



PENHALLOW ASSOCIATES LIMITED
A Financial Knowledge Company



Introduction to Primary Equity Markets

Virtual Learning: Duration 3 Hours,
Course Price: £330 plus VAT
04.6.24 (13:00:16:00)

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

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, Private Equity Houses & Corporates.

Structuring a New Equity Listing – The Primary Markets – An Issuer & Investor perspective

- 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 - Book building or Tender, Money left on the table
- Role of the Lead Manager and Book runner

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

Cross Border Listings

- 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 Un-sponsored
- Case Study – What separates 'Emerging' from 'Frontier' Markets?

Private Equity involvement in today's Equity Capital Markets

- Who is populating the IPO Pipeline? Private Equity Funds
- From Venture Capital through to Buyout Funds
- Private Equity Fund structures; Fees & Hurdle Rates
- Public to Private – Leveraged Buyouts
- Private to Public - Looking for the exit – Listing, Trade Sale, Secondary Sale
- Why has the membership of the 'Unicorn' Club increased so much?

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).

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