



# 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?*

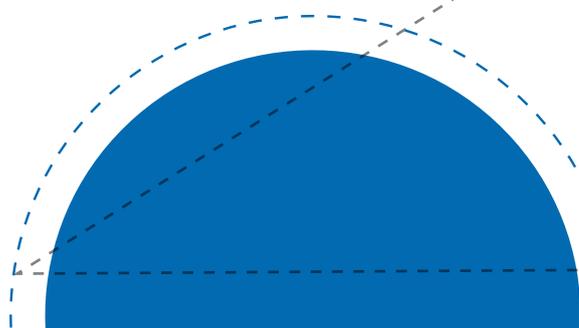
Achim Hoffmann, Tech Venture Builder & Investor, IP Group

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, Hampleton**

Jonathan Simnett is a director at Hampleton 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. Hampleton'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
 <b>BATM</b> Advanced Communications	Sponsor & Sole Broker	£111m	August 2017
 <b>cerillion</b>	Nomad & Sole Broker	£47m	March 2016
 <b>earthport</b> payment network	Joint Broker	£68m	January 2016
 <b>SYS</b> GROUP	Nomad & Sole Broker	£10m	February 2016
 <b>Kape</b>	Nomad & Sole Broker	£148m	September 2014
 <b>SAFECHARGE</b>	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**  
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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



No.1 Food & Staples  
Retail

2017



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.













Client	Role	Transaction	Date
 yū ENERGY	Nomad & Sole Broker	£12m Placing	March 2018
 STYLES & WOOD GROUP	Rule 3 Adviser	£42.5m Recommended Offer	March 2018
 SAVANNAH PETROLEUM <small>Final - to partner only</small>	Lead Manager	\$125m Placing & \$280m Acquisition	December 2017
 VICTORIA OIL & GAS PLC	Joint Bookrunner	\$23.5m Placing	October 2017
 ZENITH <small>Equity Group Plc Revenue Payment Monitor</small>	Joint Financial Adviser to the Offeree	£100m Recommended Offer	October 2017
 R&Q	Joint Bookrunner	£49.3m Placing	September 2014
 earthport <small>Logistics Solutions</small>	Joint Bookrunner	£25m Placing	October 2017
 applegreen	Nomad & Joint Bookrunner	€46.9m Placing	September 2017
 AMRYT	Nomad & Joint Bookrunner	€15.0m Placing	September 2017
 CENTAUR MEDIA	Sponsor	£32m Disposal & £13m Acquisition	July 2017
 playtech <small>Source of Success</small>	Joint Bookrunner	£337m Secondary Placing	June 2017
 GLOBAL PORTS HOLDING	Lead Manager	US\$200m Placing & Main Market IPO at £465m Mkt Cap	May 2017
<b>MARKETTECH</b>	Broker	£892.3m Recommended Offer	April 2017
 UP <small>ULTIMATE PRODUCTS POWER &amp; BUSINESS</small>	Sponsor, Global co-ordinator & Joint Bookrunner	£52.6m Placing & Main Market IPO at £105.2m Mkt Cap	March 2017

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