



LONDON STOCK EXCHANGE GROUP ELITE PROGRAMME

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REDUCING POVERTY
THROUGH FINANCIAL SECTOR DEVELOPMENT



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What is ELITE?



01

ELITE is London Stock Exchange Group's (LSEG) initiative for private ambitious companies. Started in 2012 in Italy, it has expanded to a global network of 900+ companies from 30+ countries.

02

ELITE is a capacity building programme focused on the investment readiness of SMEs. ELITE is managed and operated by a partner exchange through a licensing agreement.

03

ELITE accelerates access to long-term finance while equipping the local organisations with competencies and knowledge to support sustainable development and growth.

04

The ELITE solution would be tailored to fit the local market so as to establish a local dedicated brand and programme. Sound business model, turnover of \$5 million & participation fees of \$13,000 over 12 months.

The What, Who and How?



Customize the ELITE concept to both the local context and the local needs



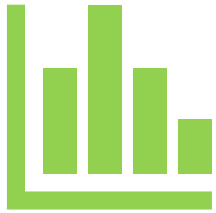
Involve the relevant **institutional stakeholders** to secure full alignment with the national policy making framework



Integrate the **international ELITE network** to unlock global opportunities and to build new international relationships



Engage the **local financial and business community** to co-develop the right model for the geographic areas covered



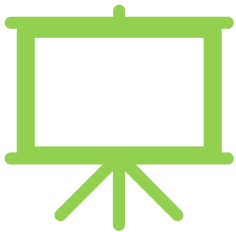
What?

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



Who?

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



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 as well as for fundraising more efficiently

Why ELITE?



COMBINED INITIATIVES

- Mentorship
- Networking
- Corporate governance
- Advisory partners
- Academic modules

LOCAL PARTNERSHIPS

- Knowledge transfer to Exchange
- Local content from stakeholders
- Global learnings

STANDARDIZATION

- 300 year old LSE
- City of London Africa companies focus
- Sustainable structure

CASE STUDIES

- Other markets- Morocco, Brazil, BVRM (WAMU)
- Measurable Impact
- Feedback channels

Benefits of ELITE



Network

Access to leading advisors investors, experts, entrepreneurs, public and private companies

Share experiences

Learn from companies with similar growth aspirations

Expertise

Builds expertise to make informed business and funding decisions

Business profile

Platform to enhance business profile with stakeholders- extensive media campaign and web portal with an option for private placements.



Key Components



Growth Compass



Structured Training



Network



Funding Platform

Growth Compass



A digital diagnostic toolkit that helps a company assess itself against key dimensions of growth, helping identify gaps, providing actionable recommendations and helping formulate an action plan. The 10 growth dimensions are:

Strategy

Funding & Finance

People & Talent

Market Orientation

Innovation

Governance

Risk

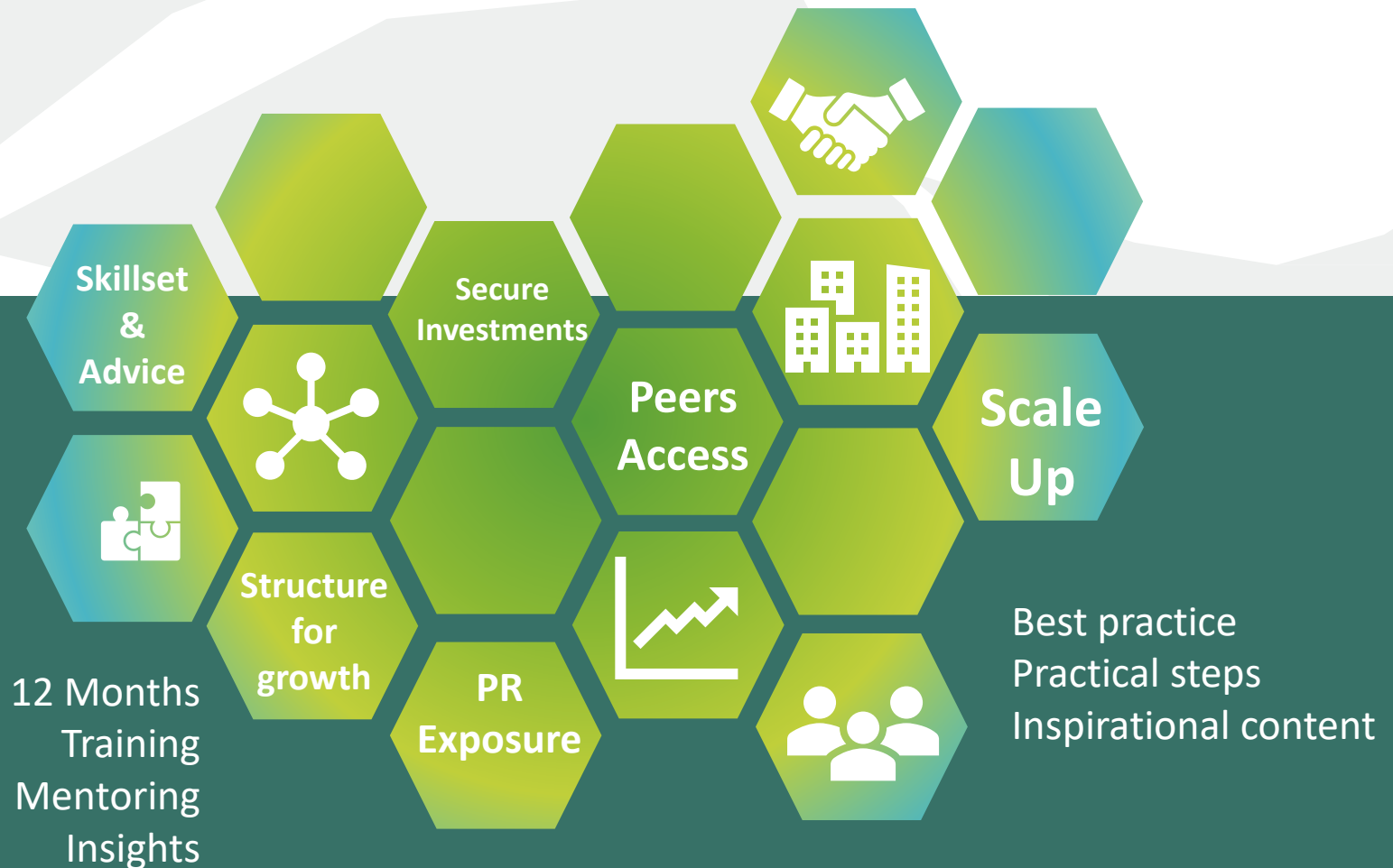
Operations & Processes

Digitalisation

Internationalisation



The Programme



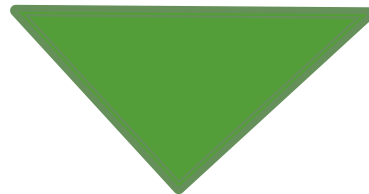


**Companies are able to exploit joint ventures and M&A
The ELITE network will build a unique ecosystem in Mozambique**

What is the Impact?



587 Corporate transactions involving **251** ELITE companies
28% ELITE companies completed a corporate transaction*
€7.8bn transaction value by ELITE companies**



M&A, Equity investments and Joint Ventures

- **302** M&A and JV deals involving **158** ELITE companies
- **145** PE/VC transactions involving **94** ELITE companies
- **16.6%** growth in employees

Capital Markets (Equity and Debt)

- **44** ELITE companies issued bonds raising **€930m**
- **18** ELITE companies listed on a public market, raising **€800m**
- **16.8%** average revenue growth

Global Network



How Supporters get involved



The ELITE community involves supporters in a number of different ways, ensuring ELITE companies are provided with leading business **knowledge** and **advice** throughout the programme. This offers business **development** opportunity and the chance to have a **greater role** in a vibrant community of fast growing SMEs.

1

Deliver programme modules content

5

Lead specific technical workshops

2

Provide ongoing mentoring & advisory services

6

Attend regular community networking events

4

Participate in panel discussions

7

Profile your firm on ELITE platform & connect with companies



Obrigado

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