



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

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 in the top five sector rankings for Retail, 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 £5.4bn raised since Jan 2014
- > Advising 71 retained corporate clients, including WM Morrison Supermarkets plc, Cranswick plc, Chesnara, Dairy Crest Group and A.G Barr plc
- > Participated in three IPOs, 24 secondary fund raisings and four takeovers during 2017, as well as a number of private placements

Alternative Asset Management

21 year track record, over £800m under management

1. German Property

- > Puma Brandenburg owns €550m of investment properties, assets and investments, including an investment in MIXER Global
- > Brandenburg Realty holds over €60m in commercial and residential properties; and investments, including an investment in MIXER Global

2. Growth Capital

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

3. Venture Capital Trusts (the Puma VCTs)

- > Providing 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, which have distributed over £110m in tax-free* dividends. Puma VCT 13 is open for investment

4. Puma Alpha EIS

- > Following on from the asset-backed strategy of the Puma EIS, which raised £54m from investors between 2014 and 2017, Puma Alpha EIS targets post revenue companies backed by experienced management to provide EIS benefits* across a managed portfolio

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 £50m has been raised from investors to date
- > Puma AIM IHT is an award winning discretionary portfolio service launched in 2014 that seeks to mitigate IHT* by investing in a portfolio of 20 selected AIM stocks.

* Tax reliefs depend on personal circumstances, minimum holding periods apply and may be subject to change



SHORE CAPITAL

EXCELLENCE INTEGRATED

Market Information (as at 30 April 2018)

| | |
|----------------------------|---------|
| Symbol | SGR |
| Market | AIM |
| Market Cap | £59.3m |
| Shares in issue | 21.573m |
| Share price | 275p |
| Shares not in public hands | 59.16 % |

Key Financials

| | 2017 | 2016 | 2015 |
|----------------|--------|--------|--------|
| Revenue | £41.9m | £39.4m | £42.0m |
| Pre-tax profit | £4.6m | £2.4m | £11.7m |
| EPS (p) | 13.1 | 6.0 | 27.1 |
| DPS (p) | 10.0 | 5.0 | 0.0* |
| Cash on B/S | £35.7m | £23.9m | £22.1m |

* The Company returned capital of £10m to shareholders

Shareholders over 3% (as at 30 April 2018)

| | |
|------------------------------------|--------|
| Howard Shore | 44.19% |
| Graham Shore | 9.81% |
| Aralon Resources and Investment | 5.87% |
| Kevin Spencer and Zenith Insurance | 4.99% |
| Miton Group plc | 4.40% |

Board Members and Key Management

Directors

Howard Shore – Executive Chairman
Simon Fine – Joint Chief Executive
David Kaye – Joint Chief Executive
Lynn Bruce – Executive Director
Dr Zvi Marom – Non Executive Director
James Rosenwald III – Non Executive Director

Senior Management

Michael van Messel – Head of Finance and Tax
Dru Danford – Head of Corporate Broking and Advisory
Heydan Frankenberg – COO of Berlin office

Share price performance over 12 months



Press Enquiries: Montfort Communications

Olly Scott
scott@montfort.london
0203 514 0897

 **SHORE CAPITAL**
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www.shorecap.gg

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General Enquiries: Shore Capital

+44 (0) 207 408 4090

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