

# Nurturing Entrepreneurship in the Evolving Landscape of Wealth Management and Capital Markets

In recent years, the rapid growth of wealth management has sparked discussions about its impact on entrepreneurship within the capital markets industry. As we delve into this discourse, it is crucial to explore the delicate balance between wealth management and entrepreneurship, ensuring they can coexist and fuel each other's success.

Entrepreneurship has long been the backbone of economic growth and innovation. It drives job creation, introduces disruptive ideas, and fosters market competitiveness. In the capital markets industry, entrepreneurs play a vital role by bringing new technologies, business models, and investment opportunities to the forefront. Their ventures expand markets, attract capital, and inspire others to take risks and innovate.

The rise of wealth management has been fuelled by the growing demand for customised financial solutions and the pursuit of wealth accumulation and preservation. However, concerns have emerged regarding its potential impact on entrepreneurship within the capital markets industry. Some argue that the focus on wealth management may divert attention and resources away from nurturing entrepreneurial ventures.

To ensure a thriving ecosystem, it is essential to strike a balance between wealth management and entrepreneurship within the capital markets industry. While wealth management emphasises risk mitigation and capital preservation, entrepreneurship thrives on calculated risks and disruptive thinking. Striking the right equilibrium between these two forces is crucial for sustained growth and innovation. Entrepreneurship requires risk-taking and resilience. Wealth management can play a pivotal role by fostering an environment that encourages calculated risk-taking. By recognising and supporting innovative ventures, wealth management firms can help drive entrepreneurial success. This includes providing access to capital, mentorship programs, and collaboration opportunities.

Wealth management should actively embrace innovation within its own operations and investment strategies. By incorporating emerging asset classes and alternative investment opportunities, wealth managers can create avenues for entrepreneurial ventures to thrive. This approach allows clients to diversify their portfolios and support innovative startups, fuelling economic growth. Collaboration is the key to unlocking the full potential of both wealth management and entrepreneurship. Establishing partnerships between wealth management firms, incubators, accelerators, advisers, steppingstone markets and entrepreneurial networks can create a robust ecosystem that supports innovation and fosters entrepreneurial growth. Sharing resources, expertise, and networks will help bridge the gap between wealth management and entrepreneurship.

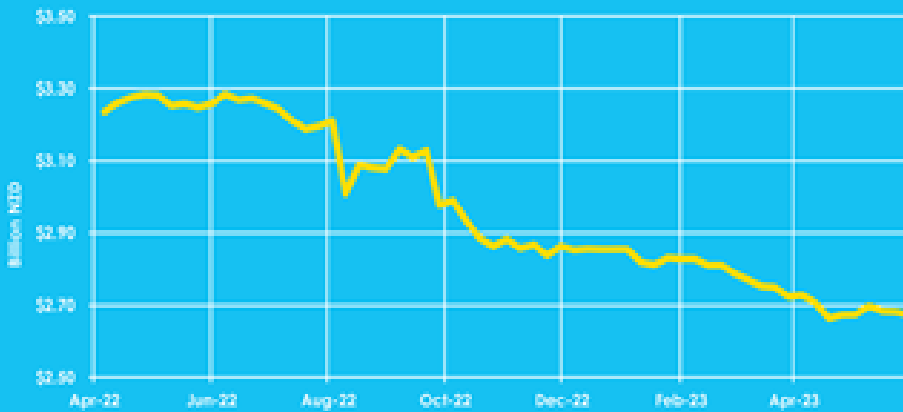
To nurture entrepreneurship within the capital markets industry, education and awareness are paramount. Wealth management professionals should be equipped with entrepreneurial knowledge and perspectives. Continual learning and training programs can help wealth managers understand the value of entrepreneurship and incorporate it into their wealth management strategies.

The drive to build wealth management has undeniably influenced the capital markets industry over the last 10 years. However, it is essential to maintain a balance that supports and nurtures entrepreneurship. This is where the USX comes into play by providing a platform for entrepreneurs to list their Company shares to provide transparent price discovery and liquidity for early risk takers that have supported the high growth innovation stage.

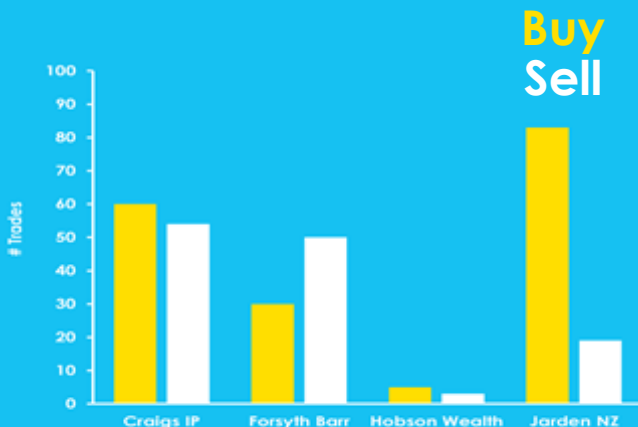
# USX

April - May 2023  
MARKET ACTIVITY

## Market Capitalisation



 **Top Price Increases**



 **Broker Trading Activity**

# Market Updates

## April- May Trading Data

**178** Trades Facilitated

Shares Traded **1.9m**

**\$6.8m** Worth of Shares Traded

## Last 12-Months Trading

**1,089** Trades Facilitated

Shares Traded **14.5m**

**\$48.3m** Worth of Shares Traded

## Capital Raised

**\$0.02m** Raised in Last 2-Months

Raised in Last 12-Months **\$51.6m**

**\$473m** Raised Since Inception

## Latest Annual Results

- Pharmazen Limited
- Silver Fern Farms

## Recent Issuer Activity

In its most recent update, Syft disclosed the exercise of 36,000 rights under its Long-Term Incentive Scheme (Scheme) and the subsequent issuance of corresponding Ordinary Shares. The full update can be [found here](#).

Silver Fern Farms SFF declared a final gross dividend amounts to 18.2 cents per share, with a corresponding net dividend of 13.1 cents per share with 28% imputation credits attached. More information regarding the dividend can be [found here](#).

Zespri announced its final result for the 2022/23 financial year. Its performance reflects a shift in focus towards serving the end consumer with net global kiwifruit sales of \$3.92 billion. This sales revenue result represents the second-highest in the company's history. The full announcement can be [found here](#).

New Zealand Merino Company has recently repurchased 147,633 shares from two senior managers and one retired senior manager. This repurchase was part of an arrangement made in 2011, where shares were issued to these individuals in exchange for forgoing their notional dividend/profit share schemes with the company. For more information on NZMC's repurchase of shares [click here](#).

In other news, NZMC has appointed Angus Street as Chief Executive Officer. Angus is a renowned leader in the agricultural industry, having served as CEO of AuctionsPlus since 2018. The full update can be [found here](#).

Terra Vitae announced a harvest of 5219 tonnes was achieved for the 2023 vintage. This is the second highest harvest in the company's history.

## Connexionz Issuer Interview with Chairman Tony Kan and USX Jai Goradia

We are thrilled to announce an exclusive insider interview with [Tony Kan](#) the CEO of Connexions, and [Jai Goradia](#) of USX, where they discuss efforts to revolutionise the transport industry. You will find the interview installments on our [LinkedIn page](#).

