

MERGERS & ACQUISITIONS Q1 – Q3 2019

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS*

No	Company	Deal Values R'm	Market Share %
1	PSG Capital	31 836	21,58%
2	JPMorgan	25 690	17,42%
3	UBS	23 630	16,02%
4	Nedbank CIB	14 081	9,55%
5	Investec Bank	13 260	8,99%
6	Standard Bank	8 507	5,77%
7	Rand Merchant Bank	5 250	3,56%
8	Absa CIB	4 933	3,34%
9	Java Capital	4 202	2,85%
10	Ferryman Capital Partners	4 002	2,71%
11	River Group	3 344	2,27%
12	Deloitte	1 993	1,35%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Nedbank CIB	17	14,66%	14 081
	Investec Bank	17	14,66%	13 260
3	Rothschild & Co	13	11,21%	592
4	PSG Capital	8	6,90%	31 836
	Standard Bank	8	6,90%	8 507
6	Delta Partners	6	5,17%	1 558
7	Java Capital	5	4,31%	4 202
	Questco	5	4,31%	503
9	River Group	4	3,45%	3 344
10	Rand Merchant Bank	3	2,59%	5 250
	Grindrod Bank	3	2,59%	584
	Pallidus Capital	3	2,59%	214

SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Investec Bank	57 552	32,24%
2	PSG Capital	34 250	19,19%
3	Nedbank CIB	16 517	9,25%
4	JPMorgan	12 131	6,80%
5	Java Capital	11 698	6,55%
6	Rand Merchant Bank	8 049	4,51%
7	Questco	7 962	4,46%
8	Standard Bank	6 182	3,46%
9	Merrill Lynch	5 714	3,20%
10	UBS	4 612	2,58%
11	Absa CIB	3 910	2,19%
12	River Group	3 344	1,87%
13	Tamela	1 200	0,67%
14	Merchantec Capital	1 118	0,63%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	28	13,40%	11 698
2	Investec Bank	27	12,92%	57 552
3	Nedbank CIB	26	12,44%	16 517
4	Rand Merchant Bank	18	8,61%	8 049
5	PSG Capital	17	8,13%	34 250
6	Questco	14	6,70%	7 962
7	Merchantec Capital	12	5,74%	1 118
8	Standard Bank	10	4,78%	6 182
9	UBS	9	4,31%	4 612
	Grindrod Bank	9	4,31%	1 069
11	Arbor Capital Sponsors	7	3,35%	490
12	JPMorgan	5	2,39%	12 131
	Merrill Lynch	5	2,39%	5 714
	Deloitte	5	2,39%	461

LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Webber Wentzel	33 156	26,34%
2	Bowmans	28 307	22,49%
3	Cliffe Dekker Hofmeyr	25 411	20,19%
4	ENSafrica	11 329	9,00%
5	Werksmans	9 883	7,85%
6	Bernadt Vukic Potash & Getz	4 800	3,81%
7	Vani Chetty Competition Law	4 103	3,26%
8	Norton Rose Fulbright (South Africa)	2 600	2,07%
9	Inlexso	1 550	1,23%
	Tshisevhe Gwina Ratshimbilani	1 550	1,23%
11	Baker McKenzie	592	0,47%
12	DLA Piper South Africa	581	0,46%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	36	22,93%	25 411
2	Webber Wentzel	28	17,83%	33 156
3	ENSafrica	21	13,38%	11 329
4	Werksmans	19	12,10%	9 883
5	Bowmans	11	7,01%	28 307
6	Baker McKenzie	7	4,46%	592
7	Vani Chetty Competition Law	5	3,18%	4 103
8	Norton Rose Fulbright (South Africa)	3	1,91%	2 600
	Motsoeneng Bill	3	1,91%	207
	Falcon & Hume	3	1,91%	159
11	Bernadt Vukic Potash & Getz	2	1,27%	4 800
	Stein Scop	2	1,27%	145

TRANSACTIONAL SUPPORT SERVICES

No	Company	Deal Values R'm	Market Share %
1	BDO	35 974	40,68%
2	PwC	35 473	40,11%
3	Mazars	4 212	4,76%
4	Questco	4 002	4,53%
5	JPMorgan	2 700	3,05%
6	EY	2 626	2,97%
7	Deloitte	2 540	2,87%
8	Nexia SAB&T	635	0,72%
9	Moore Corporate Services Cape Town	180	0,20%
10	Hermanus Accounting	30	0,03%
11	Merchantec Capital	23	0,03%
12	Moore Johannesburg	16	0,02%
	Neema Capital	16	0,02%
14	PSG Capital	10	0,01%
15	Du Toit Van Den Heever	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	BDO	12	26,67%	35 974
2	EY	9	20,00%	2 626
3	PwC	5	11,11%	35 473
4	Mazars	4	8,89%	4 212
	Deloitte	4	8,89%	2 540
6	Nexia SAB&T	2	4,44%	635
7	Questco	1	2,22%	4 002
	JPMorgan	1	2,22%	2 700
	Moore Corporate Services Cape Town	1	2,22%	180
	Hermanus Accounting	1	2,22%	30
	Merchantec Capital	1	2,22%	23
	Moore Johannesburg	1	2,22%	16
	Neema Capital	1	2,22%	16
	PSG Capital	1	2,22%	10
	Du Toit Van Den Heever	1	2,22%	undisclosed

* Investment Advisers incorporate Financial Advisers and others claiming this category