Initial Public Offerings

2017 Year Review

25 January 2018

2017 AIM IPO Review

2017 was an outstanding year for stock markets, perhaps somewhat unexpectedly given the levels of pessimism about the state of the world a year ago. But such views turned out to be well off the mark, as rising corporate earnings and economic growth pushed major global indices to all-time highs. While the UK small cap indices were unable to scale new peaks in 2017, the mood of general investor bullishness did not elude them, with annual gains of well over 20%. This was reflected in a solid year of IPO activity on London's junior market, with over £2bn of new money raised, up 51% on the previous year.

This report will focus on the sectors in which new capital was raised on AIM last year, compared to 2016, and how some of those entrants fared. The Financials sector raised the most in 2017, having been the third highest raiser of new monies in the previous year. Consumer Goods was also in the top three in both years. As well as raising more new capital in absolute terms, 2017 also had a greater number of new issues raising more than £100m: six new issues, compared to two in 2016.

The number of companies listed on AIM declined for a third consecutive year in 2017, to 960, including those that are suspended, the fewest seen since 2003, and is now down more than 40% from its 2007 peak of 1,694. At the same time, AIM's total capitalisation has never been worth more than it was in 2017, 32% higher than 2016, and the third year its value by the end of the year has expanded. Clearly investors are becoming ever more discerning, continuing to back the winners, and allowing the less successful ones to wither. Perhaps that's a sign the market is working as it should be. We have in the past predicted the number of listed AIM companies will decline and expect that trend to continue, to circa 940 by the end of this year.

The initial raw data for this report was provided by the London Stock Exchange but we have included new funds raised via vendor placings in IPOs and rights issues, open offers, and subscriptions in reverse takeovers (RTOs), which we view as bona fide new monies raised, so have created our own definable universe. We have in a few cases amended the constituents of some of the LSE's sectors for the purposes of our analysis. Investors can view a complete list of IPOs by sector, as defined by the LSE, starting on Page 9.

Reviewed by John Beresford-Peirse

2017 AIM Quick Facts Section

- Number of companies on AIM
 - 960 companies (2016: 982)
- Total market value:
 - £106,882m (2016: £80,814m)
- Average market capitalisation:
 - £111m (2016: 84m)
- Top 5 largest at year end (market cap):
 - ASOS PLC (£5,616m)
 - Hutchinson China Meditech Ltd (£3,721m)
 - Fevertree Drinks PLC (£2,624m)
 - Burford Capital Limited (£2,399m)
 - BooHoo.com PLC (£2,166m)
- Number of new issues:
 - 80 new issues (including RTOs)
- Largest new issue (money raised):
 - Greencoat Renewables PLC (£238m)
- Largest new issue (market cap):
 - Eddie Stobart Logistics PLC (£582m)
- Monies raised:
 - New money (£2,061m)
 - Secondaries (£4,788m)
 - Total (£6,849m)
- Number of cancellations
 - 102
- Most actively traded sector
 - Consumer services (£19.1bn, 2.82m trades)
- Least actively traded sector
 - Utilities (£160.6m, 36,592 trades)



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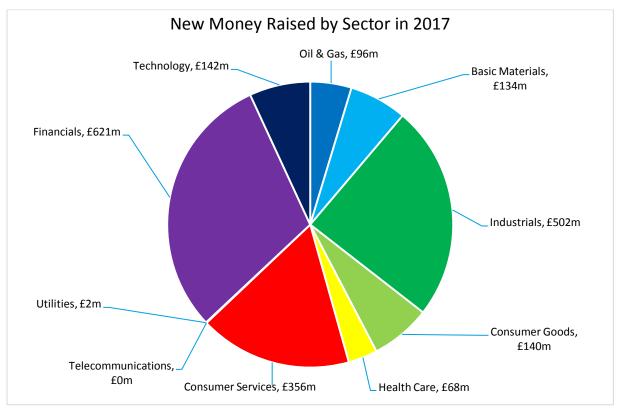
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A look at 2017

2017 was a much-improved year for AIM on all fronts, none more so than on the number of new issues and capital raised. 2017 added 80 new companies to AIM, compared to 64 in 2016, and raised £696m more of new money in the year compared to 2016. Including secondaries, £1,068m more was raised in 2017 than the previous year. Moreover, 2017 was the year AIM broke a record in which its constituents' market value exceeded £100bn for the first time since its inception in 1995, and as we predicted in our report a year ago, the number of companies quoted has contracted. A total of 102 companies left AIM in 2017 and with only 80 joining, a net loss of 22 members. At the same time, the average market capitalisation on AIM increased to £111m in 2017 compared to £84m in 2016.

The Industrials sector was the most active in terms of IPO activity, producing 15 new issues, of which ten were IPOs, three were RTOs and two were transfers from the Main Market. However, it was Financials that raised the most capital. The sector raked in £621m from 11 new issues, followed by Industrials raising £502m and Consumer Services at £356m.



Source: London Stock Exchange and Hybridan data

2017 saw some notable deals, with the stand out deal being the IPO of the distinctive green and red lorries of **Eddie Stobart Logistics PLC (LON: ESL)**. The British logistics Company drove its way on to AIM after an IPO at 160p a share, which valued the Company at £573m on admission, raising £122m in the process. Despite being in the supposed unexciting world of logistics, the Stobart brand has a cult-like status and even a fan club. Investors such as Axa Investment Managers, Invesco Perpetual, Woodford Investment Management and Schroders

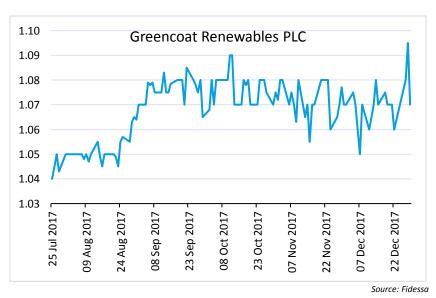
PLC all participated in the placing, while the Stobart Group itself and co-owner DBAY had sold down to reduce their combined stake in the Company from 100% to 30% at IPO.



The Company has had a somewhat 'Steady Eddie' performance on AIM since its listing in April 2017. After a stellar first week, the shares became more subdued, falling by 2.2% since the IPO to the last trading day of 2017. The Company reported in July 2017 that it faced challenges due to the

political and economic environment, but in its Interim Results for the six months ended 31 May 2017, the Company showed results to be in line with expectations; with revenue growth of 13% to £287m, EBIT growth of 14% to £16.9m and net debt declining to £97.7m (2016: £186.8m). Generally, the Company is stronger in the second half of the year as it includes peak trading periods for its customers in the Retail, Consumer, and E-Commerce sectors. In addition, the second half will benefit from a full six months' contribution from the iForce Group business that the Company acquired for £44.9m, in conjunction with the IPO. The Company finished 2017 strongly, announcing various developments such as a three-year contract with Homebase, re-secured contractual volumes with long standing customers Britvic and Coca-Cola and new contracts with Hanson, Argent Energy and Novelis.

2017 also saw the first Euro denominated renewable infrastructure Company to list on the London Stock Exchange and the largest IPO in terms of monies raised on AIM for 2017. Greencoat Renewables (LON: GRP) closed a larger than expected funding in July 2017 for its operating wind farms in Ireland.

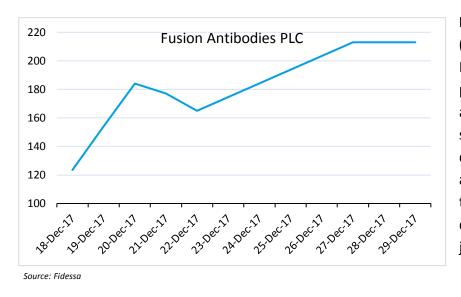


Following heavy demand during the book-building process, the Company increased the issue to a total of €270m from €250m, at €1 a share. The Irish authorities supported Greencoat's

Irish venture, via the Ireland Strategic Investment Fund, as well as Allied Irish Bank. A seed portfolio of wind assets, acquired in March 2017, provided the starting blocks for the new Company. These assets comprise some 137 megawatts of aggregate capacity, at two operating wind farms, with a total of 56 turbines. It is expected that the Greencoat team will, with the support of the new funds, acquire other operating wind farms in Ireland. It also intends to pick up solar power projects and potentially interests in other Eurozone countries.

The Portfolio performed in line with management expectations in terms of energy production, operational expenditure and overall cash flow generation with no material unplanned outages or issues affecting any of the assets. As a result, over the period from 15 February to 30 September 2017, the Portfolio generated operating cash flow of €8.9m. NAV per share decreased in the period from 98c pence per share at IPO to 96.9c per share on 30 September 2017, driven by a decline in power price forecasts beyond the Renewable Energy Feed-in Tariff period. Finally, in line with the Company's stated initial target, the Company expects to pay an interim dividend of 2.61c per share, corresponding to an annualised 6.0c per share for the period from IPO to 31 December 2017.





Antibodies Fusion (LON: FAB), a Contract Research Organisation providing a range of antibody engineering services for the development of antibodies for both therapeutic drug and diagnostic applications, joined AIM in mid-December 2017. The Belfast-based clinical

research firm raised £5.5m at 82p, giving it a market capitalisation of £18.1m on Admission. The shares have reacted phenomenally well, up 160% to 213p, though this is based on only a brief period of trading over the festive period. The Company, established in 2001 as a spin-out from Queen's University Belfast, will use the money to fund expansion of its existing laboratory space, increase sales and marketing efforts for the development of new service lines, and provide additional working capital. For the full year ended 31 March 2017, the Company had £1.9m of revenues, operating profit of £126k and profit after tax of £120k.

Fusion followed was **Alpha** closely by FΧ Group (LON: AFX), the corporate foreign exchange specialist focused on managing exchange rate risk for businesses and institutions impacted by currency volatility. stormed on to AIM in early April 2017 raising £30m at 196p giving it a

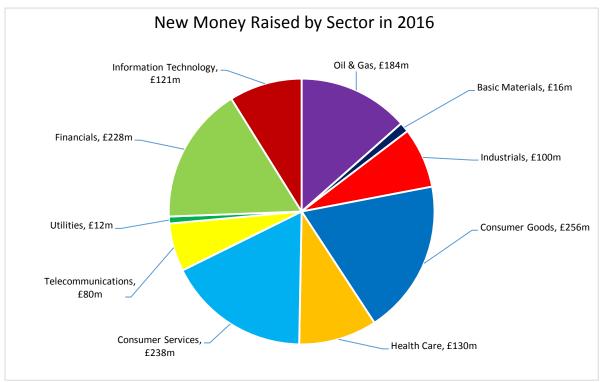


market capitalisation of £64.2m on Admission. Since IPO, the Company has strongly impressed with the shares up 149%. Financial highlights for the year ended 31 December 2016 saw the Company increase revenue by 39% to £8.5m, PBT by 34% to £4.31m and total transaction value by 36% to £1.82bn. The Company ended the year on the front foot, reporting that revenue for the year is ahead of expectations and is expected to be £13.5m. Moreover, it increased total headcount from 30 to 51 whilst keeping its underlying operating profit margin in-line with expectations.

Reviewed by Darshan Patel

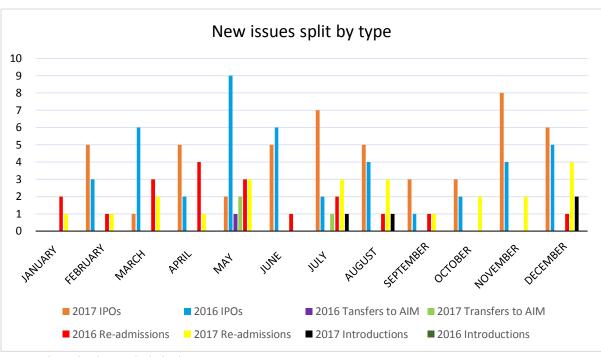
How did 2017 compare to 2016?

2017 saw £2,061bn of new funds raised on AIM, compared to £1,365bn, an increase of 51%. The sectors that raised the most in 2016 were Consumer Goods (£256m), Consumer Services (£238m) and Financials (£228m). There was a total of 64 new issues during 2016, compared to 80 in 2017.



Source: London Stock Exchange and Hybridan data

Whilst the Industrials sector was most active in 2017, the Technology sector had the most new issues in 2016, with thirteen, of which eight were pure IPOs, four were RTOs and one was an Introduction from the Main Market. The Healthcare and Financial sectors both had ten new issues. Within Healthcare, six were IPOs and four were RTOs. In Financials, seven were IPOs, two were Introductions, where no new funds were raised, and one was an RTO. May, March, and June were the busiest months in 2016, with thirteen, nine and seven new issues respectively.



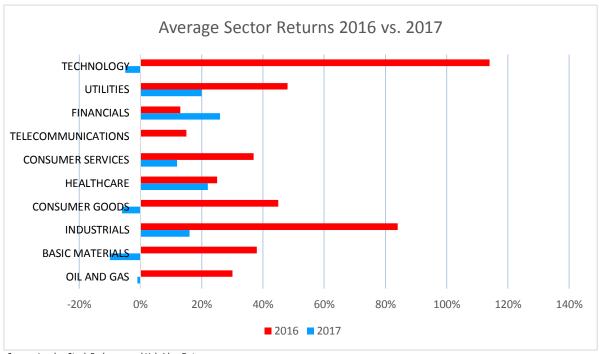
Source: London Stock Exchange and Hybridan data

Transaction sizes in 2016 were smaller than those in 2017, with only two raising more than £100m, compared to six in 2017. In terms of pure IPOs, the largest was the £131m March 2016 listing at £1 per share of homebuilder **Watkin Jones Group (LON: WJG)**. The second largest was **Time Out Group (LON: TMO)**, the media business, raising £90m in June 2016 at £1.50, followed by venture capital firm **Draper Esprit's (LON: GROW)** £79m raise at £3 during the same month.

Over the course of 2016, those companies returned 18%, -8% and 16% to IPO investors. Including RTOs, the biggest transaction in 2016 was the £170m re-admission of **San Leon Energy (LON: SLE)** in September, which increased 22% over the remainder of the year. To the present day, IPO investors in those four companies have received 105%, -15%, 47% and -47% (up to SLE's suspension in November 2017), respectively.

The best performing sector for new issues in 2016 was Technology, returning an average of 114% to IPO/RTO investors from the issue price to the end of the year. This was bolstered in large part by whopping performances by **Blue Prism Group (LON: PRSM)**, which returned 490% to investors, and **EVR Holdings (LON: EVRH)**, up 445%. The next best performing sector was Industrials, returning an average of 84% to investors, with **Marlowe (LON: MRL)** returning a hugely impressive 289%. The Utility sector was the next best performing, up 48% overall, with **Yu Group's (LON: YU.)** IPO awarding investors a return of 78%.

Those four stocks have never looked back, with gains of 831%, 609%, 322% and 461% respectively, to the present day.



Source: London Stock Exchange and Hybridan Data

Outlook for 2018

It is our view that 2018 is off to a fairy slow start in terms of IPOs, as investors, issuers and brokers digest the new regulatory environment posed by MiFID II. This follows a glut of transactions at the end of 2017, as advisors scrambled to get deals completed before yearend and the dawning of the new regulations.

We believe that MiFID II is another nail in the coffin for small cap companies after the VCT/EIS legislative changes that came in to force in 2015. Given the regulation stipulates, amongst other things, that all company research must be paid for, either by the corporate client or investor community, and much of the small cap universe is beneath the radar of institutional investors, levels of research coverage of non-house stocks will necessarily dwindle. This will lead to the unfortunate outcome of less coverage creating less volumes and ultimately, declining share prices.

That said, good quality stories remain likely to find a receptive audience amongst increasingly discerning investors, who undoubtedly have capital to deploy. This is particularly the case if politicians can manage a year without calling a major election or referendum, something the U.K. has not had since 2013. Assuming the regulatory environment does not unduly impede the listing and capital raising processes, we are confident sensible corporate stories in need of financing will be able to locate investors willing to take a sensible risk.

Reviewed by John Beresford-Peirse



Admission Date	Issuer Name	TIDM	Issue Type	ICB Sector	Issue Price (p)	Market Cap (£m) *	Money raised from New shares (£m)	2017 Yr-End Price (p)**	Price Difference
OIL AND GAS									
10/08/2017	VERDITEK PLC	VDTK	New Company Placing	Alternative Energy	9	16.90	2.75	8.63	-4%
25/07/2017	13 ENERGY PLC	I3E	Introduction	Oil & Gas Producers	55	14.10	0.00	24.00	-56%
03/02/2017	DIVERSIFIED GAS & OIL PLC	DGOC	New Company Placing	Oil & Gas Producers	65	68.60	39.70	79.25	22%
08/02/2017	ECO (ATLANTIC) OIL & GAS LTD	ECO	New Company Placing	Oil & Gas Producers	16	18.92	5.09	23.00	44%
24/02/2017	SAFFRON ENERGY PLC	SRON	New Company Placing	Oil & Gas Producers	5	7.69	2.50	4.38	-12%
06/03/2017	ANGLO AFRICAN OIL & GAS PLC	AAOG	New Company Placing	Oil & Gas Producers	20	10.60	10.00	12.25	-39%
26/06/2017	TOUCHSTONE EXPLORATION INC	TXP	New Company Placing	Oil & Gas Producers	7.25	7.47	1.45	12.50	72%
03/07/2017	DIVERSIFIED GAS & OIL PLC	DGOC	Reverse takeover	Oil & Gas Producers	70	101.50	27.50	79.25	13%
10/08/2017	PHOENIX GLOBAL RESOURCES PLC	PGR	Reverse takeover	Oil & Gas Producers	50	1209.33	0.00	41.25	-18%
19/12/2017	SIRIUS PETROLEUM PLC	SRSP	Reverse takeover	Oil & Gas Producers	1	35.56	7.24	0.87	-13%
09/02/2017	NAUTILUS MARINE SERVICES PLC	NAUT	Reverse takeover	Oil Equipment & Services	14.5	7.95	0.00	10.00	-31%
13/12/2017	RANGE RESOURCES LTD	RRL	Introduction	Oil & Gas Producers	0.22	20.89	0.00	0.25	13.6%
						126.63	8.02		-1%
BASIC MATERIA	ALS								
29/06/2017	PHOENIX GLOBAL MINING LTD	PGM	New Company Placing	Industrial Metals	4	9.20	4.60	4.25	6%
29/06/2017	JANGADA MINES PLC	JAN	New Company Placing	Mining	5	9.90	2.25	4.63	-7%
10/08/2017	ALTUS STRATEGIES PLC	ALS	New Company Placing	Mining	10	10.80	1.11	8.25	-18%
09/10/2017	CORA GOLD LIMITED	CORA	New Company Placing	Mining	16.5	9.07	3.45	12.00	-27%
09/11/2017	AFRITIN MINING LTD	ATM	New Company Placing	Mining	3.9	11.60	4.50	2.40	-38%
21/12/2017	ERRIS RESOURCES PLC	ERIS	New Company Placing	Mining	25	7.80	4.00	25.00	0%
21/12/2017	PANTHERA RESOURCES PLC	PAT	New Company Placing	Mining	20	12.40	0.00	23.50	18%
06/11/2017	CENTRAL ASIA METALS PLC	CAML	Reverse takeover	Mining	241.5	369.60	113.00	306.00	27%
21/12/2017	BUSHVELD MINERALS LTD	BMN	Reverse takeover	Mining	9.06	72.30	0.00	8.50	-6%
23/05/2017	KATORO GOLD PLC	KAT	Transfer from Main Market	Mining	6	6.5	1.50	2.88	-52%
						51.92	134.41		-10%
INDUSTRIALS									
18/05/2017	VELOCITY COMPOSITES PLC	VEL	New Company Placing	Aerospace & Defense	85	30.426	10.43	106.00	25%
11/07/2017	NEXUS INFRASTRUCTURE PLC	NEXS	New Company Placing	Construction & Materials	185	70.50	0.00	218.50	18%



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08/08/2017	STRIX GROUP PLC	KETL	New Company Placing	Electronic & Electrical Equipment	100	190.00	190.00	146.70	47%
25/04/2017	EDDIE STOBART LOGISTICS PLC	ESL	New Company Placing	Industrial Transportation	160	572.70	122.00	156.50	-2%
05/07/2017	GYG PLC	GYG	New Company Placing	Industrial Transportation	100	46.60	6.90	135.50	36%
11/08/2017	XPEDIATOR PLC	XPD	New Company Placing	Industrial Transportation	24	24.20	5.00	38.75	61%
11/04/2017	K3 CAPITAL GROUP PLC	КЗС	New Company Placing	Support Services	95	40.10	2.10	158.00	66%
11/10/2017	ALPHA FINANCIAL MARKETS CONSULTING	AFM	New Company Placing	Support Services	160	163.00	35.20	165.50	3%
20/11/2017	BOKU, INC.	BOKU	New Company Placing	Support Services	59	125.00	45.00	73.00	24%
27/11/2017	KEYSTONE LAW GROUP PLC	KEYS	New Company Placing	Support Services	160	50.00	15.00	190.00	19%
05/01/2017	SIGMAROC PLC	SRC	Reverse takeover	Construction & Materials	40	41.00	50.00	42.50	6%
01/09/2017	AVINGTRANS PLC	AVG	Reverse takeover	Industrial Engineering	245	75.20	0.00	179.00	-27%
04/08/2017	GORDON DADDS GROUP PLC	GOR	Reverse takeover	Support Services	140	40.00	20.00	142.50	2%
11/05/2017	LAKEHOUSE PLC	LAKE	Transfer from Main Market	Support Services	49.2	78	0.00	35.50	-28%
28/07/2017	HARVEY NASH GROUP PLC	HVN	Transfer from Main Market	Support Services	96.25	57.80	0.00	90.50	-6%
						106.97	501.63		16%
CONSUMER GO	DODS								
05/04/2017	INTEGUMEN PLC	SKIN	New Company Placing	Personal Goods	5	8.25	2.25	1.42	-72%
18/05/2017	EVE SLEEP PLC	EVE	New Company Placing	Household Goods	101	139.7	34.90	130.50	29%
16/10/2017	SPRINGFIELD PROPERTIES PLC	SPR	New Company Placing	Household Goods	106	87.00	25.00	108.50	2%
21/12/2017	SUMO GROUP PLC	SUMO	New Company Placing	Leisure Goods	100	145.00	78.15	114.87	15%
						94.99	140.30		-6%
HEALTHCARE									
05/04/2017	SKINBIOTHERAPEUTICS PLC	SBTX	New Company Placing	Pharmaceuticals & Biotechnology	9	10.68	4.50	9.13	1%
04/09/2017	DESTINY PHARMA PLC	DEST	New Company Placing	Pharmaceuticals & Biotechnology	157	65.40	15.30	142.50	-9%
01/11/2017	NOVACYT S.A.	NCYT	New Company Placing	Health Care Equipment & Services	59.38	224.00	8.75	60.00	1%
18/12/2017	FUSION ANTIBODIES PLC	FAB	New Company Placing	Health Care Equipment & Services	82	18.10	5.50	213.00	160%
03/05/2017	N4 PHARMA PLC	N4P	Reverse takeover	Pharmaceuticals & Biotechnology	7	5	1.50	10.13	45%
13/07/2017	ANIMALCARE GROUP PLC	ANCR	Reverse takeover	Pharmaceuticals & Biotechnology	350	209.70	32.70	310.00	-11%
24/10/2017	TOTALLY PLC	TLY	Reverse takeover	Health Care Equipment & Services	48	28.70	0.00	32.50	-32%
						80.23	68.25		22%
CONSUMER SE	RVICES								
13/07/2017	ANGLING DIRECT PLC	ANG	New Company Placing	General Retailers	64	27.40	9.00	90.00	41%



						33.70	1.60		20%
28/12/2017	EQTEC PLC	EQT	Reverse takeover	Electricity	2.5	33.70	1.60	3.00	20%
UTILITIES						99.21	620.50		26%
20/09/2017	WAREHOUSE REIT PLC	WHR	New Company Placing	Real Estate Investment Trusts	100	150.00	150.00	104.00	4%
17/08/2017	WILMCOTE HOLDINGS PLC	WCH	New Company Placing	Instruments	120	25.00	15.00	132.50	10%
22/02/2017	GBGI LIMITED	GBGI	New Company Placing	Life Insurance Noneguity Investment	150	130.4	32.00	170.00	13%
05/10/2017	CITY OF LONDON GROUP PLC	CIN	Reverse takeover	General Financial	90	25.90	7.00	111.50	24%
06/07/2017	TATTON ASSET MANAGEMENT PLC	TAM	New Company Placing	General Financial	156	87.20	10.00	191.00	22%
30/06/2017	FFI HOLDINGS PLC	FFI	New Company Placing	General Financial	150	235.56	31.50	77.50	-48%
07/04/2017	ALPHA FX GROUP PLC	AFX	New Company Placing	General Financial	196	64.20	30.00	487.50	149%
23/03/2017	DUKE ROYALTY LIMITED	DUKE	Reverse takeover	General Financial	40	21.60	15.00	36.00	-10%
15/02/2017	RAMSDENS HOLDINGS PLC	RFX	New Company Placing	General Financial	86	26.5	5.00	179.00	108%
22/12/2017	CIP MERCHANT CAPITAL LTD	CIP	New Company Placing	Equity Investment Instruments	100	55.00	55.00	101.50	2%
25/07/2017	GREENCOAT RENEWABLES PLC	GRP	New Company Placing	Equity Investment Instruments	1	270.00	270.00	1.08	8%
INANCIALS									
TELECOMMUN	ICATIONS					02.07	550.10		11/0
03/03/2017	ESCAFE HOW FEE	LJC	HEVEISE LAKEOVEI	Traver & Leisure	133	82.67	356.16	132.30	12%
29/11/2017 03/05/2017	TEN LIFESTYLE GROUP PLC ESCAPE HUNT PLC	TENG ESC	New Company Placing Reverse takeover	Travel & Leisure Travel & Leisure	134 135	104.80 29.27	18.00 14.00	147.00 132.50	10% -2%
23/11/2017	CITY PUB GROUP PLC (THE)	CPC	New Company Placing	Travel & Leisure	170	96.00	35.00	169.50	0%
25/07/2017	ARENA EVENTS GROUP PLC	ARE	New Company Placing	Travel & Leisure	55	63.10	59.30	61.50	12%
27/12/2017	GROUP PLC)	LVCG	Reverse takeover	Media	30	14.50	1.26	44.50	48%
03/07/2017	TISO BLACKSTAR GROUP SE PARALLEL MEDIA GROUP PLC (LIVE COMPANY	TBGR	Reverse takeover	Media	57.5	154.27	0.00	44.50	-23%
19/12/2017	MIRRIAD ADVERTISING PLC	MIRI	New Company Placing	Media	62	63.20	26.20	59.50	-4% 22%
02/11/2017	SOSANDAR PLC	SOS	Reverse takeover	General Retailers	15.1	16.10	5.30	19.75	31%
11/04/2017	FRANCHISE BRANDS PLC	FRAN	Reverse takeover	General Retailers	67	52.10	20.00	53.00	-21%
02/11/2017	FOOTASYLUM PLC	FOOT	New Company Placing	General Retailers	164	171.30	65.40	252.25	54%
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TECHNOLOGY									
04/08/2017	GETBUSY PLC	GETB	Introduction	Software & Computer Services	28.3	13.70	0.00	34.00	20%
05/09/2017	APPSCATTER GROUP PLC	APPS	New Company Placing	Software & Computer Services	65	41.10	9.00	51.50	-21%
27/11/2017	BEEKS FINANCIAL CLOUD GROUP PLC	BKS	New Company Placing	Software & Computer Services	50	28.91	7.00	43.50	-13%
19/12/2017	PELATRO PLC	PTRO	New Company Placing	Software & Computer Services	62.5	15.20	4.60	65.50	5%
29/06/2017	ETHERNITY NETWORKS LD	ENET	New Company Placing	Technology Hardware & Equipment	140	45.00	15.00	130.00	-7%
08/03/2017	ATTRAQT GROUP PLC	ATQT	Reverse takeover	Software & Computer Services	35	37.00	27.50	33.50	-4%
09/05/2017	SHEARWATER GROUP PLC	SWG	Reverse takeover	Software & Computer Services	4	38.4	9.00	3.13	-22%
07/08/2017	PROACTIS HOLDINGS PLC	PHD	Reverse takeover	Software & Computer Services	165	152.90	70.00	170.50	3%
					•	46.53	142.10		-5%

Source: London Stock Exchange and Hybridan data

^{*}Market cap on admission **Priced 29/12/2017



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