

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2013

RANKINGS BY TRANSACTION VALUE

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Absa/Barclays	739,736	81.53%
2	Java Capital	38,937	4.29%
3	Rand Merchant Bank	25,501	2.81%
4	Investec Bank	24,336	2.68%
5	JPMorgan	19,842	2.19%
6	Nedbank Capital	7,021	0.77%
7	UBS	6,296	0.69%
8	Goldman Sachs	5,482	0.60%
9	PwC Corporate Finance	5,265	0.58%
10	Merrill Lynch	3,750	0.41%
	Rothschild	3,750	0.41%
12	Standard Bank	3,197	0.35%
13	Macquarie First South Capital	3,177	0.35%
14	Grant Thornton	3,050	0.34%
15	WIP Capital	2,951	0.33%
16	PSG Capital	2,538	0.28%
17	Deutsche Bank	2,520	0.28%
18	Skills Squared Solutions	2,518	0.28%
19	BDO Corporate Finance	1,893	0.21%
20	Qinisele Resources	1,491	0.16%
21	QuestCo	900	0.10%
22	Bravura	796	0.09%
23	One Capital	624	0.07%
24	Vunani Corporate Finance	479	0.05%
25	Sasfin Capital	277	0.03%
26	Grindrod Bank	266	0.03%
27	Merchantec Capital	169	0.02%
28	Mazars	168	0.02%
29	River Group	101	0.01%
30	Leaf Capital	100	0.01%
31	Bridge Capital	86	0.01%
32	Afrasia Corporate Finance	85	0.01%
33	Exchange Sponsors	33	n/a
34	Arcay Moela Sponsors	5	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	39	19.70%	38,937
2	Investec Bank	30	15.15%	24,336
3	Nedbank Capital	19	9.60%	7,021
4	Rand Merchant Bank	15	7.58%	25,501
5	Absa/Barclays	10	5.05%	739,736
6	PSG Capital	9	4.55%	2,538
7	Macquarie First South Capital	7	3.54%	3,177
8	River Group	6	3.03%	101
	Afrasia Corporate Finance	6	3.03%	85
10	Standard Bank	5	2.53%	3,197
	BDO Corporate Finance	5	2.53%	1,893
	Bravura	5	2.53%	796
	Sasfin Capital	5	2.53%	277
14	PwC Corporate Finance	3	1.52%	5,265
	Grant Thornton	3	1.52%	3,050
	Grindrod Bank	3	1.52%	266
	Merchantec Capital	3	1.52%	169
	Bridge Capital	3	1.52%	86
19	JPMorgan	2	1.01%	19,842
	UBS	2	1.01%	6,296
	Qinisele Resources	2	1.01%	1,491
	One Capital	2	1.01%	624
	Mazars	2	1.01%	168
	Leaf Capital	2	1.01%	100
25	Goldman Sachs	1	0.51%	5,482
	Merrill Lynch	1	0.51%	3,750
	Rothschild	1	0.51%	3,750
	WIP Capital	1	0.51%	2,951
	Deutsche Bank	1	0.51%	2,520
	Skills Squared Solutions	1	0.51%	2,518
	QuestCo	1	0.51%	900
	Vunani Corporate Finance	1	0.51%	479
	Exchange Sponsors	1	0.51%	33
	Arcay Moela Sponsors	1	0.51%	5

* 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	Absa/Barclays	720,114	77.24%
2	Java Capital	50,032	5.37%
3	Rand Merchant Bank	28,919	3.10%
4	UBS	24,802	2.66%
5	Investec Bank	24,103	2.59%
6	JPMorgan	21,275	2.28%
7	Deloitte	15,780	1.69%
8	Nedbank Capital	7,177	0.77%
9	Deutsche Securities	6,550	0.70%
10	KPMG	5,039	0.54%
11	Standard Bank	4,955	0.53%
12	Merrill Lynch	4,707	0.50%
13	QuestCo Sponsors	3,806	0.41%
14	River Group	3,046	0.33%
15	PSG Capital	2,984	0.32%
16	One Capital	2,454	0.26%
17	Macquarie First South Capital	2,117	0.23%
18	Arcay Moela Sponsors	1,086	0.12%
19	Grindrod Bank	981	0.11%
20	Bravura	796	0.09%
21	Vunani Corporate Finance	606	0.07%
22	Exchange Sponsors	239	0.03%
	Sasfin Capital	239	0.03%
24	PwC Corporate Finance	237	0.03%
25	Merchantec Capital	198	0.02%
26	Bridge Capital	98	0.01%

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	64	21.62%	50,032
2	Investec Bank	32	10.81%	24,103
3	Rand Merchant Bank	29	9.80%	28,919
4	PSG Capital	26	8.78%	2,984
5	Nedbank Capital	20	6.76%	7,177
6	Sasfin Capital	14	4.73%	239
7	Deloitte	13	4.39%	15,780
8	UBS	8	2.70%	24,802
9	Absa/Barclays	7	2.36%	720,114
	River Group	7	2.36%	3,046
	Arcay Moela Sponsors	7	2.36%	1,086
	Merchantec Capital	7	2.36%	198
	Bridge Capital	7	2.36%	98
14	Macquarie First South Capital	6	2.03%	2,117
	Exchange Sponsors	6	2.03%	239
16	Merrill Lynch	5	1.69%	4,707
	One Capital	5	1.69%	2,454
	Grindrod Bank	5	1.69%	981
	Bravura	5	1.69%	796
20	Deutsche Securities	4	1.35%	6,550
	Standard Bank	4	1.35%	4,955
	PwC Corporate Finance	4	1.35%	237
23	JPMorgan	3	1.01%	21,275
	KPMG	3	1.01%	5,039
	QuestCo Sponsors	3	1.01%	3,806
26	Vunani Corporate Finance	2	0.68%	606

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Werksmans	718,454	79.69%
2	Cliffe Dekker Hofmeyr	52,828	5.86%
3	ENSafrica	46,104	5.11%
4	Webber Wentzel	24,350	2.70%
5	Glyn Marais	11,905	1.32%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	ENSafrica	30	21.28%	46,104
2	Cliffe Dekker Hofmeyr	28	19.86%	52,828
3	Webber Wentzel	12	8.51%	24,350
4	Glyn Marais	10	7.09%	11,905
5	Java Capital	9	6.38%	11,131

* 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	Java Capital	11,131	1.23%
7	Bowman Gilfillan	9,512	1.06%
8	Norton Rose Fulbright	6,506	0.72%
9	Prinsloo, Tindle & Andropoulos	5,578	0.62%
10	Fluxmans	3,863	0.43%
11	Tabacks	3,542	0.39%
12	Roodt	2,518	0.28%
13	Adams & Adams	1,213	0.13%
14	Brink Falcon Hume	994	0.11%
	Van Der Merwe	994	0.11%
16	Vani Chetty	900	0.10%
17	Garlicke & Bousfield	392	0.04%
18	HR Levin	177	0.02%
19	Tugendhaft Wapnick Banchetti	176	0.02%
20	Grayston Elliot	112	0.01%
21	Bernadt Vukic Potash & Getz	100	0.01%
22	Routledge Modise	64	0.01%
23	Shepstone & Wylie	60	0.01%
24	KWA	33	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
6	Bowman Gilfillan	8	5.67%	9,512
7	Werksmans	6	4.26%	718,454
	Norton Rose Fulbright	6	4.26%	6,506
9	Fluxmans	5	3.55%	3,863
	Tabacks	5	3.55%	3,542
11	Brink Falcon Hume	3	2.13%	994
12	Prinsloo, Tindle & Andropoulos	2	1.42%	5,578
	Adams & Adams	2	1.42%	1,213
	Van Der Merwe	2	1.42%	994
	Garlicke & Bousfield	2	1.42%	392
	HR Levin	2	1.42%	177
	Bernadt Vukic Potash & Getz	2	1.42%	100
18	Roodt	1	0.71%	2,518
	Vani Chetty	1	0.71%	900
	Tugendhaft Wapnick Banchetti	1	0.71%	176
	Grayston Elliot	1	0.71%	112
	Routledge Modise	1	0.71%	64
	Shepstone & Wylie	1	0.71%	60
	KWA	1	0.71%	33

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	KPMG	30,046	31.75%
2	PwC	25,623	27.08%
3	Deloitte	17,430	18.42%
4	Ernst & Young	10,027	10.60%
5	Mazars	4,275	4.52%
6	Grant Thornton	2,572	2.72%
7	SizweNtsalubaGobodo	1,821	1.92%
8	BDO	1,339	1.41%
9	Moore Stephens	854	0.90%
10	Baker Tilly	539	0.57%
11	RSM	85	0.09%
12	Logista CA	10	0.01%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	KPMG	20	25.00%	30,046
2	PwC	14	17.50%	25,623
3	Ernst & Young	10	12.50%	10,027
4	Deloitte	7	8.75%	17,430
5	Grant Thornton	6	7.50%	2,572
	Moore Stephens	6	7.50%	854
7	Mazars	5	6.25%	4,275
8	RSM	4	5.00%	85
9	SizweNtsalubaGobodo	3	3.75%	1,821
	BDO	3	3.75%	1,339
11	Baker Tilly	1	1.25%	539
	Logista CA	1	1.25%	10

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