Voting procedure

In July 2019, 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 nine "voted for" categories were debated and discussed by the full Voting Panel, which met on Thursday 5 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.

Voting Panel

Ian Restall

Flathill Communications Group plc (Voting Panel Chairman)

Ian is non-Voting Chairman of the Voting Panel. 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 the founder of the AIM Awards, a Director of Ford Sinclair Ltd., Chairman of Flathill Communications Group plc, President of The Design Portfolio Marketing Services Inc. and a member of the Investor Relations Society.

Peter Ashworth

Shore Capital

Peter joined Shore Capital as an Equity Research Analyst – Growth Companies in April 2019. Prior to this, Peter worked for Stockdale Securities, which he joined in December 2015. Before this he worked for Charles Stanley Securities, which he joined in 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.

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.

James Deal

PrimaryBid

James has recently joined PrimaryBid as COO and co-founder. He has over 22 years' experience in UK equity capital markets. Most of this time was with JP Morgan Cazenove, running UK mid cap equities, and then in UK Corporate Finance. Prior to this, James was a Director at Numis Securities, a founding employee of Evolution Securities and originally with Dresdner Kleinwort Wasserstein in UK small cap sales.

Arun George

Global Equity Research

Arun has over 14 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.

Stefan Hamill

Numis Securities

Stefan is a Director of Equity Research in the Healthcare and Life Sciences team at Numis, which is currently the No.1 Extel (2018) ranked team in the UK sector. The Numis team provides broad coverage of over 30 UK-listed mid and small cap healthcare and life sciences companies and acts as broker or adviser to around 20 listed and private companies in the sector. Prior to joining Numis in January 2016, Stefan spent five years at Peel Hunt, where he helped build the team to achieve the No.1 Extel sector ranking for three years in a row between 2012–14. Stefan has 15 years of experience as an Equity Analyst and has helped to raise over £2bn for healthcare and life sciences companies. Prior to becoming an analyst, Stefan spent several years in strategy consulting. He has a PhD in Antibody Engineering from the University of Cambridge and is a CFA charterholder.

Voting Panel continued

Pardip Khroud

Pardip is a Private Equity Investment Director and is responsible for sourcing and supporting 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.

Pardip has delivered a number of deals in both the public and private equity arena generating strong returns and has supported business as a Non-executive Director on a number of Boards. Previously Pardip worked at LDC, the Private Equity arm of Lloyds Banking Group and Gresham House.

Anna Macdonald

Amati Global Investors

Anna is an experienced Fund Manager specialising in UK equities. Anna joined the Amati team in 2018 from Adam and Company, where she led research for the PAM award-winning wealth manager. She brings her expertise in running the successful AIM-listed portfolio service to Amati, as well as a breadth of experience in managing substantial OEICs, private client and charity portfolios. She co-managed the Adam Worldwide Fund and the Stewart Ivory Investment Markets Fund which won three Lipper Awards under her stewardship. Anna contributes regularly to BBC Scotland.

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 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.

Robert Mundy

Research Tree

Rob is the CEO and co-founder of Research Tree. He set up Research Tree in 2015, launching the platform a year later. Research Tree helps investors, research providers and listed companies by improving investor access to quality investment research, leading to a better informed share register and a better informed market.

Previously, Rob gained 10 years' experience in capital markets, including as Head of the European Oil and Gas E&Ps research team at Credit Suisse, and research and trading roles at Liberum.

Rob also earned a Master's in Finance at London Business School in 2008/9, as the financial crisis was in full flow.

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

Mike Seabrook
Zeus Capital
Mike has worked on the sell-side in UK small cap for 20 years. From a large Japanese Bank initially, to then working at Teather & Greenwood/Landsbanki Securities as Nomad/sponsor when AIM was in its infancy and then into equity sales, his next position was at Panmure Gordon for eight years and now he works at Zeus Capital. Mike worked on the first ever fundraising on AIM and since then has been active in helping many AIM companies achieve their ambitions by accessing capital and promoting their businesses to the investment community.

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 14 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 Management
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.

Rosh Wijayarathna

Silicon Valley Bank

Rosh leads Silicon Valley Bank's Corporate Technology team in the UK, focusing on providing support and financing for technology and innovation businesses predominantly in the public markets.

With 16 years of financial services experience (including Barclaycard and Barclays' Corporate and Investment Bank TMT team), Rosh has worked across a broad spectrum of growth and technology businesses including many high profile acquisition financings, LBOs, IPOs and public to privates. Since joining SVB in 2014, Rosh has built a market leading team devoted to later stage businesses and has since supported a number of key clients with debt and global treasury solutions, including The Hut Group, Mimecast, Learning Technologies Group plc, CentralNic Group plc, IMImobile and GB Group plc.

Rosh has a BSc in Accounting and Finance from the University of Southampton and is a Chartered Marketer.

Julie Wilford

Design Portfolio

Julie is the Managing Director of Design Portfolio and a Director of its parent company, Flathill Communications Group plc. Established nearly 30 years ago, 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 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 Loebl 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 both the European Issuers Small and Mid Cap Awards jury panel and the LSE 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 Content and Strategy Director, Daniel Redman, and Account Director (Digital), Tom Rogers, both of Design Portfolio; and, in respect of the Best Technology Award, by Technology Analyst, Arun George, of Global Equity Research.

Daniel Redman
Design Portfolio
Daniel is Content and Strategy Director at Design Portfolio. A specialist in corporate communications, Daniel helps companies communicate their equity story and is an advocate of wider stakeholder engagement. Daniel has worked with a wide variety of AIM, FTSE 350 and international blue chip clients and held events and workshops on a number of topics, including integrated reporting, building a value proposition, articulating the business model and improving corporate governance reporting. He holds a Certificate in IR and is a certified sustainability practitioner.

Tom Rogers
Design Portfolio
Tom is Digital Account Director at Design Portfolio. Tom enables companies to effectively communicate their stories through multiple digital channels including websites, video and social media. Working with companies from AIM to FTSE 350, Tom develops client relationships and regularly takes part in industry events consulting on SEO, accessibility and content to optimise delivery.

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