

Primary market revival earns deal makers a record \$1 bn fees

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MUMBAI

Buoyed by nimble primary markets, the country's deal-makers earned a record of around \$1 billion in fees—the highest ever this millennium for the January-September period, a study and *Mint* research revealed.

According to UK-based global deals analytics firm Refinitiv, on the back of thriving equity capital market deals and trending initial public offerings (IPOs) in India, investment bankers reaped a massive 41% increase in their fees at \$967.5 million for the first nine months as compared to last year.

Citi, with \$58.6 million in investment banking fees, earned the most from deal

making activities in India according to Refinitiv. ICICI Bank Ltd, and Axis Bank Ltd followed Citi, earning \$56.6 million and \$56.4 million from investment banking fees. Goldman Sachs investment banking income rose to \$54.4 million from deal making in India, revealed the data.

Through equity deals domestic firms and their promoters raised \$18.4 billion in the first nine months of 2023, a 34.4% jump from the same period of last year, said the London listed data tracker group.

This is the highest in terms of proceeds for January-September since 2021.

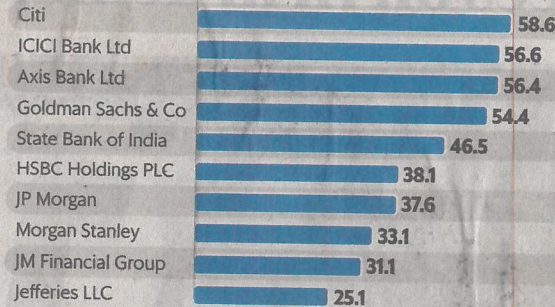
There were 253 equity and equity-linked deals for this period, which is up 30.4% year-on-year.

Through these equity capital market mandates alone,

Money Mantra

Bankers reaped a massive 41% increase in their fees at \$967.5 million for the first nine months as compared to last year

Top 10 investment banks, by fees earned in 2023 (Jan-Sep) (\$ million)



mint

Source: Refinitiv

SARVESH KUMAR SHARMA/MINT

bankers earned \$194.3 million, up 38% year-on-year, while M&A advisory fees grew 34% year-on-year to \$362 million, said Refinitiv.

India's primary market is on an uptrend since early March when US-based asset manager

GQG Partners Llc invested around \$2.2 billion in four Adani group firms.

The trend continued on Thursday with shadow bank Bajaj Finance Ltd announcing plans to raise up to ₹8,800 crore through qualified insti-

tutional placement (QIP), along with a ₹1,200 crore fund-raising plan via warrants.

Furthermore, domestic firms raised at least \$3.5 billion through IPO during the first nine months of 2023 and several more IPOs are in the pipeline according to New-Delhi based primary market data tracker Prime Database.

Even though the number of stock debuts through IPOs increased in the January-Septem-

ber period, the amount raised via IPOs is still 38% lower than last year as most of the public floats have been relatively smaller in size this year.

At least ₹26,300 crore was raised by 31 Indian firms via IPOs in April-September,

according to Prime Database.

This is 26% lower than the ₹35,456 crore raised by 14 IPOs during the first half of FY2023.

To be sure, ₹21,000 crore of the IPO mobilisation last fiscal came from the mega IPO by

state-run insurance behemoth Life Insurance Corp. of India alone.

In August, *Mint* reported that the country's primary market may be headed for a revival with

at least 71 companies planning to launch their IPOs in the second half of the current fiscal.

According to Prime Database, Indian firms may raise as much as \$10.7 billion or ₹89,069 crore via IPOs in the coming six months.

Domestic firms raised at least \$3.5 billion through IPO during the first nine months of 2023