AIM Webinar

09/02/2022

CharlesRussell Speechlys

AIM Update

Marcus Stuttard

February 2022

£16.9BN IPO CAPITAL RAISED IN 2021

Highest equivalent amount of IPO capital raised since 2007

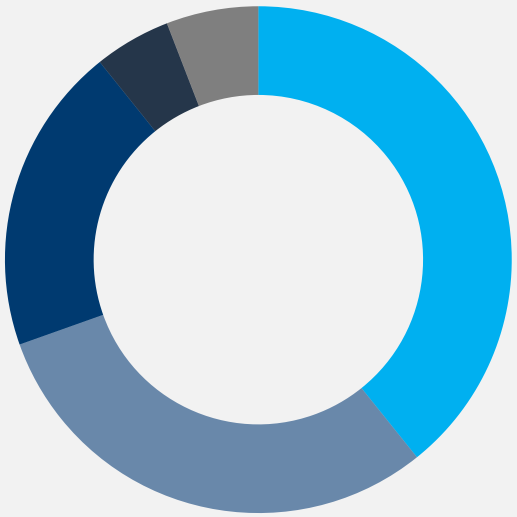
126

No. of IPOs in London in 2021 (60 on Main Market, 66 on AIM), highest since 2014

£16.9bn

IPO proceeds in 2021, highest since 2007

2021YTD IPO PROCEEDS BY SECTOR



39%
Tech & consumer internet

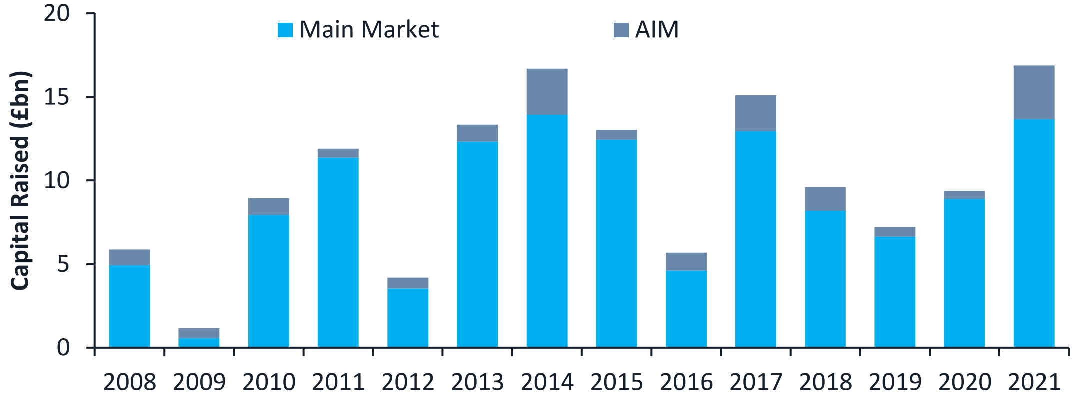
30%
Financials

20%
Consumer Discretionary

6%
Other

5%
Healthcare

HIGHEST IPO PROCEEDS RAISED SINCE 2007



LARGEST 10 IPOs IN 2021 BY CAPITAL RAISED

Company	Market	Capital raised (£m)	Market cap at IPO (£m)
Deliveroo		1,500	7,179
Dr Martens		1,489	3,700
Fix Price		1,269	5,946
Petershill Partners		1,012	4,048
Bridgepoint Group	Main Market	907	2,881
Alphawave IP Group		856	2,726
Oxford Nanopore Technologies		603	3,377
Moonpig Group		540	1,197
Trustpilot Group		473	1,084
Pantheon Infrastructure Group		400	400

Source: London Stock Exchange, Dealogic, January 2022

EUROPE'S MOST ACTIVE EQUITY MARKET

2021: over £49bn raised in London

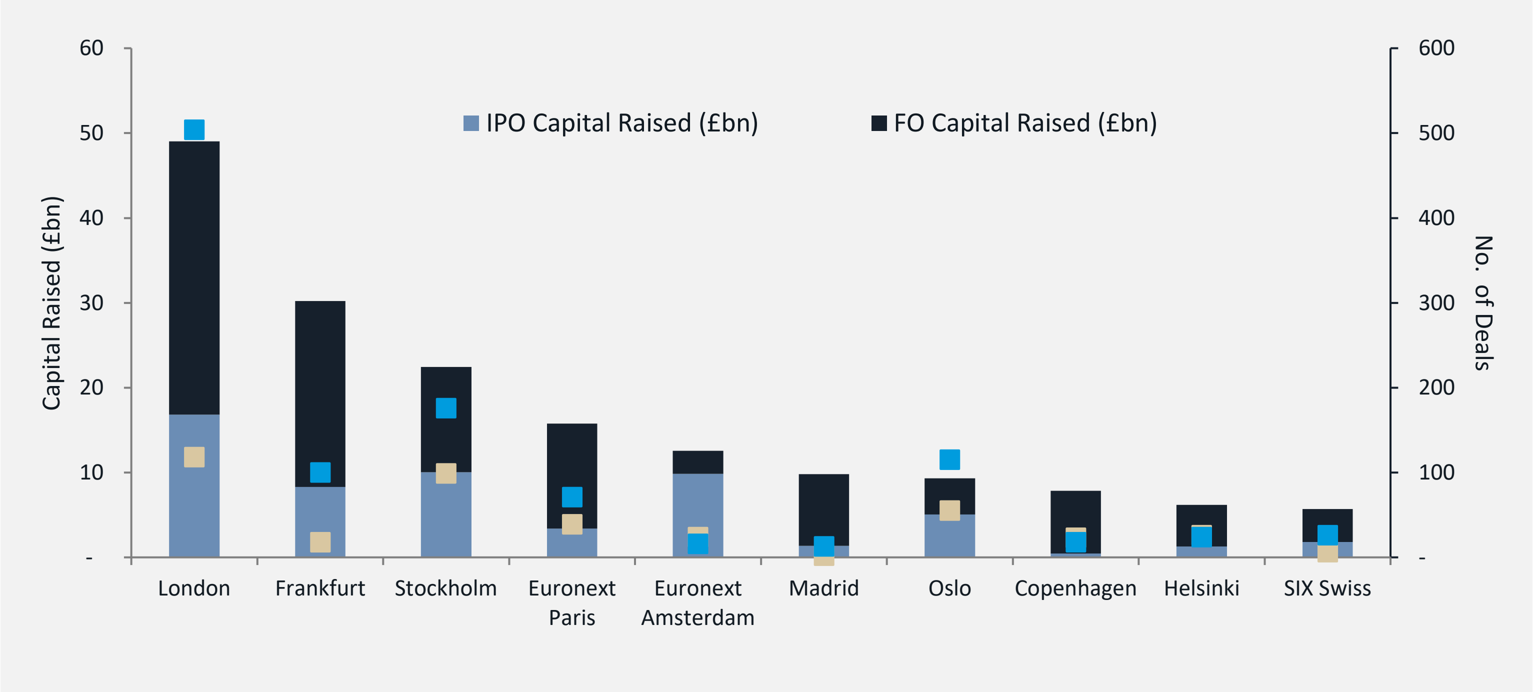
2.3x more transactions

2.3 x more transactions (622* IPOs & FOs) than the next most active European exchange, Stockholm (275 IPOs & FOs)

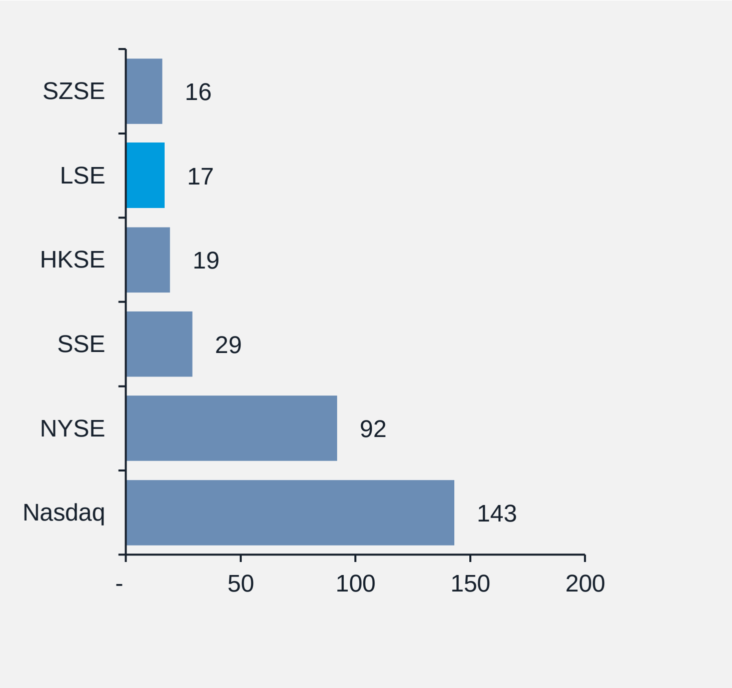
1.6x more proceeds

1.6x more in IPO and FO proceeds (£49.0bn) than the next European exchange, Frankfurt (£30.2bn)

TOP 10 EUROPEAN EXCHANGES BY IPO & FO CAPITAL RAISED IN 2021



IPO CAPITAL RAISED GLOBALLY IN 2021 (£BN)



Source: Dealogic, December 2021
All calculations are based on a deal pricing date, as of 16 December 2021
* includes Wise's Direct Listing

2021 THE YEAR FOR GROWTH BUSINESS

AIM IPOs demonstrate investor appetite for thriving growth sector

London Stock Exchange

66

AIM IPOs accounting for over 50% of IPOs in 2021

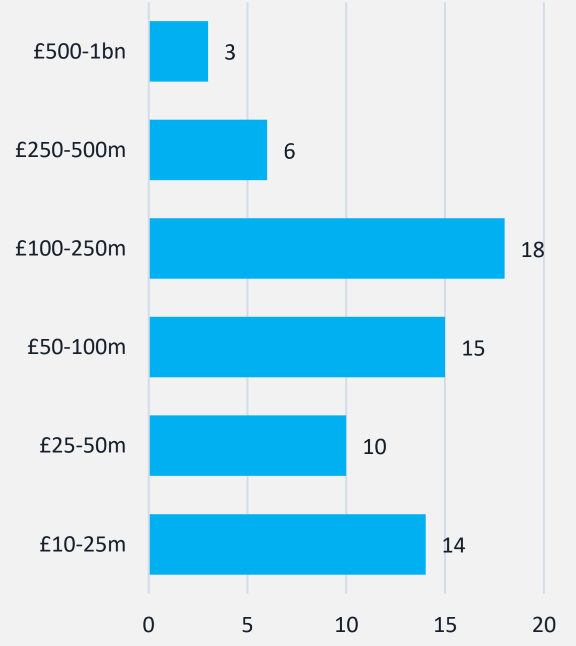
£3.2bn

AIM IPO proceeds in 2021

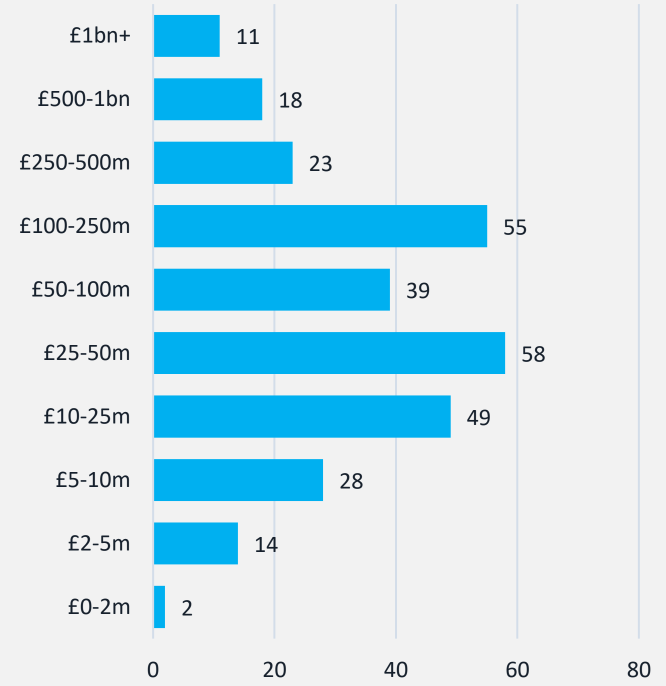
£6.2bn

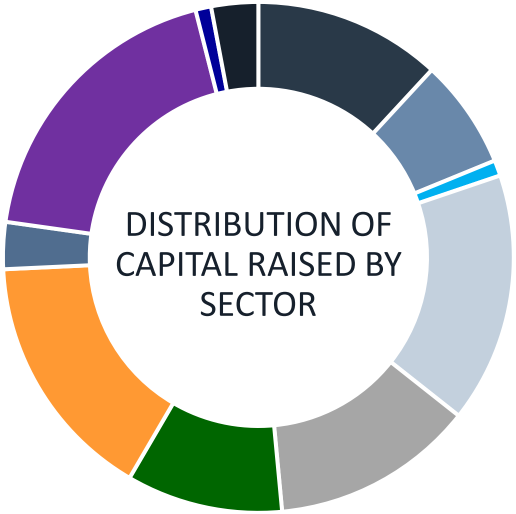
297 AIM deals raised follow on capital in 2021

AIM IPOS BY MARKET CAP BAND



AIM FOs BY MARKET CAP BAND





12% Basic materials

7% Consumer discretionary

1% Consumer staples

16% Energy

13% Financials

10% Healthcare

16% Industrials

3% Real Estate

19% Technology

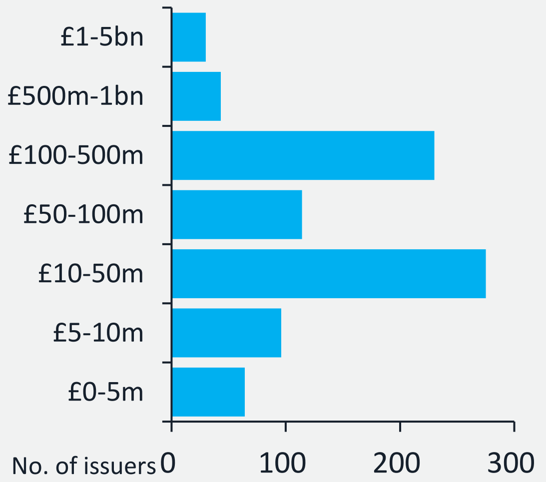
1% Telecoms

3% Utilities

THE WORLD'S GROWTH MARKET

A vibrant and diverse market, supporting ambitious SMEs for long term growth

COMPANIES OF ALL SIZES

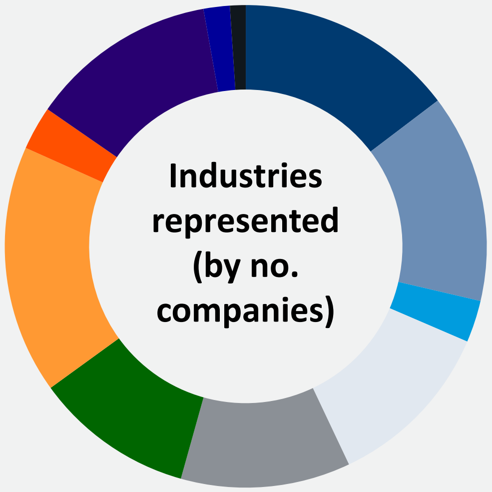


850+
companies on AIM

£150b
Total value

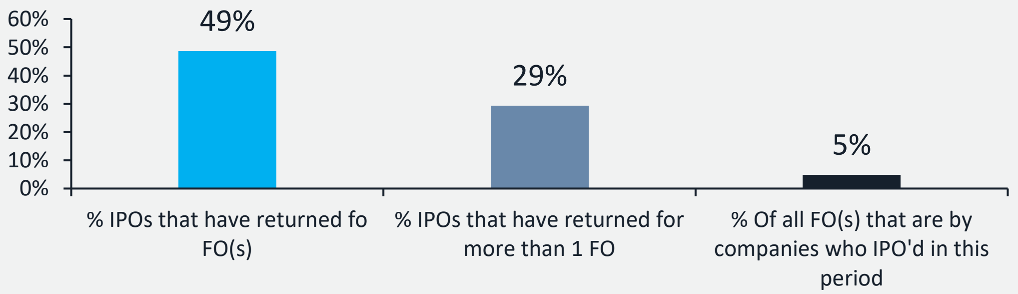
£130b
Since 1995 c. £130bn raised in total (£82bn through further issues)

BROAD RANGE OF SECTORS



- **125** Basic materials
- **119** Consumer discretionary
- **24** Consumer staples
- **98** Energy
- **97** Financials
- **91** Healthcare
- **142** Industrials
- **25** Real Estate
- **107** Technology
- **15** Telecoms
- **9** Utilities

UNPARALLELED FOLLOW ON ENVIRONMENT

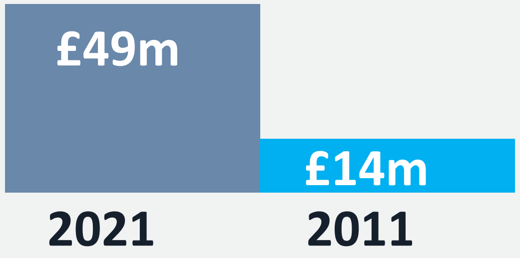


AN INTERNATIONAL MARKET

47 International companies floated in the last 5 years

14% Of all AIM companies

INCREASED CAPITAL RAISED AT IPO



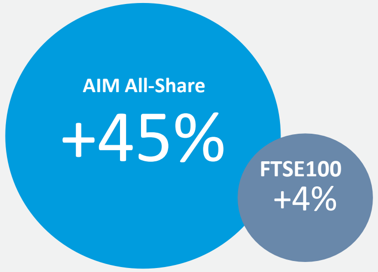
Source: LSE, January 2022

ACCESS THE LIQUIDITY OF LONDON

AIM attracts a deep pool of long term domestic and international investors

London Stock Exchange

AIM INDEX OUTPERFORMS FTSE100



Price performance of FTSE AIM vs FTSE 100) over the last five years

BROAD INVESTMENT BASE

VCT/ EIS/WEALTH MANAGEMENT

UK INVESTORS — **69%** UK

US INVESTORS — **20%** North America

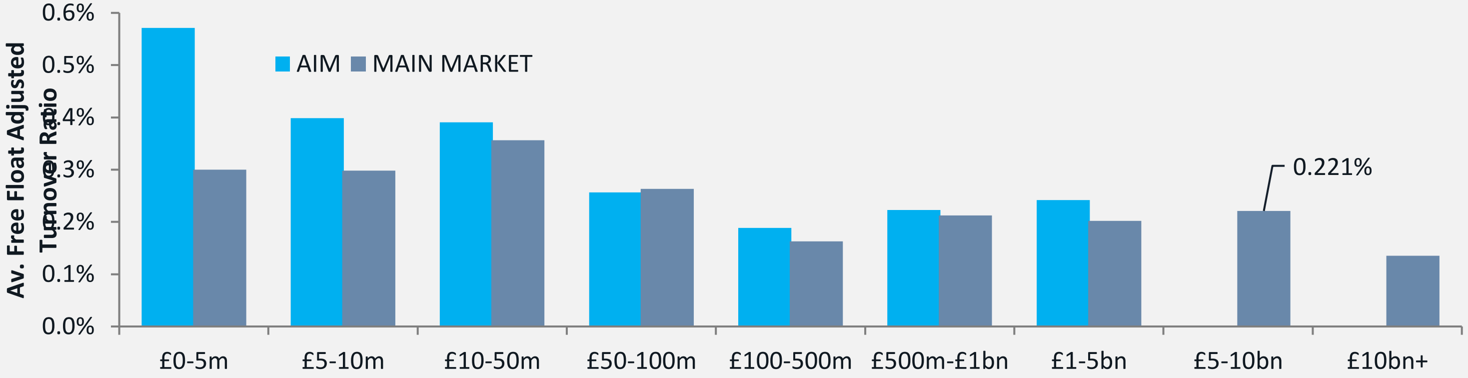
EUROPEAN INVESTORS — **9%** Europe (ex UK)

ACCESSING UK RETAIL

Number of options now available to access retail investors at IPO and beyond.

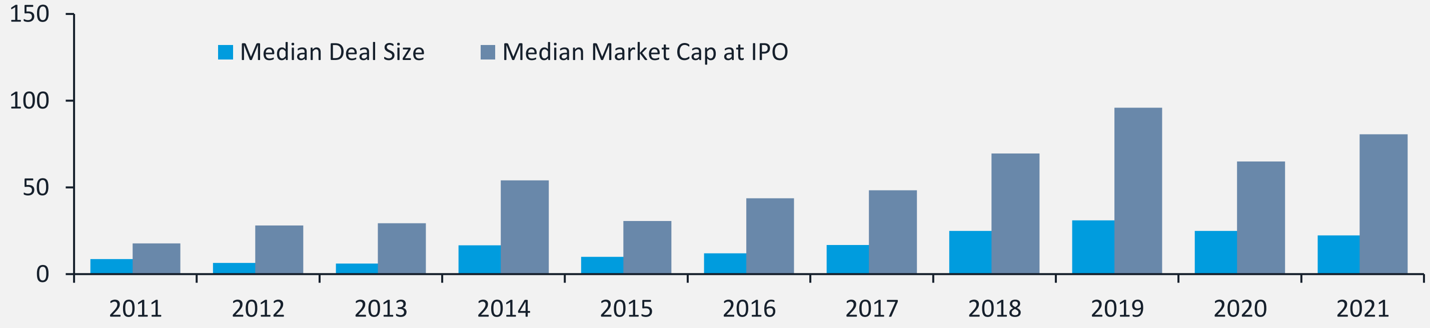
LSE has partnership with digital platform Primary Bid

AIM LIQUITY STRONG IN GROWTH STOCKS



Liquidity across AIM and the Main Market by Market Cap Bands

MARKET CAP AT IPO GROWS AS INVESTOR POOL EXPANDS



Median offer size and market cap at IPO of AIM companies, 2010-2021

Source: LSE, Refinitiv, January 2022

SUPPORTING THE GREEN ECONOMY

Facilitating access to green growth capital and recognising sustainable business

For those generating 50% or more of their revenues from 'Green Economy' industries, we award the Green Economy mark.

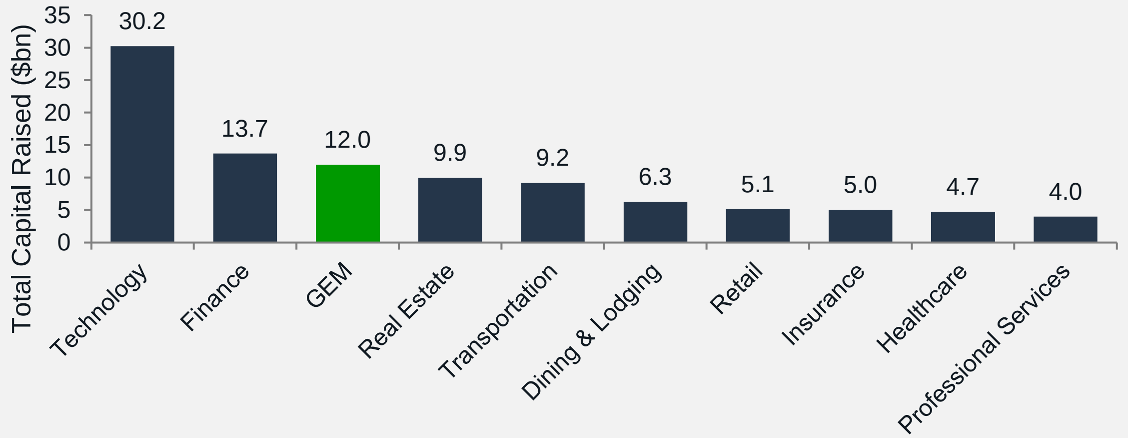
The Green Economy Mark provides issuers with heightened visibility amongst ESG investors

51

GEM businesses on AIM

Capital Raising By Green Companies and Funds

GEM issuers are the 3rd largest group for capital raisings in 2021 Q3



LARGEST GEM ISSUERS ON AIM

- ITM Power
- Impax Asset Management
- Ceres Power
- Smart Metering Systems
- Greencoat Renewables

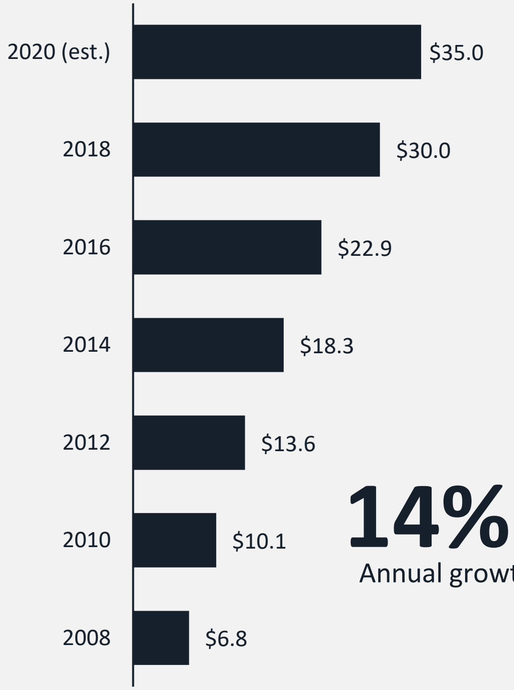
120+

GEM businesses in total

109%

Collectively, issuers with the Green Economy Mark outperformed the FTSE All Share over last five years

Investors are increasingly pursuing ESG strategies



14%

Annual growth

Global Assets under management that incorporate ESG (USD Trillions)

SUPPORTIVE REGULATORY ENVIRONMENT

January	February	March	April	May	June	July	August	September	October	November	December
4 Jan 2021 Call for evidence closes		**3 Mar 2021** Hill Review published **18 Mar 2021** BEIS – Audit and Corporate Governance Consultation	**19 Apr 2021** Rishi Sunak issues a response **30 Apr 2021** FCA launches consultation on SPACs			**1 July 2021** UK Prospectus Regime Review **1 July 2021** Wholesale Markets Review **5 July 2021** FCA launches Listing Review					**HMT Response to OTS** on AIM business property relief **2 Dec 2021** FCA Policy statement

29 Jan – **Dr Martens**
22 Jun – **Victorian Plumbing**
4 Nov – **Devolver**
29 Sept – **Peel Hunt**
4 Nov – **Pod Point**
30 Sept – **Oxford Nanopore**

> “The mood music in London is good, the Hill review is an encouraging development.”
>
> **- Gordon Sanghera, CEO, Oxford Nanopore**

26 Mar – **Parsley Box**
31 Mar – **Deliveroo**
26 April – **PensionBee**
26 Feb– **Foresight Group Holdings**

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