

GENERAL CORPORATE FINANCE

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES: Q1 - Q3 2017

RANKINGS BY TRANSACTION VALUE

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	PSG Capital	141 792	14,06%
2	Java Capital	122 358	12,13%
3	Rand Merchant Bank	106 080	10,52%
4	UBS	87 161	8,64%
5	Morgan Stanley	86 150	8,54%
6	Citigroup Global Markets	67 600	6,70%
7	JPMorgan	54 111	5,37%
8	Barclays Africa	47 311	4,69%
9	PwC Corporate Finance	42 141	4,18%
10	BDO Corporate Finance	39 213	3,89%
11	EY	38 800	3,85%
12	Deutsche Bank	38 173	3,79%
13	Investec Bank	35 410	3,51%
14	Goldman Sachs	34 600	3,43%

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	23	14,47%	122 358
2	PSG Capital	20	12,58%	141 792
3	Rand Merchant Bank	17	10,69%	106 080
4	Investec Bank	14	8,81%	35 410
5	Nedbank CIB	8	5,03%	7 096
6	Standard Bank	7	4,40%	29 748
	Questco	7	4,40%	2 101
8	Morgan Stanley	6	3,77%	86 150
	Merchantec Capital	6	3,77%	809
10	Vunani Corporate Finance	4	2,52%	59
11	UBS	3	1,89%	87 161
	Citigroup Global Markets	3	1,89%	67 600
	Barclays Africa	3	1,89%	47 311
	Macquarie Capital	3	1,89%	2 182

SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	PSG Capital	146 635	25,20%
2	Java Capital	126 315	21,71%
3	Rand Merchant Bank	67 503	11,60%
4	UBS	55 314	9,51%
5	JPMorgan	51 200	8,80%
6	Nedbank CIB	42 462	7,30%
7	Barclays Africa	41 006	7,05%
8	Investec Bank	19 921	3,42%
9	Standard Bank	13 415	2,31%
10	Deutsche Securities	4 231	0,73%
11	Merrill Lynch	3 450	0,59%
12	Questco	2 705	0,46%
13	Deloitte	2 033	0,35%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Java Capital	36	16,07%	126 315
2	PSG Capital	32	14,29%	146 635
3	Rand Merchant Bank	19	8,48%	67 503
	Investec Bank	19	8,48%	19 921
5	Questco	14	6,25%	2 705
6	Merchantec Capital	13	5,80%	1 003
7	Nedbank CIB	12	5,36%	42 462
8	Deloitte	10	4,46%	2 033
	Vunani Corporate Finance	10	4,46%	236
10	Arbor Capital Sponsors	9	4,02%	1 282
11	UBS	8	3,57%	55 314
12	Standard Bank	7	3,13%	13 415
13	Deutsche Securities	5	2,23%	4 231

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	272 262	40,72%
2	ENSafrica	143 262	21,43%
3	Girard Hayward	90 644	13,56%
4	Webber Wentzel	86 053	12,87%
5	Bowmans	35 358	5,29%
6	Allen & Overy (South Africa)	10 693	1,60%
7	Werksmans	8 295	1,24%
8	Hogan Lovells (South Africa)	7 000	1,05%
9	DLA Piper South Africa	4 300	0,64%
10	Lapin	3 017	0,45%
11	Norton Rose Fulbright South Africa	2 694	0,40%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	ENSafrica	18	19,57%	143 262
	Webber Wentzel	18	19,57%	86 053
3	Cliffe Dekker Hofmeyr	17	18,48%	272 262
4	Bowmans	10	10,87%	35 358
5	Werksmans	7	7,61%	8 295
6	Allen & Overy (South Africa)	3	3,26%	10 693
7	Girard Hayward	2	2,17%	90 644
	Glyn Marais	2	2,17%	1 150
	Baker McKenzie	2	2,17%	813
	Paul Barnard	2	2,17%	475
	Carticke and Bousfield	2	2,17%	90

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	PwC	130 307	52,68%
2	Deloitte	103 561	41,87%
3	Grant Thornton	9 007	3,64%
4	EY	3 183	1,29%
5	Moore Stephens FRSS	475	0,19%
6	TAG	456	0,18%
7	BDO	250	0,10%
8	Nexia SAB&T	113	0,05%
9	Baker Tilly SVG	undisclosed	n/a

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Deloitte	15	35,71%	103 561
2	PwC	13	30,95%	130 307
3	Grant Thornton	5	11,90%	9 007
4	EY	3	7,14%	3 183
5	Moore Stephens FRSS	2	4,76%	475
6	TAG	1	2,38%	456
	BDO	1	2,38%	250
	Nexia SAB&T	1	2,38%	113
	Baker Tilly SVG	1	2,38%	undisclosed

* Investment Advisers incorporate Financial Advisers and others claiming this category