

## Q3'24 ECM Activity Increases, Driven by Surge in Follow-Ons



**US ECM activity increased 15.7% over the prior quarter led primarily by an increase in follow-on issuance.**

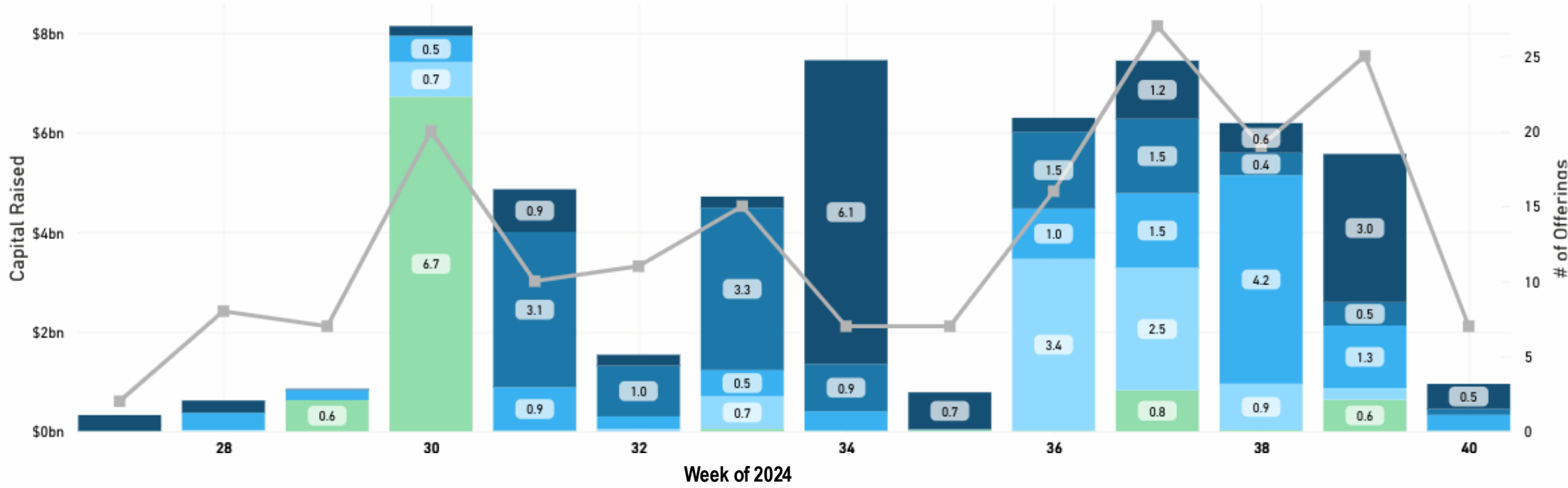
- Including SPACs, 199 offerings raised \$59.1B
- September marked the the most active month of issuance in the third quarter with 99 offerings completed for \$27.1B in proceeds
- The average weekly activity increased from 15 offerings in 2023 to 17 YTD
- Lineage, Inc. 07/24/24 IPO successfully raised \$5,102.3M, the largest US offering YTD, accounting for 8.6% of all proceeds raised in the quarter
- YTD Convertible Issuance has now surpassed all of 2023 raising \$58.2B vs. \$52.5B



# Capital Raised, Number of Offerings

Capital Raised and # of Offerings by Week of 2024 and Offer Type

Offer Type ● IPO ● MARKETED\_FO ● OVERNIGHT\_FO ● REGISTERED\_BLOCK ● UNREGISTERED\_BLOCK ■ # of Offerings



Including Unregistered Block activity tracked by CMG, **Q3 transaction volume increased to \$55.7B**, a 41.6% increase year over year and a 13.0% increase from the prior quarter (excluding SPACs)

**IPOs raised \$8.9B**, representing a 6.3% increase over the same period last year via 42 offerings, while follow-on issuance raised \$47.1B representing a 52.3% increase over the prior year via 140 offerings

**September marked the the most active month** of issuance in the third quarter with 99 offerings completed for \$27.1B in proceeds

**Healthcare was the most active sector** raising \$11.8B (21.0% market share) followed by Energy \$8.5B (15.1% market share) and Consumer Cyclical \$8.2B (14.6% market share)



*This information provided is for informational purposes only, and should not be construed as legal, tax, investment, financial, or other advice. You should not act or refrain from acting on the basis of any of this information. Past performance is no guarantee of future results. CMG shall have no liability whatsoever for your use of this information.*

# CMG Q3 2024 US Recap

## US IPO Summary



### Offerings

42

42 / \$8.9B

QTY. DOLLARS

### Capital Raised

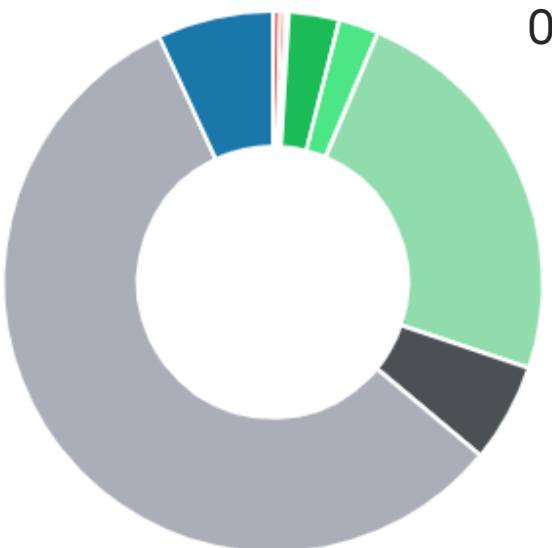
\$8.9B

20.5%	74.4%	5.1%
BELOW	WITHIN	ABOVE
(0.9%)	(12.7%)	3.0%
1 DAY	30 DAY	CURRENT

### Pricing and Discount Trends: H1 2024 Vs. Q3 2024

#### IPOs - Price vs. Initial Range

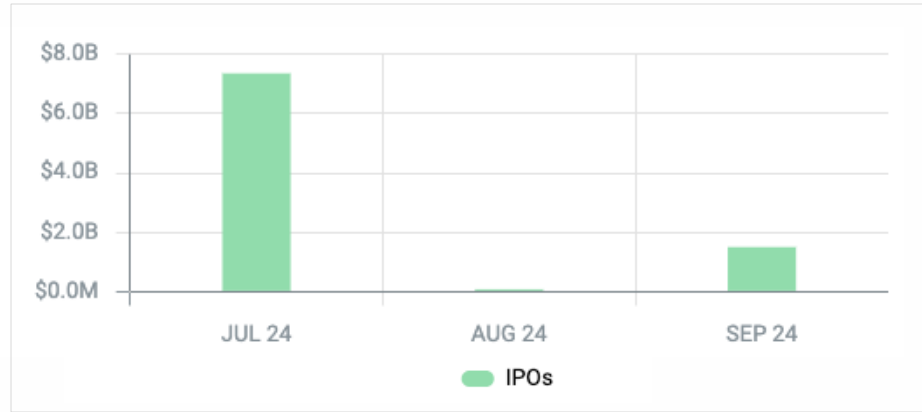
- Above Range – 11.0%, 5.1%
- Within Range – 76.8%, 74.4%
- Below Range – 12.2%, 20.5%



Offering Volume (\$) by Sector

Basic Materials	\$3.3M
Communication Services	\$36.1M
Consumer Cyclical	\$27.0M
Consumer Defensive	\$19.4M
Energy	\$270.0M
Financial Services	\$215.1M
Healthcare	\$2.1B
Industrials	\$527.2M
Real Estate	\$5.1B
Technology	\$620.5M

Historical Offering Volume (\$)



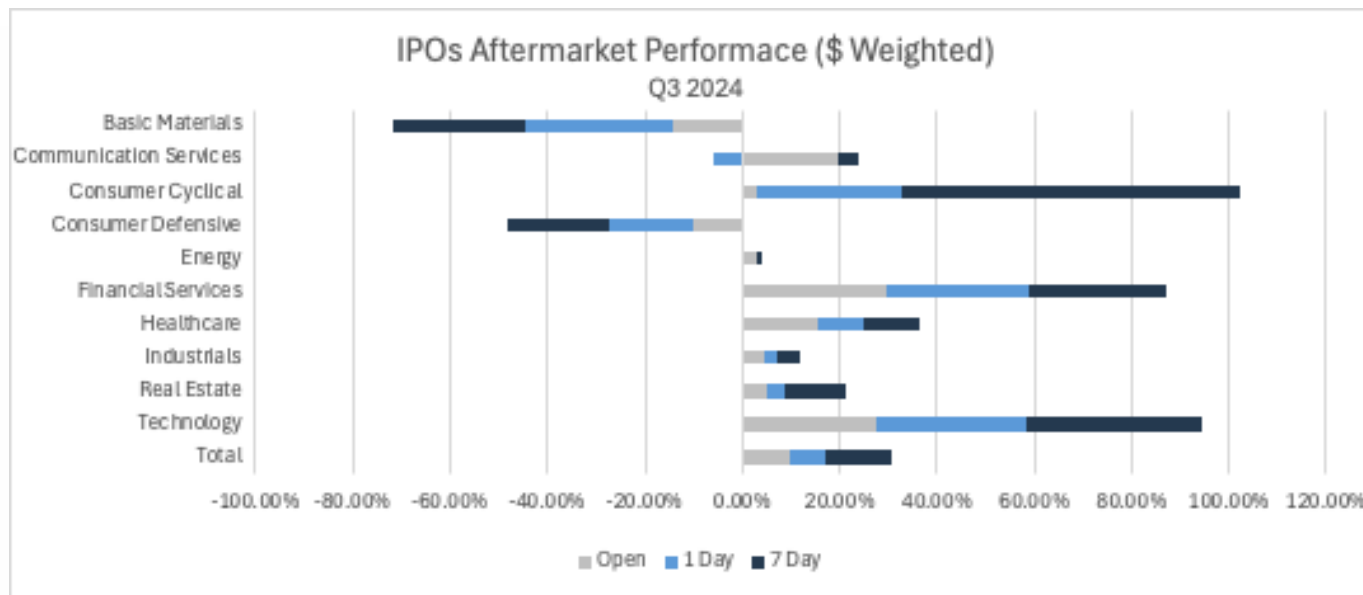
This information provided is for informational purposes only, and should not be construed as legal, tax, investment, financial, or other advice. You should not act or refrain from acting on the basis of any of this information. Past performance is no guarantee of future results. CMG shall have no liability whatsoever for your use of this information.

# US IPO Summary *continued*



## Top 10 US IPOs by Size - Q3 2024

Pricing Date	Issuer	Ticker	Sector	Offering Type	Offering Size	Market Cap	T+1	Offer to Current	% Secondary	Left Lead
Wed, 07/24/2024	Lineage, Inc.	LINE	Real Estate	IPO	\$5,102M	\$19,000M	3.56%	(2.67%)	-	Morgan Stanley
Tue, 07/23/2024	OneStream, Inc.	OS	Technology	IPO	\$564M	\$4,614M	34.25%	64.30%	26.31%	Morgan Stanley
Wed, 07/24/2024	Concentra Group Holdings Parent, Inc.	CON	Healthcare	IPO	\$546M	\$2,975M	(4.34%)	(8.55%)	-	J.P. Morgan
Wed, 07/24/2024	LATAM Airlines Group S.A.	LTM	Industrials	IPO	\$456M	\$7,253M	2.92%	5.71%	100.00%	Goldman Sachs
Thu, 09/12/2024	Bicara Therapeutics Inc.	BCAX	Healthcare	IPO	\$362M	\$932M	30.06%	28.89%	-	Morgan Stanley
Wed, 09/25/2024	BKV Corporation	BKV	Energy	IPO	\$270M	\$1,514M	-	0.89%	-	Citigroup
Thu, 09/12/2024	Zenas BioPharma, Inc.	ZBIO	Healthcare	IPO	\$259M	\$676M	6.76%	9.00%	-	Morgan Stanley
Wed, 09/25/2024	BioAge Labs, Inc.	BIOA	Healthcare	IPO	\$228M	\$615M	1.72%	9.61%	-	Goldman Sachs
Wed, 07/17/2024	Ardent Health Partners, LLC	ARDT	Healthcare	IPO	\$221M	\$2,255M	0.38%	19.13%	-	J.P. Morgan
Wed, 07/17/2024	TWFG, Inc.	TWFG	Financial Services	IPO	\$215M	\$924M	29.47%	61.88%	-	J.P. Morgan
<b>Average</b>					<b>\$822M</b>	<b>\$4,076M</b>	<b>10.48%</b>	<b>18.82%</b>		



**Lineage, Inc.'s IPO successfully raised \$5,102.3M**, the largest US offering YTD, accounting for 8.6% of all proceeds raised in the quarter

On a dollar-weighted basis, **IPOs returned 7.3%** from offer to first day close (vs. a mean of (0.9%))

### Largest Dollar-weighted Alpha Contributors

#### 1-Day

- JD.com Inc – 08/20/24 – \$3,605.9M Unregistered Block +8.3%
- OneStream, Inc. – 07/23/24 – \$563.5M IPO +34.3%
- Lineage, Inc. – 07/24/24 – \$5,102.3M IPO +3.6%

#### To Current

- JD.com Inc – 08/20/24 – \$3,605.9M Unregistered Block +60.3%
- OneStream, Inc. – 07/23/24 – \$563.5M IPO +69.5%
- Aurora Innovation, Inc. – 07/31/24 – \$483.0M Overnight FO +64.4%



# Top 10 US Convertible Offerings by Size

## Top 10 Convertible Offerings by Size - Q3 2024

Pricing Date	Issuer	Symbol	Security Type	Principal Amount (Inc. Ovl. Exercised)	Rule 144A	Offer Price	Coupon	Premium	Coupon Talk Low	Coupon Talk High	Premium Talk Low	Premium Talk High
Tue, 09/10/2024	Hewlett Packard Enterprise Co	HPE	Mandatory Convertible Preferred Stock	\$1,350M	False	\$50	7.63%	22.48%	7.75%	8.25%	17.50%	22.50%
Tue, 09/24/2024	Snowflake Inc.	SNOW	Convertible Senior Notes due 2027	\$1,150M	True	\$1,000	-	40.00%	-	0.50%	32.50%	37.50%
Tue, 09/24/2024	Snowflake Inc.	SNOW	Convertible Senior Notes due 2029	\$1,150M	True	\$1,000	-	40.00%	-	0.50%	32.50%	37.50%
Mon, 07/08/2024	Welltower Inc	WELL	Exchangeable Senior Notes	\$1,035M	True	\$1,000	3.13%	22.50%	2.75%	3.25%	22.50%	27.50%
Tue, 09/17/2024	Microstrategy Incorporated	MSTR	Convertible Senior Notes	\$1,010M	True	\$1,000	0.63%	40.00%	0.13%	0.63%	40.00%	45.00%
Tue, 09/03/2024	Jazz Pharmaceuticals PLC	JAZZ	Exchangeable Senior Notes due 2030	\$1,000M	True	\$1,000	3.13%	40.00%	3.13%	3.63%	37.50%	42.50%
Tue, 09/03/2024	Qiagen NV	QGEN	Senior Unsecured Convertible bonds due 2031	\$500M	False	\$200,000	2.00%	44.00%	2.13%	2.63%	42.50%	47.50%
Tue, 08/13/2024	Core Scientific, Inc.	CORZ	Convertible Senior Notes	\$460M	True	\$1,000	3.00%	30.02%	3.00%	3.50%	25.00%	30.00%
Thu, 09/05/2024	Varonis Systems Inc	VRNS	Convertible Senior Notes	\$460M	True	\$1,000	1.00%	29.99%	1.00%	1.50%	25.00%	30.00%
Tue, 09/17/2024	Box Inc	BOX	Convertible Senior Notes	\$460M	True	\$1,000	1.50%	30.00%	1.50%	2.00%	27.50%	32.50%
Mon, 09/16/2024	Upstart Holdings, Inc.	UPST	Convertible Senior Notes due 2029	\$431M	True	\$1,000	2.00%	30.01%	1.75%	2.25%	27.50%	32.50%
Mon, 08/12/2024	JetBlue Airways Corp	JBLU	Convertible Senior Notes	\$400M	True	\$1,000	2.50%	27.50%	2.00%	2.50%	27.50%	32.50%
Tue, 07/16/2024	OSI Systems Inc.	OSIS	Convertible Senior Notes	\$350M	True	\$1,000	2.25%	27.50%	2.25%	2.75%	27.50%	32.50%
<b>Average</b>				<b>\$750M</b>		<b>\$16,235</b>	<b>2.21%</b>	<b>32.62%</b>				

**YTD Convertible Issuance has now surpassed all of 2023** raising \$58.2B vs. \$52.5B

### Pricing and Discount Trends: H1 2024 Vs. Q3 2024

#### Converts

- Average Coupon – 3.1%, 2.8%
- Average Premium – 29.9%, 32.0%
- Offerings including Capped Call – 53.2%, 35.0%
- Average Effective Conversion Premium – 85.0%, 96.4%

# CMG Q3 2024 US Recap

## US Follow-on Summary



### Offerings

139

139 / \$46.8B

QTY. DOLLARS

### Capital Raised

\$46.8B

(11.5%)

FILE TO OFFER

(8.7%)

TO LAST TRADE

2.2%

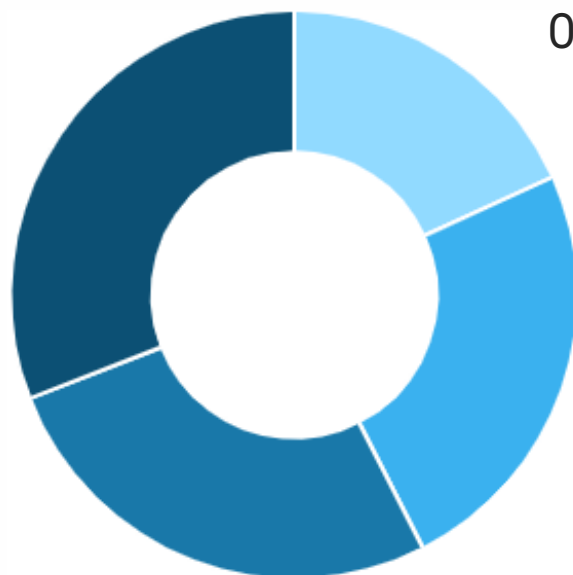
1 DAY

(3.0%)

30 DAY

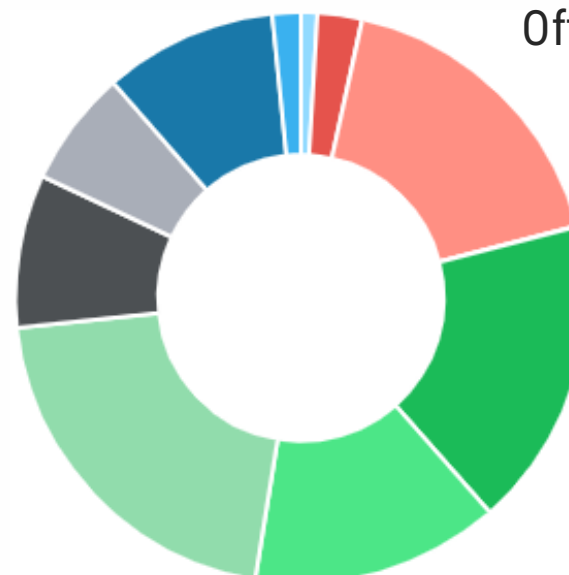
0.9%

CURRENT



Offering Volume (\$) by Type

IPO	\$0.0M
Marketed FO	\$8.5B
Overnight FO	\$11.4B
Registered Block	\$12.4B
Unregistered Block	\$14.5B
Rights	\$0.0M



Offering Volume (\$) by Sector

Basic Materials	\$424.4M
Communication Services	\$1.2B
Consumer Cyclical	\$8.2B
Consumer Defensive	\$7.6M
Energy	\$8.2B
Financial Services	\$6.6B
Healthcare	\$9.7B
Industrials	\$4.1B
Real Estate	\$3.1B
Technology	\$4.6B
Utilities	\$750.0M



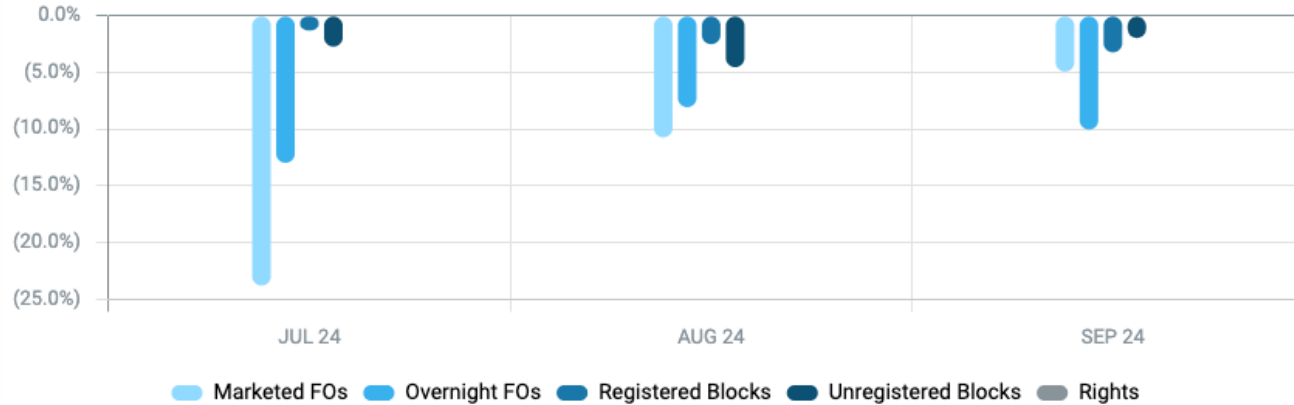
This information provided is for informational purposes only, and should not be construed as legal, tax, investment, financial, or other advice. You should not act or refrain from acting on the basis of any of this information. Past performance is no guarantee of future results. CMG shall have no liability whatsoever for your use of this information.



# US Follow-on Summary *continued*



Offering Discounts From Last Trade By Type (Median)

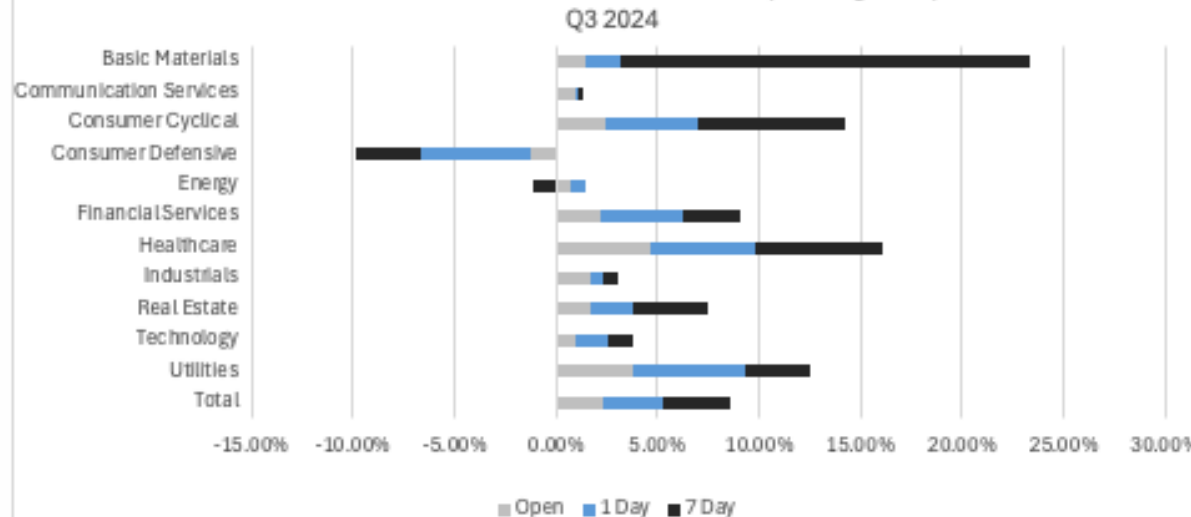


### Pricing and Discount Trends: H1 2024 Vs. Q3 2024

#### Follow-ons – (Median) File to Offer Discount %

- Marketed FOs – (11.4%), (15.8%)
- Overnight FOs – (8.9%), (10.0%) vs. H1'24 & Q3 2024 % to VWAP of: (9.4%), (10.5%)
- Registered Blocks – (3.3%), (2.5%) vs. H1'24 & Q3 2024 % to VWAP of: (3.5%), (2.3%)
- Unregistered Blocks – (2.1%), (2.4%) vs. H1'24 & Q3 2024 % to VWAP of: (2.0%), (2.2%)

Follow-on Aftermarket Performance (\$ Weighted)



### Follow-On Composition as a % of Proceeds Raised: H1 2024 Vs. Q3 2024

- Marketed FOs – 23.3% vs. 18.2%
- Overnight FOs – 27.4% vs. 24.3%
- Registered Blocks – 26.8% vs. 26.6%
- Unregistered Blocks – 22.5% vs. 30.9%

On a dollar-weighted basis, **registered follow-ons returned 3.2%** from offer to first day close (vs. a mean of 3.0%)

US Follow-on Summary *continued*

## Top 10 US Follow-ons by Size - Q3 2024

<u>Pricing Date</u>	<u>Issuer</u>	<u>Sector</u>	<u>Offering Type</u>	<u>Offering Size</u>	<u>File to Offer</u>	<u>T+1</u>	<u>Offer to Current</u>	<u>% Secondary</u>
Tue, 08/20/2024	JD.com Inc	Consumer Cyclical	UNREGISTERED_BLOCK	\$3,606M	(11.49%)	8.30%	79.56% ↑	100.00%
Mon, 07/29/2024	Nasdaq Inc	Financial Services	REGISTERED_BLOCK	\$2,717M	(2.48%)	4.01%	11.78% ↑	100.00%
Thu, 09/19/2024	Diamondback Energy Inc	Energy	OVERNIGHT_FO	\$2,561M	(2.00%)	1.69%	1.85% ↑	100.00%
Wed, 08/21/2024	Charles Schwab Corp	Financial Services	UNREGISTERED_BLOCK	\$2,497M	(4.52%)	4.25%	2.76% ↑	100.00%
Mon, 08/12/2024	Occidental Petroleum Corporation	Energy	REGISTERED_BLOCK	\$1,723M	(1.15%)	(1.44%)	(8.34%) ↓	100.00%
Wed, 09/04/2024	Vaxcyte, Inc.	Healthcare	MARKETED_FO	\$1,495M	(6.49%)	8.84%	10.92% ↑	-
Thu, 09/12/2024	GE HealthCare Technologies Inc.	Healthcare	REGISTERED_BLOCK	\$1,290M	(1.67%)	1.06%	5.86% ↑	100.00%
Thu, 09/26/2024	Dell Technologies Inc	Technology	UNREGISTERED_BLOCK	\$1,235M	(2.36%)	(2.66%)	(8.13%) ↓	100.00%
Thu, 09/05/2024	UL Solutions Inc.	Industrials	MARKETED_FO	\$1,127M	(9.43%)	(0.86%)	0.47% ↑	100.00%
Tue, 08/20/2024	Liberty Formula One Group	Communication Services	REGISTERED_BLOCK	\$949M	(2.92%)	0.88%	(0.65%) ↓	-
<b>Average</b>				<b>\$1,920M</b>	<b>(4.45%)</b>	<b>2.41%</b>	<b>9.61%</b>	



# Dollar-weighted One-day Returns



## H1 2024 vs. Q3 2024 Dollar-weighted One-day Return

- IPOs – 16.2% vs. 7.3%
- SPACs – 0.6% vs. (0.2%)
- Marketed FOs – 3.9% vs. 4.3%
- Overnight FOs – 5.1% vs. 4.2%
- Registered Blocks – 0.9% vs. 1.5%
- Unregistered Blocks – (0.7%) vs. 2.7%

## IPO Vs. Follow-On Composition as a % of Proceeds Raised: H1 2024 Vs. Q3 2024

- IPOs – 16.5% vs. 16.1%
- FOs – 83.5% vs. 83.9%

# CMG Q3 2024 US Recap

## League Tables



Top 20 US League Table - Q3 2024

Underwriter	Wallet Share	# Offerings	Capital Raised	\$ Underwritten	Total Fees
Goldman Sachs	13.43%	32	\$20,916.8M	\$7,564.4M	\$174.6M
J.P. Morgan	12.35%	28	\$18,589.0M	\$5,065.0M	\$160.6M
Morgan Stanley	12.23%	29	\$18,310.3M	\$5,279.8M	\$159.0M
BofA	7.80%	26	\$15,936.5M	\$3,097.7M	\$101.4M
Citigroup	5.53%	24	\$12,860.8M	\$3,586.2M	\$71.9M
Jefferies	4.75%	18	\$6,809.3M	\$1,168.4M	\$61.7M
Evercore	3.30%	13	\$11,777.5M	\$1,470.3M	\$42.9M
TD Cowen	3.26%	12	\$3,367.2M	\$710.2M	\$42.4M
Barclays	3.23%	15	\$5,904.0M	\$2,229.2M	\$41.9M
Wells Fargo	3.01%	14	\$11,147.3M	\$1,080.7M	\$39.1M
Leerink Partners	2.93%	9	\$2,983.9M	\$683.8M	\$38.1M
Stifel	2.41%	18	\$6,154.5M	\$600.7M	\$31.3M
Raymond James	1.85%	15	\$5,228.1M	\$511.7M	\$24.0M
Truist Securities	1.83%	16	\$10,014.5M	\$554.3M	\$23.7M
RBC	1.68%	19	\$11,744.2M	\$1,014.1M	\$21.8M
Guggenheim Securities	1.62%	10	\$3,824.7M	\$421.7M	\$21.1M
Cantor	1.23%	6	\$1,079.4M	\$257.9M	\$16.0M
UBS	1.20%	9	\$9,656.3M	\$491.6M	\$15.6M
Mizuho	1.17%	10	\$9,413.7M	\$331.4M	\$15.2M
Stephens	1.11%	7	\$2,114.7M	\$278.9M	\$14.4M
<b>Total</b>	<b>85.90%</b>	<b>88</b>	<b>\$187,832.9M</b>	<b>\$36,398.1M</b>	<b>\$1,116.7M</b>

\*Data excludes Unregistered Blocks

Top 20 US IPOs League Table - Q3 2024

Underwriter	Wallet Share	# Offerings	Capital Raised	\$ Underwritten	Total Fees
Morgan Stanley	20.21%	8	\$7,406.4M	\$1,860.2M	\$85.4M
J.P. Morgan	13.89%	7	\$7,267.2M	\$1,290.9M	\$58.7M
Goldman Sachs	10.48%	4	\$6,332.4M	\$1,069.8M	\$44.3M
BofA	8.52%	4	\$6,433.0M	\$878.9M	\$36.0M
Jefferies	4.15%	5	\$1,098.7M	\$253.4M	\$17.5M
Wells Fargo	4.05%	2	\$5,648.7M	\$433.3M	\$17.1M
Citigroup	3.80%	6	\$1,996.7M	\$268.1M	\$16.1M
TD Cowen	2.55%	3	\$1,104.8M	\$155.5M	\$10.8M
Truist Securities	2.01%	6	\$6,815.0M	\$176.3M	\$8.5M
Barclays	1.84%	2	\$726.0M	\$173.9M	\$7.8M
RBC	1.81%	4	\$6,084.5M	\$173.9M	\$7.6M
Cantor	1.67%	2	\$541.3M	\$101.0M	\$7.1M
Stifel	1.56%	2	\$525.5M	\$93.9M	\$6.6M
Guggenheim Securities	1.33%	3	\$985.4M	\$85.1M	\$5.6M
Scotia	1.27%	2	\$5,665.8M	\$135.7M	\$5.4M
Deutsche Bank	1.24%	3	\$6,104.7M	\$118.6M	\$5.2M
UBS	1.19%	2	\$5,317.4M	\$122.3M	\$5.0M
Mizuho	1.15%	4	\$6,139.5M	\$108.8M	\$4.8M
Raymond James	1.12%	2	\$675.5M	\$70.1M	\$4.7M
Capital One Securities	1.11%	3	\$5,869.5M	\$116.4M	\$4.7M
<b>Total</b>	<b>84.94%</b>	<b>13</b>	<b>\$82,738.0M</b>	<b>\$7,686.3M</b>	<b>\$358.9M</b>