

# Equity Capital Markets



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Price £695+VAT. Discounted 30% from £995.

### One Day Training Course

#### Introduction

London remains a top tier Exchange of choice for Corporates worldwide to list their shares. This interactive 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 Funds & Corporates. The programme will cover both the Primary New Issuance process & the subsequent Secondary trading & investing activity.

#### Session 1

##### **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 Bookrunner
- What does it cost? What attracts Investors? Cornerstone Investors
- **Case Study – Choosing your Investment Bank to lead the Syndicate**

#### Session 2

##### **Cross Border Listings & Follow-on Funding**

- Considering the case for Cross Border Listings
- Catalysts – Valuation, Liquidity, Cost, Corporate reputation
- Depositary Receipts for Emerging Market Corporates
- A look at the International Order Book in London
- Follow-on Funding – Rights Issues, Bought Deals
- **Case Study - What differentiates Emerging from Frontier Markets?**

For information regarding above mentioned training you can contact: *tflonline Limited*, tel. +44 (0) 1732 357076 or send e-mail to Alan Penhallow:

[apenhallow@thefacilitators.co.uk](mailto:apenhallow@thefacilitators.co.uk)

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## Session 3

### Life as a listed entity - The Secondary Equity Markets

- Corporate Actions – Dividends, Scrip Issues, Share Splits
- Dark Pool Crossing Networks vs the established Exchanges
- High Frequency Trading – rise of the machines
- Order vs Quote Driven Trading, Market-Marking & Securities Lending
- Short Selling – The impact of Hedge Funds in the secondary Markets
- **Case Study – Share Turnover Velocities across the world's Exchanges**

## Session 4

### Private Equity involvement in today's Equity Capital Markets

- From Venture Capital through to Buyout Funds
- Private Equity Fund structures; Fees & Hurdle Rates
- Private Equity involvement with Mergers and Acquisitions
- Public to Private – Leveraged Buyouts
- Private to Public - Looking for the exit – Listing, Trade Sale, Secondary Sale
- Pre & Post Money Valuation methodology
- **Wrap-up Quiz**

### Who Should Attend - Professionals working in -

- Investor Relations
- Corporate Communications
- Stock Exchanges
- Corporate Finance
- Brokerage Research
- Fund Management
- Lawyers
- Accountants

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## Trainer Profile



### **Paul Meadows**

Paul has fifteen years Investment experience through various Front Office roles on the Buyside 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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