

### Top 3 Houses (in ranked order)

#### Equities Overall (All Houses)

1. UBS
2. Macquarie
3. Morgan Stanley

#### Research

1. UBS
2. Macquarie
3. Credit Suisse

#### Dealing

1. UBS
2. Morgan Stanley
3. Macquarie

#### Corporate

1. Macquarie
2. UBS
3. Goldman Sachs

#### Equities Overall (Independents)

1. Morgans
2. Evans & Partners
3. Taylor Collison

#### Research (Independents)

1. Morgans
2. Evans & Partners
3. Canaccord Genuity

#### Dealing (Independents)

1. Taylor Collison
2. Morgans
3. Phillip Capital

#### Corporate (Independents)

1. Morgans
2. Petra Capital
3. Evans & Partners

### Top 3 Corporate (in ranked order)

#### Corporate Access

1. Macquarie
2. Deutsche
3. Goldman Sachs

#### Equity Capital Markets

1. UBS
2. Macquarie
3. Goldman Sachs

### Top 3 Dealing (in ranked order)

#### Account Management

1. UBS
2. Deutsche
3. Macquarie

#### Derivatives

1. UBS
2. Deutsche
3. JP Morgan

#### REIT's Dealing

1. UBS
2. Credit Suisse
3. Citi

#### Sales Trading

1. UBS
2. Morgan Stanley
3. Macquarie

#### Small Caps Dealing

1. UBS
2. Morgan Stanley
3. Morgans



### Top 3 Industrials (in ranked order)

#### Banks

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

#### Building Materials

1. Morgan Stanley – James Rutledge & Team
2. Deutsche – Emily Smith & Team
3. Credit Suisse – Andrew Peros & Team

#### Construction & Engineering

1. UBS – Sam Theodore & Team
2. CBA – Ben Brownette & Team
3. Deutsche – Craig Wong-Pan & Team

#### Diversified Financial Services

1. Citi – Nigel Pittaway & Team
2. JP Morgan – Siddarth Parameswaran & Team
3. Macquarie – Bryan Raymond & Team

#### Food & Beverages

1. Credit Suisse – Larry Gandler & Team
2. Morgan Stanley – Thomas Kierath & Team
3. UBS – Craig Stafford & Team

#### Gaming

1. UBS – Sam Theodore & Team
2. Citi – Rohan Sundram & Team
3. CLSA – Sacha Krien & Team

#### Health Care

1. UBS – Andrew Goodsall & Team
2. Credit Suisse – Saul Hadassin & Team
3. Macquarie – Craig Collie & Team

#### Infrastructure

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

#### Insurance

1. Deutsche – Kieren Chidgey & Team
2. UBS – James Coghill & Team
3. Citi – Nigel Pittaway & Team

#### Media

1. JP Morgan – Jarrod McDonald & Team
2. UBS – Eric Choi & Team
3. Morgan Stanley – Andrew McLeod & Team

#### Paper, Packaging & Chemicals

1. Macquarie – John Purtell & Team
2. UBS – Ramoun Lazar & Team
3. CBA – Michael Ward & Team

#### Real Estate

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

#### Retail

1. JP Morgan – Shaun Cousins & Team
2. Citi – Craig Woolford & Team
3. UBS – Ben Gilbert & Team

#### Small & Mid Caps

1. Macquarie – Adam Simpson & Team
2. UBS – Jordan Rogers & Team
3. Morgan Stanley – Chris Nicol & Team

#### Steel

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

#### Telecommunications

1. UBS – Eric Choi & Team
2. Goldman Sachs – Raymond Tong & Team
3. Macquarie – Andrew Levy & Team

#### Transport

1. CLSA – Scott Ryall & Team
2. UBS – Simon Mitchell & Team
3. Macquarie – Sam Dobson & Team

#### Utilities

1. Macquarie – Ian Myles & Team
2. CBA – Will Allott & Team
3. Morgan Stanley – Rob Koh & Team

### Top 3 Resources (in ranked order)

#### Commodities

1. UBS – Lachlan Shaw & Team
2. Morgan Stanley – Joel Crane & Team
3. Macquarie – Colin Hamilton & Team

#### Diversified Metals & Mining

1. UBS – Glyn Lawcock & Team
2. Deutsche – Paul Young & Team
3. CBA – Andrew Hines & Team

#### Energy

1. UBS – Nik Burns & Team
2. Citi – Dale Koenders & Team
3. Credit Suisse – Mark Samter & Team

#### Other Metals & Mining

1. Deutsche – Paul Young & Team
2. UBS – Jo Battershill & Team
3. Credit Suisse – Michael Slifirski & Team

### Top 3 Macro (in ranked order)

#### Database

1. Macquarie – Sheridan Duffy & Team
2. UBS – Pieter Stoltz & Team
3. Citi – Liz Dinh & Team

#### Economics

1. UBS – Scott Haslem & Team
2. Goldman Sachs – Tim Toohey & Team
3. Citi – Paul Brennan & Team

#### ESG

1. Citi – Elaine Prior
2. Macquarie – Deana Mitchell
3. Credit Suisse – Sandra McCullagh

#### Quantitative

1. UBS – Paul Winter & Team
2. Credit Suisse – Richard Hitchens & Team
3. Macquarie – John Conomos & Team

#### Strategy

1. Credit Suisse – Hasan Tevfik & Team
2. UBS – David Cassidy & Team
3. Goldman Sachs – Matthew Ross & Team

### About the Awards Night

The Awards Night celebrates the achievements of the top performers from the annual East Coles Equities Markets Research. The Research asked fund managers to evaluate the sell-side equities analysts and dealers. The scores were aggregated to create league tables in each sector, as well as across Equities overall, Research, Dealing & Corporate.

The idea of the Research is to provide in depth performance evaluation for the broking industry to assist them in refining and improving their service to fund managers. The Research provides an opportunity for investors to reward strong performance from their preferred brokers, thereby highlighting industry best practice and recognizing excellent service.

[Click here for Awards Night Images & Videos](#)



## 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.

W: [www.eastcoles.com.au](http://www.eastcoles.com.au)

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