

#### **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 1,200 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
- > In April 2017 Shore Capital announced a joint venture focused on real estate opportunities in the supported living sector called Puma Social Care Investments Ltd (PSCI). Securing £21m of equity commitments, PSCI has been established to acquire newly built or converted assets to provide residential accommodation in the form of self-contained apartments for individuals with learning difficulties.

### **Equity Capital Markets**

#### 1. Market Making

- Leading market maker covering over 1,200 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. 2 for Retail, and in the top five sector rankings for Financials, Media, Consumer Goods and Transport & Logistics, in the 2017 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 £5.2bn raised since Jan 2014
- Advising 70 retained corporate clients, including WM Morrison Supermarkets plc, Cranswick plc, Chesnara, Dairy Crest Group and A.G Barr plc

## **Alternative Asset Management**

21 year track record, over £900m 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 £40m 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 20 selected AIM stocks.
- \* Tax reliefs depend on personal circumstances, minimum holding periods and may be subject to change



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

| Symbol                     | SGR     |
|----------------------------|---------|
| Market                     | AIM     |
| Market Cap                 | £54.4m  |
| Shares in issue            | 21.573m |
| Share price                | 252.5p  |
| Shares not in public hands | 59.16 % |

#### **Key Financials**

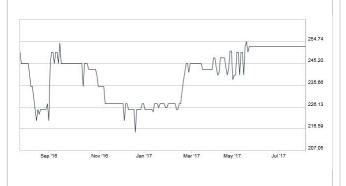
|                | 2016   | 2015   | 2014   |  |
|----------------|--------|--------|--------|--|
| Revenue        | £39.4m | £42.0m | £40.6m |  |
| Pre-tax profit | £2.4m  | £11.7m | £8.3m  |  |
| EPS (p)        | 6.0    | 27.1   | 21.6   |  |
| DPS (p)        | 5.0    | 0.0*   | 10.0   |  |
| Cash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

<sup>\*</sup> The Company returned capital of £10m to shareholders

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

| Howard Shore                       | 44.19% |
|------------------------------------|--------|
| Graham Shore                       | 9.81%  |
| Aralon Resources and Investment    | 5.88%  |
| Miton Group plc                    | 5.33%  |
| Kevin Spencer and Zenith Insurance | 4.99%  |

# Share price performance over 12 months



#### **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

Simon Fine – Joint Chief Executive

David Kaye – Joint Chief Executive

#### **Senior Management**

 $\label{eq:michael Van Messel-Head of Finance and Tax} \label{eq:michael Van Messel-Head of Finance} \ \ \text{and} \ \ \ \text{Tax}$ 

Dru Danford – Head of Corporate Broking and Advisory

Heydan Frankenberg - COO of Berlin office

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