

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2019

RANKINGS BY TRANSACTION VALUE

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Morgan Stanley	2 577 926	24,32%
2	Citigroup Global Markets	2 046 930	19,31%
3	JPMorgan	1 955 576	18,45%
4	Goldman Sachs	1 953 888	18,43%
	Merrill Lynch	1 953 888	18,43%
6	Investec Bank	24 272	0,23%
7	Standard Bank	16 015	0,15%
8	Java Capital	14 610	0,14%
9	Rand Merchant Bank	8 255	0,08%
10	Macquarie Advisory and Capital Markets South Africa	8 202	0,08%
11	PSG Capital	7 124	0,07%
12	UBS	6 619	0,06%
13	Tamela	5 096	0,05%
14	Moshe Capital	4 161	0,04%
	Qinisele Resources	4 161	0,04%
16	Standard Chartered Bank	4 137	0,04%
17	Nedbank CIB	3 459	0,03%
18	One Capital	2 937	0,03%
19	Questco	1 548	0,01%
20	Apex Partners	761	0,01%
21	Rothschild & Co	750	0,01%
22	Nolands Capital	162	n/a
23	Bravura Capital	125	n/a
24	River Group	83	n/a
25	Merchantec Capital	35	n/a
26	Birkett Stewart McHendrie	25	n/a
	Third Way Investment Partners	25	n/a
28	Mettle Corporate Finance	1	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	18	16,36%	14 610
2	Investec Bank	15	13,64%	24 272
3	PSG Capital	10	9,09%	7 124
4	Standard Bank	6	5,45%	16 015
	Nedbank CIB	6	5,45%	3 459
	One Capital	6	5,45%	2 937
7	Morgan Stanley	5	4,55%	2 577 926
	Questco	5	4,55%	1 548
9	Rand Merchant Bank	4	3,64%	8 255
	Tamela	4	3,64%	5 096
	River Group	4	3,64%	83
12	Citigroup Global Markets	3	2,73%	2 046 930
	UBS	3	2,73%	6 619
	Apex Partners	3	2,73%	761
15	JPMorgan	2	1,82%	1 955 576
	Macquarie Advisory and Capital Markets South Africa	2	1,82%	8 202
	Standard Chartered Bank	2	1,82%	4 137
	Mettle Corporate Finance	2	1,82%	1
19	Goldman Sachs	1	0,91%	1 953 888
	Merrill Lynch	1	0,91%	1 953 888
	Moshe Capital	1	0,91%	4 161
	Qinisele Resources	1	0,91%	4 161
	Rothschild & Co	1	0,91%	750
	Nolands Capital	1	0,91%	162
	Bravura Capital	1	0,91%	125
	Merchantec Capital	1	0,91%	35
	Birkett Stewart McHendrie	1	0,91%	25
	Third Way Investment Partners	1	0,91%	25

* Investment Advisers include Financial Advisers and others claiming this category

GENERAL CORPORATE FINANCE

RANKINGS BY TRANSACTION VALUE

SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	Investec Bank	2 548 241	91,93%
2	Rand Merchant Bank	81 502	2,94%
3	Absa CIB	39 599	1,43%
4	Standard Bank	24 076	0,87%
5	Java Capital	21 072	0,76%
6	PSG Capital	12 618	0,46%
7	UBS	10 551	0,38%
8	Nedbank CIB	9 278	0,33%
9	JPMorgan	6 549	0,24%
10	Merrill Lynch	4 941	0,18%
11	Renaissance Capital	3 782	0,14%
12	Questco	3 087	0,11%
13	One Capital	2 983	0,11%
14	Sasfin Capital	1 338	0,05%
15	Merchantec Capital	1 270	0,05%
16	Arbor Capital Sponsors	560	0,02%
17	Deloitte	214	0,01%
18	Tamela	163	0,01%
19	River Group	114	n/a
20	Mettle Corporate Finance	102	n/a
21	Grindrod Bank	34	n/a
22	Bridge Capital	3	n/a
	Pallidus Capital	3	n/a
24	Vunani Corporate Finance	undisclosed	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	32	12,75%	21 072
2	PSG Capital	28	11,16%	12 618
3	Rand Merchant Bank	27	10,76%	81 502
4	Investec Bank	23	9,16%	2 548 241
5	Questco	17	6,77%	3 087
6	Merchantec Capital	15	5,98%	1 270
7	Arbor Capital Sponsors	13	5,18%	560
8	Standard Bank	12	4,78%	24 076
	Nedbank CIB	12	4,78%	9 278
10	Renaissance Capital	10	3,98%	3 782
	Sasfin Capital	10	3,98%	1 338
12	UBS	8	3,19%	10 551
13	Merrill Lynch	7	2,79%	4 941
	One Capital	7	2,79%	2 983
15	JPMorgan	5	1,99%	6 549
	Deloitte	5	1,99%	214
	River Group	5	1,99%	114
18	Absa CIB	4	1,59%	39 599
19	Mettle Corporate Finance	3	1,20%	102
	Grindrod Bank	3	1,20%	34
21	Vunani Corporate Finance	2	0,80%	undisclosed
22	Tamela	1	0,40%	163
	Bridge Capital	1	0,40%	3
	Pallidus Capital	1	0,40%	3

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Webber Wentzel	2 587 505	50,16%
2	Glyn Marais	2 481 438	48,10%
3	ENSafrica	28 055	0,54%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Cliffe Dekker Hofmeyr	26	29,89%	17 421
2	Webber Wentzel	15	17,24%	2 587 505
3	ENSafrica	13	14,94%	28 055

RANKINGS BY TRANSACTION VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
4	Cliffe Dekker Hofmeyr	17 421	0,34%
5	Werksmans	14 050	0,27%
6	Tabacks	8 524	0,17%
7	DLA Piper South Africa	7 035	0,14%
8	Bowmans	5 575	0,11%
9	Allen & Overy (South Africa)	4 755	0,09%
10	Baker McKenzie	3 447	0,07%
11	Bernadt Vukic Potash & Getz	406	0,01%
12	Denton	163	n/a
	Poswa	163	n/a
14	Gunstons Attorneys	162	n/a
15	Fluxmans	136	n/a
16	Adams & Adams	125	n/a
17	Motsoeneng Bill	25	n/a
18	Fullard Mayer Morrison	3	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
4	Bowmans	9	10,34%	5 575
5	Werksmans	3	3,45%	14 050
	Tabacks	3	3,45%	8 524
	DLA Piper South Africa	3	3,45%	7 035
	Fluxmans	3	3,45%	136
9	Glyn Marais	2	2,30%	2 481 438
	Bernadt Vukic Potash & Getz	2	2,30%	406
11	Allen & Overy (South Africa)	1	1,15%	4 755
	Baker McKenzie	1	1,15%	3 447
	Poswa	1	1,15%	163
	Denton	1	1,15%	163
	Gunstons Attorneys	1	1,15%	162
	Adams & Adams	1	1,15%	125
	Motsoeneng Bill	1	1,15%	25
	Fullard Mayer Morrison	1	1,15%	3

TRANSACTIONAL SUPPORT SERVICES

No	Company	Transaction Values R'm	Market Share %
1	PwC	2 012 511	99,18%
2	BDO	11 235	0,55%
3	PKF Octagon	2 990	0,15%
4	Deloitte	738	0,04%
5	Mazars	505	0,02%
6	KPMG	487	0,02%
7	EY	196	0,01%
8	SNG Grant Thornton	173	0,01%
9	Nexia SAB&T	162	0,01%
10	PSG Capital	120	0,01%
11	Nodus Capital	64	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	BDO	17	42,50%	11 235
2	PwC	9	22,50%	2 012 511
3	KPMG	3	7,50%	487
4	Deloitte	2	5,00%	738
	SNG Grant Thornton	2	5,00%	173
	Nodus Capital	2	5,00%	64
7	PKF Octagon	1	2,50%	2 990
	Mazars	1	2,50%	505
	EY	1	2,50%	196
	Nexia SAB&T	1	2,50%	162
	PSG Capital	1	2,50%	120