How to Dual List in the USA with Expert Guidance from Kingswood's Kevin Ernst

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December 26, 2024 – In an engaging interview with Tracy Hughes of Investor.News, Kevin Ernst, Managing Director at Kingswood U.S., explores the essentials for companies aiming to list on major U.S. exchanges such as NASDAQ and the New York Stock Exchange. With his substantial background, including a decade at the New York Stock Exchange where he listed hundreds of companies, Ernst emphasizes the importance of comprehending the commitment required to enter the U.S. market. He highlights the necessity for consistent U.S. visits, participation in key conferences, and engaging with appropriate investors. "Getting a listing is really just the beginning. You have to make a commitment to going to the US on a regular basis and tell your story," Ernst explains. He also underscores the comprehensive support Kingswood provides, from organizing roadshows to securing research coverage and strategizing post-listing plans.

Further in the interview, Ernst describes the ideal candidate for a U.S. listing as a company that is not just meeting the minimum listing standards but also has a significant safety margin. He specifies, "a company that would be very well suited to come to the US is one that minimum $50 million U.S. market cap at a minimum." Ernst elaborates on the need for a robust trading volume, U.S.-centered operations, and an experienced management team capable of executing a strategic plan in the U.S. market. Additionally, he touches on the sectoral focus at Kingswood, prioritizing areas like critical metals, biotech, and technology due to their relevance and demand in the U.S. market.

Ernst's insights reveal a nuanced approach to selecting companies that not only fit into the U.S. financial landscape but can also leverage Kingswood's network to thrive.

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