



MENA Investment Banking Fees Analysis

Thomson Reuters Deals Intelligence

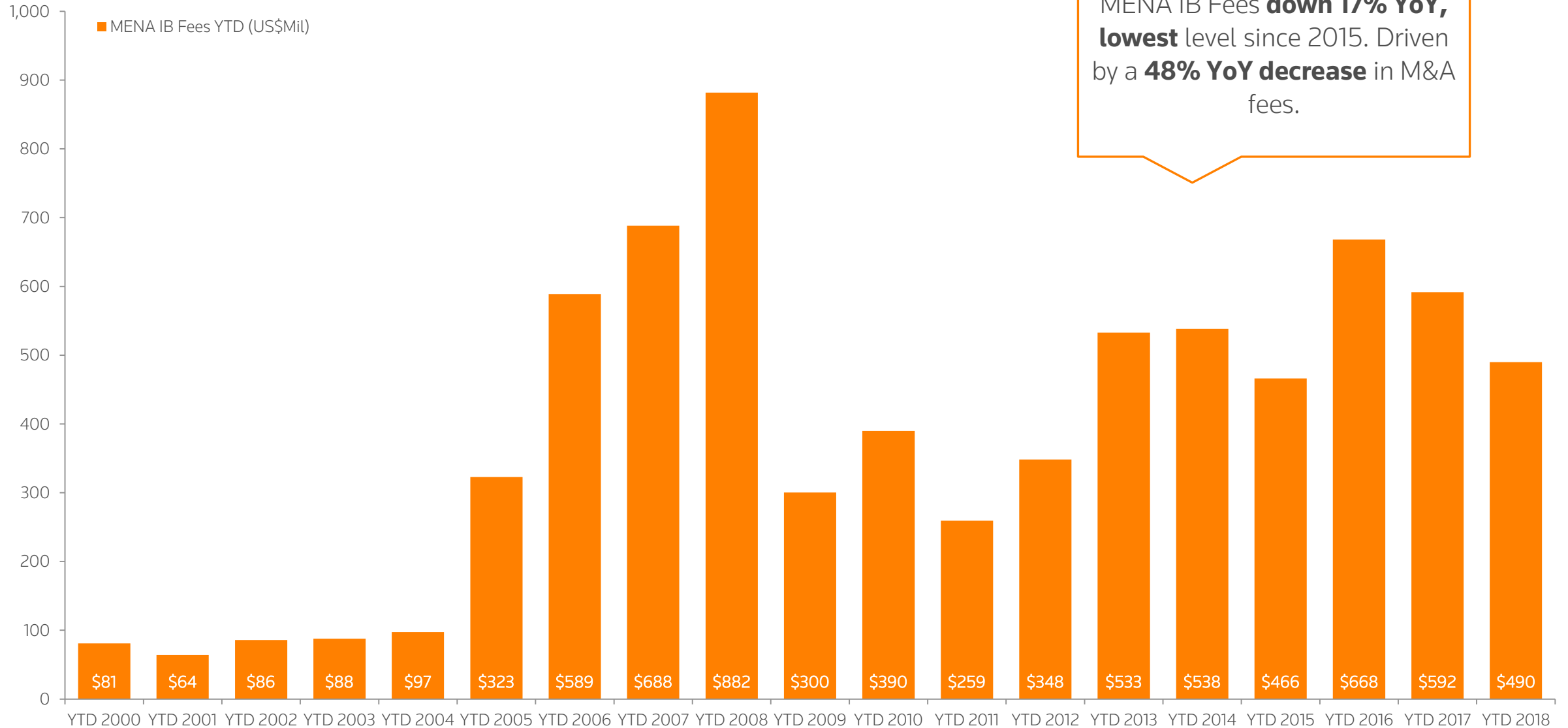
The intelligence, technology and human expertise
you need to find trusted answers.



the answer company™

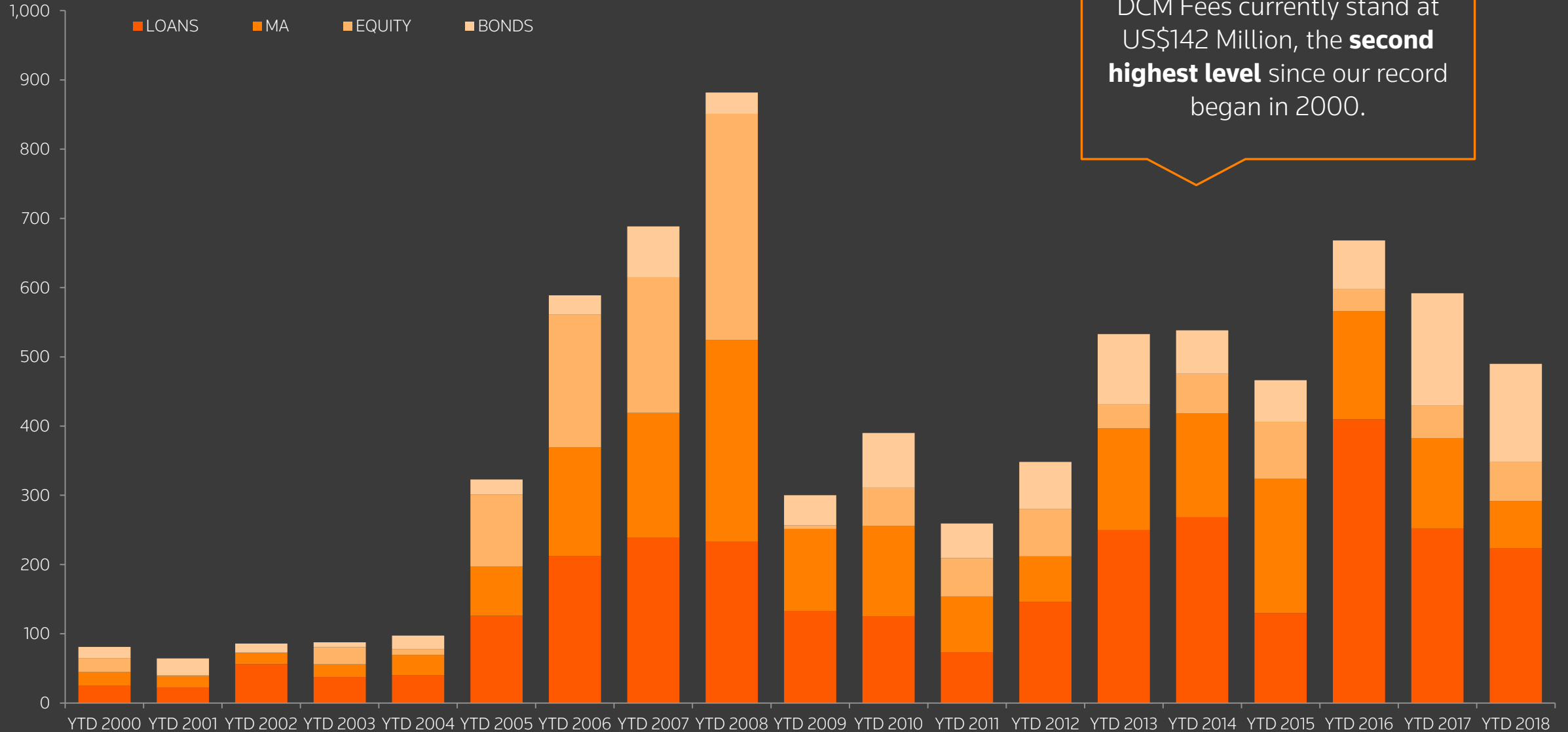
THOMSON REUTERS®

MENA IB Fees



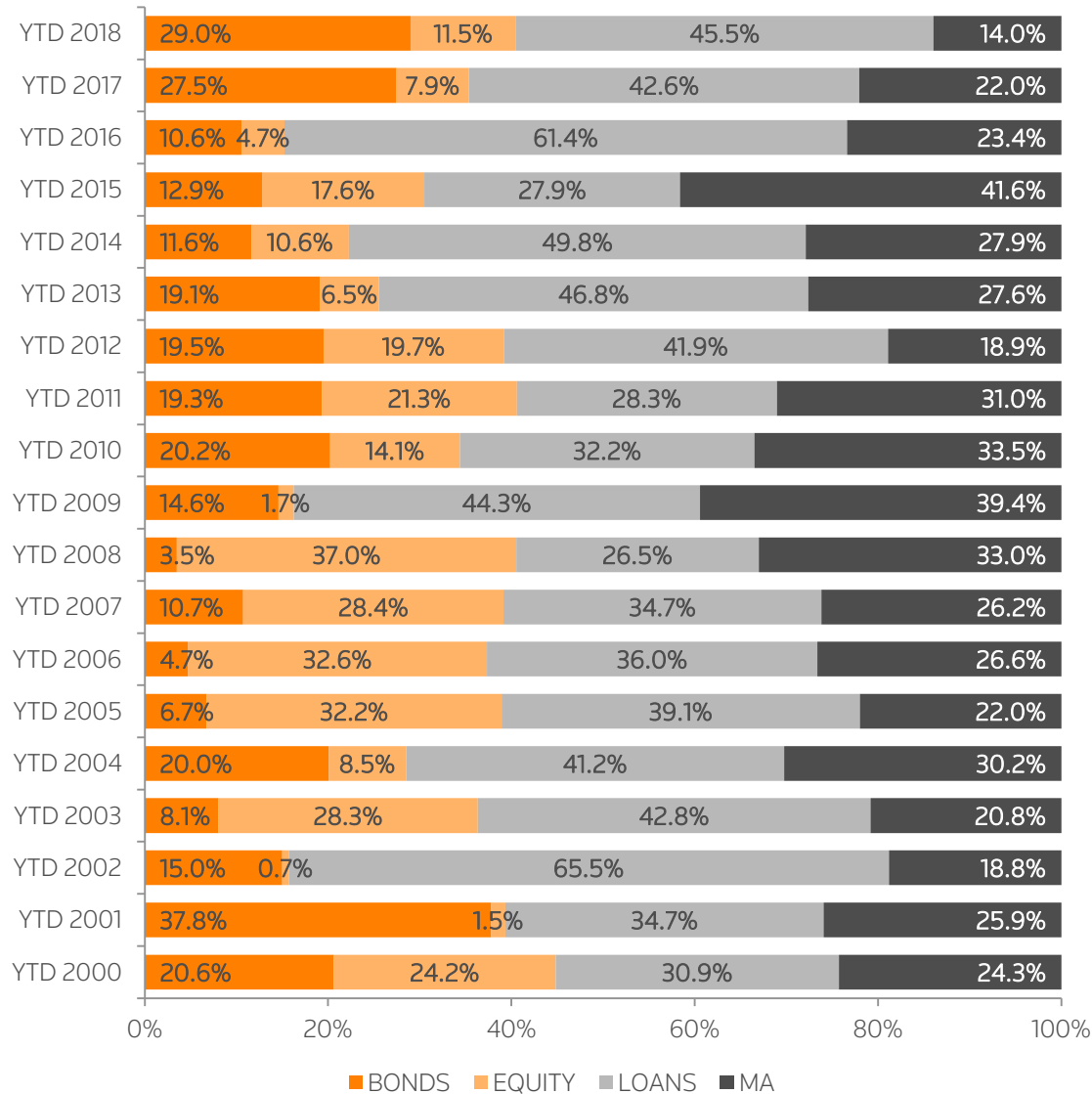
MENA IB Fees **down 17% YoY**, **lowest** level since 2015. Driven by a **48% YoY decrease** in M&A fees.

MENA IB Fees



DCM Fees currently stand at US\$142 Million, the **second highest level** since our record began in 2000.

MENA IB Fees



DCM fees currently represent **29% of the total fees** paid in the region, the highest since 2001 and second highest share of the market since our records began.

Corporates have paid 41% of DCM Fees in the region while Sovereign issuance accounts for the remaining 59%

In the other hand, fees coming from M&A activity only represent **14%** of the market. The lowest percentage since our records began in 2000.

Standard Chartered currently leads the 2018 YTD MENA DCM Fee League Table.

MENA DCM Fees YTD League Table

Rank	Financial Advisor	YTD Fees (US\$Mil)	Mkt. Share YTD	Mkt. Share YTDLY
1	Standard Chartered PLC	\$ 24.25	17.1%	6.8%
2	HSBC Holdings PLC	\$ 12.17	8.6%	11.8%
3	Deutsche Bank	\$ 10.90	7.7%	4.7%
4	Citi	\$ 9.94	7.0%	10.5%
5	JP Morgan	\$ 7.58	5.3%	12.6%
6	Al Khaliqi Commercial Bank	\$ 6.43	4.5%	0.0%
7	Barclays	\$ 5.17	3.6%	4.2%
8	Credit Agricole CIB	\$ 4.64	3.3%	1.4%
9	Sumitomo Mitsui Finl Grp Inc	\$ 4.39	3.1%	0.3%
10	First Abu Dhabi Bank PJSC	\$ 4.05	2.9%	1.7%
11	Bank of America Merrill Lynch	\$ 3.88	2.7%	0.6%
12	Credit Suisse	\$ 3.77	2.7%	0.1%
13	Morgan Stanley	\$ 3.11	2.2%	4.2%
14	Dubai Islamic Bank PJSC	\$ 2.28	1.6%	1.4%
15	Qatar National Bank	\$ 2.20	1.5%	1.2%
16	Emirates NBD PJSC	\$ 2.03	1.4%	1.9%
17	BNP Paribas SA	\$ 1.99	1.4%	6.7%
18	Goldman Sachs & Co	\$ 1.67	1.2%	0.7%
19	Gulf International Bank	\$ 1.59	1.1%	0.6%
20	Bank of China Ltd	\$ 1.57	1.1%	0.0%
20	Industrial & Comm Bank China	\$ 1.57	1.1%	0.9%
22	Mizuho Financial Group	\$ 1.55	1.1%	0.8%
23	Sharjah Islamic Bank PJSC	\$ 1.44	1.0%	0.2%
24	ANZ Banking Group	\$ 1.41	1.0%	0.0%
25	National Bank of Oman Ltd	\$ 1.31	0.9%	0.0%
Industry Total		\$ 141.99	100.0%	100.0%

MENA DCM Fees Split

