

MERGERS & ACQUISITIONS

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES: Q1 - Q3 2018

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS*

No	Company	Deal Values R'm	Market Share %
1	Investec Bank	43 030	15,33%
2	Rothschild	33 816	12,05%
3	Java Capital	32 241	11,49%
4	PSG Capital	27 462	9,78%
5	BDO Corporate Finance	23 397	8,34%
6	Mazars	23 000	8,19%
7	Rand Merchant Bank	21 954	7,82%
8	EY	17 907	6,38%
9	Absa	16 407	5,85%
10	Nedbank CIB	5 028	1,79%
11	Standard Bank	4 949	1,76%
12	Questco	4 802	1,71%
13	Deutsche Bank	4 248	1,51%
	Macquarie Advisory and Capital Markets South Africa	4 248	1,51%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	PSG Capital	19	15,32%	27 462
2	Investec Bank	13	10,48%	43 030
3	Java Capital	11	8,87%	32 241
	Nedbank CIB	11	8,87%	5 028
5	Rand Merchant Bank	9	7,26%	21 954
	Questco	9	7,26%	4 802
7	Standard Bank	8	6,45%	4 949
8	BDO Corporate Finance	5	4,03%	23 397
9	Rothschild	4	3,23%	33 816
	River Group	4	3,23%	37
11	EY	3	2,42%	17 907
	PwC Corporate Finance	3	2,42%	2 582
	Morgan Stanley	3	2,42%	1 048
14	Birkett Stewart McHendrie	2	1,61%	164

SPONSORS

No	Company	Deal Values R'm	Market Share %
1	UBS	160 866	30,20%
2	Investec Bank	90 248	16,94%
3	Rand Merchant Bank	76 418	14,35%
4	Java Capital	62 060	11,65%
5	Absa	39 756	7,46%
6	Deutsche Securities	20 714	3,89%
7	JPMorgan	17 409	3,27%
8	Merrill Lynch	16 328	3,07%
9	PSG Capital	12 260	2,30%
10	Nedbank CIB	11 798	2,21%
11	Questco	6 785	1,27%
12	PwC Corporate Finance	3 885	0,73%
13	River Group	3 587	0,67%
14	Standard Bank	3 284	0,62%
15	Merchantec Capital	1 745	0,33%
16	Arbor Capital Sponsors	1 332	0,25%
17	One Capital	1 298	0,24%
18	Deloitte	1 191	0,22%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	39	15,18%	62 060
2	PSG Capital	34	13,23%	12 260
3	Investec Bank	31	12,06%	90 248
4	Rand Merchant Bank	24	9,34%	76 418
5	Arbor Capital Sponsors	19	7,39%	1 332
6	Questco	17	6,61%	6 785
7	Nedbank CIB	16	6,23%	11 798
8	Merchantec Capital	8	3,11%	1 745
9	Merrill Lynch	7	2,72%	16 328
	Deloitte	7	2,72%	1 191
11	UBS	6	2,33%	160 866
12	Deutsche Securities	5	1,95%	20 714
	JPMorgan	5	1,95%	17 409
	River Group	5	1,95%	3 587
	Standard Bank	5	1,95%	3 284
	One Capital	5	1,95%	1 298
	Bridge Capital	5	1,95%	463
	Sasfin Capital	5	1,95%	179

LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	ENSafrica	40 133	21,86%
2	Cliffe Dekker Hofmeyr	32 606	17,76%
3	Werksmans	26 114	14,22%
4	Tabacks	23 106	12,58%
5	Webber Wentzel	22 726	12,38%
6	Bowmans	10 586	5,77%
7	Vani Chetty Competition Law	9 688	5,28%
8	Baker McKenzie	4 877	2,66%
9	Hogan Lovells (South Africa)	2 200	1,20%
10	Fasken	2 183	1,19%
11	Tshisevhe Gwina Ratshimbilani	2 148	1,17%
12	Allen & Overy (South Africa)	1 500	0,82%
13	Shepstone & Wylie	1 350	0,74%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	45	28,30%	32 606
2	Webber Wentzel	33	20,75%	22 726
3	ENSafrica	16	10,06%	40 133
	Vani Chetty Competition Law	16	10,06%	9 688
5	Bowmans	10	6,29%	10 586
6	Baker McKenzie	7	4,40%	4 877
7	Tabacks	4	2,52%	23 106
	White & Case (South Africa)	4	2,52%	1 049
9	Werksmans	3	1,89%	26 114
10	Allen & Overy (South Africa)	2	1,26%	1 500
	Shepstone & Wylie	2	1,26%	1 350
	Falcon & Hume	2	1,26%	1 290
	DIA Piper	2	1,26%	undisclosed

REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	PwC	21 847	68,68%
2	Deloitte	4 208	13,23%
3	Mazars	2 508	7,88%
4	BDO	1 711	5,38%
5	KPMG	1 350	4,24%
6	EY	186	0,58%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	PwC	7	41,18%	21 847
2	Deloitte	3	17,65%	4 208
	Mazars	3	17,65%	2 508
4	KPMG	2	11,76%	1 350
5	BDO	1	5,88%	1 711
	EY	1	5,88%	186

* Investment Advisers incorporate Financial Advisers and others claiming this category