

# GENERAL CORPORATE FINANCE

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2014

### RANKINGS BY TRANSACTION VALUE

### RANKINGS BY TRANSACTION FLOW (ACTIVITY)

#### INVESTMENT ADVISERS\*

No	Company	Transaction Values R'm	Market Share %
1	Rand Merchant Bank	113,248	24.78%
2	Investec Bank	87,002	19.04%
3	Java Capital	39,325	8.61%
4	Deutsche Bank	36,418	7.97%
5	PSG Capital	30,809	6.74%
6	Barclays Africa	22,699	4.97%
7	Sasfin Capital	19,222	4.21%
8	Standard Bank	14,483	3.17%
9	Merrill Lynch	13,443	2.94%
10	JPMorgan	9,984	2.18%
	Rothschild	9,984	2.18%
12	UBS	8,958	1.96%
13	Questco	6,045	1.32%
14	Bravura Capital	5,791	1.27%
15	Morgan Stanley	5,530	1.21%
16	Macquarie First South Capital	4,892	1.07%
17	One Capital	4,791	1.05%
18	Nedbank Capital	4,108	0.90%
19	KPMG	4,014	0.88%
20	Regiments Capital	3,034	0.66%
21	DEA-RU	1,818	0.40%
	FKC	1,818	0.40%
23	BDO Corporate Finance	1,788	0.39%
24	Base Capital	1,150	0.25%
25	Arbor Capital Corporate Finance	814	0.18%
26	Bridge Capital	770	0.17%
27	Leaf Capital	766	0.17%
28	PwC Corporate Finance	764	0.17%
29	Afrasia Corporate Finance	692	0.15%
30	Grindrod Bank	482	0.11%
31	Coast2Coast	426	0.09%
32	Avior Capital Markets	411	0.09%
33	Merchantec Capital	408	0.09%
34	Sinergi Corporate Finance	381	0.08%
35	Anchor Capital	250	0.05%
36	Exchange Sponsors	135	0.03%
37	Mazars	91	0.02%
38	Manhattan Advisory	60	0.01%
39	Effortless Corporate Finance	55	0.01%
40	Deloitte	45	0.01%
41	River Group	43	0.01%
42	Yunani Corporate Finance	22	n/a
43	Grant Thornton	undisclosed	n/a
44	Vasari	undisclosed	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	60	21.51%	39,325
2	Investec Bank	29	10.39%	87,002
3	Rand Merchant Bank	26	9.32%	113,248
4	PSG Capital	22	7.89%	30,809
5	Standard Bank	14	5.02%	14,483
6	Nedbank Capital	10	3.58%	4,108
7	Questco	8	2.87%	6,045
	Afrasia Corporate Finance	8	2.87%	692
9	Deutsche Bank	7	2.51%	36,418
10	Barclays Africa	6	2.15%	22,699
	Bravura Capital	6	2.15%	5,791
	BDO Corporate Finance	6	2.15%	1,788
13	Sasfin Capital	5	1.79%	19,222
	Mazars	5	1.79%	91
	River Group	5	1.79%	43
16	Leaf Capital	4	1.43%	766
	Grindrod Bank	4	1.43%	482
	Merchantec Capital	4	1.43%	408
	Exchange Sponsors	4	1.43%	135
20	Macquarie First South Capital	3	1.08%	4,892
	KPMG	3	1.08%	4,014
	Regiments Capital	3	1.08%	3,034
	Arbor Capital Corporate Finance	3	1.08%	814
	Coast2Coast	3	1.08%	426
	Grant Thornton	3	1.08%	undisclosed
26	Merrill Lynch	2	0.72%	13,443
	Morgan Stanley	2	0.72%	5,530
	One Capital	2	0.72%	4,791
	DEA-RU	2	0.72%	1,818
	FKC	2	0.72%	1,818
	Bridge Capital	2	0.72%	770
	PwC Corporate Finance	2	0.72%	764
	Avior Capital Markets	2	0.72%	411
	Yunani Corporate Finance	2	0.72%	22
35	Rothschild	1	0.36%	9,984
	JPMorgan	1	0.36%	9,984
	UBS	1	0.36%	8,958
	Base Capital	1	0.36%	1,150
	Sinergi Corporate Finance	1	0.36%	381
	Anchor Capital	1	0.36%	250
	Manhattan Advisory	1	0.36%	60
	Effortless Corporate Finance	1	0.36%	55
	Deloitte	1	0.36%	45
	Vasari	1	0.36%	undisclosed

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

# GENERAL CORPORATE FINANCE

## RANKINGS BY TRANSACTION VALUE

### SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	<b>Merrill Lynch</b>	<b>161,055</b>	<b>24.99%</b>
2	PSG Capital	101,640	15.77%
3	Investec Bank	86,197	13.38%
4	Rand Merchant Bank	71,747	11.13%
5	Java Capital	46,365	7.19%
6	Deutsche Securities	31,387	4.87%
7	Barclays Africa	25,587	3.97%
8	Sasfin Capital	21,772	3.38%
9	Questco	20,024	3.11%
10	JPMorgan	12,964	2.01%
11	UBS	12,153	1.89%
12	Standard Bank	11,324	1.76%
13	Deloitte	8,564	1.33%
14	Bravura Capital	6,399	0.99%
15	Macquarie First South Capital	6,387	0.99%
16	One Capital	4,791	0.74%
17	Grindrod Bank	4,724	0.73%
18	Nedbank Capital	4,225	0.66%
19	Arbor Capital Sponsors	1,992	0.31%
20	PwC Corporate Finance	1,957	0.30%
21	KPMG	1,266	0.20%
22	Merchantec Capital	889	0.14%
23	Bridge Capital	478	0.07%
24	Afrasia Corporate Finance	364	0.06%
25	Exchange Sponsors	139	0.02%
26	River Group	43	0.01%

## RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	<b>Java Capital</b>	<b>77</b>	<b>20.81%</b>	<b>46,365</b>
2	PSG Capital	36	9.73%	101,640
3	Investec Bank	34	9.19%	86,197
4	Rand Merchant Bank	30	8.11%	71,747
5	Sasfin Capital	19	5.14%	21,772
	Arbor Capital Sponsors	19	5.14%	1,992
7	Questco	13	3.51%	20,024
	Standard Bank	13	3.51%	11,324
	Grindrod Bank	13	3.51%	4,724
10	Merrill Lynch	12	3.24%	161,055
	Nedbank Capital	12	3.24%	4,225
	Merchantec Capital	12	3.24%	889
13	Deloitte	11	2.97%	8,564
14	Deutsche Securities	10	2.70%	31,387
15	Bravura Capital	8	2.16%	6,399
16	Barclays Africa	7	1.89%	25,587
17	KPMG	6	1.62%	1,266
	Bridge Capital	6	1.62%	478
19	PwC Corporate Finance	5	1.35%	1,957
	Exchange Sponsors	5	1.35%	139
	River Group	5	1.35%	43
22	JPMorgan	4	1.08%	12,964
	UBS	4	1.08%	12,153
	Macquarie First South Capital	4	1.08%	6,387
25	Afrasia Corporate Finance	3	0.81%	364
26	One Capital	2	0.54%	4,791

### LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	<b>Werksmans</b>	<b>204,184</b>	<b>27.40%</b>
2	ENSafrica	196,715	26.40%
3	Cliffe Dekker Hofmeyr	95,292	12.79%
4	Webber Wentzel	85,128	11.42%
5	Bowman Gilfillan	74,577	10.01%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	<b>Cliffe Dekker Hofmeyr</b>	<b>40</b>	<b>24.24%</b>	<b>95,292</b>
2	ENSafrica	37	22.42%	196,715
3	Webber Wentzel	19	11.52%	85,128
	Bowman Gilfillan	19	11.52%	74,577
5	Java Capital	9	5.45%	2,522

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

## RANKINGS BY TRANSACTION VALUE

### LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
6	Girard Hayward	47,823	6.42%
7	Baker & McKenzie	6,870	0.92%
	Terry Mahon	6,870	0.92%
9	Tabacks	5,000	0.67%
10	Glyn Marais	4,954	0.66%
11	Read Hope Phillips	4,562	0.61%
12	Norton Rose Fulbright	4,343	0.58%
13	Java Capital	2,522	0.34%
14	Fluxmans	2,157	0.29%
15	Tugendhaft Wapnick Banchetti	909	0.12%
16	Hogan Lovells	500	0.07%
17	Bernadt Vukic Potash & Getz	415	0.06%
18	Adams	384	0.05%
19	HR Levin	381	0.05%
	Rothbart Ingham	381	0.05%
21	Phatshoane Henney	371	0.05%
22	C&A Law	269	0.04%
23	Malan Scholes	191	0.03%
24	SA Redelinghuys	176	0.02%
25	Van Der Merwe & Robertson	164	0.02%

## RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
6	Werksmans	6	3.64%	204,184
7	Tugendhaft Wapnick Banchetti	4	2.42%	909
8	Fluxmans	3	1.82%	2,157
	Van Der Merwe & Robertson	3	1.82%	164
10	Baker & McKenzie	2	1.21%	6,870
	Terry Mahon	2	1.21%	6,870
	Glyn Marais	2	1.21%	4,954
	Norton Rose Fulbright	2	1.21%	4,343
	Bernadt Vukic Potash & Getz	2	1.21%	415
	Adams	2	1.21%	384
	HR Levin	2	1.21%	381
	Phatshoane Henney	2	1.21%	371
	SA Redelinghuys	2	1.21%	176
19	Girard Hayward	1	0.61%	47,823
	Tabacks	1	0.61%	5,000
	Read Hope Phillips	1	0.61%	4,562
	Hogan Lovells	1	0.61%	500
	Rothbart Ingham	1	0.61%	381
	C&A Law	1	0.61%	269
	Malan Scholes	1	0.61%	191

### REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	PwC	106,546	39.76%
2	Deloitte	84,247	31.44%
3	Grant Thornton	27,130	10.12%
4	KPMG	22,091	8.24%
5	Ernst & Young	21,309	7.95%
6	Mazars	2,667	1.00%
7	Moore Stephens	1,923	0.72%
8	RSM	1,450	0.54%
9	BDO	377	0.14%
10	Baker Tilly Greenwoods	164	0.06%
11	Logista	55	0.02%
12	AM Smith	3	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Deloitte	20	22.47%	84,247
2	PwC	16	17.98%	106,546
3	Grant Thornton	15	16.85%	27,130
4	KPMG	9	10.11%	22,091
	Mazars	9	10.11%	2,667
6	Ernst & Young	5	5.62%	21,309
7	Moore Stephens	4	4.49%	1,923
	BDO	4	4.49%	377
9	Baker Tilly Greenwoods	3	3.37%	164
10	RSM	2	2.25%	1,450
11	Logista	1	1.12%	55
	AM Smith	1	1.12%	3

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