

MERGERS & ACQUISITIONS

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS*

No	Company	Deal Values R'm	Market Share %
1	Standard Bank	45,725	9.59%
2	Rand Merchant Bank	42,737	8.96%
3	Standard Chartered Bank	41,288	8.66%
4	UBS	40,262	8.44%
5	JPMorgan	37,721	7.91%
6	Goldman Sachs	36,912	7.74%
7	Investec Bank	36,793	7.71%
8	Merrill Lynch	27,617	5.79%
9	KPMG	22,099	4.63%
10	PSG Capital	12,217	2.56%
11	Citigroup Global Markets	11,873	2.49%
	HSBC	11,873	2.49%
13	One Capital	10,893	2.28%
14	Deutsche Bank	10,890	2.28%
15	Java Capital	10,478	2.20%
16	Leaf Capital	10,451	2.19%
17	Thirty3degrees Financial Services	9,717	2.04%
18	PwC Corporate Finance	9,047	1.90%
19	Morgan Stanley	7,413	1.55%
20	Nedbank Capital	5,407	1.13%
21	Macquarie First South Capital	4,733	0.99%
22	Absa Capital	4,087	0.86%
23	Bridge Capital	3,451	0.72%
24	Mazars Corporate Finance	2,976	0.62%
25	PKF	2,609	0.55%
26	Merchantec Capital	2,526	0.53%
27	Renaissance BJM	2,284	0.48%
28	Grindrod Bank	1,910	0.40%
29	Qinisele Resources	1,685	0.35%
30	Ernst & Young	1,670	0.35%
31	Grant Thornton	1,503	0.32%
32	Sovereignty	1,315	0.28%
33	Deloitte	1,189	0.25%
34	Sasfin Capital	889	0.19%
35	Vunani Corporate Finance	519	0.11%
36	QuestCo	429	0.09%
37	Cadiz Corporate Solutions	308	0.06%
38	Bravura	247	0.05%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	34	11.97%	36,793
2	Rand Merchant Bank	25	8.80%	42,737
3	Nedbank Capital	19	6.69%	5,407
4	Standard Bank	18	6.34%	45,725
	KPMG	18	6.34%	22,099
6	Mazars Corporate Finance	14	4.93%	2,976
7	PSG Capital	13	4.58%	12,217
	Java Capital	13	4.58%	10,478
9	Sasfin Capital	10	3.52%	889
10	Deutsche Bank	8	2.82%	10,890
	Grindrod Bank	8	2.82%	1,910
12	One Capital	7	2.46%	10,893
	Vunani Corporate Finance	7	2.46%	519
14	JPMorgan	6	2.11%	37,721
	Merrill Lynch	6	2.11%	27,617
	Bridge Capital	6	2.11%	3,451
17	Deloitte	5	1.76%	1,189
18	PwC Corporate Finance	4	1.41%	9,047
	PKF	4	1.41%	2,609
	Merchantec Capital	4	1.41%	2,526
	Ernst & Young	4	1.41%	1,670
	Cadiz Corporate Solutions	4	1.41%	308
	BDO Corporate Finance	4	1.41%	130
24	Standard Chartered Bank	3	1.06%	41,288
	Leaf Capital	3	1.06%	10,451
	Macquarie First South Capital	3	1.06%	4,733
	Absa Capital	3	1.06%	4,087
	QuestCo	3	1.06%	429
	Bravura	3	1.06%	247
	River Group	3	1.06%	74
31	UBS	2	0.70%	40,262
	Goldman Sachs	2	0.70%	36,912
	Renaissance BJM	2	0.70%	2,284
	Grant Thornton	2	0.70%	1,503
35	Citigroup Global Markets	1	0.35%	11,873
	HSBC	1	0.35%	11,873
	Thirty3degrees Financial Services	1	0.35%	9,717
	Morgan Stanley	1	0.35%	7,413

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



MERGERS & ACQUISITIONS

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS* (Continued)

No	Company	Deal Values R'm	Market Share %
39	Imbewu Capital Partners	240	0.05%
40	Rothschild	205	0.04%
41	aloeCap	178	0.04%
42	To The Point	150	0.03%
43	BDO Corporate Finance	130	0.03%
44	Sinergi Corporate Advisers	95	0.02%
45	River Group	74	0.02%
46	Afrasia Corporate Finance	58	0.01%
47	Minxcon	40	0.01%
48	Charles Orbach	9	n/a

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
	Qinisele Resources	1	0.35%	1,685
	Sovereignty	1	0.35%	1,315
	Imbewu Capital Partners	1	0.35%	240
	Rothschild	1	0.35%	205
	aloeCap	1	0.35%	178
	To The Point	1	0.35%	150
	Sinergi Corporate Advisers	1	0.35%	95
	Afrasia Corporate Finance	1	0.35%	58
	Minxcon	1	0.35%	40
	Charles Orbach	1	0.35%	9

SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Absa Capital	121,645	23.61%
2	UBS	86,423	16.77%
3	Merrill Lynch	50,410	9.78%
4	Deutsche Securities	49,654	9.64%
5	Rand Merchant Bank	45,668	8.86%
6	Investec Bank	37,383	7.26%
7	PSG Capital	30,563	5.93%
8	Java Capital	16,033	3.11%
9	Standard Bank	12,802	2.48%
10	One Capital	12,147	2.36%
11	Citigroup Global Markets	11,873	2.30%
12	JPMorgan	10,084	1.96%
13	Macquarie First South Capital	8,940	1.73%
14	PwC Corporate Finance	6,002	1.16%
15	BDO Corporate Finance	2,540	0.49%
16	Bridge Capital	2,481	0.48%
17	Nedbank Capital	2,388	0.46%
18	Grindrod Bank	2,371	0.46%
19	Arcay Moela Sponsors	1,246	0.24%
20	Deloitte	1,201	0.23%
21	Merchantec Capital	1,090	0.21%
22	Vunani Corporate Finance	755	0.15%
23	Sasfin Capital	729	0.14%
24	QuestCo Sponsors	440	0.09%
25	Exchange Sponsors	242	0.05%
26	River Group	74	0.01%
27	KPMG	72	0.01%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	45	11.66%	37,383
2	Rand Merchant Bank	41	10.62%	45,668
3	Java Capital	40	10.36%	16,033
4	PSG Capital	24	6.22%	30,563
5	Arcay Moela Sponsors	23	5.96%	1,246
6	Sasfin Capital	21	5.44%	729
7	Deutsche Securities	20	5.18%	49,654
8	Vunani Corporate Finance	18	4.66%	755
9	Grindrod Bank	17	4.40%	2,371
10	Nedbank Capital	16	4.15%	2,388
11	Merrill Lynch	12	3.11%	50,410
12	Standard Bank	11	2.85%	12,802
	One Capital	11	2.85%	12,147
14	Deloitte	10	2.59%	1,201
15	Bridge Capital	10	2.59%	2,481
16	Merchantec Capital	9	2.33%	1,090
17	JPMorgan	8	2.07%	10,084
	QuestCo Sponsors	8	2.07%	440
19	UBS	7	1.81%	86,423
	Macquarie First South Capital	7	1.81%	8,940
	Exchange Sponsors	7	1.81%	242
22	PwC Corporate Finance	6	1.55%	6,002
23	BDO Corporate Finance	4	1.04%	2,540
	KPMG	4	1.04%	72
25	Absa Capital	3	0.78%	121,645
	River Group	3	0.78%	74
27	Citigroup Global Markets	1	0.26%	11,873

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



RANKINGS BY DEAL VALUE

LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	104,729	23.62%
2	Webber Wentzel	71,435	16.11%
3	Werksmans	69,060	15.57%
4	Edward Nathan Sonnenbergs	53,338	12.03%
5	Norton Rose	42,215	9.52%
6	CLS	28,750	6.48%
7	Bowman Gilfillan	11,244	2.54%
8	Glyn Marais	10,226	2.31%
9	Java Capital	10,159	2.29%
10	Read Hope Phillips	9,717	2.19%
11	Pohl & Stuhlinger	8,921	2.01%
12	Fluxmans	4,596	1.04%
13	Prinsloo, Tindle & Andropoulos	4,510	1.02%
14	Vani Chetty	3,818	0.86%
15	Brink Cohen Le Roux	3,037	0.68%
16	van der merwe	1,886	0.43%
17	Garlicke Bousfield	1,633	0.37%
18	Bernadt Vukic Potash & Getz	912	0.21%
19	Falcon & Hume	895	0.20%
20	Nortons	662	0.15%
21	Tugendhaft Wapnick Banchetti	366	0.08%
22	Tabacks	362	0.08%
23	McPherson Kruger	264	0.06%
24	Eversheds	183	0.04%
25	Robyn Hey	178	0.04%
26	Mahons	103	0.02%
27	Kaufmann	95	0.02%
28	John Taylor	81	0.02%
29	Malan Scholes	49	0.01%
30	Stowell & Co	45	0.01%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	77	26.46%	104,729
2	Edward Nathan Sonnenbergs	44	15.12%	53,338
3	Werksmans	41	14.09%	69,060
4	Webber Wentzel	37	12.71%	71,435
5	Bowman Gilfillan	18	6.19%	11,244
6	Java Capital	9	3.09%	10,159
7	Norton Rose	8	2.75%	42,215
8	Fluxmans	7	2.41%	4,596
	Vani Chetty	7	2.41%	3,818
10	Glyn Marais	6	2.06%	10,226
11	Tabacks	5	1.72%	362
12	Tugendhaft Wapnick Banchetti	4	1.37%	366
13	Brink Cohen Le Roux	3	1.03%	3,037
	Bernadt Vukic Potash & Getz	3	1.03%	912
	Eversheds	3	1.03%	183
16	CLS	2	0.69%	28,750
	Prinsloo, Tindle & Andropoulos	2	0.69%	4,510
	Falcon & Hume	2	0.69%	895
	Mahons	2	0.69%	103
20	Read Hope Phillips	1	0.34%	9,717
	Pohl & Stuhlinger	1	0.34%	8,921
	van der merwe	1	0.34%	1,886
	Garlicke Bousfield	1	0.34%	1,633
	Nortons	1	0.34%	662
	McPherson Kruger	1	0.34%	264
	Robyn Hey	1	0.34%	178
	Kaufmann	1	0.34%	95
	John Taylor	1	0.34%	81
	Malan Scholes	1	0.34%	49
	Stowell & Co	1	0.34%	45

REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	Deloitte	40,799	35.11%
2	PwC	38,716	33.32%
3	KPMG	28,836	24.82%
4	Grant Thornton	2,805	2.41%
5	BDO	2,350	2.02%
6	Ernst & Young	1,903	1.64%
7	Charles Orbach	790	0.68%
8	PKF	3	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Deloitte	16	31.37%	40,799
2	PwC	12	23.53%	38,716
3	KPMG	10	19.61%	28,836
4	BDO	4	7.84%	2,350
	Ernst & Young	4	7.84%	1,903
6	Grant Thornton	3	5.88%	2,805
7	PKF	1	1.96%	3
	Charles Orbach	1	1.96%	790

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