

# MERGERS AND ACQUISITIONS

## Ranking the Tombstone Parties

### INVESTMENT ADVISERS\*

#### Rankings by Deal Value

No	Company	Deal Values R'm	Market Share %
1	Rand Merchant Bank	33,723	20.17%
2	Fidelis Partners	31,022	18.55%
3	Investec Bank	26,358	15.76%
4	Deutsche Bank	22,729	13.59%
5	PKF	21,012	12.57%
6	Grant Thornton	21,000	12.56%
7	Java Capital	4,166	2.49%
8	Standard Bank	1,729	1.03%
9	Nedbank Capital	1,445	0.86%
10	AMB Capital	814	0.49%
11	RFA Consulting	670	0.40%
12	KPMG	614	0.37%
13	To the Point	507	0.30%
14	Barnard Jacobs Mellet	450	0.27%
15	Qinisele Resources	341	0.20%

#### Rankings by Deal Flow (Activity)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	7	14.00%	26,358
2	Rand Merchant Bank	6	12.00%	33,723
3	Nedbank Capital	5	10.00%	1,445
4	PSG Capital	4	8.00%	169
5	Deutsche Bank	3	6.00%	22,729
	PKF	3	6.00%	21,012
	Vunani Corporate Finance	3	6.00%	16
8	Java Capital	2	4.00%	4,166
	KPMG	2	4.00%	614
	QuestCo	2	4.00%	31
	Arcay Moela	2	4.00%	10
12	Capital Hill Corporate Finance	1	2.00%	80
	Fidelis Partners	1	2.00%	31,022
	Grant Thornton	1	2.00%	21,000
	Standard Bank	1	2.00%	1,729

### SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Rand Merchant Bank	34,393	21.79%
2	Merrill Lynch	31,182	19.76%
3	Fidelis Partners	31,022	19.66%
4	Investec Bank	27,793	17.61%
5	Deutsche Securities	21,070	13.35%
6	Java Capital	4,553	2.88%
7	UBS	3,897	2.47%
8	Arcay Moela Sponsors	894	0.57%
9	Merchantec Capital	670	0.42%
10	Nedbank Capital	578	0.37%
11	Barnard Jacobs Mellet	462	0.29%
12	Deloitte	457	0.29%
13	Exchange Sponsors	316	0.20%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	10	13.33%	27,793
	PSG Capital	10	13.33%	196
3	Rand Merchant Bank	7	9.33%	34,393
4	Exchange Sponsors	6	8.00%	316
5	Java Capital	5	6.67%	4,553
	Arcay Moela Sponsors	5	6.67%	894
7	Vunani Corporate Finance	4	5.33%	21
8	Deutsche Securities	3	4.00%	21,070
	UBS	3	4.00%	3,897
	Nedbank Capital	3	4.00%	578
	Barnard Jacobs Mellet	3	4.00%	462
	Deloitte	3	4.00%	457
	Macquarie First South Advisers	3	4.00%	133

### LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Edward Nathan Sonnenbergs	52,982	37.50%
2	Webber Wentzel	33,169	23.48%
3	Bowman Gilfillan	21,000	14.87%
	Tabacks	21,000	14.87%
5	Java Capital	4,166	2.95%
6	Cliffe Dekker Hofmeyr	3,417	2.42%
7	Read Hope Phillips	1,729	1.22%
8	Werksmans	1,310	0.93%
9	Deneys Reitz	814	0.58%
10	Vani Chetty	578	0.41%
11	Glyn Marais	450	0.32%
12	Eversheds	357	0.25%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Edward Nathan Sonnenbergs	10	19.61%	52,982
2	Webber Wentzel	8	15.69%	33,169
	Cliffe Dekker Hofmeyr	8	15.69%	3,417
4	Werksmans	6	11.76%	1,310
5	Eversheds	4	7.84%	357
6	Vani Chetty	3	5.88%	578
7	Van Hulsteyns	2	3.92%	0
	Java Capital	2	3.92%	4,166
9	Bowman Gilfillan	1	1.96%	21,000
	Tabacks	1	1.96%	21,000
	Read Hope Phillips	1	1.96%	1,729
	Deneys Reitz	1	1.96%	814

### REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	Deloitte	32,286	42.81%
2	PKF	21,007	27.86%
3	PricewaterhouseCoopers	21,000	27.85%
4	KPMG	670	0.89%
5	Kaplan & Kaplan	450	0.60%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Deloitte	3	37.50%	32,286
2	PKF	2	25.00%	21,007
3	PricewaterhouseCoopers	1	12.50%	21,000
	KPMG	1	12.50%	670
	Kaplan & Kaplan	1	12.50%	450

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