

# MERGERS & ACQUISITIONS Q1 2020

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

### RANKINGS BY DEAL VALUE

#### INVESTMENT ADVISERS\*

No	Company	Deal Values R'm	Market Share %
1	Merchantec Capital	11 976	18,01%
2	Standard Bank	10 760	16,18%
3	Java Capital	10 238	15,40%
4	Investec Bank	9 344	14,05%
5	Absa CIB	5 347	8,04%
	PwC Corporate Finance	5 347	8,04%
7	One Capital	4 202	6,32%
8	JPMorgan	2 960	4,45%
	UBS	2 960	4,45%
10	Merrill Lynch	1 013	1,52%
	Rand Merchant Bank	1 013	1,52%
12	PSG Capital	772	1,16%
13	Bridge Capital	255	0,38%
14	Apex Partners	194	0,29%
15	Nedbank CIB	39	0,06%
16	Bravura Capital	36	0,05%
17	Ararat Corporate Advisory Services	35	0,05%
18	Morgan Stanley	undisclosed	n/a

### RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	6	17,14%	9 344
2	Java Capital	5	14,29%	10 238
3	Merchantec Capital	4	11,43%	11 976
4	Nedbank CIB	3	8,57%	39
5	Standard Bank	2	5,71%	10 760
	UBS	2	5,71%	2 960
	PSG Capital	2	5,71%	772
8	Absa CIB	1	2,86%	5 347
	PwC Corporate Finance	1	2,86%	5 347
	One Capital	1	2,86%	4 202
	JPMorgan	1	2,86%	2 960
	Merrill Lynch	1	2,86%	1 013
	Rand Merchant Bank	1	2,86%	1 013
	Bridge Capital	1	2,86%	255
	Apex Partners	1	2,86%	194
	Bravura Capital	1	2,86%	36
	Ararat Corporate Advisory Services	1	2,86%	35
	Morgan Stanley	1	2,86%	undisclosed

#### SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Java Capital	13 855	11,50%
2	Rand Merchant Bank	12 382	10,28%
3	Merchantec Capital	12 054	10,01%
4	Standard Bank	10 760	8,93%
5	Yunani Sponsors	10 516	8,73%
6	Investec Bank	9 727	8,07%
7	Nedbank CIB	9 469	7,86%
8	JPMorgan	8 900	7,39%
	Tamela	8 900	7,39%
10	Absa CIB	5 347	4,44%
	PwC Corporate Finance	5 347	4,44%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	13	21,31%	13 855
2	Investec Bank	7	11,48%	9 727
3	Rand Merchant Bank	6	9,84%	12 382
	Merchantec Capital	6	9,84%	12 054
5	Nedbank CIB	5	8,20%	9 469
6	PSG Capital	4	6,56%	1 368
7	Questco	3	4,92%	249
8	Standard Bank	2	3,28%	10 760
	Yunani Sponsors	2	3,28%	10 516
	Deloitte	2	3,28%	4 295
	Arbor Capital Sponsors	2	3,28%	15

#### LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	10 685	21,21%
2	Bowmans	9 320	18,50%
3	Webber Wentzel	8 813	17,49%
4	DLA Piper	5 347	10,61%
5	Werksmans	4 491	8,91%
6	ENSafrica	3 397	6,74%
7	Herbert Smith Freehills South Africa	2 960	5,88%
8	White & Case	2 960	5,88%
9	Baker McKenzie	1 013	2,01%
10	Africa Solved	1 000	1,98%
11	Chris Boule	255	0,51%
12	Motsoeneng Bill	94	0,19%
13	Adams & Adams	36	0,07%
14	Eversheds Sutherland	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	10	32,26%	10 685
2	ENSafrica	4	12,90%	3 397
3	Bowmans	3	9,68%	9 320
	Werksmans	3	9,68%	4 491
5	Webber Wentzel	2	6,45%	8 813
6	DLA Piper	1	3,23%	5 347
	Herbert Smith Freehills South Africa	1	3,23%	2 960
	White & Case	1	3,23%	2 960
	Baker McKenzie	1	3,23%	1 013
	Africa Solved	1	3,23%	1 000
	Chris Boule	1	3,23%	255
	Motsoeneng Bill	1	3,23%	94
	Adams & Adams	1	3,23%	36
	Eversheds Sutherland	1	3,23%	undisclosed

#### TRANSACTIONAL SUPPORT SERVICES

No	Company	Deal Values R'm	Market Share %
1	BDO	7 800	56,35%
2	KPMG	4 202	30,36%
3	JF Basson	587	4,24%
4	PSG Capital	502	3,63%
5	Mazars	460	3,32%
6	Merchantec Capital	255	1,84%
7	Nodus Capital	36	0,26%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	BDO	1	14,29%	7 800
	KPMG	1	14,29%	4 202
	JF Basson	1	14,29%	587
	PSG Capital	1	14,29%	502
	Mazars	1	14,29%	460
	Merchantec Capital	1	14,29%	255
	Nodus Capital	1	14,29%	36

\* Investment Advisers incorporate Financial Advisers and others claiming this category