

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY DEAL VALUE

RANKINGS BY DEAL FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Rand Merchant Bank	67,213	28.20%
2	Investec Bank	23,644	9.92%
3	KPMG	22,997	9.65%
4	Deutsche Bank	16,166	6.78%
5	JPMorgan	12,407	5.21%
6	Java Capital	11,417	4.79%
7	PSG Capital	10,556	4.43%
8	Standard Bank	9,980	4.19%
9	One Capital	9,615	4.03%
10	Nedbank Capital	9,410	3.95%
11	PwC Corporate Finance	4,782	2.01%
12	Rothschild	4,231	1.78%
13	Bridge Capital	4,220	1.77%
14	HSBC	3,839	1.61%
15	Merrill Lynch	3,784	1.59%
16	Citigroup Global Markets	3,189	1.34%
17	Macquarie First South Capital	2,716	1.14%
18	Sovereignty	2,629	1.10%
19	Grindrod Bank	2,281	0.96%
20	Vunani Corporate Finance	2,012	0.84%
21	UBS	1,934	0.81%
22	Qinisele Resources	1,735	0.73%
23	Sasfin Capital	1,217	0.51%
24	Ernst & Young	1,081	0.45%
25	QuestCo	663	0.28%
26	Morgan Stanley	654	0.27%
27	Bravura	650	0.27%
28	Deloitte	536	0.22%
29	Merchantec Capital	423	0.18%
30	Basileus Capital	412	0.17%
	Kwanda Capital Investments	412	0.17%
32	Mazars Corporate Finance	371	0.16%
33	Absa Capital	319	0.13%
34	River Group	198	0.08%
35	Venmyn	171	0.07%
36	PKF	136	0.06%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Investec Bank	27	13.30%	23,644
2	Rand Merchant Bank	24	11.82%	67,213
3	Java Capital	15	7.39%	11,417
4	Nedbank Capital	14	6.90%	9,410
5	PSG Capital	11	5.42%	10,556
6	Deutsche Bank	10	4.93%	16,166
7	Standard Bank	7	3.45%	9,980
8	One Capital	6	2.96%	9,615
	Vunani Corporate Finance	6	2.96%	2,012
	Sasfin Capital	6	2.96%	1,217
	River Group	6	2.96%	198
12	Grindrod Bank	5	2.46%	2,281
	Absa Capital	5	2.46%	319
14	KPMG	4	1.97%	22,997
	JPMorgan	4	1.97%	12,407
	Mazars Corporate Finance	4	1.97%	371
	BDO Corporate Finance	4	1.97%	60
18	Bridge Capital	3	1.48%	4,220
	Merrill Lynch	3	1.48%	3,784
	Ernst & Young	3	1.48%	1,081
	SAB&T	3	1.48%	4
22	Rothschild	2	0.99%	4,231
	HSBC	2	0.99%	3,839
	Macquarie First South Capital	2	0.99%	2,716
	Sovereignty	2	0.99%	2,629
	UBS	2	0.99%	1,934
	Qinisele Resources	2	0.99%	1,735
	Deloitte	2	0.99%	536
	Merchantec Capital	2	0.99%	423
	Basileus Capital	2	0.99%	412
	Kwanda Capital Investments	2	0.99%	412
	Afrasia Corporate Finance	2	0.99%	60
33	PwC Corporate Finance	1	0.49%	4,782
	Citigroup Global Markets	1	0.49%	3,189
	QuestCo	1	0.49%	663
	Morgan Stanley	1	0.49%	654

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

GENERAL CORPORATE FINANCE

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS* (Continued)

No	Company	Transaction Values R'm	Market Share %
37	To The Point	115	0.05%
38	BDO Corporate Finance	60	0.03%
39	Afrasia Corporate Finance	60	0.03%
	Sinergi Corporate Advisers	60	0.03%
41	icapital	53	0.02%
42	SAB&T	4	n/a
43	Renaissance BJM	2	n/a

SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	Rand Merchant Bank	69,676	25.39%
2	PwC Corporate Finance	41,496	15.12%
3	Investec Bank	23,820	8.68%
4	Absa Capital	23,585	8.59%
5	PSG Capital	17,385	6.33%
6	Java Capital	16,174	5.89%
7	UBS	14,746	5.37%
8	One Capital	10,265	3.74%
9	JPMorgan	8,702	3.17%
10	Deloitte	8,430	3.07%
11	Deutsche Securities	5,560	2.03%
12	Macquarie First South Capital	5,117	1.86%
13	Grindrod Bank	4,306	1.57%
14	Rothschild	4,231	1.54%
15	Citigroup Global Markets	3,189	1.16%
16	KPMG	2,848	1.04%
17	QuestCo Sponsors	2,792	1.02%
18	Nedbank Capital	2,562	0.93%
19	Vunani Corporate Finance	2,115	0.77%
20	Standard Bank	1,979	0.72%
21	Bridge Capital	1,672	0.61%
22	Sasfin Capital	1,329	0.48%
23	Merrill Lynch	1,205	0.44%
24	Arcay Moela Sponsors	656	0.24%
25	Merchantec Capital	217	0.08%
26	River Group	212	0.08%
27	Exchange Sponsors	107	0.04%
28	BDO Corporate Finance	72	0.03%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
	Bravura	1	0.49%	650
	Venmyn	1	0.49%	171
	PKF	1	0.49%	136
	To The Point	1	0.49%	115
	Sinergi Corporate Advisers	1	0.49%	60
	icapital	1	0.49%	53
	Renaissance BJM	1	0.49%	2

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Investec Bank	52	15.29%	23,820
2	Rand Merchant Bank	36	10.59%	69,676
3	Java Capital	35	10.29%	16,174
4	PSG Capital	26	7.65%	17,385
5	Nedbank Capital	21	6.18%	2,562
6	Deloitte	15	4.41%	8,430
7	Deutsche Securities	14	4.12%	5,560
8	Arcay Moela Sponsors	13	3.82%	656
9	Grindrod Bank	12	3.53%	4,306
10	Vunani Corporate Finance	11	3.24%	2,115
	Sasfin Capital	11	3.24%	1,329
12	UBS	10	2.94%	14,746
	Macquarie First South Capital	10	2.94%	5,117
14	PwC Corporate Finance	8	2.35%	41,496
	QuestCo Sponsors	8	2.35%	2,792
16	One Capital	7	2.06%	10,265
	Standard Bank	7	2.06%	1,979
	Merchantec Capital	7	2.06%	217
	River Group	7	2.06%	212
20	JPMorgan	6	1.76%	8,702
	Merrill Lynch	6	1.76%	1,205
22	KPMG	4	1.18%	2,848
	Bridge Capital	4	1.18%	1,672
24	Absa Capital	3	0.88%	23,585
25	Rothschild	2	0.59%	4,231
	Exchange Sponsors	2	0.59%	107
	BDO Corporate Finance	2	0.59%	72
28	Citigroup Global Markets	1	0.29%	3,189

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

RANKINGS BY DEAL VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Webber Wentzel	65,088	32.92%
2	Werksmans	47,212	23.88%
3	Cliffe Dekker Hofmeyr	29,833	15.09%
4	Edward Nathan Sonnenbergs	19,537	9.88%
5	Bowman Gilfillan	11,984	6.06%
6	Java Capital	5,966	3.02%
7	Glyn Marais	3,552	1.80%
8	Norton Rose	3,449	1.74%
9	Ledwaba Mazai	2,584	1.31%
10	Fluxmans	2,467	1.25%
11	Garlicke Bousfield	2,000	1.01%
12	Prinsloo, Tindle & Andropoulos	1,014	0.51%
13	Falcon & Hume	818	0.41%
14	Tugendhaft Wapnick Banchetti	769	0.39%
15	Eversheds	614	0.31%
16	Nortons	391	0.20%
17	Vani Chetty	145	0.07%
18	Tabacs	121	0.06%
19	Bernadt Vukic Potash & Getz	84	0.04%
20	Kaufmann	60	0.03%
21	Mahons	37	0.02%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Cliffe Dekker Hofmeyr	28	21.05%	29,833
2	Webber Wentzel	22	16.54%	65,088
3	Werksmans	18	13.53%	47,212
4	Edward Nathan Sonnenbergs	15	11.28%	19,537
5	Java Capital	8	6.02%	5,966
6	Bowman Gilfillan	6	4.51%	11,984
	Glyn Marais	6	4.51%	3,552
	Norton Rose	6	4.51%	3,449
9	Tugendhaft Wapnick Banchetti	4	3.01%	769
10	Fluxmans	3	2.26%	2,467
	Eversheds	3	2.26%	614
12	Ledwaba Mazai	2	1.50%	2,584
	Garlicke Bousfield	2	1.50%	2,000
	Prinsloo, Tindle & Andropoulos	2	1.50%	1,014
	Falcon & Hume	2	1.50%	818
16	Nortons	1	0.75%	391
	Vani Chetty	1	0.75%	145
	Tabacs	1	0.75%	121
	Bernadt Vukic Potash & Getz	1	0.75%	84
	Kaufmann	1	0.75%	60
	Mahons	1	0.75%	37

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	PwC	35,928	36.54%
2	Deloitte	20,565	20.91%
3	KPMG	14,810	15.06%
4	Ernst & Young	11,990	12.19%
5	PKF	8,703	8.85%
6	Grant Thornton	4,423	4.50%
7	BDO	1,327	1.35%
8	Moore Stephens	410	0.42%
9	SAB&T	174	0.18%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Deloitte	17	21.52%	20,565
2	KPMG	16	20.25%	14,810
3	PwC	11	13.92%	35,928
4	PKF	8	10.13%	8,703
5	Ernst & Young	7	8.86%	11,990
	Grant Thornton	7	8.86%	4,423
7	BDO	6	7.59%	1,327
8	SAB&T	4	5.06%	174
9	Moore Stephens	3	3.80%	410

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