

MERGERS & ACQUISITIONS H1 2017

RANKING THE SOUTH AFRICAN TOMBSTONE PARTIES

RANKINGS BY DEAL VALUE

INVESTMENT ADVISERS*

No	Company	Deal Values R'm	Market Share %
1	UBS	36 515	24,38%
2	Deloitte	34 600	23,10%
	Goldman Sachs	34 600	23,10%
4	Investec Bank	9 597	6,41%
5	Rand Merchant Bank	9 038	6,03%
6	Java Capital	5 651	3,77%
7	Rothschild	4 968	3,32%
8	Mazars	3 630	2,42%
9	BDO Corporate Finance	1 974	1,32%
10	Sasfin Capital	1 920	1,28%
11	Grindrod Bank	1 402	0,94%
12	Coast2Coast Capital	959	0,64%
13	Nedbank CIB	826	0,55%
14	Citigroup Global Markets	644	0,43%

RANKINGS BY DEAL FLOW (ACTIVITY)

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Investec Bank	10	14,71%	9 597
2	Rand Merchant Bank	6	8,82%	9 038
3	Java Capital	5	7,35%	5 651
	Sasfin Capital	5	7,35%	1 920
	PSG Capital	5	7,35%	406
6	BDO Corporate Finance	4	5,88%	1 974
7	Coast2Coast Capital	3	4,41%	959
8	UBS	2	2,94%	36 515
	Rothschild	2	2,94%	4 968
	Mazars	2	2,94%	3 630
	Nedbank CIB	2	2,94%	826
	Questco	2	2,94%	406
	One Capital	2	2,94%	221
	River Group	2	2,94%	14

SPONSORS

No	Company	Deal Values R'm	Market Share %
1	Nedbank CIB	45 012	22,90%
2	Rand Merchant Bank	28 207	14,35%
3	Java Capital	27 094	13,79%
4	Merrill Lynch	25 218	12,83%
5	Barclays Africa	23 187	11,80%
6	Investec Bank	14 205	7,23%
7	Deutsche Securities	10 367	5,28%
8	PSG Capital	6 217	3,16%
9	UBS	5 409	2,75%
10	Deloitte	2 136	1,09%
11	Sasfin Capital	2 059	1,05%
12	KPMG	1 872	0,95%
13	Grindrod Bank	1 460	0,74%
14	Merchantec Capital	951	0,48%
15	JPMorgan	676	0,34%
16	Questco	582	0,30%
17	PwC Corporate Finance	543	0,28%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Java Capital	28	16,47%	27 094
2	Investec Bank	24	14,12%	14 205
3	PSG Capital	19	11,18%	6 217
4	Rand Merchant Bank	15	8,82%	28 207
5	Nedbank CIB	12	7,06%	45 012
6	Merchantec Capital	9	5,29%	951
7	Sasfin Capital	8	4,71%	2 059
8	Merrill Lynch	7	4,12%	25 218
	Arbor Capital Sponsors	7	4,12%	290
10	Deutsche Securities	6	3,53%	10 367
11	Questco	4	2,35%	582
12	UBS	3	1,76%	5 409
	Deloitte	3	1,76%	2 136
	Grindrod Bank	3	1,76%	1 460
	PwC Corporate Finance	3	1,76%	543
	One Capital	3	1,76%	496
	Bridge Capital	3	1,76%	110

LEGAL ADVISERS

No	Company	Deal Values R'm	Market Share %
1	Webber Wentzel	47 464	23,75%
2	ENSafrica	47 313	23,67%
3	Cliffe Dekker Hofmeyr	44 508	22,27%
4	Werksmans	21 814	10,91%
5	Bowmans	15 485	7,75%
6	Baker McKenzie	6 865	3,43%
7	Allen & Overy (South Africa)	4 491	2,25%
8	Shapiro-Aarons	3 600	1,80%
9	Malan Scholes	2 300	1,15%
10	Tabacks	2 284	1,14%
11	Falcon & Hume	780	0,39%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	Cliffe Dekker Hofmeyr	29	25,00%	44 508
2	Webber Wentzel	22	18,97%	47 464
3	Werksmans	13	11,21%	21 814
4	ENSafrica	12	10,34%	47 313
5	Baker McKenzie	11	9,48%	6 865
6	Bowmans	7	6,03%	15 485
7	Allen & Overy (South Africa)	3	2,59%	4 491
	Hogan Lovells (SA)	3	2,59%	750
	Bernadt Vukic Potash & Getz	3	2,59%	708
10	Tshisevhe Gwina Ratshibilani	2	1,72%	613
	Fluxmans	2	1,72%	187

REPORTING ACCOUNTANTS

No	Company	Deal Values R'm	Market Share %
1	PwC	39 870	87,19%
2	KPMG	3 776	8,26%
3	EY	928	2,03%
4	Grant Thornton	793	1,74%
5	Mazars	187	0,41%
6	BDO	172	0,38%

No	Company	No of Deals	Market Share %	Deal Values R'm
1	PwC	5	25,00%	39 870
2	EY	4	20,00%	928
	Grant Thornton	4	20,00%	793
4	KPMG	3	15,00%	3 776
5	Mazars	2	10,00%	187
	BDO	2	10,00%	172

* Investment Advisers incorporate Financial Advisers and others claiming this category