



ELITE Monitor.

**The network in numbers
H1 2020**



London
Stock Exchange Group

Areas of focus.

1. **ELITE: an integrated private market**

Umerah Akram – Head of Business Development

2. **A global network**

Impact since 2012

3. **Growth in H1**

- UK Campus
- US Campus
- Investors: the source of capital
- ELITE Partnership
- Transactions in H1
- Support for Female Founders

4. **Special projects**

- #ELITEtogether
- ELITE Inspiring Stories



ELITE Monitor.



Umerah Akram
Head of Business Development
ELITE - London Stock Exchange Group

Unsurprisingly, ELITE faced many challenges in the first half of 2020. Like most, we had to transition our team to working remotely and adjust to the new normal. At the same time, we found ourselves to be a critical link for many of our companies facing fundamental business challenges arising from the COVID-19 pandemic.

We quickly mobilised our efforts and created a dedicated #ELITETogether campaign where companies could access immediate insights and support needed on different challenges including legal obligations, managing supply chain disruptions, accessing government support and many more. As urgent matters subsided, the need for creating a 'resilient strategy' became relevant for all. With the support of our partners, we updated our programme content and created a practical resilience tool for the benefit of our members.

We continue to engage in a fully digital way and are seeing the benefits of the peer network even more so. We've launched ELITE Live, a digital networking event for our global community, with the first one hosted with Kelly Flanagan, CFO of the Jacksonville Jaguars & Fulham Football Club sharing her inspiring story. Through the challenging times, the role of ELITE is even more critical in supporting ambitious private companies especially when it comes to understanding and addressing their financial needs. We continue to work at an individual company level as well as the institutional and stakeholder level to bring capital where it is needed most for long term economic growth.

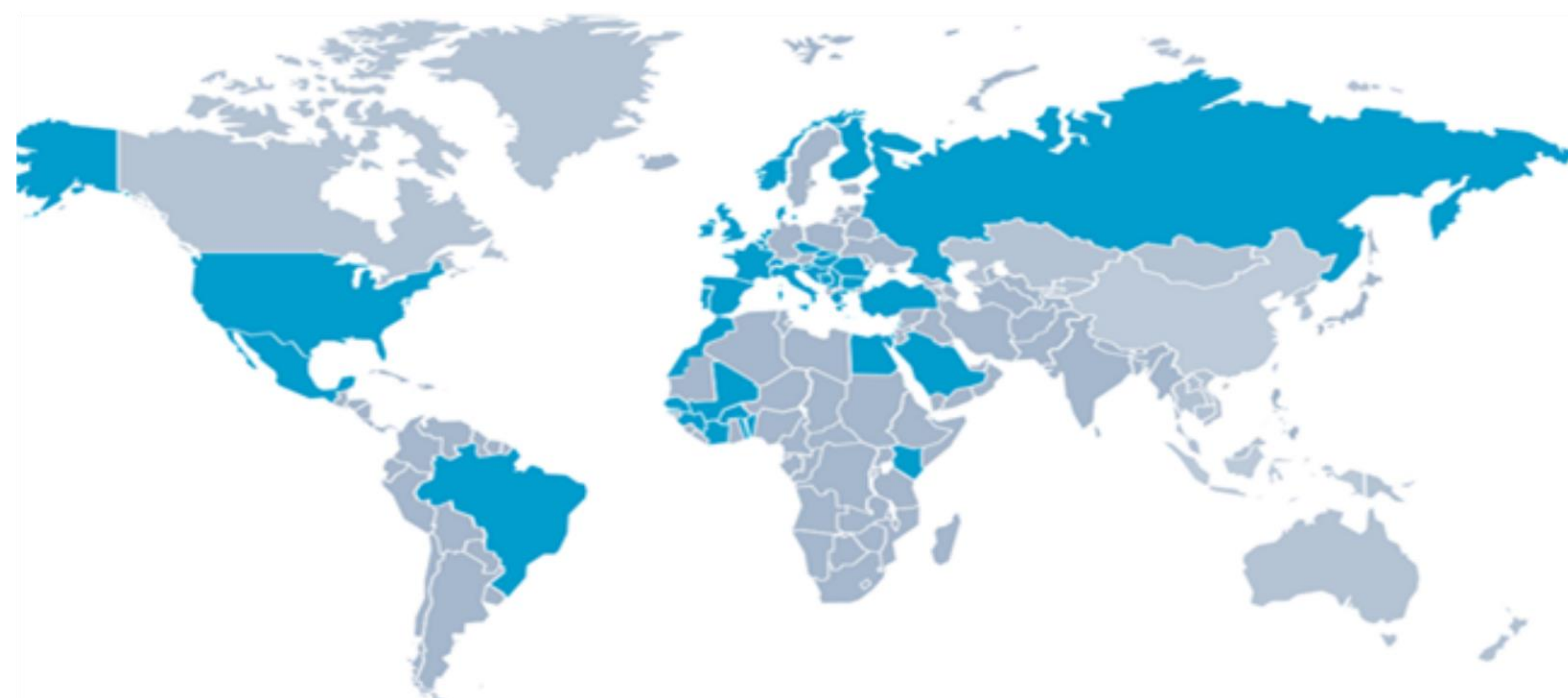
ELITE | A global network.

1465 ELITE companies
Employing 581,000 people
generating £101bn in aggregate
revenues

based in 45 countries

operating across 36 sectors

+83 new companies in H1



A world of support.

A private market and multi-stakeholder platform, part of London Stock Exchange Group, providing unique access and support to the most ambitious companies.

Sitting at the heart of global finance, a vibrant community facilitating meaningful engagement with business leaders and financial stakeholders.

Corporate Transactions, since 2012.

1227 corporate transactions involving 428 ELITE
companies

£8.5 bn raised through 949 M&A deals

£1.4 bn raised through 116 Bond issue

£2.5 bn raised through 35 IPOs

£2 bn raised through 127 additional transactions

**£14.4bn value of transactions undertaken
by ELITE companies.**



A lens on the UK campus.

Companies from all over the UK, Europe and further afield can become ELITE members and access the UK campus, based at London Stock Exchange Group headquarters.

31 new ELITE companies joined from UK and Europe in H1.

Entrepreneurs face similar business challenges, but may not have access to the networks and support systems. With ELITE, they gain access to an integrated private market and a network of successful peers, experts and global investors that have a common goal: to accelerate the growth of the best companies in the world transforming their visions into clear plans, actions and results.



Focus on Budapest Stock Exchange.

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. The Budapest Stock Exchange is one of them.

- Partnership signed with ELITE in April 2017
- **To date 46 Hungarian companies have joined ELITE, 10 in H1 2020, with aggregate revenues of €1.2bn, operating across 16 sectors and employing 5,200 people.**
- We continue to explore how to expand and deepen our collaboration to jointly cater for the needs of an even greater number of ambitious private companies in Hungary.

ELITE Americas:

ELITE Companies: 26

Sectors: 13

Aggregate revenues:

EUR 900m

Employees: 3,800

New joiners H1 2020:
16

“I am confident these dynamic businesses will benefit from the skill, networks and opportunities ELITE offers, and welcome them to the global community of ELITE companies.”

Tom Tyler, Head of ELITE Americas.

Stark County Minority Business Association.

In collaboration with JobsOhio and the Stark County Minority Business Association, ELITE USA announced that 13 minority-owned businesses will make up its new cohort.

[Click here](#) for more.



Investors: the source of capital.

Investors play a very critical role in the success of ELITE companies' funding journey . ELITE funding platform has been supporting ELITE companies since its launch in 2017. I am pleased that our investment community now includes over 270 firms, with 400 individuals from these firms registered, over 30 of which are new joiners so far this year.

We have the breadth and depth of professional investors from debt to equity, from family offices to early stage venture capital to traditional private equity firms, across 15 countries in Europe to ensure we can meet the diverse needs of our companies with a diverse pool of capital.

We continue to curate connections with investors through our Investor Forums with the first one this year having taken place in February. Such forums continue to provide great value to our companies and investors.

Feedback from some of our investors can be found [here](#), capturing their advice for founders on the importance of identifying the right investors, starting the investment process at an early stage, and value that events such as the Investor Forum can bring.

We continue to proactively build our community of professional investors to help companies access the funds they need for growth.

Paola Cuneo – Head of ELITE Advisers & Investors.



ELITE Partnership.

A vibrant community for establishing long-term business connections.

Supporting the future Space Innovators.

The European Space Agency (ESA) joined the ELITE Partner Programme with the objective of providing vital support to its highly innovative technology companies. 'ELITE has been instrumental in launching the ESA Investor Forum, which brings together a broad network of private investment funds and financial institutions in the UK and Europe. Just like ESA, ELITE is passionate about supporting entrepreneurial companies on a growth trajectory - and there's no doubt that, for such companies, being able to come and pitch in the setting of London Stock Exchange is a hugely inspiring motivator for the future.' Elia Montanari - Head of Management & Control ESA. Read more [here](#)



Western Union Partners with London Stock Exchange Group's ELITE Platform.

The collaboration under ELITE's Partner Programme enables Western Union Business Solutions to offer FX, cross-border payments expertise, access to a network of industry experts and relationship managers to navigate the global marketplace.

"We are excited to collaborate with London Stock Exchange Group's ELITE platform, to support fast-growing companies" said David Prendeville, head of UK foreign exchange services, Western Union Business Solutions. "The opportunity to assist these businesses in formalizing their payments strategies as their trusted partner is very exciting."

Read more [here](#)

Focus on ELITE transactions.

Garanzia Campania Bond H1 issuance:

- 18 Companies from the region
- €45.24m raised out of €148m
- Medio Credito Centrale and FISG: the Arrangers
- ELITE: the originator
- Grimaldi Studio Legale: the legal advisor
- Confindustria: Partner of the initiative
- Campania Region and Sviluppo Campania: Promoter and Guarantor
- Cassa Depositi e Prestiti and Medio Credito Centrale: the investors



Additional Basket Bond®

Intesa Basket Bond	10 companies - €74m raised - ELITE originator and promoter
Lombardia Basket Bond	2 companies - €17m raised - ELITE originator



ELITE Basket Bond®

A key feature that makes the Basket Bond® different from traditional fundraising vehicles is the mutual guarantees offered by the companies taking part. Each ELITE issuing company guarantees not only its payment obligations but also those of the other issuing companies. This feature has enabled considerable mitigation of the credit risk of the basket and consequently long-term financing has been obtained at a profitable cost for each company.

Funding is out there for female founders.

‘A key goal of ELITE is supporting investment for female-led business. I am proud ELITE has signed HM Treasury’s Investment in Women Code as testament of this commitment and I am encouraged by the numbers of investors on our platform who are actively investing in female businesses. This journey has only begun and I expecting to see more successful funding in the future.’

Paola Cuneo – Head of ELITE Advisers&Investors

Read more [here](#).



The Female Entrepreneur Series.

Launched in June, a series of digital events, **in partnership with NatWest**, designed to bring the community of female entrepreneurs, investors and experts together – providing opportunity to share their experience as a business leader and learn from others.

The UK has an impressive record of entrepreneurialism, attracting more venture capital and having a higher rate of start-ups than any other European nation. And whilst the UK scores highly in female entrepreneurship worldwide, it still lags behind some of its best-in-class peer countries, as Natwest’s Alison Rose Review of Female Entrepreneurship finds. The COVID-19 pandemic could further increase the gap in access to funding for female led businesses.

This series focuses on sharing experiences in dealing with business disruption in these uncertain times and learning about the variety of funding options available in both the short-term and long-term. As well as offering a number of exciting speakers, the events are also an opportunity to virtually meet with other like-minded female founders and share growth journeys, pitfalls and successes.

More [here](#).

ELITE Together.

ELITE remains committed to provide access to advice and expertise to help companies navigate and adapt to the evolving challenges presented by COVID-19.

Together paving the path for a better present and a brighter future.

The #ELITEtogether repository of insights and advice covers key topics from the global economic outlook, to impact on private fundraising, managing supply chains, the effect on financial reporting and more.

[Here](#) you can access our Resource Centre.



ELITE Inspiring Stories.

Ishani Patel - Co-Founder, Lantum
UK

Lantum is a total workforce platform aimed at reducing spend and empowering staff in healthcare. Its platform connects staff to organisations in order to fill in shifts efficiently and improve recruitment retention and system sustainability. It is used globally and in the UK's National Health Service, where more than 1,000 GP practices, clinics and hospital departments have saved over £13 million.

It is disrupting the medical labour market by providing the healthcare profession with seamless tools to manage staffing and e-rostering solutions, offering efficiency savings and staff empowerment. For areas that are struggling to recruit, Lantum enables better connectivity, engagement, talent retention and resilience to the system.

The company has doubled in size since joining ELITE in 2016. One of the biggest challenges it faced was creating a culture balanced between being friendly and relaxed, and having a focus on its aims. ELITE was able to provide guidance to Lantum on how maintain its friendly culture, while ensuring employees kept their focus.



<https://www.elite-network.com/news/ishani-patel-co-founder-lantum>

#weareELITE

ELITE Inspiring Stories.

Claudia Dreier-Poepperl - CEO and Founder, Calldorado Denmark.

Calldorado is a high-growth mobile technology firm that enables app owners to become successful in the app economy.

Its engagement and monetisation technology substantially improves the lifetime value of app users. It also funds app owners in a unique way by providing them with marketing budgets to promote their apps in return for a revenue share.

ELITE has been extremely useful for Calldorado, helping CEO and founder Claudia Dreier-Poepperl learn about financing and how to position with investors; something she says isn't generally thought about by business leaders in their day-to-day business operations.



<https://www.elite-network.com/news/claudia-dreier-poepperl-ceo-calldorado>

#weareELITE

ELITE Inspiring Stories.

Anna Ferrino - CEO, Ferrino
Italy.

Ferrino is an outdoor equipment specialist, describing itself as being for 'hiking lovers only'. Based in Turin, Italy, it was founded almost 150 years ago, in 1870 and has a longstanding heritage of innovation.

From its early days, the company focused on textiles and outdoor products such as camping tents and backpacks, for both leisure and professional use. It now develops more specialised products using new fabrics and technologies, including top range sleeping bags and outdoor accessories, snowshoes, and hiking and climbing apparel. Ferrino is also passionate about working ethically and respecting the planet.

Ferrino joined ELITE in 2019 and it has made an immediate impact on the company, with the programme demonstrating its efficient ways of helping the company evolve its business strategy and connect with the global business community.



<https://www.elite-network.com/news/anna-ferrino-ceo-ferrino>

#weareELITE

ELITE Inspiring Stories.

Micheal Canady CEO Holzer - USA
USA.

Established as a seven-bed hospital over a century ago, today Holzer is a multi-specialty healthcare system that employs 2,300 staff and provide modern day medicine with more than one million treatments per year to rural Ohio, West Virginia and Kentucky patients.

The company mission is 'Friendly Visits, Excellent Care, Every Patient, every Time' while its philosophy is making 'The Patient the Center off all (They) Do'.

In addition to the 150-plus healthcare providers specialising in 30 areas of medical expertise, the company reaches its communities through a variety of ways from traditional in-office care, to retail locations, university locations, health fairs, maternity classes, support groups, telemedicine and multimedia resources advising on diseases prevention.

ELITE has introduced and reinforced MBA-level concepts and connections for the Holzer team. The programme has enabled the company to better leverage their time and collective knowledge, while creating opportunities for local, national and international contacts in finance, recruiting and market-building platform.



ELITE – London Stock Exchange Group

ELITE is London Stock Exchange Group's private market and a unique multi-stakeholder platform, sitting at the heart of global finance. A vibrant community of successful entrepreneurs, experts and international investors who have a common goal: to accelerate the growth of the best companies in the world, transforming their vision into clear plans, actions and results.

ELITE Members access multiple benefits: from empowering leadership skills for you and your team, to multiplying your business matching opportunities through our outstanding network. And above all, you can leverage on ELITE's ability to streamline the capital raising process and connect to the right capital for your growth. Today, ELITE is a cross-border success story, unlocking funding, jobs and growth for over 1400 companies and bringing benefit to the businesses and the economies where they operate.

For more info please visit:

[**www.elite-network.com**](http://www.elite-network.com)





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