

## Voting procedure

In July 2018, nominations were declared “open”. Nominated advisers, nominated brokers, market makers, lawyers, accountants, PR advisers, brokers, fund managers, investment bankers, analysts and AIM Awards Dinner table hosts – in short, the AIM “club” – were asked to file their nominations.

The credentials of the companies and individuals that were nominated in each of the ten “voted for” categories were debated and discussed by the full Voting Panel, which met on Thursday 6 September and whose members are shown on pages 14 to 21.

Each Voting Panel member then confidentially allocated points across the longlisted nominees, which produced a shortlist of companies or individuals per category, with the highest points scored providing the winner of each award.

*\* Ian Restall did not vote in the Best Investor Communication category.*

## Voting Panel



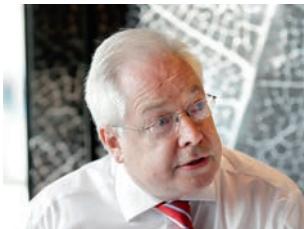
**David Snell**  
**PwC (Voting Panel Chairman)**

David is a Partner in PwC’s London Mid-Tier Assurance practice with over 30 years’ service with the firm. He specialises in providing audit and transaction support services to mid-cap listed businesses across a wide range of industry sectors and leads PwC’s services to AIM companies.

David’s clients include both private and publicly owned companies and he has extensive experience of working with Boards, applying his technical and business knowledge with a pragmatic, solutions-based approach.

In addition to his audit work, David is also a Transactions Support Partner. Over recent years he has been involved in a number of IPOs, as well as Class I transactions (acquisitions and disposals).

David regularly presents and writes on topical issues affecting listed companies and has close contact with key advisers, including the London Stock Exchange.



**Peter Ashworth**  
**Stockdale Securities**

Peter joined Stockdale Securities as a Director of its Growth Companies Research team in December 2015. He had previously worked for Charles Stanley Securities since 2002. Prior to this he worked for Teather & Greenwood, Albert E Sharp, Citicorp Scrimgeour Vickers and SG Warburg among others. He has specialised in the smaller companies sector for over 25 years, having covered a broad range of both Main Market and AIM companies.



**Kit Atkinson**  
**Link Asset Services**

Kit is responsible for originating and executing initial public offerings for Link across AIM and the Main Market with a particular focus on significant, innovative or wide-ranging appointments. Kit has nearly 20 years' experience in the equities industry, working in UK equity capital markets since 2005, during which time he has been responsible for the operational execution of some of the highest profile and largest fundraising corporate transactions in the UK. Prior to joining Link, Kit spent twelve years working for J.P. Morgan Cazenove.



**Sam Barton**  
**Close Brothers Asset Management**

Sam is Investment Director UK Smaller Companies, having joined Close Asset Management Limited in September 2008 from Unicorn Asset Management. He runs the Smaller Companies team at Close Brothers, managing AIM-quoted IHT, EIS and segregated portfolios. Sam has extensive experience in managing smaller company funds and is a holder of both the Investment Management Certificate and the CISI Diploma.

## Voting Panel continued



**Graham Bell**  
**Allenby Capital**

Graham joined Allenby Capital in May 2010 as a Director in equity sales. He has over 30 years' experience of UK equity capital markets as either an analyst or salesman.

For most of the past 20 years, he has focused on smaller companies, being involved in numerous IPOs and secondary issues both on AIM and the Official List. During this time he worked at Williams de Broë, Teather & Greenwood, Bridgewell and Altium Securities. Before moving into sales, Graham was an equity analyst, focusing on the Oil and Gas exploration and production sector.



**James Burt**  
**Berenberg**

James is Head of UK Sales at Berenberg, having joined in early 2018. Before this he headed up UK Mid and Small Cap sales at both J.P. Morgan Cazenove and Barclays. He has over 15 years' experience, during which time he has been involved in numerous IPOs and placings in both the UK and Europe.



**Andy Crossley**  
**Stockdale Securities**

Andy has been Managing Director of Stockdale Securities since 2015, and prior to that ran the ECM/Syndicate Department at Peel Hunt. For over 20 years, until the end of 2010, he was a UK Small Cap fund manager, primarily at Invesco Perpetual. He is a member of the LSE AIM Advisory Group and the SID at City of London Group plc.



**John Cummins**  
**WHIreland**

John is Managing Director of Institutional Research at WHIreland. He began his career as an institutional equity research analyst in 2002 and has worked for TD Waterhouse, Altium Securities and WHIreland during this time. He has covered a wide range of businesses in the smaller companies space, both on AIM and the Main Market. Prior to the City, John worked for Whitbread PLC.



**Dru Danford**  
**Shore Capital**

Dru is Head of Corporate Broking & Advisory at Shore Capital, having joined in 2004. He qualified as a Chartered Accountant with Ernst & Young in 1997 before moving into investment banking in 1999. Over the past 18 years, Dru has specialised in the quoted small and mid-cap segment of the market from both a financial advisory and corporate broking perspective. Dru has successfully led numerous transactions including IPOs, fundraisings, acquisitions, disposals and takeovers across a wide range of sectors on both AIM and the Main Market.



**Arun George**  
**Global Equity Research**

Arun has over 13 years' experience covering the Technology sector. During this time, he has worked with technology start-ups and as an equity analyst in investment banks and independent research firms. He was formerly a Technology Analyst for Canaccord Genuity, Altium Securities, Espirito Santo Investment Bank, Noble Group and Clear Capital. He has a dual Master's degree in Financial Engineering and Industrial and Operations Engineering from the University of Michigan. He obtained his Bachelor's degree in Mechanical Engineering from the Indian Institute of Technology, Bombay. He is also a CFA charterholder.

## Voting Panel continued



**Pardip Khroud**  
**Gresham House Asset  
Management Limited**

Pardip is an Investment Director in the Gresham House Strategic Equity division and is responsible for sourcing and supporting both public and Private Equity transactions across a range of sectors. Pardip has a Bachelor's degree in Accounting and Finance from the University of Manchester and qualified as a UK Chartered Accountant with KPMG.

Previously Pardip worked at LDC, the Private Equity arm of Lloyds Banking Group, where she assumed Board positions at uSwitch and Bluestone. Prior to this Pardip spent five years working in the Global Corporate Business Support Unit at Lloyds Banking Group.



**Dominic King**  
**Zeus Capital**

Dominic is Head of the Corporate Broking team and heads Zeus Capital's Birmingham operations. Dominic has been a key member of the Corporate Broking team since June 2013. Prior to this, Dominic was one of the founders of Arden Partners in 2002. Post the flotation of Arden he joined GIL Investments, the Private Equity vehicle of the late David Grove OBE, before returning to Arden as Head of Corporate Broking.



**Garry Levin**  
**Numis**

Garry has over 25 years of corporate finance experience, advising on a wide range of ECM and M&A deals for both public and private companies. Prior to this, he practised as a corporate lawyer in the City. He has held a number of senior investment banking roles, including Head of Corporate Finance at Evolution Group and Head of Consumer at Investec Bank PLC. AIM IPOs include Fevertree and Bonmarché.



**Judith MacKenzie**  
**Downing LLP**

Judith joined Downing in 2009, and is a Partner and Head of Downing Public Equity. She is Manager of the Downing Micro-Cap Growth Fund and the recently launched Downing Strategic Micro-Cap Investment Trust. The Downing public equity funds adopt a Private Equity focus to diligence, aiming to be long-term value investors alongside aligned management teams. Previously, Judith was a Partner at Acuity Capital, managing AIM-quoted VCT and IHT investments, and a small-cap activist fund. Prior to this, Judith spent seven years as a Senior Investment Manager with Aberdeen Asset Managers Growth Capital and co-managed the five Aberdeen VCTs, focusing on technology and media investments in both the public and private arenas. She has held various non-executive and advisory roles in public and private companies.



**Julian Morse**  
**Cenkos**

Julian is Head of Growth Companies at Cenkos and was a founding member of the team in 2006. He has over 22 years' experience in the City in sales and as an analyst. He has led and worked on over 250 transactions in his career and before Cenkos was a Director at Beeson Gregory and Evolution Securities.



**Richard Power**  
**Octopus Investments**

Richard is Head of the Quoted Smaller Companies team at Octopus, having joined in 2004. He has over 20 years' experience of managing UK smaller companies funds and is in charge of managing the CFIC Octopus UK Micro Cap Growth Fund. Richard has also worked at Close Brothers and Duncan Lawrie.

## Voting Panel continued



### **Ian Restall**

#### **Flathill Communications Group plc**

Throughout his career, Ian has been involved in the quoted growth companies sector. His early career was as a stockbroker, analyst, broadcaster and financial journalist in this area and, since founding Design Portfolio in 1991, he has been active in helping many companies in this sector with their investor communication and corporate reporting requirements. Ian is also Chairman of Flathill Communications Group plc, President of The Design Portfolio Marketing Services Inc. and a member of the Investor Relations Society.



### **Anand Sambasivan**

#### **PrimaryBid**

Anand led the team that conceived and brought PrimaryBid to market. As CEO, he is responsible for driving strategy, cultivating key strategic relationships, and overseeing general operations and execution. Previously Anand worked as an Investment Banker at Banc of America and Credit Suisse within the Financial Institutions Group.



### **Paul Stevens**

#### **BGF**

Paul Stevens is an investor for BGF, the most active investor in the UK and Ireland supported by a £2.5bn balance sheet. Paul joined BGF in 2016 and is a member of the BGF Quoted team which is focused on supporting smaller listed companies over the long term. Paul has 13 years' experience investing in listed companies, having previously worked in the Quoted Smaller Companies Equities team at Octopus Investments, where he contributed to the outperformance of funds under management during that time.



**Victoria Stevens**  
**Liontrust Asset Man.**

Victoria joined the Economic Advantage team at Liontrust in 2015 as a Partner and Fund Manager, to help research and analyse investment opportunities primarily across the small cap universe. She is a CFA charterholder and co-manager of the Liontrust UK Smaller Companies Fund and the Liontrust UK Micro Cap Fund. Victoria previously worked at the growth company specialist broking and advisory firm finnCap Ltd, latterly as Deputy Head of Corporate Broking.



**Julie Wilford**  
**Design Portfolio**

Julie is the Managing Director of Design Portfolio and a Director of its parent company, Flathill Communications Group plc. Established for over 25 years, the group provides integrated corporate, marketing and investor communications to businesses ranging from the FTSE 350 through to AIM, as well as private companies both in the UK and internationally. Julie has spent nearly 20 years advising corporate clients across a wide range of industry sectors on all aspects of their communication, from annual reports, corporate websites and video through to sustainability communications and branding.



**James Wood**  
**Winterflood Securities**

James has over 30 years' experience in the City, initially joining the Asset Management department of Montagu Loeb Stanley (part of the Robert Fleming Group) in 1986 before going on to work at Greig Middleton, Seymour Pierce Butterfield and Henry Cooke Lumsden, followed by 16 years in corporate broking and institutional sales (latterly as Director of Equities at Charles Stanley Securities). James is a member of the AIM Advisory Group. He joined Winterflood Securities in November 2015.

## Voting Panel continued

### Specialist presentations

**Presentations were made to the Voting Panel in respect of the Best Investor Communication Award by Research and Strategy Manager, Eleonora Puglisi, and Senna Mather, also a Research and Strategy Manager, both of Design Portfolio; and, in respect of the Best Technology Award, by Arun George, Technology Analyst, Global Equity Research.**



**Eleonora Puglisi**  
**Design Portfolio**

Ele is responsible for tailoring the development of content and best practice advice for Design Portfolio's clients. She has extensive experience working with AIM and FTSE clients including Frontier Developments, Belvoir, Petra Diamonds, Just Eat and Countryside. Ele has used this knowledge and experience to help benchmark and research the Best Investor Communication nominees' annual reports.



**Senna Mather**  
**Design Portfolio**

Senna specialises in strategic consultancy, advising both AIM and FTSE clients on best practice corporate communications through all reporting channels. Senna has used this knowledge and experience to help benchmark and research the Best Investor Communication nominees' corporate websites.



**Arun George**  
**Global Equity Research**

Arun is also a member of the Voting Panel. See page 17 for more information.