

# MERGERS & ACQUISITIONS

## RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES: Q1 - Q3 2017

### RANKINGS BY DEAL VALUE

#### INVESTMENT ADVISERS\*

No	Company	Deal Values R'm	Market Share %
1	Rand Merchant Bank	68 625	16,77%
2	Deloitte	55 600	13,59%
3	UBS	36 515	8,92%
4	Goldman Sachs	34 600	8,46%
5	PwC Corporate Finance	31 439	7,68%
6	Rothschild	25 968	6,35%
7	Investec Bank	24 340	5,95%
8	BDO Corporate Finance	22 239	5,43%
9	PSG Capital	21 065	5,15%
10	Java Capital	17 562	4,29%
11	KPMG	14 784	3,61%
12	EY	14 500	3,54%
13	Tamela	12 500	3,05%
14	HSBC	11 900	2,91%

### RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	20	15,15%	24 340
2	Rand Merchant Bank	14	10,61%	68 625
	PSG Capital	14	10,61%	21 415
4	Java Capital	12	9,09%	17 562
5	BDO Corporate Finance	9	6,82%	22 239
6	Sasfin Capital	5	3,79%	1 920
	Questco	5	3,79%	1 639
	One Capital	5	3,79%	1 567
9	PwC Corporate Finance	4	3,03%	31 439
10	Rothschild	3	2,27%	25 968
	Mazars	3	2,27%	3 630
	Standard Bank	3	2,27%	1 040
	Coast2Coast Capital	3	2,27%	959
	River Group	3	2,27%	26

#### SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Rand Merchant Bank	87 423	21,58%
2	Barclays Africa	63 834	15,76%
3	Java Capital	52 969	13,08%
4	Nedbank CIB	45 260	11,17%
5	Investec Bank	37 567	9,27%
6	Deutsche Securities	32 384	7,99%
7	PSG Capital	29 450	7,27%
8	Merrill Lynch	26 664	6,58%
9	UBS	8 086	2,00%
10	Standard Bank	4 914	1,21%
11	Deloitte	4 196	1,04%
12	Sasfin Capital	2 967	0,73%
13	Questco	2 527	0,62%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	43	15,58%	52 969
2	Investec Bank	40	14,49%	37 567
3	PSG Capital	35	12,68%	29 450
4	Rand Merchant Bank	26	9,42%	87 423
5	Nedbank CIB	13	4,71%	45 260
6	Deloitte	12	4,35%	4 196
7	Sasfin Capital	11	3,99%	2 967
8	Merchantec Capital	10	3,62%	951
	Arbor Capital Sponsors	10	3,62%	295
10	Deutsche Securities	9	3,26%	32 384
	Merrill Lynch	9	3,26%	26 664
12	Standard Bank	8	2,90%	4 914
	One Capital	8	2,90%	2 069

#### LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Cliffe Dekker Hofmeyr	135 375	28,92%
2	ENSafrica	124 446	26,59%
3	Webber Wentzel	89 852	19,20%
4	Werksmans	23 076	4,93%
5	Poswa	21 000	4,49%
6	Bowmans	17 088	3,65%
7	Baker McKenzie	13 387	2,86%
8	Norton Rose Fulbright (South Africa)	12 680	2,71%
9	Fasken Martineau	12 500	2,67%
10	Tabacks	4 517	0,96%
11	Allen & Overy (South Africa)	4 491	0,96%
12	Shapiro-Aarons	3 600	0,77%
13	Malan Scholes	2 300	0,49%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	56	27,86%	135 375
2	Webber Wentzel	39	19,40%	89 852
3	ENSafrica	25	12,44%	124 446
4	Werksmans	20	9,95%	23 076
5	Baker McKenzie	17	8,46%	13 387
6	Bowmans	15	7,46%	17 088
7	Hogan Lovells (South Africa)	4	1,99%	750
	Bernadt Vukic Potash & Getz	4	1,99%	747
9	Allen & Overy (South Africa)	3	1,49%	4 491
10	Norton Rose Fulbright (South Africa)	2	1,00%	12 680
	Tabacks	2	1,00%	4 517
	Tshisevhe Gwina Ratshimbilani	2	1,00%	613
	Fluxmans	2	1,00%	187

#### REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	PwC	77 887	74,53%
2	Deloitte	11 448	10,96%
3	KPMG	7 526	7,20%
4	Grant Thornton	6 350	6,08%
5	EY	928	0,89%
6	Mazars	187	0,18%
7	BDO	172	0,16%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	PwC	10	28,57%	77 887
2	Grant Thornton	8	22,86%	6 350
3	KPMG	6	17,14%	7 526
4	EY	4	11,43%	928
5	Deloitte	2	5,71%	11 448
	Mazars	2	5,71%	187
	BDO	2	5,71%	172

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