

Variable Name	Description	Source
rf	"Risk Factors" section of the IPO prospectus	Mergent
egc	Emerging Growth Company indicator	Mergent
html	HTML text file indicator, TXT file otherwise	Mergent
patRatio	Frequency of word "patent" in Risk Factors relative to prospectus length	Mergent
city	City of IPO firm address	Mergent
issuer	Issuer name	SDC Global New Issues
highTech	High tech firm indicator	SDC Global New Issues
age	Firm age	SDC Global New Issues
exchange	Exchange where shares will be listed on	SDC Global New Issues
year	Issue year	SDC Global New Issues
industryFF5	Fama French (FF) 5-industries classification	SDC Global New Issues
industryFF12	Fama French (FF) 12-industries classification	SDC Global New Issues
industryFF48	Fama French (FF) 48-industries classification	SDC Global New Issues
nUnderwriters	Count of underwriters	SDC Global New Issues
sharesOfferedPerc	Shares offered as % of shares outstanding after offer	SDC Global New Issues
totalProceeds	Total proceeds	SDC Global New Issues
offerPrice	Offer price	SDC Global New Issues
manager	Lead managers	SDC Global New Issues
investmentReceived	Total known amount invested in company (\$000)	SDC Global New Issues
amountOnProspectus	Total Amt on Prospectus (US Mil, Global)	SDC Global New Issues
commonEquity	Tangible Common Equity Ratio Before Offer	SDC Global New Issues
sp2weeksBefore	S&P 500 Average 2 Weeks Before Offer Date	SDC Global New Issues
nasdaq2weeksBefore	NASDAQ Average 2 Weeks Before Offer	SDC Global New Issues
dj2weeksBefore	Dow Jones Indust Average 2 Weeks Before Offer	SDC Global New Issues
blueSky	Blue sky expenses	SDC Global New Issues
managementFee	Total management fee	SDC Global New Issues
commonEquity	Common Equity as % Cap	SDC Global New Issues
bookValue	Book value	Compustat
totalAssets	Total assets	Compustat
totalRevenue	Total revenue	Compustat
netIncome	Net income	Compustat
roa	Return on assets	Compustat
leverage	Leverage	Compustat
closeDay1	Closing price at the end of the first trading day	CRSP
vc	Venture capital backing indicator	SDC VentureXpert
pe	Private equity backing indicator	SDC VentureXpert
prominence	VC prominence	SDC VentureXpert
nVCs	Count of VC firms backing IPO firm	SDC VentureXpert
nExecutives	Count of executives	SDC VentureXpert
priorFinancing	Prior financing received	SDC VentureXpert
ipoSize	IPO size in USD	SDC VentureXpert
reputationLeadMax	Lead underwriter reputation, max if more than one	Jay Ritter
reputationLeadAvg	Lead underwriter reputation, avg if more than one	Jay Ritter
reputationSum	Sum of reputations of all underwriters	Jay Ritter
reputationAvg	Avg of reputations of all underwriters	Jay Ritter
nPatents	Count of patents granted at the time of IPO	US Patent Office (USPTO)

**NOTE: For a detailed description of all variables from SDC Global New Issues, see:**

<http://mergers.thomsonib.com/td/DealSearch/help/nidef.htm>