PENHALLOW ASSOCIATES LIMITED

A Financial Knowledge Company

The Equity New Issuance Process

Virtual Learning: Duration 2 Hours,
2 Periods over 2 Days,
Course Price: £180 plus VAT

3.2.22 (15:00 -16:00),
7.2.22 (15:00-16:00)

Location: (UK) Virtual Learning Live Environment via Video Communication. ***To book, or, require more information. Please contact Alan Penhallow;***

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This programme may be of interest to your colleagues.

www.penassco.co.uk

Course Overview

London's importance as a centre for global Equity trading is illustrated by the 418 foreign companies listed on the London Stock Exchange at the end of 2018*. The Shanghai-London Stock Connect is the latest idea to encourage this particular trend from China, as that country is increasingly embraced by the international Stock Index providers.

This programme is designed to offer a practical insight into today's Equity Capital Markets, from the different viewpoints of the full range of participants – Investment Banks, Institutional Investors & Corporates.

*Source - CityUK

Program 1

- Public offering or Private placement? What sort of shareholders do you want?
- Pros and cons of going public
- Syndication, Underwriting and the Greenshoe option
- Pricing methodology - Bookbuilding or Tender, Money left on the table
- Role of the Lead Manager and Bookrunner

- What does it cost? What attracts Investors? Cornerstone Investors
- **Case Study - A walk through a New Issue in practice**

Program 2

- Considering the case for Cross Border Listings
- Catalysts – Valuation, Liquidity, Cost, Corporate reputation
- Which Exchanges dominate the IPO statistics?
- Depositary Receipts for Emerging Market Corporates – Sponsored vs Unsponsored
- A look at London's International Order Book
- The new Shanghai-London Stock Connect – A number of 'Firsts'

Learning Outcomes

- What drives a Corporate's decision on where to list?
- What does it cost to list on Exchange & how is this broken down?
- Why would a Corporate use Depositary Receipts & how do they work exactly?

Trainer Profile

Paul Meadows

Paul has fifteen years Investment experience through various Front Office roles on the Buy side of the Markets in the UK - Trader, Global Equities Research Head & Portfolio Manager. He has knowledge of working in both Institutional& High Net Worth Private Client environments with the likes of Royal Insurance & Lloyds Private Bank

He has been designing & delivering both Public & in-house Financial Markets Training programmes worldwide since 2000, initially with the in-house tailored training arm of Euromoney, DC Gardner & has been the Managing Director of Chadley House Training since 2004. Clients range from Investment Banks (Citi, Deutsche Bank), Private Banks (Hoare & Co), Fund Managers (Blackrock, Axa IM), Sovereign Wealth Funds (Kuwait Investment Authority), Regulators (from London, Mongolia, Angola & Tanzania), Exchanges (London, Nigeria), Hedge Funds (Brevan Howard, Man Group).