

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2012

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Rand Merchant Bank	34,429	26.11%
2	Java Capital	11,198	8.49%
3	Standard Bank	10,710	8.12%
4	Investec Bank	9,690	7.35%
5	JPMorgan	9,458	7.17%
6	Merrill Lynch	7,930	6.01%
7	Deutsche Bank	7,876	5.97%
8	Citigroup Global Markets	7,427	5.63%
9	PSG Capital	4,025	3.05%
10	Nedbank Capital	3,711	2.81%
11	Goldman Sachs	3,500	2.65%
	Morgan Stanley	3,500	2.65%
13	PwC Corporate Finance	2,184	1.66%
14	UBS	1,998	1.51%
15	Renaissance Capital	1,774	1.35%
16	Bravura	1,536	1.16%
17	Sasfin Capital	1,491	1.13%
18	BDO Corporate Finance	1,380	1.05%
19	Absa/Barclays	1,333	1.01%
20	Ernst & Young	1,124	0.85%
21	Afterguard	1,118	0.85%
22	Quartile Capital	1,078	0.82%
23	One Capital	703	0.53%
24	DEA-RU	355	0.27%
25	Afrasia Corporate Finance	283	0.21%
26	River Group	282	0.21%
27	Macquarie First South Capital	262	0.20%
28	Merchantec Capital	253	0.19%
29	PKF	236	0.18%
30	Vunani Corporate Finance	205	0.16%
31	Bridge Capital	172	0.13%
32	KPMG	159	0.12%
33	Mazars Corporate Finance	159	0.12%
34	QuestCo	107	0.08%
35	Deloitte	99	0.08%
36	Arkein Capital Partners	99	0.08%
37	Grindrod Bank	24	0.02%
38	Allan Hochreiter	15	0.01%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	32	16.58%	11,198
2	Rand Merchant Bank	28	14.51%	34,429
3	Investec Bank	22	11.40%	9,690
4	PSG Capital	12	6.22%	4,025
	BDO Corporate Finance	12	6.22%	1,380
	Absa/Barclays	12	6.22%	1,333
7	Nedbank Capital	7	3.63%	3,711
8	Afrasia Corporate Finance	6	3.11%	283
9	Sasfin Capital	5	2.59%	1,491
10	Standard Bank	4	2.07%	10,710
	Deutsche Bank	4	2.07%	7,876
	PwC Corporate Finance	4	2.07%	2,184
13	Merrill Lynch	3	1.55%	7,930
	River Group	3	1.55%	282
	Merchantec Capital	3	1.55%	253
	QuestCo	3	1.55%	107
17	JPMorgan	2	1.04%	9,458
	Renaissance Capital	2	1.04%	1,774
	Bravura	2	1.04%	1,536
	Ernst & Young	2	1.04%	1,124
	Quartile Capital	2	1.04%	1,078
	DEA-RU	2	1.04%	355
	PKF	2	1.04%	236
	Vunani Corporate Finance	2	1.04%	205
	KPMG	2	1.04%	159
	Mazars Corporate Finance	2	1.04%	159
	Grindrod Bank	2	1.04%	24
28	Citigroup Global Markets	1	0.52%	7,427
	Goldman Sachs	1	0.52%	3,500
	Morgan Stanley	1	0.52%	3,500
	UBS	1	0.52%	1,998
	Afterguard	1	0.52%	1,118
	One Capital	1	0.52%	703
	Macquarie First South Capital	1	0.52%	262
	Bridge Capital	1	0.52%	172
	Deloitte	1	0.52%	99
	Arkein Capital Partners	1	0.52%	99
	Allan Hochreiter	1	0.52%	15

* Investment Advisers incorporate Merchant & Investment Banks and others claiming this category

GENERAL CORPORATE FINANCE

RANKINGS BY DEAL VALUE

SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	Rand Merchant Bank	27,556	15.80%
2	Nedbank Capital	24,807	14.22%
3	Merrill Lynch	16,640	9.54%
4	UBS	15,756	9.03%
5	PSG Capital	14,379	8.24%
6	Java Capital	13,297	7.62%
7	Deutsche Securities	11,746	6.73%
8	Investec Bank	10,371	5.95%
9	Deloitte	9,967	5.71%
10	JPMorgan	8,282	4.75%
11	Sasfin Capital	7,284	4.18%
12	KPMG	3,504	2.01%
13	Macquarie First South Capital	3,303	1.89%
14	Standard Bank	2,037	1.17%
15	Arcay Moela Sponsors	1,187	0.68%
16	Grindrod Bank	1,079	0.62%
17	One Capital	943	0.54%
18	Merchantec Capital	762	0.44%
19	Absa/Barclays	682	0.39%
20	River Group	300	0.17%
21	QuestCo Sponsors	266	0.15%
22	Bridge Capital	208	0.12%
23	PwC Corporate Finance	57	0.03%
24	Exchange Sponsors	17	0.01%
25	Vunani Corporate Finance	7	0.00%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	44	15.83%	13,297
2	Rand Merchant Bank	33	11.87%	27,556
3	PSG Capital	26	9.35%	14,379
4	Investec Bank	22	7.91%	10,371
5	Sasfin Capital	20	7.19%	7,284
6	Arcay Moela Sponsors	14	5.04%	1,187
7	Nedbank Capital	12	4.32%	24,807
	Deutsche Securities	12	4.32%	11,746
9	Deloitte	11	3.96%	9,967
	Absa/Barclays	11	3.96%	682
11	Merrill Lynch	9	3.24%	16,640
	Merchantec Capital	9	3.24%	762
13	JPMorgan	7	2.52%	8,282
	KPMG	7	2.52%	3,504
15	Grindrod Bank	6	2.16%	1,079
	River Group	6	2.16%	300
17	One Capital	5	1.80%	943
	QuestCo Sponsors	5	1.80%	266
19	UBS	4	1.44%	15,756
20	Macquarie First South Capital	3	1.08%	3,303
	Standard Bank	3	1.08%	2,037
	PwC Corporate Finance	3	1.08%	57
	Exchange Sponsors	3	1.08%	17
24	Bridge Capital	2	0.72%	208
25	Vunani Corporate Finance	1	0.36%	7

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	39,424	34.37%
2	Webber Wentzel	25,578	22.30%
3	Werksmans	14,267	12.44%
4	Edward Nathan Sonnenbergs	13,047	11.37%
5	Bowman Gilfillan	9,784	8.53%
6	Java Capital	4,096	3.57%
7	Glyn Marais	3,135	2.73%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Cliffe Dekker Hofmeyr	33	22.00%	39,424
2	Webber Wentzel	29	19.33%	25,578
3	Edward Nathan Sonnenbergs	19	12.67%	13,047
4	Java Capital	12	8.00%	4,096
5	Werksmans	10	6.67%	14,267
6	Bowman Gilfillan	9	6.00%	9,784
7	Glyn Marais	6	4.00%	3,135

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RANKINGS BY DEAL VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
8	TW Ferguson	1,774	1.55%
9	Fluxmans	1,024	0.89%
10	Prinsloo, Tindle & Andropoulos	726	0.63%
11	Tugendhaft Wapnick Banchetti	300	0.26%
12	Routledge Modise	293	0.26%
13	Corporate Law Alliance	250	0.22%
14	David Levithan	198	0.17%
15	KPMG	159	0.14%
16	Brink Falcon Hume	130	0.11%
17	Malan Scholes	116	0.10%
18	Ramsay Webber	99	0.09%
	Schindlers	99	0.09%
	Tabacks	99	0.09%
21	Shepstone & Wylie	51	0.04%
22	Norton Rose	21	0.02%
23	Roodt	18	0.02%
24	Falcon & Hume	15	0.01%
25	Edwin Jay	6	0.01%
	Read Hope Phillips	6	0.01%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
8	Prinsloo, Tindle & Andropoulos	5	3.33%	726
9	Fluxmans	3	2.00%	1,024
	David Levithan	3	2.00%	198
	Shepstone & Wylie	3	2.00%	51
12	TW Ferguson	2	1.33%	1,774
	Routledge Modise	2	1.33%	293
	KPMG	2	1.33%	159
15	Tugendhaft Wapnick Banchetti	1	0.67%	300
	Corporate Law Alliance	1	0.67%	250
	Brink Falcon Hume	1	0.67%	130
	Malan Scholes	1	0.67%	116
	Ramsay Webber	1	0.67%	99
	Schindlers	1	0.67%	99
	Tabacks	1	0.67%	99
	Norton Rose	1	0.67%	21
	Roodt	1	0.67%	18
	Falcon & Hume	1	0.67%	15
	Edwin Jay	1	0.67%	6
	Read Hope Phillips	1	0.67%	6

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	PwC	21,289	36.25%
2	PKF	12,374	21.07%
3	Deloitte	11,753	20.01%
4	Grant Thornton	3,018	5.14%
5	BDO	2,848	4.85%
6	Ernst & Young	2,635	4.49%
7	KPMG	2,443	4.16%
8	Nexia SAB&T	638	1.09%
9	Mazars	596	1.01%
10	Moore Stephens	507	0.86%
11	Charles Orbach	415	0.71%
12	RSM	136	0.23%
13	Horwath Leveton Boner	81	0.14%
14	Greenwoods	3	0.01%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	PKF	21	24.14%	12,374
2	Deloitte	15	17.24%	11,753
3	KPMG	14	16.09%	2,443
4	PwC	10	11.49%	21,289
5	BDO	6	6.90%	2,848
6	Grant Thornton	5	5.75%	3,018
7	Ernst & Young	4	4.60%	2,635
8	Mazars	3	3.45%	596
9	Moore Stephens	2	2.30%	507
	RSM	2	2.30%	136
	Horwath Leveton Boner	2	2.30%	81
12	Nexia SAB&T	1	1.15%	638
	Charles Orbach	1	1.15%	415
	Greenwoods	1	1.15%	3

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