

# Equity financing alternatives for companies on the London Stock Exchange



*London*  
**STOCK EXCHANGE**

# Main Reasons for Listing on the LSE



The LSE supports customers in maximising shareholder value through supporting capital raising and generating liquidity whilst maximising opportunities from their increased profile

## Main Market



- Pre-vetting of Prospectus by the UKLA
- Compliance required with the rules of the UKLA
- Normally a three-year trading record required
- Minimum of 25% of GDRs/shares in public hands
- Prior shareholders approval for certain transactions
- Sponsors needed for certain transactions

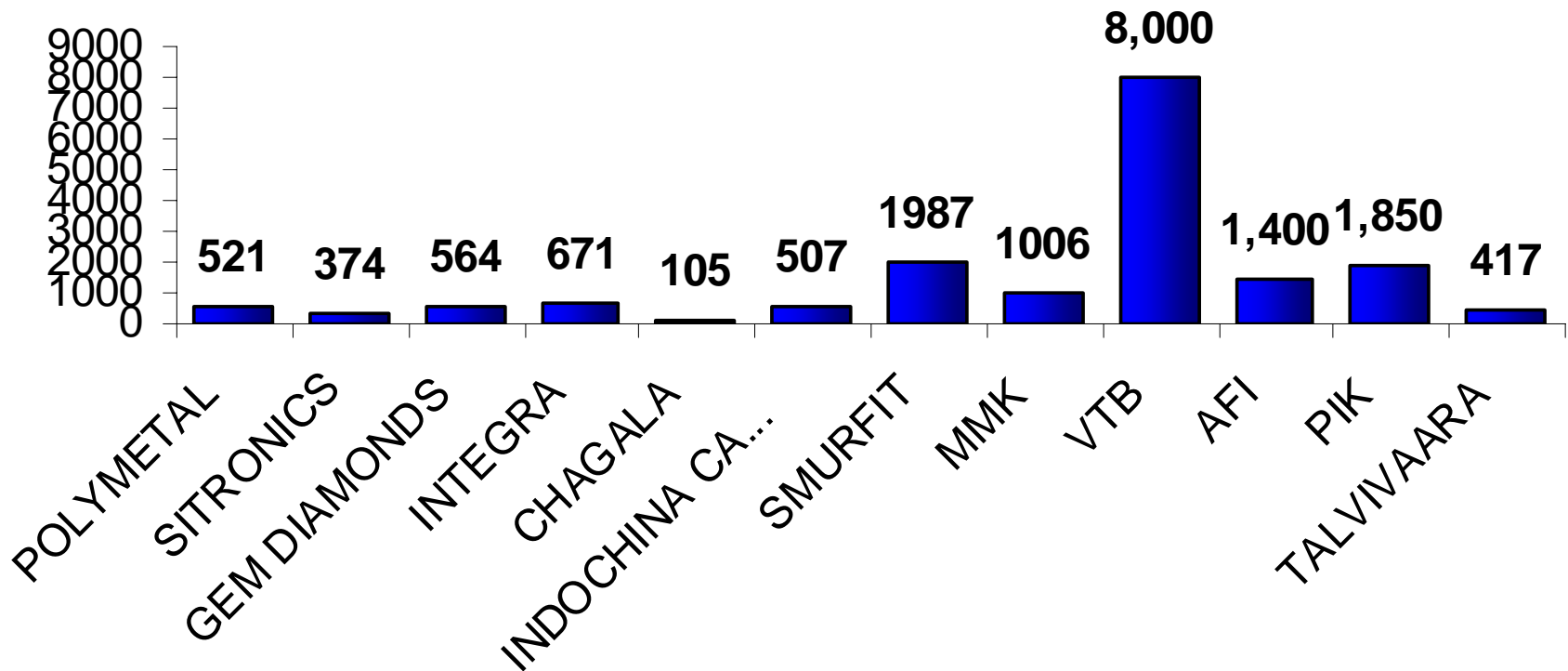
## AIM



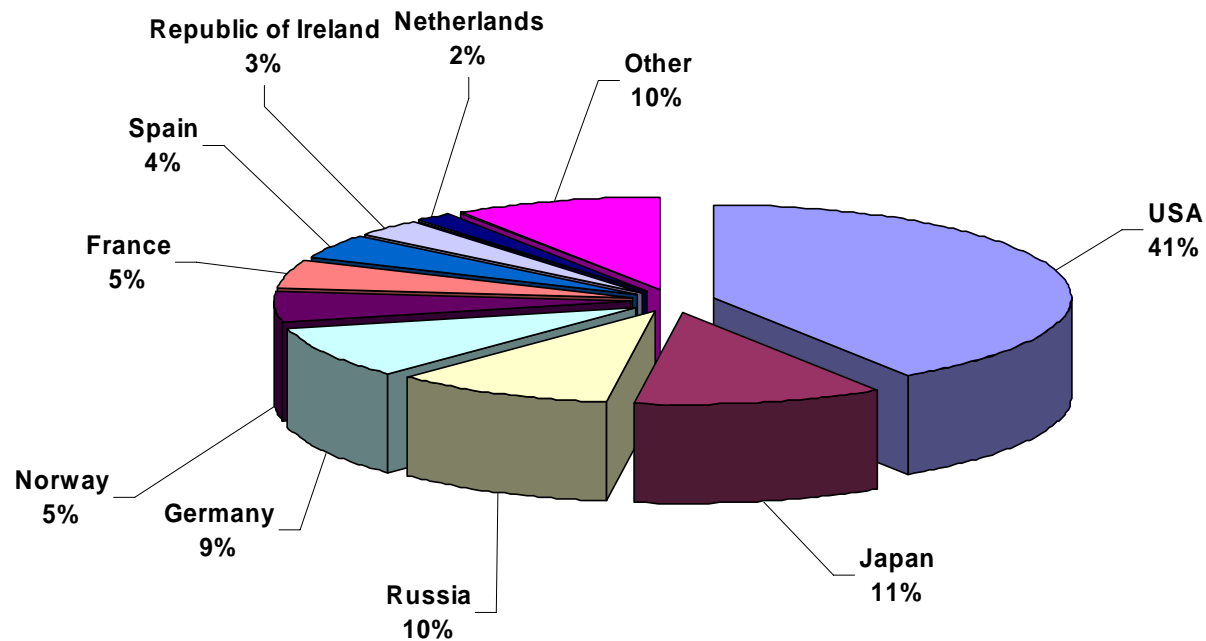
- Regulation by the LSE
- No trading record required
- No minimum amount of shares to be in public hands
- In most cases, no prior shareholder approval required for transactions
- Normally, admission documents not pre-vetted by Exchange or UKLA but by nominated adviser (Nomad)
- Nomad required at all times

# International IPOs in London

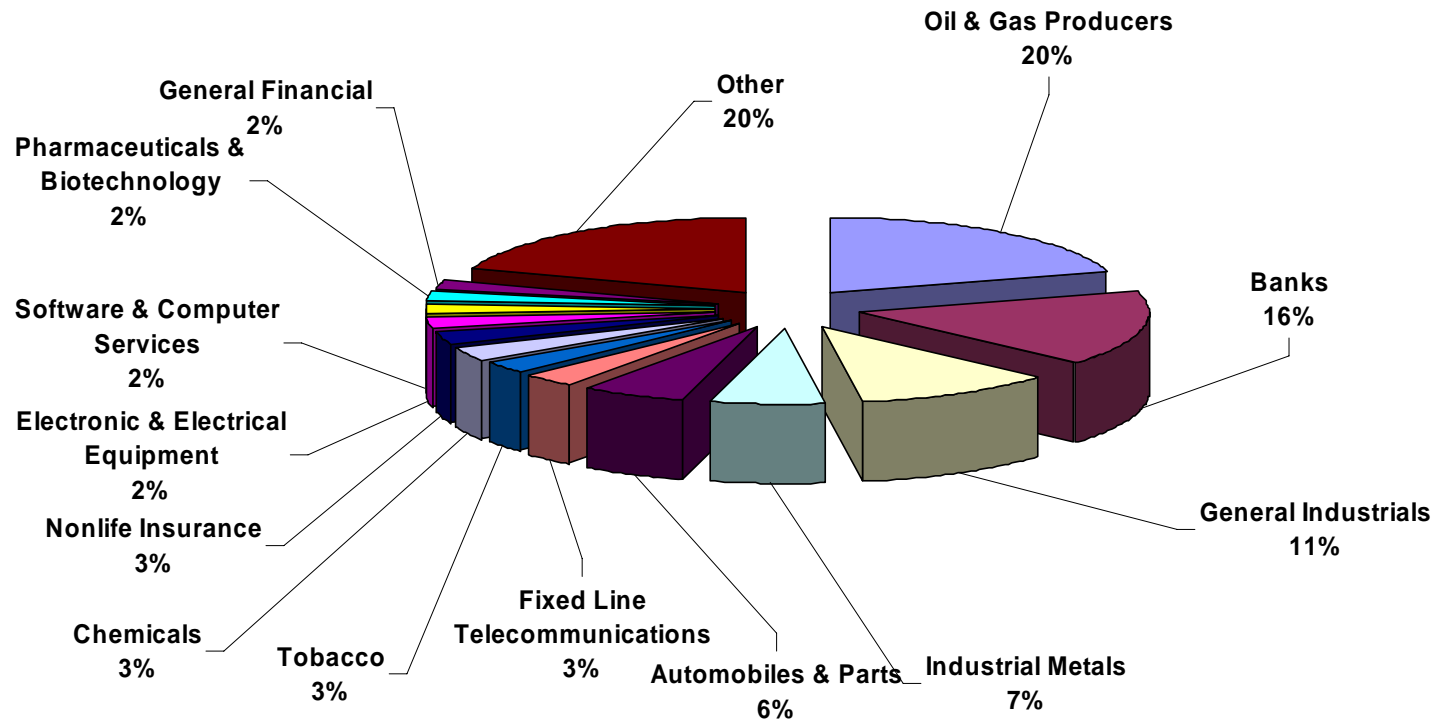
## INTL MAIN MKT IPOS IN 2007 (\$,MIL)



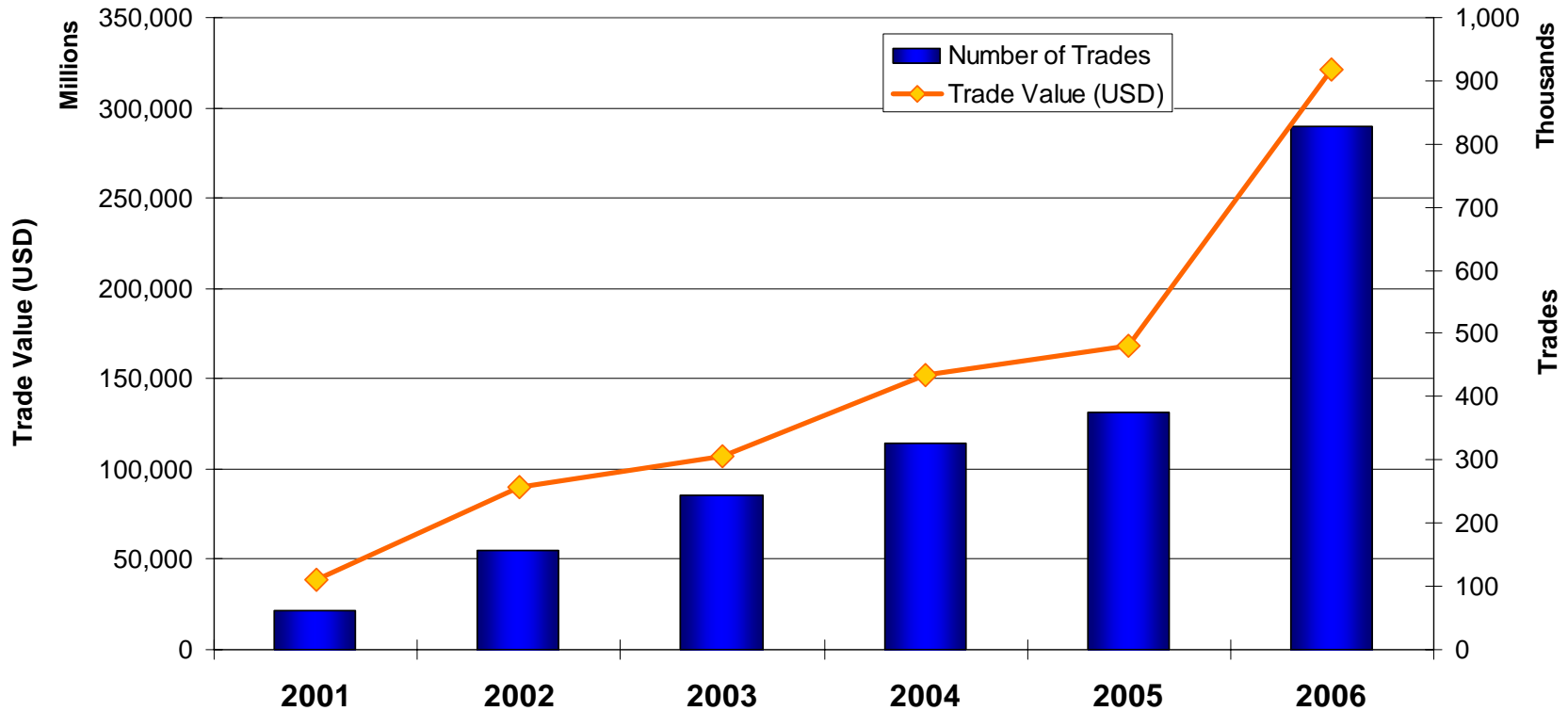
## Country distribution of international Main Market companies by Market value April-07



## Sector distribution of International Main Market companies by market value April-07



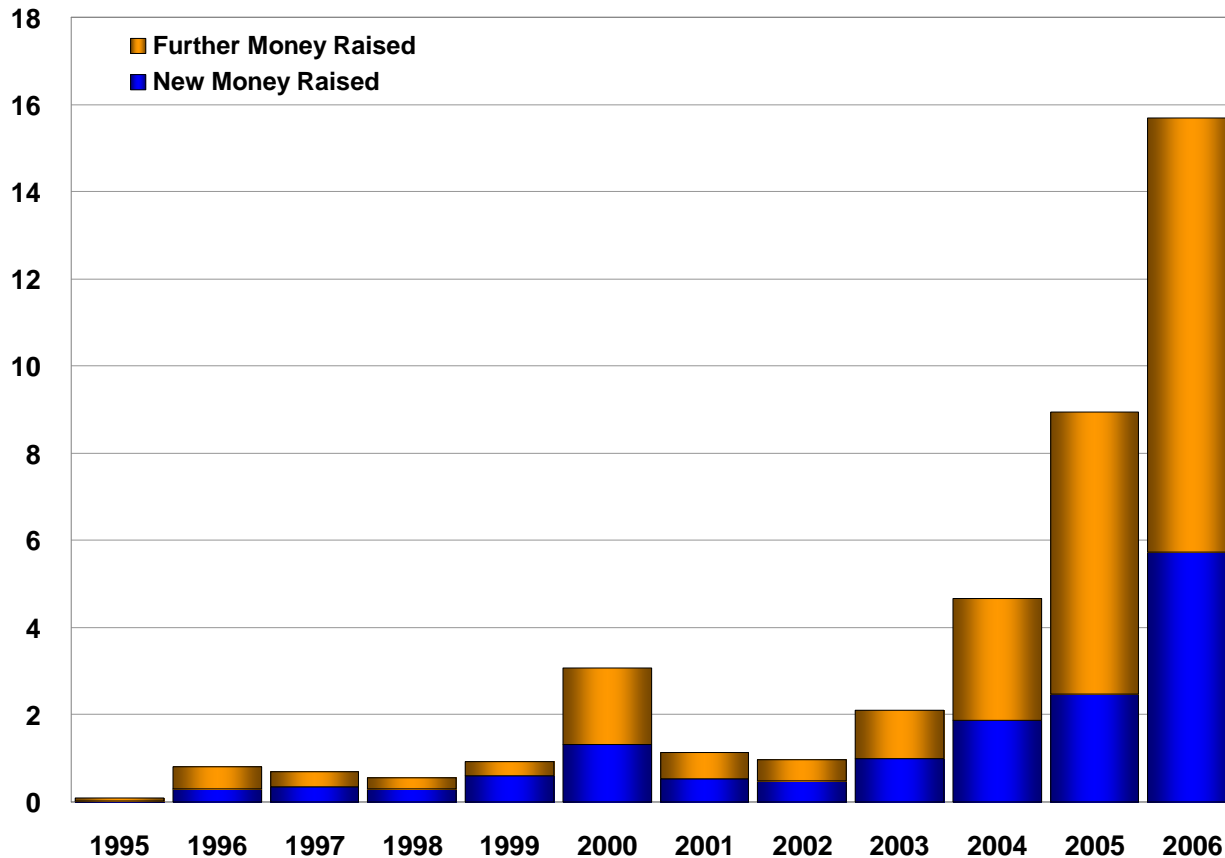
## DR Trading



In 2005, IOB total trading turnover was \$131bn and in 2006 that number increased to \$290bn, a 121% increase.

Source: London Stock Exchange - January 2007

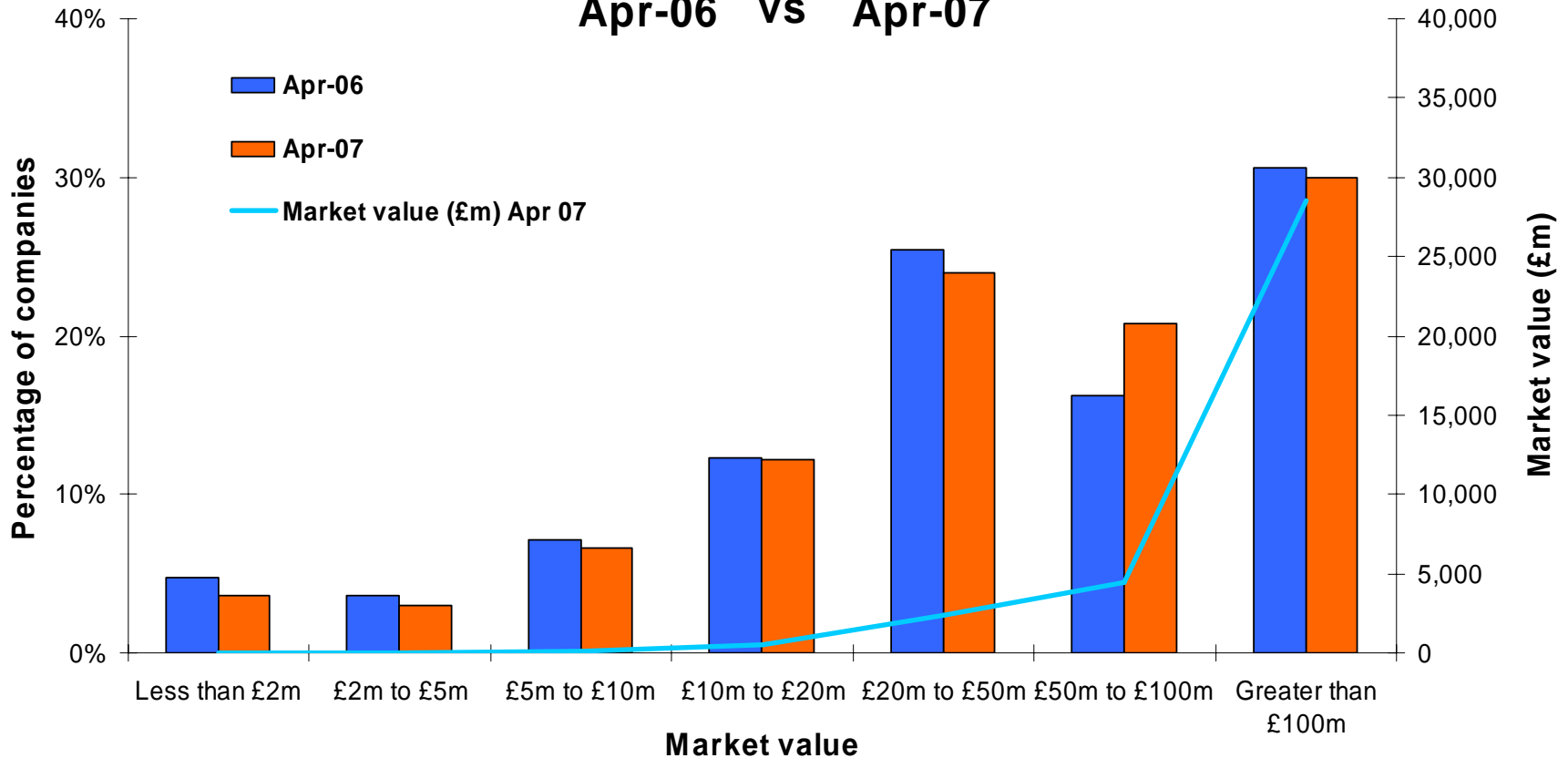
# AIM Money Raised (£bn)



AIM is more than an IPO market, it provides companies with high quality long term institutional liquidity and the ability to raise further capital to fund future growth

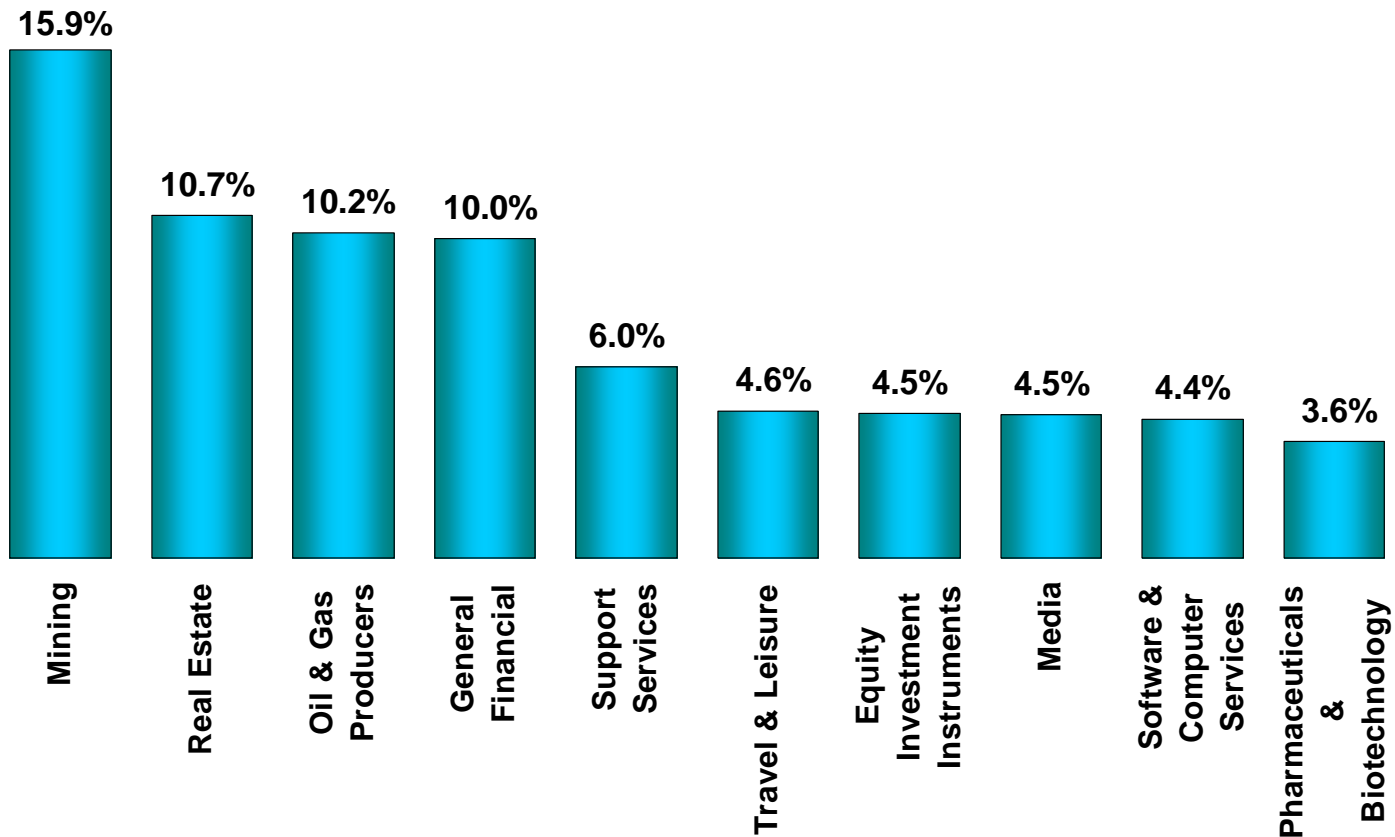
# Size Distribution for Companies on AIM (# Companies)

## International AIM companies by market value Apr-06 vs Apr-07



The average AIM international company market cap is £75 million

# Top 10 AIM Sectors by Market Cap



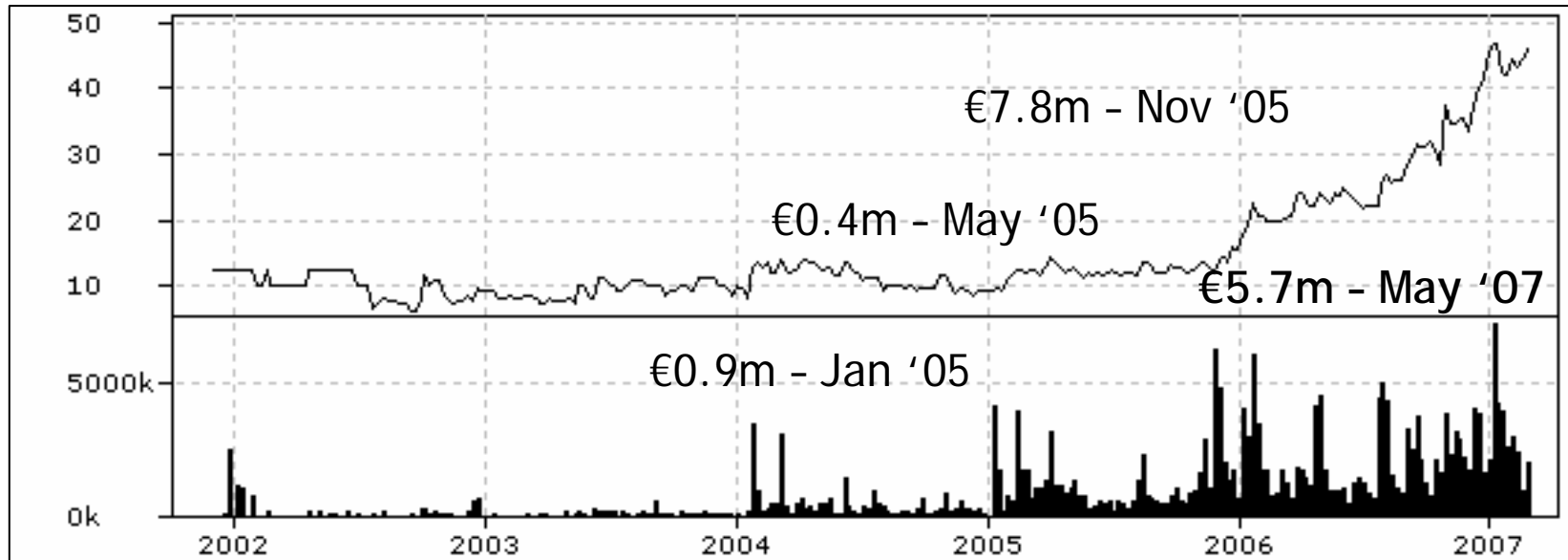
AIM is a diverse market spanning 39 sectors

Source: London Stock Exchange trade statistics - March 2007

March 2007



# Coffeeheaven International



**Country of origin:** Poland

**Sector:** retail

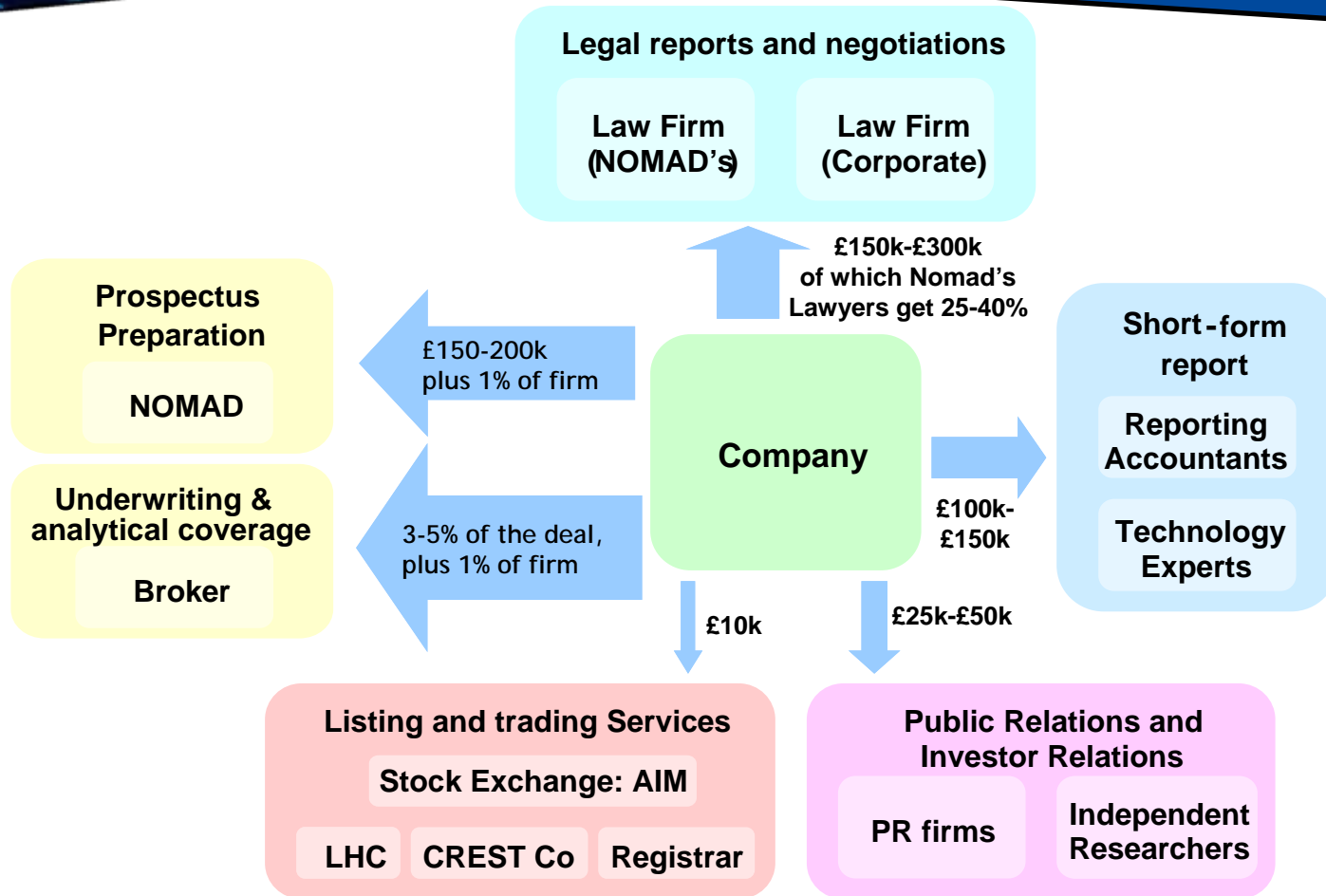
**No of market makers:** 8

**IPO (end of 01):** 12.5 p

**May 2007 Raise at:** 41p

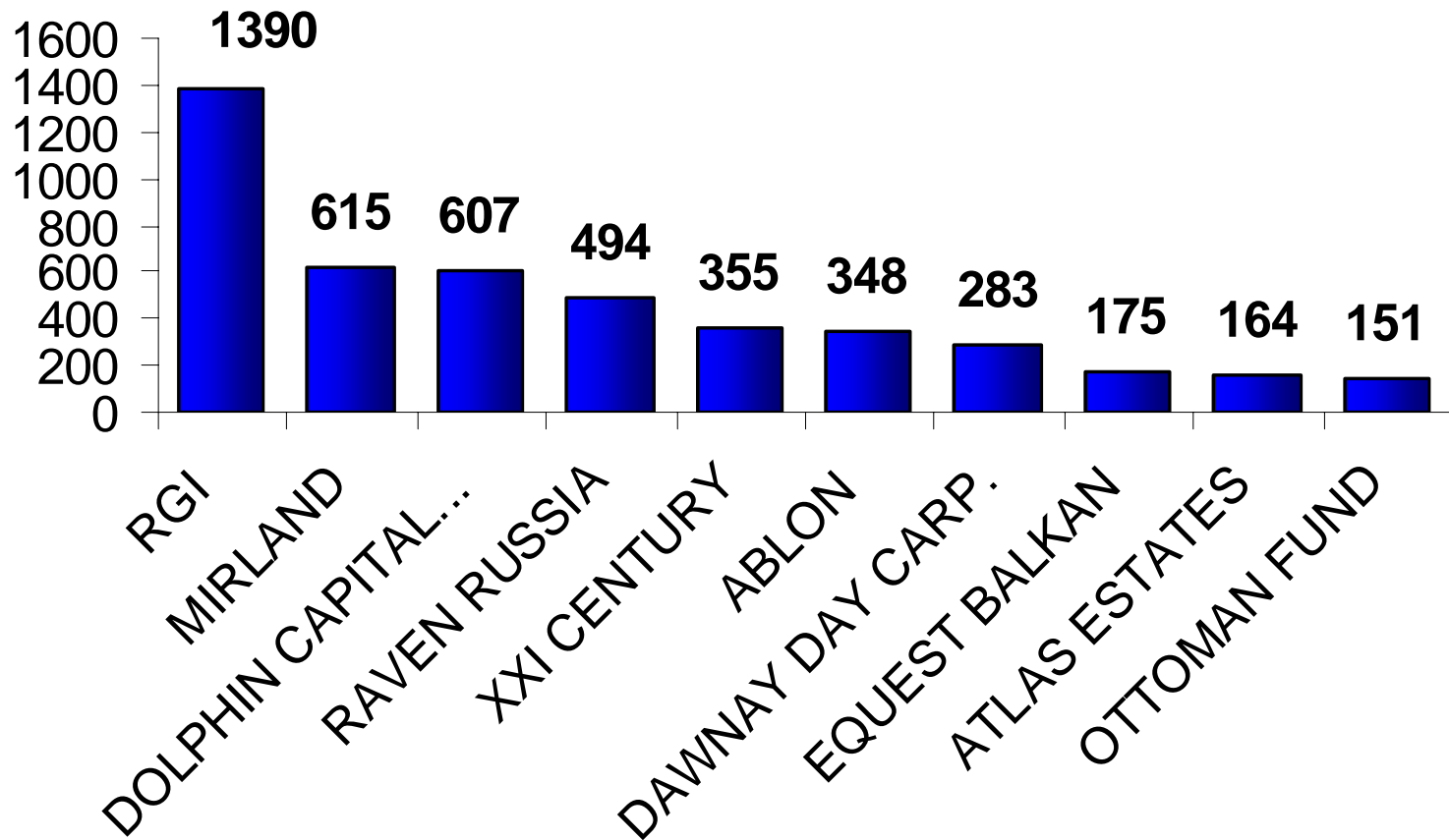
**Current Market cap:** £ 37 m

# Cost structure for AIM listing

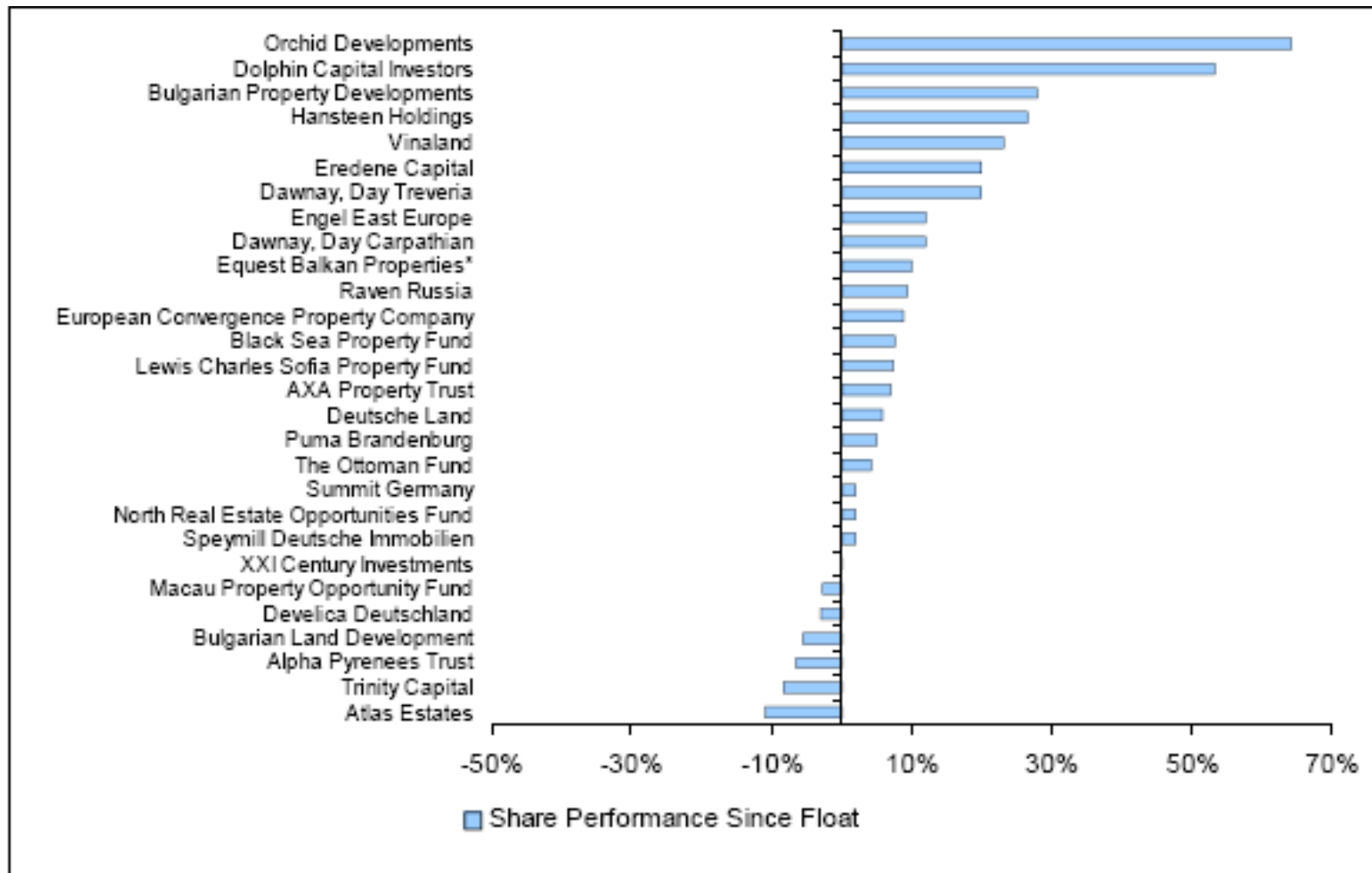


The total cost of raising £50m ranges between £2.5-5m (5%-10% cost range) excluding value of options

## Top 10 CEE AIM Property Companies by Mktcap



# Appendix: Property Funds



Source: Thomson Financial

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