

15<sup>th</sup> May, 1996

## **DSP LEADS RIGHTS ISSUE LEAGUE BY AMOUNT, I-SEC BY NUMBERS IN 1995-96**

DSP Financial made it to the top rank in 1995-96 in lead management of rights issues, up from 12th rank in the previous year. By number of assignments, I-SEC made it to the first rank, up from 2nd position last year. This has been reported by Mr.Prithvi Haldea of **PRIME**, India's premier data base on the primary capital market.

In 1994-95, a total of 108 merchant bankers had lead managed the 329 rights issues of that year. According to **PRIME**, in 1995-96, this number grew to 132. Significantly, the average number of assignments handled by a merchant banker fell from 3 in 1994-95 to 2 in 1995-96. Of the 132 merchant bankers, as many as 60 handled only 1 issue each while another 24 handled only 2 issues each.

On the amount mobilisation front, Canara improved from 4th to the 2nd position while JM improved from 5th to 3rd rank. Major gains were also made by SCICI which improved its rank from 38th to 12th and by Citibank who made it to the 13th rank up from 28th. By issue amount, there were 2 new entrants in the top 10, these being DSP and SICOM. The ones it displaced were PNBCAPS and ANZ Grindlays Bank.

Amongst other major gainers on the amount front were ILFS (24th to 16th), Hongkong (19th to 17th), Allianz (94th to 18th) and Hinduja (nil to 19th).

By numbers of assignments, as per the **PRIME** report, there were 3 new entrants in the top 10, these being Lazard, Bank of Baroda and Prudential. The ones displaced were PNBCAPS, JM Financial and ITC Classic.

Major gains by numbers was made by Canara (6th to 4th), Kotak (8th to 5th), DSP (7th to 6th), IFCI (8th to 7th), Lazard (10th to 8th), Bank of Baroda (10th to 8th), Prudential (27th to 8th), Hongkong (17th to 11th), Allianz (45th to 11th), Indbank (27th to 11th), Ind Global (18th to 11th), LKP (35th to 17th), Citibank (45th to 19th) and Keynote (45th to 19th).

The top 10 by amount included 4 financial institutions, 2 banks and 4 private merchant bankers, while by number of issues, it included 3 financial institutions, 3 banks and 4 private merchant bankers.

Significantly, by average size of an issue handled, JM topped the table with Rs.237.19 crore. At second place was DSP with Rs.165.23 crore followed by SICOM with Rs.129.21 crore, Jardine with Rs.111.12 crore, Canara with Rs.108.62 crore and UTI Bank with Rs.103.17 crore. Amongst these top 6 players, 3 were private merchant bankers, 2 banks and 1 financial institution.

A total of 6 foreign banks were involved with the year's issues in lead management. By numbers, Hongkong continued to lead with 7 issues followed by Citibank (5), ANZ Grindlays (4), Credit Lyonnais (2), American Express (1) and Standard Chartered (1).

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Amongst private merchant bankers, the top players, by number of issues (5 or more issues), were Kotak (14), DSP (11), Lazard (9), Prudential (9), Allianz (7), ITC Classic (7), Ind Global (7), JM (6), LKP (6), SMIFS (5), Enam (5) and Keynote (5).

By amount (mobilisation of more than Rs 100 crore), the ranking order among private merchant bankers was DSP, J.M.Financial, Kotak, Lazard, Allianz, Hinduja, V.B.Desai, Prime Securities, Jardine and Alpic.

Significantly, as per **PRIME**, as many as 32 merchant bankers who had lead managed rights issues in 1994-95, did not handle any assignment in 1995-96. These were ABN-Amro Bank, Apollo Finvest, Bank of Maharashtra, Escorts Finance, Hindustan Stockland, HMG, Indian Seamless, Indusind Bank, Indian Overseas Bank, KJMC, Lakshmi Vilas Bank, Mahadev Corp., Mega Resources, P.N.Vijay, PICUP, Punjab & Sind Bank, Reliance Capital, South Asian Financial Exchange, State Bank of Bikaner & Jaipur, State Bank of Mysore, State Bank of Patiala, Shriyam Securities, SM Finance, Soundararaja Finance, SRF Finance, SSKI Finance, Sundaram Finance, Times Guaranty, UCO Bank, United Bank, VCK Capital and Vysya Bank.

According to the **PRIME** report, if involvement in public issues in all capacities (including as co-managers and advisors) is considered, I-SEC led with 33 issues followed by SBI Capital Markets with 27 issues and Canara Bank alongwith IDBI with 18 issues each. The year saw involvement in all capacities of 6 financial institutions, 7 state corporations, 17 nationalised banks, 5 bank subsidiaries, 6 private sector banks, 8 foreign banks and 192 private merchant bankers. The major increase was in the private merchant bankers, up from 157 last year.

Table

**THE TOP 10 MERCHANT BANKERS  
RIGHTS ISSUES : 1995-96**

By No.of Issues		By Amount Mobilized	
	NO.		(Rs.crore)
1	I-SEC 32	1	DSP 1817.56
2	SBICAP 23	2	CANARA 1629.32
3	IDBI 18	3	JMFICS 1423.15
4	CANARA 15	4	I-SEC 1337.34
5	KOTAK 14	5	SBICAP 940.07
6	DSP 11	6	IDBI 649.08
7	IFCI 10	7	KOTAK 592.91
8	LAZARD 9	8	IFCI 561.92
8	BANKBARODA 9	9	SICOM 387.62
8	PRUDENTIAL 9	10	LAZARD 359.85

**NOTE:** If an issue has been handled by more than one organisation, full credit for such an issue has been given to all the concerned organisations