

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY DEAL VALUE

RANKINGS BY DEAL FLOW (ACTIVITY)

INVESTMENT ADVISERS*

| No | Company | Transaction Values R'm | Market Share % |
|----|--------------------------------|------------------------|----------------|
| 1 | Investec Bank | 6,394 | 26.56% |
| 2 | Rand Merchant Bank | 5,798 | 24.08% |
| 3 | Java Capital | 3,875 | 16.10% |
| 4 | UBS | 2,165 | 8.99% |
| 5 | Qinisele Resources | 1,685 | 7.00% |
| 6 | Macquarie First South Advisers | 1,100 | 4.57% |
| 7 | Yunani Corporate Finance | 1,058 | 4.39% |
| 8 | PSG Capital | 966 | 4.01% |
| 9 | One Capital | 289 | 1.20% |
| 10 | Deutsche Bank | 249 | 1.03% |
| 11 | Deloitte | 145 | 0.60% |

| No | Company | No of Transactions | Market Share % | Transaction Values R'm |
|----|--------------------------|--------------------|----------------|------------------------|
| 1 | Rand Merchant Bank | 7 | 16.28% | 5,798 |
| 2 | Investec Bank | 6 | 13.95% | 6,394 |
| 3 | Absa Capital | 4 | 9.30% | 76 |
| 4 | Java Capital | 3 | 6.98% | 3,875 |
| | Sasfin Capital | 3 | 6.98% | 77 |
| | BDO Corporate Finance | 3 | 6.98% | 57 |
| | River Group | 3 | 6.98% | 24 |
| 8 | UBS | 2 | 4.65% | 2,165 |
| | Yunani Corporate Finance | 2 | 4.65% | 1,058 |
| | PSG Capital | 2 | 4.65% | 966 |
| | One Capital | 2 | 4.65% | 289 |

SPONSORS

| No | Company | Transaction Values R'm | Market Share % |
|----|--------------------------------|------------------------|----------------|
| 1 | Absa Capital | 14,634 | 31.90% |
| 2 | Investec Bank | 6,804 | 14.83% |
| 3 | Java Capital | 4,812 | 10.49% |
| 4 | UBS | 4,599 | 10.03% |
| 5 | Deloitte | 4,048 | 8.82% |
| 6 | Macquarie First South Advisers | 2,785 | 6.07% |
| 7 | KPMG | 2,618 | 5.71% |
| 8 | Rand Merchant Bank | 1,317 | 2.87% |
| 9 | Grindrod Bank | 1,072 | 2.34% |
| 10 | Yunani Corporate Finance | 1,072 | 2.34% |
| 11 | QuestCo Sponsors | 975 | 2.13% |
| 12 | Deutsche Securities | 434 | 0.95% |
| 13 | One Capital | 289 | 0.63% |

| No | Company | No of Transactions | Market Share % | Transaction Values R'm |
|----|--------------------------|--------------------|----------------|------------------------|
| 1 | Java Capital | 11 | 15.71% | 4,812 |
| 2 | Investec Bank | 8 | 11.43% | 6,804 |
| 3 | Rand Merchant Bank | 6 | 8.57% | 1,317 |
| 4 | Deloitte | 4 | 5.71% | 4,048 |
| | PSG Capital | 4 | 5.71% | 117 |
| | JPMorgan | 4 | 5.71% | 76 |
| | Arcay Moela Sponsors | 4 | 5.71% | 53 |
| 8 | UBS | 3 | 4.29% | 4,599 |
| | Grindrod Bank | 3 | 4.29% | 1,072 |
| | Yunani Corporate Finance | 3 | 4.29% | 1,072 |
| | QuestCo Sponsors | 3 | 4.29% | 975 |
| | Deutsche Securities | 3 | 4.29% | 434 |
| | River Group | 3 | 4.29% | 24 |

LEGAL ADVISERS

| No | Company | Transaction Values R'm | Market Share % |
|----|------------------------------|------------------------|----------------|
| 1 | Cliffe Dekker Hofmeyr | 7,422 | 31.22% |
| 2 | Edward Nathan Sonnenbergs | 5,424 | 22.81% |
| 3 | Werksmans | 4,543 | 19.11% |
| 4 | Glyn Marais | 2,907 | 12.23% |
| 5 | Webber Wentzel | 2,800 | 11.78% |
| 6 | Bowman Gilfillan | 145 | 0.61% |
| | Vani Chetty | 145 | 0.61% |
| 8 | Tabacs | 121 | 0.51% |
| 9 | Tugendhaft Wapnick Banchetti | 110 | 0.46% |
| 10 | Bernadt Vukic Potash & Getz | 84 | 0.35% |
| 11 | Norton Rose | 52 | 0.22% |
| 12 | Java Capital | 22 | 0.09% |

| No | Company | No of Transactions | Market Share % | Transaction Values R'm |
|----|------------------------------|--------------------|----------------|------------------------|
| 1 | Cliffe Dekker Hofmeyr | 7 | 24.14% | 7,422 |
| 2 | Edward Nathan Sonnenbergs | 5 | 17.24% | 5,424 |
| 3 | Glyn Marais | 4 | 13.79% | 2,907 |
| 4 | Werksmans | 3 | 10.34% | 4,543 |
| 5 | Webber Wentzel | 2 | 6.90% | 2,800 |
| | Norton Rose | 2 | 6.90% | 52 |
| 7 | Bowman Gilfillan | 1 | 3.45% | 145 |
| | Vani Chetty | 1 | 3.45% | 145 |
| | Tabacs | 1 | 3.45% | 121 |
| | Tugendhaft Wapnick Banchetti | 1 | 3.45% | 110 |
| | Bernadt Vukic Potash & Getz | 1 | 3.45% | 84 |
| | Java Capital | 1 | 3.45% | 22 |

REPORTING ACCOUNTANTS

| No | Company | Transaction Values R'm | Market Share % |
|----|---------------|------------------------|----------------|
| 1 | Deloitte | 4,688 | 32.84% |
| 2 | PKF | 3,906 | 27.36% |
| 3 | KPMG | 2,831 | 19.83% |
| 4 | Ernst & Young | 2,739 | 19.19% |
| 5 | BDO | 110 | 0.77% |
| 6 | SAB&T | not disclosed | n/a |

| No | Company | No of Transactions | Market Share % | Transaction Values R'm |
|----|---------------|--------------------|----------------|------------------------|
| 1 | Deloitte | 6 | 30.00% | 4,688 |
| 2 | KPMG | 5 | 25.00% | 2,831 |
| 3 | PKF | 4 | 20.00% | 3,906 |
| 4 | Ernst & Young | 3 | 15.00% | 2,739 |
| 5 | BDO | 1 | 5.00% | 110 |
| | SAB&T | 1 | 5.00% | not disclosed |

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

