

MERGERS & ACQUISITIONS

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2013

RANKINGS BY DEAL VALUE

RANKINGS BY DEAL FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Deal Values R'm	Market Share %
1	Rand Merchant Bank	31,289	13.51%
2	Investec Bank	28,059	12.11%
3	Nedbank Capital	24,498	10.57%
4	Java Capital	18,758	8.10%
5	BDO Corporate Finance	17,085	7.37%
6	Absa/Barclays	13,797	5.96%
7	Deutsche Bank	13,194	5.70%
8	Grant Thornton	11,637	5.02%
9	PwC Corporate Finance	11,114	4.80%
10	Skills Squared Solutions	6,950	3.00%
11	Macquarie First South Capital	6,861	2.96%
12	QuestCo	6,770	2.92%
13	Morgan Stanley	6,575	2.84%
14	Deloitte	5,607	2.42%
15	Standard Bank	5,337	2.30%
16	Bridge Capital	5,284	2.28%
17	Ernst & Young	4,500	1.94%
18	PSG Capital	2,243	0.97%
19	Qinisele Resources	2,012	0.87%
20	Standard Chartered	1,872	0.81%
21	KPMG	1,639	0.71%
22	Hyde Park Capital	1,612	0.70%
23	Bravura	1,303	0.56%
24	Sasfin Capital	678	0.29%
25	Reign Capital	500	0.22%
26	UBS	460	0.20%
27	Vunani Corporate Finance	429	0.19%
28	Merchantec Capital	419	0.18%
29	Afrasia Corporate Finance	315	0.14%
30	Mazars	218	0.09%
31	Effortless Corporate Finance	138	0.06%
32	Exchange Sponsors	136	0.06%
33	Leaf Capital	100	0.04%
34	Nodus Capital	86	0.04%
35	Grindrod Bank	84	0.04%
36	Bowden & Company	54	0.02%
37	Arcay Moela	35	0.02%
38	DEA-RU	13	0.01%
39	River Group	undisclosed	n/a
40	VenmynDeloitte	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Nedbank Capital	52	16.56%	24,498
2	Investec Bank	46	14.65%	28,059
3	Java Capital	36	11.46%	18,758
4	Rand Merchant Bank	22	7.01%	31,289
5	BDO Corporate Finance	20	6.37%	17,085
6	PSG Capital	16	5.10%	2,243
7	Grant Thornton	12	3.82%	11,637
8	Bravura	9	2.87%	1,303
9	Absa/Barclays	8	2.55%	13,797
10	QuestCo	6	1.91%	6,770
	Standard Bank	6	1.91%	5,337
	Sasfin Capital	6	1.91%	678
	Afrasia Corporate Finance	6	1.91%	315
14	Deutsche Bank	5	1.59%	13,194
	Deloitte	5	1.59%	5,607
	Merchantec Capital	5	1.59%	419
17	Macquarie First South Capital	4	1.27%	6,861
	Bridge Capital	4	1.27%	5,284
	Qinisele Resources	4	1.27%	2,012
	Vunani Corporate Finance	4	1.27%	429
	Mazars	4	1.27%	218
	Exchange Sponsors	4	1.27%	136
23	PwC Corporate Finance	3	0.96%	11,114
	KPMG	3	0.96%	1,639
	Effortless Corporate Finance	3	0.96%	138
	Grindrod Bank	3	0.96%	84
27	Morgan Stanley	2	0.64%	6,575
	Ernst & Young	2	0.64%	4,500
	DEA-RU	2	0.64%	13
	River Group	2	0.64%	undisclosed
31	Skills Squared Solutions	1	0.32%	6,950
	Standard Chartered	1	0.32%	1,872
	Hyde Park Capital	1	0.32%	1,612
	Reign Capital	1	0.32%	500
	UBS	1	0.32%	460
	Leaf Capital	1	0.32%	100
	Nodus Capital	1	0.32%	86
	Bowden & Company	1	0.32%	54
	Arcay Moela	1	0.32%	35
	VenmynDeloitte	1	0.32%	undisclosed

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

MERGERS & ACQUISITIONS

RANKINGS BY DEAL VALUE

SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Investec Bank	52,269	21.38%
2	Absa/Barclays	38,354	15.69%
3	Java Capital	29,045	11.88%
4	Nedbank Capital	22,864	9.35%
5	Rand Merchant Bank	21,116	8.64%
6	Deutsche Securities	17,672	7.23%
7	JPMorgan	13,330	5.45%
8	Macquarie First South Capital	10,998	4.50%
9	Merrill Lynch	10,167	4.16%
10	UBS	5,794	2.37%
11	Standard Bank	5,037	2.06%
12	One Capital	3,899	1.60%
13	Deloitte	3,868	1.58%
14	PSG Capital	3,814	1.56%
15	Sasfin Capital	1,229	0.50%
16	Arcay Moela Sponsors	1,101	0.45%
17	Vunani Corporate Finance	836	0.34%
18	Merchantec Capital	728	0.30%
19	Grindrod Bank	613	0.25%
20	QuestCo Sponsors	535	0.22%
21	PwC Corporate Finance	402	0.16%
22	Bridge Capital	380	0.16%
23	Exchange Sponsors	266	0.11%
24	River Group	154	0.06%
25	KPMG	undisclosed	n/a

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	62	14.45%	29,045
2	Investec Bank	59	13.75%	52,269
3	Nedbank Capital	50	11.66%	22,864
4	PSG Capital	42	9.79%	3,814
5	Rand Merchant Bank	28	6.53%	21,116
6	Arcay Moela Sponsors	17	3.96%	1,101
7	Deloitte	16	3.73%	3,868
	Sasfin Capital	16	3.73%	1,229
9	Merrill Lynch	14	3.26%	10,167
	Merchantec Capital	14	3.26%	728
11	Absa/Barclays	13	3.03%	38,354
12	Bridge Capital	12	2.80%	380
	Exchange Sponsors	12	2.80%	266
14	Grindrod Bank	10	2.33%	613
15	Deutsche Securities	9	2.10%	17,672
	Macquarie First South Capital	9	2.10%	10,998
17	JPMorgan	8	1.86%	13,330
	One Capital	8	1.86%	3,899
19	UBS	7	1.63%	5,794
20	Vunani Corporate Finance	5	1.17%	836
	QuestCo Sponsors	5	1.17%	535
22	Standard Bank	4	0.93%	5,037
	PwC Corporate Finance	4	0.93%	402
	River Group	4	0.93%	154
25	KPMG	1	0.23%	undisclosed

LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	46,107	16.40%
2	ENSafrica	44,958	15.99%
3	Webber Wentzel	36,111	12.85%
4	Werksmans	31,641	11.26%
5	Bowman Gilfillan	30,271	10.77%
6	Van Der Merwe	13,036	4.64%
7	CM&A	11,431	4.07%
8	Norton Rose Fulbright	10,895	3.88%
9	Glyn Marais	8,752	3.11%
10	Read Hope Phillips	8,654	3.08%
11	Roodt	6,950	2.47%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	96	21.82%	46,107
2	ENSafrica	93	21.14%	44,958
3	Werksmans	38	8.64%	31,641
4	Bowman Gilfillan	37	8.41%	30,271
5	Webber Wentzel	33	7.50%	36,111
6	Van Der Merwe	28	6.36%	13,036
7	Vani Chetty	16	3.64%	5,115
8	Java Capital	15	3.41%	5,042
9	Brink Cohen Le Roux	12	2.73%	6,524
10	Fluxmans	9	2.05%	3,986
11	Glyn Marais	8	1.82%	8,752

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RANKINGS BY DEAL VALUE

RANKINGS BY DEAL FLOW (ACTIVITY)

LEGAL ADVISERS (Continued)

No	Company	Deal Values R'm	Market Share %
12	Brink Cohen Le Roux	6,524	2.32%
13	Vani Chetty	5,115	1.82%
14	Java Capital	5,042	1.79%
15	Fluxmans	3,986	1.42%
16	Tabacks	3,337	1.19%
17	Adams & Adams	2,163	0.77%
18	HR Levin	2,088	0.74%
19	LD Immerman	729	0.26%
20	Brink Falcon Hume	542	0.19%
21	Thomson Wilks	500	0.18%
22	AJH Attorneys	460	0.16%
23	Routledge Modise	402	0.14%
24	Bernadt Vukic Potash & Getz	255	0.09%
25	Tugendhaft Wapnick Banchetti	237	0.08%
26	Grayston Elliot	195	0.07%
27	KWA	136	0.05%
28	AB Scarrott	122	0.04%
29	Fasken Martineau	115	0.04%
30	Baker & McKenzie	100	0.04%
31	Shepstone & Wylie	98	0.03%
32	Prinsloo, Tindle & Andropoulos	73	0.03%
33	MacRobert	54	0.02%
34	Larson Falconer Hassan Parsee	7	n/a
35	N Gattoo	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
	Tabacks	8	1.82%	3,337
13	Norton Rose Fulbright	6	1.36%	10,895
14	Read Hope Phillips	4	0.91%	8,654
	Brink Falcon Hume	4	0.91%	542
	Prinsloo, Tindle & Andropoulos	4	0.91%	73
17	Routledge Modise	3	0.68%	402
	Bernadt Vukic Potash & Getz	3	0.68%	255
	KWA	3	0.68%	136
20	Adams & Adams	2	0.45%	2,163
	HR Levin	2	0.45%	2,088
	AB Scarrott	2	0.45%	122
	Fasken Martineau	2	0.45%	115
24	CM&A	1	0.23%	11,431
	Roodt	1	0.23%	6,950
	LD Immerman	1	0.23%	729
	Thomson Wilks	1	0.23%	500
	AJH Attorneys	1	0.23%	460
	Tugendhaft Wapnick Banchetti	1	0.23%	237
	Grayston Elliot	1	0.23%	195
	Baker & McKenzie	1	0.23%	100
	Shepstone & Wylie	1	0.23%	98
	MacRobert	1	0.23%	54
	Larson Falconer Hassan Parsee	1	0.23%	7
	N Gattoo	1	0.23%	undisclosed

REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	PwC	19,478	37.28%
2	Deloitte	10,736	20.55%
3	KPMG	8,653	16.56%
4	Ernst & Young	7,050	13.49%
5	Grant Thornton	2,873	5.50%
6	BDO	1,641	3.14%
7	Mazars	1,036	1.98%
8	Baker Tilly	474	0.91%
9	Moore Stephens	182	0.35%
10	RSM	120	0.23%
11	Bismilla	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	KPMG	18	25.35%	8,653
2	PwC	12	16.90%	19,478
3	Mazars	11	15.49%	1,036
4	Grant Thornton	10	14.08%	2,873
5	BDO	8	11.27%	1,641
6	Deloitte	6	8.45%	10,736
7	Ernst & Young	2	2.82%	7,050
8	Baker Tilly	1	1.41%	474
	Moore Stephens	1	1.41%	182
	RSM	1	1.41%	120
	Bismilla	1	1.41%	undisclosed

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