



ELITE

Connecting companies with capital

ELITE Overview

ELITE **accelerates** long-term growth by offering access to a **diverse network**, a range of **funding options**, and a **dedicated training programme**.



What?

ELITE is a programme that **helps** fast-growing private companies prepare and structure for further growth through sharing experiences, access to financing opportunities and education.



Who?

ELITE **serves** the most exciting and ambitious businesses with a strong business model, clear growth strategy and the commitment to implement useful changes for development.




How?

ELITE **offers** an innovative approach through training and access to a diverse community of companies, entrepreneurs, investors and corporate advisers.

Companies **access** a unique digital platform enabling collaboration and communication with peers and partners.

Structured Three Phase Programme

The programme is delivered in three progressive phases:

		Duration
 A light blue circle with the text "GET Ready" inside.	Phase 1 A comprehensive training programme for founders and managers to stimulate organisational change and evaluate long term financing opportunities	1 year
 A light blue circle with the text "GET Fit" inside.	Phase 2 Coaching phase based on progressive adoption of new management practices to prepare for further growth and external investment	1 year
 A dark blue circle with the text "GET Value" inside.	Phase 3 Capitalize on the implemented changes and broad ELITE community to access new business , networking opportunities and financing options	No limit

Benefits of Joining



Diverse Network

Join local and international companies, investors, corporate advisers, and leading business schools



Access to Investors

Gain unique access to a range of capital options to finance and accelerate company growth



Collaborative Experience

Interact, learn and share experiences with peers. Join an environment of collaboration and innovation



Continual Development

Develop the expertise to help make informed business and funding decisions for your company



Enhance Profile

Enable greater visibility with the business and financial community on a national and international level

Company Feedback



François Bieber
Founder and CEO
KWANKO – France

“ELITE gives us the access to an ecosystem of high-quality growth pan-European companies. The programme allows us to better address the key steps of the change of scale of a high-growth company and the opportunity to utilise the experience of our contemporaries. It is invaluable and it saves us precious time.”

“It’s a fantastic programme. graze is a business competing on a world stage and the opportunity to utilise the experience and learnings of our contemporaries is invaluable. Through the programme we have gained expertise and confidence allowing us to continue to place technology at the heart of our business and aspire to build a world class operation.”



Anthony Fletcher
CEO
Graze – UK

“The programme has increased our awareness of different forms of funding and what needs to be done to prepare for each. It allows us to think about how we can keep scaling up.”



Graeme Malcolm
CEO
M Squared Lasers – UK



Luigi Marciano
President and CEO
Objectway Financial
Software – Italy

“We chose ELITE in the belief that it represents an excellent approaching path towards the access to capital markets. By joining ELITE, we can also take advantage of the opportunities this network offers for raising the visibility with institutional investors, including international ones, to support new channels for business growth.”

“The challenges that an entrepreneur and organisation will meet in the course of its growth journey are multiple but with ELITE’s network of advisors, tools and support they can be tackled face on. I am looking forward to Kiosked’s ELITE journey and the learnings it will provide us.”



KIOSKED

Lars-Michaël Paqvalén
Co-founder and CEO
Kiosked – Finland

Davor Petris
Owner
Pet-Prom – Croatia



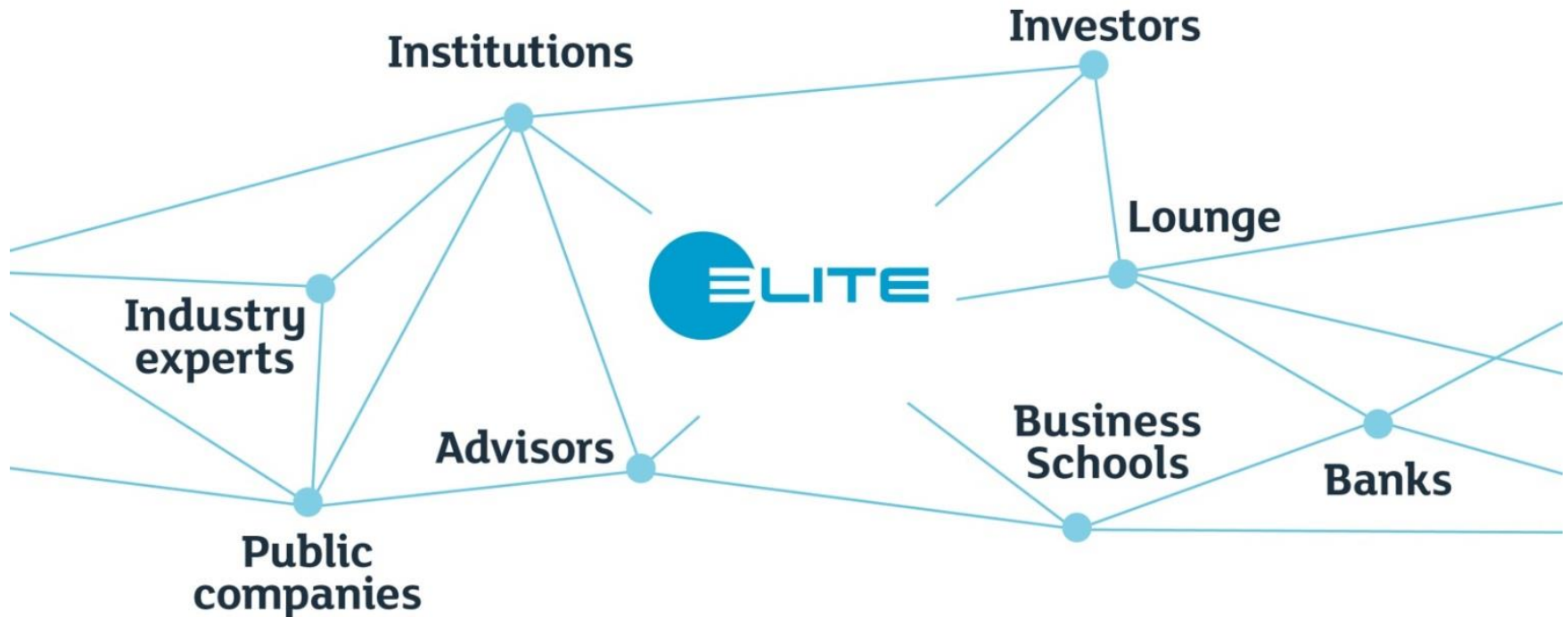
“Being part of the ELITE community represents an important opportunity for Pet-Prom to interact with other companies, gain new experiences and knowledge, benefit from a high-level training program and choose from different financial options to support our international growth.”

ELITE

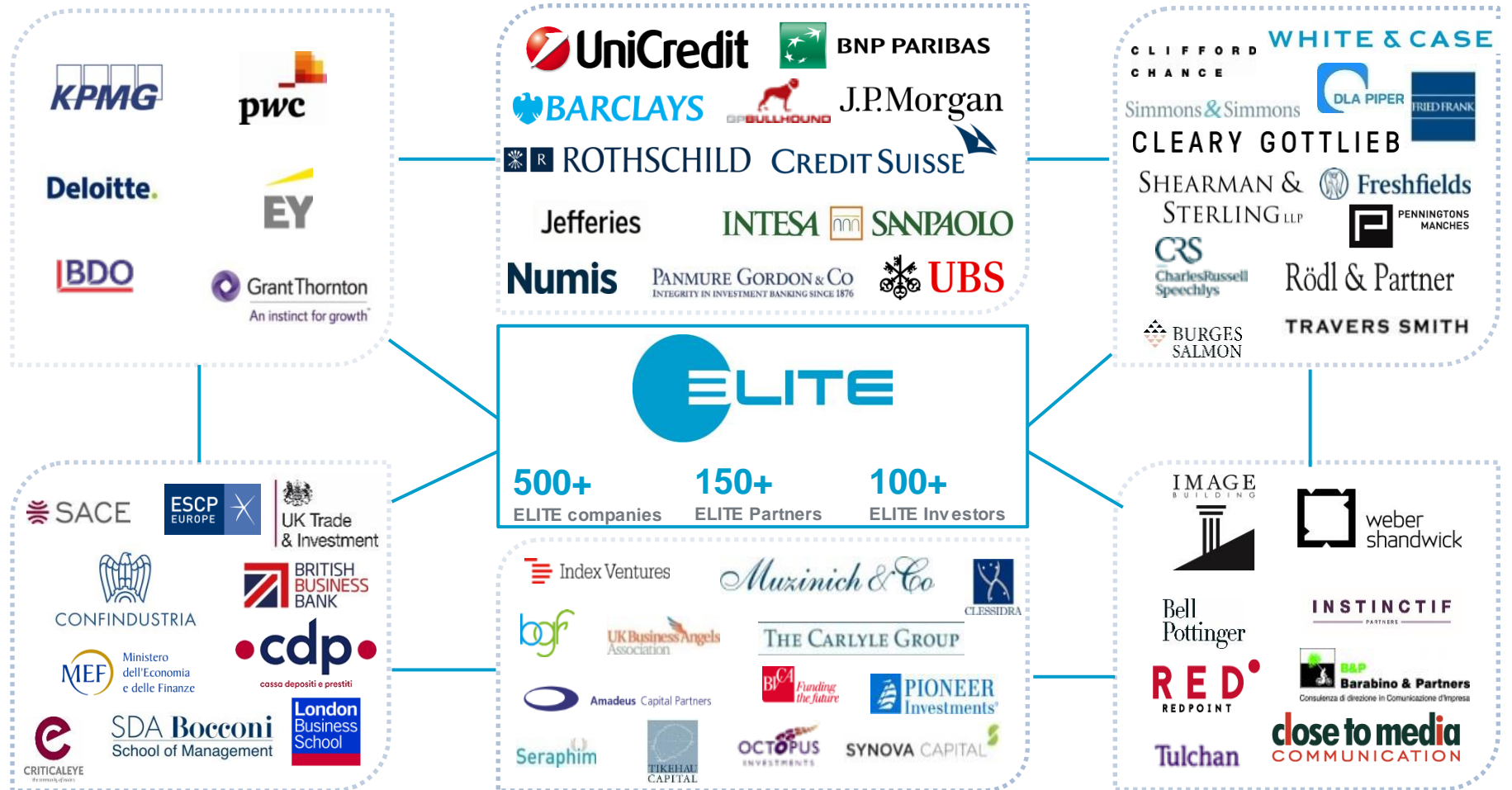
Partners of the Programme

Broad ELITE Community

Throughout their engagement, ELITE companies **access a vibrant community** that facilitates long-term structured engagement with business and financial stakeholders.



ELITE International Community



ELITE

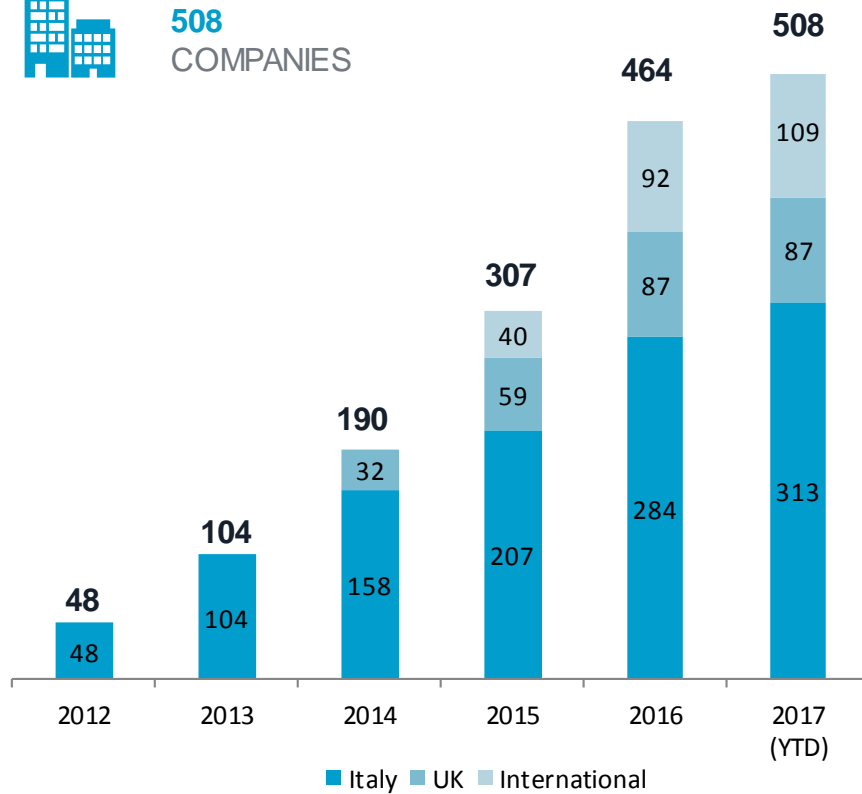
A Story of Growth

International Growth

Launched in 2012, ELITE has over 500 companies enrolled and is growing rapidly.



508
COMPANIES



26
COUNTRIES



Diverse Company Network



508

COMPANIES



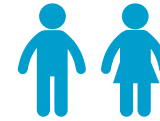
26

COUNTRIES



€40bn

AGGREGATE
REVENUE



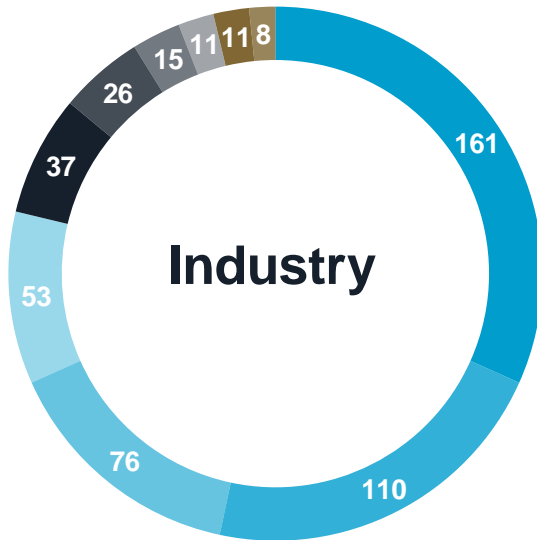
180,000

EMPLOYEES

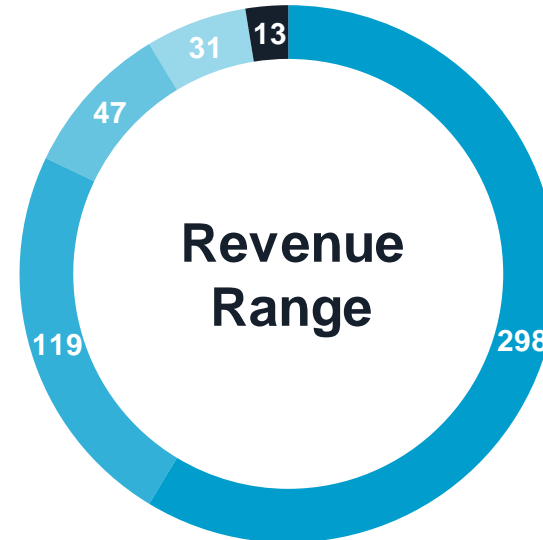


36

SECTORS



- Industrials
- Consumer Goods
- Technology
- Consumer Services
- Health Care
- Basic Materials
- Financials
- Utilities
- Telecommunications
- Oil & Gas



- < €50M
- €50-100M
- €100-200M
- €200-500M
- > €500M

ELITE Companies Access Capital

30% ELITE companies completed a corporate transaction*

→ **340** Corporate transactions involving **160** ELITE companies

€4bn raised by companies**

→ **190** M&A and JV deals involving ELITE companies

→ **111** PE/VC transactions involving **74** ELITE companies

→ **29** ELITE companies issued a bond raising an aggregate **€865m**

→ **7** ELITE companies listed on a public market, raising **€100m**

ELITE

Company Access Requirements

Company Access Requirements

ELITE serves the most exciting and ambitious businesses with a strong business model, clear growth strategy and the commitment to implement useful changes for development.

ELITE ACCESS REQUIREMENTS



High quality and ambitious company



Evidence of past growth and future potential



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



Desire to obtain funding in the future to accelerate growth



Credible company management

ELITE reserves the right to allow companies to join and/or continue as members of ELITE, taking into consideration the macroeconomic situation, the characteristics of the sector and any temporary or extraordinary circumstances affecting the applicant.

ELITE

Q&A

Questions (1/2)

Who from the company should participate in this initiative?

ELITE is aimed at the executive level in a company, i.e. the CEO or CFO. As every company's needs are different, we will discuss and agree on the relevant individual with each applicant.

We've already done some fundraising – are we too late to join?

There is no upper size limit for ELITE applicants. The programme is aimed at companies looking to grow, implement change and access financing opportunities. Existing companies on the programme have raised external capital before joining the programme.

Is there an accreditation?

A company will be awarded an ELITE certificate after completing the 'Get Fit' stage of the programme. There is no formal academic accreditation as ELITE is not an executive education programme.

How much does this cost?

€20,000 for the two year period. No fees after receiving the ELITE certificate.

What happens on completion?

Companies join the alumni network and continue to access to regular events, networking and fund raising opportunities.

Questions (2/2)

What are the time requirements on the company?

The programme includes physical and digital training throughout the two-year period. Companies are required to attend training and relevant company staff are required to complete varied different e-learning tasks.

The company is requested to send just one manager to each module, based on the relevance of the topic for the selected manager.

Participation in physical and digital training is at the company's discretion, according to need on a case by case basis.

Why is London Stock Exchange Group running this initiative? Will my company be expected to go public?

ELITE enables companies to benefit from LSEG's small and mid-cap experience and existing relationships with the advisory and investor community. Our experience as an operator of capital markets combined with support from the business and investor community will help deliver a comprehensive service for European businesses – helping to create a vibrant ecosystem over the longer term.

ELITE has a capital neutral approach, companies will have the chance to evaluate any fund raising opportunity leveraging on the ELITE community expertise, including the listing on LSEG markets or other exchanges.

CONTACTS

CONTACT US

 www.elite-growth.com

 elitelseg.com

FOLLOW US



@_ELITEGroup_



ELITE – London Stock Exchange Group



ELITE Group

DISCLAIMER

This document contains text, data, graphics, photographs, illustrations, artwork, names, logos, trade marks, service marks and information (“Information”) connected with ELITE S.p.A. (“ELITE”) and/or other entities taking part of the London Stock Exchange Group (“LSEG”). ELITE attempts to ensure Information is accurate, however Information is provided “AS IS” and on an “AS AVAILABLE” basis and may not be accurate or up to date. Information in this document may or may not have been prepared by ELITE but is made available without responsibility on the part of the latter. ELITE does not guarantee the accuracy, timeliness, completeness, performance or fitness for a particular purpose of the document or any of the Information. No responsibility is accepted by or on behalf of ELITE for any errors, omissions, or inaccurate Information in this document. The publication of this document does not represent solicitation by ELITE of public saving and is not to be considered as a recommendation by ELITE as to the suitability of the investment, if any, herein described.

No action should be taken or omitted to be taken in reliance upon Information in this document. We accept no liability for the results of any action taken on the basis of the Information.

The logos, trade marks and service marks contained within the Information are owned by ELITE or the LSEG and cannot be used without express written consent by the company having the ownership on the same.

© April 2017 ELITE SpA – London Stock Exchange Group
All rights reserved
ELITE SpA Piazza degli Affari 6, 20123 Milan (Italy)
www.elite-group.com