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DSP MERRILL LYNCH TOP MOBILISER IN DEBT PRIVATE PLACEMENTS

DSP Merrill Lynch Ltd. has emerged, according to **PRIME**, as the top mobiliser of funds in debt private placements, ever since this activity took off in 1995-96. During this 3-year period, debt issues have come to occupy the top place and significantly, private placements have taken over as the main form of issuance. Over 72 per cent of the total mobilisation of Rs.98372 crore in the 3-year period has been through debt issues and of the total debt, 83 per cent has been through private placements.

A set of new league tables combining the issues of the preceding three years of 1995-96, 1996-97 and 1997-98 have been released by **PRIME**. These are based on issues aggregating Rs.90881 crore which were placed through merchant banks. **DSP has ranked first in the debt private placement segment being involved with issues aggregating Rs.26846 crore** followed by Kotak Mahindra and RR Financial. (When an issue is handled by more than one merchant banker, full credit for such issues is given to all concerned merchant bankers).

In the case of public issues, **SBICAP has continued to be the leader with a mobilisation of Rs.15491 crore** in all instruments over the 3-year period as also a leader in the public issue equity segment. In the public issue debt segment, however, Kotak Mahindra has taken the lead.

In the case of rights issues, I-SEC has maintained its top rank in lead management, being involved with issues aggregating Rs.3623 crore. followed by JM Financial and DSP.

Combining all public, rights and private placement issues for all instruments over the 3-year period, DSP has emerged at the top with a mobilisation of Rs.44431 crore, followed by SBICAP and Kotak Mahindra.

In lead management of only **debt issues** through public, rights and private placements over the 3-year period, **DSP again leads** the table, followed by Kotak Mahindra and SBICAP. However, in lead management of only **equity issues** through public, rights and private placements over this period, **SBICAP leads the league table**, followed by JM Financial and DSP.

A sectoral league table for only **Government and DFI issues also places DSP at the top** with an amount of Rs.39309 crore, followed by SBICAP and Kotak Mahindra.

According to **PRIME**, it is pertinent to mention here that the declining number of issues have made the merchant banking business extremely competitive and a major shakeout in this sector has already begun. In 1996-97, a total of 328 merchant bankers had, between them, handled 1058 issue assignments. In 1997-98, the number of issues fell to only 365 which were shared by only 148 merchant bankers.