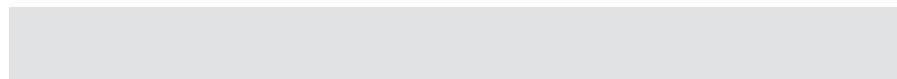
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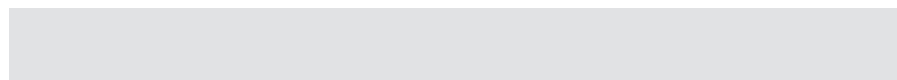
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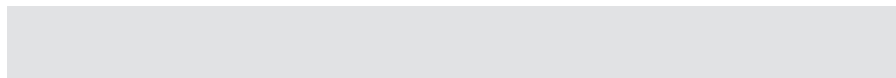
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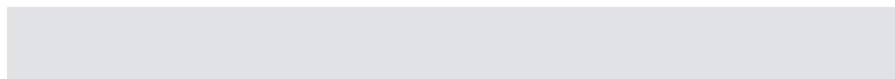
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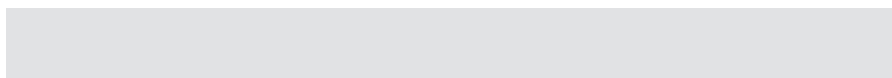
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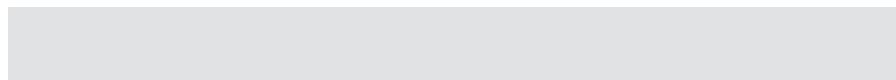
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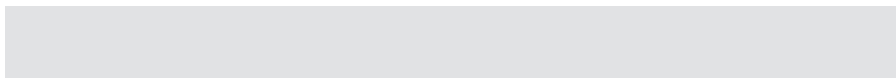
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Clients include corporates, multinationals and state-owned enterprises across a range of industry sectors as well as financial institutions and governments.

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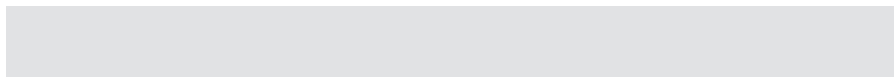
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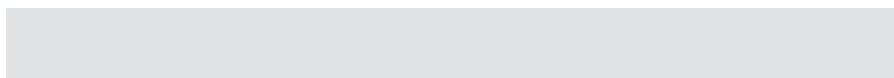
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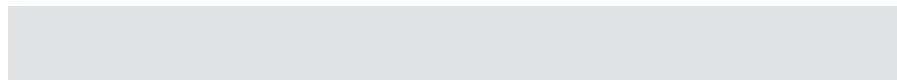
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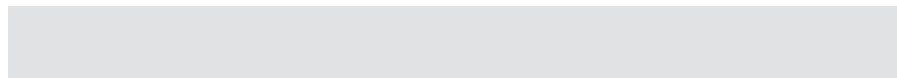
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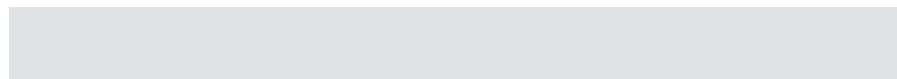
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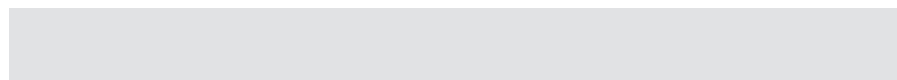
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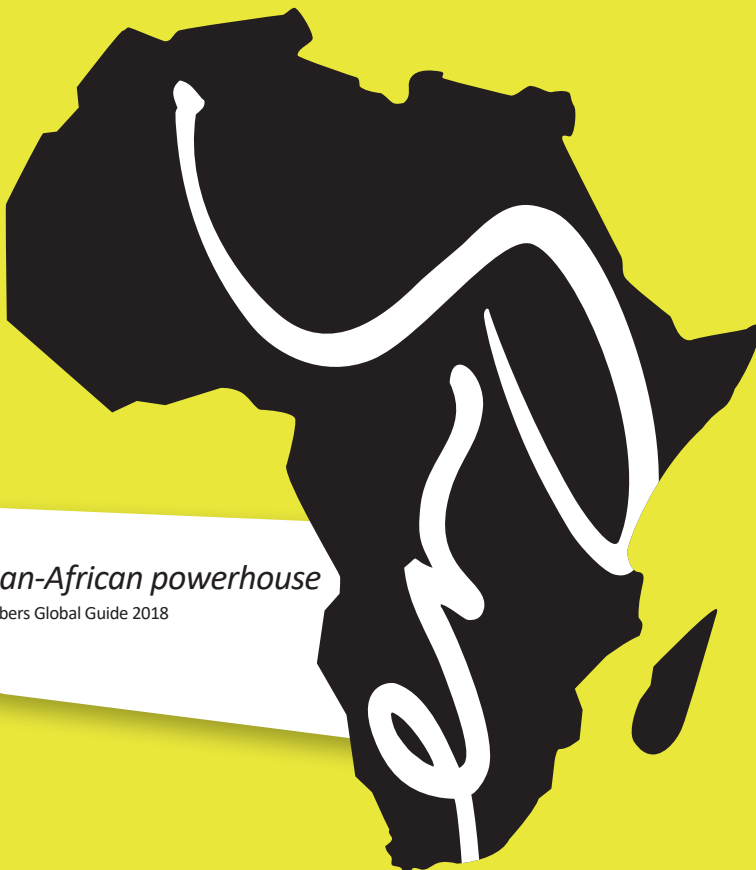
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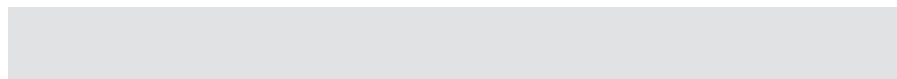
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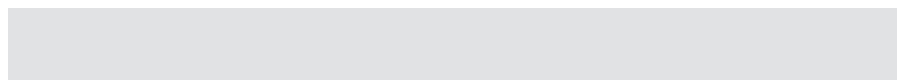
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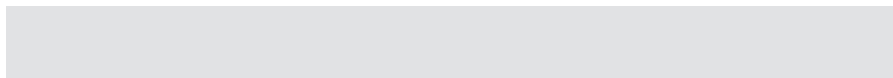
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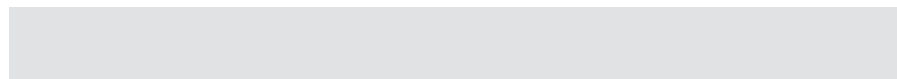
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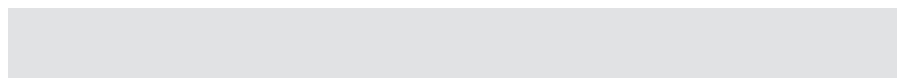
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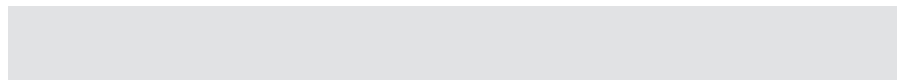
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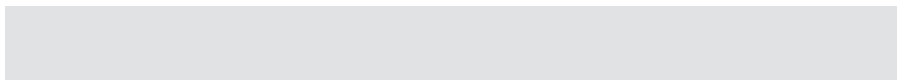
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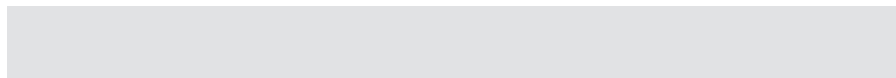
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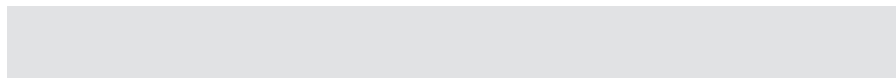
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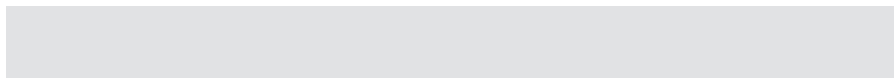
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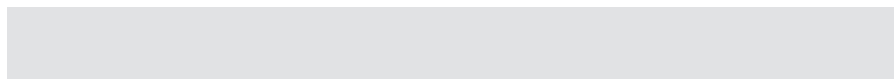
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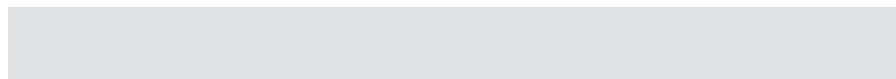
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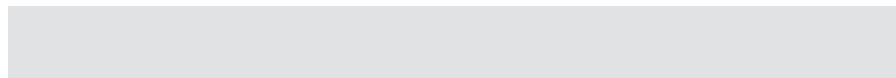
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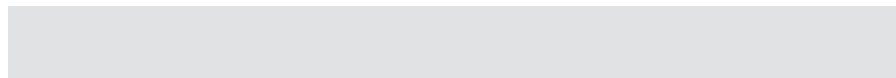
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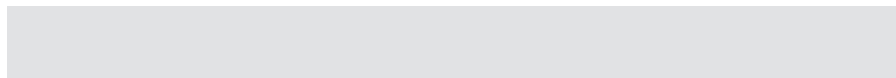
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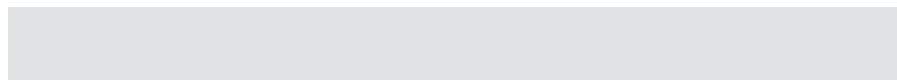
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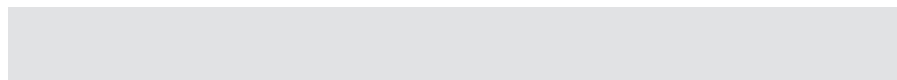
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2nd Quarter 2019 M&A Rankings plus all Corporate Finance Transactions
Q2 release date: mid Aug 2019

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Recognised as a leader in its field, Nedbank Corporate and Investment Banking is a cluster of specialist investment banking teams operating within Nedbank Group. It provides seamless, specialist advice, debt and equity raising and execution, and trading capabilities to clients in all major South African business sectors. Clients include the top 200 domestic corporates, parastatals, financial institutions, multinational corporates as well as major infrastructure and mining projects in Africa. It is based at the Group's head office in Sandton, Johannesburg, with large operational centres in Durban and Cape Town, as well as offices in London, Namibia, Angola and Kenya.

Nedbank CIB's Corporate Finance team comprises skilled professionals from diverse backgrounds, including accounting, law, engineering, consulting, and research. The team provides innovative advisory services for mergers and acquisitions, BEE transactions, capital raising (equity and debt), valuations, listings and delistings, corporate restructurings, and privatisations.

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Activities include:

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- advising on capital raisings by way of rights offers, public offers, private placements and preferential share offers;
- advising corporates on Black Economic Empowerment structures;
- advising on mergers and acquisitions;
- advising on corporate restructurings through minority buyouts, management buyouts, unbundling or further acquisitions;
- advising governments on privatisations; and
- acting as a corporate sponsor to listed institutions.



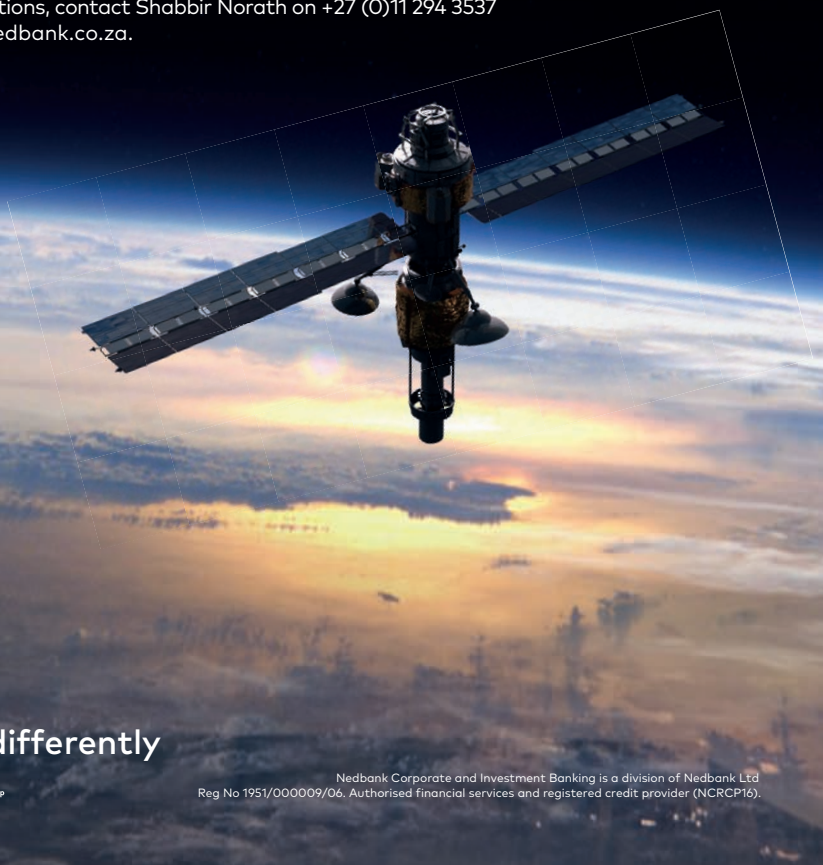
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At Nedbank Corporate and Investment Banking we strive to look further than what's in front of us. Beyond the next dollar, the next deadline, the next deal. It's by seeing the bigger picture that we are able to unlock solutions for our clients that do not just create long-term growth for their businesses, but also make a positive impact on the world.

To partner with a corporate finance team that truly understands your business aspirations, contact Shabbir Norath on +27 (0)11 294 3537 or at ShabbirN@Nedbank.co.za.

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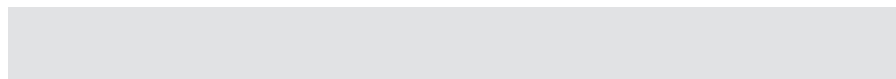
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Nodus is an independent investment banking firm, specialising in buy-outs, mergers, acquisitions and private equity.

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Norton Rose Fulbright is a global law firm providing the world's preeminent corporations and financial institutions with a full business law service. Our mergers and acquisitions team in South Africa regularly advise on high profile domestic and pan-African transactions including sales of shares, joint ventures and BEE transactions. Africa's growth trends are aligned to our key sector strengths including financial institutions; energy; infrastructure, mining and commodities; transport; technology and innovation; and life sciences and healthcare.

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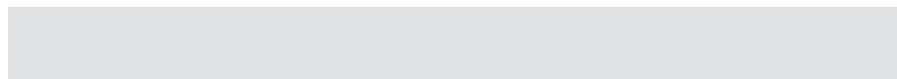
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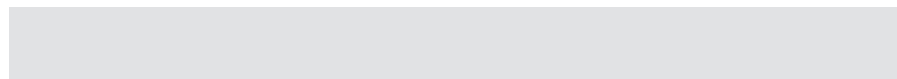
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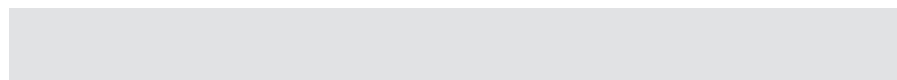
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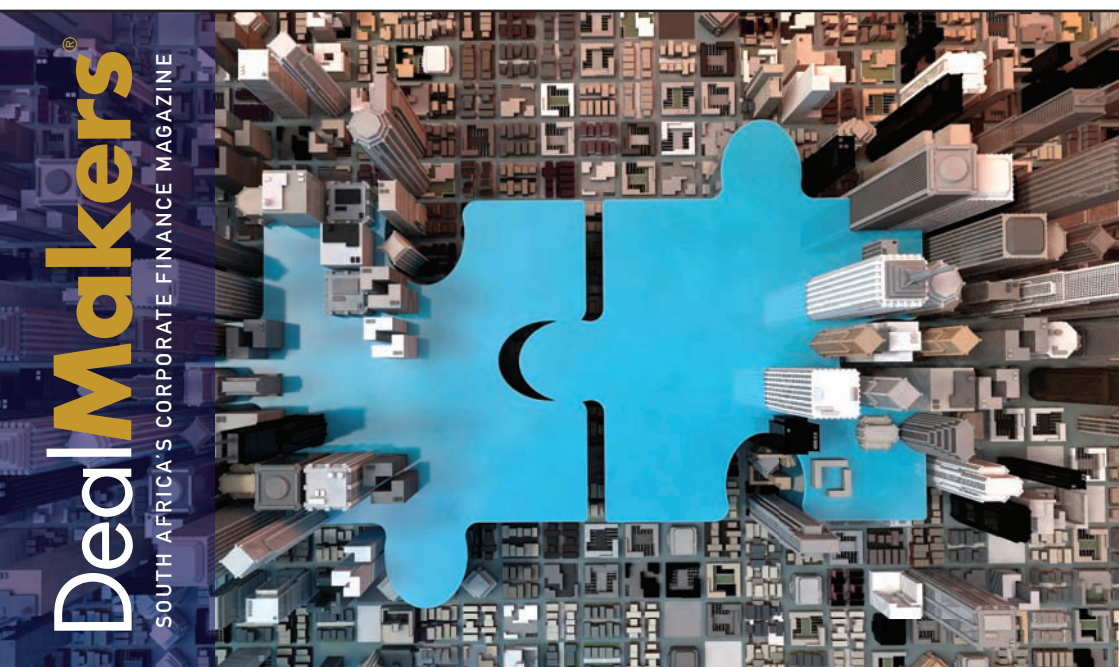
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Our advisory services include mergers and acquisitions, equity advisory, debt advisory including the arranging of bonds, BEE advisory, private equity, management buy-outs and buy-ins, leverage buyouts, regulatory advisory, corporate recovery and restructuring, property and strategic advice. PSG Capital is an approved sponsor of companies listed on the JSE main board and as a designated advisor to companies listed on the JSE AltX as well as an approved debt sponsor of the JSE interest rate market.

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Qinisele Resources is an independent, relationship led, corporate advisory boutique. We specialise in offering independent thinking and corporate finance advice to the resources sector.

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It is our belief that great minds don't always have to think alike, that sets us apart.

As the Corporate and Investment banking arm of FirstRand Bank Limited (which is wholly-owned by FirstRand Limited) RMB has access to a network of retail banks in 25 African countries, including representative offices and branches in the UK, India, China and the Middle East.

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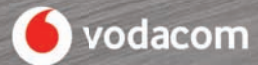
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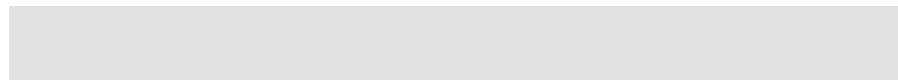
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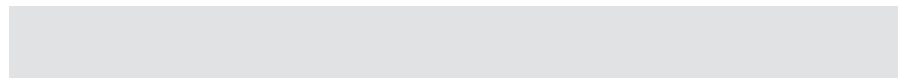
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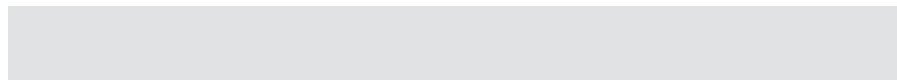
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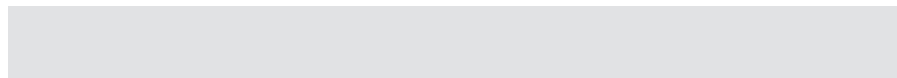
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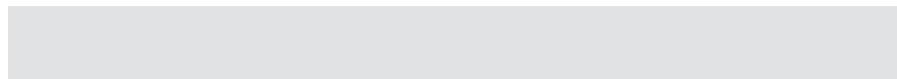
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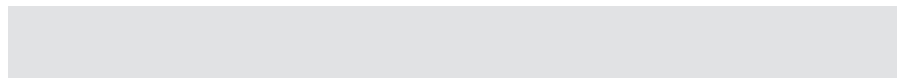
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The Standard Bank Corporate Finance team partners with its clients to deliver real value in driving their business ambitions in, into and from Africa.

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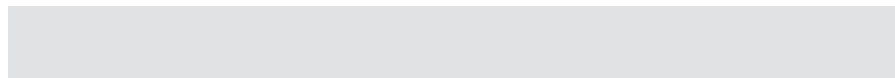
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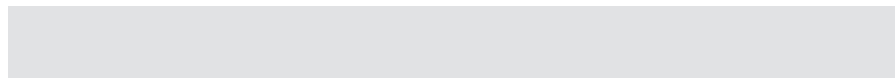
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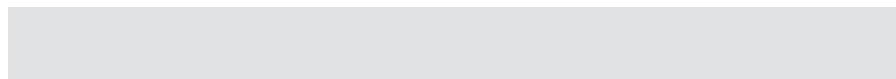
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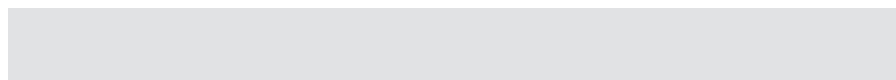
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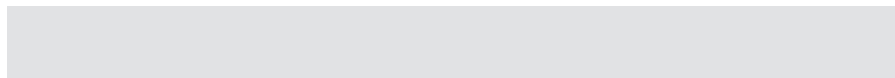
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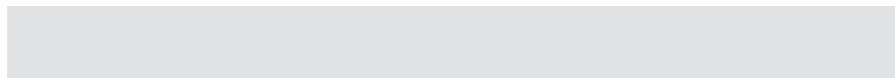
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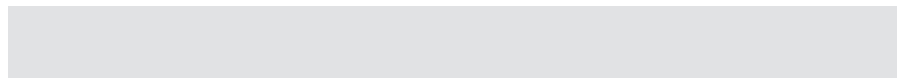
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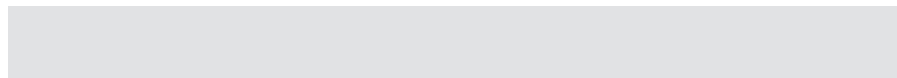
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Vani Chetty launched South Africa's first boutique competition law practice in 2007 and has practised since the inception of competition law in South Africa. Vani has extensive experience representing high-profile local and international clients in mergers and acquisitions, restrictive business practices and cartel-related matters.

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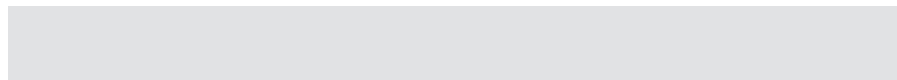
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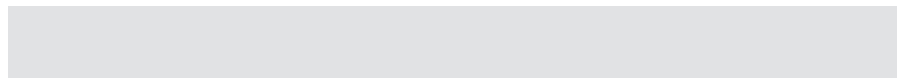
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A BRIEF INTRODUCTION

The **DealMakers Directory** was first launched in 2011 and at the time we envisioned expanding it to include an African database of advisers. This is now the sixth time the directory includes **DealMakers Africa**. Of the more than 50 countries in Africa, almost half have their own stock exchanges. There are also two regional stock exchanges that serve 14 countries between them.

The **DealMakers Africa Directory**, while improving each year, is still some way off providing a comprehensive list of all advisers working the continent but rather serves to provide a snapshot of the advisory firms out there. The following pages cover some countries that have their own exchanges and it is hoped that, in the years to come, this Directory will grow to be as extensive as the current South African version. This compendium of information is a starting point for any company looking to do business within Africa and which may require the services of financial advisers, brokers, lawyers and accountants.

Each country has its own definition of the various types of advisers, but on the whole the stock brokers, dealers and member firms cover the investment advisory and sponsor roles to which we are accustomed.

Should your firm not be listed, please contact us so that we can include your details for 2020.



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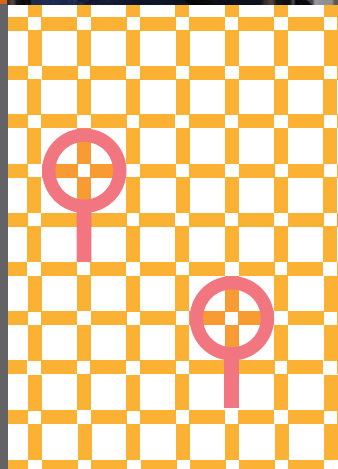
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