Accepted Manuscript

Title: Intended use of proceeds and post-IPO performance

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PII: \$1062-9769(16)30089-8

DOI: http://dx.doi.org/doi:10.1016/j.qref.2016.09.001

Reference: QUAECO 977

To appear in: The Quarterly Review of Economics and Finance

ECONOMICS AND FINANCE

Received date: 13-1-2016 Revised date: 25-8-2016 Accepted date: 5-9-2016

Please cite this article as: Amor, S. B., and Kooli, M.,Intended use of proceeds and post-IPO performance, *Quarterly Review of Economics and Finance* (2016), http://dx.doi.org/10.1016/j.qref.2016.09.001

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ACCEPTED MANUSCRIPT

Intended use of proceeds and post-IPO performance

Salma Ben Amor* and Maher Kooli**

Abstract

We hand collected data from the IPO prospectus on the primary use of proceeds of IPO firms and examine whether it contains useful information about the firm's future performance and survival profile. Specifically, we cover the 1996-2012 period and examine four categories of use of proceeds: debt repayment, investment, marketing and sales promotion, and general corporate purposes. We find that IPOs declaring investment plans as the primary use of proceeds exhibit insignificant average abnormal returns in the three years following the IPO, while IPOs that state debt repayment as the primary use of proceeds are the highest underperformers. Our results confirm the role that the primary use of proceeds plays in explaining the timing motive of IPO firms.

JEL: G32, G34

Keywords: Initial public offerings, Use of proceeds, Long-run performance

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We thank seminar participants at the MFA 2014 for many helpful comments and suggestions. We gratefully acknowledge the financial support of the CDPQ Research Chair in Portfolio Management of the School of Management (UQAM) and the SSRH. We are responsible for any remaining errors.

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