



Technology Conference

Tuesday 15 May 2018

Royal Institution of Great Britain, 21 Albemarle St, London

Agenda

- **09:00** *Introduction*

Session 1

- **09:15** *Technologies that will Redefine all Industries*

Philip Sparks, Senior Business Partner, Arm Holdings

- **09:40** *Industrial IoT*

Inken Braunschmidt, Chief Innovation and Digital Officer – Industrial IoT, Halma

- **10:05** *Space Tech Venture Capital*

Conor O'Sullivan, Investment Manager, Seraphim Capital

- **10:30** *Coffee Break*

Session 2

- **10:45** *Transforming the Consumer Delivery Experience*

Andy Hill, Sales Director, Sorted

- **11:10** *Early Stage Deep Science Tech VC – why bother?*

Achim Hoffmann, Tech Venture Builder & Investor, IP Group

- **11:35** *Tech M&A*

Jonathan Simnett, Director, Hambleton Partners

- **12:00** *Closing Remarks*

- **12:20** *Buffet Lunch*



Philip Sparks, Senior Business Partner, Arm Holdings

Philip is Senior Business Partner at Arm Ltd, a subsidiary of SoftBank Group Corp (TYO 9984). After starting his career as an engineer for the UK Ministry of Defence, Philip spent fifteen years working as an analyst in the City, first at HSBC James Capel, and later at Evolution Securities. Philip joined Arm's investor relations team in 2013 and now leads financial strategy and planning in Arm's Embedded and Automotive business.



Inken Braunschmidt, Chief Innovation and Digital Officer – Industrial IoT, Halma

Inken joined Halma plc in July 2017 to lead the safety, health and environmental technology group, as Chief Innovation and Digital Officer and member of Halma's Executive Board. This new role is pivotal for Halma and signals an ambition to improve how technology and digital services can be developed and shared across the group. She is creating and connecting an innovation and digital ecosystem for Halma and its companies to build partnerships and foster convergence and collaboration. Before joining Halma, Inken was the Chief Innovation Officer of innogy SE, a renewable energy company based in Essen, Germany and subsidiary of the German company RWE. She started and led the innovation and digital transformation for the whole RWE Group with a customer and people-centred approach. She started her career as a strategy and management consultant, leading the internal management consultancy of RWE at that time. Inken studied Innovation & Technology Management at Kiel University (including a PhD in Technology Management) and Finance at the London Business School.



Conor O'Sullivan, Investment Manager, Seraphim Capital

Conor is responsible for deal sourcing, investment due diligence and portfolio company support at Seraphim Capital's latest fund, the \$90m Seraphim Space Fund – the world's only venture fund dedicated to investing in space start-ups. Prior to Seraphim, Conor worked with close to 100 space and drone start-ups during his time as Head of Business Strategy at the Satellite Applications Catapult, a technology and innovation company set-up by the UK Government to drive economic growth through the development of satellite applications. Conor also completed an internship with Space Angels Network, a global network for angel investors in the private space industry. Before his post-graduate studies, Conor spent five years in the Prime Brokerage departments of two global investment banks. Conor holds a First Class Honours degree in Business and Economics from the University of Dublin, Trinity College and an MBA from the University of Oxford. He is also an Associate Member of the Royal Aeronautical Society and holds a private pilot's license, flying single and multi-engine aircraft in the US and Europe.



Andy Hill, Sales Director, Sorted

Andy has over 15 years of hands-on retail and logistics industry experience, having held senior leadership roles at both Collect+ and Metapack. He's an expert in all things B2C and the delivery experience. He's also passionate about the power of tech and innovation in the retail industry for finding the solutions to retail challenges.



Achim Hoffmann, Tech Venture Builder & Investor, IP Group

Achim has been working in the entrepreneurial tech sector for more than 15 years initially as Founder and then as Deep Science Tech Investor and Business Builder for IP Group. He looks after IP Group's broad Early Stage Tech portfolio, mostly University Spin-outs. He launched his career at a German Fraunhofer Institute where he got involved in a wide range of industrial tech R&D projects. Later he joined McKinsey & Company initially in the Düsseldorf and then the London Office as a strategy consultant. Achim received his Engineering Diploma and Dr Degrees from Universities in Karlsruhe (KIT) and Dortmund, Germany. He also holds an MBA from Kellogg.









Jonathan Simnett, Director, Hambleton

Jonathan Simnett is a director at Hambleton Partners, an international Mergers and Acquisitions advisory firm for companies with technology at their core and has been involved in the enterprise technology business for over three decades, managing and turning around existing business and helping management and their investors in fast-growth technology segments to grow, manage change, enter markets, transfer technologies, acquire, merge and exit. Hambleton's experienced deal makers have built, bought and sold over 100 fast-growing tech businesses worth billions and now provide hands-on expertise and unrivalled advice to tech entrepreneurs and their investors who are looking to accelerate growth and maximise value.

Shore Capital Technology

Retained Clients

Client	Role	Mkt Cap	Date of Appointment
 BATM Advanced Communications	Sponsor & Sole Broker	£111m	August 2017
 cerillion	Nomad & Sole Broker	£47m	March 2016
 earthport payment network	Joint Broker	£68m	January 2016
 SYS GROUP	Nomad & Sole Broker	£10m	February 2016
 Kape	Nomad & Sole Broker	£148m	September 2014
 SAFECHARGE	Nomad & Sole Broker	£453m	April 2014

Coverage

iomart



SOPHOS

cerillion



SYS
GROUP



k a i n o s[®]

sage



nccgroup

Technology Team



Martin O'Sullivan

Technology Equity Analyst
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Martin joined Shore Capital in October 2017 having previously covered the technology sector at Cenkos Securities, Edison Investment Research and Arete Research (former #1 rated Goldman Sachs technology team). Martin currently specialises in software, IT services and payments companies and his previous coverage spanned semiconductors, LCDs and hardware. He has held technology development roles with Toshiba and Philips Electronics in the UK and graduated with a PhD in semiconductors from Cambridge University.



Malachy McEntyre

Head of Corporate Broking
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Malachy joined Shore Capital in 2004 and has been central to Shore Capital's successful fund raising activities. Prior to Shore Capital he was a fund manager at Tilney Investment Management in Liverpool and Goodbody's in Dublin, providing considerable buy-side insight into the equity sales role. Malachy became Head of Sales in 2010 and has subsequently been appointed as Head of Corporate Broking in 2018.



Edward Mansfield

Director, Corporate Advisory
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Edward joined Shore Capital in July 2008. Edward previously worked at Investec and Altium Capital and has over ten years of corporate finance experience working on a broad range of ECM transactions. In 2017 he was involved in two IPOs and two public takeovers as well as a number of secondary placings.



Ben McSkelly

Technology Equity Analyst
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Ben has been analysing software and science led technology at Shore Capital since 2015. This leverages a PhD in particle physics (UoL) and experience in data science at the CERN laboratory. Areas of interest include the skills gap for digital services, how software changes scientific instrumentation, are platforms truly scalable and is it good data not just big data?



Robin Speakman

Tech & Support Services Analyst
+44 (0)151 600 3712

Robin joined Shore Capital in November 2003. He was previously at ING Financial Services as a Smaller Companies and Business Services analyst, he also spent 15 years as a fund manager building Police Mutual's business from inception. Robin leads Shore Capital's research activities in Support Services and Industrials.



Patrick Castle

Director, Corporate Advisory
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Patrick joined Shore Capital in February 2012 from Evolution Securities (now Investec). Prior to working in Corporate Advisory Patrick worked as a solicitor at Jones Day, a global US law firm. Patrick has undertaken numerous public market transactions and has extensive experience of working with technology companies.

Shore Capital Overview

Equity Capital Markets



£5.6bn
Raised since
Jan 2014



86
IPOs and Placings since
Jan 2014



M&A Advisory



Market Advisory

Research & Distribution



21
Analysts



15
Sales people

Trading and Market Making



3rd largest
Market maker on AIM
by number of stocks



14
Traders

Industry Recognition

EXTEL
IDENTIFYING EXCELLENCE

No.1 Insurance

2017

EXTEL
IDENTIFYING EXCELLENCE

No.2 Retail

2017

EXTEL
IDENTIFYING EXCELLENCE

No.3 Consumer Goods
2017

EXTEL
IDENTIFYING EXCELLENCE

No.4 Financials

2017

EXTEL
IDENTIFYING EXCELLENCE

No.5 Media

2017

EXTEL
IDENTIFYING EXCELLENCE

No.5 Transport & Logistics
2017

EXTEL
IDENTIFYING EXCELLENCE

No.6 Small & Midcap Sales
2017

EXTEL
IDENTIFYING EXCELLENCE

No.11 Trading & Execution
2017

THOMSON REUTERS
ANALYST AWARDS
2017 WINNER

No.1 Food & Staples Retail
2017

THOMSON REUTERS
ANALYST AWARDS
2017 WINNER

No.1 Household & Leisure Goods
2017

Retained Corporate Clients

71 retained corporate clients including 1 FTSE 100 and 4 FTSE 250 clients



Shore Capital Markets is an award winning independent financial advisory business offering market leading investment banking, research, sales and trading services.

We are represented across the UK enabling extensive distribution and institutional coverage. This distribution capability is complimented by our experienced sales team.

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Industrial IoT

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Space Tech Venture Capital














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Transforming the Consumer Delivery Experience

Early Stage Deep Science Tech VC – why bother?

Tech M&A

Wrap-up

Client	Role	Transaction	Date
	Nomad & Sole Broker	£12m Placing	March 2018
	Rule 3 Adviser	£42.5m Recommended Offer	March 2018
	Lead Manager	\$125m Placing & \$280m Acquisition	December 2017
	Joint Bookrunner	\$23.5m Placing	October 2017
	Joint Financial Adviser to the Offeree	£100m Recommended Offer	October 2017
	Joint Bookrunner	£49.3m Placing	September 2014
	Joint Bookrunner	£25m Placing	October 2017
	Nomad & Joint Bookrunner	€46.9m Placing	September 2017
	Nomad & Joint Bookrunner	€15.0m Placing	September 2017
	Sponsor	£32m Disposal & £13m Acquisition	July 2017
	Joint Bookrunner	£337m Secondary Placing	June 2017
	Lead Manager	US\$200m Placing & Main Market IPO at £465m Mkt Cap	May 2017
MARKETTECH	Broker	£892.3m Recommended Offer	April 2017
	Sponsor, Global co-ordinator & Joint Bookrunner	£52.6m Placing & Main Market IPO at £105.2m Mkt Cap	March 2017

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