

# **READERSHIP REPORT**

**Volta Finance** From 5th September to 25th October 2018

## Glossary

Read	An individual who has opened the email to view the note summary
Download	An individual who has downloaded a copy of the note in full
Remail	The second send of the note to the individuals who did not read the first report

Analyst	
Mark Thomas	+4402071947622
m	t@hardmanandco.com
Investor Com	munications
Investor Com Grace Merrall	munications +44 020 7194 7639



#### About the analyst

Mark Thomas is an analyst in the Financial Stocks and Investment Funds team at Hardman  $\&\, {\rm Co.}$ 

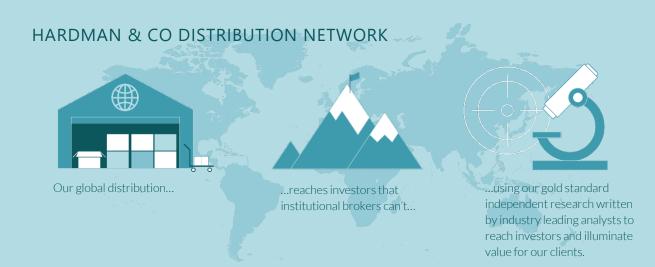
He has nearly 30 years' experience in Financial Services. He leveraged his 10 years' direct industry experience within NatWest Group to give investors a better understanding of the business models of the companies he followed. His general business analysis is supplemented with specific experience in balance sheet management, derivatives, tax, pension and accounting issues (invited member of FIAG), combined with considerable board-level liaison across all sizes of companies. He spent more than 10 years as a highly-rated sell-side analyst, primarily with the financial specialists Fox Pitt Kelton and Keefe Bruyette and Woods. His coverage extended beyond banks to a range of financial companies, after which he spent six years with the sponsored research house Edison.

Mark joined Hardman & Co in March 2016. He holds a BA (Hons) in Economics and Law from the University of Durham, and a BA (Hons) in History from the Open University.

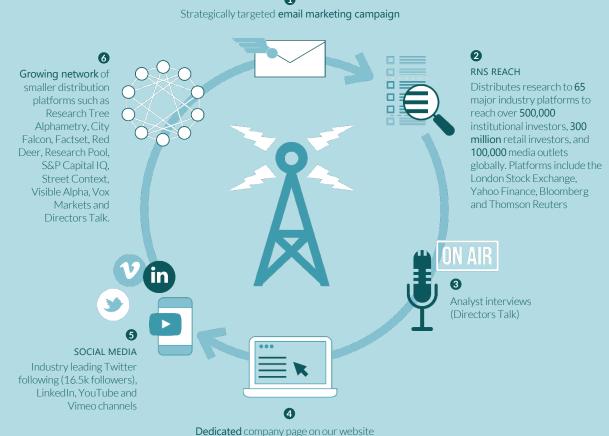
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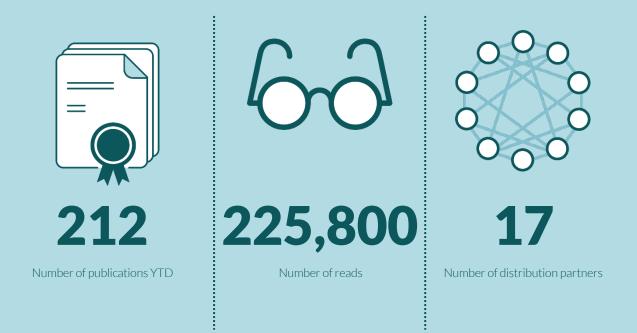
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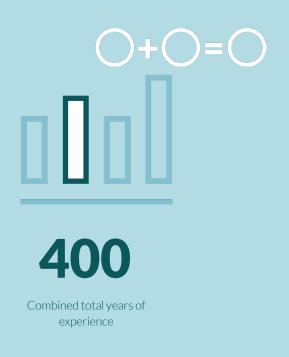
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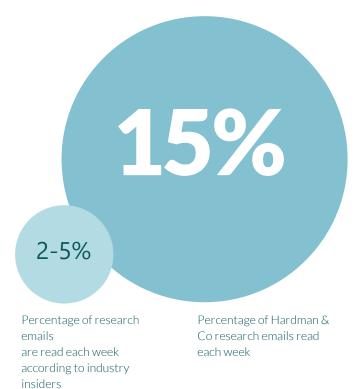
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#### VOLTA FINANCE SUMMARY YTD

05/09/2018 Volta Finance (VTA): Initiation - Delivering the structured finance opportunity

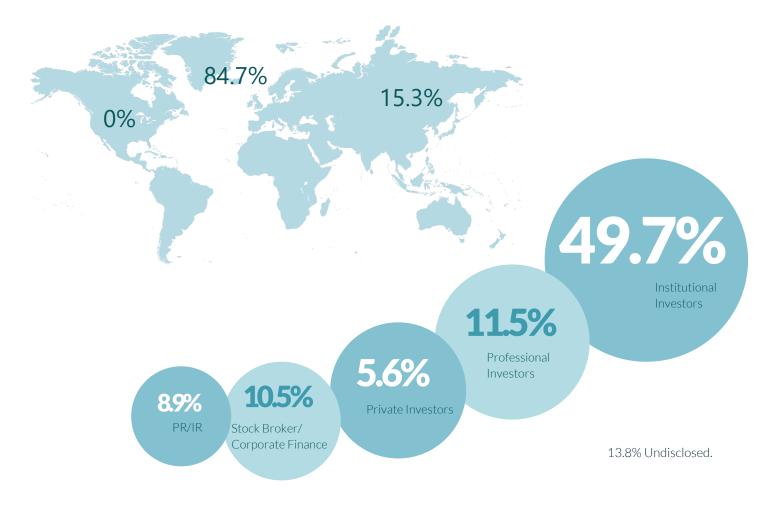
COMPANY IMPACT				
Total reports	1			
Total sends	2,533			
Total readers	278			
Number of countries	35			
Number of institutions	201			
Number of Monthly features	1			



#### VOLTA FINANCE (VTA): INITIATION - DELIVERING THE STRUCTURED FINANCE OPPORTUNITY

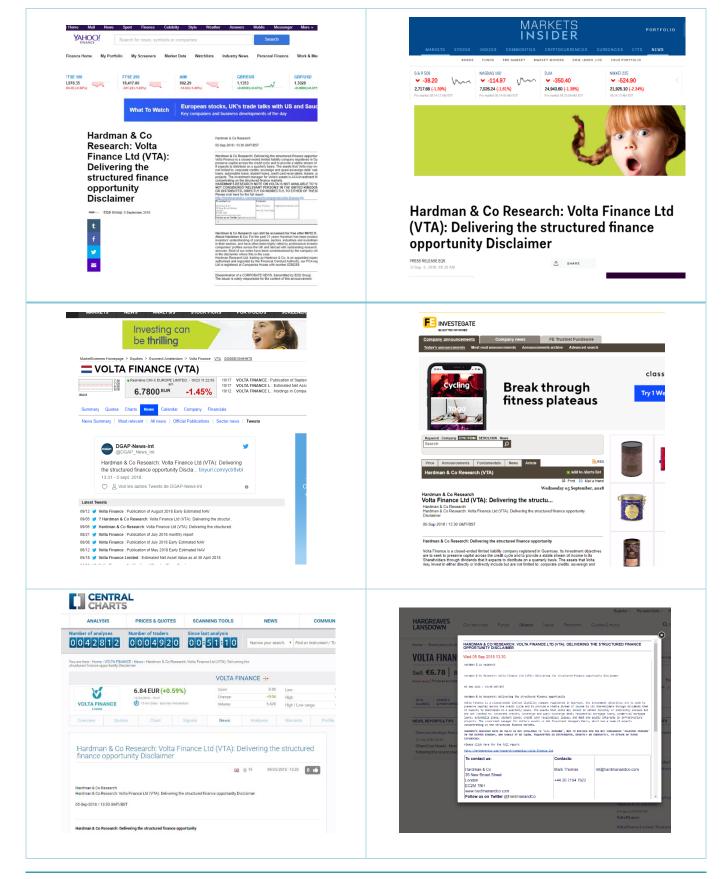








#### DISTRIUTION PARTNERS





### VOLTA DOWNLOADS REPORT

Company	Job Title	Company Sector	Country	Category
Fraser Mackenzie Limited			Canada	
First State Investment Management (UK) Limited	Senior Portfolio Manager		Scotland	Wealth Manager
VSA Capital Ltd.	Mining Analyst		United Kingdom	Broker
Individual (HNW)				
Novella	Partner			IR/PR
windvale		HNWI	United Kingdom	HNWI
KBR	Director			
KBR	Director			
EeA		Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
EeA		Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
Shore Capital Stockbrokers Ltd				
Actis LLP			China	
Numis Securities Ltd.			United Kingdom	
Numis Securities Ltd.			United Kingdom	
Numis Securities Ltd.			United Kingdom	
Numis Securities Ltd.			United Kingdom	
Cenkos				
Graphite Capital Management LLP	Partner		United Kingdom	Private Equity
Graphite Capital Management LLP	Partner		United Kingdom	Private Equity
Edale Capital				
n/a				
Old Mutual Global Investors			United Kingdom	
Newton Wright Advisors				
Northland Capital Partners Limited	Partner			
Researchfy				
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager



Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
Gresham House Strategic PLC			United Kingdom	Venture Capital
Actis LLP			United Kingdom	Private Equity
Downing				
DirectorsTalk				
PFS Downing Active Management				
Fiske Plc	Portfolio Manager		United Kingdom	Fiske PLC
Rathbone Investment Management	Investment Director			
Shore Capital Stockbrokers Ltd				
Phillip Securities Pte. Ltd.			Thailand	
Graphite Capital Management LLP	Investment Director		United Kingdom	Private Equity
Northland Capital Partners Limited	Partner			
Northland Capital Partners Limited	Partner			
Northland Capital Partners Limited	Partner			
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
J O Hambro Capital Management Limited	Senior Fund Manager	Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
Gresham House Strategic PLC			United Kingdom	Venture Capital
Actis LLP			United Kingdom	Private Equity
Downing				
DirectorsTalk				
PFS Downing Active Management				
Fiske Plc	Portfolio Manager		United Kingdom	Fiske PLC
Slater Investments	UK Small Companies		United Kingdom	
Rathbone Investment Management	Investment Director			
Shore Capital Stockbrokers Ltd				



Shore Capital Stockbrokers Ltd			
Phillip Securities Pte. Ltd.		Thailand	
Downing	Investment Executive	United Kingdom	
Graphite Capital Management LLP	Investment Director	United Kingdom	Private Equity
M & G Investment Management Ltd.	Fund Manager	United Kingdom	Investment Advisor
M & G Investment Management Ltd.	Fund Manager	United Kingdom	Investment Advisor
M & G Investment Management Ltd.	Fund Manager	United Kingdom	Investment Advisor
M & G Investment Management Ltd.	Fund Manager	United Kingdom	Investment Advisor
M & G Investment Management Ltd.	Fund Manager	United Kingdom	Investment Advisor
Northland Capital Partners Limited	Partner		
Northland Capital Partners Limited	Partner		
Northland Capital Partners Limited	Partner		



### FULL LIST OF READERS

Number of reads	Company	Job title	Compnay sector	Country	Category
1	21, Centrale Partners			France	
1	Aberforth Partners LLP	Founding Partner	Investment Advisor	Scotland	Mutual Fund
1	ABN AMRO MMF Edinburgh Partners EU Eq A Cap EUR		Mutual Fund	France	
1	ABN AMRO MMF Edinburgh Partners EU Eq A Cap EUR		Mutual Fund	France	
1	Absa Asset Management (Pty) Limited			South Africa	
1	Abu Dhabi Investment Authority	Portfolio Manager		United Arab Emirates	Institutional Asset Manager
1	Acacia Fund		Mutual Fund	United Kingdom	Shareholder
1	Actis LLP			China	
1	Actis LLP			Kenya	Private Equity
1	Actis LLP			United Kingdom	Private Equity
1	Actis LLP			Kenya	Private Equity
1	Actis LLP			United Kingdom	Private Equity
3	Acuitas Communications	Consultant		United Kingdom	IR house
1	Addenda Capital, Inc.	Co-Head of US Equities	Investment Advisor/Hedge Fund	Canada	Investment Advisor/Hedge Fund
1	AFP Provida S.A.			Chile	
3	AGF Investments Inc.	Portfolio Manager	Investment Advisor	Canada	
3	AGF Investments Inc.	Portfolio Manager	Investment Advisor	Canada	
1	AKD Securities Limited			Pakistan	
1	Albilad Capital			Saudi Arabia	
4	Alternative RealEstate Capital Management (Pty) Ltd.		Real Estate, REIT	South Africa	Wealth Manager
4	Alternative RealEstate Capital Management (Pty) Ltd.		Real Estate, REIT	South Africa	Wealth Manager
1	Ambit Capital Research			India	



1   Annundi AFD Avenirs   Portfolio Manager, Senarri y Analyst   Non-Bank Financial   France   Institutional / Manager     1   Amundi AFD Avenirs   Pertfolio Manager, Senarri y Analyst   France   Institutional / Manager     3   Amundi ASet   Analyst   France   Wealth Mana     1   Amundi Asset   Analyst   France   Wealth Mana     1   Amundi Asset   Portfolio Manager   Real Estate   France   Wealth Mana     1   Amundi Asset   Portfolio Manager   Real Estate   France   Wealth Mana     1   Amundi Asset   Investment Aggement   France   Wealth Mana     1   Anglo Asian Mining   Investment Aggement   France   Private Fault     1   Arctic Securities ASS   Investment Aggement   France   Private Fault     1   Ardian   Investment Aggement   France   Private Fault     1   Ardian   Investment Aggement   France   Private Fault     1   Ardian   Institutional / Management Into   France   Private Fault     1   Ardian   Instint Into   France   P	1	AMG Gold Minen & Metalle			Switzerland	Institutional Asset Manager
1Anundi APD Avenir DurablesPortfolio Manager, Security AnalystNon-Bank FinancialFranceHatititional / Manager3Anundi Asset ManagementAnalystFranceWealth Mana1Anundi Asset ManagementPortfolio Manager 	1	Amundi AFD Avenirs			France	Institutional Asset
3   Amundi Asset Management   Analyst   France   Wealth Management     1   Amundi Asset Management   Portfolio Managem   Real Estate   France   Wealth Management     1   Amundi Asset Management   Imagement   France   Wealth Management     2   Amundi Asset Management   Imagement   France   France   France     1   Anglo Asian Mining   Imagement   Mining   France   Small - Cap A prospect - Portoge     1   Anglo Asian Mining   Imagement   Mining   France   Private Equith     1   Anglo Asian Mining   Imagement   France   Private Equith     1   Ardian   Imagement   France   Private Equith     1   Ardian <td< td=""><td>1</td><td>Amundi AFD Avenirs</td><td>Portfolio Manager,</td><td>Non-Bank</td><td>France</td><td>Institutional Asset</td></td<>	1	Amundi AFD Avenirs	Portfolio Manager,	Non-Bank	France	Institutional Asset
1   Management   France     2   Anundi Asset   Investment Advisor/Hedge   France     2   Anglo Asian Mining   Mining   France     1   Arctic Securities ASA   Mining   Moragement     1   Arctic Securities ASA   Norway   Small Cap A prospect     1   Arctic Securities ASA   France   Private Equities     1   Ardian   France   Private Equites     1   Management Cardinal   France   Versites     1   Management Cardinal   France   Versites     1   Management Cardinal   France   Versites     1   Management Cardinal   Social and Social   Advisor     1   Baning Asset   Analyst	3				France	Wealth Manager
Amagement   Investment Amagement   Investment Applysor, Hedge Fund   France     1   Anglo Asian Mining   Mining   Small-Cap A prospect     1   Ardia   France   Private Equit     1   Ardian   France   Wealth Mana     1   Ardian   Ardian   Investment   France     1   Ardian   Private Equit   Investment   Arvisor     1   Baillie Gifford   Researcher   Germany   Investment     1   Baring Asset   Analyst   United Kingdom   Wealth Mana	1		Portfolio Manager	Real Estate	France	Wealth Manager
Advisor/Hedge Fund Advisor/Hedge Fund   1 Anglo Asian Mining Mining Small - Cap A prospect   1 Arctic Securities ASA Norway   1 Ardian France Private Equite   1 Argan Capital France Private Equite   1 Argan Capital France Wealth Mana   1 Argan Capital France Wealth Mana   1 Argan Capital France Wealth Mana   1 Baillie Gifford British Smaller Researcher Germany   1 Bankhaus Lampe KG Researcher Germany   1 Baring Asset Management Ltd. Analyst United Kingdom Wealth Mana   1 Baring Asset Management Ltd. Analyst United Kingdom Wealth Mana   1 Baring Asset Management Ltd. Analyst United Kingdom Wealth Mana	1				France	
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1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1Argan CapitalInvestmentPrivate Equite1Argan CapitalFrancePrivate Equite1Argan CapitalFrancePrivate Equite1Argan CapitalFranceWealth Mana1Ballile Gifford British Smaller Companies FundFranceWealth Mana1Bankhaus Lampe KGResearcherGermanyInvestment Advisor1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomVealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerWealth ManaMexicoWealth Mana2BBYA Bancomer Gestion, S.A. de C.V.Portfolio ManagerMexicoWealth Mana2BBYA Bancomer Gestion, S.A. de C.V.MexicoMexicoWealth Mana <td>1</td> <td>Anglo Asian Mining</td> <td></td> <td>Mining</td> <td></td> <td>Small - Cap AIM prospect</td>	1	Anglo Asian Mining		Mining		Small - Cap AIM prospect
1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1Argan Capital Advisors LLPUnited KingdomPrivate Equite1AXA Investment Managers ParisFranceWealth Mana1AXA Investment Bailler Gifford 	1	Arctic Securities ASA			Norway	
1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1ArdianFrancePrivate Equite1Argan CapitalUnited KingdomPrivate Equite1AXA InvestmentFranceWealth Mana1AXA InvestmentScotlandInvestment1Bankhaus Lampe KGResearcherGermany1Baring Asset Management Ltd.AnalystUnited Kingdom1Baring Asset Management Ltd.AnalystUnited Kingdom1Baring Asset Management Ltd.AnalystUnited Kingdom1Baring Asset Management Ltd.Portfolio ManagerUnited Kingdom1Baring Asset Management Ltd.Portfolio ManagerUnited Kingdom1Baring Asset Management Ltd.Portfolio ManagerUnited Kingdom2BBVA Bancomer Cestion, S.A. de C.V.Portfolio ManagerMexico2BBVA Bancomer Cestion, S.A. de C.V.MexicoMexico	1	Ardian			France	Private Equity
1ArdianFrancePrivate Equite1Argan Capital Advisors LLPUnited KingdomPrivate Equite1AXA Investment Managers ParisFranceWealth Mana1AXA Investment British Smaller Companies FundScotlandInvestment Advisor1Bankhaus Lampe KGResearcherGermany1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomWealth Mana1Baring Asset Management, LTDPortfolio ManagerUnited KingdomWealth Mana2BBVA Bancomer Gesti On, S.A. de C.V.Portfolio ManagerMexicoWealth Mana	1	Ardian			France	Private Equity
1Argan Capital Advisors LLPUnited KingdomPrivate Equitation1AXA Investment Managers ParisFranceWealth Mana1Baillie Gifford British Smaller Companies FundScotlandInvestment Advisor1Bankhaus Lampe KGResearcherGermany1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomUnited Kingdom2BBVA Bancomer Gestion, S.A. de C.V.MexicoMexicoWealth Mana	1	Ardian			France	Private Equity
Advisors LLP   France   Wealth Mana     1   AXA Investment Managers Paris   France   Investment Managers Paris     1   Baillie Gifford British Smaller Companies Fund   Researcher   Germany     1   Bankhaus Lampe KG   Researcher   Germany     1   Baring Asset Management Ltd.   Analyst   United Kingdom   Wealth Mana     1   Baring Asset Management Ltd.   Analyst   United Kingdom   Wealth Mana     1   Baring Asset Management Ltd.   Analyst   United Kingdom   Wealth Mana     1   Baring Asset Management Ltd.   Portfolio Manager   United Kingdom   Wealth Mana     1   Baring Asset Management, LTD   Portfolio Manager   United Kingdom   Vealth Mana     2   BBYA Bancomer, LTD   Portfolio Manager   Mexico   Wealth Mana     2   BBYA Bancomer, LTD   Portfolio Manager   Mexico   Wealth Mana	1	Ardian			France	Private Equity
Managers Paris   Scotland   Investment Advisor     1   Bankhaus Lampe KG   Researcher   Germany     1   Bankhaus Lampe KG   Researcher   Germany     1   Baring Asset tange KG   Analyst   United Kingdom   Wealth Manager     1   Baring Asset tange KG   Analyst   United Kingdom   Wealth Manager     1   Baring Asset tange KG   Analyst   United Kingdom   Wealth Manager     1   Baring Asset tange KG   Analyst   United Kingdom   Wealth Manager     1   Baring Asset tange KG   Portfolio Manager   United Kingdom   Wealth Manager     1   Baring Asset tange KG   Portfolio Manager   United Kingdom   Vealth Manager     1   Baring Asset tange KG   Portfolio Manager   United Kingdom   Vealth Manager     2   BBVA Bancomer tange KG   Portfolio Manager   Mexico   Wealth Manager	1				United Kingdom	Private Equity
Advisor1Bankhaus Lampe KGResearcherGermany1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.AnalystUnited KingdomWealth Mana1Baring Asset Management Ltd.Portfolio ManagerUnited KingdomVealth Mana1Baring Asset Management, LTDPortfolio ManagerUnited KingdomVealth Mana2BBYA Bancenet, SA, de C.V.Versite SanagementMexicoWealth Mana	1				France	Wealth Manager
1Baring Asset Management Ltd.AnalystUnited KingdomWealth Management1Baring Asset Management Ltd.AnalystUnited KingdomWealth Management1Baring Asset Management Ltd.AnalystUnited KingdomWealth Management1Baring Asset Management, LTDPortfolio ManagerUnited KingdomWealth Management1Baring Asset Management, LTDPortfolio ManagerUnited KingdomWealth Management2BBVA Bancomer Gestigen, S.A. de C.V.Fortfolio ManagerMexicoWealth Management	1	British Smaller			Scotland	
Management Ltd.Management Ltd.United KingdomWealth Management1Baring Asset Management Ltd.AnalystUnited KingdomWealth Management1Baring Asset Management Ltd.AnalystUnited KingdomWealth Management1Baring Asset Management, LTD (U.K.)Portfolio ManagerUnited KingdomWealth Management1Baring Asset Management, LTD (U.K.)Portfolio ManagerUnited KingdomVealth Management2BBVA Bancomer Gestigen, S.A. de C.V.Fortfolio ManagerMexicoWealth Management	1	Bankhaus Lampe KG	Researcher		Germany	
Management Ltd.   Management Ltd.   United Kingdom   Wealth Management     1   Baring Asset Management, LTD   Portfolio Manager   United Kingdom   Vealth Management     1   Baring Asset Management, LTD   Portfolio Manager   United Kingdom   Vealth Management     1   Baring Asset Management, LTD   Portfolio Manager   United Kingdom   Vealth Management     2   BBVA Bancomer Gestion, S.A. de C.V.   Vealth Management   Mexico   Wealth Management	1		Analyst		United Kingdom	Wealth Manager
Management Ltd.   Management Ltd.     1   Baring Asset Management, LTD (U.K.)   Portfolio Manager   United Kingdom     1   Baring Asset Management, LTD (U.K.)   Portfolio Manager   United Kingdom     2   BBVA Bancomer Gestion, S.A. de C.V.   Mexico   Wealth Manager	1		Analyst		United Kingdom	Wealth Manager
Management, LTD (U.K.)   Management, LTD     1   Baring Asset Management, LTD (U.K.)   Portfolio Manager     2   BBVA Bancomer Gestion, S.A. de C.V.	1		Analyst		United Kingdom	Wealth Manager
Management, LTD (U.K.)     BBVA Bancomer Gestion, S.A. de C.V.	1	Management, LTD	Portfolio Manager		United Kingdom	
Gesti <b>l</b> , S.A. de C.V.	1	Management, LTD	Portfolio Manager		United Kingdom	
1 Beghies Traynor GB	2				Mexico	Wealth Manager
Group plc	1	Begbies Traynor Group plc			GB	
1 BEKA Finance, Spain Sociedad de Valores, S.A.	1	Sociedad de Valores,			Spain	



1	BlackRock Investment Management (UK) Ltd.	Portfolio Manager	Investment Advisor/Hedge Fund	United Kingdom	Special Situations, Growth
1	Blankstone Sington	Assistant Director		United Kingdom	Stockbrokers
4	BMCE Capital Gestion			Morocco	
4	BMCE Capital Gestion			Morocco	
2	Cairn Financial Advisers				
1	CairnSea Investments Limited	Director		United Kingdom	Venture Capital
1	CairnSea Investments Limited	Director		United Kingdom	Venture Capital
2	Caisse des Dépôts et Consignations			France	
1	Camarco	Partner	IR/PR		IR/PR
1	Canaccord Genuity Wealth Management	Portfolio Manager		United Kingdom	
1	Candriam Belgium S.A.			Belgium	Wealth Manager
1	Candriam Luxembourg S.A.			Luxembourg	
1	Capital Research and Management (Global Investors)				
1	Capital Research and Management (Global Investors)				
1	CapMan Capital Management Oy			Finland	Private Equity
1	Cenkos				
1	CFO4Growth			GB	
1	CFO4Growth			GB	
1	Charles Stanley & Co. Limited	Security Analyst		United Kingdom	
1	Charles Stanley & Co. Limited	Portfolio Manager		United Kingdom	
1	Chaussier Croissance	Portfolio Manager		France	Institutional Asset Manager
1	CI Investments Inc.	Portfolio Manager		Canada	Wealth Manager
1	CI Investments Inc.	Portfolio Manager		Canada	Wealth Manager
1	Cinven Limited			United Kingdom	
1	Clarus Securities Inc.	Security Analyst		Canada	
1	Clarus Securities Inc.	Security Analyst		Canada	
1	Cordea Savills, LLP			Italy	Wealth Manager



1	Cordea Savills, LLP			United Kingdom	Wealth Manager
1	Cordea Savills, LLP			United Kingdom	Wealth Manager
1	Creador Sdn. Bhd.			Malaysia	Private Equity
1	Credo Ventures A.S.			Czech Republic	
1	DAC Beachcroft	Associate	Lawyer		Lawyer
1	DBRS Limited			Canada	
1	Deka Investment GmbH		Investment Advisor/Hedge Fund	Germany	Wealth Manager
1	Deka Investment GmbH		Investment Advisor/Hedge Fund	Germany	Wealth Manager
3	DirectorsTalk				
3	DirectorsTalk				
1	DNB Asset Management AS		Investment Advisor/Hedge Fund	Norway	Institutional Asset Manager
1	Dongbu Securities Co Ltd			Korea, Rep. (South)	
1	Downing	UK Micro-Cap		United Kingdom	Micro cap
1	Downing				
1	Downing	Investment Executive		United Kingdom	
1	Downing				
1	Downing	Investment Executive		United Kingdom	
1	DZ PRIVATBANK S.A.			Luxembourg	
1	Edale Capital				
2	Edison Investment Research Limited			United Kingdom	
2	Edison Investment Research Limited			United Kingdom	
1	eeA		Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
1	EFG - Hermes Holding Company			United Arab Emirates	
3	Email	Commercial Director			
3		Commercial Director			
1	Equita SIM S.p.A.	Security Analyst		Italy	
1	Essdar Capital Managers Limited			United Arab Emirates	



1	EVESCO International Business Service			United Kingdom	
1	EVESCO International Business Service			United Kingdom	
1	ex-BBC	Newsreader			Media
1	Fairburn Continuation Limited				
1	Fidelity International	Portfolio Manager	Mutual Fund	United Kingdom	Investment Advisor
1	FinnCap Ltd.			United Kingdom	
1	First Equity, LTD (Asset Management)			United Kingdom	
1	First State Investment Management (UK) Limited	Senior Portfolio Manager		Scotland	Wealth Manager
2	Fiske Plc	Portfolio Manager		United Kingdom	Fiske PLC
2	Fiske Plc	Portfolio Manager		United Kingdom	Fiske PLC
1	Fraser Mackenzie Limited			Canada	
1	FTI Consulting	Senior Director			IR/PR
1	GAMCO Asset Manage G A M C O A S S E T MANAGEMENT				
1	Generali Investments Opera SASU	Portfolio Manager		Germany	
1	GLG Undervalued Assets Fund		Mutual Fund	United Kingdom	Mutual Fund
1	Goldman Sachs (Singapore) Pte.			Singapore	
1	Graphite Capital Management LLP	Partner		United Kingdom	Private Equity
1	Graphite Capital Management LLP	Partner		United Kingdom	Private Equity
1	Graphite Capital Management LLP	Partner		United Kingdom	Private Equity
1	Graphite Capital Management LLP	Investment Director		United Kingdom	Private Equity
1	Graphite Capital Management LLP	Investment Director		United Kingdom	Private Equity
1	Gresham House Strategic PLC			United Kingdom	Venture Capital
1	Gresham House Strategic PLC			United Kingdom	Venture Capital
1	Groupe MACSF			France	



1	Groupe MACSF			France	
1	Groupe MACSF			France	
1	GrowthInvest				
3	GrowthInvest				
1	Haitong Securities Co., Ltd.			China	
1	Hargreave Hale Ltd.	Fund Manager	Investment Advisor	United Kingdom	Portfolio Manager, Security Analyst
2	Hauck & Aufh?user Institutional Research AG			Germany	
2	Hauck & Aufh?user Institutional Research AG			Germany	
1	Henwick Partners			United Kingdom	
1	Heward Investment Management Inc.			Canada	Wealth Manager
1	HNW				
1	HNW				
2	HSBC Bank Plc			United Kingdom	
1	ICON Stockbrokers Limited			Nigeria	
1	IIFL			India	
2	Inderes Oy Ltd.			Finland	
1	Individual (HNW)				
3	Individual (HNW)				
2	INVESCO Asset Management Limited	Fund Manager	Investment Advisor/Hedge Fund	United Kingdom	Investment Advisor/Hedge Fund
1	Investec Securities Ltd.			India	
1	Investec Wealth & Investment	Divisional Director			
1	Investitori Associati Societ� di Gestione del Risparmio S.p.	Partner		Italy	Private Equity
1	J O Hambro Capital Management Limited	Senior Fund Manager		Singapore	Wealth Manager
1	J O Hambro Capital Management Limited	Senior Fund Manager		United Kingdom	Wealth Manager
1	J O Hambro Capital Management Limited	Fund Manager	Investment Advisor/Hedge Fund	United Kingdom	Growth
3	J O Hambro Capital Management Limited	Senior Fund Manager	Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund



3	J O Hambro Capital Management Limited	Senior Fund Manager	Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
1	KBR	Director			
1	Kempen & Co. N.V.			Netherlands	
2	Kession				
1	Kin Capital				
1	Laaken Asset Management N.V.			Netherlands	
1	Laaken Asset Management N.V.			Netherlands	
2	Liberum Limited			United Kingdom	
1	Liberum Limited	Security Analyst		United Kingdom	
1	Lombard Odier Darier Hentsch & Cie			Switzerland	
2	London Bridge Capital				Corp Fin Etc
1	M & G Investment Management Ltd.	Fund Manager		United Kingdom	Investment Advisor
1	M & G Investment Management Ltd.	Fund Manager		United Kingdom	Investment Advisor
1	Marguerite Adviser S.A.			Luxembourg	Wealth Manager
1	Marguerite Adviser S.A.			Luxembourg	Wealth Manager
1	Mediobanca Securities			Italy	
1	Metellus AG				
1	Mirae Asset Securities			Korea, Rep. (South)	
1	Montfort		PR		PR
1	Monts�gur Finance			France	
1	MTI Partners, Ltd.			United Kingdom	
3	Mubadala Investment Company PJSC	Senior Associate	Sovereign Wealth Fund	United Arab Emirates	Sovereign Wealth Fund
3	Mubadala Investment Company PJSC	Senior Associate	Sovereign Wealth Fund	United Arab Emirates	Sovereign Wealth Fund
1	n/a				
1	Newmark Security				
1	Newton Investment Management Ltd.				
1	Newton Wright Advisors				
1	NNIP Advisors B.V.			Netherlands	Wealth Manager

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1	NNIP Advisors B.V.		Investment Advisor	Netherlands	Wealth Manager
1	NNIP Advisors B.V.	Senior Investment Manager	Investment Advisor	Netherlands	Investment Advisor
1	NNIP Advisors B.V.	Senior Investment Manager	Investment Advisor	Netherlands	Investment Advisor
1	Noble Apex Advisors Ltd.			Hong Kong SAR	
2	Northland Capital Partners Limited	Partner			
4	Northland Capital Partners Limited	Partner			
4	Northland Capital Partners Limited	Partner			
1	Novella	Partner			IR/PR
8	Numis Securities Ltd.			United Kingdom	
1	Octagon Capital Management Pte Ltd			Singapore	
1	Old Mutual Global Investors			United Kingdom	
1	Old Mutual Global Investors (UK) Limited	Lead Portfolio Manager	Investment Advisor/Hedge Fund	United Kingdom	Portfolio Manager, Security Analyst
1	Old Mutual Newton UK Income Fund	Investment Manager	Mutual Fund	United Kingdom	
1	Old Mutual Newton UK Income Fund	Investment Manager	Mutual Fund	United Kingdom	
1	OP Pankkiiriliike			Finland	
1	PCJ Investment Counsel			Canada	Wealth Manager
1	Pergam	Senior Portolio Manager		France	
1	PFS Downing Active Management				
1	PFS Downing Active Management				
1	Phillip Securities Pte. Ltd.			Thailand	
1	Phillip Securities Pte. Ltd.			Thailand	
1	Phillip Securities Pte. Ltd.			Thailand	
1	Phoenix Equity Partners Ltd.			United Kingdom	
1	Pioneer Investment Management SGRpA			Italy	
1	Premier Asset Management Ltd			United Kingdom	



1	Premier Asset Management Ltd		Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
1	Premier Asset Management Ltd		Mutual Fund	United Kingdom	Investment Advisor/Hedge Fund
3	Principal Global Investors (Equity)	Portfolio Manager		United Kingdom	Wealth Manager
3	Principal Global Investors (Equity)	Portfolio Manager		United Kingdom	Wealth Manager
1	Private				
2	Prospect Wealth Management				
2	Psagot Securities Ltd.			Israel	
1	Quilter Cheviot			United Kingdom	
1	Quilter Cheviot			United Kingdom	
1	Quilter Cheviot Investment Management				
1	Quilter Cheviot Investment Management	Portfolio Manager		United Kingdom	
1	Quilter Cheviot Ltd	Executive Director			Family Office
1	Quilter Cheviot Ltd	Executive Director			Family Office
1	Rathbone Investment Management	Investment Director			
1	Rathbone Investment Management	Investment Director			
1	Rathbone Investment Management	Investment Director			
1	Rathbone Investment Management	Investment Director			
1	Raymond James & Associates, Inc.	Security Analyst			
1	RBC Capital Markets (Canada)			Canada	
4	RBC Capital Markets (Canada)			United Kingdom	
1	RBC Capital Markets (Canada)			United Kingdom	
1	RBC Capital Markets (Canada)			United Kingdom	
1	Researchfy				
4	Retail Investor Mello2014	Retail Investor Mello14		United Kingdom	



1	RHB Research Institute Sdn. Bhd.			Hong Kong SAR	
1	RMS Partners				
1	Robeco Institutional Asset Management B.V.	Portfolio Manager	Investment Advisor/Hedge Fund	Netherlands	Institutional Asset Manager
1	Sanford C. Bernstein & Co., L.L.C.			United Kingdom	
1	Sanford C. Bernstein & Co., L.L.C.			United Kingdom	
1	Sanford C. Bernstein & Co., L.L.C.			Hong Kong SAR	
1	Sanford C. Bernstein & Co., L.L.C.			United Kingdom	
1	Sanford C. Bernstein & Co., L.L.C.			Hong Kong SAR	
1	Sanlam Investment Management (Pty) Ltd.	Equity analyst		South Africa	Wealth Manager
1	Sanlam Investment Management (Pty) Ltd.	Equity analyst		South Africa	Wealth Manager
1	Santander Investment Securities Inc.			United Kingdom	
4	Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
4	Schroder Investment Management Ltd. (SIM)		Investment Advisor/Hedge Fund	United Kingdom	Wealth Manager
2	SG Corporate and Investment Banking			United Kingdom	
1	SG Corporate and Investment Banking			United Kingdom	
1	SG Corporate and Investment Banking			United Kingdom	
1	SG Corporate and Investment Banking			United Kingdom	
1	SG Securities			France	
1	SG Securities			France	
1	SG Securities			France	
1	Shore Capital Stockbrokers Ltd				
1	Shore Capital Stockbrokers Ltd				
1	Shore Capital Stockbrokers Ltd				
1	SIPEF	Director			

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1	Slater Investments	UK Small Companies		United Kingdom	
1	Slater Investments	UK Small Companies		United Kingdom	
1	SLFC Investment Managers (UK) Limited	Fixed Income Portfolio Manager, Fixed Income Security Analyst		United Kingdom	Wealth Manager
1	SLFC Investment Managers (UK) Limited	Fixed Income Portfolio Manager, Fixed Income Security Analyst		United Kingdom	Wealth Manager
1	Sofinnova Partners	Executive Officer, Portfolio Manager		France	
4	Sphera Funds Management Ltd.	Analyst		Israel	
3	Standard & Poor's (Europe)			France	
1	Stelarc Ltd				
1	Stelarc Ltd				
1	Strategy Analytics Inc.			United Kingdom	
1	Sumitomo Mitsui Asset Management Company, Limited			Japan	
1	Sumitomo Mitsui Asset Management Company, Limited			Japan	
4	Sustainalytics			Netherlands	
1	tadhg@techinvest.ie	fund manager			
1	Tavistock				
1	Temasek Holdings Pte. Ltd.		Sovereign Wealth Fund	Singapore	
1	Temasek Holdings Pte. Ltd.		Sovereign Wealth Fund	Singapore	
1	Timbercreek Asset Management Inc.		Real Estate, REIT	Canada	Wealth Manager
1	TISCO Securities Co., Ltd.			Thailand	
2	TorQuest Partners Inc.			Canada	Private Equity
2	Tulchan Communications LLP			United Kingdom	IR/PR
1	Tunisie Valeurs	Security Analyst		Tunisia	
1	Tyndall Investment Management				
2	UniCredit Bank AG,			Italy	



1	Unilnstitutional European MinRisk Equities	Managing Director	Mutual Fund	Germany	Wealth Manager
1	Varainhallinta Tresor Oy			Finland	Wealth Manager
1	Varainhallinta Tresor Oy			Finland	Wealth Manager
4	Volta Finance Limited	Non-executive Director			
1	VSA Capital Ltd.			United Kingdom	Broker
1	Walker Crips Group			United Kingdom	Stockbrokers
1	Walker Crips Group			United Kingdom	Stockbrokers
1	Walker Crips Stockbrokers Ltd.	Portfolio Manager		United Kingdom	LS
1	Warburg Pincus LLC	Managing Director	Private Equity	India	Private Equity
4	WH Ireland Ltd.			United Kingdom	
1	windvale		HNWI	United Kingdom	HNWI
1	Wood & Company Financial Services	Security Analyst		Czech Republic	
1	Wood & Company Financial Services	Security Analyst		Czech Republic	
1	Yellow Jersey PR	Partner	PR		
1	Yellow Jersey PR	Partner	PR		
1	Zeus Capital		Corp Fin Etc		Corp Fin Etc
3				Hong Kong SAR	
1				Canada	
1				United Kingdom	
1				United Kingdom	Shareholder



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