

GENERAL CORPORATE FINANCE Q1 2018

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY TRANSACTION VALUE

INVESTMENT ADVISERS*

No	Company	Transaction Values R'm	Market Share %
1	Citigroup Global Markets	115 640	27,15%
	Merrill Lynch	115 640	27,15%
	Morgan Stanley	115 640	27,15%
4	Investec Bank	21 887	5,14%
5	Standard Bank	15 068	3,54%
6	PSG Capital	9 055	2,13%
7	Deutsche Bank	5 700	1,34%
	JPMorgan	5 700	1,34%
9	Macquarie Capital	4 878	1,15%
10	Grindrod Bank	4 156	0,98%
11	Rand Merchant Bank	3 744	0,88%
12	One Capital	3 500	0,82%

RANKINGS BY TRANSACTION FLOW (ACTIVITY)

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	PSG Capital	7	15,22%	9 055
2	Investec Bank	6	13,04%	21 887
3	Standard Bank	3	6,52%	15 068
	Grindrod Bank	3	6,52%	4 156
	Nedbank CIB	3	6,52%	780
	Questco	3	6,52%	undisclosed
7	Macquarie Capital	2	4,35%	4 878
	Rand Merchant Bank	2	4,35%	3 744
	One Capital	2	4,35%	3 500
	Rencap Securities	2	4,35%	1 578
	KPMG	2	4,35%	1 351
	Tamela	2	4,35%	300

SPONSORS

No	Company	Transaction Values R'm	Market Share %
1	Investec Bank	134 847	70,39%
2	PSG Capital	12 863	6,71%
3	UBS	9 908	5,17%
4	Deutsche Securities	9 176	4,79%
5	Rand Merchant Bank	5 381	2,81%
6	Barclays Africa	4 502	2,35%
7	Grindrod Bank	4 156	2,17%
8	One Capital	3 500	1,83%
9	Standard Bank	2 911	1,52%
10	Rencap Securities	1 578	0,82%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	PSG Capital	12	16,00%	12 863
2	Investec Bank	10	13,33%	134 847
3	Questco	6	8,00%	157
	Arbor Capital Sponsors	6	8,00%	152
5	Rand Merchant Bank	5	6,67%	5 381
6	Java Capital	4	5,33%	599
7	UBS	3	4,00%	9 908
	Grindrod Bank	3	4,00%	4 156
	Nedbank CIB	3	4,00%	780
	Merchantec Capital	3	4,00%	351

LEGAL ADVISERS

No	Company	Transaction Values R'm	Market Share %
1	Werksmans	127 271	42,21%
2	Webber Wentzel	121 340	40,24%
3	Taback	15 000	4,97%
4	Allen & Overy	10 731	3,56%
5	Cliffe Dekker Hofmeyr	10 563	3,50%
6	ENSafrica	6 510	2,16%
7	Glyn Marais	5 700	1,89%
8	Bowmans	2 169	0,72%
9	DLA Piper	1 578	0,52%
10	Tugendhaft Wapnick Banchetti	300	0,10%
11	Hogan Lovells (South Africa)	296	0,10%
12	Andrew de Jongh	59	0,02%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	ENSafrica	5	19,23%	6 510
2	Werksmans	4	15,38%	127 271
3	Cliffe Dekker Hofmeyr	3	11,54%	10 563
4	Webber Wentzel	2	7,69%	121 340
	Allen & Overy	2	7,69%	10 731
	Bowmans	2	7,69%	2 169
	DLA Piper	2	7,69%	1 578
	Tugendhaft Wapnick Banchetti	2	7,69%	300
9	Taback	1	3,85%	15 000
	Glyn Marais	1	3,85%	5 700
	Hogan Lovells (South Africa)	1	3,85%	296
	Andrew de Jongh	1	3,85%	59

REPORTING ACCOUNTANTS

No	Company	Transaction Values R'm	Market Share %
1	Deloitte	3 744	72,65%
2	Grant Thornton	1 351	26,21%
3	PKF Octagon	59	1,14%

No	Company	No of Transactions	Market Share %	Transaction Values R'm
1	Grant Thornton	2	50,00%	1 351
2	Deloitte	1	25,00%	3 744
	PKF Octagon	1	25,00%	59

* Investment Advisers incorporate Financial Advisers and others claiming this category