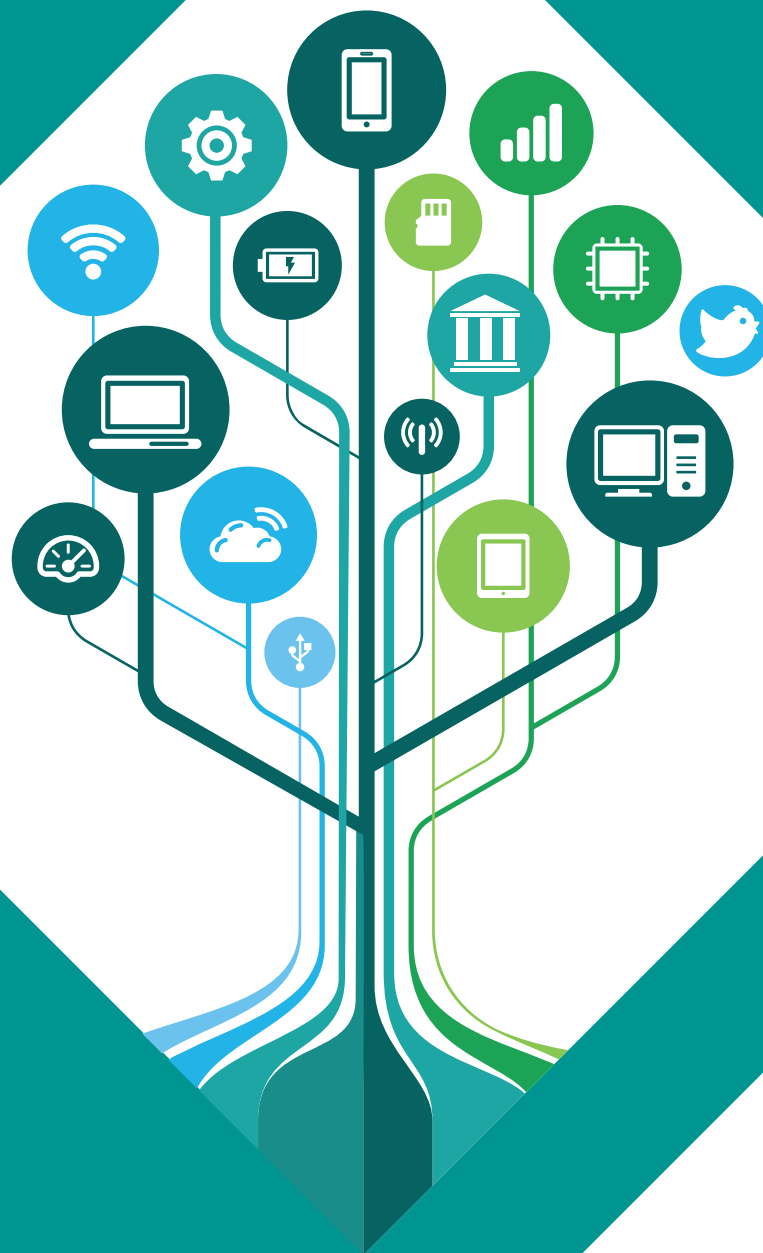


# TechShare 2018 | 2019

EURONEXT'S INNOVATIVE  
PROGRAMME TO HELP YOU  
GROW YOUR TECH BUSINESS



EURONEXT

TODAY, TECH ENTREPRENEURS ARE FACING SIGNIFICANT CHALLENGES TO FIND THE FINANCE THEY NEED TO GROW.

If you are interested in joining the 2018 | 2019 edition of TechShare, or would like to know more about this opportunity, please contact: [techshare@euronext.com](mailto:techshare@euronext.com)

# TechShare 2018 | 2019

To help your company reach the next stage of development, Euronext has designed TechShare, a programme that welcomed 145 companies since its launch in 2015.

TechShare is our educational and mentoring programme which aims to familiarise the CEOs of Tech companies with the financial markets.

Our unique programme brings together executives from high-growth and innovative SMEs, with experts, academics and renowned entrepreneurs.

TechShare is also an excellent networking resource, allowing entrepreneurs and market professionals to interact all year long.

TechShare is free of charge to all participants.

## WHO IS IT FOR ?



Tech companies (TMT, Digital, Life Sciences, CleanTech)

With aspirations to grow

Likely to be interested in the capital markets within 18 – 36 months

And sufficient maturity in terms of development

Enhance understanding of financial markets

Provide customised content on financing Tech sector growth

Introduction to CEOs of successful Tech companies and leading experts

Connection with the capital markets' main players

Assistance with future development

Enhance exposure to the financial and Tech communities

TechShare's nine month programme provides different types of educational and mentoring content with the aim of learning and sharing. Join the programme and enjoy access to multiple learning experiences on the financial markets specially designed for Tech companies.

# our approach

## Campus Seminars

- Two-day seminars in a European business/engineering school (HEC Paris & Vlerick Business School in 2017 | 2018)
- A mix of financial and generic business-related topics (Managing strategic innovation, Business plan, Change management, Corporate governance, etc.)

## Evening or Lunch Sessions

- Regular workshops on the financial markets around the presentation of an expert and CEO of a Tech listed company
- Interactive exercises on a case-study basis
- Facilitating networking and experience sharing

## Coaching

- One-to-one coaching sessions provided by Euronext's network of experts
- Experts will identify your key financing issues, provide customised advice and start with you the necessary developments to prepare your company to the markets

All content and information will be provided by academics, renowned entrepreneurs and experts (lawyers, financial advisors, auditors, communication agencies, investor relations experts etc.) through a partnership implemented by Euronext.



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## PLANNING

<b>Selection of candidates by Euronext and a jury of experts</b>	<b>Spring 2018</b>
<b>Start of the programme</b>	<b>September 2018</b>
First kick-off campus seminar (2 days)	September 2018
Winter campus seminar (2 days)	March 2019
Monthly evening sessions and coaching	October 2018 to June 2019

## WHAT YOU WILL LEARN

- The management of strategic innovation
- How to implement a successful business plan
- Monitoring global growth through efficient management
- How to manage the financing of your company's growth
- The financing chain and capital raising process
- The key steps and timeline to becoming listed
- Governance and wealth management
- How to prepare your company to investors expectations
- Getting a fair value
- The different types of key players and intermediaries involved in the financial markets
- Communication means and obligations after an IPO
- Examples of successful Tech companies

## TECHSHARE ALUMNI WHICH WENT PUBLIC



Choosing to pursue an IPO has been one of the most important decisions of my professional life. Only a few months after the listing I can already measure the significant benefits, not just in terms of our cash position, but also the positive impact the increased market visibility has had on our daily business. The TechShare programme was instrumental in understanding the implications of our decision, and without it we would probably have passed on this great opportunity.

Fabien Bardinet, Chief Executive Officer, Balyo

IPO | June 2017

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TechShare programme offers a unique immersion in the world of listed companies and the IPO process. Techshare insights are extremely valuable to get a sense of the dos and don'ts of a listed company CEO as well as the pros and cons of a listing and eventually assess whether your company can be structured to meet the expectations of stock market investors.

Louis de Lillers, CEO, CorWave

# join our growing community

The TechShare programme is a unique opportunity for intensive support in the search for alternative forms of capital. Think of it as an 'IPO crash course'. I found the interaction between professionals, fellow entrepreneurs and institutions very positive – and my network has grown exponentially.

Reinier de Jonge, CEO, Frank



After benefiting from a helpful insight into the financing mechanisms on the stock exchange thanks to TechShare, we looked at the market as an opportunity to turbocharge our growth plans. This initiative was key in ensuring the success of this operation and we are very happy to have been part of it.

Franck Mouthon, CEO and Chairman of Theranexus

IPO | October 2017

We are very proud to be the first company having graduated from the TechShare programme to go public, by listing on Euronext Growth. This financing round represents a key stage in our company's development, raising our profile and funding a new cycle of profitable growth. We would like to thank all of the institutional and individual investors that have stood by our Group and our outlook for their trust and strong support.

G rard Tremblay, Chief Executive Officer of Osmozis

IPO | February 2017

Are you a CEO of a growing company in the Tech sector?\*

Are you based in Europe?

\* digital, life sciences and clean tech companies

Do you have development projects and financing needs?

Do you want to find out more on the use of financial markets ?

Are you ready to commit to high-level training for 9 months?

The TechShare sessions are of an excellent standard and help demystify the Stock Exchange. We meet experienced and open-minded professionals. As company head, my time is limited; this is a tour de force from Euronext that we all come together at the same time to maintain a network.

Fran ois Mateo, Chairman, Coservit

# a growing alumni network

## BELGIUM



## FRANCE



## PORTUGAL

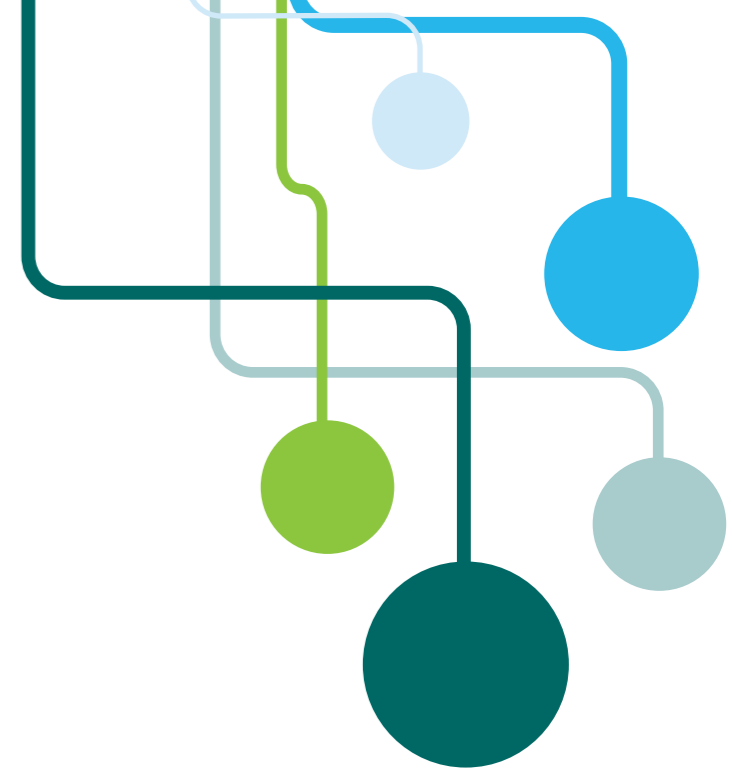


## THE NETHERLANDS



Non-exhaustive list.

Our Techshare partners helped us design a complete educational programme, combining a wide range of expertise.



# meet our partners

2017 | 2018 Partners

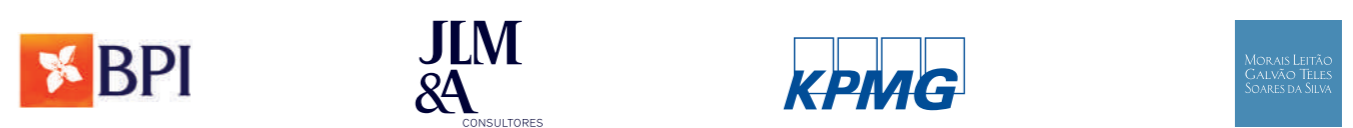
## FRANCE



## THE NETHERLANDS



## PORTUGAL



## BELGIUM



## FINANCE YOUR GROWTH THROUGH CAPITAL MARKETS

The stock market is an effective means to get access to a wide range of capital market funding options to build your Tech Business

At a certain stage of development, you may consider the opportunity of listing on the stock market as **the next major milestone for your innovative company**. There are several different ways to come to market, ranging from a direct listing without capital raising to an 'initial public offering' (IPO), as well as different markets with varied sets of rules and obligations.

**The ideal choice for you will be made on your type of business, its profile and its capital requirements.**

### Why turn to the stock exchange?

Joining Euronext's markets would provide your company the opportunity to benefit from an improved access to capital, an increased global profile and a greater access to liquidity.

There are several reasons behind getting involved in financial markets :

**What are the key factors of a successful IPO?**

#### EQUITY STORY

- A solid economic model : growth in both business activity and profitability.
- Organic growth prospects and business opportunities for external expansion / growth.

#### TIMING

- Changes in market environment
- IPO window and operations timeline
- The company's need for capital & the shareholder's liquidity requirements

#### A 'FAIR' VALUATION

- The role of your Equity Story and of market conditions
- Investors are more sensitive to value in complicated market periods.

#### OPERATION'S STRUCTURE

- A strengthening of capital base and new sources of funding to build the company
- Limited transfer of longstanding shareholders at the time of IPO
- Higher rate of growth and value creation for shareholders before and after IPO
- A satisfactory number of shares offered and a minimum float to guarantee market liquidity.

#### SUSTAINABLE FINANCIAL STRUCTURE

- A reasonable debt to capitalisation ratio
- The moderated option to utilise equity to reduce debt.

#### MARKETING

- Identify a significant investor base and marketing before the operation



## EURONEXT : THE EUROPEAN TECH SME LISTING VENUE OF CHOICE

**Euronext is the largest and most active exchange in Europe**

**Euronext is the 1st largest and most active exchange in Europe**, with a combined issuer market capitalization close to €3.5 trillion and a traded value of €1.6 trillion.

**Offers access to the most diverse investor base**, with investors structured mainly around two of the most important asset management regions – US and Europe.

**Benefits from a high number of asset managers, and offers unique access to retail investors.** The comprehensive support given to SMEs from individual investors is a major asset for raising capital and post-IPO liquidity.

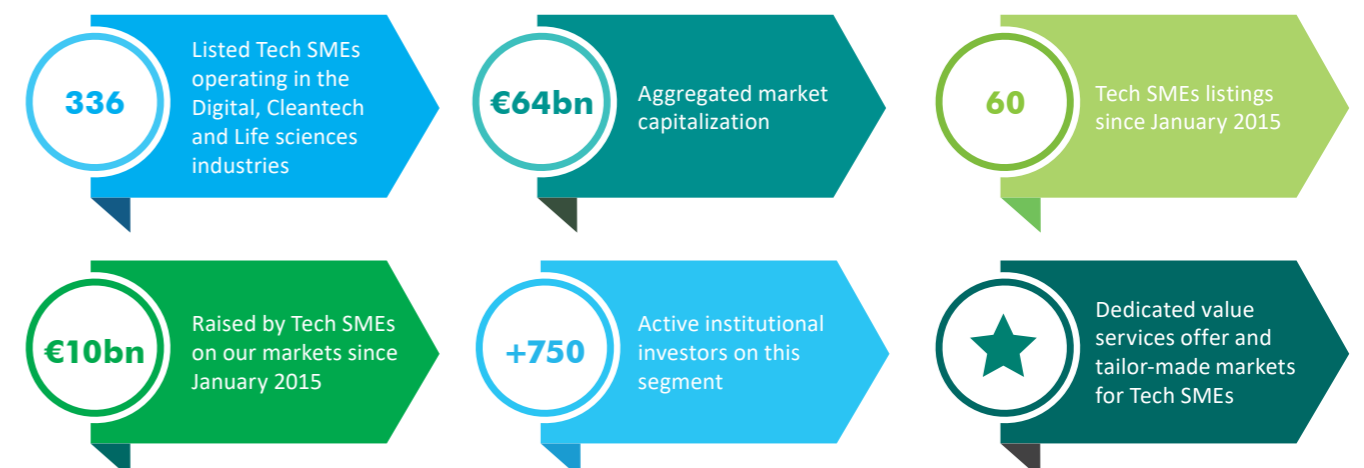
**A specialized service for SMES**

**Euronext offers access to capital at an early stage of your development.** Euronext's strong SME franchise - more than 724 listed companies with a market capitalization below €1 billion - provides fast growing companies with an opportunity to raise typically between €10-400 million euros.

**Euronext is a very dynamic SME IPO marketplace**, with 76 SMEs IPO since January 2015, raising on average €46 million. Over the last two years, European SMEs indices have significantly outperformed their US counterparts and are close to an all-time high.

### Our Tech sector in figures

**Euronext is the European listing venue of choice for Tech SMEs**, and has built a strong reputation across all Tech sectors through the development of a strong support for Tech SMEs in order to offer them the help they need to finance their growth.



Data: December 31<sup>st</sup>, 2017.

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## Euronext

Euronext is the leading pan-European exchange in the Eurozone with nearly 1,300 listed issuers worth close to €3.6 trillion in market capitalisation as of end December 2017.

Euronext operates regulated and transparent equity and derivatives markets. Its total product offering includes Equities, Exchange Traded Funds, Warrants & Certificates, Bonds, Derivatives, Commodities and Indices. Euronext also leverages its expertise in running markets by providing technology and managed services to third parties. EURONEXT operates its regulated market, as well as Euronext ACCESS and Euronext GROWTH. In addition it offers EnterNext, which facilitates SMEs' access to capital markets.

## Boosting the financing of the Tech\* sector on the Exchange

Our TechShare programme is part of a series of initiatives designed to support the financing of Tech companies. Other efforts towards the Tech community include:

- An increased assistance for the 330 listed Tech companies in order to raise their visibility, including a financial analysis programme with Morningstar, The TechCorner website and specialised conferences
- The 'Tech 40' label for particularly noteworthy Tech stocks, gaining special access to premium services (dedicated index, roadshows, exclusive club, etc.)

\* The Tech sector includes companies in Digital innovation, Life sciences and Clean Tech companies.

## Further information

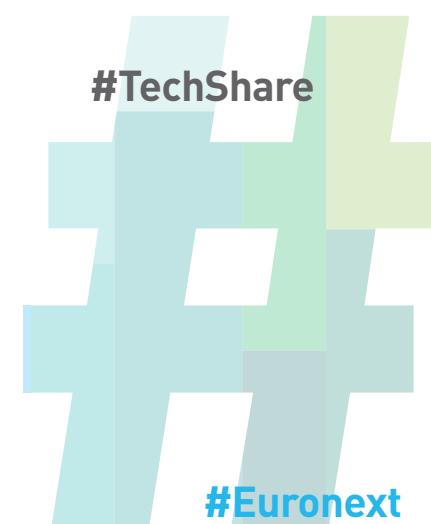
To find out more about the financing of the Tech sector by capital markets, **CEO testimonies** for the TechShare programme as well as experts' advice, please visit: **The TechCorner** at [tech.euronext.com](http://tech.euronext.com)



Or contact: [techshare@euronext.com](mailto:techshare@euronext.com)

As part of Euronext's European Tech SME initiative, the TechShare programme will be expanded to companies from Germany, Italy, Spain, and Switzerland starting September 2018, in addition to Euronext's core countries: Belgium, France, The Netherlands and Portugal.

For more information contact: [lking@euronext.com](mailto:lking@euronext.com)



# Have a look back on TechShare 2017 | 2018







**Michel Ferraud, CEO, Provepharm –**

“ I am still amazed by the high quality of the speakers, the discussed subjects and the attendees to the TechShare programme. Sharing our entrepreneurship experiences while learning in such a privileged environment is, I believe, the key success of the programme. Undoubtedly there is a before and an after TechShare. ”



**Pierre Clasquin, CEO, G2mobility –**

“ TechShare programme was a very good learning experience in terms of understanding the ins and outs of how to include an IPO scenario within the different options. On top of that, the sessions offered me great opportunities to create solid business relationships with some of the programme’s partners. I have already recommended the programme to a friend, who is following it this year, and I will continue to do so, as I think it is a really valuable investment! ”



**Inez de Greef-van de Sandt, Treeway, CEO –**

“ The program is really good, not only because of the content but also because of the other participants. It helps broaden your view on entrepreneurship and grow your business basically. ”



past edition  
2017 | 2018



**Paul Marchal, Eyeco Eyeco, Founder & CEO –**

“ It was a really good opportunity to meet a lot of European entrepreneurs, and to build up a network; I was really happy to get this opportunity from Euronext. I learned a lot about how you have to pitch your company. We had a lot of sessions on how to build up a good equity story and I think that was extremely helpful in order to help us raise funding for the next round. ”



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