

# MERGERS & ACQUISITIONS Q1 2018

## 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	Investec Bank	30 685	36,31%
2	Java Capital	16 434	19,45%
3	Rand Merchant Bank	4 771	5,65%
4	Deutsche Bank	4 670	5,53%
	Macquarie Capital	4 670	5,53%
	BDO Corporate Finance	4 670	5,53%
7	Rothschild	4 509	5,34%
8	Goldman Sachs	3 659	4,33%
9	Nedbank CIB	2 437	2,88%
10	Taurum International	2 183	2,58%
11	KPMG	2 148	2,54%
12	PwC	1 170	1,38%
	Translink Corporate Finance	1 170	1,38%
14	Deloitte	373	0,44%
	Standard Bank	373	0,44%
16	PSG Capital	354	0,42%
17	Arbor Capital Sponsors	86	0,10%
18	Questco	82	0,10%
19	River Group	32	0,04%
20	SamuelKennedy Investments	31	0,04%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	PSG Capital	6	14,63%	354
2	Investec Bank	5	12,20%	30 685
	Rand Merchant Bank	5	12,20%	4 771
4	Java Capital	4	9,76%	16 434
	Nedbank CIB	4	9,76%	2 437
6	Rothschild	2	4,88%	4 509
	Questco	2	4,88%	82
8	BDO Corporate Finance	1	2,44%	4 670
	Deutsche Bank	1	2,44%	4 670
	Macquarie Capital	1	2,44%	4 670
	Goldman Sachs	1	2,44%	3 659
	Taurum International	1	2,44%	2 183
	KPMG	1	2,44%	2 148
	PwC	1	2,44%	1 170
	Translink Corporate Finance	1	2,44%	1 170
	Deloitte	1	2,44%	373
	Standard Bank	1	2,44%	373
	Arbor Capital Sponsors	1	2,44%	86
	River Group	1	2,44%	32
	SamuelKennedy Investments	1	2,44%	31

#### SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Rand Merchant Bank	43 758	26,15%
2	Investec Bank	27 595	16,49%
3	Java Capital	24 309	14,53%
4	Barclays Africa	20 349	12,16%
5	Deutsche Securities	18 344	10,96%
6	JPMorgan	14 678	8,77%
7	Merrill Lynch	7 784	4,65%
8	Nedbank CIB	5 931	3,54%
9	PSG Capital	2 180	1,30%
10	Merchantec Capital	1 535	0,92%
11	Standard Bank	373	0,22%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	14	21,21%	24 309
2	PSG Capital	13	19,70%	2 180
3	Rand Merchant Bank	9	13,64%	43 758
4	Deutsche Securities	4	6,06%	18 344
	Nedbank CIB	4	6,06%	5 931
6	Investec Bank	3	4,55%	27 595
	Arbor Capital Sponsors	3	4,55%	123
8	JPMorgan	2	3,03%	14 678
	Merrill Lynch	2	3,03%	7 784
	Merchantec Capital	2	3,03%	1 535
	Questco	2	3,03%	82

#### LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	ENSafrica	30 271	37,41%
2	Webber Wentzel	15 054	18,61%
3	Taback	15 032	18,58%
4	Bowmans	4 670	5,77%
5	Vani Chetty Competition Law	4 633	5,73%
6	Cliffe Dekker Hofmeyr	3 338	4,13%
7	Hogan Lovells (South Africa)	2 200	2,72%
8	Fasken Martineau	2 183	2,70%
9	Tshisevhe Gwina Ratshimbilani	2 148	2,65%
10	Falcon & Hume	1 170	1,45%
11	De Vries	183	0,23%
12	Rashaad Sujee Legal	31	0,04%
13	Norton Rose Fulbright (South Africa)	undisclosed	n/a

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Webber Wentzel	11	25,58%	15 054
2	Cliffe Dekker Hofmeyr	10	23,26%	3 338
3	Vani Chetty Competition Law	7	16,28%	4 633
4	ENSafrica	5	11,63%	30 271
5	Taback	2	4,65%	15 032
6	Bowmans	1	2,33%	4 670
	Hogan Lovells (South Africa)	1	2,33%	2 200
	Fasken Martineau	1	2,33%	2 183
	Tshisevhe Gwina Ratshimbilani	1	2,33%	2 148
	Falcon & Hume	1	2,33%	1 170
	De Vries	1	2,33%	183
	Rashaad Sujee Legal	1	2,33%	31
	Norton Rose Fulbright (South Africa)	1	2,33%	undisclosed

#### REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	PwC	1 170	100,00%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	PwC	1	100,00%	1 170

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