

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2018

RANKINGS BY TRANSACTION VALUE

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Merrill Lynch	414 202	21,91%
2	Rothschild	252 796	13,37%
3	Citigroup Global Markets	161 980	8,57%
4	BDO Corporate Finance	159 765	8,45%
5	UBS	156 396	8,27%
6	JPMorgan	147 096	7,78%
7	Morgan Stanley	121 071	6,40%
8	Standard Bank	103 036	5,45%
9	Rand Merchant Bank	68 322	3,61%
10	Goldman Sachs	56 532	2,99%
11	Avior Capital Markets	55 322	2,93%
12	Deutsche Bank	50 851	2,69%
13	Nedbank CIB	48 591	2,57%
14	Investec Bank	17 333	0,92%
15	PSG Capital	15 302	0,81%
16	Java Capital	10 995	0,58%
17	Macquarie Advisory and Capital Markets South Africa	9 096	0,48%
18	Absa	8 981	0,48%
19	Deloitte	8 000	0,42%
20	Grindrod Bank	4 156	0,22%
21	Questco	3 632	0,19%
22	Pallidus Capital	3 233	0,17%
23	PwC Corporate Finance	2 341	0,12%
24	Renaissance Capital	1 578	0,08%
25	LiquidAfrica	1 500	0,08%
26	KPMG	1 351	0,07%
27	EY	1 090	0,06%
28	Tamela	1 049	0,06%
29	DG Capital	800	0,04%
30	Basis Points Capital	749	0,04%
	Identity Advisory	749	0,04%
32	Merchantec Capital	591	0,03%
33	One Capital	500	0,03%
34	Tenurey BSM	468	0,02%
35	Mettle Corporate Finance	405	0,02%
36	Apex Partners	180	0,01%
37	Bravura	158	0,01%
	Mazars	158	0,01%
39	St John Capital	119	0,01%
40	River Group	60	n/a
41	Sasfin Capital	27	n/a
42	Vunani Corporate Finance	10	n/a
43	Effortless Corporate Finance	9	n/a
44	Moore Stephens	1	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	PSG Capital	20	9,30%	15 302
2	Rand Merchant Bank	16	7,44%	68 322
3	Java Capital	15	6,98%	10 995
	Questco	15	6,98%	3 632
5	Standard Bank	14	6,51%	103 036
6	Investec Bank	13	6,05%	17 333
7	JPMorgan	12	5,58%	147 096
	Merrill Lynch	12	5,58%	414 202
9	Rothschild	10	4,65%	252 796
10	Nedbank CIB	9	4,19%	48 591
11	BDO Corporate Finance	7	3,26%	159 765
12	River Group	5	2,33%	60
	Macquarie Advisory and Capital Markets South Africa	5	2,33%	9 096
14	Absa	4	1,86%	8 981
	Merchantec Capital	4	1,86%	591
	Goldman Sachs	4	1,86%	56 532
17	Tamela	3	1,40%	1 049
	Renaissance Capital	3	1,40%	1 578
	Deutsche Bank	3	1,40%	50 851
	Citigroup Global Markets	3	1,40%	161 980
	PwC Corporate Finance	3	1,40%	2 341
	Avior Capital Markets	3	1,40%	55 322
	Morgan Stanley	3	1,40%	121 071
	Vunani Corporate Finance	3	1,40%	10
25	Grindrod Bank	2	0,93%	4 156
	UBS	2	0,93%	156 396
	One Capital	2	0,93%	500
	KPMG	2	0,93%	1 351
	Mettle Corporate Finance	2	0,93%	405
	Pallidus Capital	2	0,93%	3 233
31	DG Capital	1	0,47%	800
	Bravura	1	0,47%	158
	Mazars	1	0,47%	158
	Effortless Corporate Finance	1	0,47%	9
	LiquidAfrica	1	0,47%	1 500
	Tenurey BSM	1	0,47%	468
	Deloitte	1	0,47%	8 000
	Sasfin Capital	1	0,47%	27
	Identity Advisory	1	0,47%	749
	Basis Points Capital	1	0,47%	749
	St John Capital	1	0,47%	119
	Moore Stephens	1	0,47%	1
	Apex Partners	1	0,47%	180
	EY	1	0,47%	1 090

* 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	321 525	28,50%
2	Merrill Lynch	300 259	26,62%
3	Investec Bank	131 234	11,63%
4	JPMorgan	112 583	9,98%
5	Nedbank CIB	52 651	4,67%
6	Standard Bank	44 910	3,98%
7	Absa	38 841	3,44%
8	Rand Merchant Bank	24 002	2,13%
9	Java Capital	22 943	2,03%
10	PSG Capital	22 063	1,96%
11	Deutsche Securities	19 425	1,72%
12	Grindrod Bank	11 663	1,03%
13	Singular Systems	9 973	0,88%
14	Questco	4 107	0,36%
15	Pallidus Capital	3 233	0,29%
16	Renaissance Capital	1 732	0,15%
17	Merchantec Capital	1 724	0,15%
18	Tamela	1 049	0,09%
19	Arbor Capital Sponsors	795	0,07%
20	Vunani Corporate Finance	672	0,06%
21	One Capital	605	0,05%
22	PwC Corporate Finance	525	0,05%
23	Mettle Corporate Finance	494	0,04%
24	Sasfin Capital	488	0,04%
25	Deloitte	430	0,04%
26	Bridge Capital	68	0,01%
27	River Group	60	0,01%
28	Exchange Sponsors	27	n/a
29	Bravura Capital	17	n/a
30	KPMG	9	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	PSG Capital	35	11,15%	22 063
2	Java Capital	31	9,87%	22 943
3	Investec Bank	29	9,24%	131 234
4	Rand Merchant Bank	25	7,96%	24 002
	Questco	25	7,96%	4 107
6	Merrill Lynch	17	5,41%	300 259
7	Nedbank CIB	15	4,78%	52 651
	Standard Bank	15	4,78%	44 910
9	Merchantec Capital	13	4,14%	1 724
10	UBS	12	3,82%	321 525
11	JPMorgan	11	3,50%	112 583
	Grindrod Bank	11	3,50%	11 663
13	Arbor Capital Sponsors	10	3,18%	795
14	Sasfin Capital	8	2,55%	488
15	Absa	7	2,23%	38 841
	Renaissance Capital	7	2,23%	1 732
17	Deloitte	6	1,91%	430
18	Deutsche Securities	5	1,59%	19 425
	River Group	5	1,59%	60
20	Singular Systems	4	1,27%	9 973
	One Capital	4	1,27%	605
	PwC Corporate Finance	4	1,27%	525
23	Tamela	3	0,96%	1 049
	Mettle Corporate Finance	3	0,96%	494
25	Pallidus Capital	2	0,64%	3 233
	Bridge Capital	2	0,64%	68
	KPMG	2	0,64%	9
28	Vunani Corporate Finance	1	0,32%	672
	Exchange Sponsors	1	0,32%	27
	Bravura Capital	1	0,32%	17

RANKINGS BY TRANSACTION VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Webber Wentzel	543 039	39,27%
2	Herbert Smith Freehills (SA)	233 645	16,90%
3	Bowmans	174 588	12,62%
4	Werksmans	135 712	9,81%
5	ENSafrica	83 961	6,07%
6	Cliffe Dekker Hofmeyr	81 954	5,93%
7	Allen & Overy (South Africa)	69 803	5,05%
8	Tugendhaft Wapnick Banchetti	19 184	1,39%
9	Glyn Marais	13 700	0,99%
10	Ledwaba Mazwai	8 720	0,63%
11	Baker McKenzie	6 474	0,47%
12	Norton Rose Fulbright South Africa	5 727	0,41%
13	DLA Piper	3 176	0,23%
14	Hogan Lovells (South Africa)	1 348	0,10%
15	Dentons	749	0,05%
	Poswa	749	0,05%
17	Adams & Adams	158	0,01%
18	Van Huyssteens	134	0,01%
19	Andrew de Jongh	59	n/a
20	KPMG	7	n/a
21	Fluxmans	1	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Bowmans	23	18,11%	174 588
2	Cliffe Dekker Hofmeyr	21	16,54%	81 954
3	Webber Wentzel	20	15,75%	543 039
4	ENSafrica	19	14,96%	83 961
5	Werksmans	8	6,30%	135 712
6	Allen & Overy (South Africa)	6	4,72%	69 803
7	Herbert Smith Freehills (SA)	5	3,94%	233 645
	Tugendhaft Wapnick Banchetti	5	3,94%	19 184
9	Baker McKenzie	4	3,15%	6 474
10	DLA Piper	3	2,36%	3 176
11	Glyn Marais	2	1,57%	13 700
	Hogan Lovells (South Africa)	2	1,57%	1 348
13	Ledwaba Mazwai	1	0,79%	8 720
	Norton Rose Fulbright South Africa	1	0,79%	5 727
	Dentons	1	0,79%	749
	Poswa	1	0,79%	749
	Adams & Adams	1	0,79%	158
	Van Huyssteens	1	0,79%	134
	Andrew de Jongh	1	0,79%	59
	KPMG	1	0,79%	7
	Fluxmans	1	0,79%	1

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	KPMG	249 568	74,42%
2	Deloitte	32 560	9,71%
3	PwC	22 746	6,78%
4	Moore Stephens CT	11 916	3,55%
5	BDO	9 738	2,90%
6	EY	8 000	2,39%
7	Mazars	501	0,15%
8	Nexia SAB&T	280	0,08%
9	PKF Octagon	59	0,02%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	KPMG	10	22,22%	249 568
	BDO	10	22,22%	9 738
3	PwC	9	20,00%	22 746
4	Deloitte	8	17,78%	32 560
5	Mazars	3	6,67%	501
6	Moore Stephens CT	2	4,44%	11 916
7	EY	1	2,22%	8 000
	Nexia SAB&T	1	2,22%	280
	PKF Octagon	1	2,22%	59