Money Left on the Table in IPOs by Firm

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The following is a listing of the most amount of money “left on the table” in IPOs. The money left on the table is defined as the difference between the closing price on the first day of trading and the offer price, multiplied by the number of shares sold. In other words, this is the first-day profit received by investors who were allocated shares at the offer price. It represents a wealth transfer from the shareholders of the issuing firm to these investors. The number of shares sold in the initial public offering excludes overallotment options, which typically would add another 15% to the number of shares sold. (Goldman Sachs had no overallotment option. Because they were so confident about excess demand, they pre-exercised it and increased the deal size by 15%. Goldman had an international tranche of 13,800,000 shares, which increases the total amount of money left on the table in its IPO to $1.199 billion.) The number of shares sold includes all shares sold in the offering by both the company and by selling shareholders, but includes only the domestic (U.S. and Canada) portion. In other words, any international tranche is not counted, although I have not applied this rule consistently, and thus many deals include the global offer. Many deals sell some shares to European investors without having an explicit international tranche. Some offerings, especially those with proceeds of over $200 million, have an international tranche. Priceline.com didn’t, and is also unusual in having no overallotment option. Equant, a Dutch firm, had a global offering of 26,100,000 shares, giving money left on the table of $438 million. NTT’s 1987 offering in Japan (with no U.S. tranche) left billions of dollars on the table, and might still rank as the world-wide leader for the amount of money left on the table. In 2014, Alibaba Group Holding (BABA) issued ADRs in the U.S. and left $8,287,500,000 on the table, not including overallotment options. Because it was an ADR, BABA is not included in the table below.

The listing of the top 276 deals, ranked by money on the table with no inflation adjustments, includes only deals after January 1985. A spot check of candidates from earlier years, such as the 1980 Genentech offering, finds that they don’t come close to making the list. This mainly reflects the fact that the level of the stock market is more than ten times higher today than in the 1970s and early 1980s.

Before the late 1990s, IPOs that left a lot of money on the table were primarily very large offerings with moderate underpricing. For example, the Allstate insurance company offering of June 1993 had a U.S. offering of 68,500,000 shares at $27.00 per share. The price rose 8.8% on the first day, closing at $29.375. The $2.375 capital gain, multiplied by 68,500,000 shares, meant that $163 million was left on the table. 276 deals are listed in order to see where the 1995 Netscape IPO ranks. ADR issues have been excluded from the list of IPOs, so among others, Alibaba Group from 2014 is not included in the table, but left $8.3 billion on the table.

IPOs marked with an * also had international tranches (and probably some others, too). UPS sold 109.4 million shares on a worldwide basis, and Goldman Sachs sold 69.0 million shares on a worldwide basis, for instance. Goldman Sachs and Sycamore Networks “pre-exercised” their overallotment options. In general, in recent years, I have been calculating the money left on the table on a global basis rather than just for the U.S. tranche.
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