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IPO Watch Europe Survey Q4 2013

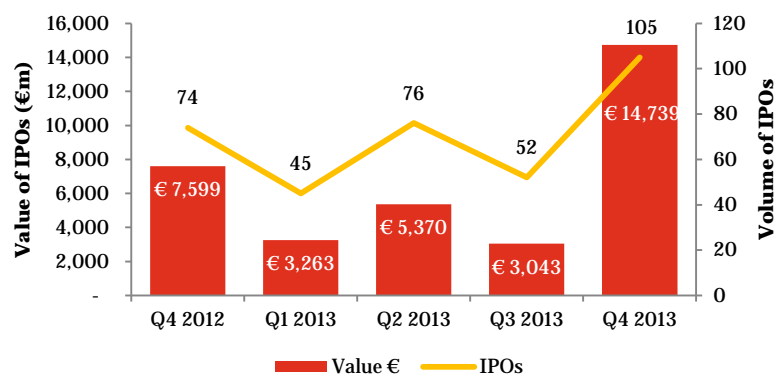


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European IPO proceeds in Q4 2013 surpassed €14.7bn, eclipsing the €7.6bn raised in Q4 2012 and making it the most successful quarter since Q2 2011

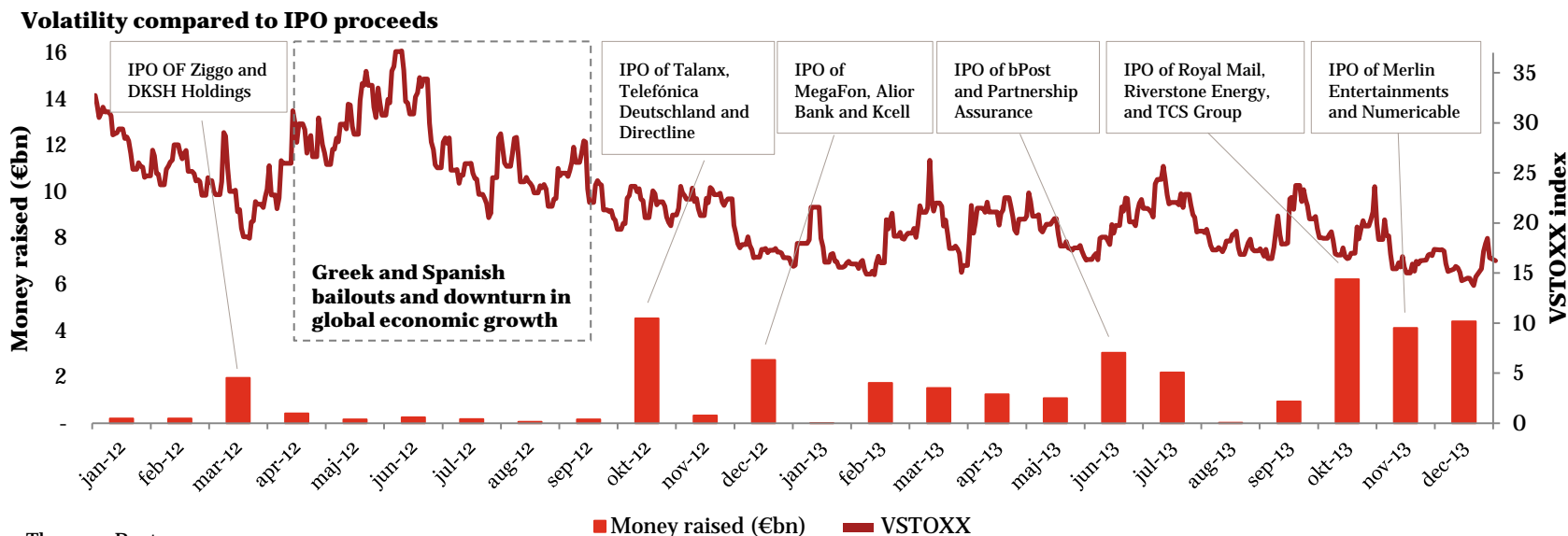
Quarterly European IPO activity by value and volume



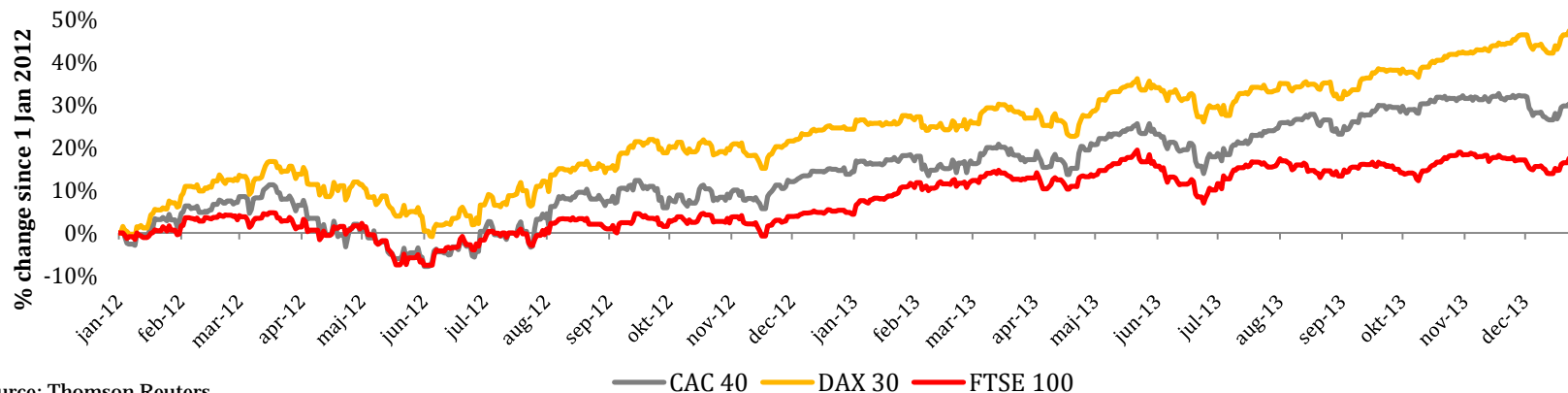
	Q4 2013	Q4 2012	Q3 2013
Total European listings comprise those with:			
No money raised	11	11	6
Money raised	94	63	46
Total number of listings	105	74	52
Total money raised (€m)	14,739	7,599	3,043
Average offering value (€m) *	157	121	66

* Average offering value has been calculated based on total offering value over the number of listings raising money.

Continued lower volatility and improving market indices in Europe provide a stable platform for a healthy IPO pipeline

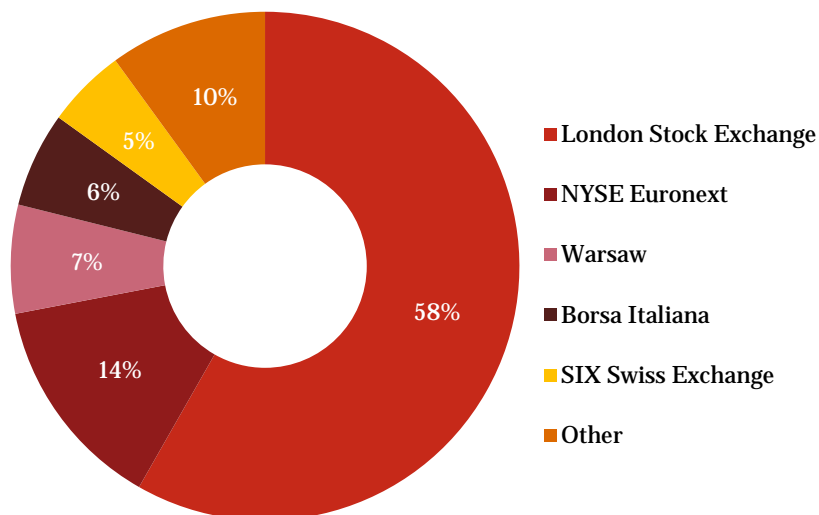


Historical performance of major market indices



London maintained its position as the leading market for IPOs in Europe with €8.6bn raised in Q4

IPO offering value by exchange



Stock exchange offering value (€m)	Q4 2013	Q4 2012	Q3 2013
London Stock Exchange	8,585	3,929	1,704
NYSE Euronext	2,026	17	43
Warsaw	1,017	653	15
Borsa Italiana	890	-	58
SIX Swiss Exchange	745	120	-
NASDAQ OMX	505	46	-
Oslo Børs & Oslo Axess	479	230	409
Irish Stock Exchange	415	-	310
Borsa Istanbul	47	61	2
Deutsche Börse	30	2,080	500
Luxembourg	-	462	-
BME (Spanish Exchange)	-	1	2
Total	14,739	7,599	3,043

Top Three Exchanges

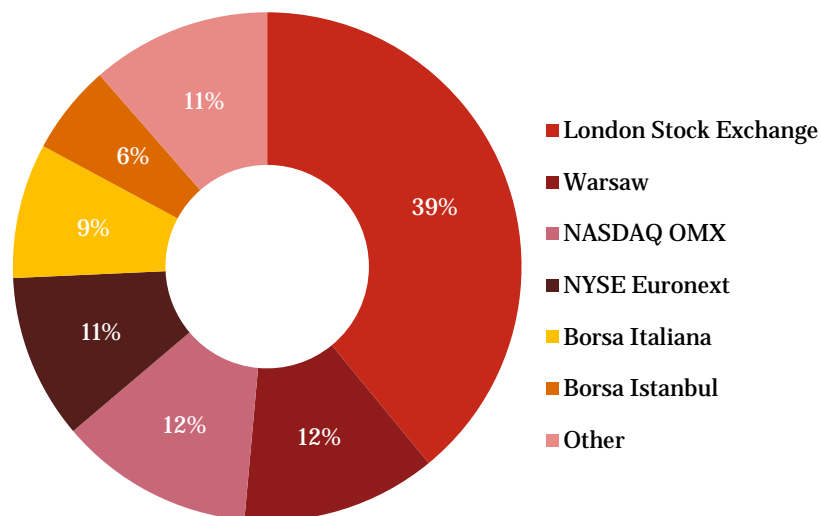
London Stock Exchange
41 IPOs raised €8.6bn
Average IPO proceeds €209m
Largest IPO – Royal Mail €2.0bn

NYSE Euronext
11 IPOs raised €2.0bn
Average IPO proceeds €184m
Largest IPO – Numericable Group €652m

Warsaw
13 IPO raised €1.0bn
Average IPO proceeds €78m
Largest IPO – Energa €515m

London remained the most active exchange with 39% of deal activity and average IPO proceeds of €209m up from €68m in Q3 2013 and €151m Q4 2012

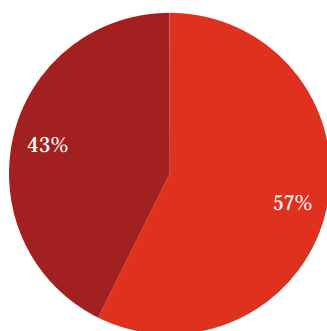
IPO volume by exchange



Stock exchange	Q4 2013	Q4 2012	Q3 2013
London Stock Exchange	41	26	25
Warsaw	13	21	10
NASDAQ OMX	13	8	4
NYSE Euronext	11	2	3
Borsa Italiana	9	-	3
Borsa Istanbul	6	4	1
Oslo Børs & Oslo Axess	5	1	2
Deutsche Börse	2	7	2
Luxembourg	2	3	-
Irish Stock Exchange	2	-	1
SIX Swiss Exchange	1	1	-
BME (Spanish Exchange)	0	1	1
Total	105	74	52

Five of the top ten IPOs in the quarter were PE backed including Merlin Entertainment which raised €1.1bn

Top ten IPOs



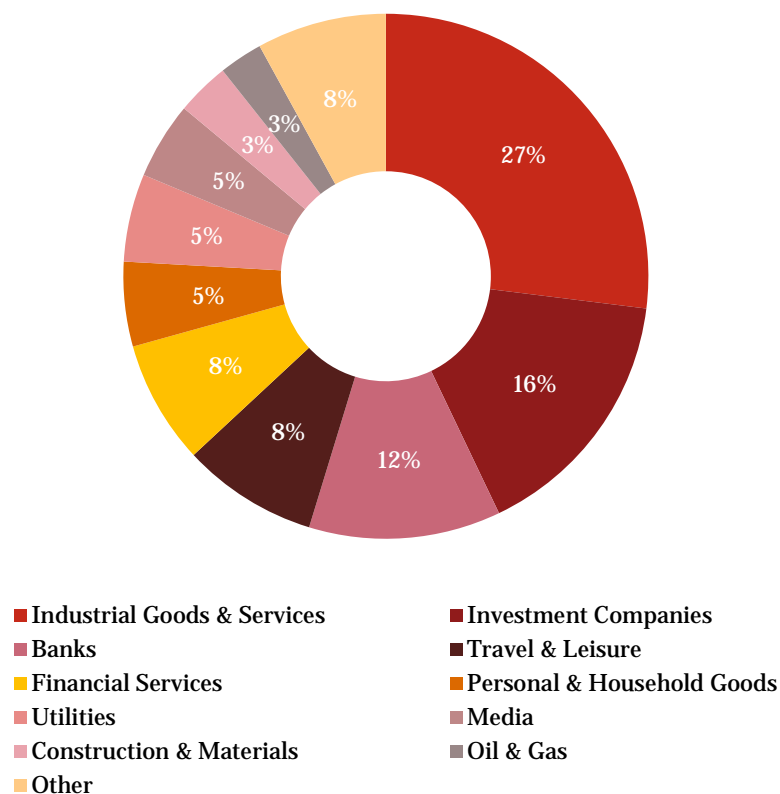
■ Top 10 ■ Other

Q4 2013	€m raised	Sector	Market	Country of Operations	PE-backed
Royal Mail	2,032	Industrial Goods & Services	London	UK	No
Merlin Entertainments	1,141	Travel & Leisure	London	UK	Yes
Riverstone Energy	897	Investment Company	London	USA	No
TCS Group Holding	797	Banks	London	Russia	Yes
Cembra Money Bank	745	Banks	SIX Swiss	Switzerland	No
Moncler	681	Retail	Borsa Italiana	Italy	Yes
Numericable Group	652	Media	Euronext	France	Yes
CTT – Correios de Portugal	580	Industrial Goods & Services	Euronext	Portugal	No
Energa	515	Utilities	Warsaw	Poland	No
Tarkett	462	Construction & Materials	Euronext	France	Yes
Total	8,449				
Q3 2013	€m raised	Sector	Market	Country of Operations	PE-backed
Deutsche Annington Immobilien	500	Real Estate	Deutsche Börse	Germany	Yes
Foxtons Group	462	Real Estate	London	UK	Yes
The Renewables Infrastructure Group	348	Investment Company	London	UK	No
Green REIT*	310	Investment Company	Irish Stock Exchange; London	Ireland	No
Odfjell Drilling	294	Oil & Gas	Oslo	Norway	No
Total	1,914				

* Dual listing with the majority of trading on the Irish Stock Exchange

Industrial Goods & Services accounted for 27% of money raised in the quarter with the Banking, Travel and Leisure and Financial Services sectors experiencing significant growth

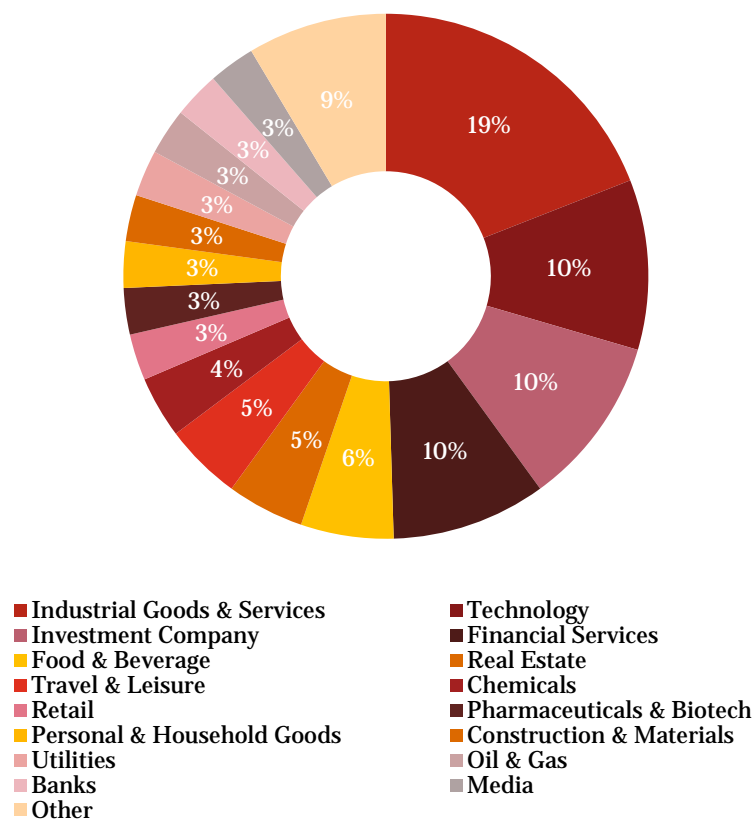
IPO value by sector



Sector (proceeds of IPOs €m)	Q4 2013	Q4 2012	Q3 2013
Industrial Goods & Services	3,974	57	42
Investment Companies	2,350	1,052	1,158
Banks	1,742	511	-
Travel & Leisure	1,231	21	2
Financial Services	1,121	159	260
Personal & Household Goods	768	8	5
Utilities	798	116	-
Media	698	-	5
Construction & Materials	484	35	-
Oil & Gas	396	4	414
Food & Beverage	330	2	2
Real Estate	299	16	980
Technology	278	325	33
Transport	101	-	-
Retail	79	24	77
Pharmaceuticals & Biotech	34	35	59
Chemicals	29	230	-
Insurance	13	1,743	-
Health Care	9	211	-
Telecommunications	4	3,030	-
Mining	1	18	6
Automobiles & Parts	-	2	-
Basic Resources	-	-	-
Total value (€m)	14,739	7,599	3,043

Industrial Goods & Services remained the most active sector in Q4 2013 whilst there was only one Mining IPO compared to 6 in Q4 2012

IPO volume by sector

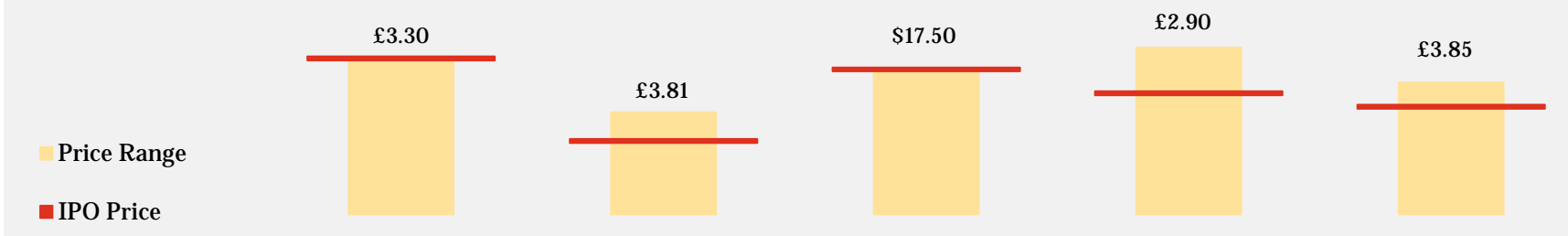


Sector (volume of IPOs)	Q4 2013	Q4 2012	Q3 2013
Industrial Goods & Services	20	14	8
Financial Services	10	1	5
Investment Company	11	8	8
Technology	11	8	5
Food & Beverage	6	2	1
Real Estate	5	4	4
Travel & Leisure	5	3	1
Chemicals	4	1	-
Oil & Gas	3	3	6
Pharmaceuticals & Biotech	3	6	4
Retail	3	3	3
Personal & Household Goods	3	1	3
Utilities	3	2	-
Media	3	1	1
Banks	3	1	-
Construction & Materials	3	1	-
Telecommunications	2	4	1
Health Care	2	2	-
Transport	2	-	-
Mining	1	6	2
Insurance	1	2	-
Basic Resources	1	-	-
Automobiles & Parts	0	1	-
Total value (€m)	105	74	52

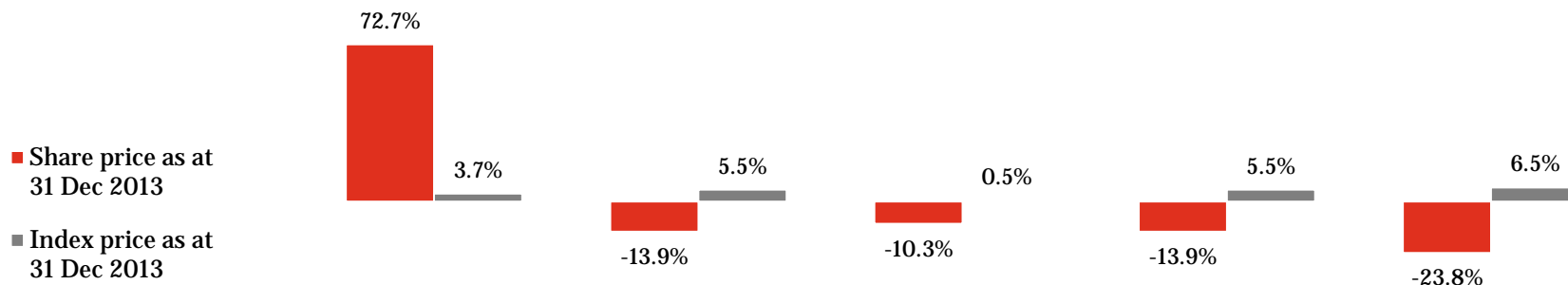
All of the top five UK IPOs in 2013 priced above the mid point of the quoted range, but only Royal Mail ended the quarter trading ahead of its IPO price

Top 5 (2013 YTD)	Royal Mail	Merlin Entertainments	TCS Group ¹	esure	Partnership Assurance
IPO date	15-Oct-13	13-Nov-13	25-Oct-13	27-Mar-13	12-Jun-13
PE backed	No	Yes	Yes	Yes	Yes
Money raised (€m)	€ 2,032m	€ 1,141m	€ 797m	€ 703m	€ 569m
Pricing range	£2.60 - £3.30	£2.80 - £3.30	\$14.00 - \$17.50	£2.40 - £3.10	£3.25 - £4.00

IPO price versus range



Post IPO performance



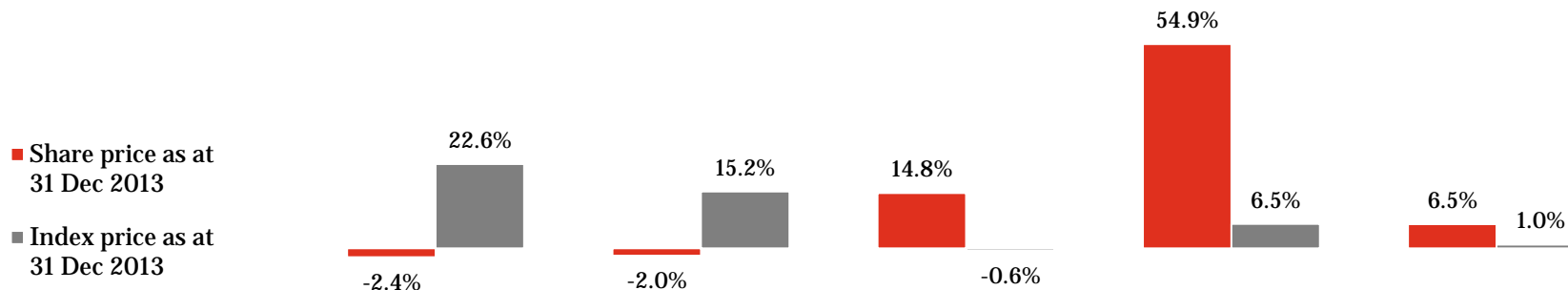
Three of the top five European IPOs priced at the top of the quoted range and are trading ahead of their IPO price

Top 5 (2013 YTD)	LEG Immobilien	bpost	Cembra Money Bank	Moncler	Numericable
Exchange	Deutsche börse	Euronext Brussels	SIX Swiss Exchange	Milan	Euronext Paris
IPO date	01-Feb-13	21-Jun-13	30-Oct-13	16-Dec-13	08-Nov-13
PE backed	No	Yes	Yes	Yes	Yes
Money raised (€m)	€ 1,165m	€ 812m	€ 745m	€ 681m	€ 652m
Pricing range	€41.00 - €47.00	€12.50 - €15.00	€43.00 - €51.00	€8.75 - €10.20	€20.30 - €24.80

IPO price versus range

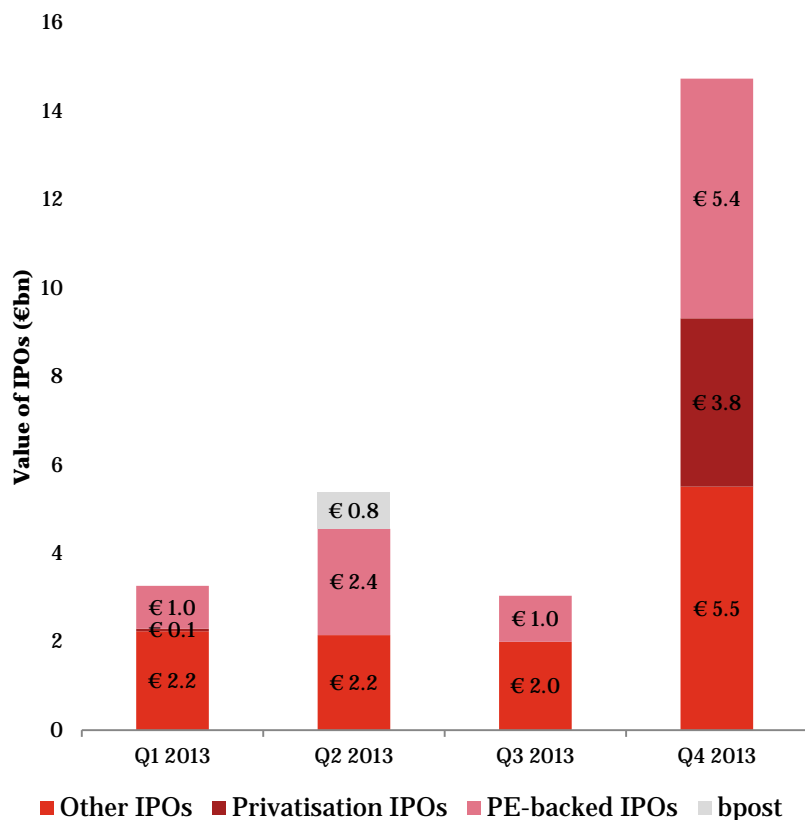


Post IPO performance



Private equity exits and privatisations drove IPO activity this quarter with PE-backed companies raising €5.4bn and privatisations raising €3.8bn

IPO value by type of IPO per quarter



Top five privatisation and PE-backed IPOs

Q4 2013	€m raised	Market	Type of IPO
Royal Mail	2,032	London	Privatisation
Merlin Entertainments	1,141	London	PE-backed
TCS Group Holding	797	London	PE-backed
Numericable Group	652	NYSE Euronext	PE-backed
CTT – Correios de Portugal	580	NYSE Euronext	Privatisation
Total	5,202		

Q1 - Q3 2013	€m raised	Market	Type of IPO
bpost	812	London	PE-backed/ Privatisation*
esure	703	London	PE-backed
Partnership Assurance	569	London	PE-backed
Deutsche Annington Immobilien	500	Deutsche Börse	PE-backed
Foxtons Group	462	London	PE-backed
Total	3,046		

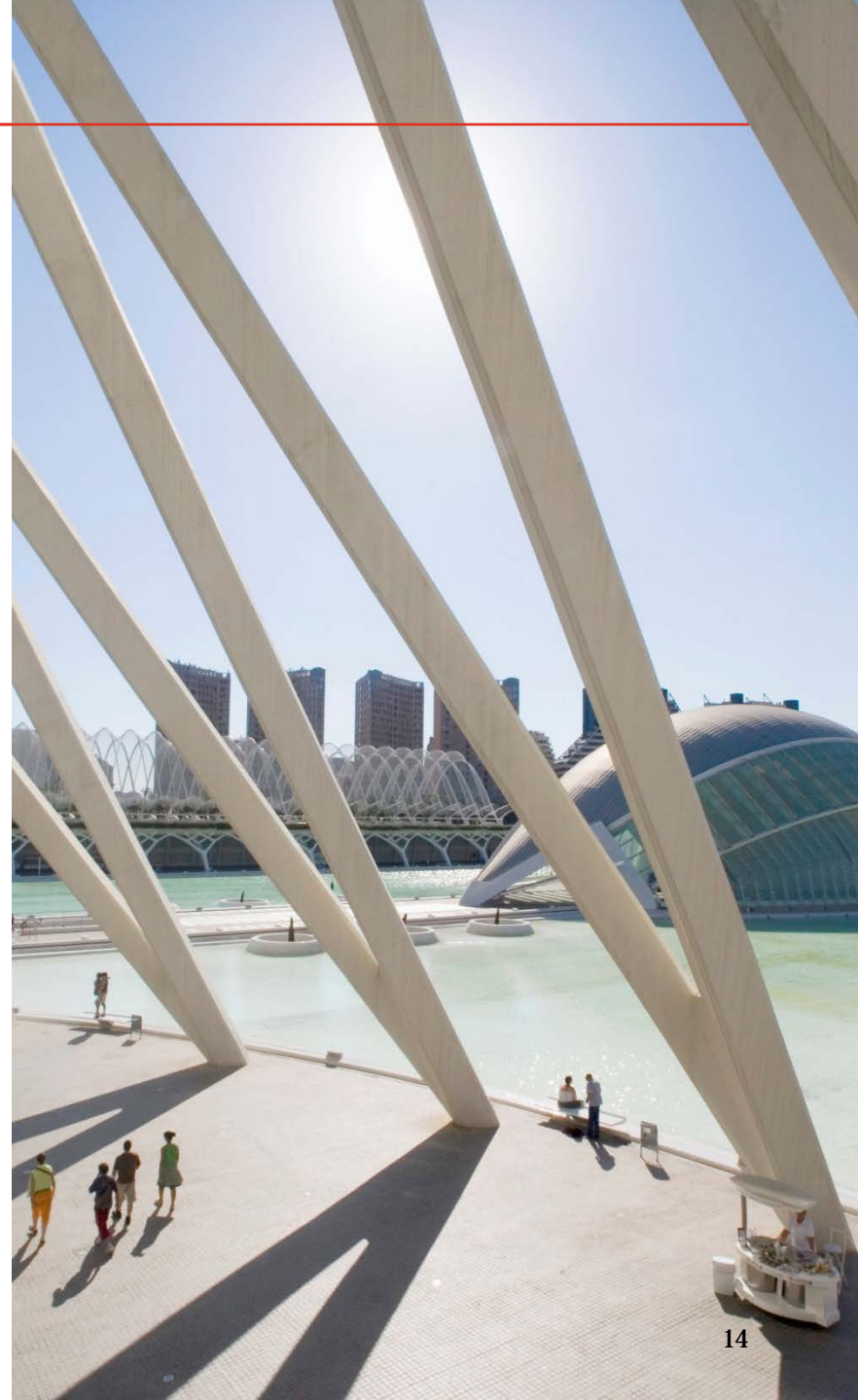
IPOs by market

	Q4 2013		Q4 2012		Q3 2013	
	IPOs	Offering value (€m)	IPOs	Offering value (€m)	IPOs	Offering value (€m)
Stock exchange						
TOTAL						
London Stock Exchange	41	8,585	26	3,929	25	1,704
NYSE Euronext	11	2,026	2	17	3	43
Warsaw	13	1,017	21	653	10	15
Borsa Italiana	9	890	-	-	3	58
SIX Swiss Exchange	1	745	1	120	-	-
NASDAQ OMX	13	505	8	46	4	-
Oslo Børs & Oslo Axxess	5	479	1	230	2	409
Irish Stock Exchange	2	415	-	-	1	310
Borsa Istanbul	6	47	4	61	1	2
Deutsche Börse	2	30	7	2,080	2	500
Luxembourg	2	-	3	462	-	-
BME (Spanish Exchange)	-	-	1	1	1	2
Total	105	14,739	74	7,599	52	3,043
EU-REGULATED						
London Main	16	7,431	13	3,554	5	1,140
NYSE Euronext (Euronext)	9	2,013	1	14	2	43
Warsaw (Main)	7	1,015	5	632	2	10
Borsa Italiana (Main)	2	811	-	-	-	-
SIX Swiss Exchange	1	745	1	120	-	-
NASDAQ OMX (Main)	5	499	4	38	1	-
Oslo Børs	4	475	1	230	2	409
Irish Stock Exchange (Main)	1	365	-	-	1	310
Deutsche Börse (Prime and General Standard)	2	30	4	2,080	2	500
Luxembourg	1	-	-	-	-	-
EU-regulated sub-total	48	13,384	29	6,668	15	2,412
EXCHANGE-REGULATED						
London AIM and SFM	25	1,154	13	375	20	564
Borsa Italiana (AIM)	7	79	-	-	3	58
Irish Stock Exchange (ESM)	1	50	-	-	-	-
Borsa Istanbul	6	47	4	61	1	2
NYSE Euronext (Alternext)	2	13	1	3	1	-
NASDAQ OMX (First North)	8	6	4	8	3	-
Warsaw (NewConnect) (2)	6	2	16	21	8	5
Oslo Axxess	1	4	-	-	-	-
Luxembourg (EuroMTF)	1	-	3	462	-	-
BME (Spanish Exchange) (MAB)	-	-	1	1	1	2
Deutsche Börse (Entry Standard)	-	-	3	-	-	-
Exchange-regulated sub-total	57	1,355	45	931	37	631
Europe total	105	14,739	74	7,599	52	3,043

About IPO Watch Europe

IPO Watch Europe surveys all new primary market equity IPOs on Europe's principal stock markets and market segments (including exchanges in Austria, Belgium, Denmark, France, Germany, Greece, the Netherlands, Ireland, Italy, Luxembourg, Norway, Poland, Portugal, Spain, Sweden, Switzerland, Turkey and the UK) on a quarterly basis. Movements between markets on the same exchange and greenshoe offerings are excluded.

This survey was conducted between 1 October and 31 December 2013 and captures new market IPOs based on their transaction date. All market data is sourced from the stock markets themselves and has not been independently verified by PricewaterhouseCoopers LLP.



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