

# MERGERS & ACQUISITIONS H1 2019

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

### RANKINGS BY DEAL VALUE

#### INVESTMENT ADVISERS\*

No	Company	Deal Values R'm	Market Share %
1	Nedbank CIB	7 502	23,03%
2	Standard Bank	5 684	17,45%
3	Rand Merchant Bank	4 800	14,74%
4	Investec Bank	3 887	11,93%
5	River Group	3 344	10,26%
6	JPMorgan	2 060	6,32%
7	Java Capital	1 211	3,72%
8	PSG Capital	1 116	3,43%
9	Delta Partners	1 050	3,22%
10	Grindrod Bank	584	1,79%
11	Standard Chartered Bank	581	1,78%

### RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Nedbank CIB	12	24,00%	7 502
2	Investec Bank	8	16,00%	3 887
3	Standard Bank	5	10,00%	5 684
4	River Group	4	8,00%	3 344
5	Grindrod Bank	3	6,00%	584
6	PSG Capital	2	4,00%	1 116
	Questco	2	4,00%	22
8	Rand Merchant Bank	1	2,00%	4 800
	JPMorgan	1	2,00%	2 060
	Java Capital	1	2,00%	1 211
	Delta Partners	1	2,00%	1 050

#### SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Investec Bank	41 397	48,04%
2	Nedbank CIB	9 847	11,43%
3	Java Capital	6 541	7,59%
4	Rand Merchant Bank	5 876	6,82%
5	Merrill Lynch	3 591	4,17%
6	River Group	3 344	3,88%
7	PSG Capital	2 871	3,33%
8	Standard Bank	2 186	2,54%
9	Absa	2 060	2,39%
10	JPMorgan	1 781	2,07%
11	Tamela	1 200	1,39%
12	Questco	863	1,00%
13	Mettle Corporate Finance	833	0,97%
14	Sasfin Capital	757	0,88%
15	Grindrod Bank	750	0,87%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Nedbank CIB	18	14,63%	9 847
2	Investec Bank	17	13,82%	41 397
3	Java Capital	12	9,76%	6 541
4	PSG Capital	10	8,13%	2 871
5	Rand Merchant Bank	9	7,32%	5 876
6	Standard Bank	7	5,69%	2 186
	Questco	7	5,69%	863
	Merchantec Capital	7	5,69%	474
9	Grindrod Bank	5	4,07%	750
	Arbor Capital Sponsors	5	4,07%	680
11	River Group	4	3,25%	3 344
12	Merrill Lynch	3	2,44%	3 591
	JPMorgan	3	2,44%	1 781
	Deloitte	3	2,44%	349
	One Capital	3	2,44%	84

#### LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	9 480	23,59%
2	Webber Wentzel	6 610	16,45%
3	ENSafrica	6 585	16,38%
4	Werksmans	6 463	16,08%
5	Bernadt Vukic Potash & Getz	4 800	11,94%
6	Norton Rose Fulbright (South Africa)	2 600	6,47%
7	Bowmans	1 004	2,50%
8	DLA Piper South Africa	581	1,45%
9	Fluxmans	499	1,24%
10	Baker McKenzie	275	0,68%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	18	21,18%	9 480
2	Webber Wentzel	13	15,29%	6 610
3	ENSafrica	12	14,12%	6 585
4	Werksmans	11	12,94%	6 463
5	Bowmans	5	5,88%	1 004
6	Norton Rose Fulbright (South Africa)	3	3,53%	2 600
	Baker McKenzie	3	3,53%	275
8	Vani Chetty Competition Law	2	2,35%	259
	Motsoeneng Bill	2	2,35%	155
	Falcon & Hume	2	2,35%	109

#### TRANSACTIONAL SUPPORT SERVICES

No	Company	Deal Values R'm	Market Share %
1	PwC	4 875	74,28%
2	EY	941	14,34%
3	BDO	356	5,43%
4	Deloitte	195	2,97%
5	Nexia SAB&T	185	2,82%
6	PSG Capital	10	0,16%
7	Du Toit Van Den Heever	undisclosed	n/a
	Mazars	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	EY	7	36,84%	941
2	BDO	4	21,05%	356
3	PwC	2	10,53%	4 875
	Deloitte	2	10,53%	195
5	Nexia SAB&T	1	5,26%	185
	PSG Capital	1	5,26%	10
	Du Toit Van Den Heever	1	5,26%	undisclosed
	Mazars	1	5,26%	undisclosed

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