

# GENERAL CORPORATE FINANCE H1 2020

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

### RANKINGS BY TRANSACTION VALUE

### RANKINGS BY TRANSACTION FLOW (ACTIVITY)

#### INVESTMENT ADVISERS\*

No	Company	Transaction Values R'm	Market Share %
1	<b>Rand Merchant Bank</b>	<b>121 768</b>	<b>40,75%</b>
2	Citigroup Global Markets	46 250	15,48%
3	PSG Capital	36 493	12,21%
4	Investec Bank	34 471	11,54%
5	Standard Bank	17 393	5,82%
6	Morgan Stanley	9 498	3,18%
7	Absa CIB	7 416	2,48%
8	JPMorgan	7 203	2,41%
9	Java Capital	4 807	1,61%
10	Rothschild & Co	3 466	1,16%
11	Goldman Sachs	3 037	1,02%
12	Nedbank CIB	2 273	0,76%
13	Apex Partners	1 453	0,49%
14	Questco	1 392	0,47%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	<b>Investec Bank</b>	<b>9</b>	<b>12,68%</b>	<b>34 471</b>
2	Rand Merchant Bank	8	11,27%	121 768
	Java Capital	8	11,27%	4 807
4	PSG Capital	7	9,86%	36 493
	Nedbank CIB	7	9,86%	2 273
6	Standard Bank	6	8,45%	17 393
7	River Group	5	7,04%	27
8	Goldman Sachs	4	5,63%	3 037
9	Citigroup Global Markets	2	2,82%	46 250
	Morgan Stanley	2	2,82%	9 498
	Absa CIB	2	2,82%	7 416
	JPMorgan	2	2,82%	7 203
	Questco	2	2,82%	1 392
	Arbor Capital	2	2,82%	434

#### SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	<b>JPMorgan</b>	<b>168 394</b>	<b>38,20%</b>
2	Rand Merchant Bank	115 924	26,30%
3	Investec Bank	52 608	11,93%
4	PSG Capital	38 865	8,82%
5	UBS	30 943	7,02%
6	Questco	12 466	2,83%
7	Standard Bank	10 408	2,36%
8	Java Capital	5 591	1,27%
9	Nedbank CIB	3 063	0,69%
10	One Capital	1 270	0,29%
11	Ab Initio Advisory	480	0,11%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	<b>Java Capital</b>	<b>17</b>	<b>12,50%</b>	<b>5 591</b>
2	PSG Capital	16	11,76%	38 865
3	Rand Merchant Bank	14	10,29%	115 924
4	Nedbank CIB	13	9,56%	3 063
5	Investec Bank	11	8,09%	52 608
6	JPMorgan	9	6,62%	168 394
	Questco	9	6,62%	12 466
	Standard Bank	9	6,62%	10 408
9	Arbor Capital Sponsors	7	5,15%	190
10	River Group	5	3,68%	27
11	Rencap Securities	4	2,94%	1

\* Investment Advisers incorporate Financial Advisers and others claiming this category



# GENERAL CORPORATE FINANCE H1 2020

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES (CONTINUED)

### RANKINGS BY TRANSACTION VALUE

### RANKINGS BY TRANSACTION FLOW (ACTIVITY)

#### LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	<b>ENSAfrica</b>	<b>194 165</b>	<b>35,44%</b>
2	Cliffe Dekker Hofmeyr	146 866	26,81%
3	Bowmans	102 744	18,75%
4	Webber Wentzel	63 435	11,58%
5	DLA Piper South Africa	22 174	4,05%
6	Allen & Overy (South Africa)	18 175	3,32%
7	Eversheds Sutherland	149	0,03%
8	WWB Botha	92	0,02%
9	Adams & Adams	30	0,01%
10	Motsoeneng Bill	21	n/a
11	Bernadt Vukic Potash and Getz	undisclosed	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	<b>ENSAfrica</b>	<b>16</b>	<b>30,19%</b>	<b>194 165</b>
2	Cliffe Dekker Hofmeyr	12	22,64%	146 866
3	Bowmans	10	18,87%	102 744
4	Webber Wentzel	6	11,32%	63 435
5	DLA Piper South Africa	2	3,77%	22 174
	Allen & Overy (South Africa)	2	3,77%	18 175
7	Eversheds Sutherland	1	1,89%	149
	WWB Botha	1	1,89%	92
	Adams & Adams	1	1,89%	30
	Motsoeneng Bill	1	1,89%	21
	Bernadt Vukic Potash and Getz	1	1,89%	undisclosed

#### TRANSACTIONAL SUPPORT SERVICES

No	Company	Transaction Values R'm	Market Share %
1	<b>PwC</b>	<b>235 818</b>	<b>36,79%</b>
2	KPMG	140 136	21,86%
3	EY	129 063	20,13%
4	Merrill Lynch	75 210	11,73%
5	BDO	47 776	7,45%
6	Deloitte	5 403	0,84%
7	Mazars	3 596	0,56%
	PKF Octagon	3 596	0,56%
9	Nexia SAB&T	413	0,06%
10	Nodus Capital	50	0,01%
11	De Vos Richards	undisclosed	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	<b>PwC</b>	<b>6</b>	<b>21,43%</b>	<b>235 818</b>
2	BDO	5	17,86%	47 776
3	KPMG	4	14,29%	140 136
4	EY	2	7,14%	129 063
	Deloitte	2	7,14%	5 403
	Mazars	2	7,14%	3 596
	PKF Octagon	2	7,14%	3 596
	Nexia SAB&T	2	7,14%	413
9	Merrill Lynch	1	3,57%	75 210
	Nodus Capital	1	3,57%	50
	De Vos Richards	1	3,57%	undisclosed

