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# 2017 IPO REPORT

#### **Australian IPO Activity**



February 2018

## Highlights

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Energy and Materials saw the strongest growth by number of IPOs, accounting for **35%** of all IPOs

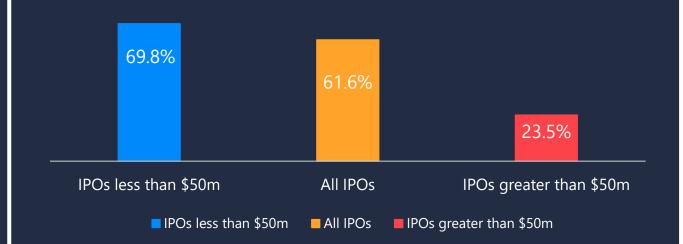


Note: Numbers exclude CDI, ETF and managed fund listings, debt issues, spinoffs, and reverse takeovers.

## Highlights

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Good things came in small packages in 2017 when it came to price performance at year end



Sectors raising more funds, performed worse on average than sectors raising fewer funds

Raise high | Return lower



**III** Financials



17.8%

Of total funds raised

Average end of year return



#### 11.0%

Of total funds raised

41.6% Average end of year return

Raise low | Return higher



0.9%

106.3%

Of total funds raised

Average end of year return



#### 4.0%

Of total funds raised

97.8%

Average end of year return

### A word from our CEO





Ben Bucknell, CEO of OnMarket

"2017 was, as predicted in last year's report, a very strong year for IPOs."

"We offered more than 1 in 3 ASX IPOs to retail investors last year and saw strong interest." In last year's 2016 IPO report, we noted the outperformance of smaller IPOs over large IPOs and we forecasted a strong year ahead. This prediction proved to be correct. In a remarkable year, IPOs of less than \$50m were, on average, up 69.8%. This is not to suggest that larger IPOs were a bad investment, up 23.5% at the end of the year.

You might have received my summer emails, revealing the 50% annualised money-weighted return for someone that subscribed into every OnMarket deal over the last 4 years (assuming a 6 month holding period). It's up to investors to consider whether or not IPOs are systemically under-priced in order to raise the capital and provide a strong after-market.

In the last 2 years, we have given investors the opportunity to invest in 64 IPOs. We can only do this because of those of you that applied for IPOs.

A key reason that retail investors are offered any participation in IPOs is the ASX requirement that a company has 300 shareholders. The more that we prove up to brokers and investment banks that we can cost-effectively, and efficiently provide them with the minimum number of investors required to list, the more IPOs we will be able to offer to you. You, our investors, have contributed more than \$50m to growing companies. By their nature, these companies are trying something new, and failure of some is inevitable. But, I have no doubt that others will be major success stories, and people will wonder enviously at those that got in early.

Even though we are paid on the amount of capital raised, i.e. we receive larger fees for larger bids, we will continue to ensure that smaller bids are scaled back no less than larger bids in the situation where IPOs are overbid. Regular bidders underwrite our IPO pipeline. As the number of people that regularly bid into our IPOs grows, we are invited into more deals, and are able to take larger allocations.

Thank you to all those people that have been bidding, and especially those that regularly bid the \$2,000 minimum. This enables our business to grow and bring you more IPO deal flow.

Regards, Ben Bucknell



### 2017 IPO Overview

2017 was a strong year for Australian companies floating on ASX. The number of IPO listings rose to 113 (96 in 2016, 85 in 2015), implying an average of almost ten a month – definitely enough to keep the most active investors busy.

Over the past 3 years, the number of floats has steadily increased, yet the market capitalisation of listings has decreased, indicating a surge in small-cap listings in the market and an overshadowing of the larger IPOs. These smaller companies have consistently returned more to investors than the traditional, larger firms IPOs, with IPOs that issued less than \$50 million outperforming those that issued more than \$50 million by 17.5% in 2016 and 46.3% in 2017.

Considering asset classes as a whole, IPOs outperformed the ASX 200 index by 54.6%.

"Smaller companies have consistently returned more than large-cap listings over the past 3 years."

#### 2016 and 2017 IPOs

| Year | # of IPOs | Market Cap. | Total Raised | First Day Return | End of Year Return |
|------|-----------|-------------|--------------|------------------|--------------------|
| 2017 | 113       | \$13.0bn    | \$6.0bn      | 17.1%            | 61.6%              |
| 2016 | 96        | \$16.9bn    | \$8.3bn      | 16.6%            | 25.4%              |
| 2015 | 85        | \$17.2bn    | \$8.6bn      | 11.5%            | 21.7%              |





### Price Performance

IPOs listed in 2017 outperformed the ASX 200 by 53.6%

IPOs are growing as an asset class with average end of year returns consistently increasing from 21.7% in 2015, to 25.4% in 2016, to 61.6% in 2017.

2017 maintained the strong aftermarket we saw for new floats last year with one-day returns increasing to 17.1%. End of year performance for IPOs more than doubled from 2016 to 2017, increasing up from 25.4% to 61.6%. This year's best performing IPO was Ardea Resources returning 850.0%, followed by Wattle Health +815.0%, and Cann Group +813.3%.

With average IPO returns increasing over the past three years, it continues to present to investors a field of opportunity for those who want to take on the risk of investing at the earliest stage in the life of a publicly listed company.



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### **Price Performance**



#### Medicinal cannabis companies provide top performers

One of the most interesting trends in 2017 has been the number of medicinal cannabis stocks to list on ASX. Following recent legalisation changes and continuing research into its uses, there has been a flood of knowledge unlocked for investors. The wide range of diseases cannabis can be used for has caused these 'pot stocks' to soar. Two out of the top 10 listings in 2017 were medicinal cannabis stocks, they are Cann Group and The Hydroponics Company with an 813.3% and 240.0% return at year end.

Chinese consumer interest in buying up Australian products and selling them to family and friends back home continued throughout 2017. In particular, Consumer Staples firms have performed remarkably by capitalising on the insatiable demand for infant formula, with Wattle Health having an end of year return of 815%.

2017 saw an increase in the number of new floats, however the market capitalisation at listing of these new ASX entrants was lower in 2017 than 2016, continuing last year's trend of more smaller floats entering the market. In fact, these smaller companies have returned more to investors than the traditional, large-cap listings. IPOs that issued less than \$50 million outperformed those that issued more than \$50 million by 46.3%.

| <ol> <li>Ardea Resources Ltd</li> <li>Wattle Health Australia Ltd</li> <li>Cann Group Ltd</li> <li>Alderan Resources Ltd</li> </ol> | 850.0%<br>815.0%<br>813.3%<br>650.0% | Materials<br>Consumer Staples<br>Healthcare<br>Materials |
|---|--------------------------------------|--|
| 3. Cann Group Ltd<br>4. Alderan Resources Ltd   | 813.3%                               | Healthcare   |
| 4. Alderan Resources Ltd  |                                      |  |
|   | 650.0%                               | Materials  |
|   |                                      |  |
| 5. Elsight Ltd  | 635.0%                               | Consumer Discretionary                                   |
| 6. Titomic Ltd  | 567.5%                               | Materials  |
| 7. Cobalt Blue Holdings Ltd   | 297.5%                               | Materials  |
| 8. Galena Mining Ltd  | 250.0%                               | Materials  |
| 9. The Hydroponics Co Ltd   | 240.0%                               | Healthcare   |
| 10. Golden Mile Resources Ltd   | 192.5%                               | Materials  |
|   |                                      |  |

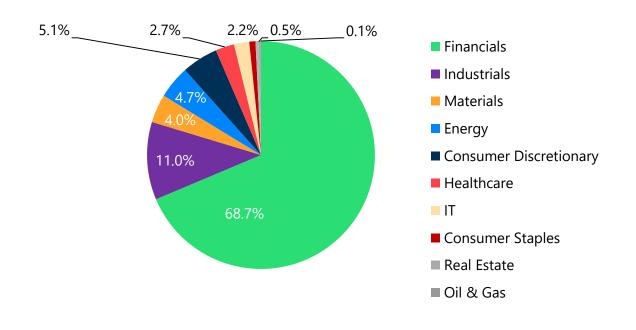
#### 2017 Top 10 IPO Performers



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## Sector Analysis

#### 2017 IPO Sector Break-up By Amount Raised



IPOs in the Financials sector finished the year up 17.8% and accounted for the most funds raised, just under 68.7% (\$4.1bn) - owing to the listings of several large Listed Investment Companies (LICs). The largest 3 floats in 2017 were all LICs with Magellan, VGI Partners Global Investment and MCP Master Income Trust raising \$1.5bn, \$550m and \$516.2m respectively.

Consumer Staples floats were on the smaller side – responsible for only 0.9% (\$53.0m) of the capital that was raised – but it was the best performing sector with an average 106.3% increase on listing prices by year end, led by an 815% end of year return from Wattle Health (ASX:WHA).

The best performing sectors were Consumer Staples, Materials and Healthcare.

"The largest 3 floats in 2017 were all LICs. The largest listing, Magellan Global Trust (ASX: MGG), alone raised \$1.5bn of the total \$6bn of all IPOs."



### Sector Analysis



#### 2017 End of Year Price Performance by IPO Sector

| Sector                 | Number | Return                |
|------------------------|--------|-----------------------|
| Consumer Staples       | 7      | 106.3%                |
| Materials              | 35     | 97.8%                 |
| Healthcare             | 12     | 86.6%                 |
| Consumer Discretionary | 10     | <b>74.6%</b>          |
| Industrials            | 8      | <b>41.6%</b>          |
| IT                     | 11     | 30.4%                 |
| Energy                 | 4      | <b>26.6%</b>          |
| Financials             | 20     | 17.8%                 |
| Communications         | 4      | -11.0%                |
| Oil & Gas              | 1      | -21.2%                |
| Real Estate            | 1      | - <mark>61.5</mark> % |

Materials listings skyrocketed in 2017, with the number of listings almost trebling from 12 last year to 35, and gaining on average 97.8% on listing by year end. Performance and activity have been supported by gains in commodity and small cap markets, as investors globally rotate into risk-on positions to capitalise on the theme of synchronised global growth driving markets.

Although the Consumer Staples sector yielded an average return of 106.3% at year end, the average is strongly skewed by the outstanding performance of Wattle Health (ASX: WHA), which had an 815% year end return.

Perhaps the surprise of the year is the well followed IT sector, where the number of new listings in 2017 dropped by more than 50%. In addition, the average end of year return fell from a strong 69.5% in 2016 to 30.4% in 2017. Despite this, some IT stocks have performed quite well with IXUP (ASX: IXU), Elmo Software (ASX: ELO) and Audinate Group (ASX: AD8) returning 155%, 100% and 96.7% respectively at year end.



#### Sector Trends



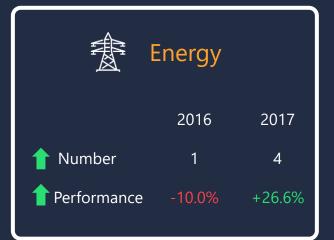
|             | onsumei<br>Staples | r       |
|-------------|--------------------|---------|
|             | 2016               | 2017    |
| — Number    | 7                  | 7       |
| Performance | +37.0%             | +106.3% |

| Materials   |        |        |  |  |  |  |  |  |
|-------------|--------|--------|--|--|--|--|--|--|
|             | 2016   | 2017   |  |  |  |  |  |  |
| 1 Number    | 12     | 35     |  |  |  |  |  |  |
| Performance | +16.2% | +97.8% |  |  |  |  |  |  |

| Healthcare  |        |        |  |  |  |  |  |  |
|-------------|--------|--------|--|--|--|--|--|--|
|             | 2016   | 2017   |  |  |  |  |  |  |
| 🕇 Number    | 9      | 12     |  |  |  |  |  |  |
| Performance | +24.2% | +86.6% |  |  |  |  |  |  |

|             | Consumer<br>Discretionary |        |  |  |  |  |  |  |  |  |
|-------------|---------------------------|--------|--|--|--|--|--|--|--|--|
|             | 2016                      | 2017   |  |  |  |  |  |  |  |  |
| 🖊 Number    | 13                        | 10     |  |  |  |  |  |  |  |  |
| Performance | +28.6%                    | +74.6% |  |  |  |  |  |  |  |  |

| <u>m</u> Inc | dustrials |        |
|--------------|-----------|--------|
|              | 2016      | 2017   |
| 🚹 Number     | 6         | 8      |
| Performance  | +22.3%    | +41.6% |





#### IPOs listed in 2017 outperform those in 2016 by 35.2%

#### Q1 2017

- IPO activity declined from the strong Q4 2016 result, with 26 companies raising \$232.3m.
- At \$8.9m, the average raise was relatively small, the biggest being \$48.5m for the Fat Prophets Global Contrarian Fund.
- The year's top two performers came to market in Q1, with Ardea Resources and Wattle Health up 850.0% and 815.0% on listing by year end respectively.

#### Q2 2017

- As in the previous year, IPO activity significantly increased in Q2, with 31 companies raising \$1,481.5m.
- Pot stocks, Cann Group and The Hydroponics Co, listed sideby-side with both companies closing up over 100.0% in first day trading. De.mem outperformed them for first day return in Q2, up 125.0% on the listing price.

#### Q3 2017

- IPO activity fell in Q3 with \$862.3m raised across 17 listings.
- VGI Partners Global Investment was the biggest listing in the quarter, with an offer size of \$550.0m.
- The year's top first day performer, Spectur, came to market in Q3, returning 127.5% to investors on August 1 and ending the year up 112.5% on listing.

#### Q4 2017

- As per previous years, IPO activity significantly increased in Q4 with 39 companies raising \$3,468.8m – more than half the year's total volume.
- Magellan Global Trust, the year's biggest offer, came to market in October looking for \$1,515.2m.
- Netwealth Group followed a month later, ending the year crowned as the IPO with the greatest market cap having gained 96.8% by year end following its 43.8% first day rise.

"The year's top two performers came to market in Q1 ... up 850.0% and 815.0%."

"The year's top first day performer, Spectur, came to market in Q3, returning 127.5%."

"Magellan Global Trust, the year's biggest listing, came to market in October looking for \$1,515.2m."







| Company Name                                | ASX<br>Code | Listing Date | Sector                    | Offer<br>Price | Offer Size<br>(\$m) | Market cap.<br>(\$m) | Day 1<br>Return | Full Year<br>Return |
|---|-------------|--------------|---------------------------|----------------|---------------------|----------------------|-----------------|---------------------|
| January 2017 New Listings                   |             |              |                           |                |                     |                      |                 |                     |
| Winha Commerce and Trade<br>International   | WQW         | 05-01-2017   | Consumer Staples          | 0.4            | 8.5                 | 52.9                 | 40.0%           | 57.1%               |
| Skin Elements                               | SKN         | 06-01-2017   | Consumer Staples          | 0.2            | 3.7                 | 11.7                 | 0.0%            | -25.0%              |
| Lifespot Health                             | LSH         | 11-01-2017   | Healthcare                | 0.2            | 8.0                 | 10.5                 | 100.0%          | -30.0%              |
| United Networks                             | UNL         | 12-01-2017   | Telecommunications        | 0.2            | 7.1                 | 8.2                  | 30.0%           | -67.0%              |
| Kalamazoo Resources                         | KZR         | 16-01-2017   | Materials                 | 0.2            | 5.0                 | 9.5                  | 5.0%            | -45.0%              |
| Freehill Mining                             | FHS         | 16-01-2017   | Materials                 | 0.2            | 4.0                 | 27.6                 | -25.0%          | -61.5%              |
| Davenport Resources                         | DAV         | 20-01-2017   | Materials                 | 0.2            | 5.1                 | 6.7                  | -2.5%           | -55.0%              |
| Blackstone Minerals                         | BSX         | 23-01-2017   | Materials                 | 0.2            | 3.6                 | 31.6                 | 2.5%            | 145.0%              |
| Monthly Total / Average                     |             |              |                           |                | 45.1                | 158.6                | 18.7%           | -10.2%              |
| February 2017 New Listings                  |             |              |                           |                |                     |                      |                 |                     |
| Cobalt Blue Holdings                        | COB         | 02-02-2017   | Materials                 | 0.20           | 5.5                 | 84.6                 | 10.0%           | 297.5%              |
| Velocity Property Group                     | VP7         | 07-02-2017   | Real Estate               | 0.20           | 15.6                | 27.9                 | 2.5%            | -61.5%              |
| Ardea Resources                             | ARL         | 09-02-2017   | Materials                 | 0.20           | 5.1                 | 166.1                | -10.0%          | 850.0%              |
| Roto-Gro International                      | RGI         | 10-02-2017   | Industrials               | 0.20           | 3.5                 | 32.5                 | 7.5%            | 95.0%               |
| eSense-Lab                                  | ESE         | 14-02-2017   | Healthcare                | 0.20           | 4.5                 | 21.3                 | 27.5%           | 50.0%               |
| MetalsTech                                  | MTC         | 24-02-2017   | Materials                 | 0.20           | 4.3                 | 25.5                 | 35.0%           | 37.5%               |
| Eildon Capital                              | EDC         | 28-02-2017   | Financials                | 1.06           | 10.0                | 38.3                 | 1.9%            | 0.9%                |
| Tianmei Beverage Group                      | TB8         | 28-02-2017   | Consumer Staples          | 0.20           | 10.0                | 23.4                 | 17.5%           | -35.0%              |
| Monthly Total / Average                     |             |              | ·······                   |                | 58.5                | 419.6                | 11.5%           | 154.3%              |
| March 2017 New Listings                     |             |              |                           |                |                     |                      |                 |                     |
| Matador Mining                              | MZZ         | 08-03-2017   | Materials                 | 0.20           | 3.4                 | 8.3                  | 30.0%           | 75.0%               |
| Jiajiafu Modern Agriculture                 | JJF         | 09-03-2017   | Consumer Staples          | 0.30           | 5.2                 | 12.8                 | -13.3%          | -50.0%              |
| Wattle Health Australia                     | WHA         | 15-03-2017   | Consumer Staples          | 0.20           | 8.0                 | 277.1                | 0.0%            | 815.0%              |
| Marquee Resources                           | MQR         | 15-03-2017   | Materials                 | 0.20           | 3.5                 | 6.6                  | 10.0%           | 37.5%               |
| ServTech Global Holdings                    | SVT         | 17-03-2017   | IT                        | 0.20           | 6.0                 | 2.1                  | 5.0%            | -89.5%              |
| Fat Prophets Global Contrarian<br>Fund      | FPC         | 22-03-2017   | Financials                | 1.10           | 48.5                | 52.5                 | 3.2%            | 6.4%                |
| Bigtincan Holdings                          | BTH         | 24-03-2017   | IT                        | 0.26           | 12.0                | 75.8                 | -7.7%           | 65.4%               |
| Lithium Consolidated Mineral<br>Exploration | LI3         | 28-03-2017   | Materials                 | 0.20           | 5.3                 | 12.6                 | -10.0%          | -30.0%              |
| Visioneering Technologies                   | VTI         | 28-03-2017   | Healthcare                | 0.42           | 33.3                | 108.3                | 6.0%            | 31.0%               |
| l Synergy Group                             | IS3         | 30-03-2017   | Consumer<br>Discretionary | 0.20           | 3.6                 | 27.8                 | 0.0%            | -25.0%              |
| Monthly Total / Average                     |             |              |                           |                | 128.8               | 584.1                | 2.3%            | 83.6%               |
| Quarter Total / Average                     |             |              |                           |                | 232.3               | 1,162.2              | 10.2%           | 76.5%               |





| Company Name                   | ASX<br>Code | Listing Date | Sector                    | Offer<br>Price | Offer Size<br>(\$m) | Market cap.<br>(\$m) | Day 1<br>Return | Full Year<br>Return |
|--------------------------------|-------------|--------------|---------------------------|----------------|---------------------|----------------------|-----------------|---------------------|
| April 2017 New Listings        |             |              |                           |                |                     |                      |                 |                     |
| Todd River Resources           | TRT         | 06-04-2017   | Materials                 | 0.20           | 6.0                 | 9.1                  | 15.0%           | -30.0%              |
| De.Mem                         | DEM         | 07-04-2017   | Industrials               | 0.20           | 4.5                 | 27.8                 | 125.0%          | 30.0%               |
| Moelis Australia               | MOE         | 10-04-2017   | Financials                | 2.35           | 58.8                | 1033.6               | 34.0%           | 186.0%              |
| URB Investments                | URB         | 12-04-2017   | Financials                | 1.10           | 80.1                | 76.2                 | -0.9%           | -5.0%               |
| E2 Metals                      | E2M         | 19-04-2017   | Materials                 | 0.20           | 6.1                 | 7.3                  | -22.5%          | -40.0%              |
| Tinybeans Group Pty            | TNY         | 21-04-2017   | Communications            | 1.00           | 6.5                 | 15.7                 | -5.0%           | -40.0%              |
| UUV Aquabotix                  | υυν         | 28-04-2017   | Industrials               | 0.20           | 7.0                 | 13.4                 | -2.5%           | -50.5%              |
| Monthly Total / Average        |             |              |                           |                | 169.0               | 1,183.1              | 20.4%           | 7.2%                |
| May 2017 New Listings          |             |              |                           |                |                     |                      |                 |                     |
| Big River Industries           | BRI         | 01-05-2017   | Materials                 | 1.46           | 17.0                | 115.6                | 3.4%            | 49.3%               |
| Mobilicom                      | MOB         | 02-05-2017   | IT                        | 0.20           | 7.5                 | 22.8                 | 0.0%            | -47.5%              |
| Bingo Industries               | BIN         | 03-05-2017   | Industrials               | 1.80           | 439.6               | 1055.5               | -2.2%           | 41.7%               |
| Morphic Ethical Equities Fund  | MEC         | 03-05-2017   | Financials                | 1.10           | 48.9                | 49.6                 | -3.2%           | -0.9%               |
| MSL Solutions                  | MPW         | 04-05-2017   | IT                        | 0.25           | 15.0                | 64.8                 | 2.0%            | 4.0%                |
| Cann Group                     | CAN         | 04-05-2017   | Healthcare                | 0.30           | 13.5                | 361.2                | 115.0%          | 813.3%              |
| Hydroponics Co.                | THC         | 04-05-2017   | Healthcare                | 0.20           | 8.0                 | 79.4                 | 102.5%          | 240.0%              |
| Plato Income Maximiser         | PL8         | 05-05-2017   | Financials                | 1.10           | 325.9               | 323.1                | -1.8%           | -0.9%               |
| Ausmex Mining Group            | AMG         | 09-05-2017   | Materials                 | 0.08           | 6.0                 | 27.9                 | 0.0%            | -13.8%              |
| Zenith Energy                  | ZEN         | 09-05-2017   | Energy                    | 0.50           | 25.0                | 73.5                 | 10.0%           | 50.0%               |
| G Medical Innovations Holdings | GMV         | 10-05-2017   | IT                        | 0.20           | 12.0                | 130.8                | -30.0%          | 92.5%               |
| Benjamin Hornigold             | BHD         | 12-05-2017   | Financials                | 1.00           | 20.0                | NA                   | 7.0%            | -6.0%               |
| Magmatic Resources             | MAG         | 19-05-2017   | Materials                 | 0.20           | 4.0                 | 9.2                  | 0.0%            | -42.5%              |
| Monthly Total / Average        |             |              |                           |                | 942.3               | 2313.5               | 15.6%           | 90.7%               |
| June 2017 New Listings         |             |              |                           |                |                     |                      |                 |                     |
| Elsight                        | ELS         | 08-06-2017   | Consumer<br>Discretionary | 0.20           | 5.0                 | 122.6                | -27.5%          | 635.0%              |
| Alderan Resources              | AL8         | 09-06-2017   | Materials                 | 0.20           | 8.5                 | 161.9                | 90.0%           | 650.0%              |
| Golden Mile Resources          | G88         | 19-06-2017   | Materials                 | 0.20           | 4.5                 | 30.3                 | -7.5%           | 192.5%              |
| Oliver's Real Food             | OLI         | 21-06-2017   | Consumer<br>Discretionary | 0.20           | 15.0                | 38.4                 | 20.0%           | -10.0%              |
| Kelly Partners Group Holdings  | KPG         | 21-06-2017   | Consumer<br>Discretionary | 1.00           | 7.3                 | 78.9                 | 36.0%           | 73.5%               |
| Imagion Biosystems             | IBX         | 22-06-2017   | Healthcare                | 0.20           | 12.0                | 22.4                 | -20.0%          | -45.0%              |
| Retech Technology              | RTE         | 22-06-2017   | Materials                 | 0.50           | 17.9                | 109.6                | 6.0%            | -5.0%               |
| Contango Global Growth         | CQG         | 23-06-2017   | Financials                | 1.10           | 100.0               | 93.7                 | 0.9%            | -6.4%               |
| WAM Microcap                   | WMI         | 28-06-2017   | Financials                | 1.10           | 154.0               | 204.4                | 1.8%            | 32.7%               |
| Elmo Software                  | ELO         | 29-06-2017   | IT                        | 2.00           | 25.0                | 216.7                | 25.0%           | 100.0%              |
| Audinate Group                 | AD8         | 30-06-2017   | IT                        | 1.22           | 21.0                | 145.9                | 25.4%           | 96.7%               |
| Monthly Total / Average        |             |              |                           |                | 370.2               | 1,224.9              | 13.6%           | 155.8%              |
| Quarter Total / Average        |             |              |                           |                | 1481.5              | 4721.4               | 16.0%           | 95.0%               |





| Company Name                      | ASX<br>Code | Listing Date | Sector                    | Offer<br>Price | Offer Size<br>(\$m) | Market cap.<br>(\$m) | Day 1<br>Return | Full Year<br>Return |
|-----------------------------------|-------------|--------------|---------------------------|----------------|---------------------|----------------------|-----------------|---------------------|
| July 2017 New Listings            |             |              |                           |                |                     |                      |                 |                     |
| Eagle Health Holdings             | EHH         | 03-07-2017   | Consumer<br>Discretionary | 0.40           | 25.0                | 107.8                | 8.8%            | -13.8%              |
| Convenience Retail REIT           | CRR         | 27-07-2017   | Financials                | 3.00           | 133.2               | 233.6                | -0.3%           | -1.3%               |
| American Pacific Borate & Lithium | ABR         | 28-07-2017   | Materials                 | 0.20           | 15.0                | 71.3                 | 15.0%           | 110.0%              |
| Monthly Total / Average           |             |              |                           |                | 173.2               | 386.0                | 7.8%            | 31.6%               |
| August 2017 New Listings          |             |              |                           |                |                     |                      |                 |                     |
| Spectur                           | SP3         | 01-08-2017   | Industrials               | 0.20           | 4.5                 | 20.0                 | 127.5%          | 112.5%              |
| Nusantara Resources               | NUS         | 02-08-2017   | Materials                 | 0.42           | 16.2                | 26.8                 | 2.4%            | -34.5%              |
| Sienna Cancer Diagnostics         | SDX         | 03-08-2017   | Healthcare                | 0.20           | 4.6                 | 19.8                 | -30.0%          | -45.0%              |
| Windlab                           | WND         | 23-08-2017   | Energy                    | 2.00           | 50.0                | 106.2                | -7.5%           | -21.0%              |
| Scout Security                    | SCT         | 25-08-2017   | Industrials               | 0.20           | 5.0                 | 31.4                 | 17.5%           | 45.0%               |
| Monthly Total / Average           |             |              |                           |                | 80.3                | 204.2                | 22.0%           | 11.4%               |
| September 2017 New Listings       |             |              |                           |                |                     |                      |                 |                     |
| Galena Mining                     | G1A         | 07-09-2017   | Materials                 | 0.20           | 6.0                 | 38.9                 | 20.0%           | 250.0%              |
| Crop Logic                        | CLI         | 12-09-2017   | Materials                 | 0.20           | 8.0                 | 11.6                 | -22.5%          | -53.0%              |
| RightCrowd                        | RCW         | 18-09-2017   | IT                        | 0.30           | 10.0                | 39.3                 | 0.0%            | 3.3%                |
| Mayur Resources                   | MRL         | 21-09-2017   | Materials                 | 0.40           | 15.5                | 142.5                | 5.0%            | 157.5%              |
| Titomic                           | TTT         | 21-09-2017   | Materials                 | 0.20           | 6.5                 | 151.3                | 125.0%          | 567.5%              |
| Northern Cobalt                   | N27         | 22-09-2017   | Materials                 | 0.20           | 4.2                 | 18.5                 | 7.5%            | 145.0%              |
| VGI Partners Global Investment    | VG1         | 28-09-2017   | Financials                | 2.00           | 550.0               | 613.3                | -0.5%           | 11.5%               |
| Okapi Resources                   | OKR         | 28-09-2017   | Materials                 | 0.20           | 5.0                 | 15.9                 | 67.5%           | 147.5%              |
| Doriemus                          | DOR         | 29-09-2017   | Oil & Gas                 | 0.26           | 3.5                 | 10.3                 | 92.3%           | -21.2%              |
| Monthly Total / Average           |             |              |                           |                | 608.7               | 1,041.6              | 32.7%           | 134.2%              |
| Quarter Total / Average           |             |              |                           |                | 862.3               | 1658.6               | 25.2%           | 80.0%               |





| Company Name                                      | ASX<br>Code | Listing Date | Sector                         | Offer<br>Price | Offer Size<br>(\$m) | Market<br>cap.(\$m) | Day 1<br>Return | Full Year<br>Return |
|---|-------------|--------------|--------------------------------|----------------|---------------------|---------------------|-----------------|---------------------|
| October 2017 New Listings                         |             |              |                                |                |                     |                     |                 |                     |
| MCP Master Income Trust                           | MXT         | 09-10-2017   | Financials                     | 2.0            | 516.2               | 536.8               | 2.5%            | 4.0%                |
| Riversgold Ltd                                    | RGL         | 10-10-2017   | Materials                      | 0.2            | 6.1                 | 13.2                | 10.0%           | -20.0%              |
| State Gas Ltd                                     | GAS         | 10-10-2017   | Energy                         | 0.2            | 5.3                 | 48.5                | 75.0%           | 80.0%               |
| Fat Prophets Global Property<br>Fund              | FPP         | 16-10-2017   | Financials                     | 1.1            | 16.5                | 17.1                | -1.4%           | 4.1%                |
| Bryah Resources Ltd                               | BYH         | 17-10-2017   | Materials                      | 0.2            | 5.0                 | 9.0                 | 12.5%           | -20.0%              |
| Magellan Global Trust                             | MGG         | 18-10-2017   | Financials                     | 1.5            | 1515.2              | NA                  | 2.0%            | 9.3%                |
| Nanollose Itd                                     | NC6         | 18-10-2017   | Healthcare                     | 0.2            | 5.0                 | 13.9                | 22.5%           | -7.5%               |
| CannPal Animal Therapeutics Lt                    | CP1         | 25-10-2017   | Healthcare                     | 0.2            | 6.0                 | 18.6                | -15.0%          | 0.0%                |
| Johns Lyng Group Ltd                              | JLG         | 26-10-2017   | Financials                     | 1.0            | 95.8                | 286.0               | 20.0%           | 30.0%               |
| GO2 People Ltd/The                                |             | 31-10-2017   | Consumer Discret.              | 0.2            | 10.0                | 21.8                | -5.0%           | -7.5%               |
| Monthly Total / Average                           | 002         | 31-10-2017   | consumer Discret.              | 0.2            | <b>2,181.0</b>      | <b>965.1</b>        | <b>12.3%</b>    | <b>7.2%</b>         |
|   |             |              |                                |                | 2,101.0             | 303.1               | 12.37           | 1.2/0               |
| November 2017 New Listings<br>Registry Direct Ltd | RD1         | 01-11-2017   | IT                             | 0.2            | 2.0                 | 7.5                 | -5.0%           | -55.0%              |
| TNT Mines Ltd                                     | TIN         | 03-11-2017   | Materials                      | 0.2            | 2.0<br>5.5          | 7.5<br>7.4          | -5.0%           | -55.0%              |
| Tando Resources Ltd                               |             |              | Materials                      |                |                     |                     |                 |                     |
|   | TNO         | 03-11-2017   |                                | 0.2            | 4.5                 | 7.5                 | 97.5%           | 22.5%               |
| Ocean Grown Abalone Ltd                           | OGA         | 14-11-2017   | Consumer Staples<br>Healthcare | 0.3            | 10.0                | 34.8                | 0.0%            | -20.0%              |
| Telix Pharmaceuticals Ltd                         | TLX         | 15-11-2017   |                                | 0.7            | 50.1                | 122.4               | 18.5%           | -4.6%               |
| IXUP Ltd  | IXU         | 15-11-2017   | IT                             | 0.2            | 12.5                | 80.8                | 120.0%          | 155.0%              |
| Lustrum Minerals                                  | LRM         | 15-11-2017   | Materials                      | 0.2            | 5.0                 | 7.6                 | 10.0%           | -5.0%               |
| 5G Networks Ltd/Australia                         | 5GN         | 17-11-2017   | Communications                 | 0.3            | 4.0                 | 16.4                | 4.0%            | 48.0%               |
| Netwealth Group Ltd                               | NWL         | 20-11-2017   | Financials                     | 3.7            | 264.2               | 1730.3              | 43.8%           | 96.8%               |
| People Infrastructure Ltd                         | PPE         | 22-11-2017   | Consumer Discret.              | 1.0            | 25.0                | 87.1                | 30.0%           | 36.0%               |
| Propel Funeral Partners Ltd                       | PFP         | 23-11-2017   | Consumer Discret.              | 2.7            | 131.2               | 335.7               | 22.2%           | 26.7%               |
| SelfWealth Ltd                                    | SWF         | 23-11-2017   | Financials                     | 0.2            | 7.3                 | 18.8                | -20.0%          | -27.5%              |
| Bio-Gene Technology Ltd                           | BGT         | 29-11-2017   | Healthcare                     | 0.2            | 7.1                 | 24.9                | 0.0%            | -2.5%               |
| Cape Range Ltd                                    | CAG         | 30-11-2017   | Financials                     | 0.2            | 5.6                 | 16.6                | 2.5%            | 12.5%               |
| Monthly Total / Average                           |             |              |                                |                | 534.0               | 2,497.8             | 25.2%           | 21.8%               |
| December 2017 New Listings                        |             |              |                                |                |                     |                     |                 |                     |
| AIC Resources Ltd                                 | A1C         | 01-12-2017   | Materials                      | 0.2            | 10.0                | 16.9                | 12.5%           | 12.5%               |
| Bojun Agriculture Holdings Ltd                    | BAH         | 01-12-2017   | Consumer Staples               | 0.3            | 7.7                 | 37.1                | 5.0%            | 1.7%                |
| New Energy Solar Ltd                              | NEW         | 04-12-2017   | Energy                         | 1.5            | 202.0               | 476.4               | 4.7%            | -2.7%               |
| Spheria Emerging Co Ltd                           | SEC         | 05-12-2017   | Financials                     | 2.0            | 132.7               | 131.3               | -1.5%           | -1.0%               |
| Parkd Ltd   | PKD         | 06-12-2017   | Industrials                    | 0.2            | 6.0                 | 18.0                | 25.0%           | 20.0%               |
| Rhythm Biosciences Ltd                            | RHY         | 07-12-2017   | Healthcare                     | 0.2            | 9.0                 | 28.2                | 62.5%           | 40.0%               |
| Nelson Resources Ltd                              | NES         | 07-12-2017   | Materials                      | 0.2            | 5.0                 | 9.6                 | -5.0%           | 5.0%                |
| Roots Sustainable Agricultural<br>Technologies    | ROO         | 07-12-2017   | Materials                      | 0.2            | 5.0                 | 22.0                | 67.5%           | 80.0%               |
| Wagners Holding Co Ltd                            | WGN         | 08-12-2017   | Industrials                    | 2.7            | 196.7               | 610.0               | 25.5%           | 39.5%               |
| Credible Labs                                     | CRD         | 08-12-2017   | Financials                     | 1.2            | 67.0                | 353.5               | 9.1%            | 10.7%               |
| P2P Transport Ltd                                 | P2P         | 13-12-2017   | Consumer<br>Discretionary      | 1.3            | 29.2                | 111.3               | 0.0%            | 7.2%                |
| engage:BDR Ltd                                    | EN1         | 14-12-2017   | Communications                 | 0.2            | 10.0                | 57.4                | 25.0%           | 15.0%               |
| Carawine Resources Ltd                            | CWX         |              | Materials                      | 0.2            | 7.0                 | 13.8                | 0.0%            | 25.0%               |
| National Tyre & Wheel Ltd                         | NTD         | 15-12-2017   | Consumer<br>Discretionary      | 1.0            | 59.0                | 125.4               | 30.0%           | 24.0%               |
| CommsChoice Group Ltd                             | CCG         | 21-12-2017   | IT                             | 0.3            | 7.5                 | 28.3                | 4.0%            | 10.0%               |
| Monthly Total / Average                           |             |              |                                |                | 753.8               | 2,039.0             | 17.6%           | 19.1%               |
| Quarter Total / Average                           |             |              |                                |                | 3,468.8             | 5,502.0             | 19.0%           | 17.0%               |

Price Performance

2



Listings by Quarter

Overview



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