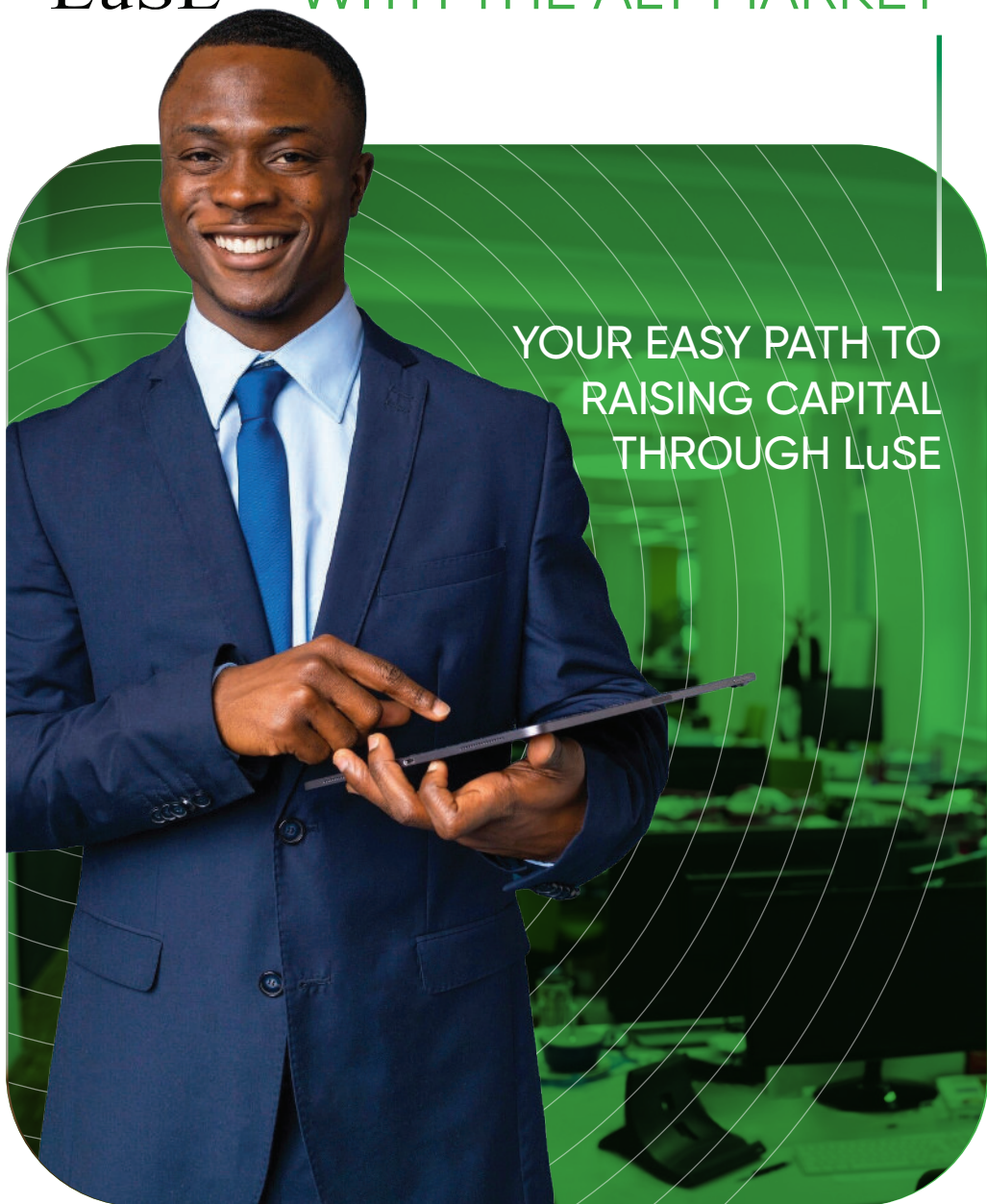




GROW YOUR BUSINESS WITH THE ALT MARKET



**YOUR EASY PATH TO
RAISING CAPITAL
THROUGH LuSE**

ABOUT THE LuSE ALTERNATIVE MARKET



ALT-M

The LuSE Alt-M is a market for small to medium companies that are incorporated or registered in Zambia. These entities must have annual trading turnover of minimum K250,000 to a maximum of K20 million and must have equity shares in issue of not less than 500,000. Of these equity shares a minimum of 10% of the shares must be held by the public.

WHY CONSIDER LISTING YOUR BUSINESS?

Raising money on the LuSE as an SME, offers you several strategic benefits that go beyond just accessing capital.

BENEFITS OF LISTING ON THE **ALTERNATIVE MARKET**



1

ACCESS TO LONG-TERM CAPITAL

Unlike bank loans which are often short-term and carry high interest, listing provides access to patient, equity-based capital that doesn't require repayment or interest. This capital can be used to:

- Expand operations
- Invest in new technology
- Pay off expensive debt
- Fund working capital needs

2

INCREASED VISIBILITY AND CREDIBILITY

Being listed improves your company's public profile. It sends a strong signal to customers, suppliers, lenders, and partners that your business is credible, transparent, and well-governed. This can:

- Attract more business opportunities
- Make negotiations with suppliers and banks easier
- Boost your brand nationally and regionally



3

ENHANCED CORPORATE GOVERNANCE

Listing requires adherence to corporate governance standards (e.g., proper audits, board structure, financial reporting). While this may seem burdensome at first, it actually makes your business more robust and attractive to investors.

- Builds trust with stakeholders
- Reduces risk of mismanagement
- Encourages strategic planning and accountability





LIQUIDITY AND EXIT OPPORTUNITIES FOR FOUNDERS

Over time, shares on the Exchange can be traded, allowing founders and early investors to gradually sell down their stakes if they wish, providing a structured exit path.

4

Avoids sudden ownership transitions

Attracts institutional investors who need an exit route



5

EMPLOYEE INCENTIVISATION

A listed SME can offer share-based incentives (stock options or ESOPs), helping retain key talent and aligning employees' interests with company growth.

CURRENCY FOR GROWTH

Publicly traded shares can be used as a non-cash currency for:

- Acquisitions
- Strategic partnerships
- Mergers





7

FUTURE FUNDRAISING BECOMES EASIER

Once listed, future capital raising (e.g., through rights issues or secondary offerings) becomes faster and often cheaper, as the company already has market access and investor trust.

CONTRIBUTION TO ECONOMIC DEVELOPMENT

By listing, your SME plays a part in deepening the domestic capital market, creating jobs, and supporting Zambia's economic development goals.

Ready to take your SME to the next level?



Here are few points to think about.

1. Convert your company at PACRA from limited company to a public limited company (PLC)
2. Register your company shares with the Securities and Exchange Commission (SEC)
3. Contact the LuSE for the next steps!

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FUN FACT!



**THE FIRST 10 SMES TO LIST ON THE LUSE
ALT- M WILL NOT PAY ANY FEES! IT WILL
BE FREE, FREE AND FREE! HURRY HURRY
AND SECURE YOUR SPACE!**