



IPO / Dual Listing INVITATION

28 th April 2016 godz. 10.30
Hotel Hilton Garden Inn
Marii Konopnickiej 33, Cracow

Kochański Zięba & Partners (KZP) and **ProPrimo** invite you to attend a joint seminar where we will present you the topic of a foreign IPO and Dual Listing

Foreign exchanges are easier than you think

An open discussion

Foreign IPO and Dual Listing (listing securities on more than one exchange) are the best ways to find investors and to provide your company with many other benefits.

The pool of investors and funds available on the international market is much broader than in Poland. It may be easier to find an investor on the international market which is interested in investing in Poland as opposed to an investor currently present on the Polish market. The London Stock Exchange is an excellent example of an international market with large investment potential. It is one of the world's most multinational capital markets, with around 2,300 companies from more than 60 countries globally.

If your company is already listed on a stock exchange, you can do a technical dual listing on a foreign stock exchange, even without raising new capital.

During our open discussion we will help you explore the rationale for companies' initial and dual listing outside their domestic market and provide an overview on the process of **going public on the London Stock Exchange, NASDAQ and other exchanges.**

The following agenda items will be discussed:

1. Motive for doing a foreign IPO or a dual listing
2. General information
3. Markets available
4. Eligibility criteria
5. Facilitations for companies listed in Poland
6. Process of a typical IPO and dual listing
7. Costs
8. Timeline
9. Pros & Cons of listing on different markets
10. Q & A

Kochański Zięba & Partners (KZP) currently consists of nearly 100 lawyers, advocates, legal counselors, tax counselors and patent attorneys co-operating through offices in Warsaw and Cracow.

We provide specialized services in nine key sectors, namely: Energy and Environmental Protection; Infrastructure and Construction; Real Estate; Financial Services; New Technologies; Pharmaceuticals, Healthcare and Life Sciences; Media and Entertainment; Defense and Aviation; and FMCG, Retail and Automotive.

We consider ourselves more than just a law firm.

ProPrimo is a turnkey corporate finance solutions consultancy, specializing in designing and project managing complex and innovative financial markets projects.

We form the bridge between the financial markets and the legal advisors and all other external parties involved in delivering the final capital sourcing solution.

The founding principals of ProPrimo have a combined experience of over 40 years in corporate finance, fund management, stock broking, private equity, and IR/PR. We pride ourselves on always taking our clients' side and delivering impartial advice specifically tailored to our clients' unique objectives.

KZP and ProPrimo were the advisors to Work Service S.A. on the first project in Poland for the admission of shares of a company listed on the Warsaw Stock Exchange to trading on the London Stock Exchange's Main Market through depositary interests.





Szymon Gałkowski

Advocate, Partner. Head of Financial Services Practice. Szymon specializes in banking, bankruptcy and restructuring law, with particular consideration of financing transactions, including capital market transactions.

He has been involved in a number of international and local projects with respect to project finance, acquisition finance (share deals and asset deals) and real estate finance by banks and other financial institutions, as well as during the issue of securities and admissions for public trading.

He has also successfully advised clients in regard to various company financial restructuring projects as well as merger and acquisition transactions, banking transactions, and in the preparation of internal banking documentation.

He holds an Alternative Trading System Advisor NewConnect/Catalyst Certificate, issued by the Warsaw Stock Exchange.

Szymon has a unique experience in international capital markets projects, such as IPOs, admissions to trading and dual listings on foreign exchanges, in particular London Stock Exchange. He successfully completed, among others, a first project in Poland for the admission of shares of a company listed on the Warsaw Stock Exchange, Work Service S.A., to trading on the London Stock Exchange's Main Market.

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Edyta Rękawek

Associate. Edyta specializes in capital markets, corporate and commercial law. She is experienced in advising on debuts on the regulated market and on alternative markets, trading in financial instruments and other capital market transactions, and in providing day-to-day advice to public companies and other capital market participants. Her expertise also includes the formation, liquidation of and ongoing corporate advice to, commercial companies and other business entities, advice in the process of re-registration and restructuring of companies, disposals of shares, mergers and acquisitions, advice on labor law in connection with day-to-day corporate advice, and also commercial law advice, in particular reviewing and negotiating commercial contracts.

Edyta Rękawek has been involved in numerous due diligence investigations. She has participated in both domestic and cross-border transactions.

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Adam Jenkins

Adam Jenkins is a senior Corporate Financier and Investor with more than 22 years of experience of mergers & acquisitions and debt and equity capital markets. He started his career in the City of London with Coopers&Lybrand in the special investigations unit and subsequently moved to the lead advisory cross-border M&A division, advising private sector clients, governments, as well as multinational financial institutions such as EBRD, World Bank and European Investment Bank. He spent the next 15 years as a fund manager investing across a broad range of sectors in listed and private companies in Europe, Middle East, Africa and Latin America for UBS Asset Management, Invesco Perpetual, Nomura Asset Management, and his own hedge fund – Celeste. He came to Poland in 2012 to take up the position of Head of Equities and Balanced funds at Poland's largest mutual fund - Pioneer Pekao. In 2014 he joined Work Service S.A. and was appointed the President of the Management Board of Work Service International, responsible for mergers and acquisitions, capital markets and investor relations for the entire Work Service Capital Group.

In parallel to this appointment, in 2014, he founded ProPrimo – a consultancy specializing in delivering innovative capital (debt and equity) raising solutions; project management of IPOs, SPOs and cross-border dual-listings; strategy and financial advisory services; lead M&A negotiation, structuring and valuation; and connecting international trading and commercial partners. Adam is the President of ProPrimo. His co-partners are senior consultants with extensive experience in capital markets, corporate finance, commercial law, strategic consulting and IR/PR.

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