

## Companies pick their favourite banker

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**Anthony Macdonald**



*Aaron Constantine*



*Timothy Church*

Photo: Andrew Quilty



*Simon Cox*

Photo: Wolter Peeters

Everyone loves a good list. And today, East Coles has compiled five of them. Set out below are East Coles's 10 best investment bankers; the 10 bankers that clients would turn to for mergers and acquisitions, equity and debt work; and the investment bank of the year.

The East Coles survey is closely watched as an indication of which bankers have the ear of the market. The lists were compiled after a survey of 130 public and private companies, and private equity firms.

Patersons Securities head of corporate finance Aaron Constantine has beaten his heavyweight opponents to be named Australia's top investment banker in the East Coles survey, ahead of UBS's Tim Church and Michael Firmin of Record Point, who was profiled by Financial Review DealBook last month.

Bankers at UBS featured strongly in the forward-looking categories. Church is the banker most respondents would turn to for M&A, while colleague Simon Cox took out the No. 1 spot for equity advice. For debt work, UBS's Fergus Blackstock was ranked two behind Natalie Vanstone of JPMorgan.

UBS won the top spot in the East Coles survey for "best overall investment bank" of the year, followed by Macquarie and then JPMorgan.

At the recent CFO DealBook awards, UBS also took out the award for investment bank of the year (along with the equity and M&A house awards).

# FINANCIAL REVIEW

## Best overall investment bank

*Calculated from responses across the survey, including M&A, DCM, ECM and best investment bank categories*

1. UBS
2. Macquarie
3. JPMorgan
4. Goldman Sachs
5. Merrill Lynch
6. Patersons Securities
7. Deutsche
8. Credit Suisse
9. BBY
10. Citi

## Best investment bankers

1. Aaron Constantine, Patersons Securities
2. Tim Church, UBS
3. Michael Firmin, Record Point
4. David Gray, JPMorgan
5. Matthew Grounds, UBS
6. Richard Saywell, UBS
7. Joe Fayyad, Goldman Sachs
8. Aidan Allen, UBS
9. Nick Rowe, RBS
10. Guy Fowler, UBS

## Mergers and acquisitions

*Which banker will you use for M&A this year?*

1. Tim Church, UBS
2. Aaron Constantine, Patersons Securities
3. Guy Fowler, UBS
4. Michael Firmin, Record Point
5. Richard Saywell, UBS
6. Joe Fayyad, Goldman Sachs
7. Matthew Grounds, UBS
8. Max Billingham, Credit Suisse
9. Chris Green, Macquarie
10. Nathan Taylor, BBY

## Equity capital markets

*Which banker will you use for ECM this year?*

1. Simon Cox, UBS
2. Jason Murray, Merrill Lynch
3. Aaron Constantine, Patersons Securities
4. Graham Goldsmith, Goldman Sachs
5. Michael Richardson, Deutsche Bank
6. David Gray, JPMorgan
7. Campbell Lobb, Credit Suisse
8. Guy Fowler, UBS
9. Guy Foster, Merrill Lynch
10. Michael Firmin, Record Point

## Debt capital markets

*Who's the best DCM banker?*

1. Natalie Vanstone, JPMorgan
2. Fergus Blackstock, UBS
3. Jason Murray, Merrill Lynch
4. Rob Vanderzeil, UBS
5. Christine Hollyoak, Macquarie
6. Will Farrant, Credit Suisse
7. Rupert Daly, Deutsche Bank
8. David Bailey, Citi
9. Chris Champion, Goldman Sachs
10. Peter Christie, CBA