

## About Shore Capital

- > An independent investment group specialising in principal finance, equity capital market activities and alternative asset management
- > Founded in 1985 with offices in Guernsey, London, Liverpool, Edinburgh, Berlin and an affiliate office in Dubai
- > A leading London market maker covering over 1,500 stocks – third largest market-maker on AIM by both value and volume of trades

## Principal Finance

- > Shore Capital maintains a substantial war-chest for acquisitions or principal finance activities
- > Spectrum Investments Ltd holds 32 regional microwave radio spectrum licences with coverage across a number of German regions. In March 2015 its subsidiary DBD sold its interest in its national radio spectrum licences, together with six regional radio spectrum licences, to Deutsche Telekom AG for €15.45m

## Equity Capital Markets

### 1. Market Making

- > Leading market maker covering over 1,500 stocks – third largest market-maker on AIM by both value and volume of trades
- > Comprehensive coverage to UK retail brokerage community as well as multiple institutional investors and hedge funds

### 2. Sales, Distribution and Research

- > Research published on +200 companies, distributed to over 500 institutions across the UK & Ireland
- > Ranked No. 1 for Insurance and No. 3 for Retail, and in the top five sector rankings for Financials, Leisure & Gaming, Strategy, Consumer Goods and Transport & Logistics, in the prestigious 2016 Extel survey

### 3. Corporate Broking and Advisory

- > Full service function: fundraisings, take-over code, M&A; acting as Sponsor on the Main Market and NOMAD on AIM. Over £4.6bn raised since Jan 2014
- > Advising 70 retained corporate clients, including WM Morrison Supermarkets plc, Cranswick plc, Telford Homes plc, Dairy Crest Group and A.G Barr plc

## Alternative Asset Management

21 year track record, over £800m under management

### 1. German Property

- > Puma Brandenburg owns €560m of investment properties and assets across Germany
- > In June 2015 Brandenburg Realty announced its final close raising €150m from institutional investors and family offices. The vehicle made its second acquisition in May 2016 of a €32m commercial and residential portfolio in Potsdam

### 2. Growth Capital

- > St Peter Port – AIM listed specialist fund for development capital/pre-IPO opportunities

### 3. Venture Capital Trusts (the Puma VCTs)

- > Risk averse approach seeking to provide secured finance for growing businesses has resulted in a market leading track record for limited life VCTs. Over £220m has been raised for Puma VCTs and they have distributed over £95m in tax-free dividends.

### 4. Puma EIS

- > Adopts a similar asset-backed strategy to that successfully deployed by the Puma VCTs to provide EIS benefits across a carefully managed portfolio. Over £50m has been raised from investors to date

### 5. Puma Heritage plc and AIM IHT Portfolio

- > Puma Heritage focus is on secured lending to established companies. Investments in the company are intended to benefit from 100% relief from IHT after 2 years. Over £30m has been raised from investors to date
- > Puma AIM IHT is a discretionary portfolio service that seeks to mitigate IHT by investing in a portfolio of selected AIM stocks. Awarded Best AIM Investment Manager at the 2016 Growth Investor Awards

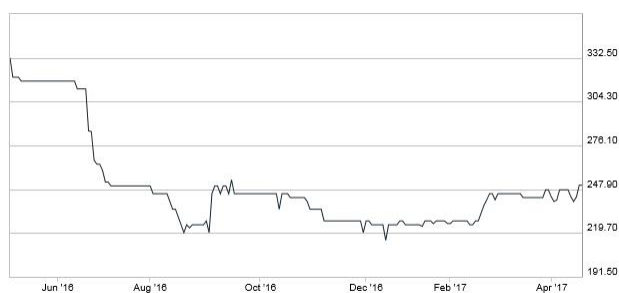
### Market Information (as at 30 April 2017)

Symbol	SGR
Market	AIM
Market Cap	£54.4m
Shares in issue	21.768m
Share price	250p
Shares not in public hands	53.44 %

### Shareholders over 3% (as at 30 April 2017)

Howard Shore	41.07%
Graham Shore	9.01%
JP Morgan Asset Management	7.78%
Aralon Resources and Investment	5.82%
Miton Group plc	5.28%
Kevin Spencer and Zenith Insurance	4.95%
Helium Special Situations Fund	3.20%

### Share price performance over 12 months



### Key Financials

	2016	2015	2014
Revenue	£39.4m	£42.0m	£40.6m
Pre-tax profit	£2.4m	£11.7m	£8.3m
EPS (p)	6.0	27.1	21.6
DPS (p)	5.0	0.0*	10.0
Cash on B/S	£23.9m	£22.1m	£30.7m

\* The Company returned capital of £10m to shareholders

### Board Members and Key Management

#### Directors

Howard Shore – Executive Chairman  
Lynn Bruce – Executive Director  
Dr Zvi Marom – Non Executive Director  
James Rosenwald III – Non Executive Director

#### Senior Management

Simon Fine – CEO of Equity Capital Markets  
David Kaye – CEO of Asset Management  
Michael Van Messel – Head of Finance and Tax  
Dru Danford – Head of Corporate Broking and Advisory  
Heydan Frankenberg – COO of Berlin office

### Press Enquiries: Bell Pottinger

Jonathan Hodgkinson  
shorecapital@bellpottinger.co.uk



[www.shorecap.gg](http://www.shorecap.gg)

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### General Enquiries: Shore Capital

+44 (0) 207 408 4090

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