

IPOs Set to Raise Most Cash Since Crisis

U.S. Firms Have Raised \$16.8 Billion in 2013, on Pace for Best Year Since 2007

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U.S. companies are on track to raise the most money through initial public offerings since before the financial crisis. Driven by the same thirst for risk among investors that has pushed the stock market to new highs, **the IPO market is making millions for a new crop of investors: the “Small Investor” who never before was “invited into the club”...the \$50,000 to \$750,00 investor.**

Already this year, 64 U.S.-listed public offerings have raised \$16.8 billion, according to Dealogic. In the same period last year, the biggest year in dollars since the financial crisis, 73 companies raised a total of \$13.1 billion....**and made millionaires out their “early investors.”**



A more robust IPO market has become a boon for the economy as venture-capital firms are bringing greater numbers of IPO's to market, creating wealth for their early investor partners.

Behind this year's pace is an ebbing of the wild price swings that had been a dominant feature of the stock market since the financial crisis, according to investors, companies and bankers. Instead, stocks have been on a steady grind higher. "I think you're seeing a really good kind of stable sweet spot," said Jim O'Donnell, chief investment officer at San Francisco-based Forward Management, which manages \$6.8 billion in assets and which has been buying shares of funds and technology firms coming to market.

Companies are launching IPOs at prices that appeal to investors. This year, only 29% of U.S. IPOs have sold shares below their proposed price range, the lowest percentage since 2007, according to Dealogic.

The investment strategy proven most successful, and that which represents the lowest potential of risk, rests with *INVESTING IN A COMPANY WHILE IT'S STILL PRIVATE... PRIOR TO ITS IPO* and *SELLING FOLLOWING ITS IPO*! As an “Early Investor” one’s intent is *not* to “play the market”, or, worry what will happen with the company after it becomes public, rather, to do like the smart money does: “Buy into the company while it’s still private, sell following its IPO and go on the next company preparing for *its* IPO.”

This investment strategy not only avoids market risks but has spawned a new breed of millionaires who’ve never before been made privy to the Pre-IPO market.