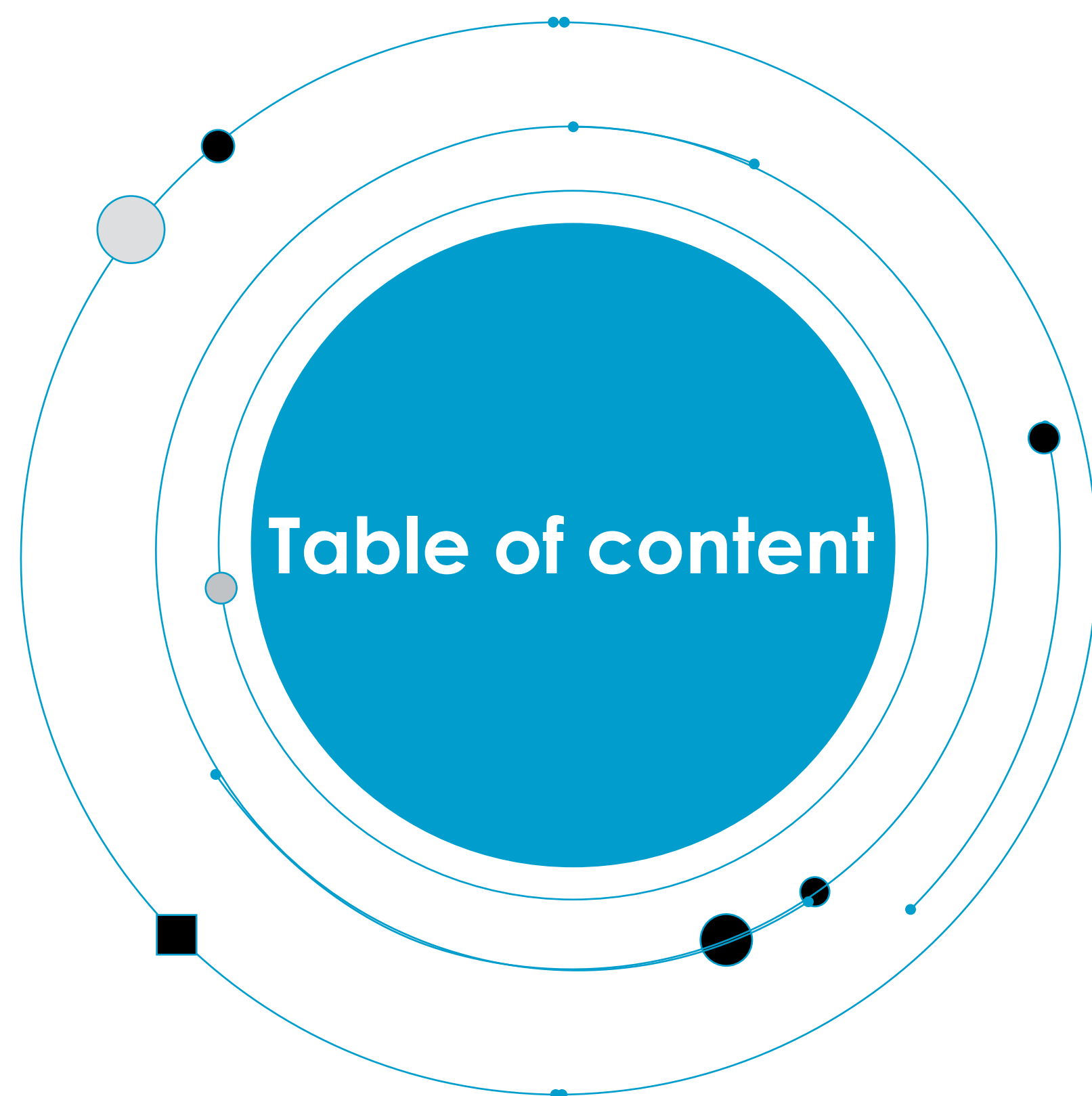




Connecting companies
with capital.



London
Stock Exchange Group



1 ELITE: what we do

2 What we can do together: ELITE Company

3 One Platform – Endless Opportunities

4 Access global capital to fuel your growth

5 What's next



What we do



London
Stock Exchange Group

The challenge.

We are committed to transforming our companies' visions into **clear plans, actions and results**.

We give entrepreneurs access to suitable finance that will enable them to invest, grow and become the big job providers of tomorrow. **This is where ELITE is playing a key role.**

Empower leadership and
management skills



Facilitate access to
global capital



Provide growth
opportunities



Connect with an outstanding
Network and provide
Role Models



The ELITE solution.

Our mission is to create an ecosystem that empower entrepreneurs and connect them globally.

ELITE provides companies with access to the capital, skills and network needed to strengthen scalable, sustainable and economically impactful enterprises.



ELITE global network.

8 Campuses, in 8 cities across 8 countries



Cleveland

London Milan

RESULTS SINCE 2012

1400 fast-growing ELITE companies

570M jobs and **€97bn** generated by ELITE entrepreneurs

45 countries

36 sectors

Morocco



West Africa



Brazil



USA



Saudi Arabia



Levant

Our headquarters.

Milan – London – Cleveland

Italian companies can submit their interest to join ELITE and follow the selection process. The Italian programme is delivered in Milan at Borsa Italiana Headquarter.

UK and International companies can submit their interest to join ELITE and follow the selection process. The UK and International programme is delivered in London at London Stock Exchange Headquarter.

American companies can submit their interest to join ELITE and follow the selection process. The programme is delivered in Cleveland, Ohio.



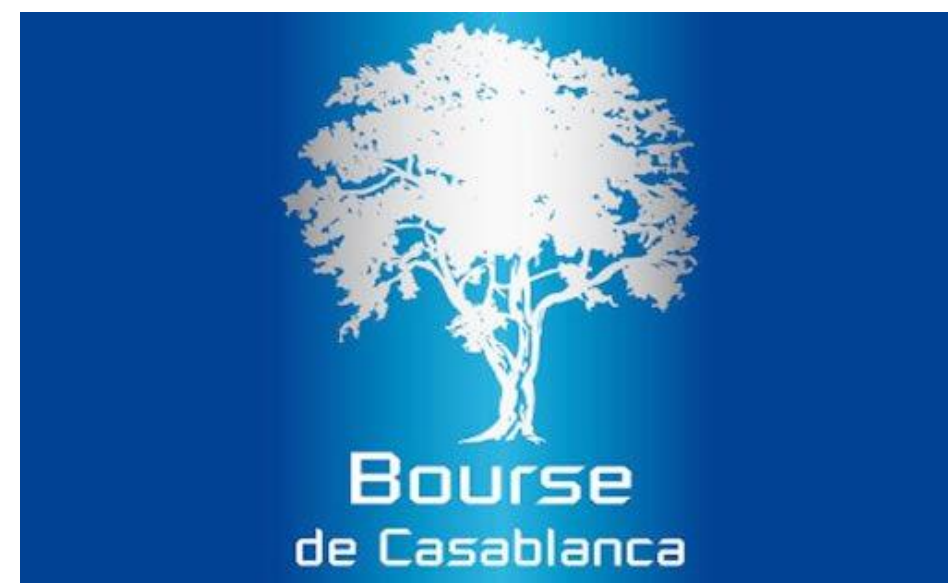
Glocal Partners.

6 Campuses, in 5 cities across 5 countries

Driven by the goal to create the largest network of entrepreneurs and innovators, we are joining forces with the most iconic partners in the world who share with us the same mission and vision.

Companies located in the represented regions can submit their interest to join ELITE through our Glocal Partners where the programme is delivered in:

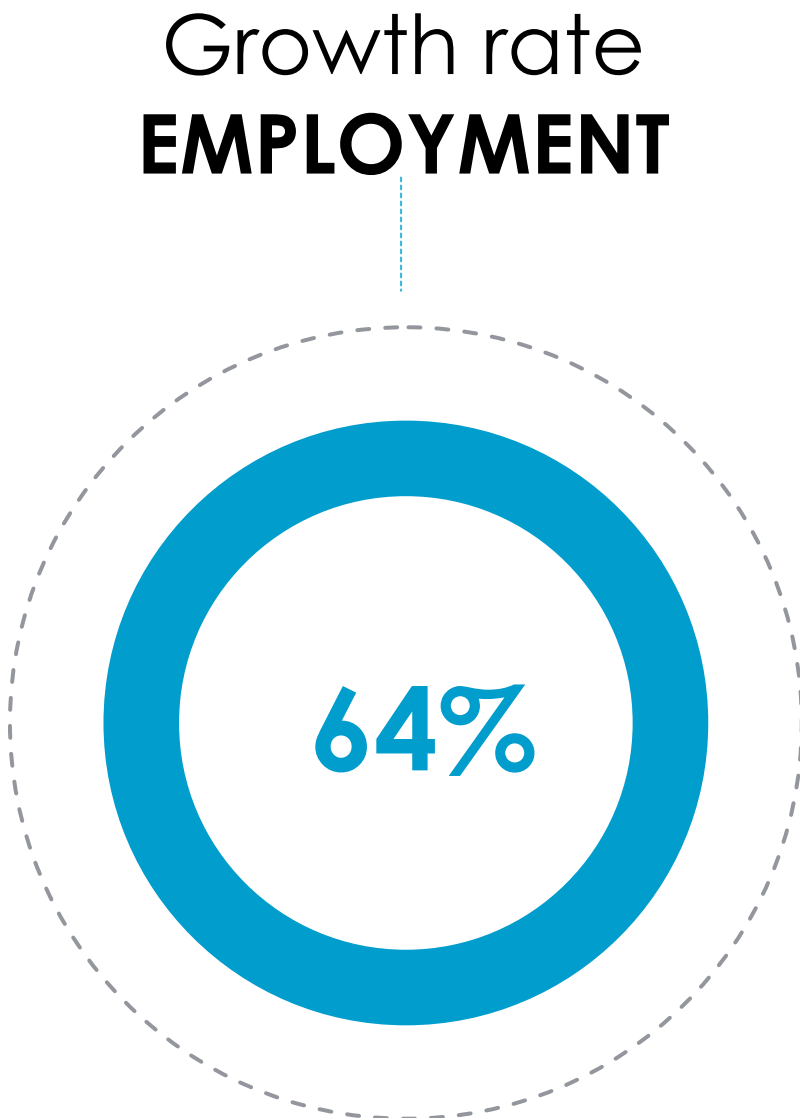
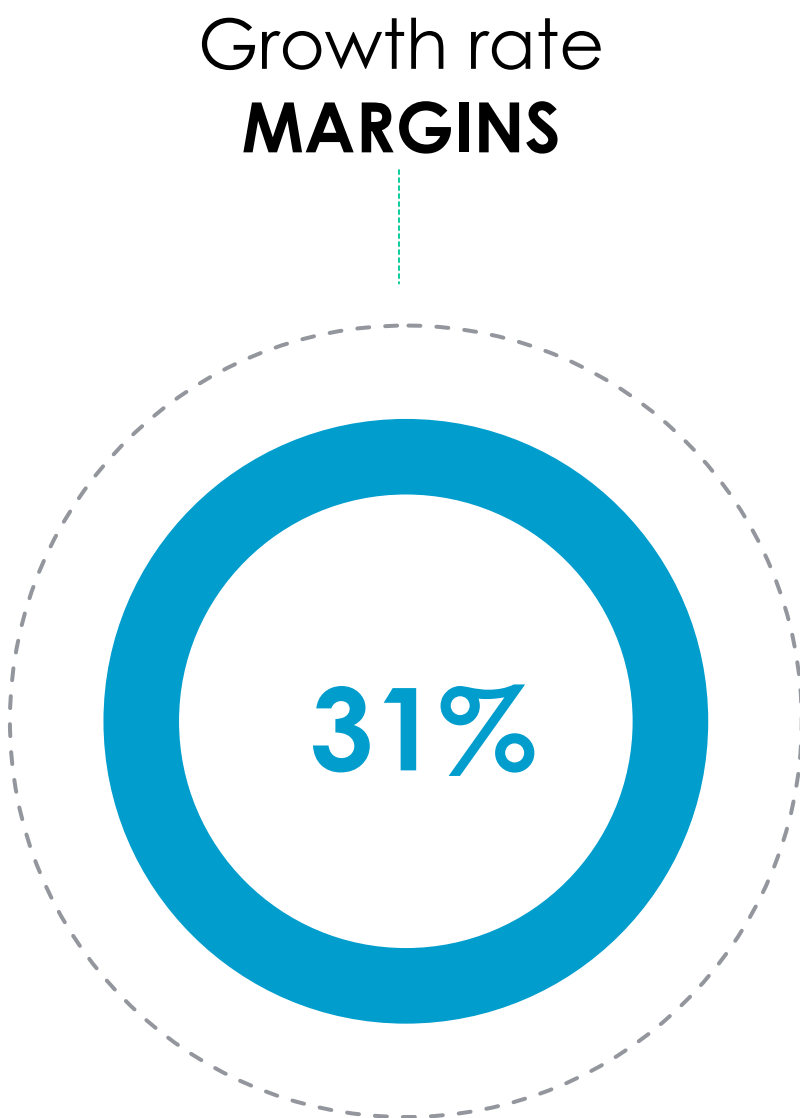
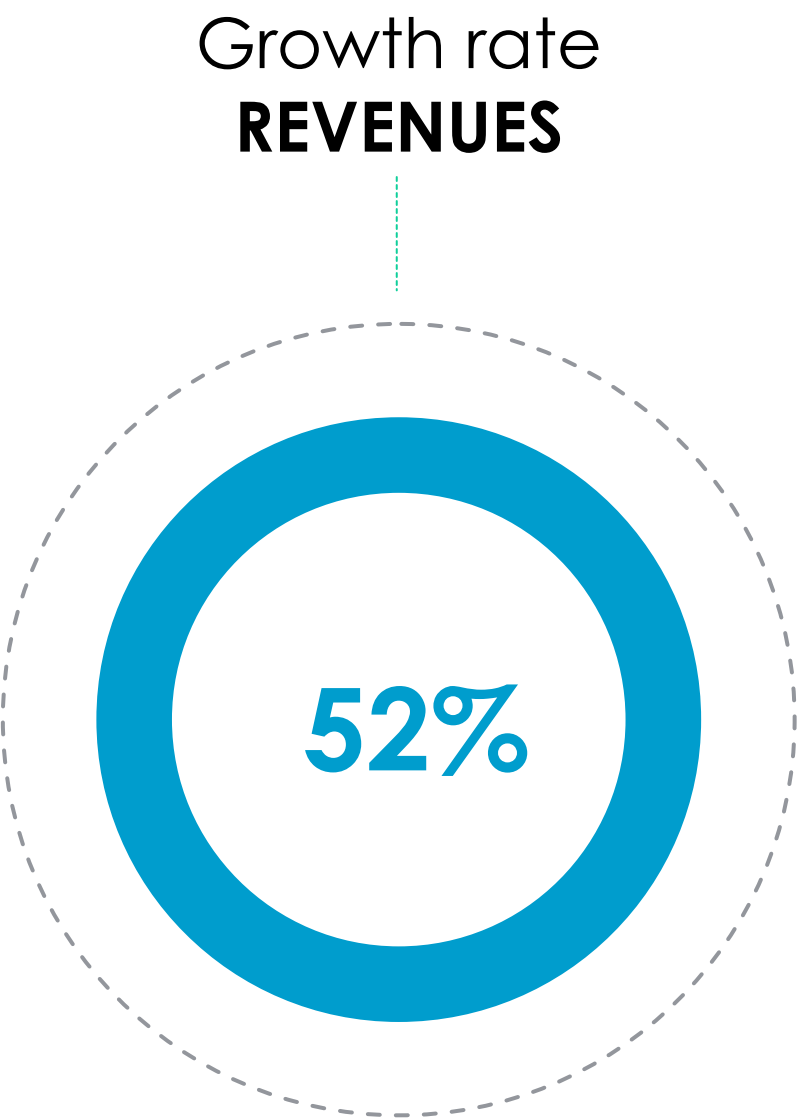
- **Morocco** at **Casablanca Stock Exchange** headquarter in Casablanca
- **West Africa BRVM** at Casablanca Stock Exchange headquarter in Casablanca
- **Brazil** at **IDMC** headquarter in Belo Horizonte
- **USA** at **ELITE Americas - JobsOhio** headquarter in Cleveland
- **Saudi Arabia** at **Monshaat** headquarter in Riad
- **Levant region** (Kuwait, Lebanon, Oman) at **Alyafi Group** headquarter in Beirut



ELITE Impact | Sustainable long-term growth.

We have monitored our companies' financial performance since they joined the ELITE ecosystem.

Results show that **the longer** the **ELITE Companies** have been operating within our community, **the higher their growth** rates in relevant fields.



* All these results are given as an outcome of internal analysis pertaining companies that have been part of ELITE for at least 6 years.

ELITE Companies: Growth and gender parity.

% of female Managers and Director in the ELITE Companies.

Over 30%
has 23%

20-30%
has 19%



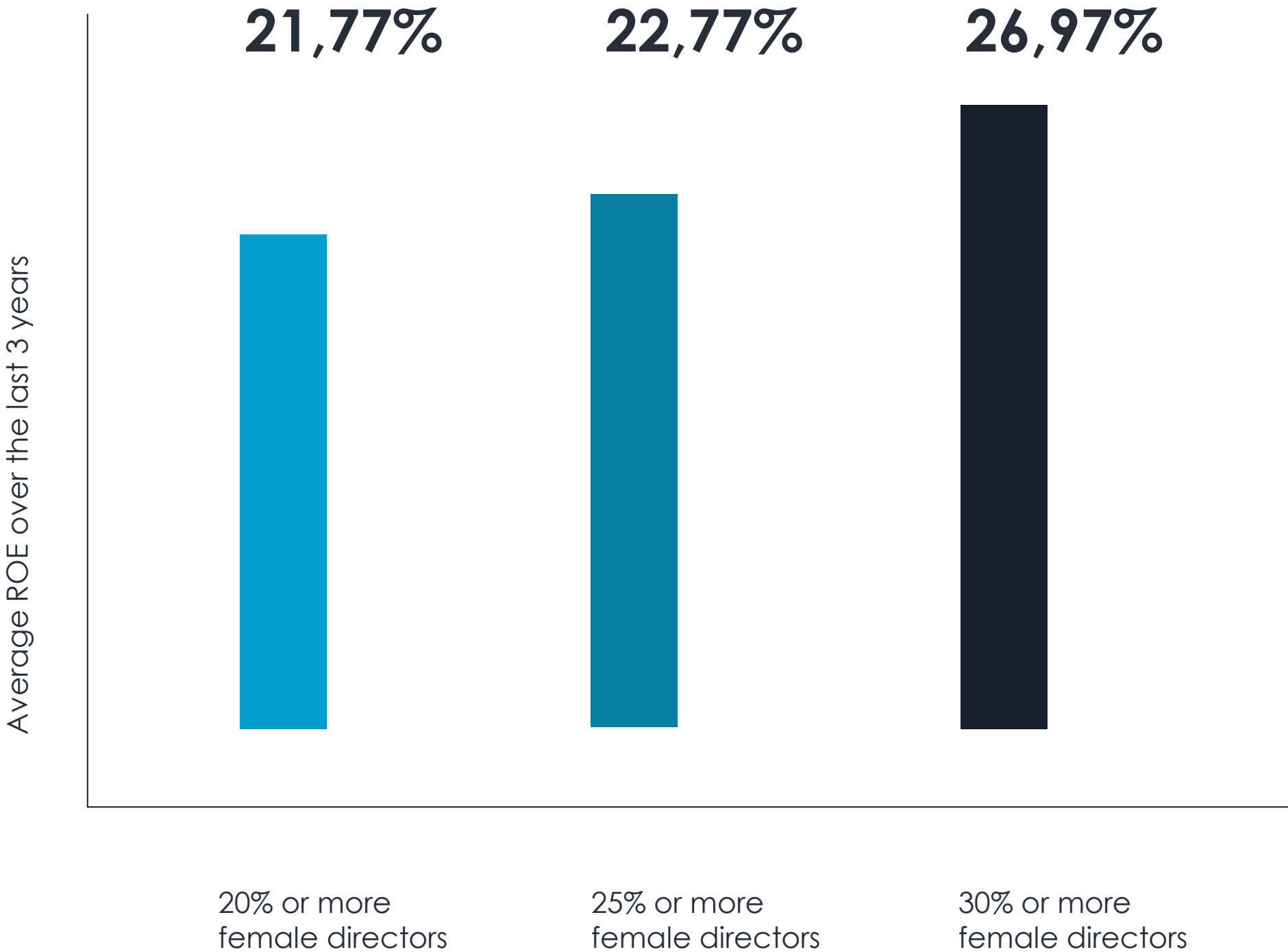
Less than 10%
has 40%

10-20%
has 17%

This indicator will also become increasingly important from the investor's point of view as ESG compliance and alternative criteria become crucial elements in investment decisions.

In ELITE we pride ourselves on our network's consistent economic achievements. As shown below, ELITE companies where more than 30% of managers and directors are female maintain a higher annual average Return on Equity.

Gender balance and impact on ROE
% of female Managers and Directors.



Annual Return on Equity of ELITE companies with more than 20, 25 and 30 per cent female managers and directors (average over the last three years).
Source: ELITE data

ELITE Companies Access Capital



HIGHLIGHTS

1130 Corporate transactions involving **400** ELITE companies

28% ELITE companies completed a corporate transaction*

€14,8bn transaction value by ELITE companies

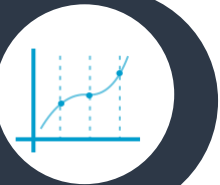


M&A, Equity investments and Joint Ventures.

889 M&A and JV deals involving **333** ELITE companies

250 PE/VC transactions involving **143** ELITE companies

Capital Markets (Equity and Debt).



94 ELITE companies issued bonds raising **€1,4bn**

31 ELITE companies listed on a public market, raising **€1,9bn**

*Corporate transaction include M&A, JV, PE and VC deals, IPO

** Disclosed figures based on PE/VC deals (Zephyr and Beauhurs data), IPOs and Bond Issues (LSEG data)
Data period course 1 January 2012 – 1 January 2020

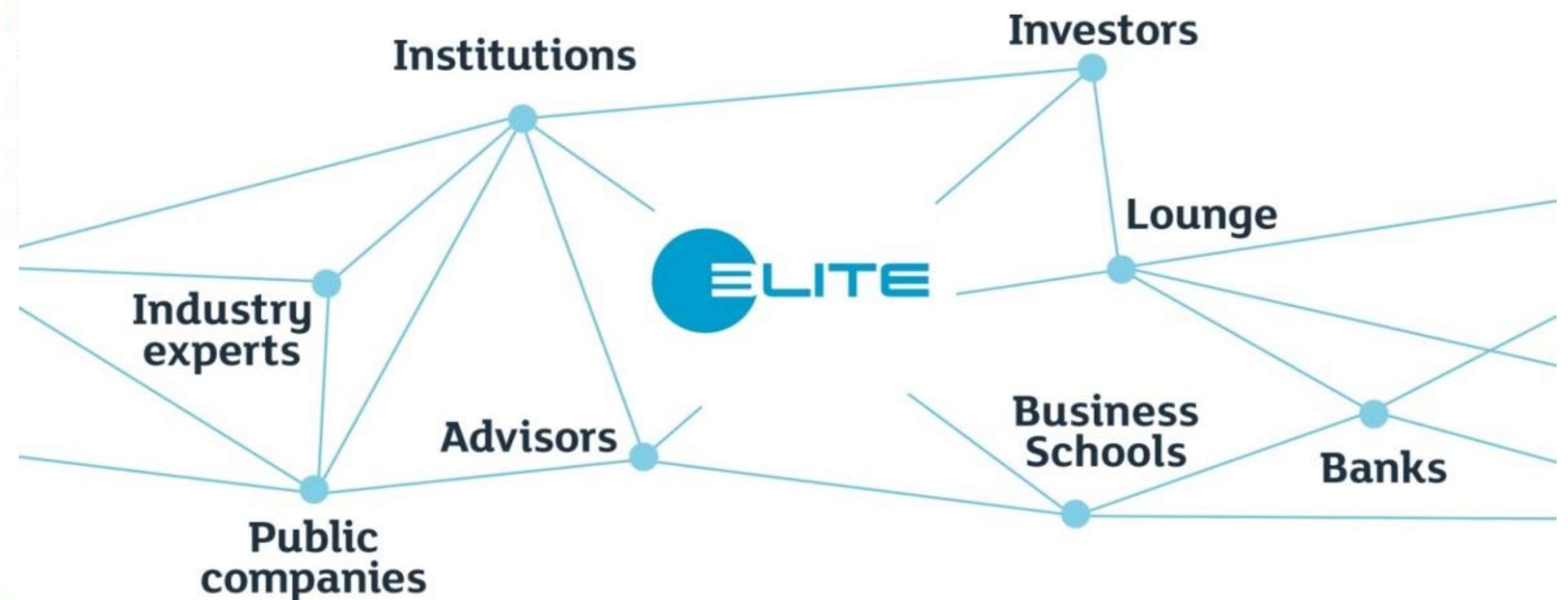
So what do 1400 entrepreneurs; 571k jobs; €97 billion revenue have in common?

The art of doing business.

Entrepreneurs create value every day through innovation and economic growth.
They contribute to job creation and social impact around the world.
They inspire future leaders by transforming dreams into clear plans, actions and results.

A world of support.

ELITE companies **access a unique multi-stakeholder platform, part of the London Stock Exchange Group, sitting at the heart of global finance.** A vibrant community that facilitates long-term structured engagement with Partners and financial stakeholders.



200

**ACTIVE PARTNERS
AND ELITE LOUNGES**



**What we can do together:
Become an ELITE Company**

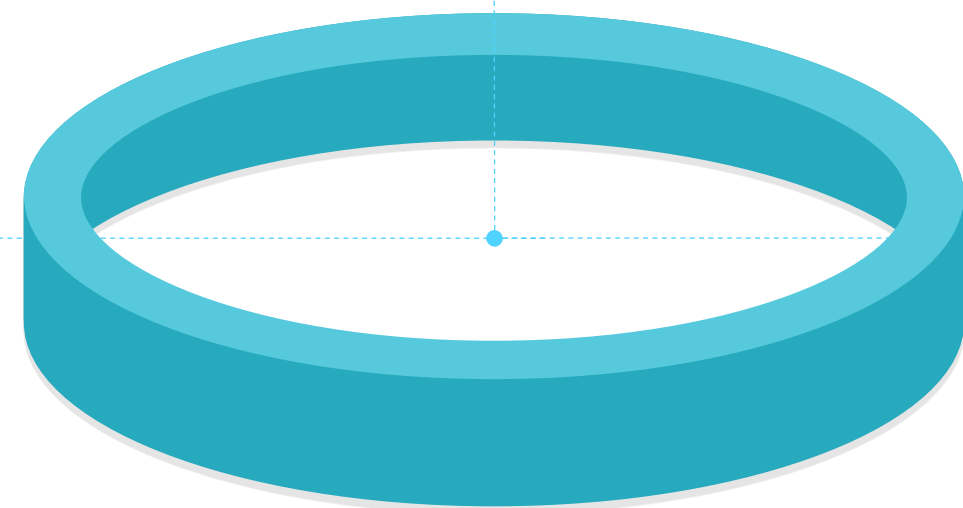


London
Stock Exchange Group

Our Solution

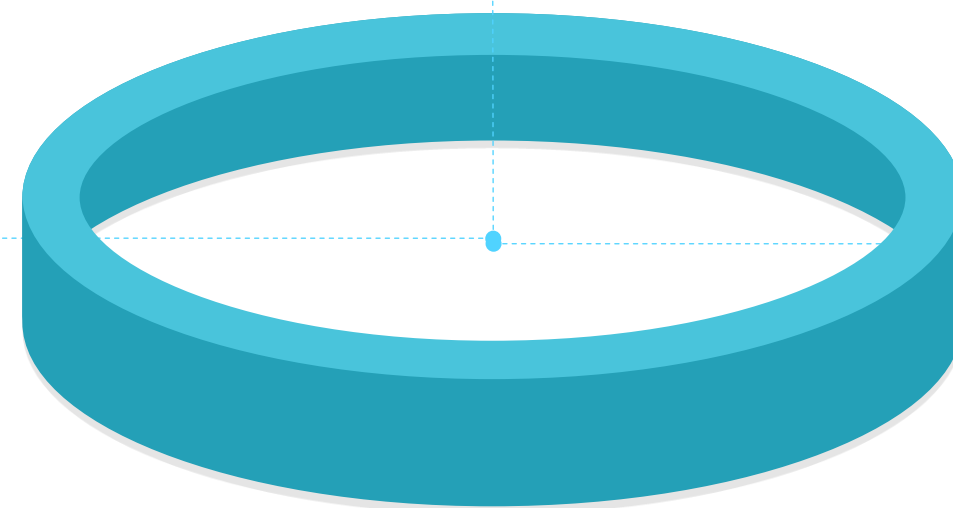
Connecting companies with capital

Whatever your growth ambitions: to scale up from local to global, from private to public, from millions to billions and become a market leader we can help you achieve **your mission**.



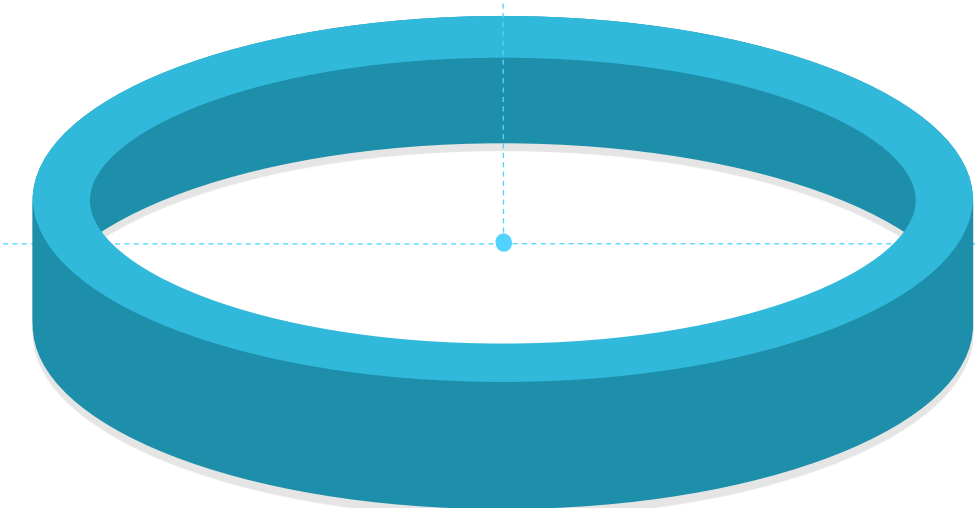
Discover your potential

Explore your strategic options and get real time feedback through our digital toolkit.



Scale up your business

Founders and top managers can access training and tailored workshops with top business schools, experts and peers.



Capital for growth

Companies can raise equity, convertibles, and debt through our private placement platform.

Membership criteria

We are solution oriented.



Who is it for?

Ambitious private companies from any sector looking to scale up their business and explore funding options.

Participation is at the C-suite level with the potential to include other relevant members of senior management in specific workshops.



Access requirements

Participating companies typically have £5m+ revenues and/or have raised significant investment and have good historic growth and future potential.



Qualitative criteria

High quality and ambitious company

Commitment to participate in the programme and motivated to implement valuable changes

Credible company management



How much does it cost?

Companies join ELITE on an annual membership, signing up for a minimum of 2 years.

The first year of membership costs £20,000, with each subsequent year costing £10,000.

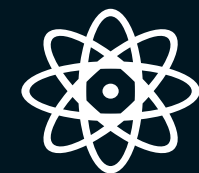
Life as an ELITE Company

What are the first 24 month as an ELITE company like?



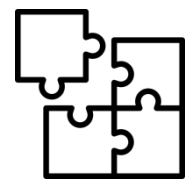
ELITE Digital Platform

You are on the list for our most ambitious digital project yet.



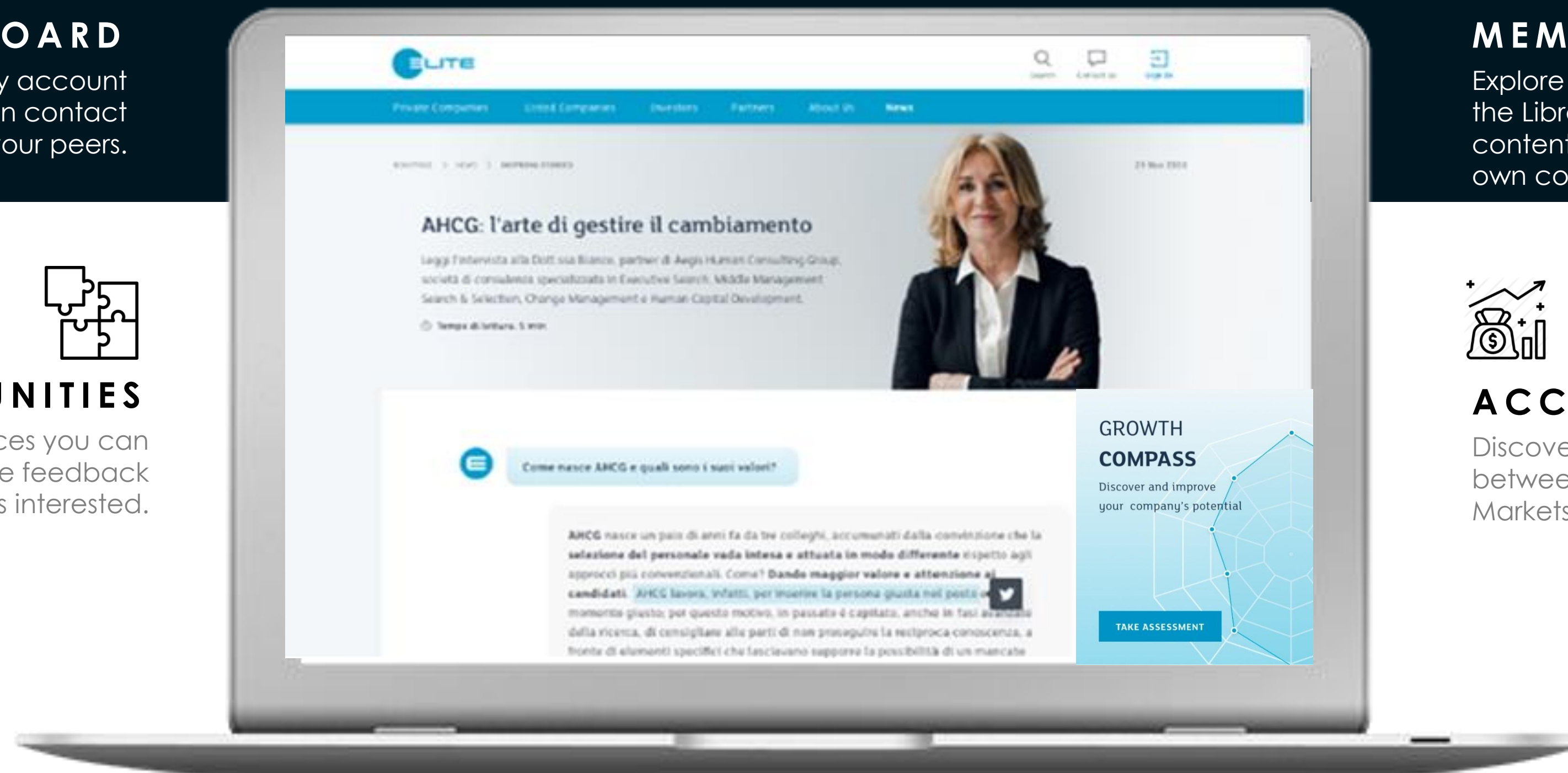
USER FRIENDLY DASHBOARD

Easy access to open a Company account
Sign in, create your profile and get in contact
with your peers.



MATCH TO NEW OPPORTUNITIES

Raise your visibility sharing products or services you can
offer to the ELITE Community and receive feedback
from companies and partners interested.



MEMBERS AREA RESOURCES

Explore the Events and Training calendar,
the Library section full of regular curated
content and reports. You can also post your
own content.



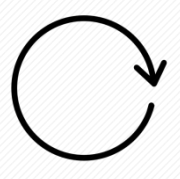
ACCESS FUNDING

Discover how we are bridging the gap
between private companies and Capital
Markets through multiple funding options.

Access
digital assets

ELITE Growth Compass

ELITE Growth Compass is an exclusive and interactive digital tool that enables you to gain strategic insights about company's capability to deliver growth plans based on **10 strategic dimensions**.



REGULAR ASSESSMENT

with your relationship manager to perform an in-depth assessment of the company's growth stage over time.



BENCHMARK

with international best practices



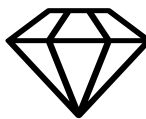
RESOURCES

leveraging the results of the Growth Compass and assessment of the effectiveness of actions taken in the previous session.



PRIORITIZATION

of critical dimensions and a clear short-term plan of actions





STRATEGY & FINANCE SERIES

How this benefits **you.**

Complete an immersive three-part series and enhance your strategy. During this three-part series, you follow a structured framework for developing your strategy and link this with the financial and fundraising goals of the business.

Over the three sessions, you will:

Part One: Create a structured framework for developing your strategy and identify your vision, mission and core challenges

Part Two: Link your vision, mission and core challenges to financial models and identify organic and inorganic initiatives to achieve your strategy

Part Three: Learn how best to articulate your strategy and develop an effective company presentation that can be used for fundraising and beyond.



GROWTH LABS

How this benefits **you.**

Through interactive one-day Growth Labs, you have the opportunity to deep-dive into the dimensions covered during the Growth Compass.

Workshops typically consist of a blend of plenary sessions, small group workshops, clinics, panel discussions and 'inspiring stories'. Each workshop is delivered by a range of **advisors, investors, business school professors and relevant stakeholders**. All discussions are under Chatham House rules, creating a comfortable environment for **peer-to-peer learning and sharing**.

You can attend six Growth Labs during each year of membership, and we welcome up to 3 attendees from each business.

Gain skillset
& expertise

A world-class programme to meet your growth plans.

As ELITE member you have access to a calendar of dedicated Series and workshop which address the 10 dimensions found to be most critical for growth.



Are you getting the most out of your ELITE journey?

ELITE STATUS



87% of our **ELITE Companies** say they make better decisions as a result of attending the **Strategy Series and the Growth Labs**.

From pitch presentation, to strategic plan and practical documentation, feedback is critical to all aspects of your business.

Raise market
recognition

Your inspiring story. Our seal of quality.

Every great community have a 'seal of quality'.

We are all connected — bonded by community.

The Accreditation is for the ELITE network and reflects those **connections**.

We are part of this vibrant ecosystem and together we are **powerful**.

The ELITE Accreditation can be used on a variety of communications, including websites, presentations and marketing materials.



ONE PLATFORM. ENDLESS OPPORTUNITIES.

Quotes from the members.



Global perspective

“The very much international flavour, conveyed the global project well and big picture impact”



Inspiring Speakers

“Inspirational speeches, top content, high profile thought leadership”

Network

“ELITE network potential has been unleashed. It’s cool, difficult to create that emotion and vibe of coolness. It felt like we are all part of something special”



Business potential

“Our objective for Quarter Four is to achieve revenue by 50% and profitability by 30%. The 1to1 meetings session is key to reach the goal. So many opportunities in one room”

Exclusive events.

We celebrate our members who have been recognized for their contributions, outstanding leadership and global impact.

Access regular invitation only events including ELITE Evenings, regional and sector specific events.

Access to ELITE Day, our global conference for ELITE members

Benefit from business matching opportunities through the China and US International roadshow.

Get exposure and share your growth story with an audience of professional investors during our ELITE Investor Forum.





**Make your next move a smart one:
Access global capital to fuel your growth.**



London
Stock Exchange Group

How does it work?

Data shows that CEOs are consistently reporting that one of their top 3 priorities is how access **global capital**.

ELITE Partner

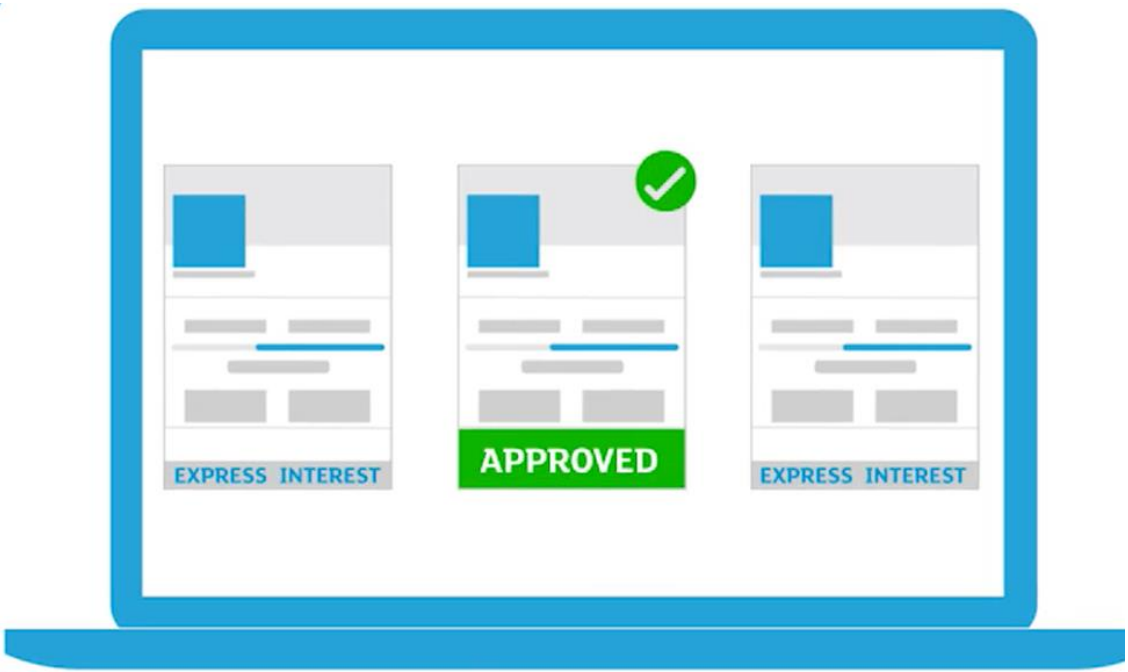


ELITE Companies



ELITE private placement platform

Investors network



Choose among **multiple funding options**

Streamlined deal set up

Standardised processes and documentation

Success-fee based model for companies

Connecting you with global capital.

We are bridging the gap towards the Capital Markets in an integrated environment.
ELITE Capital Services taps into LSEG global network and financial market capabilities.

SINGLE TRANSACTIONS

A “One-Stop-Shop” customer experience with the possibility to raise capital in different forms: equity, bond, CLO, warrant, convertible .



BASKET BOND ®

A systemic solution to further support the growth of ELITE companies.



Pre-IPO support

A path to the IPO that combines the advantages of the traditional SPAC and the digital fundraising model: SPAC in Cloud ®.



Export Basket Bond I | Raised €122 Mln

10 ELITE COMPANIES

4.000+
EMPLOYEES

7
REGIONS

€1bn
AGGREGATE
REVENUE

10
SECTORS



Bonds issuance



Notes



Amount raised: €122 Mln
Closing Date: 12th December 2017
Credit Enhancement: €18,3Mln
(15% of issued amount)

CORNERSTONE INVESTOR
European Investment Bank

Other Lead Investor
Cassa Depositi e Prestiti



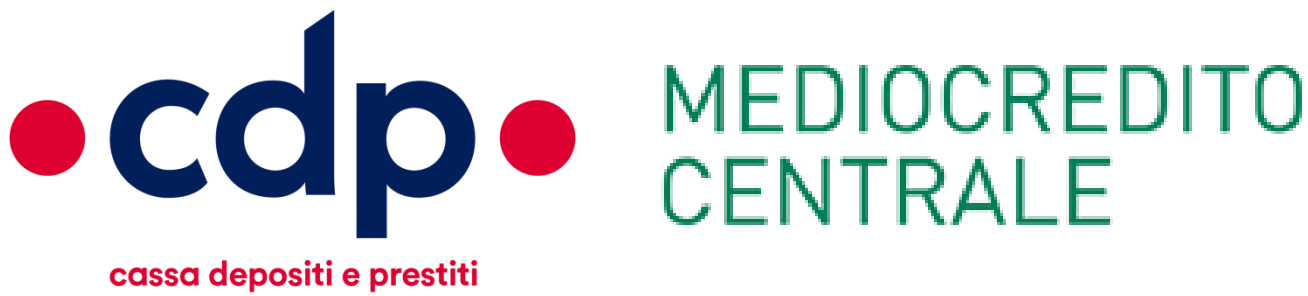
Other Professional Investor

Export Basket Bond | Raised €50M out of €500M

10 ELITE COMPANIES



LEAD INVESTORS



GUARANTOR



LEAD COORDINATOR



ARRANGER





3.500+
EMPLOYEES



7
REGIONS



€700m
AGGREGATE
REVENUE



7
SECTORS

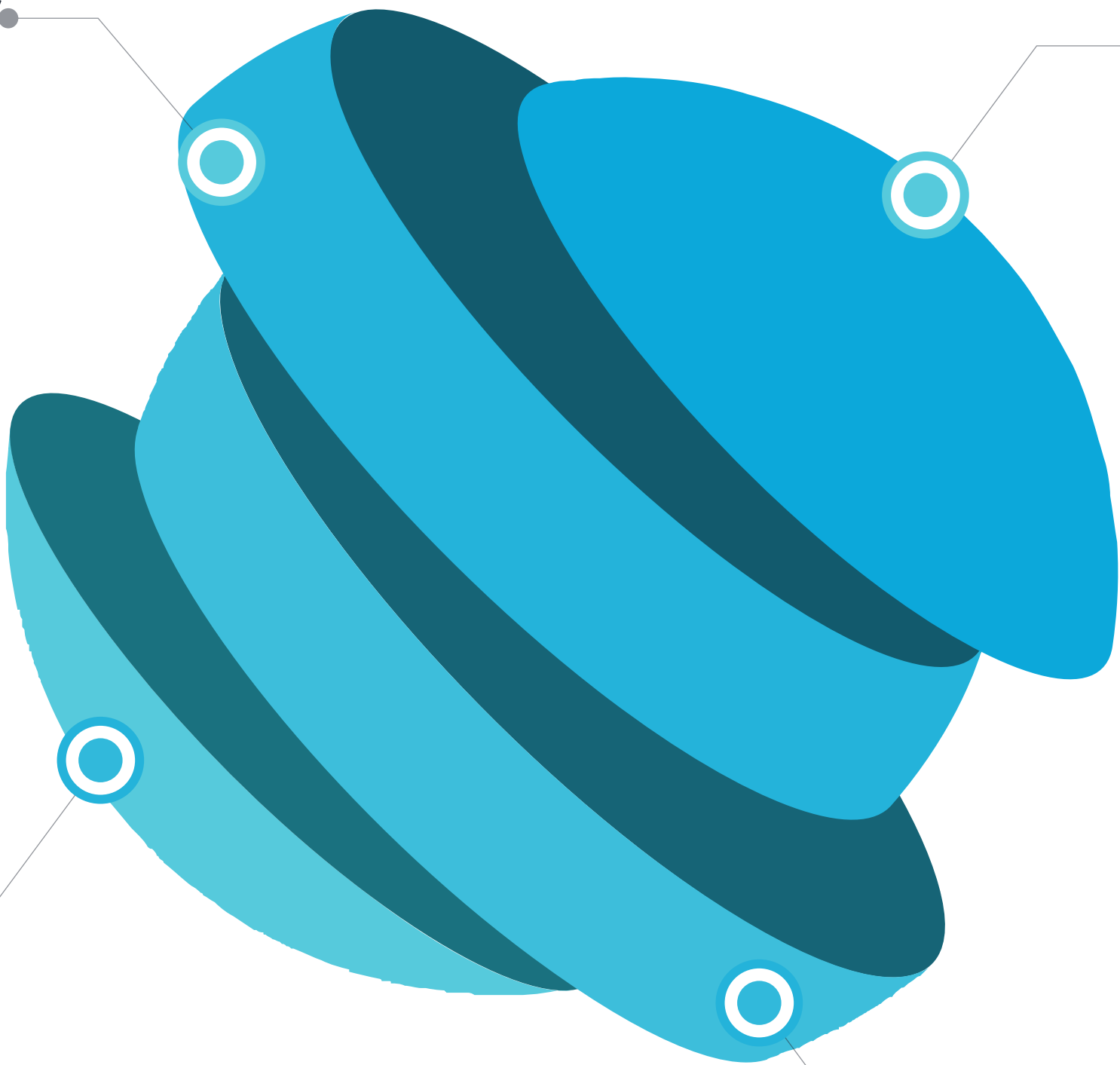
SPAC in Cloud Digital Value | Raised €22,5M

Global Coordinator
Nominated Advisor



CORPORATE FAMILY OFFICE
SIM

FOLLOW ON
INVESTORS



SPONSOR



Electa VENTURES
Deal Designing

CORNERSTONE INVESTOR



IPOCLUB
AZIMUT

COMPANY

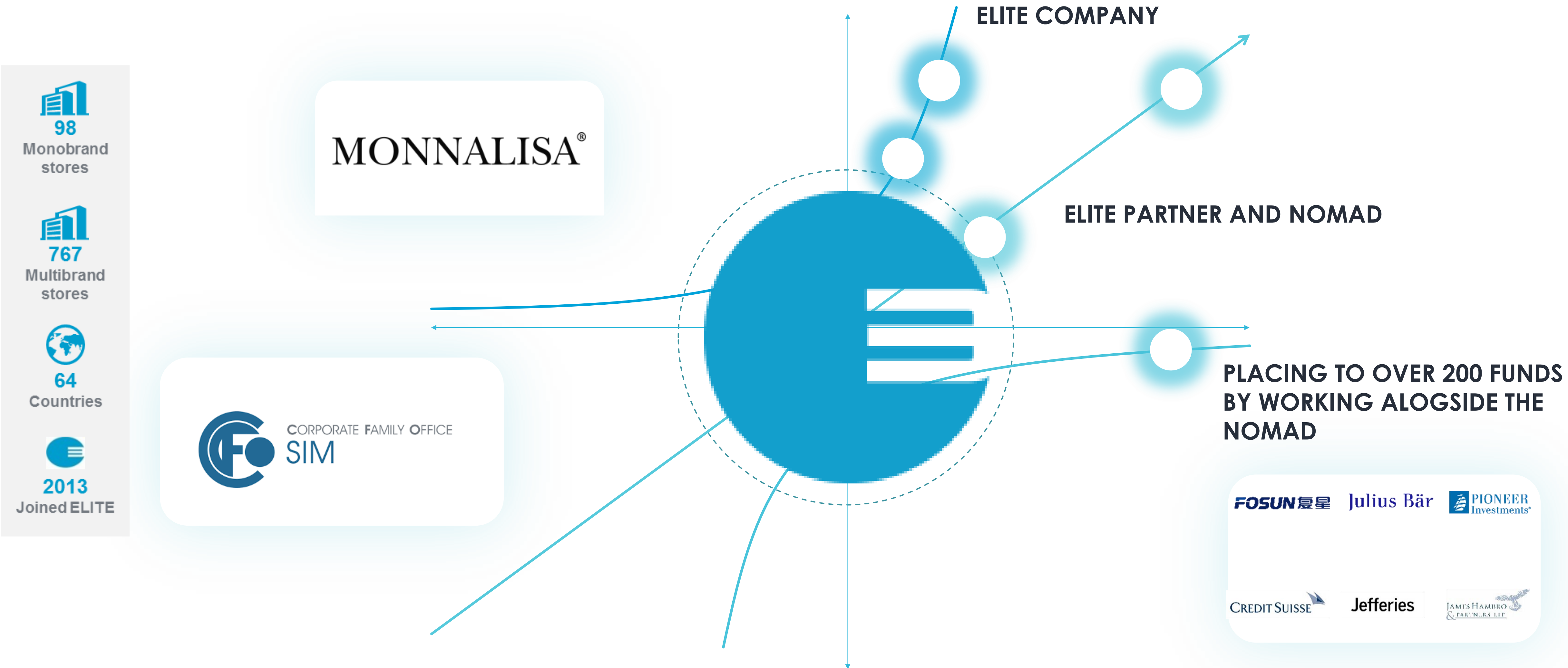


IN PARTNERSHIP CON



Electa VENTURES
Deal Designing

IPO Monnalisa | Raised €20M



eToro Single Transaction | Raised \$100M



9m
Users



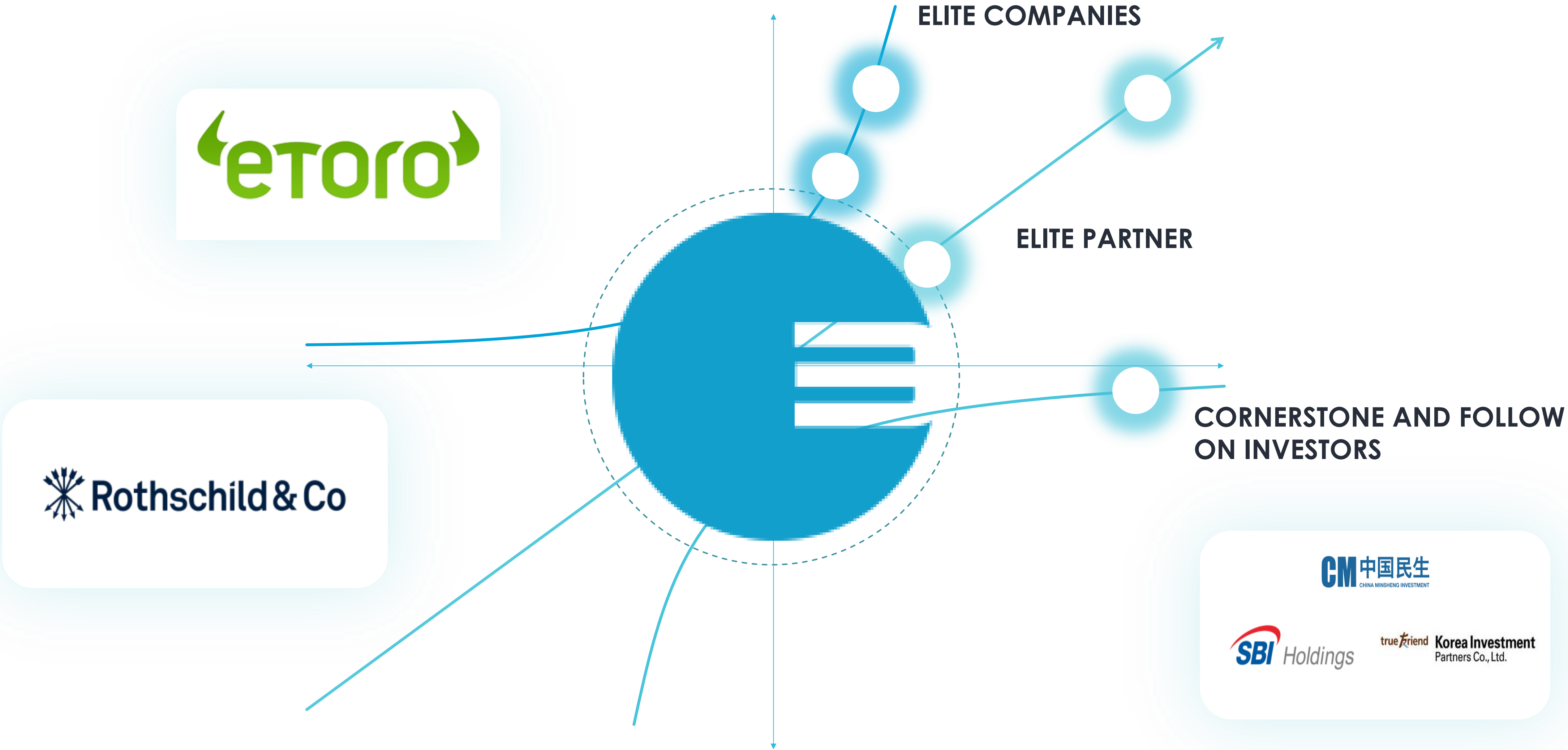
140
Countries



\$161m
Total Capital
Raised



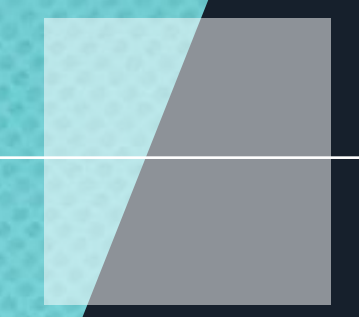
2015
Joined
ELITE



WALKING WITH YOU.

Whether your company needs to cultivate client relationships, share thought leadership and expertise, build your brand, or go global – our network will connect you to the influential global executives who will fuel your growth.

ARE YOU **ELITE** READY?





We are ELITE. Are you?

Their locations may be different, as may their missions, the products and services they provide, but each member part of ELITE is:
ambitious, innovative and fast-growing.

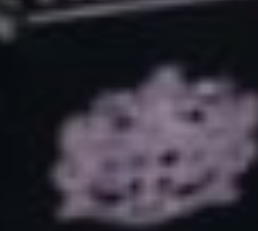


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Stock Exchange Group

**Be part of the fastest growing
community for ambitious companies.**



FTSE100



London Stock Exchange authorized

ELITE



Company	Price	Change
Apple	150.00	+2.00
Microsoft	120.00	+1.00
Amazon	180.00	+3.00
Google	200.00	+4.00
Facebook	160.00	+2.50
Twitter	40.00	+1.50
LinkedIn	50.00	+2.00
Slack	30.00	+1.00
Zoom	20.00	+0.50
Dropbox	10.00	+0.20
Spotify	15.00	+0.80
Netflix	25.00	+1.20
Disney	12.00	+0.30
Walt Disney	11.00	+0.40
Warner Bros	9.00	+0.10
Paramount	8.00	+0.20
Universal	7.00	+0.10
20th Century	6.00	+0.10
Warner Bros	5.00	+0.10
Paramount	4.00	+0.10
Universal	3.00	+0.10
20th Century	2.00	+0.10
Warner Bros	1.00	+0.10
Paramount	0.50	+0.05
Universal	0.20	+0.02
20th Century	0.10	+0.01



08:04:30

ELITE + 2543.00

WEDNESDAY 20 APRIL 2016

Got questions? We've got answers.

Contact us to start something great together.

Milan

Piazza degli Affari, 6

elitenetwork@lseg.com

London

10 Paternoster Square

www.elite-network.com



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@ELITE



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