



2011 Global IPO Update (January – November)

December 2011

January – November 2011 key highlights

Global IPO activity by number of IPOs was lower in the first 11 months of 2011 (1,117 deals) compared to the full year 2010 (1,393 deals).

20% less IPOs in the first 11 months of 2011 than full year 2010.

Total capital raised in the first 11 months of 2011 (US\$155.8 billion) was significantly lower than the full year of 2010 (US\$284.6 billion):

45% less capital raised in first 11 months of 2011 than full year 2010.

January – November 2011 key highlights

Quarter on quarter analysis:

- ▶ **Global IPO volume reached US\$15.1 billion in 148 deals in October and November 2011. There was a 69% decrease by number of deals and 89% lower by capital raised than the US\$131.5 billion raised via 484 deals in the fourth quarter of 2010.**
- ▶ After a strong first six months of 2011, Q3'11 was the lowest quarter by capital raised since Q2'09 (US\$10.4 billion from 82 deals).

Year on year analysis:

- ▶ In the first 11 months of 2011, there were 1,117 deals which raised US\$155.8 billion. This was 8% lower by number of deals and 39% decrease by capital raised than the US\$257.5 billion via 1,215 IPOs for the first 11 months of 2010:
 - ▶ Average deal size decreased in many markets in the first 11 months of 2011 compared to the full year 2010. The global average deal size fell from US\$204.8 million in 2010 to US\$139.5 million in 2011, due to smaller IPOs.
- ▶ The uncertainty around the unanimous resolution around the Eurozone debt crisis and its impact on the global economy has left investors and issuers with a lack of confidence. This had a deep impact on the 11 month's global IPO activity.
- ▶ The key to the IPO market recovery lies in the speedy resolution of the European debt crisis, which is likely to have a stabilizing effect on the global capital market and restore investors and issuers confidence. There is a huge pipeline of private companies globally, waiting to go public as soon as market conditions improve.

January – November 2011 key highlights

▶ **The top three IPOs accounted for 12.8% of the first 11 month's global capital raised.**

- ▶ Swiss commodities trader Glencore International's IPO raised US\$10.0 billion, which constituted 6.5% of global capital raised in the first 11 months of 2011. It is the largest IPO globally so far this year. It is the second largest IPO listed on the London Stock Exchange on record (behind Russian company Rosneft's US\$10.7 billion IPO listing in July 2006) and the fourth largest IPO by a European issuer on record. It is also the largest non-Asian IPO completed on Hong Kong Stock Exchange (HKEx) on record.
- ▶ Hong Kong's Hutchison Port Holding Trust raised US\$5.4 billion which constituted 3.5% of global capital raised in the 11 months of 2011. It is the largest IPO listed on Singapore Stock Exchange on record (topping the October 2010 Singaporean Global Logistic Properties listing worth US\$3.0 billion).
- ▶ Spanish commercial bank, Bankia raised US\$4.4 billion in July, which constituted 2.8% of the 11 months' global capital raised. It is the third largest IPO globally so far this year. It is the second largest IPO on Bolsa de Madrid ever (behind the wind power generation company Iberdrola Renovables SA's US\$6.6 billion listing in Q4'07).

▶ **The top 20 IPOs accounted for 33.4% of the first 11 month's global capital raised.**

- ▶ There were 19 deals with capital raised above US\$1 billion in the first 11 months of 2011, compared to 36 deals in the full year of 2010. Of the 19 deals, nine deals were from Greater China, four deals were from US, the rest were from Argentina, Italy, Poland, Russian Federation, Spain and Switzerland (one deal each).
- ▶ **Emerging markets** made up around 68.4% by global number of deals and 60.5% by amount of capital raised in the first 11 months of 2011.** Of the top 10 IPOs (by capital raised), 4 deals were from emerging countries. Of the top 20 IPOs, 13 deals were from emerging countries.
- ▶ BRIC markets recorded 385 deals and US\$66.7 billion, or 34% of global number of deals and 43% of total capital raised in the first 11 months of 2011. This compares with US\$130.5 billion via 573 deals in the full year of 2010.

** Please see the Appendix for the definition of emerging markets issuers.

January – November 2011 key highlights

- ▶ **In the first 11 months of 2011, Asian issuers* continue to dominate global IPO activity.** The region accounted for 49% of dollar volume or US\$76.4 billion in 565 in the 11 months of 2011. This was 58% lower by capital raised than the full year of 2010 (US\$183.9 billion in 789 deals).
- ▶ **Greater Chinese** issuers still dominated the global IPO market. Greater China issuers made up 42% of global fundraising in the first 11 months of 2011:**
 - ▶ Greater Chinese issuers raised US\$65.0 billion in 352 deals (at home exchanges or cross-border listings). This is 51% lower by capital raised than the full year of 2010 (US\$131.8 billion in 509 deals). 2011 was the lowest level of fundraising by Greater Chinese issuers since 2009 (US\$54.1 billion in 192 deals).
- ▶ Shenzhen Stock Exchange (SME and ChiNext) (SZE) is ranked second among world exchanges by capital raised (US\$26.2 billion in 226 deals) in the first 11 months of 2011.
- ▶ Hong Kong Stock Exchange (HKEx) was ranked third by global capital raised (US\$19.6 billion via 53 deals). There were three significant IPOs by non-Asian issuers:
 - ▶ Swiss commodities trader, Glencore International plc completed its US\$10.0 billion on HKEx and LSE in May – this is the largest IPO by a non-Asian issuer on HKEx on record.
 - ▶ Italian fashion house, Prada SpA's raised US\$2.1 billion in June – the first time an Italian issuer have completed a listing on HKEx.
 - ▶ US luggage manufacturer, Samsonite International SA raised US\$2.06 billion in June – the first time an US issuer have completed a listing on HKEx.
- ▶ Shanghai Stock Exchange (SSE) ranked fourth by global capital raised in the first 11 months of 2011. SSE raised US\$14.6 billion via 36 IPO deals.

*Please see the Appendix for the definition of Asian issuers. Based on the listed company domicile country.

**Greater China includes Mainland China (325 deals), Hong Kong (21) and Taiwanese (5), Macao (1) issuers.

Source: Dealogic, Thomson Financial, Ernst & Young

January – November 2011 key highlights

- ▶ **US exchanges raised 23% of global proceeds, 78% of US proceeds are backed by PE and/or VC firms:**
 - ▶ US exchanges (NYSE, NASDAQ and AMEX) raised 23.4% of global proceeds, or a total of US\$36.4 billion in 114 deals in the first 11 months of 2011. This was a 30% decrease by number of deals and 16% lower by capital raised from the full year of 2010 (US\$43.5 billion via 163 deals). The US IPO market was much quieter in the second half of 2011.
 - ▶ NYSE was ranked first by highest capital raised among exchanges. There were 61 deals which raised US\$28.2 billion in the 11 months of 2011. This represents a 19% decrease by capital raised from the full years of 2010 (US\$34.7 billion via 82 deals).
 - ▶ PE and/or VC sponsored deals made up 68% by number of US new issuances (77 deals) and 78% by capital raised (US\$28.6 billion). Each of the top 10 US IPOs by capital raised were all PE backed.
 - ▶ Cross-border IPOs on US exchanges was also quieter in the second half of 2011. For the 11 months of 2011, there were 23 deals which raised US\$6.5 billion – 14 were from Chinese issuer which raised US\$2.1 billion.
 - ▶ There were 17 energy deals which raised US\$7.7 billion, while technology saw 30 IPOs which raised US\$6.9 billion and there were 16 health care IPOs which raised US\$5.9 billion.
- ▶ **Central and South American issuers raised 5.5% of global capital raised, led by Brazil.**
 - ▶ Issuers from Central and South America raised US\$8.6 billion in 27 deals (2.4% of global deal number) between January to November. October and November saw no deals from this region – the first time since Q1'09.
 - ▶ Brazil conducted 11 IPO deals raising US\$4.4 billion in the 11 months of 2011, this was 31.4% lower by capital raised than the full year in 2010. However, many local companies are waiting for markets to improve before tapping the Sao Paulo Stock Exchange to finance expansion plans.
 - ▶ Argentina conducted two IPOs which raised US\$1.8 billion in the 11 months of 2011, this includes Arcos Dorados Holdings which raised US\$1.4 billion on NYSE in April. It was the largest Central and South American financial sponsor backed IPO and the second largest Argentinean IPO on record.
 - ▶ Chile conducted four IPO listings which raised US\$1.1 billion in total.

January – November 2011 key highlights

▶ **European exchanges raises 19% of global proceeds, led by Spain and Poland:**

- ▶ European exchanges launched 251 IPOs worth US\$29.6 billion in the first 11 months of 2011. There was a 0.4% decrease by number of deals in the 11 months of 2011 compared to the full year of 2010 (US\$36.7 billion in 252 deals), while capital raised decreased by 19%.
- ▶ After a strong first half of 2011, October and November(Q4'11) may become the lowest quarter by capital raised (US\$156m via 21 deals) since Q1'09 (US\$11.26 million from seven deals). This is due to the unresolved Eurozone debt crisis.
- ▶ The London Stock Exchange led Europe and was ranked fifth globally in fundraising with US\$13.9 billion raised in nine IPO offerings. This is due to hosting this year's largest IPO, the US\$10.0 billion listing by Swiss commodities trader, Glencore International and IPO listings by Russian issuers which made up of 23% of capital raised on LSE in the first 11 months (US\$3.2 billion in six deals).
- ▶ Spain's Bolsa de Madrid is ranked second in Europe and was sixth globally in fundraising with US\$5.3 billion raised in six IPO offerings. This is due to hosting this year's third largest IPO, of the Spanish commercial bank, Bankia which raised US\$4.4 billion and the 27th largest IPO of another commercial bank, Banca Civica SA which raised US\$857.3 million.
- ▶ Warsaw Stock Exchange (WSE) had the third highest capital raised within Europe. There were 21 IPOs which raised US\$2.8 billion altogether. WSE hosted this year's ninth largest IPO listing of the coal producer JSW SA which raised US\$1.9 billion.
- ▶ Polish junior market NewConnect and London Alternative Investment Market (AIM) launched the highest and second highest number of IPOs within European exchanges. There were 117 deals which raised US\$178.5 million on NewConnect and 32 deals which raised US\$801.0 million on London AIM.
- ▶ The Middle East and Africa IPO market remained relatively quiet in 2011 due to regional unrest and global market volatility. Issuers from the Middle East raised US\$828 million in 16 IPOs, while African issuers conducted 13 IPO deals which raised US\$856 million.

January – November 2011 key highlights

▶ Financial sponsor-backed IPOs* continue their presence:

- ▶ Globally, PE firms exited 108 companies via IPO in the first 11 months of 2011, raising US\$37.0 billion (23.7% of total funds raised). Whereas in the full year of 2010, there were 155 PE backed IPOs which raised US\$36.0 billion (12.7%). This represents a 30.3% decrease by number of deals and 2.7% higher by total funds raised from 2010 to the first 11 months of 2011.
- ▶ US PE-backed IPO listings continue to drive global PE-backed IPO activity in the first 11 months of 2011. There were 54 IPOs which raised US\$25.7 billion on US exchanges, this represents 16.5% of global capital raised.
- ▶ 2011 saw the largest PE-backed IPO ever – the US\$4.3 billion IPO of the America’s largest hospital chain operator, HCA Holdings Inc, in March on the New York Stock Exchange (NYSE). The China Pacific Insurance US\$4.1 billion IPO in 2007 is now the second largest. The HCA listing is 2011’s fourth largest IPO.
- ▶ The third largest PE backed IPO ever was also launched in Q1’11. It was the US\$3.3 billion IPO of US energy company Kinder Morgan Inc. This was the fifth largest IPO in 2011.
- ▶ Globally, VC firms exited 132 companies through an IPO for the first 11 months of 2011, these IPO deals raised US\$15.9 billion (10.2% of global capital raised).
- ▶ Global state-owned enterprise (SOE) privatization accounted for eight IPOs which raised US\$3.6 billion in the first 11 months of 2011 (2% of global capital raised).
 - ▶ The largest SOE privatization was Polish coal producer JSW SA’s US\$1.9 billion IPO on Warsaw Stock Exchange.
 - ▶ Of the eight privatization deals, three deals from Chinese issuers, two from Poland and one deal each from Indonesia, Bangladesh and Rwanda.

*Financial sponsor-backed IPOs refer to private equity backed IPO deals. A financial sponsor is defined by data provider, Dealogic as “a private equity investment firm that acquires existing and operating companies through a leveraged or management buyout, engages in restructuring activities for the acquired companies and eventually monetizes its positions through a sale of equity, recapitalization, secondary buyout or trade sale.”

January – November 2011 key highlights

- ▶ **Around 93 out of every 100 global IPOs** priced within or above their initial filing range in the first 11 months of 2011:**
 - ▶ 87.1% of global IPOs were priced within their initial filing range – compared to a historical 10 year average of 75.9%.
 - ▶ 5.7% of IPOs were priced above their initial filing range.
 - ▶ Only 7.1% of IPOs were priced below their initial filing range.
- ▶ **Withdrawals/postponements:**
 - ▶ In the first 11 months of 2011, there has been 265 postponed or withdrawn IPO, according to Dealogic. This is lower than the record of 309 postponed or withdrawn deals in the full year of 2008 at the height of the financial crisis and lower than 247 postponed or withdrawn deals in the full year of 2010.
 - ▶ 43 IPOs have been postponed or withdrawn in October and November 2011 compared with 66 deals put on hold or withdrawn during Q3'11.
 - ▶ Globally, there were 51 postponed deals and 214 withdrawn IPO deals in the first 11 months of 2011:
 - ▶ Of the 265 deals – 77 deals were from China, while the US had 75 deals and Australia had 20 deals.
 - ▶ Of the 265 deals – 46 deals were financial sponsor-backed deals.

**Analysis focuses on open-price IPOs with deal value above US\$50 million that is priced above, below or within their initial filing range.

January – November 2011 key highlights

▶ Follow-on offerings:

- ▶ There were 3,865 follow-on offerings globally, which raised US\$440.0 billion in the first 11 months of 2011. This compares to 4,415 follow-on deals which raised US\$549.4 billion in the first 11 months of 2010.
- ▶ Follow on offerings constitute 67% of global equity capital markets activity, while IPOs represented 23% from January to November 2011.
- ▶ **The three largest follow-on deals for January – November are:**
 - ▶ The US\$8.7 billion listing by US Insurance company American International Group Inc (AIG) on NYSE in May.
 - ▶ Germany's investment and retail bank Commerzbank completed its US\$7.8 billion rights offering on Deutsche Borse in June.
 - ▶ US's Mosaic Co, producer of concentrated phosphate and potash, raised US\$7.5 billion on NYSE in May.
- ▶ In the first 11 months of 2011, there were 72 deals with capital raised above US\$1 billion – 43 were from developed markets, 29 were from emerging markets. Six of the 72 deals were priced in October and November.
- ▶ In the first 11 months of 2011, emerging markets made up around 24.7% by global number of follow-on deals and 32.2% by amount of capital raised. Whereas developed markets made up around 75.3% by number of deals and 67.8% by capital raised via follow on offerings globally.
- ▶ The top three stock exchanges by capital raised are New York Stock Exchange (US\$110.2 billion via 273 follow-on deals), NASDAQ (US\$34.9 billion via 347 deals) and Hong Kong Stock Exchange (US\$28.7 billion via 154 deals).

January – November 2011 key highlights

Geographical analysis

By number of IPOs:

- ▶ Asia Pacific issuers continue to be the leading region with 59.0% market share in the 11 months of 2011.
- ▶ EMEA and North America regions had 24.5% and 14.1% market share respectively. Central and South America had 2.4% market share.
- ▶ Greater China, Poland and US issuers were market share leaders with 352, 129 and 98 IPOs respectively.

By capital raised:

- ▶ Asia Pacific issuers was the market share leader with 50.0%.
- ▶ EMEA and North America were ranked second and third with 22.3% and 22.2% market share respectively, while Central & South America had 5.5%.
- ▶ Greater China, US and Swiss issuers were market share leaders in the first 11 months of 2011 with 41.7% (US\$65.0b), 20.7% (US\$32.2b) and 6.5% (US\$10.0b) respectively.

Industry analysis

By number of IPOs:

- ▶ The leading sectors by number of deals were materials (254 IPOs); industrials (125); and technology (137). The top three sectors accounted for 52% of total deal numbers.

By capital raised:

- ▶ The top three sectors accounted for 47% of total deal value: materials (US\$28.0b), industrials (US\$ 26.2b) and energy (US\$19.7b).

Exchange analysis

By number of IPOs:

- ▶ Shenzhen Stock Exchange (SME board and ChiNext) was the most active by number of deals, with 226 deals (20.2% of total numbers).
- ▶ Warsaw's NewConnect saw 117 deals (10.5%), and the Australian Securities exchange hosted 93 deals (8.3%).

By capital raised:

- ▶ The NYSE, buoyed by the HCA Holdings, Kinder Morgan Inc and Nielsen Holdings listings (the fourth, fifth and tenth largest deals globally in the 11 months of 2011), raised US\$28.2b in 61 IPOs (18.1% of global proceeds).
- ▶ Shenzhen Stock Exchange (SME and ChiNext) raised US\$26.2b in 226 IPOs (16.8% of global proceeds).
- ▶ Hong Kong Stock exchange came in third, raising US\$19.6b (12.6%) via 53 deals.

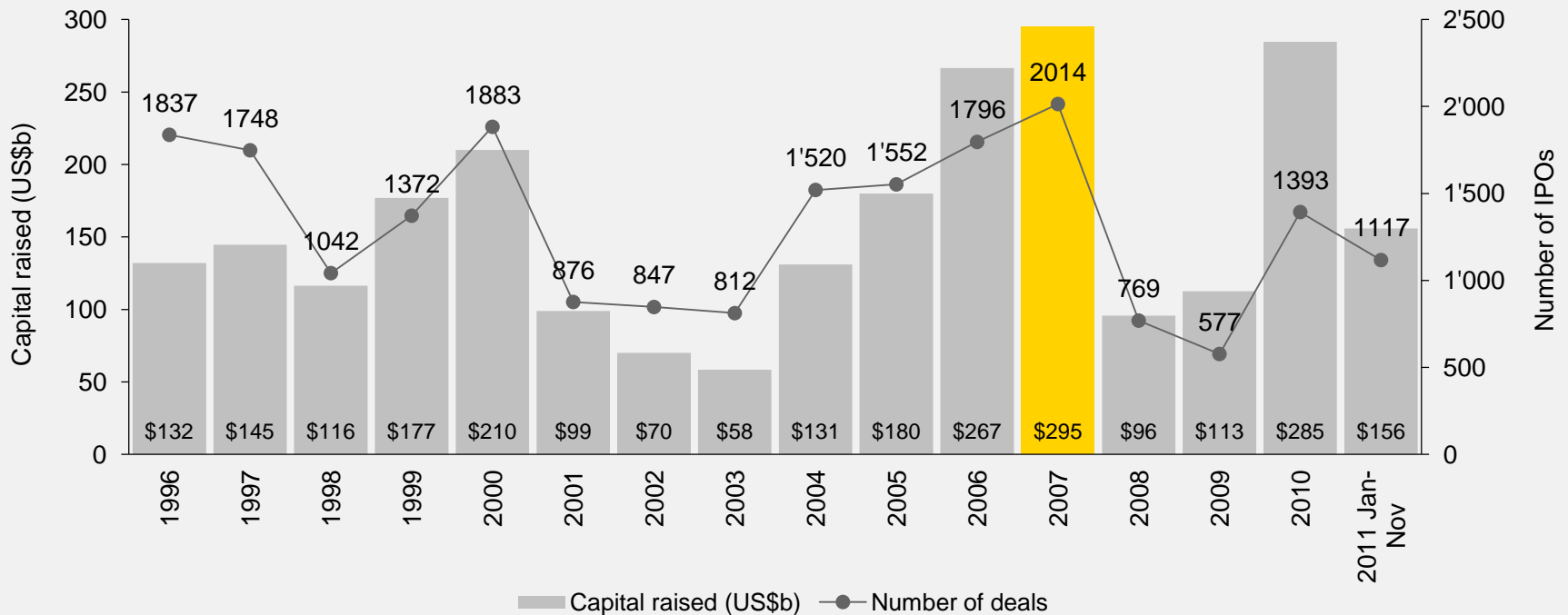
January – November 2011 key highlights

The global “Top 20 Club” (top 20 IPOs by capital raised)

- ▶ **Emerging markets represent 4 of the top 12 IPOs and 13 of the top 20 IPOs:**
 - ▶ 6 out of the top 20 deals were private equity-backed IPOs.
- ▶ **14 of the top 20 listed on their home exchange (as their primary exchange).**
- ▶ Six of the top 20 deals listed on a foreign exchange – the three largest deals (by capital raised) are:
 - ▶ Swiss commodities trader, Glencore International plc, which were dual listed on LSE and HKEx.
 - ▶ Hong Kong’s transportation conglomerate, Hutchison Port Holdings which listed on Singapore Stock Exchange.
 - ▶ Italy’s fashion designer company, Prada SpA, which listed on HKEx.
- ▶ The top 10 IPOs together raised US\$38.0 billion which represents about 24% of global proceeds.
- ▶ The top 20 IPOs together raised US\$52.1 billion which represents about 33% of global proceeds.
- ▶ Greater China was the source of 10 of the top 20 IPOs, while the US was the source of four deals:
 - ▶ Other IPOs in the top 20 were from Switzerland, Spain, Italy, Poland, Argentina and Russian Federation. Each country accounted for one deal each.
- ▶ The minimum deal value required to make the top 20 was US\$965 million in the first 11 months of 2011, compared to the US\$1.9 billion for the full year of 2010.
- ▶ The minimum deal value to join the global Top 10 Club was US\$1.9 billion compared to US\$3.2 billion for the full year of 2010.
- ▶ The industrials and retails sectors generated three IPOs each:
 - ▶ Energy, financials, health care and materials sectors generated two deals each.
 - ▶ Consumer products and services, consumer staples, technology, media and entertainment, real estate and telecommunication sectors generated one IPO each respectively.

Global IPO activity: number of deals and capital raised by year

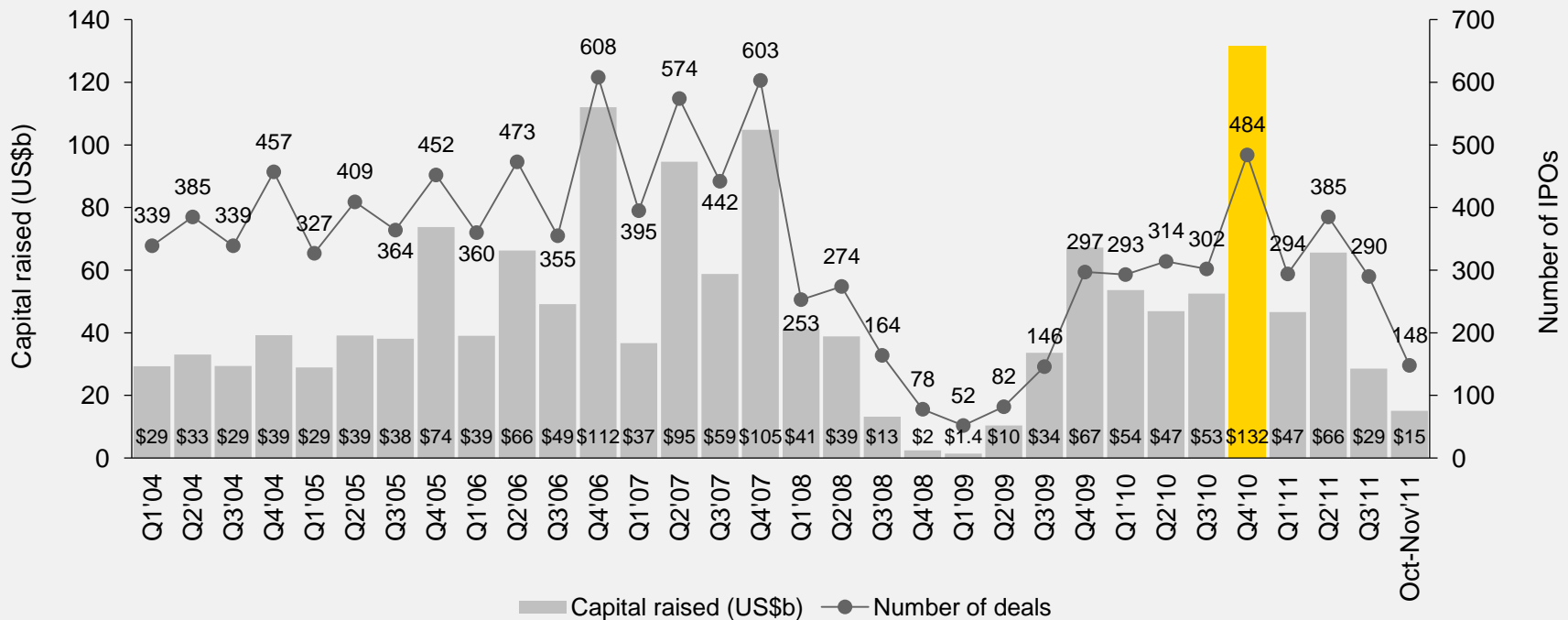
Global IPO activity in the 11 months of 2011 was 45% lower than 2010 by global capital raised. The unresolved Eurozone debt crisis, concerns about global economic growth and falling equity markets had a deep impact on global IPO activity in 2011.



Source: Dealogic, Thomson Financial, Ernst & Young

Global IPO activity: number of deals and capital raised by quarter

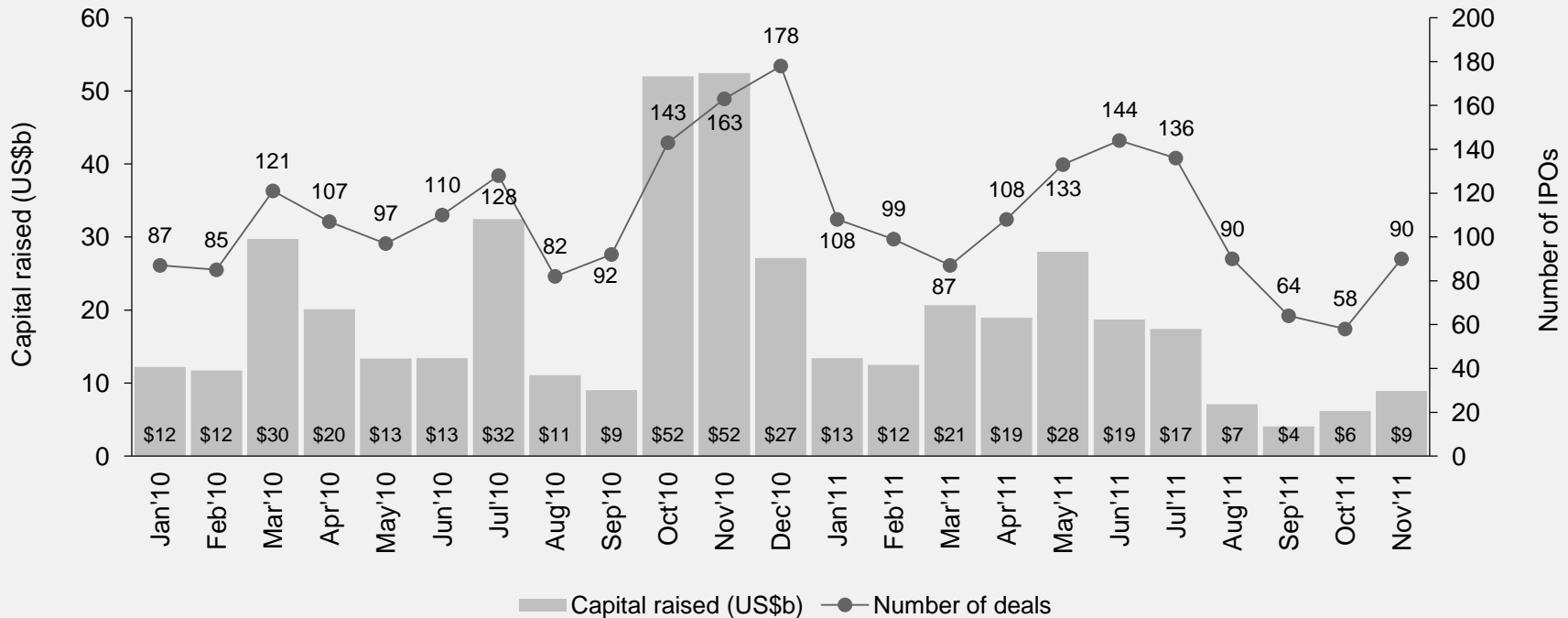
In the 11 months of 2011, there were 19 deals with capital raised above US\$1 billion. Of the top 10 IPOs (by capital raised), four deals were from emerging countries. Of the top 20 IPOs, 13 deals were from emerging countries.



Source: Dealogic, Thomson Financial, Ernst & Young

Global IPO activity: number of deals and capital raised by month

November 2011 saw 90 IPO listings which raised US\$9.0 billion in total. September 2011 generated 64 IPO listings which raised US\$4.1 billion altogether, this was the lowest monthly capital raised since May 2009 (US\$2.4 billion from 27 deals).

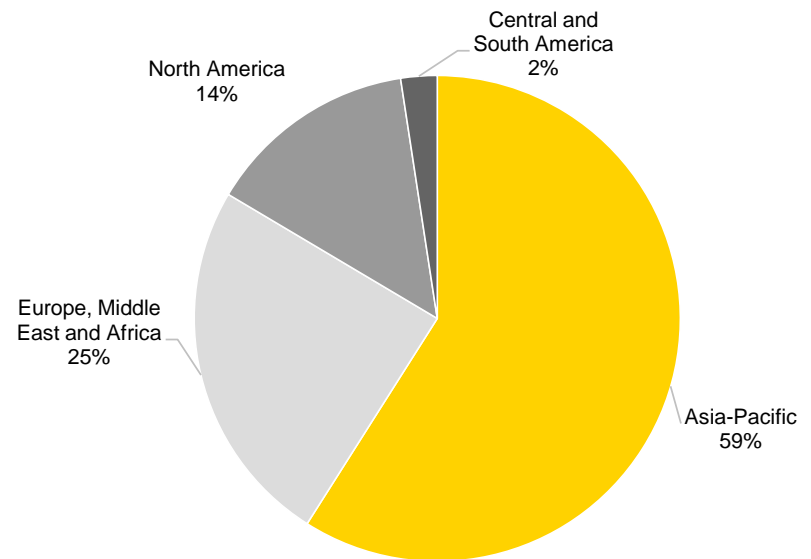
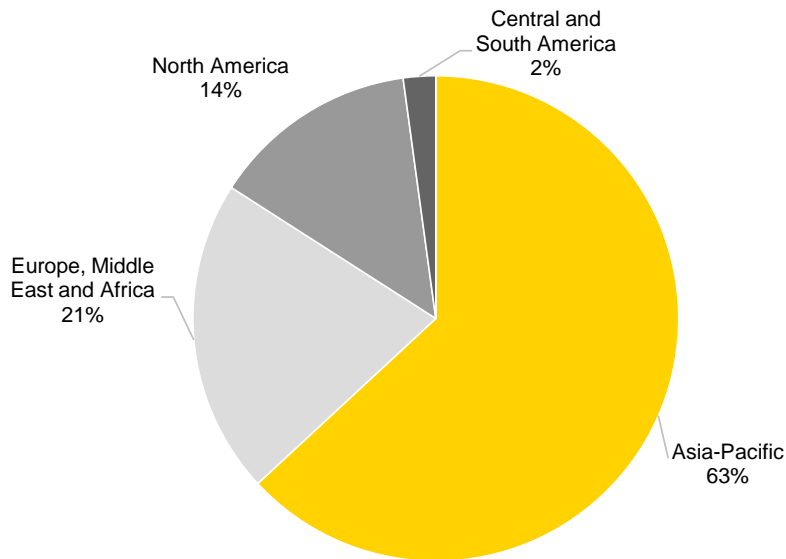


*Date up to end of 27th September
Source: Dealogic, Thomson Financial, Ernst & Young

Global IPO activity: distribution of IPOs by world region (by number of deals)

2010

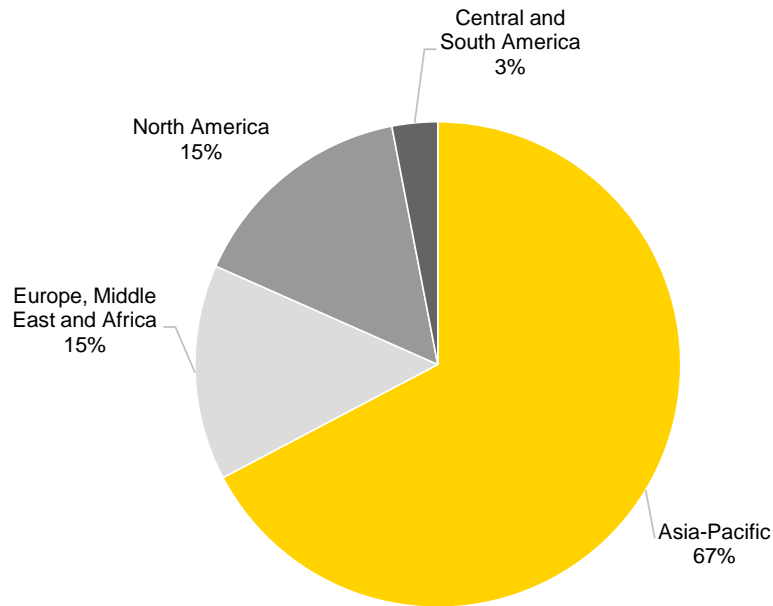
January – November 2011



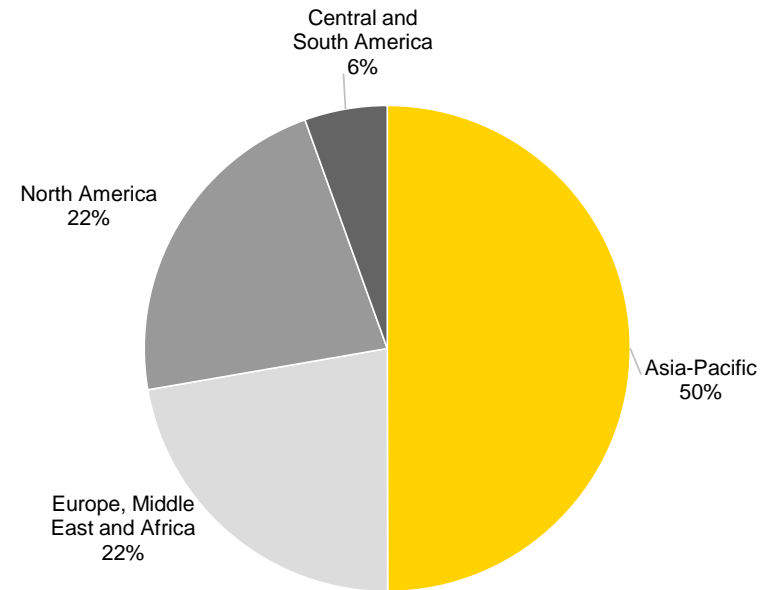
Source: Dealogic, Thomson Financial, Ernst & Young

Global IPO activity: distribution of IPOs by world region (by capital raised)

2010

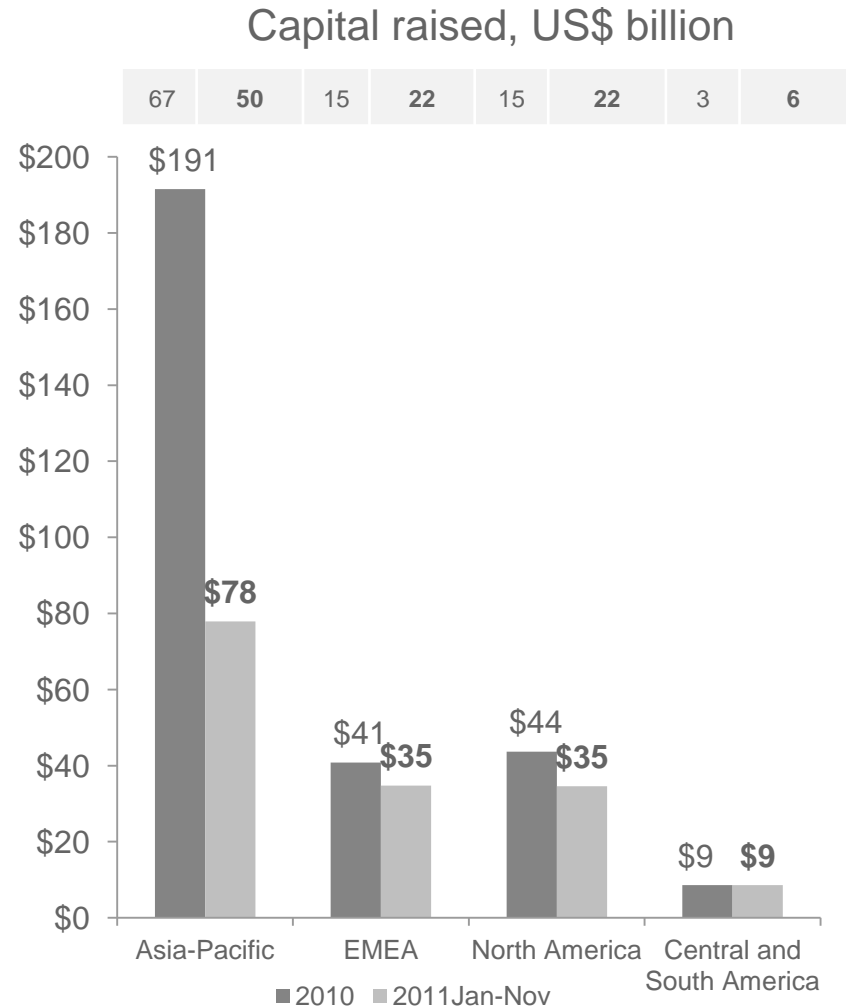
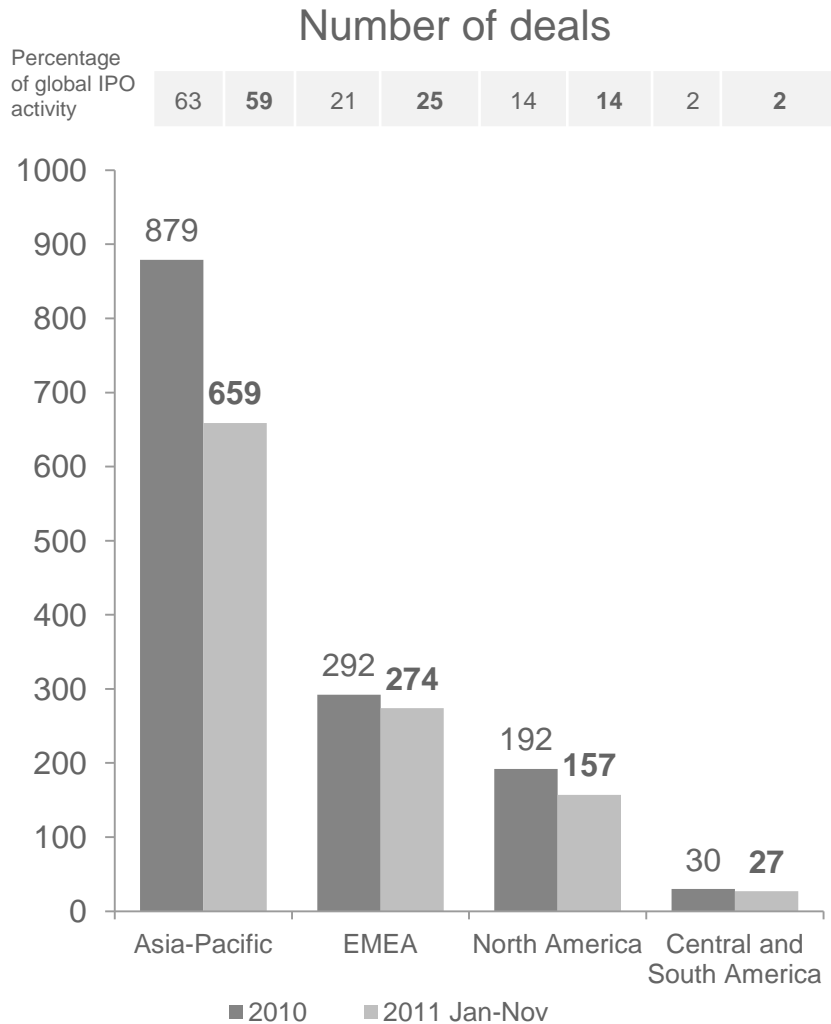


January – November 2011



*Source: Dealogic, Thomson Financial, Ernst & Young

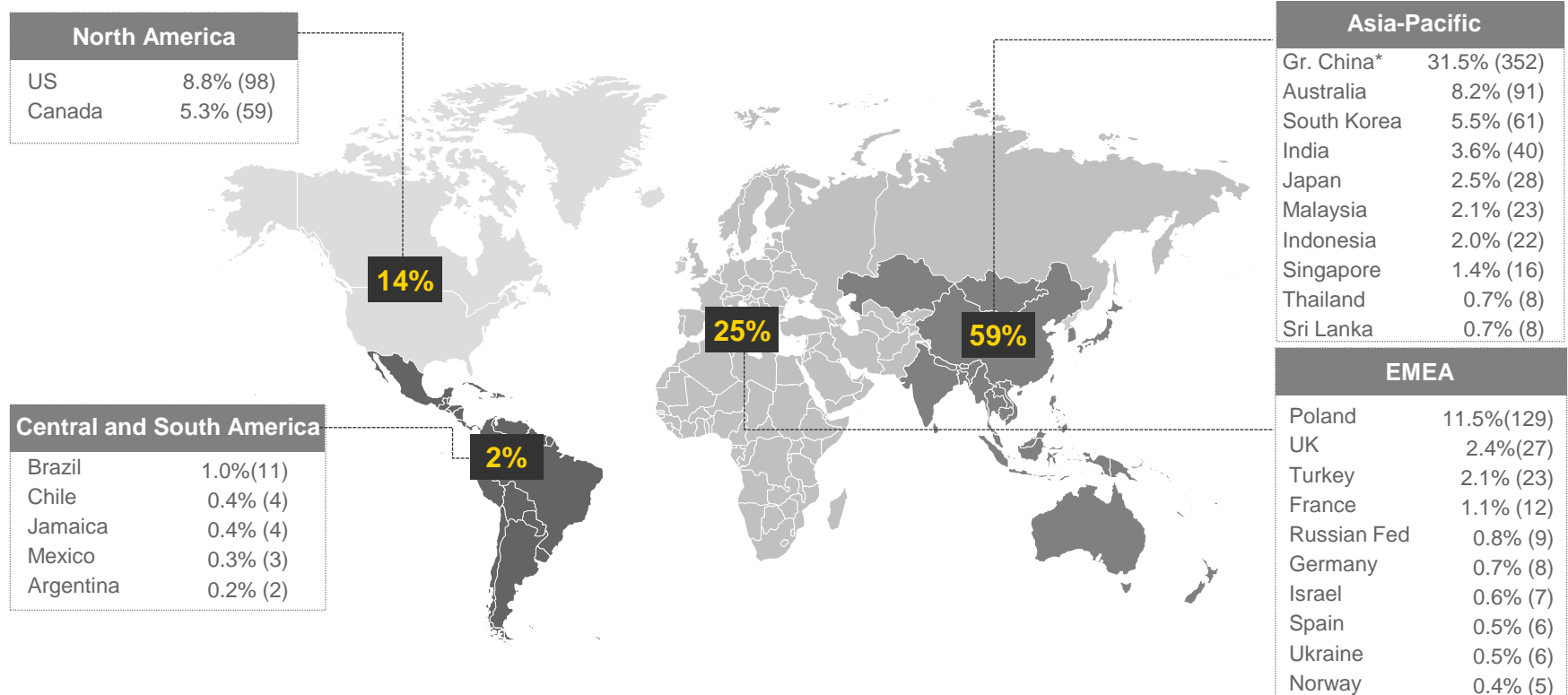
2010 and January – November 2011 global IPOs by region



Source: Dealogic, Thomson Financial, Ernst & Young

January to November 2011 Global IPO activity (by region and number of deals)

Greater China lead by number of deals, followed by Poland and US

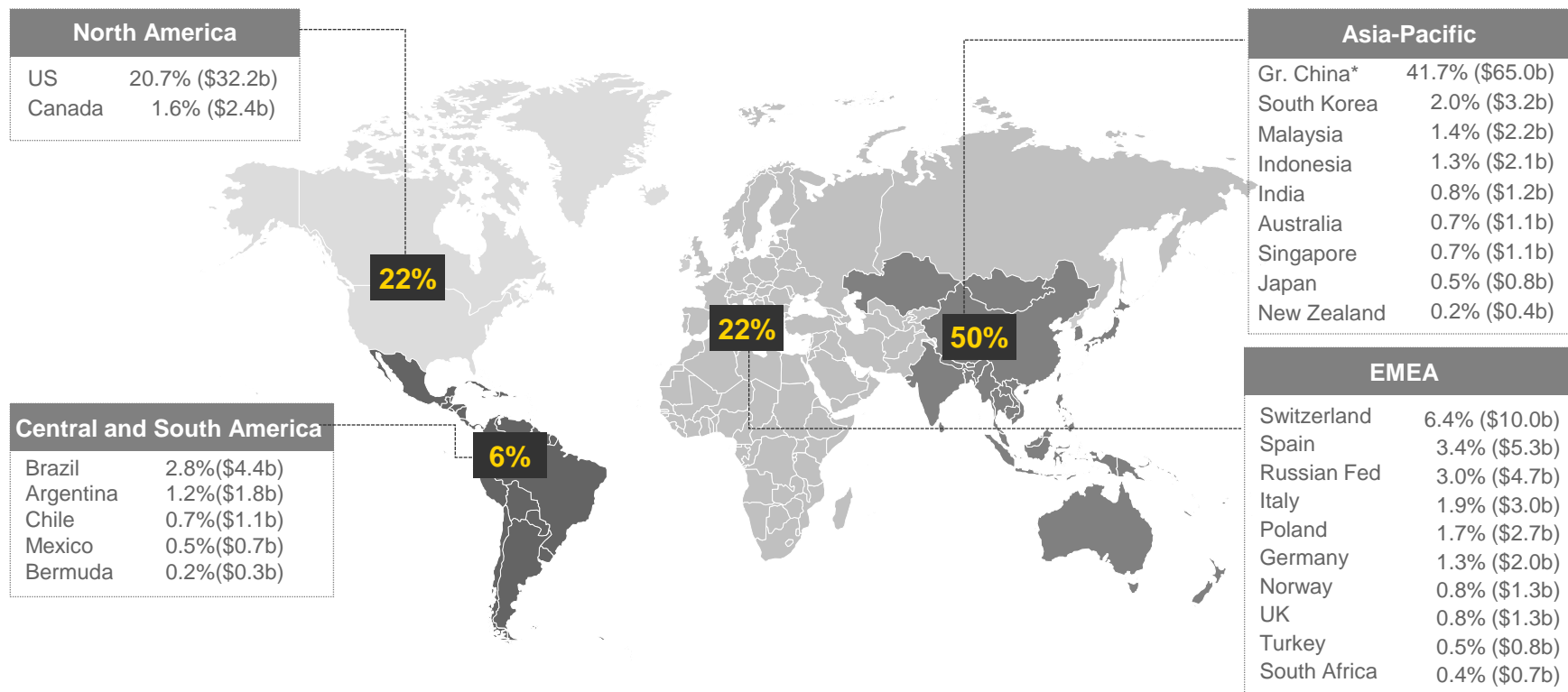


Developing countries made up 68% of the number of deals globally and 61% of the total global capital raised. BRICs together raised US\$66.7 billion (43% of total capital raised) in 385 deals (34% of total deal numbers).

*Greater China includes Mainland China (325 deals), Hong Kong (21) and Taiwanese (5), Macao (1) issuers. Based on the listed company domicile country. Source: Dealogic, Thomson Financial, Ernst & Young

January to November 2011 Global IPO activity (by region and capital raised)

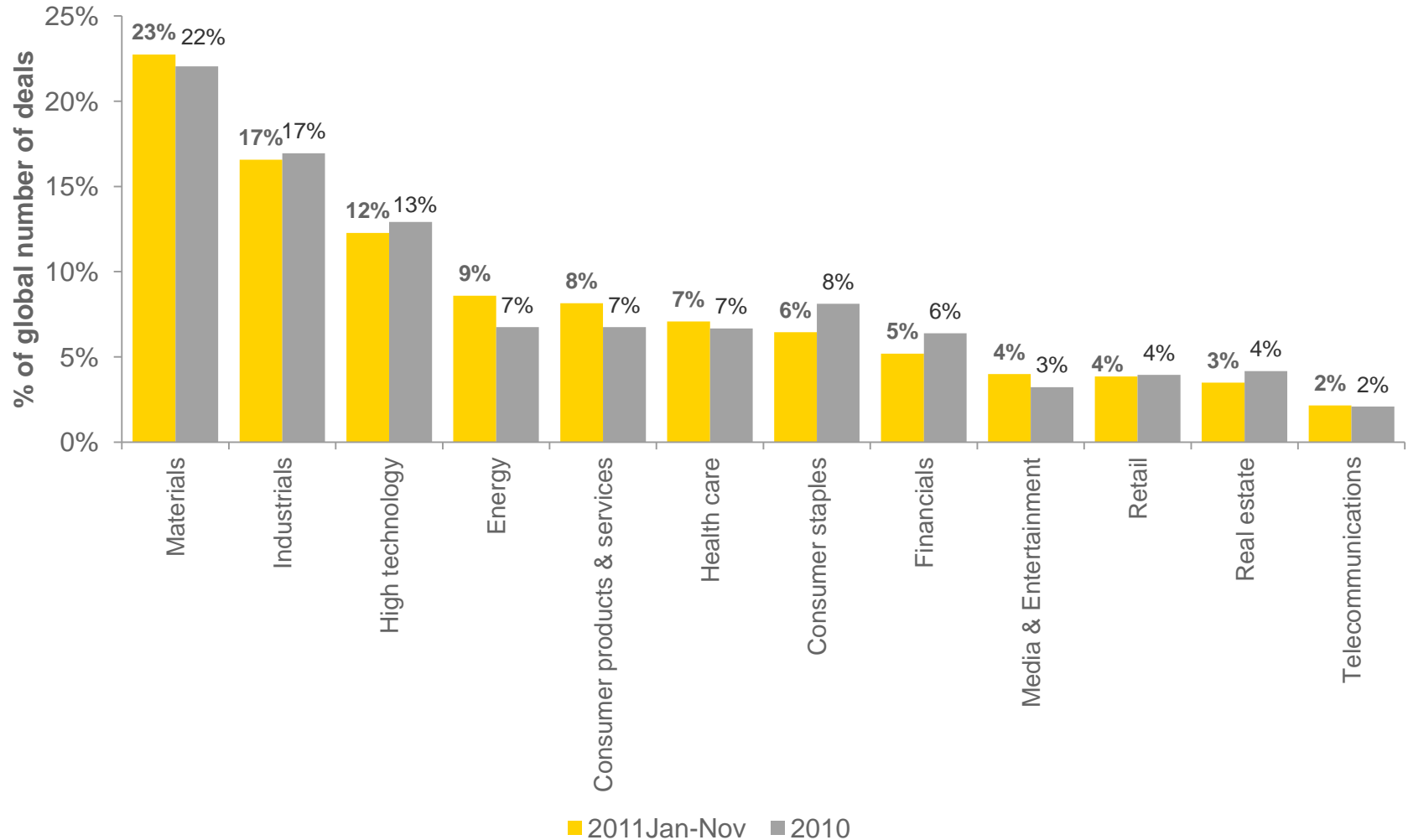
Greater China lead by total capital raised (US\$b), followed by US and Switzerland



Of the 19 deals with capital raised above US\$1 billion, 12 were from emerging markets. Four of the top 10 IPOs and 13 of the top 20 IPOs (by capital raised) were from emerging countries.

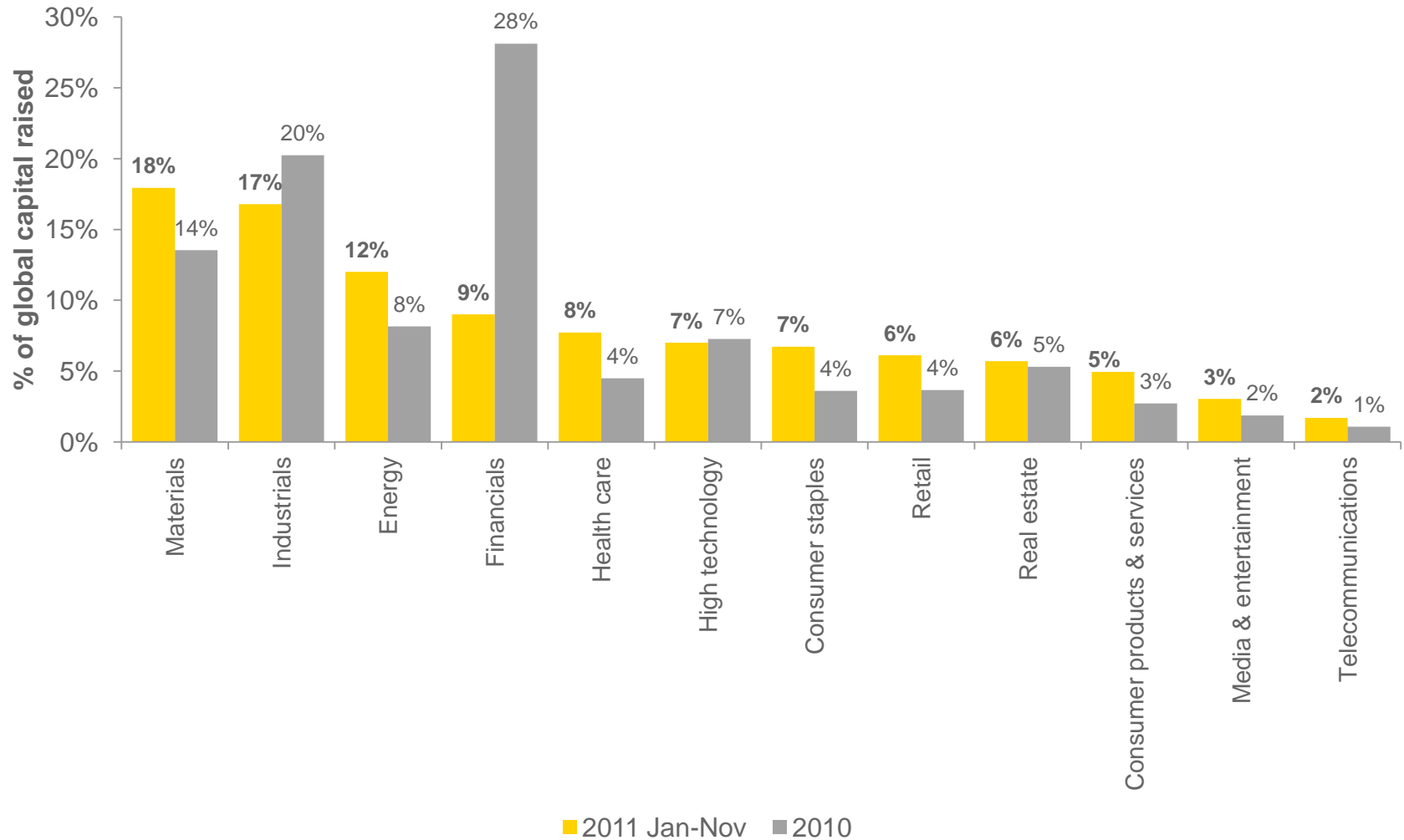
*Greater China includes Mainland China (US\$56.4b), Hong Kong (\$6.9b), Taiwanese (\$84m) and Macao (\$1.6b) issuers . Based on the listed company domicile country.
Source: Dealogic, Thomson Financial, Ernst & Young

Global IPO activity: by industry and % of global number of deals



Source: Dealogic, Thomson Financial, Ernst & Young

Global IPO activity: by industry and % of global capital raised



Source: Dealogic, Thomson Financial, Ernst & Young

January to November 2011 Global IPO activity: by stock exchanges*

Top 12 by number of deals

| Exchange | No. of deals | Percentage of global total |
|--|--------------|----------------------------|
| Shenzhen Stock Exchange (SZE)** | 226 | 20.2% |
| NewConnect - Warsaw | 117 | 10.5% |
| Australian Securities Exchange (ASX) | 93 | 8.3% |
| New York Stock Exchange (NYSE) | 61 | 5.5% |
| Hong Kong Exchanges & Clearing Ltd (HKEx) | 53 | 4.7% |
| NASDAQ | 50 | 4.5% |
| KOSDAQ | 48 | 4.3% |
| Toronto Venture Exchange (TSX-V) | 42 | 3.8% |
| Bombay Stock Exchange (BSE) | 39 | 3.5% |
| Shanghai Stock Exchange (SSE) | 36 | 3.2% |
| London Alternative Investment Market (AIM) | 32 | 2.9% |
| Istanbul | 23 | 2.1% |
| All other exchanges | 297 | 26.5% |
| Global total | 1117 | 100% |

Top 12 by capital raised

| Exchange | Capital raised (US\$m) | Percentage of global total |
|---|------------------------|----------------------------|
| New York Stock Exchange (NYSE) | \$28,196 | 18.1% |
| Shenzhen Stock Exchange (SZE)** | \$26,241 | 16.8% |
| Hong Kong Exchanges & Clearing Ltd (HKEx) | \$19,567 | 12.6% |
| Shanghai Stock Exchange (SSE) | \$14,564 | 9.3% |
| London Stock Exchange (LSE) | \$13,915 | 8.9% |
| NASDAQ | \$8,132 | 5.2% |
| Singapore Stock Exchange | \$7,238 | 4.6% |
| Madrid | \$5,300 | 3.4% |
| Sao Paulo Stock Exchange | \$4,412 | 2.8% |
| Warsaw Stock Exchange | \$2,772 | 1.8% |
| Deutsche Borse | \$2,256 | 1.4% |
| Toronto Stock Exchange (TSX) | \$2,167 | 1.4% |
| All other exchanges | \$21,084 | 13.5% |
| Global total | \$155,843 | 100% |

*Data based on domicile of the exchange, regardless of the listed company domicile

**Shenzhen Stock Exchange includes listings on Mainboard (SME) and ChiNext

Source: Dealogic, Thomson Financial, Ernst & Young

2010 Global IPO activity: by stock exchanges*

Top 12 by number of deals

| Exchange | No. of deals | Percentage of global total |
|--|--------------|----------------------------|
| Shenzhen Stock Exchange (SZE) ** | 321 | 23.0% |
| Australian Securities Exchange (ASX) | 92 | 6.6% |
| Hong Kong Exchanges & Clearing Ltd (HKEx) | 87 | 6.2% |
| New York Stock Exchange (NYSE) | 82 | 5.9% |
| NASDAQ | 76 | 5.5% |
| NewConnect – Warsaw | 71 | 5.1% |
| Bombay Stock Exchange (BSE) | 62 | 4.5% |
| KOSDAQ | 56 | 4.0% |
| Toronto Venture Exchange (TSX-V) | 42 | 3.0% |
| London Alternative Investment Market (AIM) | 40 | 2.9% |
| Toronto | 31 | 2.2% |
| Kuala Lumpur | 31 | 2.2% |
| <i>All other exchanges</i> | <i>402</i> | <i>28.9%</i> |
| Global total | 1393 | 100.0% |

Top 12 by capital raised

| Exchange | Capital raised (US\$m) | Percentage of global total |
|---|------------------------|----------------------------|
| Hong Kong Exchanges & Clearing Ltd (HKEx) | \$57,383 | 20.2% |
| Shenzhen Stock Exchange (SZE)** | \$44,295 | 15.6% |
| New York Stock Exchange (NYSE) | \$34,717 | 12.2% |
| Shanghai Stock Exchange (SSE) | \$27,879 | 9.8% |
| Tokyo Stock Exchange (TSE) | \$14,268 | 5.0% |
| London Stock Exchange (LSE) | \$8,861 | 3.1% |
| NASDAQ | \$8,726 | 3.1% |
| Bombay Stock Exchange (BSE) | \$8,304 | 2.9% |
| Australian Securities Exchange (ASX) | \$7,905 | 2.8% |
| Korea Stock Exchange (KRX) | \$7,750 | 2.7% |
| Bursa Malaysia (KLSE) | \$6,961 | 2.4% |
| Sao Paulo Stock Exchange (BOVESPA) | \$6,387 | 2.2% |
| <i>All other exchanges</i> | <i>\$51,170</i> | <i>17.9%</i> |
| Global total | \$284,607 | 100.0% |

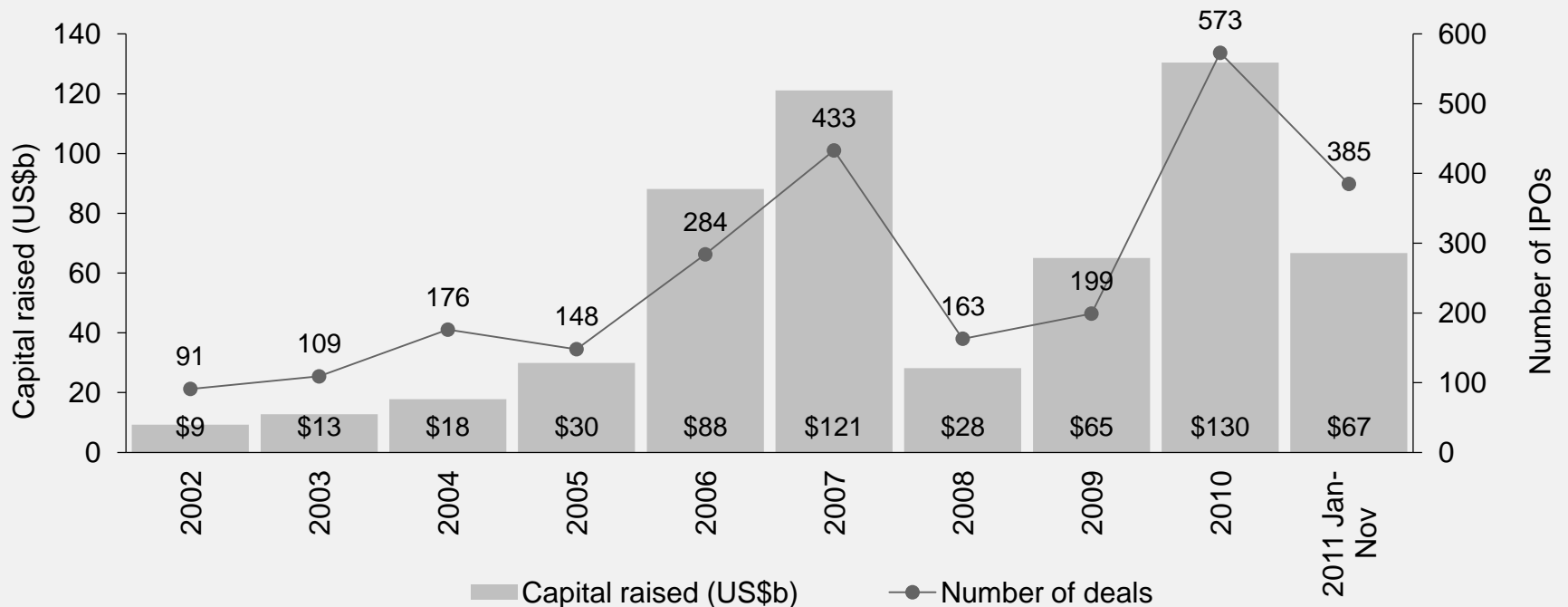
*Data based on domicile of the exchange, regardless of the listed company domicile

**Shenzhen Stock Exchange includes listings on Mainboard (SME) and ChiNext

Source: Dealogic, Thomson Financial, Ernst & Young

Emerging markets: IPO activity by year in the BRIC countries

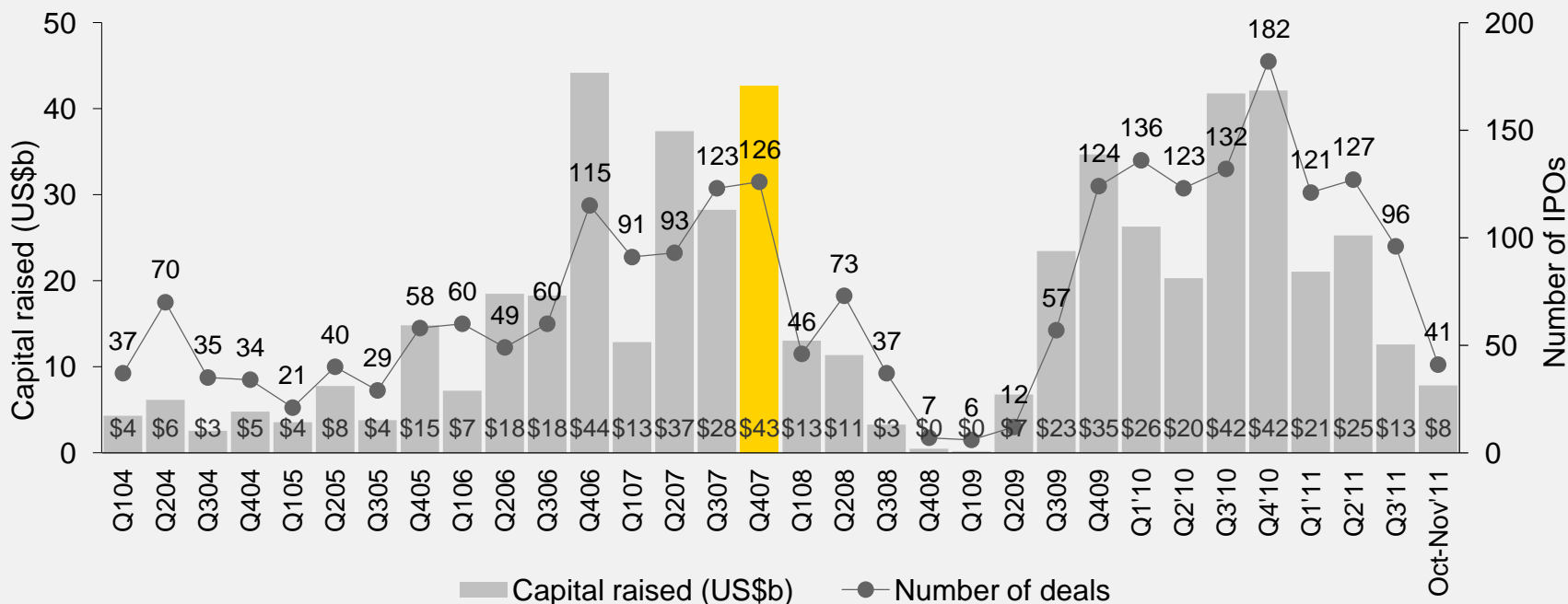
Emerging market continues to drive global IPO activity in the 11 months of 2011 (68% by global deals and 61% by global capital raised). Emerging markets issuers raised US\$94.3b from 764 IPO deals and BRIC issuers had 385 IPOs raising US\$66.7 billion.



Source: Dealogic, Thomson Financial, Ernst & Young

Emerging markets: IPO activity by quarter in the BRIC countries

In the first 11 months of 2011, 12 of the 19 deals with capital raised above US\$1 billion were from emerging markets. Of the top 10 IPOs (by capital raised), 4 deals were from emerging countries. Of the top 20 IPOs, 13 deals were from emerging countries.



Source: Dealogic, Thomson Financial, Ernst & Young

January – November 2011 Top 20 IPOs by capital raised

| Issue month | Issuer name | Domicile country | Sector | Issuer business description | Capital raised (US\$m) | Exchange(s) | Type of IPO |
|-------------|---|------------------|--------------------------------|--|------------------------|-------------------|---------------|
| May | Glencore International plc | Switzerland | Materials | Diversified natural resources group. | 10,046 | London, Hong Kong | |
| Mar | Hutchison Port Holdings Trust | Hong Kong | Industrials | Involved in port and harbour operations as well as warehousing services. | 5,454 | Singapore | |
| Jul | Bankia | Spain | Financials | Commercial bank. | 4,424 | Madrid | |
| Mar | HCA Holdings Inc | United States | Health care | Operates hospitals and surgery centers. | 4,354 | New York | PE backed IPO |
| Feb | Kinder Morgan Inc | United States | Energy | Transportation and storage of natural gas, refined petroleum and crude petroleum. | 3,294 | New York | PE backed IPO |
| Jun | Prada SpA | Italy | Consumer staples | Luxury fashion designer. | 2,469 | Hong Kong | |
| Oct | Sinohydro Group Ltd | China | Energy | Engaged in water and hydropower generation. | 2,117 | Shanghai | |
| May | Shanghai Pharmaceuticals Holding Co Ltd | China | Health care | Manufacturer of pharmaceutical. | 2,060 | Hong Kong | |
| Jul | JSW SA | Poland | Materials | Coal producer and distributor. | 1,923 | Warsaw | Former SOE |
| Jan | Nielsen Holdings NV | United States | Consumer products and services | An information and measurement company that provides data on consumers preferences and behavior. | 1,889 | New York | PE backed IPO |

Source: Dealogic, Thomson Financial, Ernst & Young

January – November 2011 Top 20 IPOs by capital raised

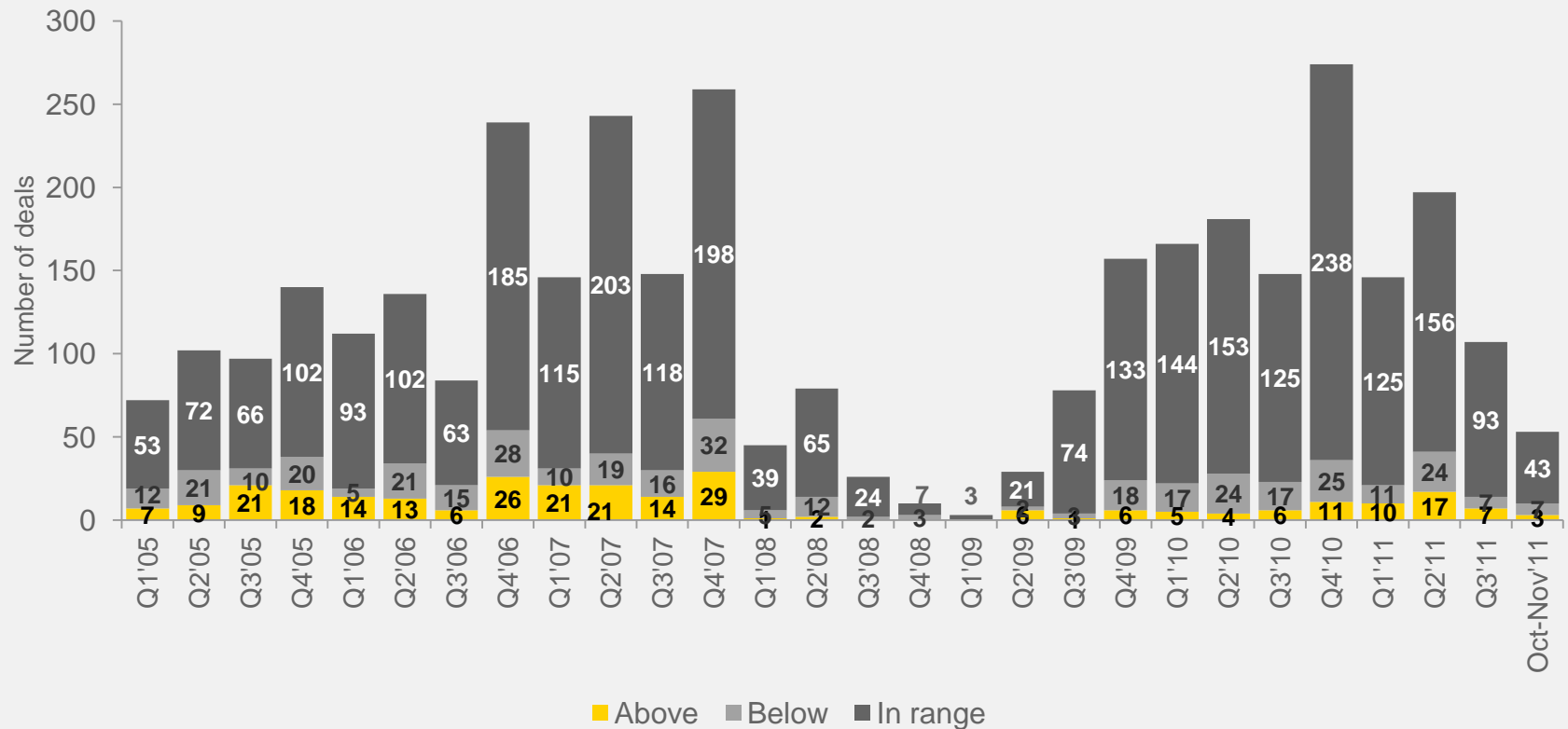
| Issue month | Issuer name | Domicile country | Sector | Issuer business description | Capital raised (US\$m) | Exchange(s) | Type of IPO |
|-------------|---------------------------------|--------------------|-------------------------|--|------------------------|-------------|----------------|
| Oct | CITIC Securities | China | Financials | Provider of investment trust management and securities brokerage services. | 1,828 | Hong Kong | |
| Jun | MGM China Holdings Ltd | Macao | Media and entertainment | Leading casino gaming resort developers, owners and operators in greater china region. | 1,616 | Hong Kong | |
| Apr | Hui Xian REIT | China | Real estate | Real estate investment trust. | 1,605 | Hong Kong | |
| Apr | Arcos Dorados Holdings Inc | Argentina | Retail | Operator of fast food restaurants. McDonald's franchisee. | 1,437 | New York | PE backed IPO |
| May | Yandex NV | Russian Federation | High technology | Russian internet and search company. | 1,435 | Nasdaq | PE & VC backed |
| Jan | Sinovel Wind Group Co Ltd | China | Industrials | Engaged in developing, designing, manufacturing and marketing large-scale onshore/offshore series wind turbines. Renewable Energy: Wind. | 1,435 | Shanghai | |
| Jun | Samsonite International SA | United States | Retail | Engaged in the design, marketing and sale of travel, business and causal luggage. | 1,297 | Hong Kong | PE backed IPO |
| Jul | Sun Art Retail Group Ltd | China | Retail | Hypermarket operator. | 1,217 | Hong Kong | |
| Nov | HKT Trust | Hong Kong | Telecommunications | Provider of fixed line, mobile and broadband telecommunications services in Hong Kong. | 1,194 | Hong Kong | |
| Apr | Pang Da Automobile Trade Co Ltd | China | Industrials | Engaged in the business of automobile dealership, repair and maintenance. | 965 | Shanghai | |

Total capital raised by top 20 IPOs: US\$52.1b
Total global capital raised in 11 months: US\$155.8b
% of top 20: 33%

Source: Dealogic, Thomson Financial, Ernst & Young

Global number of IPOs by pricing range

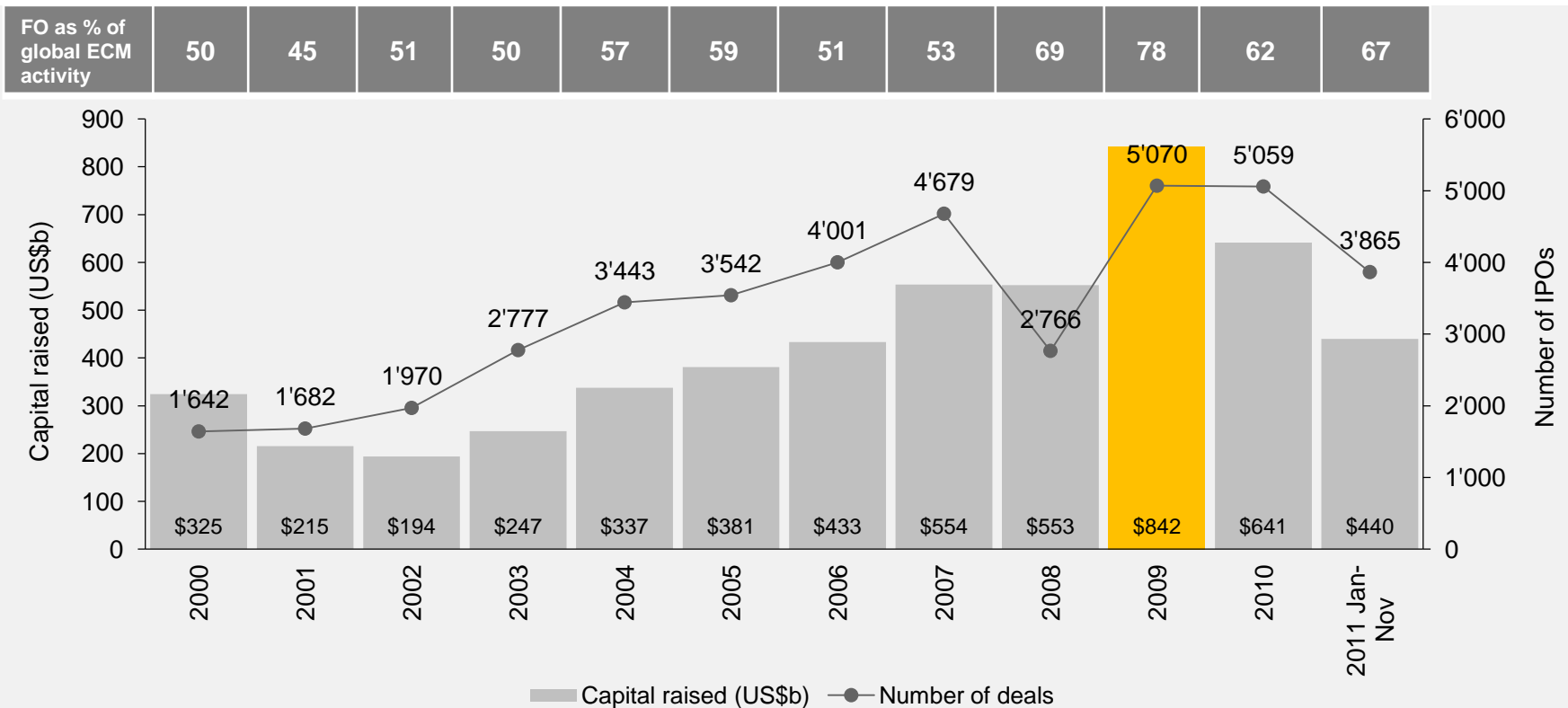
While price-sensitive investors grew more cautious after mixed performances of some high-profile IPOs, 87% of global IPOs* in the 11 months priced within their initial filing range and 6% were priced above. Only 7% of IPOs were priced below their initial filing range.



*Chart shows the number of open-price IPOs with deal value above US\$50m that is priced above, below or within their initial filing range. Source: Dealogic

Global follow-on activity: number of deals and capital raised by year

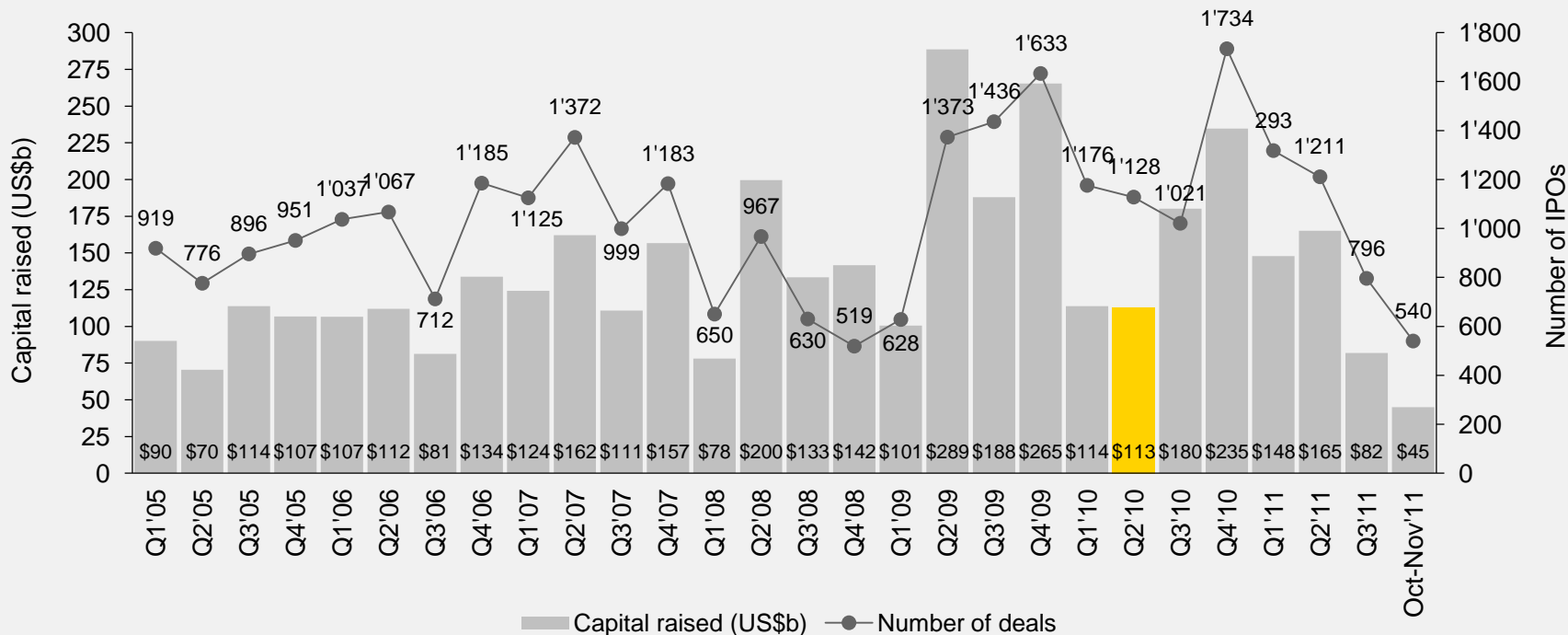
Global follow-on activity reached record highs worldwide in 2009, accounting for 78% of global equity issuance. In the first 11 months of 2011, there were 72 deals with capital raised above US\$1 billion – 43 were from developed markets, 29 were from emerging markets.



ECM = Equity Capital Markets, it includes IPO deals, Follow on deals and Convertibles deals
 Source: Dealogic, Ernst & Young

Global follow-on activity: number of deals and capital raised by quarter

In the 11 months of 2011, the top three stock exchanges by capital raised for follow-on offerings are New York Stock Exchange (\$110.2 billion via 273 deals), NASDAQ (\$34.9 billion via 347 deals) and Hong Kong Stock Exchange (\$28.7 billion via 154 deals).



Source: Dealogic, Ernst & Young

Appendix: definitions

- ▶ The data presented in the Ernst & Young *Global IPO trends 2011 report and Year End Global IPO update* and press releases are from Dealogic, Thomson Reuters and Ernst & Young. **The *Year End Global IPO update* covers global IPO activity from 1 January to 30 November 2011.**
- ▶ For the purposes of these reports and press releases, we focus only on IPOs of operating companies and define an IPO as follows:
 - ▶ A company's first offering of equity to the public.
- ▶ This report includes only those IPOs for which Dealogic, Thomson Financial and Ernst & Young offer data regarding the issue date (the day the offer is priced and allocations are subsequently made), trading date (the date on which the security first trades) and proceeds (funds raised, including any over-allotment sold). Postponed IPOs or those which have not yet been priced are therefore excluded. Over-the-counter (OTC) listings are also excluded.
- ▶ In an attempt to exclude non-operating company IPOs such as trusts, funds and special purpose acquisition companies (SPACs), companies with the following Standard Industrial Classification (SIC) codes are excluded:
 - ▶ 6091: Financial companies that conduct trust, fiduciary and custody activities
 - ▶ 6371: Asset management companies such as health and welfare funds, pension funds and their third-party administration as well as other financial vehicles
 - ▶ 6722: Companies that are open-end investment funds
 - ▶ 6726: Companies that are other financial vehicles
 - ▶ 6732: Companies that are grant-making foundations
 - ▶ 6733: Asset management companies that deal with trusts, estates and agency accounts
 - ▶ 6799: Special Purpose Acquisition Companies (SPACs)
- ▶ We also applied the above SIC exclusion criteria for the follow on activity analysis.
- ▶ In our analysis, unless stated otherwise, IPOs are attributed to the domicile nation of the company undertaking an IPO. The primary exchange on which they are listed is as defined by Dealogic, Thomson Financial and Ernst & Young research. A foreign listing is where the stock exchange nation of the company is different from the company's domicile nation (i.e., issuer's nation). For IPO listings on HKEx, SSE, SZE, WSE, NewConnect, TSX and TSX-V exchanges, we use their first trading date in place of issue date.

Appendix: definitions

▶ **Geographic definitions:**

- ▶ Asia includes Bangladesh, Greater China, India, Indonesia, Japan, Laos, Malaysia, Pakistan, Philippines, Singapore, South Korea, Sri Lanka, Thailand, Vietnam
- ▶ **Greater China** includes Mainland China, Hong Kong, Taiwan and Macau only
- ▶ Asia Pacific includes Asia (as stated above) plus Australia, New Zealand, Fiji and Papua New Guinea
- ▶ Central and South America includes Argentina, Bermuda, Brazil, Chile, Colombia, Ecuador, Jamaica, Mexico, Peru and Puerto Rico
- ▶ Europe includes Armenia, Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Isle of Man, Italy, Kazakhstan, Luxembourg, Lithuania, Netherlands, Norway, Poland, Portugal, Russian Federation, Spain, Sweden, Switzerland, Turkey, Ukraine, United Kingdom
- ▶ Middle East includes Bahrain, Iran, Israel, Jordan, Kuwait, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen
- ▶ Africa includes Algeria, Botswana, Egypt, Ghana Kenya, Madagascar, Malawi, Morocco, Namibia, Rwanda, South Africa, Tanzania, Tunisia, Uganda, Zambia, Zimbabwe
- ▶ North America consist of United States and Canada
- ▶ **Emerging markets** include issuers from Argentina, Armenia, Bangladesh, Bolivia, Brazil, Bulgaria, Chile, Colombia, Croatia, Cyprus, Egypt, Ethiopia, Greater China, Hungary, India, Indonesia, Ireland, Israel, Kenya, Kuwait, Kazakhstan, Laos, Lithuania, Malaysia, Mauritius, Mexico, Namibia, Pakistan, Peru, Philippines, Poland, Qatar, Russian Federation, Saudi Arabia, Sierra Leone, Singapore, Slovenia, South Africa, South Korea, Sri Lanka, Tanzania, Thailand, Tunisia, Turkey, Ukraine, United Arab Emirates, Vietnam, Zambia etc.
- ▶ **Developed markets** include issuers from Australia, Austria, Belgium, Bermuda, Canada, Denmark, Finland, France, Germany, Greece, Guernsey, Isle of Man, Italy, Japan, Jersey, Luxembourg, Netherlands, New Zealand, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom and United States etc.
- ▶ **State-owned enterprise (SOE)** privatizations refers to former state-owned entities that have completed its IPO listings to become public companies.

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