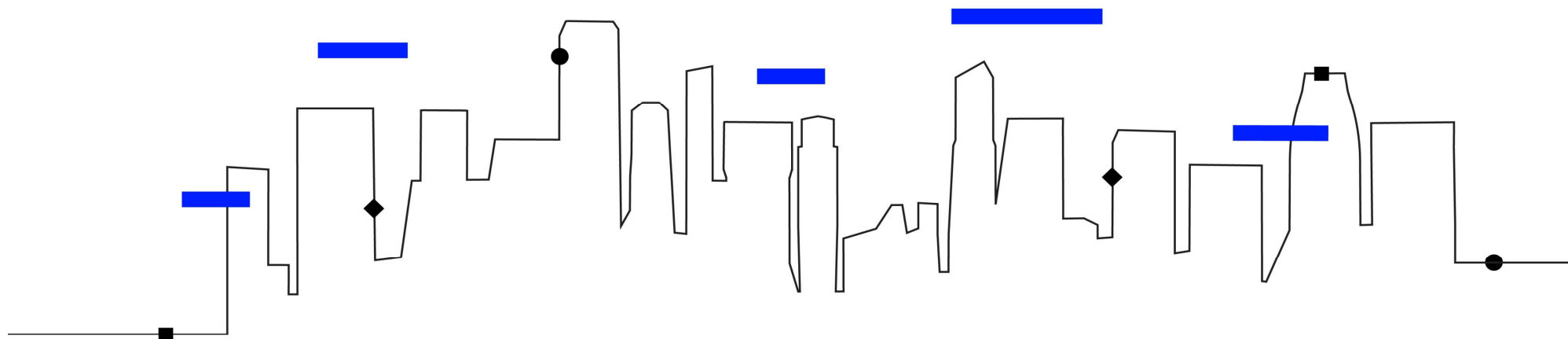


# Emerging Markets M&A Review

FIRST HALF 2021 | FINANCIAL ADVISORS



# Emerging Markets Mergers & Acquisitions Review

First Half 2021 | Financial Advisors

## Emerging Markets Deals Intelligence

### EMERGING MARKETS DEAL MAKING UP 36% TO ALL-TIME HIGH

M&A activity with emerging markets involvement totaled US\$637.4 billion during the first half of 2021, a 68% increase compared to 2020 levels and the strongest opening period for emerging markets deal making since records began in 1980. By number of deals, emerging markets deal making increased 25% compared to first half 2020, an all-time high. The second quarter of 2021 registered an increase of 25%, by value, compared to the first quarter of 2020.

### TECHNOLOGY, ENERGY AND FINANCIALS LEAD EMERGING MARKETS SECTOR MIX

Deal making in the Technology sector totaled US\$150.9 billion during the first half of 2021, tripling first quarter 2020 levels. Energy & Power M&A accounted for 14% of activity, while Financials M&A accounted for 10% of overall emerging markets M&A during the first half of 2021. Collectively, the top three industries accounted for 48% of total emerging markets deals this year, on par with a year ago.

### CHINA, BRAZIL & INDIA DRIVE 57% OF EMERGING MARKETS M&A

M&A activity involving targets in China, India and Brazil accounted for 57% of overall emerging markets M&A activity during the first half of 2021, up from 54% during 2020. Strong year-over-year growth in South Africa and Brazil offset double-digit percentage declines in Russia and United Arab Emirates.

### MEGA DEALS ACCOUNT FOR 27% OF ANNOUNCED EMERGING MARKETS VALUE

The value of emerging markets M&A greater than US\$5 billion totaled US\$171.1 billion during the first half of 2021, a 72% increase compared to 2020 levels and the strongest first half for emerging markets mega deals on record. Sixteen deals greater than US\$5 billion accounted for 27% of announced emerging markets M&A activity during first half 2021, on par with the first half of 2020.

### CROSS-BORDER EMERGING MARKETS M&A UP 96%

Cross-border emerging markets M&A activity totaled US\$221.7 billion during the first half of 2021, a 96% increase compared to first half 2020 and the strongest opening period for cross-border M&A since 2016. Technology, Energy & Power and Financials deal making accounted for 52% of overall cross-border M&A during the first half of 2021, up from 39% a year ago.

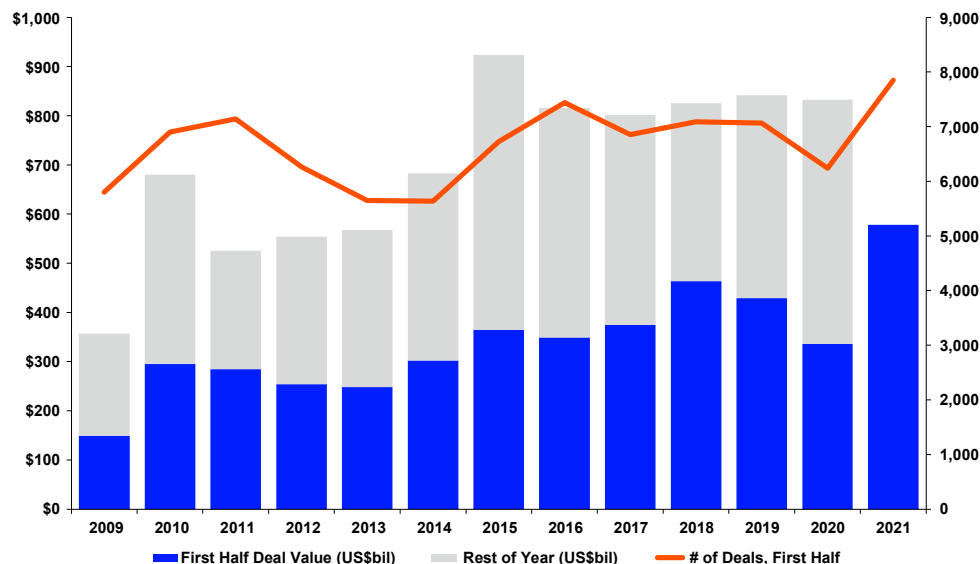
### RECORD EMERGING MARKETS BUYOUTS ACCOUNT FOR 17% OF H1 TOTAL

Private Equity-backed buyouts in the emerging markets, which accounted for 17% of overall activity, totaled a record US\$110.3 billion during the first half of 2021, more than double 2020 levels. Technology, Energy & Power and Retail buyouts accounted for 53% of first half 2021 emerging markets activity, up from 47% a year ago.

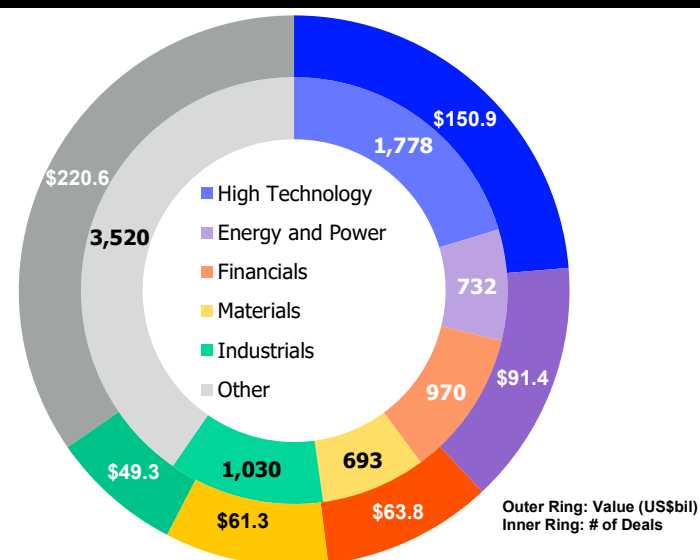
### GOLDMAN SACHS TAKES TOP SPOT FOR EMERGING MARKETS M&A ADVICE

Goldman Sachs took the top spot for M&A advice involving emerging markets countries during the first half of 2021, with US\$123.6 billion from 36 deals, up from eighth place a year ago. Morgan Stanley fell to second place during first half 2021, while JP Morgan moved to third place. Citi and China International Capital Co rounded out the top five financial advisors.

## Emerging Markets Announced Target M&A



## Emerging Markets Announced M&A - Macro Industry Composition



# Emerging Markets Insights

First Half 2021 | Mergers & Acquisitions | Financial Advisors

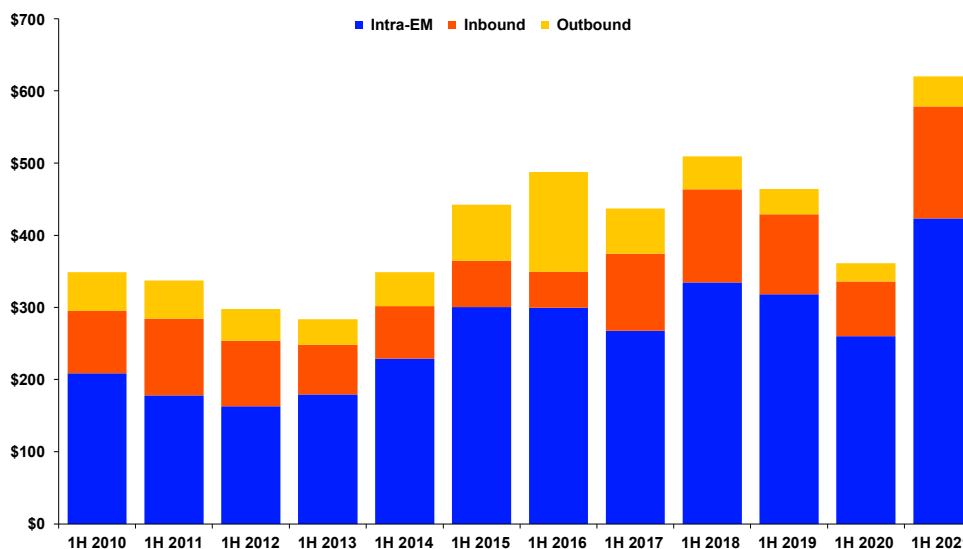
| Any Emerging Markets Involvement Announced |           |           | YoY Change (\$) | 68%          | QoQ Change (\$) | 25%          |
|--------------------------------------------|-----------|-----------|-----------------|--------------|-----------------|--------------|
| Financial Advisor                          | Rank 2021 | Rank 2020 | Value US\$mil   | Market Share | Mkt. Sh. Chg    | # of Deals   |
| Goldman Sachs & Co                         | 1         | 8         | 123,626         | 19.4         | 15.4            | 36           |
| Morgan Stanley                             | 2         | 1         | 80,657          | 12.7         | 2.1             | 29           |
| JP Morgan                                  | 3         | 2         | 72,272          | 11.3         | 2.8             | 48           |
| Citi                                       | 4         | 5         | 57,180          | 9.0          | 3.9             | 38           |
| China International Capital Co             | 5         | 3         | 41,620          | 6.5          | 0.4             | 32           |
| CITIC                                      | 6         | 15        | 26,652          | 4.2          | 1.9             | 26           |
| Banco BTG Pactual SA                       | 7         | 58        | 24,407          | 3.8          | 3.6             | 37           |
| BofA Securities Inc                        | 8         | 4         | 24,298          | 3.8          | -1.5            | 29           |
| HSBC Holdings PLC                          | 9         | 19        | 20,132          | 3.2          | 1.4             | 15           |
| Moelis & Co                                | 10        | 12        | 18,026          | 2.8          | 0.0             | 7            |
| Itau Unibanco                              | 11        | 49        | 18,009          | 2.8          | 2.5             | 20           |
| BR Partners                                | 12        | 42        | 15,235          | 2.4          | 2.0             | 8            |
| Rothschild & Co                            | 13        | 7         | 14,092          | 2.2          | -2.1            | 46           |
| Lazard                                     | 14        | 26        | 13,152          | 2.1          | 1.1             | 19           |
| Huatai Securities Co Ltd                   | 15        | 35        | 12,689          | 2.0          | 1.4             | 17           |
| China Securities Co Ltd                    | 16        | 40        | 12,603          | 2.0          | 1.5             | 6            |
| Jefferies LLC                              | 17        | 28        | 12,565          | 2.0          | 1.1             | 12           |
| Santander Corp & Invest Bkg                | 18        | 64        | 12,551          | 2.0          | 1.8             | 19           |
| Industrial & Comm Bank China               | 19        | 18        | 11,355          | 1.8          | 0.0             | 48           |
| XP Investments                             | 20        | -         | 10,013          | 1.6          | 1.6             | 5            |
| Credit Suisse                              | 21        | 27        | 9,431           | 1.5          | 0.6             | 17           |
| Banco Bradesco SA                          | 22        | 48        | 8,844           | 1.4          | 1.1             | 19           |
| Barclays                                   | 23        | 6         | 8,509           | 1.3          | -3.6            | 18           |
| Anglo Chinese Holdings Ltd                 | 24        | 257*      | 7,761           | 1.2          | 1.2             | 2            |
| ARC Capital Corp                           | 25        | -         | 7,354           | 1.2          | 1.2             | 1            |
| <b>Industry Total</b>                      |           |           | <b>637,290</b>  | <b>100.0</b> |                 | <b>8,723</b> |

| Any Emerging Markets Involvement Completed |           |           | YoY Change (\$) | -20%         | QoQ Change (\$) | 6%           |
|--------------------------------------------|-----------|-----------|-----------------|--------------|-----------------|--------------|
| Financial Advisor                          | Rank 2021 | Rank 2020 | Value US\$mil   | Market Share | Mkt. Sh. Chg    | # of Deals   |
| JP Morgan                                  | 1         | 4         | 55,214          | 18.0         | -6.2            | 28           |
| Goldman Sachs & Co                         | 2         | 3         | 46,962          | 15.3         | -9.5            | 27           |
| Citi                                       | 3         | 5         | 31,678          | 10.3         | -13.7           | 21           |
| Morgan Stanley                             | 4         | 1         | 29,485          | 9.6          | -16.7           | 25           |
| HSBC Holdings PLC                          | 5         | 6         | 22,511          | 7.4          | -13.0           | 13           |
| BofA Securities Inc                        | 6         | 2         | 16,278          | 5.3          | -19.8           | 22           |
| Moelis & Co                                | 7         | 31        | 14,066          | 4.6          | 3.4             | 8            |
| China International Capital Co             | 8         | 8         | 12,694          | 4.1          | -0.8            | 22           |
| Banco BTG Pactual SA                       | 9         | 48        | 12,328          | 4.0          | 3.4             | 25           |
| Jefferies LLC                              | 10        | 17        | 11,493          | 3.8          | 1.6             | 9            |
| BR Partners                                | 11        | 57        | 8,270           | 2.7          | 2.3             | 6            |
| Banco Bradesco SA                          | 12        | 74        | 8,050           | 2.6          | 2.4             | 14           |
| CITIC                                      | 13        | 7         | 6,456           | 2.1          | -7.0            | 26           |
| Itau Unibanco                              | 14        | 43        | 6,447           | 2.1          | 1.3             | 15           |
| Santander Corp & Invest Bkg                | 15        | 14        | 6,103           | 2.0          | -0.5            | 11           |
| Deloitte                                   | 16        | 29        | 4,563           | 1.5          | 0.2             | 34           |
| PricewaterhouseCoopers                     | 17        | 63        | 4,137           | 1.4          | 1.1             | 46           |
| Industrial & Comm Bank China               | 18        | 13        | 3,776           | 1.2          | -1.3            | 42           |
| Guotai Junan Securities                    | 19        | 45        | 3,756           | 1.2          | 0.5             | 6            |
| Rothschild & Co                            | 20        | 20        | 3,538           | 1.2          | -0.7            | 27           |
| Credit Suisse                              | 21        | 10        | 3,532           | 1.2          | -2.8            | 6            |
| Barclays                                   | 22        | 38        | 3,028           | 1.0          | 0.1             | 8            |
| Huatai Securities Co Ltd                   | 23        | 11        | 2,998           | 1.0          | -               | 4            |
| China Merchants Securities Co              | 24        | 40        | 2,838           | 0.9          | -               | 2            |
| Cowen & Co                                 | 25        | 80        | 2,742           | 0.9          | -               | 2            |
| <b>Industry Total</b>                      |           |           | <b>306,459</b>  | <b>100.0</b> |                 | <b>5,943</b> |

\*Indicates a Tie

| Top Announced Emerging Markets M&A Deals |                                |               |               |                               |                 |
|------------------------------------------|--------------------------------|---------------|---------------|-------------------------------|-----------------|
| Rank Date                                | Target Name                    | Target Nation | Value (\$mil) | Acquiror Name                 | Acquiror Nation |
| 5/12/21                                  | Naspers Ltd                    | South Africa  | 44,106.6      | Naspers Ltd                   | South Africa    |
| 4/9/21                                   | Aramco Oil Pipelines Co        | Saudi Arabia  | 12,400.0      | Investor Group                | United States   |
| 4/30/21                                  | Peking Univ Founder Grp-Asts   | China         | 11,203.8      | Investor Group                | China           |
| 4/19/21                                  | Advanced Info Service PCL      | Thailand      | 11,054.5      | Gulf Energy Development PCL   | Thailand        |
| 3/16/21                                  | eToro Group Ltd                | Israel        | 10,366.0      | Fintech Acquisition Corp V    | United States   |
| 3/21/21                                  | Ironsource Ltd                 | Israel        | 10,000.0      | Thoma Bravo Advantage         | United States   |
| 2/27/21                                  | Notre Dame Intermedica         | Brazil        | 9,577.3       | Hapvida Participacoes II      | Brazil          |
| 6/5/21                                   | Beijing Yiqing Asset Operation | China         | 9,281.5       | Beijing DaHao Tech Co Ltd     | China           |
| 3/2/21                                   | South Cement Co Ltd            | China         | 9,123.7       | Xinjiang Tianshan Cement Co   | China           |
| 5/17/21                                  | PT Tokopedia                   | Indonesia     | 7,560.0       | PT Aplikasi Karya Anak Bangsa | Indonesia       |
| 5/17/21                                  | Giga Energy Inc                | China         | 7,354.0       | Yunhong International         | China           |
| 4/21/21                                  | Runze Tech Dvlp Co Ltd         | China         | 6,576.0       | Shanghai Precise Pkg Co Ltd   | China           |
| 4/9/21                                   | Petrobras-Sepia & Atapu Fields | Brazil        | 6,453.0       | Republic of Brazil            | Brazil          |

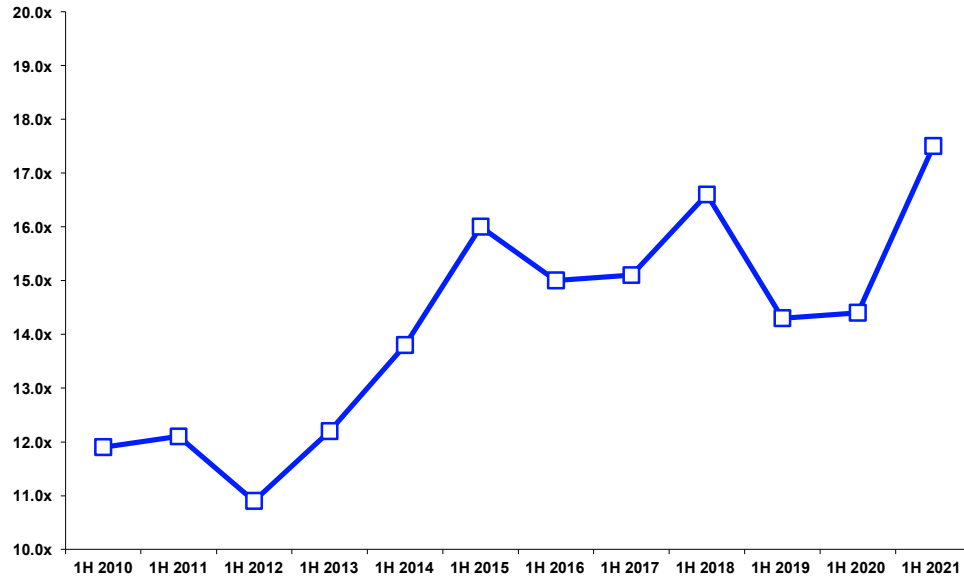
Emerging Markets M&A Deal Flow (US\$bil)



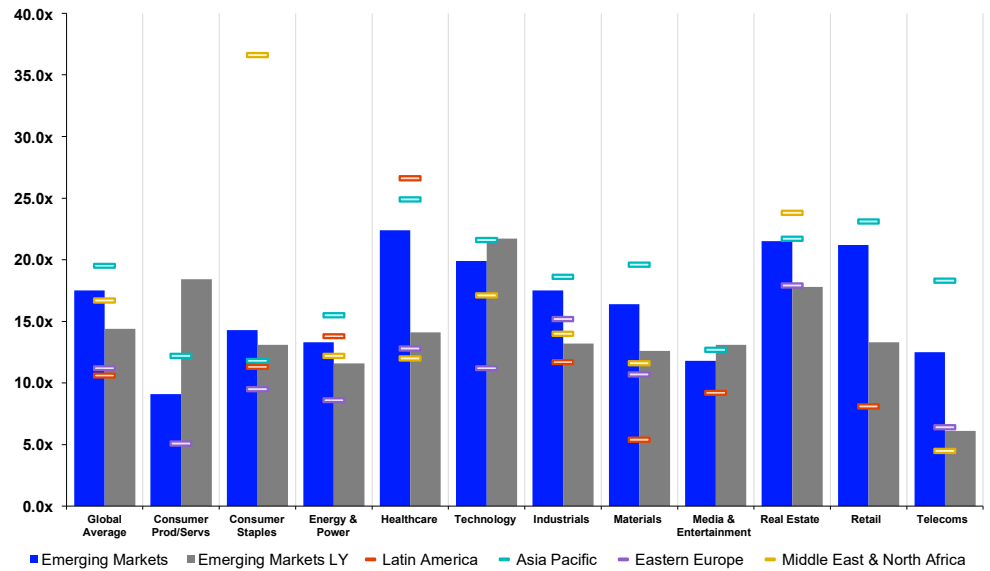
# Emerging Markets Insights

First Half 2021 | Mergers & Acquisitions | Financial Advisors

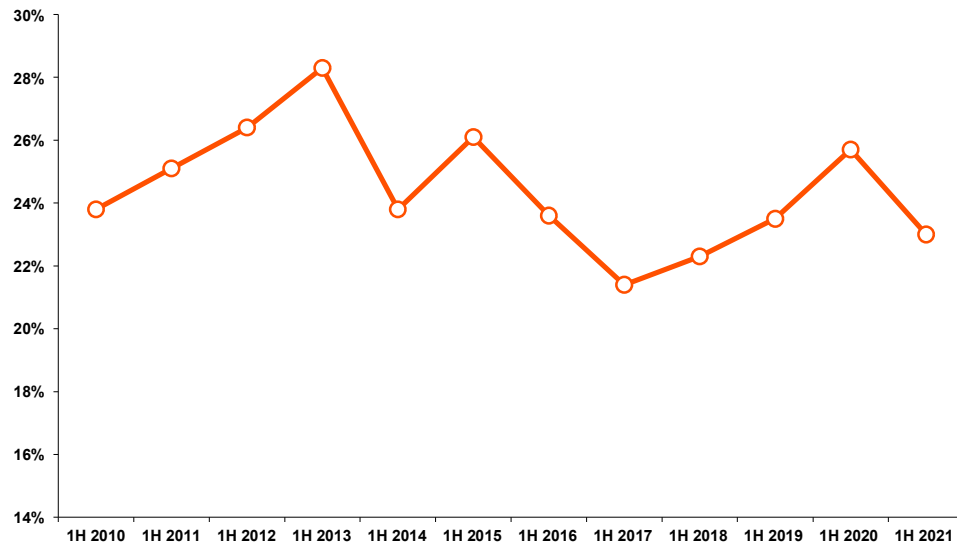
Global Rank Value to EBITDA Exit Multiples



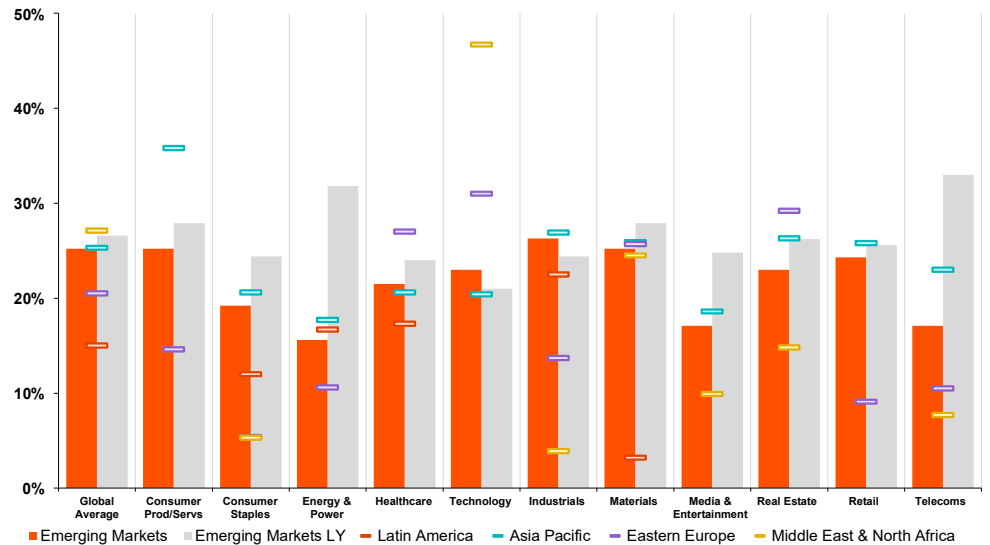
Exit Multiples - 2021 Average Rank Value to EBITDA by Macro Industry



Global Bid Premium to 4-Week Stock Price



Bid Premium - 2021 Avg Premium to 4-Week Stock Price by Macro Industry



# Emerging Markets Rankings

First Half 2021 | Mergers & Acquisitions | Financial Advisors

## Any Latin American Involvement Announced AD38

| Financial Advisor           | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|-----------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| JP Morgan                   | 1         | 2         | 28,023        | 34.8         | 27.2         | 14         |
| Banco BTG Pactual SA        | 2         | 7         | 24,407        | 30.3         | 25.1         | 37         |
| Itau Unibanco               | 3         | 5         | 18,009        | 22.4         | 15.3         | 20         |
| BR Partners                 | 4         | 1         | 15,235        | 18.9         | 8.0          | 8          |
| Citi                        | 5         | 20        | 15,140        | 18.8         | 17.5         | 9          |
| Goldman Sachs & Co          | 6         | 27        | 10,541        | 13.1         | 12.6         | 9          |
| Santander Corp & Invest Bkg | 7         | 10        | 10,317        | 12.8         | 8.6          | 16         |
| XP Investimentos            | 8         | -         | 10,013        | 12.4         | 12.4         | 5          |
| Banco Bradesco SA           | 9         | 3         | 10,013        | 11.0         | 3.7          | 19         |
| BofA Securities Inc         | 10        | 4         | 7,916         | 9.8          | 2.6          | 7          |
| Rothschild & Co             | 11        | 13        | 7,708         | 9.6          | 6.3          | 12         |
| Lazard                      | 12        | 22        | 6,345         | 7.9          | 6.9          | 7          |
| Guggenheim Securities LLC   | 13*       | -         | 4,800         | 6.0          | 6.0          | 1          |
| LionTree Advisors LLC       | 13*       | -         | 4,800         | 6.0          | 6.0          | 1          |
| Allen & Co Inc              | 13*       | -         | 4,800         | 6.0          | 6.0          | 1          |
| Morgan Stanley              | 16        | 11        | 3,205         | 4.0          | 0.6          | 4          |
| Credit Suisse               | 17        | 21        | 1,859         | 2.3          | 1.0          | 6          |
| Scotiabank                  | 18        | 16        | 1,422         | 1.8          | -0.3         | 4          |
| Greenhill & Co, LLC         | 19*       | 44*       | 1,321         | 1.6          | 1.6          | 1          |
| Cantor Fitzgerald LP        | 19*       | -         | 1,321         | 1.6          | 1.6          | 1          |
| EA Markets Securities LLC   | 21        | -         | 1,099         | 1.4          | 1.4          | 1          |
| UBS                         | 22        | 9         | 1,077         | 1.3          | -3.0         | 6          |
| Barclays                    | 23        | -         | 1,005         | 1.3          | 1.3          | 2          |
| Deutsche Bank               | 24*       | -         | 620           | 0.8          | 0.8          | 1          |
| RBC Capital Markets         | 24*       | 8         | 620           | 0.8          | -4.1         | 1          |
| <b>Industry Total</b>       |           |           | <b>80,531</b> | <b>100.0</b> |              | <b>812</b> |

## Any Latin American Involvement Completed AF45

| Financial Advisor           | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|-----------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| Banco BTG Pactual SA        | 1         | 14        | 12,328        | 34.2         | 28.1         | 25         |
| JP Morgan                   | 2         | 7         | 10,141        | 28.1         | 11.5         | 8          |
| BR Partners                 | 3         | 15        | 8,270         | 23.0         | 18.3         | 6          |
| Goldman Sachs & Co          | 4         | 3         | 8,164         | 22.7         | -8.9         | 9          |
| Banco Bradesco SA           | 5         | 23        | 8,050         | 22.3         | 20.0         | 14         |
| BofA Securities Inc         | 6         | 1         | 7,670         | 21.3         | -25.0        | 8          |
| Itau Unibanco               | 7         | 12        | 6,447         | 17.9         | 9.4          | 15         |
| Santander Corp & Invest Bkg | 8         | 5         | 5,694         | 15.8         | -4.6         | 9          |
| Citi                        | 9         | 4         | 5,059         | 14.0         | -6.6         | 6          |
| Morgan Stanley              | 10        | 2         | 4,022         | 11.2         | -22.9        | 6          |
| BBVA                        | 11        | 48*       | 1,653         | 4.6          | 4.6          | 4          |
| Mediobanca                  | 12        | -         | 1,501         | 4.2          | 4.2          | 3          |
| Rothschild & Co             | 13        | 27        | 1,134         | 3.2          | 2.3          | 8          |
| EA Markets Securities LLC   | 14        | -         | 1,099         | 3.1          | 3.1          | 1          |
| Scotiabank                  | 15        | 16*       | 688           | 1.9          | -2.2         | 5          |
| Credit Suisse               | 16        | 9         | 550           | 1.5          | -9.4         | 2          |
| PricewaterhouseCoopers      | 17*       | 41        | 488           | 1.4          | 1.3          | 3          |
| Plural Capital              | 17*       | 34        | 488           | 1.4          | 1.1          | 1          |
| Lazard                      | 19        | 6         | 439           | 1.2          | -15.7        | 3          |
| Barclays                    | 20*       | -         | 409           | 1.1          | 1.1          | 1          |
| Cooperative Rabobank UA     | 20*       | -         | 409           | 1.1          | 1.1          | 1          |
| RBC Capital Markets         | 22        | 26        | 283           | 0.8          | -0.5         | 2          |
| Banco Safra SA              | 23        | 31        | 262           | 0.7          | 0.0          | 4          |
| CIBC World Markets Inc      | 24        | 21        | 205           | 0.6          | -2.7         | 1          |
| Nomura                      | 25        | -         | 177           | 0.5          | 0.5          | 1          |
| <b>Industry Total</b>       |           |           | <b>36,032</b> | <b>100.0</b> |              | <b>638</b> |

\*Indicates a Tie

## Any Brazilian Involvement Announced AD44

| Financial Advisor           | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|-----------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| Banco BTG Pactual SA        | 1         | 6         | 21,347        | 35.8         | 27.7         | 33         |
| JP Morgan                   | 2         | 5         | 19,837        | 33.3         | 24.4         | 8          |
| Itau Unibanco               | 3         | 3         | 17,009        | 28.5         | 17.3         | 18         |
| BR Partners                 | 4         | 1         | 15,235        | 25.6         | 7.2          | 8          |
| Citi                        | 5         | -         | 14,500        | 24.3         | 24.3         | 7          |
| XP Investimentos            | 6         | -         | 10,013        | 16.8         | 16.8         | 5          |
| Santander Corp & Invest Bkg | 7         | 9         | 8,895         | 14.9         | 9.3          | 13         |
| Banco Bradesco SA           | 8         | 2         | 8,844         | 14.8         | 2.5          | 19         |
| BofA Securities Inc         | 9         | 4         | 7,916         | 13.3         | 3.4          | 5          |
| Rothschild & Co             | 10        | 10        | 7,708         | 12.9         | 7.4          | 11         |
| Lazard                      | 11        | 14        | 6,345         | 10.6         | 9.0          | 7          |
| Goldman Sachs & Co          | 12        | 23*       | 5,633         | 9.5          | 9.5          | 7          |
| Morgan Stanley              | 13        | 7         | 3,205         | 5.4          | -0.4         | 4          |
| EA Markets Securities LLC   | 14        | -         | 1,099         | 1.8          | 1.8          | 1          |
| Credit Suisse               | 15        | 18        | 562           | 0.9          | 0.1          | 4          |
| Cooperative Rabobank UA     | 16        | -         | 492           | 0.8          | 0.8          | 2          |
| BNP Paribas SA              | 17        | 8         | 449           | 0.8          | -5.0         | 4          |
| UBS                         | 18        | 11        | 432           | 0.7          | -2.6         | 2          |
| Barclays                    | 19        | -         | 409           | 0.7          | 0.7          | 1          |
| Banco Safra SA              | 20        | 12        | 231           | 0.4          | -2.6         | 6          |
| Scotiabank                  | 21*       | -         | 205           | 0.3          | 0.3          | 1          |
| CIBC World Markets Inc      | 21*       | -         | 205           | 0.3          | 0.3          | 1          |
| Clairfield International    | 23        | 23*       | 173           | 0.3          | 0.3          | 10         |
| CIMB Group Holdings Bhd     | 24        | -         | 84            | 0.1          | 0.1          | 1          |
| Globalscope                 | 25        | 23*       | 38            | 0.1          | 0.1          | 2          |
| <b>Industry Total</b>       |           |           | <b>59,609</b> | <b>100.0</b> |              | <b>528</b> |

## Any Brazilian Involvement Completed AF51

| Financial Advisor             | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|-------------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| Banco BTG Pactual SA          | 1         | 9         | 10,721        | 38.1         | 24.1         | 23         |
| JP Morgan                     | 2         | 17        | 8,308         | 29.5         | 25.3         | 6          |
| BR Partners                   | 3         | 10        | 8,270         | 29.4         | 18.4         | 6          |
| Banco Bradesco SA             | 4         | 16        | 8,050         | 28.6         | 23.1         | 14         |
| BofA Securities Inc           | 5         | 1         | 7,670         | 27.3         | -4.3         | 8          |
| Itau Unibanco                 | 6         | 6         | 6,397         | 22.7         | 2.9          | 12         |
| Goldman Sachs & Co            | 7         | 4*        | 6,274         | 22.3         | -0.7         | 6          |
| Santander Corp & Invest Bkg   | 8         | 8         | 5,694         | 20.2         | 4.1          | 8          |
| Citi                          | 9         | 7         | 5,059         | 18.0         | -0.2         | 6          |
| Morgan Stanley                | 10        | 2         | 4,022         | 14.3         | -14.8        | 5          |
| EA Markets Securities LLC     | 11        | -         | 1,099         | 3.9          | 3.9          | 1          |
| Rothschild & Co               | 12        | 29        | 855           | 3.0          | 2.7          | 5          |
| Credit Suisse                 | 13        | 19        | 550           | 2.0          | -1.1         | 2          |
| PricewaterhouseCoopers        | 14*       | 33*       | 488           | 1.7          | 1.7          | 1          |
| Plural Capital                | 14*       | 23        | 488           | 1.7          | 1.1          | 1          |
| Lazard                        | 16        | 24        | 439           | 1.6          | 1.1          | 3          |
| Barclays                      | 17*       | -         | 409           | 1.5          | 1.5          | 1          |
| Cooperative Rabobank UA       | 17*       | -         | 409           | 1.5          | 1.5          | 1          |
| Banco Safra SA                | 19        | 21        | 262           | 0.9          | -0.8         | 4          |
| Scotiabank                    | 20*       | 11*       | 205           | 0.7          | -8.8         | 2          |
| CIBC World Markets Inc        | 20*       | -         | 205           | 0.7          | 0.7          | 1          |
| Nomura                        | 22        | -         | 177           | 0.6          | 0.6          | 1          |
| Clairfield International      | 23        | -         | 140           | 0.5          | 0.5          | 7          |
| BNP Paribas SA                | 24        | 18        | 130           | 0.5          | -2.9         | 3          |
| Handelsbanken Capital Markets | 25        | -         | 118           | 0.4          | 0.4          | 1          |
| <b>Industry Total</b>         |           |           | <b>28,131</b> | <b>100.0</b> |              | <b>419</b> |

## Any Middle East & North Africa Involvement Announced AD53

| Financial Advisor           | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|-----------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| Goldman Sachs & Co          | 1         | -         | 34,336        | 38.8         | 38.8         | 6          |
| JP Morgan                   | 2         | 2         | 26,403        | 29.8         | 1.9          | 11         |
| Citi                        | 3         | 4         | 24,566        | 27.8         | 3.2          | 6          |
| HSBC Holdings PLC           | 4         | 17*       | 13,906        | 15.7         | 14.5         | 5          |
| Moelis & Co                 | 5         | 6*        | 13,049        | 14.8         | -3.0         | 2          |
| Jefferies LLC               | 6         | -         | 10,000        | 11.3         | 11.3         | 2          |
| Morgan Stanley              | 7         | 1         | 9,806         | 11.1         | -32.7        | 5          |
| Cowen & Co                  | 8         | -         | 5,786         | 6.5          | 6.5          | 4          |
| Rothschild & Co             | 9         | 3         | 4,428         | 5.0          | -19.9        | 11         |
| Credit Suisse               | 10        | 44*       | 4,183         | 4.7          | 4.7          | 3          |
| BofA Securities Inc         | 11        | 5         | 3,821         | 4.3          | -14.1        | 6          |
| Wells Fargo & Co            | 12        | -         | 3,525         | 4.0          | 4.0          | 2          |
| JVB Financial Group         | 13        | -         | 3,000         | 3.4          | 3.4          | 1          |
| Nomura                      | 14        | -         | 2,260         | 2.6          | 2.6          | 2          |
| Barclays                    | 15*       | 9         | 2,233         | 2.5          | -9.7         | 1          |
| KPMG                        | 15*       | 40        | 2,233         | 2.5          | 2.5          | 6          |
| PricewaterhouseCoopers      | 17        | 24        | 1,751         | 2.0          | 1.8          | 9          |
| Santander Corp & Invest Bkg | 18*       | -         | 1,650         | 1.9          | 1.9          | 1          |
| Lazard                      | 18*       | 44*       | 1,650         | 1.9          | 1.9          | 1          |
| BNP Paribas SA              | 20*       | -         | 1,219         | 1.4          | 1.4          | 1          |
| VICTORIAPARTNERS GmbH       | 20*       | -         | 1,219         | 1.4          | 1.4          | 1          |
| Evercore Partners           | 22        | 13        | 997           | 1.1          | -1.5         | 1          |
| EFG Hermes                  | 23        | 38        | 869           | 1.0          | 1.0          | 5          |
| CI Capital Holding Co SAE   | 24        | -         | 429           | 0.5          | 0.5          | 1          |
| Oaklins                     | 25        | 37        | 351           | 0.4          | 0.4          | 7          |
| <b>Industry Total</b>       |           |           | <b>88,470</b> | <b>100.0</b> |              | <b>834</b> |

## Any Middle East & North Africa Involvement Completed AF60

| Financial Advisor             | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|-------------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| JP Morgan                     | 1         | 1         | 32,119        | 47.6         | -28.9        | 6          |
| Goldman Sachs & Co            | 2         | 2         | 24,285        | 36.0         | -39.0        | 6          |
| Morgan Stanley                | 3         | 5*        | 15,308        | 22.7         | -46.0        | 2          |
| HSBC Holdings PLC             | 4         | 4         | 13,937        | 20.7         | -50.3        | 5          |
| Moelis & Co                   | 5         | 27        | 13,858        | 20.6         | 20.2         | 4          |
| Citi                          | 6         | 3         | 10,273        | 15.2         | -56.2        | 2          |
| Jefferies LLC                 | 7         | 9         | 10,000        | 14.8         | 11.7         | 1          |
| BofA Securities Inc           | 8         | 5*        | 2,983         | 4.4          | -64.3        | 4          |
| Cowen & Co                    | 9         | -         | 2,742         | 4.1          | 4.1          | 2          |
| Credit Suisse                 | 10        | 7         | 2,572         | 3.8          | -3.0         | 2          |
| Cantor Fitzgerald LP          | 11        | 28        | 1,012         | 1.5          | 1.2          | 1          |
| PricewaterhouseCoopers        | 12        | 20        | 1,006         | 1.5          | 0.9          | 10         |
| Canaccord Genuity Grp Inc     | 13        | 37        | 831           | 1.2          | 1.1          | 2          |
| EFG Hermes                    | 14        | 49*       | 649           | 1.0          | 1.0          | 2          |
| Macquarie Group               | 15        | -         | 630           | 0.9          | 0.9          | 1          |
| Needham & Co LLC              | 16        | -         | 492           | 0.7          | 0.7          | 2          |
| Rothschild & Co               | 17        | 10        | 469           | 0.7          | -2.1         | 5          |
| Barclays                      | 18        | 8         | 437           | 0.7          | -2.7         | 1          |
| Evercore Partners             | 19        | 12        | 380           | 0.6          | -1.6         | 1          |
| Ernst & Young LLP             | 20        | 31*       | 360           | 0.5          | 0.4          | 1          |
| Oaklins                       | 21        | 43        | 351           | 0.5          | 0.5          | 7          |
| UBS                           | 22        | -         | 183           | 0.3          | 0.3          | 2          |
| Financial Technology Partners | 23        | -         | 165           | 0.2          | 0.2          | 1          |
| QInvest LLC                   | 24        | -         | 140           | 0.2          | 0.2          | 1          |
| Globalscope                   | 25        | 49*       | 137           | 0.2          | 0.2          | 3          |
| <b>Industry Total</b>         |           |           | <b>67,418</b> | <b>100.0</b> |              | <b>661</b> |

# Emerging Markets Rankings

First Half 2021 | Mergers & Acquisitions | Financial Advisors

## Any South African Involvement Announced AD54

|                              | YoY Change (\$) |           | 881%          | QoQ Change (\$) |              | 1353%      |  |
|------------------------------|-----------------|-----------|---------------|-----------------|--------------|------------|--|
| Financial Advisor            | Rank 2021       | Rank 2020 | Value US\$mil | Market Share    | Mkt. Sh. Chg | # of Deals |  |
| Morgan Stanley               | 1               | 14        | 45,907        | 85.0            | 82.0         | 2          |  |
| Goldman Sachs & Co           | 2               | 18        | 45,107        | 83.5            | 82.0         | 2          |  |
| BofA Securities Inc          | 3               | 30*       | 2,678         | 5.0             | 5.0          | 4          |  |
| Rothschild & Co              | 4               | 3         | 768           | 1.4             | -7.9         | 8          |  |
| Macquarie Group              | 5               | -         | 688           | 1.3             | 1.3          | 1          |  |
| FirstRand Bank               | 6               | 20        | 302           | 0.6             | -0.7         | 2          |  |
| Quore Capital                | 7               | -         | 257           | 0.5             | 0.5          | 1          |  |
| Edelweiss Financial Svcs Ltd | 8               | -         | 232           | 0.4             | 0.4          | 1          |  |
| Shore Capital Group          | 9*              | -         | 178           | 0.3             | 0.3          | 1          |  |
| Fenchurch Advisory Partners  | 9*              | 30*       | 178           | 0.3             | 0.3          | 1          |  |
| Craven Street Capital Ltd    | 9*              | -         | 178           | 0.3             | 0.3          | 1          |  |
| JP Morgan                    | 12              | 2         | 145           | 0.3             | -10.9        | 1          |  |
| BNP Paribas SA               | 13              | 13        | 90            | 0.2             | -3.3         | 1          |  |
| Investec                     | 14              | -         | 76            | 0.1             | 0.1          | 2          |  |
| Stifel/KBW                   | 15              | -         | 37            | 0.1             | 0.1          | 1          |  |
| Bravura Capital Pty Ltd      | 16              | -         | 20            | 0.0             | 0.0          | 1          |  |
| Exchange Sponsors            | 17              | -         | 4             | 0.0             | 0.0          | 1          |  |
| Oaklins                      | 18              | -         | 1             | 0.0             | 0.0          | 2          |  |
| Industry Total               |                 |           | 54,004        | 100.0           |              | 207        |  |

## Any South African Involvement Completed AF61

|                               | YoY Change (\$) |           | 13%           | QoQ Change (\$) |              | -3%        |  |
|-------------------------------|-----------------|-----------|---------------|-----------------|--------------|------------|--|
| Financial Advisor             | Rank 2021       | Rank 2020 | Value US\$mil | Market Share    | Mkt. Sh. Chg | # of Deals |  |
| BofA Securities Inc           | 1               | 7         | 1,150         | 22.7            | 18.7         | 3          |  |
| Macquarie Group               | 2               | -         | 688           | 13.6            | 13.6         | 1          |  |
| QuestCo(Pty)Ltd               | 3               | 14        | 644           | 12.7            | 11.3         | 1          |  |
| Rothschild & Co               | 4               | 20*       | 628           | 12.4            | 12.4         | 3          |  |
| FirstRand Bank                | 5               | 13        | 461           | 9.1             | 7.5          | 2          |  |
| UBS                           | 6               | 2*        | 387           | 7.7             | -33.6        | 1          |  |
| Quore Capital                 | 7               | -         | 257           | 5.1             | 5.1          | 1          |  |
| Edelweiss Financial Svcs Ltd  | 8               | -         | 232           | 4.6             | 4.6          | 1          |  |
| Morgan Stanley                | 9               | -         | 166           | 3.3             | 3.3          | 1          |  |
| PricewaterhouseCoopers        | 10              | 20*       | 121           | 2.4             | 2.4          | 8          |  |
| Handelsbanken Capital Markets | 11              | -         | 118           | 2.3             | 2.3          | 2          |  |
| VCP Capital Partners          | 12              | -         | 91            | 1.8             | 1.8          | 1          |  |
| BNP Paribas SA                | 13              | -         | 90            | 1.8             | 1.8          | 1          |  |
| Corum Group Ltd.              | 14              | -         | 69            | 1.4             | 1.4          | 1          |  |
| Evercore Partners             | 15              | -         | 50            | 1.0             | 1.0          | 1          |  |
| Exchange Sponsors             | 16              | -         | 4             | 0.1             | 0.1          | 1          |  |
| Investec                      | 17              | 8         | 2             | 0.0             | -3.9         | 1          |  |
| Industry Total                |                 |           | 5,056         | 100.0           |              | 124        |  |

\*Indicates a Tie

## Any Eastern European Involvement Announced AD52

|                              | YoY Change (\$) |           | -38%          | QoQ Change (\$) |              | -26%       |  |
|------------------------------|-----------------|-----------|---------------|-----------------|--------------|------------|--|
| Financial Advisor            | Rank 2021       | Rank 2020 | Value US\$mil | Market Share    | Mkt. Sh. Chg | # of Deals |  |
| JP Morgan                    | 1               | 4         | 8,216         | 23.6            | 20.7         | 10         |  |
| Goldman Sachs & Co           | 2               | 2         | 5,742         | 16.5            | 11.4         | 7          |  |
| Citi                         | 3               | 5*        | 3,430         | 9.8             | 7.0          | 8          |  |
| BofA Securities Inc          | 4               | 14        | 2,885         | 8.3             | 7.5          | 3          |  |
| Morgan Stanley               | 5               | 3         | 2,839         | 8.1             | 3.8          | 3          |  |
| Rothschild & Co              | 6               | 36*       | 2,417         | 6.9             | 6.9          | 9          |  |
| PricewaterhouseCoopers       | 7               | 34        | 2,397         | 6.9             | 6.9          | 19         |  |
| BNP Paribas SA               | 8               | 36*       | 2,396         | 6.9             | 6.9          | 7          |  |
| VTB Capital                  | 9               | 1         | 2,139         | 6.1             | 0.4          | 6          |  |
| Credit Suisse                | 10*             | 5*        | 2,033         | 5.8             | 3.0          | 1          |  |
| LionTree Advisors LLC        | 10*             | -         | 2,033         | 5.8             | 5.8          | 1          |  |
| IMAP                         | 12              | 20        | 1,975         | 5.7             | 5.5          | 17         |  |
| ING                          | 13*             | -         | 1,905         | 5.5             | 5.5          | 1          |  |
| AZ Capital                   | 13*             | -         | 1,905         | 5.5             | 5.5          | 1          |  |
| Barclays                     | 15              | 16        | 1,585         | 4.5             | 4.1          | 6          |  |
| UBS                          | 16              | 10        | 1,526         | 4.4             | 2.5          | 4          |  |
| Alfa Bank                    | 17*             | -         | 1,133         | 3.3             | 3.3          | 1          |  |
| Credit Bank of Moscow        | 17*             | -         | 1,133         | 3.3             | 3.3          | 1          |  |
| Perella Weinberg Partners LP | 19              | -         | 1,109         | 3.2             | 3.2          | 2          |  |
| Porta Finance                | 20              | 25*       | 959           | 2.8             | 2.7          | 2          |  |
| Evercore Partners            | 21              | 7         | 853           | 2.4             | -0.2         | 1          |  |
| goetzpartners Corp Finance   | 22              | -         | 675           | 1.9             | 1.9          | 2          |  |
| Deutsche Bank                | 23              | -         | 663           | 1.9             | 1.9          | 2          |  |
| Santander Corp & Invest Bkg  | 24              | 24        | 409           | 1.2             | 1.1          | 2          |  |
| Lazard                       | 25              | 12        | 361           | 1.0             | -0.5         | 2          |  |
| Industry Total               |                 |           | 34,893        | 100.0           |              | 1,335      |  |

## Any Eastern European Involvement Completed AF59

|                              | YoY Change (\$) |           | -68%          | QoQ Change (\$) |              | 30%        |  |
|------------------------------|-----------------|-----------|---------------|-----------------|--------------|------------|--|
| Financial Advisor            | Rank 2021       | Rank 2020 | Value US\$mil | Market Share    | Mkt. Sh. Chg | # of Deals |  |
| JP Morgan                    | 1               | 6         | 1,807         | 10.3            | 7.3          | 3          |  |
| PricewaterhouseCoopers       | 2               | 38*       | 1,559         | 8.9             | 8.9          | 17         |  |
| VTB Capital                  | 3               | 2         | 1,141         | 6.5             | -1.3         | 3          |  |
| Alfa Bank                    | 4*              | -         | 1,133         | 6.5             | 6.5          | 1          |  |
| Citi                         | 4*              | 1         | 1,133         | 6.5             | -6.8         | 2          |  |
| Credit Bank of Moscow        | 4*              | -         | 1,133         | 6.5             | 6.5          | 1          |  |
| Goldman Sachs & Co           | 7               | -         | 992           | 5.7             | 5.7          | 4          |  |
| AZ Capital                   | 8*              | -         | 950           | 5.4             | 5.4          | 1          |  |
| Lazard                       | 8*              | 8*        | 950           | 5.4             | 2.7          | 2          |  |
| Societe Generale             | 8*              | 8*        | 950           | 5.4             | 2.7          | 3          |  |
| Deloitte                     | 11              | 22        | 519           | 3.0             | 2.6          | 17         |  |
| Barclays                     | 12              | -         | 459           | 2.6             | 2.6          | 3          |  |
| Santander Corp & Invest Bkg  | 13              | 5         | 409           | 2.3             | -0.8         | 2          |  |
| Perella Weinberg Partners LP | 14              | 19*       | 256           | 1.5             | 1.1          | 1          |  |
| Rothschild & Co              | 15              | 8*        | 244           | 1.4             | -1.3         | 4          |  |
| Cushman & Wakefield Inc      | 16              | -         | 229           | 1.3             | 1.3          | 1          |  |
| VCP Capital Partners         | 17              | -         | 179           | 1.0             | 1.0          | 2          |  |
| Deutsche Bank                | 18              | -         | 172           | 1.0             | 1.0          | 1          |  |
| Ernst & Young LLP            | 19              | 14*       | 143           | 0.8             | -0.4         | 3          |  |
| QInvest LLC                  | 20              | -         | 140           | 0.8             | 0.8          | 1          |  |
| Superia                      | 21              | 38*       | 139           | 0.8             | 0.8          | 6          |  |
| BDO                          | 22              | 24        | 136           | 0.8             | 0.5          | 1          |  |
| Houlihan Lokey               | 23              | -         | 113           | 0.7             | 0.7          | 2          |  |
| Mizuho Financial Group       | 24              | -         | 108           | 0.6             | 0.6          | 1          |  |
| Canaccord Genuity Grp Inc    | 25              | -         | 91            | 0.5             | 0.5          | 1          |  |
| Industry Total               |                 |           | 17,512        | 100.0           |              | 1,080      |  |

## Any Sub Saharan Involvement Announced

|                              | YoY Change (\$) |           | 415%          | QoQ Change (\$) |              | 658%       |  |
|------------------------------|-----------------|-----------|---------------|-----------------|--------------|------------|--|
| Financial Advisor            | Rank 2021       | Rank 2020 | Value US\$mil | Market Share    | Mkt. Sh. Chg | # of Deals |  |
| Morgan Stanley               | 1               | 21        | 45,907        | 74.0            | 72.6         | 2          |  |
| Goldman Sachs & Co           | 2               | 27        | 45,136        | 72.8            | 72.1         | 3          |  |
| BofA Securities Inc          | 3               | 44*       | 2,786         | 4.5             | 4.5          | 5          |  |
| Jefferies LLC                | 4               | -         | 1,200         | 1.9             | 1.9          | 2          |  |
| Rothschild & Co              | 5               | 3         | 1,069         | 1.7             | -6.6         | 9          |  |
| Macquarie Group              | 6               | -         | 818           | 1.3             | 1.3          | 2          |  |
| Credit Suisse                | 7*              | -         | 426           | 0.7             | 0.7          | 2          |  |
| Citi                         | 7*              | -         | 426           | 0.7             | 0.7          | 1          |  |
| FirstRand Bank               | 9               | 28        | 302           | 0.5             | -0.1         | 3          |  |
| UBS                          | 10*             | 8         | 301           | 0.5             | -4.1         | 1          |  |
| Itau Unibanco                | 10*             | -         | 301           | 0.5             | 0.5          | 1          |  |
| Quore Capital                | 12              | -         | 257           | 0.4             | 0.4          | 1          |  |
| JP Morgan                    | 13              | 1         | 234           | 0.4             | -19.7        | 3          |  |
| Edelweiss Financial Svcs Ltd | 14              | -         | 232           | 0.4             | 0.4          | 1          |  |
| Shore Capital Group          | 15*             | -         | 178           | 0.3             | 0.3          | 1          |  |
| Fenchurch Advisory Partners  | 15*             | 44*       | 178           | 0.3             | 0.3          | 1          |  |
| Craven Street Capital Ltd    | 15*             | -         | 178           | 0.3             | 0.3          | 1          |  |
| KPMG                         | 18              | 44*       | 91            | 0.2             | 0.2          | 2          |  |
| BNP Paribas SA               | 19              | 20        | 90            | 0.2             | -1.4         | 1          |  |
| Investec                     | 20              | -         | 76            | 0.1             | 0.1          | 2          |  |
| Spark Capital Advisors       | 21              | -         | 60            | 0.1             | 0.1          | 1          |  |
| PricewaterhouseCoopers       | 22              | 14        | 50            | 0.1             | -3.1         | 2          |  |
| Stifel/KBW                   | 23              | -         | 37            | 0.1             | 0.1          | 1          |  |
| IIFL Holdings Ltd            | 24              | -         | 34            | 0.1             | 0.1          | 1          |  |
| Bravura Capital Pty Ltd      | 25              | -         | 20            | 0.0             | 0.0          | 1          |  |
| Industry Total               |                 |           | 62,025        | 100.0           |              | 390        |  |

## Any Sub Saharan Involvement Completed

|                               | YoY Change (\$) |           | 8%            | QoQ Change (\$) |              | -9%        |  |
|-------------------------------|-----------------|-----------|---------------|-----------------|--------------|------------|--|
| Financial Advisor             | Rank 2021       | Rank 2020 | Value US\$mil | Market Share    | Mkt. Sh. Chg | # of Deals |  |
| BofA Securities Inc           | 1               | 14        | 1,338         | 12.9            | 11.0         | 4          |  |
| Macquarie Group               | 2               | -         | 688           | 6.6             | 6.6          | 1          |  |
| QuestCo(Pty)Ltd               | 3               | 24        | 644           | 6.2             | 5.5          | 1          |  |
| Rothschild & Co               | 4               | 9*        | 628           | 6.1             | 3.5          | 3          |  |
| FirstRand Bank                | 5               | 23        | 461           | 4.5             | 3.8          | 2          |  |
| UBS                           | 6               | 2         | 387           | 3.7             | -16.3        | 1          |  |
| Quore Capital                 | 7               | -         | 257           | 2.5             | 2.5          | 1          |  |
| Edelweiss Financial Svcs Ltd  | 8               | -         | 232           | 2.2             | 2.2          | 1          |  |
| PricewaterhouseCoopers        | 9               | 41*       | 171           | 1.7             | 1.7          | 9          |  |
| Morgan Stanley                | 10              | -         | 166           | 1.6             | 1.6          | 1          |  |
| Handelsbanken Capital Markets | 11              | -         | 118           | 1.1             | 1.1          | 2          |  |
| KPMG                          | 12              | 16        | 91            | 0.9             | -0.9         | 2          |  |
| VCP Capital Partners          | 13              | -         | 91            | 0.9             | 0.9          | 1          |  |
| BNP Paribas SA                | 14              | 41*       | 90            | 0.9             | 0.9          | 1          |  |
| JP Morgan                     | 15              | 1         | 89            | 0.9             | -25.6        | 2          |  |
| Corum Group Ltd.              | 16              | -         | 69            | 0.7             | 0.7          | 1          |  |
| Evercore Partners             | 17              | -         | 50            | 0.5             | 0.5          | 1          |  |
| Goldman Sachs & Co            | 18              | 32        | 29            | 0.3             | 0.2          | 1          |  |
| Exchange Sponsors             | 19              | -         | 4             | 0.0             | 0.0          | 1          |  |
| IMAP                          | 20              | 41*       | 4             | 0.0             | 0.0          | 2          |  |
| Investec                      | 21              | 15        | 2             | 0.0             | -1.8         | 1          |  |
| Grant Thornton                | 22              | 31        | 2             | 0.0             | -0.1         | 1          |  |
| Industry Total                |                 |           | 10,360        | 100.0           |              | 237        |  |

# Emerging Markets Rankings

First Half 2021 | Mergers & Acquisitions | Financial Advisors

## Any Asia Pacific Involvement Announced

|                                | Rank 2021 | Rank 2020 | Value US\$mil  | Market Share | Mkt. Sh. Chg | # of Deals   |
|--------------------------------|-----------|-----------|----------------|--------------|--------------|--------------|
| China International Capital Co | 1         | 1         | 41,620         | 10.9         | 1.6          | 32           |
| Goldman Sachs & Co             | 2         | 5         | 28,450         | 7.4          | 2.6          | 13           |
| CITIC                          | 3         | 9         | 26,652         | 7.0          | 3.5          | 26           |
| Morgan Stanley                 | 4         | 3         | 18,900         | 4.9          | 0.0          | 15           |
| Citi                           | 5         | 20        | 15,693         | 4.1          | 2.6          | 16           |
| Huatai Securities Co Ltd       | 6         | 28        | 12,689         | 3.3          | 2.4          | 17           |
| China Securities Co Ltd        | 7         | 33        | 12,603         | 3.3          | 2.5          | 6            |
| JP Morgan                      | 8         | 4         | 12,402         | 3.2          | -1.7         | 13           |
| Industrial & Comm Bank China   | 9         | 12        | 11,355         | 3.0          | 0.3          | 48           |
| BofA Securities Inc            | 10        | 10        | 10,005         | 2.6          | -0.6         | 12           |
| Anglo Chinese Holdings Ltd     | 11        | 190*      | 7,761          | 2.0          | 2.0          | 2            |
| ARC Capital Corp               | 12        | -         | 7,354          | 1.9          | 1.9          | 1            |
| Ernst & Young LLP              | 13        | 6         | 6,774          | 1.8          | -3.0         | 25           |
| Guoyuan Securities Co Ltd      | 14        | 176       | 6,576          | 1.7          | 1.7          | 1            |
| Gram Capital                   | 15        | 62        | 6,505          | 1.7          | 1.6          | 18           |
| Lazard                         | 16        | 26        | 6,446          | 1.7          | 0.6          | 7            |
| HSBC Holdings PLC              | 17        | 19        | 6,226          | 1.6          | -0.2         | 8            |
| Moelis & Co                    | 18        | 65        | 4,969          | 1.3          | 1.2          | 4            |
| Malayan Banking Bhd            | 19        | -         | 4,438          | 1.2          | 1.2          | 2            |
| Somerley                       | 20        | 11        | 3,979          | 1.0          | -2.0         | 12           |
| Deloitte                       | 21        | 51        | 3,793          | 1.0          | 0.8          | 12           |
| Barclays                       | 22        | 7         | 3,686          | 1.0          | -3.3         | 9            |
| Sinolink Securities Co Ltd     | 23        | 87        | 2,087          | 0.5          | 0.4          | 2            |
| Santander Corp & Invest Bkg    | 24*       | -         | 1,825          | 0.5          | 0.5          | 1            |
| Societe Generale               | 24*       | 23*       | 1,825          | 0.5          | -0.8         | 1            |
| <b>Industry Total</b>          |           |           | <b>383,311</b> | <b>100.0</b> |              | <b>5,522</b> |

## Any Asia Pacific Involvement Completed

|                                | Rank 2021 | Rank 2020 | Value US\$mil  | Market Share | Mkt. Sh. Chg | # of Deals   |
|--------------------------------|-----------|-----------|----------------|--------------|--------------|--------------|
| Citi                           | 1         | 10        | 15,487         | 8.4          | 3.9          | 12           |
| Goldman Sachs & Co             | 2         | 7         | 14,211         | 7.7          | 2.4          | 10           |
| JP Morgan                      | 3         | 12        | 13,649         | 7.4          | 3.8          | 10           |
| China International Capital Co | 4         | 3         | 12,694         | 6.9          | -2.8         | 22           |
| Morgan Stanley                 | 5         | 2         | 9,990          | 5.4          | -4.3         | 16           |
| HSBC Holdings PLC              | 6         | 13        | 8,574          | 4.7          | 1.2          | 6            |
| BofA Securities Inc            | 7         | 6         | 7,271          | 4.0          | -3.3         | 11           |
| CITIC                          | 8         | 1         | 6,456          | 3.5          | -14.5        | 26           |
| Deloitte                       | 9         | 21        | 3,994          | 2.2          | -0.2         | 13           |
| Industrial & Comm Bank China   | 10        | 8         | 3,776          | 2.1          | -2.9         | 42           |
| Guotai Junan Securities        | 11        | 38        | 3,756          | 2.1          | 0.8          | 6            |
| Huatai Securities Co Ltd       | 12        | 5         | 2,998          | 1.6          | -6.1         | 4            |
| China Merchants Securities Co  | 13        | 31        | 2,838          | 1.6          | -0.1         | 2            |
| Standard Chartered PLC         | 14        | -         | 2,740          | 1.5          | 1.5          | 4            |
| Nomura                         | 15        | 16        | 2,410          | 1.3          | -1.8         | 4            |
| State Bank of India            | 16        | 34        | 1,813          | 1.0          | -0.6         | 3            |
| Rothschild & Co                | 17        | 39        | 1,804          | 1.0          | -0.2         | 12           |
| Barclays                       | 18        | 92        | 1,723          | 0.9          | 0.8          | 3            |
| Ernst & Young LLP              | 19        | 11        | 1,535          | 0.8          | -3.6         | 19           |
| China Securities Co Ltd        | 20        | 14        | 1,490          | 0.8          | -2.6         | 4            |
| BNP Paribas SA                 | 21        | 22        | 1,452          | 0.8          | -1.5         | 5            |
| Somerley                       | 22        | 40        | 1,429          | 0.8          | -0.4         | 9            |
| Grant Samuel                   | 23        | -         | 1,400          | 0.8          | 0.8          | 1            |
| Jefferies LLC                  | 24        | 30        | 1,395          | 0.8          | -1.0         | 7            |
| KPMG                           | 25        | 24        | 1,332          | 0.7          | -1.5         | 13           |
| <b>Industry Total</b>          |           |           | <b>183,506</b> | <b>100.0</b> |              | <b>3,467</b> |

\*Indicates a Tie

## Any Indian Involvement Announced AD60

|                                | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|--------------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| BofA Securities Inc            | 1         | 2         | 7,415         | 13.5         | -3.2         | 4          |
| Ernst & Young LLP              | 2         | 6         | 6,444         | 11.7         | 6.6          | 15         |
| Morgan Stanley                 | 3         | 1         | 6,236         | 11.3         | -9.7         | 3          |
| Goldman Sachs & Co             | 4         | -         | 5,267         | 9.6          | 9.6          | 4          |
| Barclays                       | 5         | 22        | 3,546         | 6.4          | 6.0          | 6          |
| Deloitte                       | 6         | 26        | 1,767         | 3.2          | 2.9          | 5          |
| HSBC Holdings PLC              | 7         | 8*        | 1,450         | 2.6          | -1.2         | 1          |
| State Bank of India            | 8         | 3         | 1,391         | 2.5          | -10.3        | 2          |
| Phoenix Advisors LLC           | 9         | -         | 1,000         | 1.8          | 1.8          | 1          |
| JP Morgan                      | 10        | 15        | 961           | 1.7          | -0.1         | 3          |
| Citi                           | 11        | 11        | 924           | 1.7          | -1.7         | 4          |
| Steer Advisory Services Pvt Lt | 12        | -         | 633           | 1.2          | 1.2          | 2          |
| Moelis & Co                    | 13        | 19        | 598           | 1.1          | 0.4          | 2          |
| Credit Suisse                  | 14        | 37*       | 546           | 1.0          | 1.0          | 3          |
| Rothschild & Co                | 15        | 17        | 468           | 0.9          | -0.6         | 4          |
| Grant Thornton                 | 16        | -         | 404           | 0.7          | 0.7          | 1          |
| Avendus Capital Pvt Ltd        | 17        | 23        | 381           | 0.7          | 0.4          | 5          |
| Torrey Partners LLC            | 18        | -         | 306           | 0.6          | 0.6          | 2          |
| KPMG                           | 19        | 7         | 303           | 0.6          | -3.2         | 10         |
| Jefferies LLC                  | 20        | -         | 273           | 0.5          | 0.5          | 2          |
| Ambit Corporate Finance        | 21        | 16        | 261           | 0.5          | -1.1         | 5          |
| PricewaterhouseCoopers         | 22        | 34        | 259           | 0.5          | 0.5          | 6          |
| Edelweiss Financial Svcs Ltd   | 23        | 20        | 232           | 0.4          | -0.1         | 1          |
| Wells Fargo & Co               | 24        | -         | 221           | 0.4          | 0.4          | 1          |
| Bain & Co                      | 25        | -         | 200           | 0.4          | 0.4          | 1          |
| <b>Industry Total</b>          |           |           | <b>55,091</b> | <b>100.0</b> |              | <b>858</b> |

## Any Indian Involvement Completed AF67

|                              | Rank 2021 | Rank 2020 | Value US\$mil | Market Share | Mkt. Sh. Chg | # of Deals |
|------------------------------|-----------|-----------|---------------|--------------|--------------|------------|
| Morgan Stanley               | 1         | 1         | 2,650         | 8.1          | -21.4        | 6          |
| BofA Securities Inc          | 2         | 4         | 2,182         | 6.7          | -9.1         | 5          |
| State Bank of India          | 3         | 9         | 1,813         | 5.6          | -6.0         | 3          |
| Goldman Sachs & Co           | 4         | 8         | 1,681         | 5.2          | -7.0         | 3          |
| Deloitte                     | 5         | 30        | 1,567         | 4.8          | 4.4          | 5          |
| HSBC Holdings PLC            | 6         | 3         | 1,450         | 4.5          | -13.9        | 1          |
| JP Morgan                    | 7         | 18*       | 1,228         | 3.8          | 2.1          | 2          |
| Ernst & Young LLP            | 8         | 2         | 1,185         | 3.6          | -15.2        | 11         |
| Ambit Corporate Finance      | 9         | 34        | 1,077         | 3.3          | 3.1          | 6          |
| Standard Chartered PLC       | 10*       | -         | 1,000         | 3.1          | 3.1          | 1          |
| Axis Bank Ltd                | 10*       | 5*        | 1,000         | 3.1          | -12.5        | 2          |
| Phoenix Advisors LLC         | 10*       | -         | 1,000         | 3.1          | 3.1          | 1          |
| Edelweiss Financial Svcs Ltd | 13        | -         | 686           | 2.1          | 2.1          | 4          |
| Citi                         | 14        | 13        | 498           | 1.5          | -2.6         | 3          |
| Rothschild & Co              | 15        | 38        | 468           | 1.4          | 1.3          | 3          |
| Avendus Capital Pvt Ltd      | 16        | 24        | 443           | 1.4          | 0.9          | 5          |
| o3 Capital Advisors Pvt Ltd  | 17        | -         | 275           | 0.8          | 0.8          | 9          |
| BNP Paribas SA               | 18        | -         | 240           | 0.7          | 0.7          | 1          |
| Wells Fargo & Co             | 19        | -         | 221           | 0.7          | 0.7          | 1          |
| UBS                          | 20        | -         | 138           | 0.4          | 0.4          | 1          |
| Credit Suisse                | 21        | -         | 120           | 0.4          | 0.4          | 2          |
| PricewaterhouseCoopers       | 22        | 42*       | 109           | 0.3          | 0.3          | 5          |
| KPMG                         | 23        | 16        | 91            | 0.3          | -3.2         | 4          |
| Horatio Partners LLC         | 24        | -         | 67            | 0.2          | 0.2          | 1          |
| Transaction Square LLP       | 25        | -         | 53            | 0.2          | 0.2          | 1          |
| <b>Industry Total</b>        |           |           | <b>32,605</b> | <b>100.0</b> |              | <b>630</b> |

## Any Chinese Involvement Announced AD56

|                                | Rank 2021 | Rank 2020 | Value US\$mil  | Market Share | Mkt. Sh. Chg | # of Deals   |
|--------------------------------|-----------|-----------|----------------|--------------|--------------|--------------|
| China International Capital Co | 1         | 1         | 41,620         | 14.8         | 1.9          | 32           |
| CITIC                          | 2         | 3         | 26,652         | 9.5          | 4.7          | 26           |
| Goldman Sachs & Co             | 3         | 25        | 15,623         | 5.6          | 4.8          | 6            |
| Huatai Securities Co Ltd       | 4         | 18        | 12,689         | 4.5          | 3.3          | 17           |
| China Securities Co Ltd        | 5         | 22        | 12,603         | 4.5          | 3.4          | 6            |
| Industrial & Comm Bank China   | 6         | 4         | 11,355         | 4.0          | 0.3          | 48           |
| Anglo Chinese Holdings Ltd     | 7         | 129*      | 7,761          | 2.8          | 2.8          | 2            |
| JP Morgan                      | 8         | 32        | 7,477          | 2.7          | 2.3          | 4            |
| ARC Capital Corp               | 9         | -         | 7,354          | 2.6          | 2.6          | 1            |
| Citi                           | 10        | 16        | 7,025          | 2.5          | 1.1          | 9            |
| Morgan Stanley                 | 11        | 10        | 6,706          | 2.4          | 0.2          | 7            |
| Guoyuan Securities Co Ltd      | 12        | 121       | 6,576          | 2.3          | 2.3          | 1            |
| Gram Capital                   | 13        | 50        | 6,505          | 2.3          | 2.1          | 18           |
| Lazard                         | 14        | -         | 6,261          | 2.2          | 2.2          | 6            |
| HSBC Holdings PLC              | 15        | 17        | 4,465          | 1.6          | 0.4          | 4            |
| Moelis & Co                    | 16        | -         | 4,370          | 1.6          | 1.6          | 2            |
| Somerley                       | 17        | 8         | 3,921          | 1.4          | -1.1         | 10           |
| Sinolink Securities Co Ltd     | 18        | 66        | 2,087          | 0.7          | 0.6          | 2            |
| Deloitte                       | 19        | 47        | 2,026          | 0.7          | 0.5          | 4            |
| Santander Corp & Invest Bkg    | 20*       | -         | 1,825          | 0.7          | 0.7          | 1            |
| Societe Generale               | 20*       | 12*       | 1,825          | 0.7          | -1.1         | 1            |
| Octal Capital Ltd              | 22        | 53        | 1,728          | 0.6          | 0.5          | 5            |
| Red Sun Capital Ltd            | 23        | 106*      | 1,468          | 0.5          | 0.5          | 9            |
| Evercore Partners              | 24        | -         | 1,242          | 0.4          | 0.4          | 1            |
| KPMG                           | 25        | 39        | 1,229          | 0.4          | 0.1          | 7            |
| <b>Industry Total</b>          |           |           | <b>280,960</b> | <b>100.0</b> |              | <b>3,994</b> |

## Any Chinese Involvement Completed AF63

|                                | Rank 2021 | Rank 2020 | Value US\$mil  | Market Share | Mkt. Sh. Chg | # of Deals   |
|--------------------------------|-----------|-----------|----------------|--------------|--------------|--------------|
| China International Capital Co | 1         | 2         | 12,694         | 10.2         | -2.6         | 22           |
| JP Morgan                      | 2         | 16        | 8,670          | 7.0          | 4.2          | 4            |
| Citi                           | 3         | 11        | 7,157          | 5.8          | 1.8          | 6            |
| HSBC Holdings PLC              | 4         | 34        | 7,016          | 5.6          | 4.3          | 4            |
| CITIC                          | 5         | 1         | 6,456          | 5.2          | -18.6        | 26           |
| Morgan Stanley                 | 6         | 6         | 5,582          | 4.5          | -1.1         | 8            |
| Industrial & Comm Bank China   | 7         | 5         | 3,776          | 3.0          | -3.6         | 42           |
| Guotai Junan Securities        | 8         | 29        | 3,756          | 3.0          | 1.3          | 6            |
| Goldman Sachs & Co             | 9         | 14        | 3,212          | 2.6          | -1.1         | 5            |
| Huatai Securities Co Ltd       | 10        | 4         | 2,998          | 2.4          | -7.7         | 4            |
| China Merchants Securities Co  | 11        | 22        | 2,838          | 2.3          | 0.0          | 2            |
| Standard Chartered PLC         | 12        | -         | 1,740          | 1.4          | 1.4          | 2            |
| Barclays                       | 13        | 68        | 1,723          | 1.4          | 1.3          | 2            |
| China Securities Co Ltd        | 14        | 7         | 1,490          | 1.2          | -3.2         | 4            |
| Somerley                       | 15        | 31        | 1,429          | 1.2          | -0.3         | 9            |
| Grant Samuel                   | 16        | -         | 1,400          | 1.1          | 1.1          | 1            |
| Jefferies LLC                  | 17        | 20        | 1,253          | 1.0          | -1.4         | 3            |
| Changjiang Securities Co Ltd   | 18        | 124*      | 1,242          | 1.0          | 1.0          | 5            |
| KPMG                           | 19        | 25        | 1,232          | 1.0          | -1.2         | 7            |
| BNP Paribas SA                 | 20        | 17        | 1,213          | 1.0          | -1.6         | 3            |
| PricewaterhouseCoopers         | 21        | 110       | 1,085          | 0.9          | 0.9          | 3            |
| Tianfeng Securities Co Ltd     | 22        | 48        | 1,032          | 0.8          | 0.4          | 1            |
| Gram Capital                   | 23        | 32        | 918            | 0.7          | -0.8         | 3            |
| Zhongtong Guofu Sec Co Ltd     | 24        | 89        | 770            | 0.6          | 0.6          | 1            |
| Ping An Securities Ltd         | 25        | -         | 765            | 0.6          | 0.6          | 1            |
| <b>Industry Total</b>          |           |           | <b>124,365</b> | <b>100.0</b> |              | <b>2,434</b> |

# Mergers & Acquisitions Criteria

First Half 2021 | Financial Advisors

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Announced league tables include all deals that were announced between January 1, 2020 and June 30, 2021 and of which Refinitiv was made aware. All current data and previous year's data is as of 5:00pm EST on June 30, 2021.

League tables include rank eligible mergers, acquisitions, repurchases, spin-offs, self-tenders, minority stake purchases and debt restructurings.

A tender/merger transaction is considered to be effective at the time of consummation of the merger or the date on which it is declared wholly unconditional.

Deals with undisclosed dollar values are rank eligible but with no corresponding Rank Value. Non-US dollar denominated transactions are converted to the US dollar equivalent at the time of announcement of terms.

Financial and legal advisors receive full credit for each deal on which they provide financial or legal advisory services, unless they represent minority sellers or advise on only a portion of the transaction or Refinitiv has not been made aware of their participation in that transaction. For pending transactions, advisors to targets of multiple bids receive credit for the transaction agreed to or, in the absence of an agreement, the value of the highest offer.

Any Involvement league tables include deals where the target, acquiror, or either ultimate parent are domiciled (nation of headquarters) in the specified region or nation. Any involvement league tables also include the nation of the seller and seller ultimate parent on privately negotiated stake purchases

League tables, commentary, and charts citing announced activity are based on Rank Date and include intended, pending, partially complete, completed, pending regulatory, and unconditional transactions. Rank Date is defined as the earliest public announcement of when a value can be applied to a transaction.

League table volumes for Mitsubishi UFJ Financial Group and Morgan Stanley, included herein reflect the changes after the commencement of their jointly established securities firms in Japan: (1) Mitsubishi UFJ Morgan Stanley Securities and (2) Morgan Stanley MUFG Securities. Accreditation for transactions involving the newly established joint ventures are reflected in totals for Morgan Stanley. For Japanese related rankings, Morgan Stanley is represented as "Mitsubishi UFJ Morgan Stanley".

League table volumes for Huaxin Securities and Morgan Stanley, included herein, reflect changes after the commencement of their jointly established securities firm in China: Morgan Stanley Huaxin Securities. Credit for the newly established joint ventures rolls up to Morgan Stanley. For Chinese involvement league tables Morgan Stanley will be represented as "Morgan Stanley Huaxin Securities".

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