

# **NEX** Exchange

**REACH INVESTORS  
RAISE CAPITAL**

**DAVID BATTLE, MANAGING DIRECTOR**

**MAX RAYNOR, INTERNATIONAL SALES**

## OUR BUSINESS



- A 'Recognised UK Stock Exchange'
  - NEX Exchange Main Market
  - NEX Exchange Growth Market
  - NEX Exchange Trading
- Debt and Equity Products

## LIVE SECONDARY MARKETS

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<b>Total Number of Market Issuers</b>	<b>87</b>
<b>Growth Market Capitalisation</b>	<b>c£ 3bn</b>
<b>Value of Growth Market Trades in January</b>	<b>£ 5m</b>

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<b>Secondary Market Registered Issuers</b>	<b>504</b>
<b>Average Number of Monthly Trades</b>	<b>c35,000</b>
<b>Value of Secondary Trades in January</b>	<b>£ 178m</b>

## STRATEGIC BACKING FROM NEX GROUP PLC



**NEX GROUP PLC**

- Previously **ICAP Group Plc**
- Forward thinking, technology-based services company committed to empowering the global financial markets
- **1,850** Employees
- Offices in **17** countries
- Headquartered in **London**
- Market Cap **c£2bn**

## NEX EXCHANGE PROPOSITION

- Welcome Good Companies and Investors from South East Asia
- Public Market access to smaller companies
- Equivalent Regulatory Standing as London Stock Exchange and AIM
- Support customers raise their profiles with Market Place and Investors

**“We want to help your companies grow”**

## THE OTHER LONDON STOCK EXCHANGE

**THERE ARE BIG TAX ADVANTAGES TO INVESTING IN UK GROWTH COMPANIES**

“The UK government has been a leader in recognising the role that small and medium-sized enterprises (SMEs) play in a vibrant economy and offers generous tax incentives to investors on the NEX Exchange Growth Market. These are not “oldy” tax incentives schemes but are designed to encourage investment and approved by HM Treasury. For example, there is a Capital Gains Tax (CGT) payable on gains made from investing in our Growth Companies, provided the stock is held for at least three years. This suits individuals that are interested in investing in NEX Exchange growth companies because we are a well-designed tax-efficiently support long-term investors and are not a market for short-term speculators. There is 100 per cent relief from the Stamp Duty (SDLT) for the majority of stock on our market (there are certain exceptions such as property holding companies so check before you invest). This can be a highly important factor for owners of family businesses who may

have previously avoided taking the step towards public markets for fear of exposing future generations to significant tax liabilities. As tax charges start to be held in the residential property market, Real Estate Investment Trusts (REITs) are one of the most tax efficient structures for retail investors to gain exposure to property without any real estate costs. They also benefit from the strong corporate governance and secondary market liquidity available to companies such as Walls & Futures (see below). From an individual investor perspective, they cannot choose to hold their investment in NEX Exchange companies as part of their ISA (Individual Savings Account) and the investment gains also hold a share of their Self-Invested Pension Plan. Finally, companies raising money may be able to offer investors the huge benefit of the Enterprise Investment Scheme (EIS) or SEIS. This depends on a company's circumstances but it is not just passively being quoted on a public market.

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## NEX EXCHANGE CASE STUDY WALLS & FUTURES REIT

**WHAT DOES YOUR COMPANY DO?**  
Walls & Futures REIT is a Real Estate Investment Trust committed to delivering long-term economic and capital growth by investing in residential property across the UK. We acquire, develop and manage property with a particular focus on London and the South East for the private rental sector and country-wide for the social housing sector. Our long-term target is an annual return of 7.5 per cent with an estimated annual 3.4 per cent distribution yield.

as a REIT, it's also the most cost-effective exchange for us in terms of joining and ongoing charges related to maintaining our listing. Finally, it's a great way to raise capital for our company across the UK. We acquire, develop and manage property with a particular focus on London and the South East for the private rental sector and country-wide for the social housing sector. Our long-term target is an annual return of 7.5 per cent with an estimated annual 3.4 per cent distribution yield.

**WHERE DO YOU HOPETHAT THE BUSINESS WILL BE IN THREE YEARS' TIME?**  
Investing directly in residential property has become more expensive, especially with recent changes to SDLT and tax relief. Our focus is on investor-led REITs and Futures as the hassle-free alternative to buy-to-let, gaining exposure to a diverse portfolio with minimal capital. As a REIT, we are very tax-efficient as we are exempt from Capital Gains and Corporation Tax on property investments and are required to pay out at least 90 per cent of property income as dividends. Our similarity to high-quality homes and communities where people want to live, while following sustainable income for our shareholders.

**NEX Exchange assists SME growth companies to achieve their financial goals.**  
For more information, visit: [www.nexexchange.com/IDBT/ACT/US](http://www.nexexchange.com/IDBT/ACT/US) or Ring 020 728 75 2974.  
**DISCLAIMER:** This article for information only and does not constitute a recommendation to invest. Investments in a company should only be made after careful consideration and, if appropriate, consultation with an independent financial adviser.

## THE BEST OF BRITISH CYBER SECURITY RESEARCH FOR THE BATTLES AHEAD

**VIEW FROM**

**Tom Ilube**  
Chief Executive of Crossword Cybersecurity

Crossword is working with leading British institutions including the universities of Warwick, Coventry, Bristol, Surrey, South Wales and City, University of London. These relationships have already resulted in the launch of several innovative products, including Rizikon. The impact of the incoming GDPR regulations will heighten the need for cyber risk assessment and Rizikon enables all UK firms to assess their readiness.

**CYBER** security is the biggest challenge facing the digital world today, and the global market for solutions is set to grow from an estimated £50bn in 2015 to £116bn in 2020. Crossword Cybersecurity is a technology commercialisation firm focused exclusively on the sector which is positioned to take advantage of this booming market. Crossword works with UK universities to identify promising cyber security IP that meet real world challenges, and our expert consulting team, consisting of ex-military and national security experts, engages with clients to solve their problems. Our chairman, Sir Richard Dearlove, is a former head of MI6, and I was formerly at Goldman Sachs and Egg Bank's chief information officer. Founded in 2014,

Sophisticated Denial of Service (DDoS) attacks are causing havoc and a new variant, the “application DDoS”, is a particular challenge to defend against. Crossword's new product Nlixer, an AI/machine learning based solution, does precisely that. In November 2016, Crossword successfully completed an equity placing and subscription on the NEX Exchange Growth Market, raising £1.4m and setting the firm up for rapid growth. I wanted Crossword to be listed to be able to raise capital as required, to show our major clients and partners that we are a professionally run, transparent growing company and to enable our investors to trade their shares. NEX Exchange has delivered on all of these promises.

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For more information, visit: [WWW.NEXEXCHANGE.COM](http://WWW.NEXEXCHANGE.COM)

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## THE OTHER LONDON STOCK EXCHANGE

**HERE'S A FREE, NO OBLIGATION OFFER FOR AIM QUOTED COMPANIES**

“NEX Exchange automatically accepts AIM quoted companies of good standing on a “fast track” basis. It's a simple process that requires Exchange because they will have a great experience with us, at a much lower cost, and that nothing else has changed. After the first year's annual fees for a company on NEX Exchange Growth Market are £5,000. Companies are required to retain the services of a NEX Exchange Corporate Adviser who will charge an additional fee for their services but these will usually be significantly less than those charged by nominated advisers. If you are the chief executive or chief financial officer of an AIM quoted company, consider the value add and compare the costs - what have you got to lose? We believe that AIM quoted companies, especially those with thoughtful management who are conscious about their costs, will look at this offer and think “what do we have to lose?” Having a quote on both markets doesn't introduce any additional regulatory or reporting burdens and investors will still be able to trade our shares in exactly the same way.

We hope that after a year of being on both markets, companies will make a choice about whether to stay on two exchanges, or switch one of them off. We clearly hope that they will choose to remain with NEX Exchange because they will have a great experience with us, at a much lower cost, and that nothing else has changed. After the first year's annual fees for a company on NEX Exchange Growth Market are £5,000. Companies are required to retain the services of a NEX Exchange Corporate Adviser who will charge an additional fee for their services but these will usually be significantly less than those charged by nominated advisers. If you are the chief executive or chief financial officer of an AIM quoted company, consider the value add and compare the costs - what have you got to lose? We believe that AIM quoted companies, especially those with thoughtful management who are conscious about their costs, will look at this offer and think “what do we have to lose?” Having a quote on both markets doesn't introduce any additional regulatory or reporting burdens and investors will still be able to trade our shares in exactly the same way.



## KAROO IS ON THE FRONTLINE OF AN ENERGY REVOLUTION

**VIEW FROM**

**Noel Lyons**  
Chief Executive of Karoo Energy

reflect the further potential of this company. The management is very excited at the potential of a significant resource find in Botswana for several reasons. Botswana is widely regarded as the safest and most stable jurisdiction to do business in the energy resource. There is no ongoing energy crisis in both Botswana and in the whole region and it is a rich source of energy. A significant energy resource could be used to provide a reliable source of electricity for Botswana and its neighbours, not to mention the other uses for such an energy resource. The prospect of a significant economic, commercial and social benefit to the whole region and to the world's energy at the forefront of this energy revolution.



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Find a company

Formation Group PLC admission to NEX Growth Market

Find out more



Search for Companies & Tickers, quotes, news, documents or enter the name of the company you are looking for above.

ADVANCED SEARCH

NEX Exchange latest trades

NEX Exchange Growth Market  NEX Exchange Main Board  NEX Trading  SSK Members

Latest Daily Weekly Monthly

Instrument	Price	Volume	Value	Date & Time	Previous closing price
Rare Earth Minerals PLC (Growth Market)	0.546	116,957	63,859.52	23/02/2017   15:45	0.565
Rare Earth Minerals PLC (Growth Market)	0.546	100,000	54,600	23/02/2017   15:30	0.565
Good Energy Group PLC (Growth Market)	246	400	98,400	23/02/2017   14:53	250
Chapel Down Group PLC (Growth Market)	88	1,136	99,960	23/02/2017   14:49	87
Rare Earth Minerals PLC (Growth Market)	0.541	7,392	3,999.07	23/02/2017   14:44	0.565

All data delayed by up to 5 minutes

Announcements

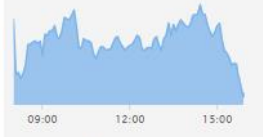
NEX Exchange Growth Market  NEX Exchange Main Board  NEX Trading  SSK Members

- DJ Rare Earth Minerals PLC Macarthur Minerals Update  
23 February | 2017 15:23 [More](#)
- DJ United Cacao Limited SEZC Result of Resolution  
23 February | 2017 11:29 [More](#)
- DJ MILOC Group Limited Change of Corporate Adviser  
23 February | 2017 09:39 [More](#)
- DJ NIQ Minerals PLC Issue of Equity  
22 February | 2017 13:26 [More](#)
- DJ Ashley House PLC Posting of Interim Report  
22 February | 2017 12:03 [More](#)

**Bats** | Real time pricing

Bats 100 Bats 250 Bats 350  
Bats ALT 100

UK 12,331.32   
 -38.99



Risers Fallers Indices

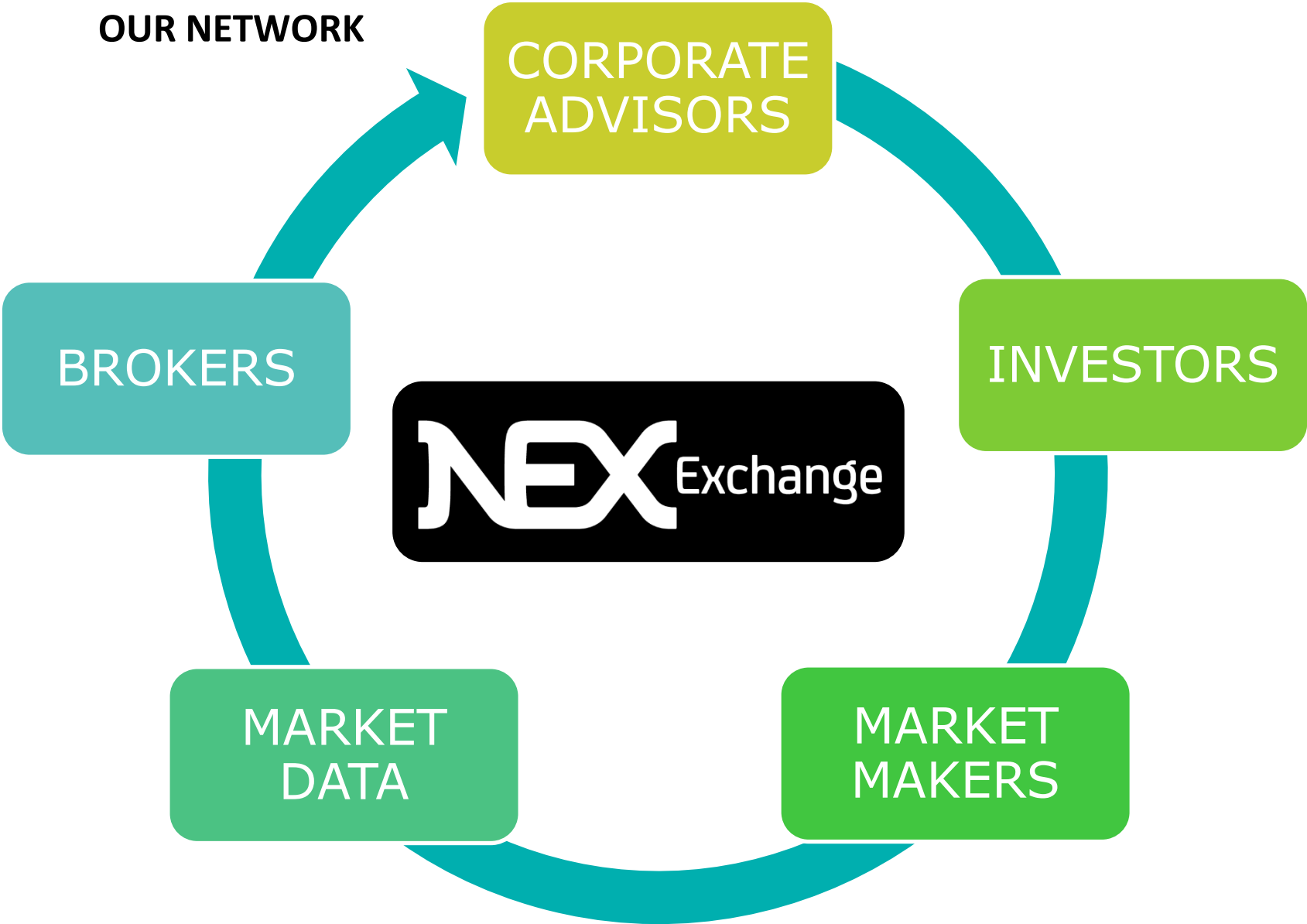
Name	Price	%
Pearson	644.00	1.74
RSA Insurance Group	613.00	5.96
Carnival	4,375.00	2.12
Randgold Resources Ltd.	7,597.50	2.25
Mondi	1,905.00	3.70

Market Status

23/02/2017; - 15:54:10

All Systems Normal

**OUR NETWORK**





## CORPORATE ADVISORS



- All Growth Market Issuers must appoint a NEX Corporate Advisor
- 25 Registered Corporate Advisors
- Assist with Admission Documentation
- Ongoing public market navigation

## BROKERS



- 46 NEX Exchange Broker members
- NEX Broker Members ensure that investors have their orders executed whether it be:
  - Electronically
  - Voice broker
  - Advisory broker

## MARKET MAKERS



- At least 1 Market Maker at all times
  
- Ensures investors always have the option to buy and sell
  
- NEX Market Makers include:
  - Winterflood Securities
  - Peel Hunt
  - Shore Capital
  - Guy Butler (Bonds)
  - Canaccord (Bonds)

## MARKET DATA



- Gain Global Visibility
- Data Providers include:
  - Bloomberg
  - Thomson Reuters
  - Proquote
  - Fidessa

## INVESTORS



- Access to broad investor community:
  - Retail
  - Institutional investors
  - Discretionary Fund Managers
  
- Capital Raised from £0.5m - £80m

## INTERNATIONAL ISSUER EXAMPLES



**Arsenal FC**

Location:

UK

Market Cap:

£1bn



**Inqo Investments Limited**

Location:

South Africa

Market Cap:

£10.4m



**DagangHalal plc**

Location:

Malaysia

Market Cap:

£15.5m



**Asia Wealth Group**

Location:

Thailand

Market Cap:

£ 6.9m



**Equatorial Mining & Exploration**

Location:

Nigeria

Market Cap:

£15.5m

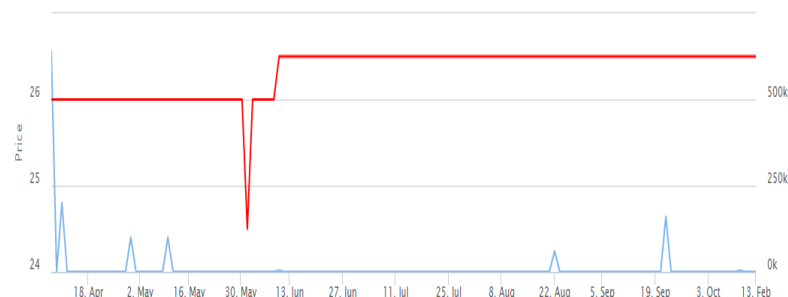
# DagangHalal



DagangHalal plc’s overall objective is to promote Halal trade. The Company helps to facilitate and simplify Halal business transactions anywhere and anytime. DagangHalal operates DagangHalal.com, the world’s first global e-marketplace to provide Halal verification.

*"NEX marketing and regulations team are very responsive in comparison with AIM, which is very important to a first time IPO company"* - **Ali Sabri Sani Abdullah , CEO**

<b>Symbol</b>	<b>CDGP</b>
Admission Date	April 2016
Market Cap.	£15.5
Sector	Software

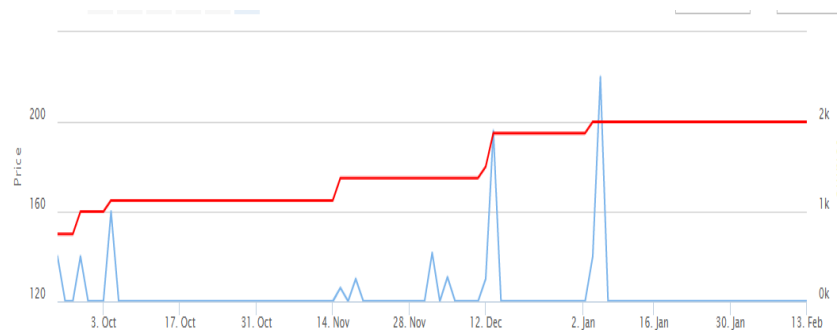


# Health Perm



- > The Company is a healthcare recruitment business, which has been established to address the significant shortfalls in healthcare professionals in the UK and the UAE. The objective is to become a trusted provider of permanent experienced nurses and other healthcare professionals initially from the Philippines into the UK and the UAE.

<b>Symbol</b>	<b>CDGP</b>
Admission Date	September 2016
Market Cap.	£17.3
Sector	Healthcare





## WHY CHOOSE NEX EXCHANGE?

Access to Capital

Cost Effective

Liquidity

Live Valuation

Control

# ELIGIBILITY

## **For Trading companies:**

- > Minimum 12 months trading history
- > Last 3 years audited accounts if trading for 3 years +
- > At least 1 non – exec director
- > Minimum 12 months working capital.
- > Minimum 10% free float of shares.

## HOW TO JOIN

- Meet NEX Exchange Team
- Meet and appoint a NEX Exchange Corporate Advisor
- Produce Admission document
- Once approved, a public notice will be published to notify of Admission to NEX Growth Market
- Upon the day of your IPO, we welcome you to celebrate with us and our Bull on this prestigious day for you and your company.



The screenshot displays the NEX Exchange website. At the top left is the NEX Exchange logo. A search bar at the top right contains the text "Find a company". Below the logo is a navigation menu with links: "For Companies", "Join NEX Exchange", "FAQs", "For Investors", "Members & Partners", "News and Events", "Resources", "About us", and "Contact Us".

The main banner features a headline: "Walls & Futures becomes the first REIT to be admitted to NEX". Below this is a "Find out more" button and a "WALLS & FUTURES" logo. To the right of the banner is a search box with the text "Search for Companies & Tickers, quotes, news, documents or enter the name of the company you are looking for above." and an "ADVANCED SEARCH" button.

The central section is titled "NEX Exchange latest trades" and includes filters for "NEX Exchange Growth Market", "NEX Exchange Main Board", "NEX Trading", and "SSX Members". It has tabs for "Latest", "Daily", "Weekly", and "Monthly". A table lists the latest trades:

Instrument	Price	Volume	Value	Date & Time	Previous closing price
Rare Earth Minerals Plc (growth Market)	0.537	87,920	47,213.04	17/02/2017   10:52	0.54
Chapel Down Group Plc (growth Market)	76.75	2,000	153,500	17/02/2017   10:39	75.5
Rare Earth Minerals Plc (growth Market)	0.537	128,518	69,014.17	17/02/2017   10:31	0.54
Rare Earth Minerals Plc (growth Market)	0.548	89,607	49,104.64	17/02/2017   10:17	0.54
Gunsynd Plc (growth Market)	0.041	637,305	26,129.51	17/02/2017   10:04	0.0475

Below the table is an "Announcements" section with the same filters as above.

On the right side, there is a "Bats | Real time pricing" section. It includes tabs for "Bats 100", "Bats 250", "Bats 350", and "Bats ALT 100". A line chart shows the price movement for the "UK" index, with a current price of 12,311.98. Below the chart are tabs for "Risers", "Fallers", and "Indices". A table lists the top risers:

Name	Price	%
AstraZeneca	4,623.00	2.19
Compass Group	1,474.00	1.69

**David Battle - MD of Markets**

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**Max Raynor - International Sales**

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