

### Top 3 Houses (not in ranked order)

#### Equities Overall (All Houses)

Macquarie  
Morgan Stanley  
UBS

#### Research

Credit Suisse  
Macquarie  
UBS

#### Dealing

Macquarie  
Morgan Stanley  
UBS

#### Corporate

Goldman Sachs  
Macquarie  
UBS

#### Equities Overall (Independents)

Evans & Partners  
Morgans  
Taylor Collison

#### Research (Independents)

Canaccord Genuity  
Evans & Partners  
Morgans

#### Dealing (Independents)

Morgans  
Phillip Capital  
Taylor Collison

#### Corporate (Independents)

Evans & Partners  
Morgans  
Petra Capital

### Top 3 Corporate (not in ranked order)

#### Corporate Access

Deutsche  
Goldman Sachs  
Macquarie

#### Equity Capital Markets

Goldman Sachs  
Macquarie  
UBS

### Top 3 Dealing (not in ranked order)

#### Account Management

Deutsche  
Macquarie  
UBS

#### Derivatives

Deutsche  
JP Morgan  
UBS

#### REIT's Dealing

Citi  
Credit Suisse  
UBS

#### Sales Trading

Macquarie  
Morgan Stanley  
UBS

#### Small Caps Dealing

Morgan Stanley  
Morgans  
UBS



### Top 3 Industrials (not in ranked order)

#### Banks

Credit Suisse – Jarrod Martin & James Ellis  
Morgan Stanley – Richard Wiles & Team  
UBS – Jonathan Mott & Team

#### Building Materials

Credit Suisse – Andrew Peros & Team  
Deutsche – Emily Smith & Team  
Morgan Stanley – James Rutledge & Team

#### Construction & Engineering

CBA – Ben Brownette & Team  
Deutsche – Craig Wong-Pan & Team  
UBS – Sam Theodore & Team

#### Diversified Financial Services

Citi – Nigel Pittaway & Team  
JP Morgan – Siddarth Parameswaran & Team  
Macquarie – Bryan Raymond & Team

#### Food & Beverages

Credit Suisse – Larry Gandler & Team  
Morgan Stanley – Thomas Kierath & Team  
UBS – Craig Stafford & Team

#### Gaming

Citi – Rohan Sundram & Team  
CLSA – Sacha Krien & Team  
UBS – Sam Theodore & Team

#### Health Care

Credit Suisse – Saul Hadassin & Team  
Macquarie – Craig Collie & Team  
UBS – Andrew Goodsall & Team

#### Infrastructure

Bank of America Merrill Lynch – Matt Spence  
Macquarie – Ian Myles & Team  
Morgan Stanley – Rob Koh & Team

#### Insurance

Citi – Nigel Pittaway & Team  
Deutsche – Kieren Chidgey & Team  
UBS – James Coghill & Team

#### Media

JP Morgan – Jarrod McDonald & Team  
Morgan Stanley – Andrew McLeod & Team  
UBS – Eric Choi & Team

#### Paper, Packaging & Chemicals

CBA – Michael Ward & Team  
Macquarie – John Purtell & Team  
UBS – Ramoun Lazar & Team

#### Real Estate

Credit Suisse – Ian Randall & Team  
JP Morgan – Richard Jones & Team  
Macquarie – Paul Checchin, Rob Freeman & Team

#### Retail

Citi – Craig Woolford & Team  
JP Morgan – Shaun Cousins & Team  
UBS – Ben Gilbert & Team

#### Small & Mid Caps

Macquarie – Adam Simpson & Team  
Morgan Stanley – Chris Nicol & Team  
UBS – Jordan Rogers & Team

#### Steel

Citi – Clarke Wilkins & Team  
Deutsche – Emily Smith (nee Behncke) & Team  
JP Morgan – Keith Chau & Team

#### Telecommunications

Goldman Sachs – Raymond Tong & Team  
Macquarie – Andrew Levy & Team  
UBS – Eric Choi & Team

#### Transport

CLSA – Scott Ryall & Team  
Macquarie – Sam Dobson & Team  
UBS – Simon Mitchell & Team

#### Utilities

CBA – Will Allott & Team  
Macquarie – Ian Myles & Team  
Morgan Stanley – Rob Koh & Team

### Top 3 Resources (not in ranked order)

#### Commodities

Macquarie – Colin Hamilton & Team  
Morgan Stanley – Joel Crane & Team  
UBS – Lachlan Shaw & Team

#### Diversified Metals & Mining

CBA – Andrew Hines & Team  
Deutsche – Paul Young & Team  
UBS – Glyn Lawcock & Team

#### Energy

Citi – Dale Koenders & Team  
Credit Suisse – Mark Samter & Team  
UBS – Nik Burns & Team

#### Other Metals & Mining

Credit Suisse – Michael Slifirski & Team  
Deutsche – Brett McKay & Team  
UBS – Jo Battershill & Team

### Top 3 Macro (not in ranked order)

#### Database

Citi – Liz Dinh & Team  
Macquarie – Sheridan Duffy & Team  
UBS – Pieter Stoltz & Team

#### Economics

Citi – Paul Brennan & Team  
Goldman Sachs – Tim Toohey & Team  
UBS – Scott Haslem & Team

#### ESG

Citi – Elaine Prior  
Credit Suisse – Sandra McCullagh  
Macquarie – Deana Mitchell

#### Quantitative

Credit Suisse – Richard Hitchens & Team  
Macquarie – John Conomos & Team  
UBS – Paul Winter & Team

#### Strategy

Credit Suisse – Hasan Tevfik & Team  
Goldman Sachs – Matthew Ross & Team  
UBS – David Cassidy & Team



## ENDS

### About East Coles

East Coles Australia is the leading financial markets research firm across the Asia-Pacific region. Conducting research in the Corporate Performance, Investment Banking and Equities Markets spaces, East Coles utilises its unique technology platform to provide subscribers with the most granular insights into their clients' and stakeholders' perceptions.

In existence for over 20 years, East Coles has developed deep relationships with key market participants to ensure the highest quality data samples. With offices in Australia and Asia, our mission is to inform and assist our clients with the most relevant and actionable analytics.

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