

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES – 2020

RANKINGS BY TRANSACTION VALUE

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Rand Merchant Bank	165 523	34,02%
2	Investec Bank	65 585	13,48%
3	JPMorgan	64 286	13,21%
4	Citigroup Global Markets	46 250	9,51%
5	PSG Capital	37 557	7,72%
6	Morgan Stanley	36 138	7,43%
7	Standard Bank	18 443	3,79%
8	Absa CIB	11 716	2,41%
9	Goldman Sachs	9 411	1,93%
10	One Capital	8 134	1,67%
11	Nedbank CIB	7 105	1,46%
12	Java Capital	5 757	1,18%
13	Rothschild & Co	3 466	0,71%
14	Questco	2 169	0,45%
15	Apex Partners	1 453	0,30%
16	Pallidus Capital	863	0,18%
17	Deloitte	750	0,15%
18	Bravura Capital	500	0,10%
	Stockdale Street	500	0,10%
20	AcaciaCap Advisors	340	0,07%
21	DG Capital	300	0,06%
22	Grindrod Bank	137	0,03%
23	i2i Capital Advisors	122	0,03%
24	River Group	78	0,02%
25	Identity Advisory	undisclosed	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Investec Bank	15	11,45%	65 585
	PSG Capital	15	11,45%	37 557
3	Nedbank CIB	14	10,69%	7 105
4	Rand Merchant Bank	13	9,92%	165 523
5	River Group	12	9,16%	78
6	Java Capital	10	7,63%	5 757
7	Standard Bank	7	5,34%	18 443
	Goldman Sachs	7	5,34%	9 411
9	JPMorgan	5	3,82%	64 286
	Morgan Stanley	5	3,82%	36 138
11	Pallidus Capital	4	3,05%	863
12	Absa CIB	3	2,29%	11 716
	One Capital	3	2,29%	8 134
	Questco	3	2,29%	2 169
	AcaciaCap Advisors	3	2,29%	340
16	Citigroup Global Markets	2	1,53%	46 250
	Bravura Capital	2	1,53%	500
18	Rothschild & Co	1	0,76%	3 466
	Apex Partners	1	0,76%	1 453
	Deloitte	1	0,76%	750
	Stockdale Street	1	0,76%	500
	DG Capital	1	0,76%	300
	Grindrod Bank	1	0,76%	137
	i2i Capital Advisors	1	0,76%	122
	Identity Advisory	1	0,76%	undisclosed

* 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	JPMorgan	192 437	32,03%
2	Rand Merchant Bank	155 119	25,82%
3	Investec Bank	114 466	19,05%
4	PSG Capital	41 268	6,87%
5	UBS	34 856	5,80%
6	Questco	13 337	2,22%
7	Standard Bank	12 190	2,03%
8	Java Capital	11 485	1,91%
9	One Capital	9 314	1,55%
10	Nedbank CIB	8 974	1,49%
11	Deloitte	2 215	0,37%
12	Merrill Lynch	1 594	0,27%
13	Pallidus Capital	870	0,14%
14	Rencap Securities	584	0,10%
15	AcaciaCap Advisors	551	0,09%
16	Ab Initio Advisory	480	0,08%
17	Exchange Sponsors	425	0,07%
18	Merchantec Capital	276	0,05%
19	Grindrod Bank	144	0,02%
20	River Group	78	0,01%
21	Sasfin Capital	58	0,01%
22	Vunani Corporate Finance	35	0,01%
23	Bridge Capital	4	n/a
24	Absa CIB	undisclosed	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Investec Bank	31	11,40%	114 466
	PSG Capital	31	11,40%	41 268
	Java Capital	31	11,40%	11 485
4	Rand Merchant Bank	22	8,09%	155 119
	Nedbank CIB	22	8,09%	8 974
6	Standard Bank	16	5,88%	12 190
	Merchantec Capital	16	5,88%	276
8	JPMorgan	15	5,51%	192 437
	Questco	15	5,51%	13 337
10	River Group	12	4,41%	78
11	UBS	9	3,31%	34 856
	AcaciaCap Advisors	9	3,31%	551
13	Rencap Securities	8	2,94%	584
14	Merrill Lynch	7	2,57%	1 594
15	Deloitte	5	1,84%	2 215
	Pallidus Capital	5	1,84%	870
17	One Capital	4	1,47%	9 314
	Exchange Sponsors	4	1,47%	425
19	Sasfin Capital	3	1,10%	58
20	Grindrod Bank	2	0,74%	144
	Vunani Corporate Finance	2	0,74%	35
22	Ab Initio Advisory	1	0,37%	480
	Bridge Capital	1	0,37%	4
	Absa CIB	1	0,37%	undisclosed

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	ENSafrica	261 004	36,77%
2	Cliffe Dekker Hofmeyr	155 077	21,85%
3	Bowmans	109 989	15,49%
4	Webber Wentzel	76 898	10,83%
5	DLA Piper	60 449	8,52%
6	Allen & Overy	39 044	5,50%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	ENSafrica	34	31,78%	261 004
2	Cliffe Dekker Hofmeyr	19	17,76%	155 077
3	Bowmans	13	12,15%	109 989
4	Webber Wentzel	12	11,21%	76 898
5	DLA Piper	5	4,67%	60 449
6	Allen & Overy	4	3,74%	39 044

RANKINGS BY TRANSACTION VALUE

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
7	Glyn Marais	4 300	0,61%
8	Werksmans	1 751	0,25%
9	Baker McKenzie	867	0,12%
10	Eversheds Sutherland	149	0,02%
11	Van Huyssteens	104	0,01%
12	WWB Botha	92	0,01%
13	White & Case (South Africa)	49	0,01%
14	Adams & Adams	30	n/a
15	Bernadt Vukic Potash & Getz	26	n/a
16	Motsoeneng Bill	21	n/a
17	Fullard Mayer Morrison	4	n/a
18	Cox Yeats	undisclosed	n/a

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
	Werksmans	4	3,74%	1 751
8	White & Case (South Africa)	3	2,80%	49
9	Baker McKenzie	2	1,87%	867
	Eversheds Sutherland	2	1,87%	149
	Van Huyssteens	2	1,87%	104
12	Glyn Marais	1	0,93%	4 300
	WWB Botha	1	0,93%	92
	Adams & Adams	1	0,93%	30
	Bernadt Vukic Potash & Getz	1	0,93%	26
	Motsoeneng Bill	1	0,93%	21
	Fullard Mayer Morrison	1	0,93%	4
	Cox Yeats	1	0,93%	undisclosed

TRANSACTIONAL SUPPORT SERVICES

No	Company	Transaction Values R'm	Market Share %
1	PwC	251 348	33,63%
2	KPMG	165 044	22,08%
3	EY	154 271	20,64%
4	Merrill Lynch	75 210	10,06%
5	BDO	54 571	7,30%
6	Mazars	33 333	4,46%
7	Deloitte	6 937	0,93%
8	PKF Octagon	3 596	0,48%
9	Investec Bank	1 180	0,16%
10	Nexia SAB&T	629	0,08%
11	Letsema Corporate Finance	500	0,07%
12	PSG Capital	300	0,04%
13	Merchantec Capital	216	0,03%
14	Moore	168	0,02%
15	Nodus Capital	50	0,01%
16	Moore Johannesburg	46	0,01%
17	De Vos Richards	undisclosed	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	BDO	13	22,81%	54 571
2	PwC	10	17,54%	251 348
3	KPMG	6	10,53%	165 044
	EY	6	10,53%	154 271
5	Deloitte	4	7,02%	6 937
6	Mazars	3	5,26%	33 333
	Nexia SAB&T	3	5,26%	629
8	PKF Octagon	2	3,51%	3 596
	Moore	2	3,51%	168
10	Merrill Lynch	1	1,75%	75 210
	Investec Bank	1	1,75%	1 180
	Letsema Corporate Finance	1	1,75%	500
	PSG Capital	1	1,75%	300
	Merchantec Capital	1	1,75%	216
	Nodus Capital	1	1,75%	50
	Moore Johannesburg	1	1,75%	46
	De Vos Richards	1	1,75%	undisclosed