

IPO Vital Signs

The Diagnostics of Going Public

IPO Vital Signs is the Web-based system that answers the critical questions that confront IPO professionals and executives of pre-IPO companies.

IPO Vital Signs contains more than 190 pre-defined searches. Each search is a Vital Sign that presents information in easy-to-read tables. Hyperlinks within each table allow for drill-down into the details of every IPO in the system.

More than 200 individual details for each firm-underwritten IPO registered with the SEC have been gathered, analyzed and stored. IPOs dating back to 1998 are all included.*

In addition to a comprehensive profile of issuer and financial information, IPO Vital Signs contains key portions of the IPO Prospectus, giving you disclosure language across the full range of IPOs.

You can navigate by topic, key word, or by a variety of topic menu trees.

*Includes all SEC registered IPOs, including REITs and non-U.S. IPO filers seeking to list in U.S. markets, except for: closed-end funds; best-efforts, self-underwritten, and direct offerings; and IPOs filing under Form SB-2 with an offering amount of less than \$5 million.

344. Net Income
Definitive Overview

Results | Related Vital Signs | Definitions | Printer-Friendly | Export to Excel

For the period: 1/1/2004 through 6/12/2005

Range of IPO Net Income (\$mil)	# of IPOs within Range	% of IPOs within Range
Greater than \$50	28	8.6%
\$20+ to \$50	41	12.6%
\$10+ to \$20	39	12.0%
\$5+ to \$10	29	8.9%
\$2.5+ to \$5	19	5.8%
\$0+ to \$2.5		
(\$2.5)+ to \$0		
(\$5)+ to (\$2.5)		
(\$10)+ to (\$5)		
(\$20)+ to (\$10)		
(\$20) or less		
(n/a)		
TOTAL	324	

Statistics:
Median: \$2,942,000
Average: \$12,791,774

Analyze IPO Issuers

IPO Vital Signs answers a broad range of questions concerning past IPO issuers. You can sort through IPOs by industry type, size of offer, fees paid and scores of other criteria. You can then zero in on specific data to make comparisons and even retrieve the actual language of the final prospectus.

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344. Net Income
Definitive Overview

For the period: 1/1/2004 through 6/12/2005

Ranked by Net Income
Drilldown results for:
Range of Net Income (\$mil) (\$5)+ to (\$2.5)

IPO Issuer Business Description	IPO Offer Date	Net Income	SIC Code Description
HomeBanc Corp. <i>Residential mortgage banking REIT</i>	07/13/2004	(\$2,525,000)	(6798) Real Estate
Volterra Semiconductor Corporation <i>Divps power management semiconductors</i>	07/28/2004	(\$2,558,000)	(3674) Semiconductors
CARG Medical, Inc. <i>Divps medical technology for bypass surgery</i>	12/07/2004	(\$2,794,000)	(3841) Surgical Apparatus
Fusion Telecommunications International, Inc. <i>Divps Voice Over Internet Protocol svcs</i>	02/11/2005	(\$2,957,257)	(4813) Telephony
McCormick & Schmick's Seafood Restaurants, Inc. <i>Divps national seafood restaurant</i>	07/20/2004	(\$3,304,000)	(5812) Retail-Eating

Benchmark IPO Fees and Expenses

You'll find the intelligence needed for everything from setting/justifying professional fees to evaluating and controlling costs.

IPO Vital Signs provides the analyses, breakdowns, rankings, and statistics for these types of fees and more: legal, audit, transfer agent, printing, D&O insurance, and Blue Sky.

Expenses

- Expenses (View Titles)..... 390, 391, 635, 639
- Legal Fees (View Titles)..... 164, 165, 274, 398, 639, 647

#	Title	Category
164	IPO Issuer's Law Firms	IPO Leadership Rankings
165	IPO Issuer's Lawyers	IPO Leadership Rankings
274	IPO Issuer's Law Firms	IPO Professional Office Rankings
398	IPO Legal Fees	Definitive Overview
639	IPO Discounts and Expenses	IPO Issuer Profiles and the Going Public Process
647	IPO Legal Fees	IPO Issuer Profiles and the Going Public Process

- Equity for Counsel: IPOs with Equity Owned by Law Firms (View Titles)..... 492, 801
- Audit Fees (View Titles)..... 184, 282, 402, 639, 651
- Printing Fees (View Titles)..... 486, 639, 657
- Transfer Agent Fees (View Titles)..... 404, 639, 655
- SEC Registration Fee (View Titles)..... 639
- Blue Sky Fees (View Titles)..... 410, 639, 662
- Exchange Listing Fees (View Titles)..... 470, 639, 718
- Misc Fees (View Titles)..... 412, 639, 665

IPO Vital Signs

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Search IPO Vital Signs | **IPO League Tables** | IPO Market News & Article Archives | Advanced IPO Research Tools | Navigational Tools | Contact Us | Logout / Home | VS #:

274. IPO Issuance

IPO Professional Office Rankings

Results | Definitions | Printer-Friendly | Export to Excel

For the period 1/1/2004 through 6/12/2005
Ranked by Office Location

IPO Issuer's Law Firm	IPO Deal Element Rankings by Lead Manager	Office Location (Country)	IPOs		IPO Issuer's Law Firm Fee		Aggregate IPO Offering Amount
			Count	% of Total	Aggregate	% of Total	
Law Office of Gary R. Rogron	Colorado	United States	1	0.3%	\$173,000	0.0%	\$9,212,000
Potter Anderson & Corroon	Delaware, Wilmington	United States	1	0.3%	\$2,173,000	0.6%	\$535,000,000
Greenberg Traurig	District of Columbia, Washington	United States	2	0.6%	\$1,970,000	0.5%	\$188,026,661
Hogan & Hartson	District of Columbia, Washington	United States	2	0.6%	\$5,050,000	1.4%	\$611,900,000
Arent Fox Kintner Plotkin & Kahn	District of Columbia, Washington	United States	1	0.3%	\$575,000	0.2%	\$79,560,000

Research the IPO Services Market

Use the IPO League Tables to evaluate IPO professionals and benchmark your firm's practice against peers. You'll find IPO Leadership Rankings, IPO Industry Sector Rankings, IPO Professional Office Rankings, IPO Work Group Relationships, and IPO Deal Lead Manager.

Use *IPO Vital Signs* to evaluate a firm's industry experience, compare IPO fee estimates, prepare a firm's IPO fact book, draft press releases and select referral sources.

IPO Vital Signs helps you evaluate and select law firms and attorneys, audit firms, underwriters, transfer agents, and other IPO professionals. You can evaluate members of your proposed IPO team based on their record in your industry or their experience with similar offering amounts, market capitalization, and many other factors.

Negotiate the IPO Deal

IPO Vital Signs provides objective guidance on many key issues in the IPO deal negotiation. Get answers to tough questions such as:

- What should the IPO offering amount be?
- What are the recent price-to-revenue multiples granted by IPO underwriters?
- What dilution will public shareholders tolerate?
- Can insiders sell in the IPO offering?
- Can we use a multiple lock-up agreement?
- What percentage of shares should be included in an IPO directed share program?
- What pricing factors will be considered by the investment bankers in valuing the IPO?
- What is the final vs. initial filing pricing record of your proposed lead manager?
- What IPO filing spread can you expect?



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447. Primary IPO Shares and Secondary IPO Shares Underwritten

Definitive Overview

Results | Related Vital Signs | Definitions | Printer-Friendly

For the period 1/1/2004 through 6/12/2005
Start Date: Jan 1 2004 | End Date: Jun 12 2005

Range of Secondary IPO Shares	# of IPOs within Range	% of IPOs within Range
100% Secondary	14	4.3%
>75% to <100% Secondary	5	1.5%
>50% to 75% Secondary	12	3.7%
50% Secondary	1	0.3%
>25% to <50% Secondary	43	13.2%
>0% to 25% Secondary	40	12.3%
100% Primary	211	64.7%
TOTAL	326	100.0%

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Primary Shares	(\$)	(%)	SIC Code Description
14,333,333	\$214,989,895	66.7%	(6141) Per
4,420,000	\$61,880,000	54.1%	(6331) Fire Insurance
7,666,667	\$99,666,671	57.4%	(7330) Sec Commercial
4,233,849	\$74,092,358	64.8%	(7389) Sec
6,500,000	\$110,500,000	63.0%	(5033) Ro Materials
3,650,000	\$51,100,000	66.4%	(7372) Ser Software
2,000,000	\$41,000,000	53.5%	(5944) Ref
7,941,177	\$142,941,186	73.9%	(3532) Mir & Gas Field

IPO Prospectus Writer

Exclusive! - [IPO Prospectus Table of Contents Drafter](#)

Quickly determine what sections to include in your IPO prospectus. Review a list of standard sections, their frequency and variations, and then study a list of over 140 non-standard sections and the issuers who used them.

Compare IPO Prospectus Disclosure

Draft the IPO Prospectus: No system can replace the actual drafting of the substantive sections of the IPO prospectus. But *IPO Vital Signs* can act as an effective and efficient guide in drafting various sections of the IPO prospectus by providing the draftsperson with examples of the most relevant text disclosures that have appeared in over 220 IPO final prospectuses that have been filed with the SEC since 1/1/01.

- ▶ [Front Cover](#)
- ▶ [Table of Contents](#): [\(View Titles\)](#)..... 727, 904, 905, 906, 907
- ▶ [Prospectus Summary](#)
- ▶ [Risk Factors](#): [\(View Titles\)](#)..... 510, 511, 512, 719, 733, 734
- ▶ [Forward-Looking Statements](#): [\(View Titles\)](#)..... 742
- ▶ [Use of IPO Proceeds](#): [\(View Titles\)](#)..... 744
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- ▶ [Management's Discussion and Analysis](#): [\(View Titles\)](#)..... 760
- ▶ [Business](#)

Draft the IPO Prospectus

The IPO Prospectus Writer is a powerful workflow tool for drafting a wide range of IPO documents. This exclusive tool guides attorneys to precedent language in key sections of the final IPO prospectus.

IPO Vital Signs's compare feature presents a section-by-section comparison of IPO prospectus language selected by industry or other criteria.

IPO Prospectus Writer is also a great time-saver when drafting the initial registration or when responding to SEC comment letters.

Use IPO Prospectus Writer to find comparable IPO companies, outline your IPO prospectus, draft the Risk Factors section, disclose recent litigation, disclose equity for counsel, disclose going concern issues, and more.