

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2021

RANKINGS BY TRANSACTION VALUE

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	UBS	2 511 264	43,75%
2	Morgan Stanley	1 369 553	23,86%
3	Goldman Sachs	1 369 166	23,85%
4	Citigroup Global Markets	212 348	3,70%
5	One Capital	125 089	2,18%
6	Rand Merchant Bank	38 493	0,67%
7	Nedbank CIB	17 593	0,31%
8	Merrill Lynch	16 494	0,29%
9	PSG Capital	14 052	0,24%
10	JPMorgan	13 099	0,23%
11	Investec Bank	12 722	0,22%
12	Java Capital	11 194	0,20%
13	Standard Bank	7 419	0,13%
14	KPMG	5 970	0,10%
	Rothschild & Co	5 970	0,10%
16	Pallidus Capital	2 871	0,05%
17	Ferryman Capital Partners	2 219	0,04%
18	Questco	1 024	0,02%
19	Macquarie Advisory and Capital Markets South Africa	1 013	0,02%
20	Masico Advisory	576	0,01%
21	Vunani Capital	453	0,01%
22	Nodus Capital	412	0,01%
23	Bravura	240	n/a
24	Birkett Stewart McHendrie	156	n/a
25	DG Capital	100	n/a
26	River Group	65	n/a
27	MST Financial Services	36	n/a
28	Merchantec Capital	34	n/a
29	Khanda Capital	19	n/a
30	YW Capital	17	n/a
31	Mergence Corporate Solutions	1	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	15	11,54%	11 194
2	PSG Capital	11	8,46%	14 052
3	One Capital	10	7,69%	125 089
	Rand Merchant Bank	10	7,69%	38 493
5	Goldman Sachs	9	6,92%	1 369 166
	Nedbank CIB	9	6,92%	17 593
	Investec Bank	9	6,92%	12 722
8	Morgan Stanley	8	6,15%	1 369 553
9	River Group	6	4,62%	65
10	Pallidus Capital	5	3,85%	2 871
11	JPMorgan	4	3,08%	13 099
	Standard Bank	4	3,08%	7 419
13	Merrill Lynch	3	2,31%	16 494
	Questco	3	2,31%	1 024
	Vunani Capital	3	2,31%	453
16	UBS	2	1,54%	2 511 264
	KPMG	2	1,54%	5 970
	Rothschild & Co	2	1,54%	5 970
	Bravura	2	1,54%	240
	DG Capital	2	1,54%	100
21	Citigroup Global Markets	1	0,77%	212 348
	Ferryman Capital Partners	1	0,77%	2 219
	Macquarie Advisory and Capital Markets South Africa	1	0,77%	1 013
	Masico Advisory	1	0,77%	576
	Nodus Capital	1	0,77%	412
	Birkett Stewart McHendrie	1	0,77%	156
	MST Financial Services	1	0,77%	36
	Merchantec Capital	1	0,77%	34
	Khanda Capital	1	0,77%	19
	YW Capital	1	0,77%	17
	Mergence Corporate Solutions	1	0,77%	1

* 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	UBS	2 517 723	56,13%
2	Investec Bank	1 513 640	33,74%
3	One Capital	126 638	2,82%
4	Deloitte	115 881	2,58%
5	Rand Merchant Bank	52 234	1,16%
6	Vunani Sponsors	32 852	0,73%
7	Merrill Lynch	30 923	0,69%
8	Nedbank CIB	21 832	0,49%
9	Java Capital	18 837	0,42%
10	PSG Capital	15 348	0,34%
11	JPMorgan	13 179	0,29%
12	Absa CIB	5 815	0,13%
	Tamela	5 815	0,13%
14	Standard Bank	4 623	0,10%
15	Pallidus Capital	2 873	0,06%
16	Rencap Securities	2 677	0,06%
17	Questco	2 348	0,05%
18	Sasfin Capital	701	0,02%
19	Merchantec Capital	636	0,01%
20	AcaciaCap Advisors	550	0,01%
21	Grindrod Bank	482	0,01%
22	River Group	80	n/a
23	Exchange Sponsors	79	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	35	13,36%	18 837
2	Investec Bank	27	10,31%	1 513 640
3	Rand Merchant Bank	25	9,54%	52 234
4	PSG Capital	22	8,40%	15 348
5	Nedbank CIB	19	7,25%	21 832
6	One Capital	15	5,73%	126 638
7	UBS	14	5,34%	2 517 723
	Deloitte	14	5,34%	115 881
	Merchantec Capital	14	5,34%	636
10	Questco	11	4,20%	2 348
11	AcaciaCap Advisors	10	3,82%	550
12	JPMorgan	8	3,05%	13 179
	Standard Bank	8	3,05%	4 623
	Pallidus Capital	8	3,05%	2 873
	River Group	8	3,05%	80
16	Sasfin Capital	6	2,29%	701
	Grindrod Bank	6	2,29%	482
18	Merrill Lynch	4	1,53%	30 923
19	Rencap Securities	3	1,15%	2 677
20	Exchange Sponsors	2	0,76%	79
21	Vunani Sponsors	1	0,38%	32 852
	Absa CIB	1	0,38%	5 815
	Tamela	1	0,38%	5 815

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Webber Wentzel	1 544 219	91,86%
2	ENSAfrica	55 245	3,29%
3	Cliffe Dekker Hofmeyr	45 943	2,73%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Webber Wentzel	26	30,59%	1 544 219
2	Cliffe Dekker Hofmeyr	20	23,53%	45 943
3	ENSAfrica	10	11,76%	55 245

RANKINGS BY TRANSACTION VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
4	Bowmans	14 446	0,86%
5	Werksmans	9 136	0,54%
6	Alchemy Law Africa	4 680	0,28%
7	DLA Piper	3 000	0,18%
8	Baker McKenzie	1 109	0,07%
9	Eversheds Sutherland	975	0,06%
10	Herbert Smith Freehills South Africa	825	0,05%
11	Falcon & Hume	412	0,02%
	Poswa	412	0,02%
	Tugendhaft Wapnick Banchetti	412	0,02%
14	Bernadt Vukic Potash & Getz	160	0,01%
15	Tonkin Clacey	156	0,01%

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
4	Bowmans	9	10,59%	14 446
5	Baker McKenzie	4	4,71%	1 109
6	Werksmans	3	3,53%	9 136
	Bernadt Vukic Potash & Getz	3	3,53%	160
8	Herbert Smith Freehills South Africa	2	2,35%	825
	Falcon & Hume	2	2,35%	412
10	Alchemy Law Africa	1	1,18%	4 680
	DLA Piper	1	1,18%	3 000
	Eversheds Sutherland	1	1,18%	975
	Poswa	1	1,18%	412
	Tugendhaft Wapnick Banchetti	1	1,18%	412
	Tonkin Clacey	1	1,18%	156

TRANSACTIONAL SUPPORT SERVICES

No	Company	Transaction Values R'm	Market Share %
1	EY	104 022	65,89%
2	BDO	19 180	12,15%
3	Deloitte	17 222	10,91%
4	PwC	14 184	8,98%
5	Mazars	1 800	1,14%
6	PSG Capital	577	0,37%
7	KPMG	379	0,24%
8	PKF Octagon	240	0,15%
9	SM Xulu	223	0,14%
10	Moore	25	0,02%
11	Nexia SAB&T	17	0,01%
12	Andersen	2	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	BDO	8	22,86%	19 180
2	EY	6	17,14%	104 022
3	PwC	5	14,29%	14 184
4	Deloitte	3	8,57%	17 222
	Moore	3	8,57%	25
6	PSG Capital	2	5,71%	577
	KPMG	2	5,71%	379
	PKF Octagon	2	5,71%	240
9	Mazars	1	2,86%	1 800
	SM Xulu	1	2,86%	223
	Nexia SAB&T	1	2,86%	17
	Andersen	1	2,86%	2

