

MERGERS & ACQUISITIONS H1 2020

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY DEAL VALUE

RANKINGS BY DEAL FLOW (ACTIVITY)

INVESTMENT ADVISERS*

No	Company	Deal Values R'm	Market Share %
1	Java Capital	20 833	22,49%
2	Standard Bank	16 160	17,44%
3	Merchantec Capital	11 976	12,93%
4	Investec Bank	9 344	10,09%
5	Rand Merchant Bank	6 413	6,92%
6	PwC Corporate Finance	5 722	6,18%
7	Absa CIB	5 347	5,77%
8	One Capital	4 202	4,54%
9	JPMorgan	2 960	3,20%
	UBS	2 960	3,20%
11	Vestra Advisory	1 520	1,64%
12	Nedbank CIB	1 276	1,38%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	11	18,33%	20 833
2	Investec Bank	6	10,00%	9 344
	Nedbank CIB	6	10,00%	1 276
4	PSG Capital	5	8,33%	1 098
5	Merchantec Capital	4	6,67%	11 976
	Rothschild & Co	4	6,67%	239
7	Standard Bank	3	5,00%	16 160
8	Rand Merchant Bank	2	3,33%	6 413
	PwC Corporate Finance	2	3,33%	5 722
	UBS	2	3,33%	2 960
	Vestra Advisory	2	3,33%	1 520
	Bravura Capital	2	3,33%	345

SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Java Capital	25 044	15,78%
2	Rand Merchant Bank	16 498	10,40%
3	Merchantec Capital	12 102	7,63%
4	Merrill Lynch	11 788	7,43%
5	Standard Bank	11 190	7,05%
6	Vunani Sponsors	10 564	6,66%
7	Investec Bank	10 437	6,58%
8	Nedbank CIB	9 610	6,06%
9	JPMorgan	8 900	5,61%
	Tamela	8 900	5,61%
11	Deloitte	8 106	5,11%
12	Questco	6 024	3,80%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	26	22,22%	25 044
2	PSG Capital	13	11,11%	3 587
3	Questco	12	10,26%	6 024
4	Rand Merchant Bank	11	9,40%	16 498
	Investec Bank	11	9,40%	10 437
6	Merchantec Capital	7	5,98%	12 102
	Nedbank CIB	7	5,98%	9 610
8	Standard Bank	4	3,42%	11 190
	Deloitte	4	3,42%	8 106
	Arbor Capital Sponsors	4	3,42%	32
11	Merrill Lynch	3	2,56%	11 788
	Vunani Sponsors	3	2,56%	10 564

* Investment Advisers incorporate Financial Advisers and others claiming this category



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RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES (CONTINUED)

RANKINGS BY DEAL VALUE

RANKINGS BY DEAL FLOW (ACTIVITY)

LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Bowmans	21 358	26,44%
2	Cliffe Dekker Hofmeyr	17 140	21,22%
3	Webber Wentzel	13 333	16,51%
4	ENSafrica	9 387	11,62%
5	DLA Piper South Africa	5 347	6,62%
6	Werksmans	4 491	5,56%
7	Herbert Smith Freehills South Africa	2 960	3,66%
	White & Case	2 960	3,66%
9	Baker McKenzie	1 013	1,25%
10	Africa Solved	1 000	1,24%
11	NSG Attorneys	430	0,53%
	Nortons	430	0,53%
	Saltzman Attorneys	430	0,53%
14	Chris Boulle	255	0,32%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	26	36,11%	17 140
2	Bowmans	12	16,67%	21 358
3	ENSafrica	8	11,11%	9 387
4	Webber Wentzel	6	8,33%	13 333
5	Werksmans	4	5,56%	4 491
6	Inlexso	2	2,78%	undisclosed
7	DLA Piper South Africa	1	1,39%	5 347
	Herbert Smith Freehills South Africa	1	1,39%	2 960
	White & Case	1	1,39%	2 960
	Baker McKenzie	1	1,39%	1 013
	Africa Solved	1	1,39%	1 000
	NSG Attorneys	1	1,39%	430
	Nortons	1	1,39%	430
	Saltzman Attorneys	1	1,39%	430

TRANSACTIONAL SUPPORT SERVICES

No	Company	Deal Values R'm	Market Share %
1	BDO	15 186	24,53%
2	Deloitte	14 709	23,76%
3	PwC	11 298	18,25%
4	Java Capital	5 347	8,64%
	Rothschild & Co	5 347	8,64%
6	KPMG	4 202	6,79%
7	Questco	3 268	5,28%
8	Nexia SAB&T	594	0,96%
9	JF Basson	587	0,95%
10	PSG Capital	502	0,81%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	BDO	8	21,62%	15 186
2	Deloitte	5	13,51%	14 709
	PwC	5	13,51%	11 298
4	Mazars	3	8,11%	240
	Nodus Capital	3	8,11%	82
6	Nexia SAB&T	2	5,41%	594
	Merchantec Capital	2	5,41%	303
8	Java Capital	1	2,70%	5 347
	Rothschild & Co	1	2,70%	5 347
	KPMG	1	2,70%	4 202

