



<b>Name of the Company</b>
Xpediator PLC
<b>Why did you decide to go public?</b>
The Company chose to join AIM to support its growth ambitions and has since successfully used the listing as a platform to increase the scale of the business substantially.
<b>What has been the reaction from investors, customers, employees etc. following your decision to go public?</b>
We have had a very good reaction from investors reflected by the increase in our share price from 24p in August 2017 to over 50p today ( <i>July 2019</i> ). The Company has expanded significantly and in doing so is now able to offer our 15,000+ customers a much wider range of transport related services. For our employees the IPO has also been good not only in terms of the increase in the size of the business but also the opportunity to participate in a Company share option scheme.
<b>What have been the benefits of going public to your company?</b>
The benefits of going public have excellent for our business principally in terms of being a platform for growth. We listed on AIM on 11 August 2017, since then the Company has grown revenues by three times so that this year we are expecting to generate revenues in excess of £200 million. Going public has enabled us to raise new capital to support our acquisition strategy and investment into the existing business to drive organic growth both of which have been critical to our ability to expand the business.
<b>What were the main challenges in taking your company public?</b>
The main challenge in the run up to listing Xpediator was consolidating the multiple businesses we operated as a private enterprise into one Company. This exercise was complicated and time consuming but has now made reporting the performance of the Group much more straightforward.
<b>What experience would you want to share with companies that are thinking of going public?</b>
Good preparation is the basis of a good IPO and ensuring that you are using the listing as a platform for growth.
<b>What do you believe are the top qualities of your company?</b>
30 years on and Xpediator is still run by the founders of the business and many people have been involved with the business for similar periods of time. The management team believes this reflects well on the Company and the manner in which it has operated since inception.

Xpediator is viewed as a highly respected performer, with a combination of over two decades of experience in the group and excellent prospects for the future. The Company has been recognised by multiple recent awards including the BIFA Award for “European Logistics”, the “Service Excellence Award” from the Chartered Institute of Logistics & Transport and named as “Freight Carrier of the Year” at the FTA Logistics Awards - in addition to being shortlisted as finalists at the Global Freight Awards.

**Where do you see yourselves in 5 years?**

The Group is strategically well placed to continue to pursue a policy of strategic M&A activity to enhance earnings and operational capabilities, particularly in air and sea transportation services. Alongside this, we also expect to continue to deliver attractive organic growth rates from within the existing business. As the business expands into what is a growth market, the Group will continue to benefit from the increasing economies of scale, a broadening portfolio of services and a widening client base.

We remain confident of achieving a further year of growth across our activities.

**Have you had any assistance from the European Union, e.g. funding projects etc.?**

We have not received any funding directly but we have formed good relationships with local and national governments in the six EU countries where Xpediator has offices.

**If you had 3 wishes to come true: What should the EU do to encourage more SMEs to go public and to provide ongoing support for listed companies?**

Our three wishes would be:

1. Encourage greater investment into quoted companies by retail investors
2. Increase the tax advantages to individuals buying shares in public companies
3. Improve regulation to support growing businesses and avoid burdensome legislation which absorbs management time unnecessarily