



Clarksons Platou
Securities AS

Eighth City of London Biennial Meeting

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18 November 2016

How to think about the public capital markets

- You need to offer investors an **attractive exposure** they cannot obtain in the market today
- **Timing** → favourable industry fundamentals
- **Size and liquidity** → the two most vital ingredients for investability today
- **Clear business strategy** and swift execution
- **Fully transparent** corporate structure
- **Financial profile** to match chartering strategy and age profile
- The **bar is raised** for each company that IPO
- You **cannot fool the market**, but you can cater for investor demand

There is always money available for good projects

Why be listed?

Why

- Allow for valuation above NAV
- Use share as liquidity to expand business
- Liquidity of ownership
- Easier access to external capital
- Minority control with only 1/3 ownership
- On radar screen of potential M&A candidates
- Research following marketing the company

Why not

- Costs of being listed
- Reporting requirements
- Need consent from shareholders to enforce changes
- Full transparency of operation
- Benchmarking to peers
- Time consuming to keep continuous dialog with investors
- Share price development is event driven, continuous push to develop company

It only makes sense to be listed if you are able to exploit the benefits