



Deutsche Börse Capital Market Partners

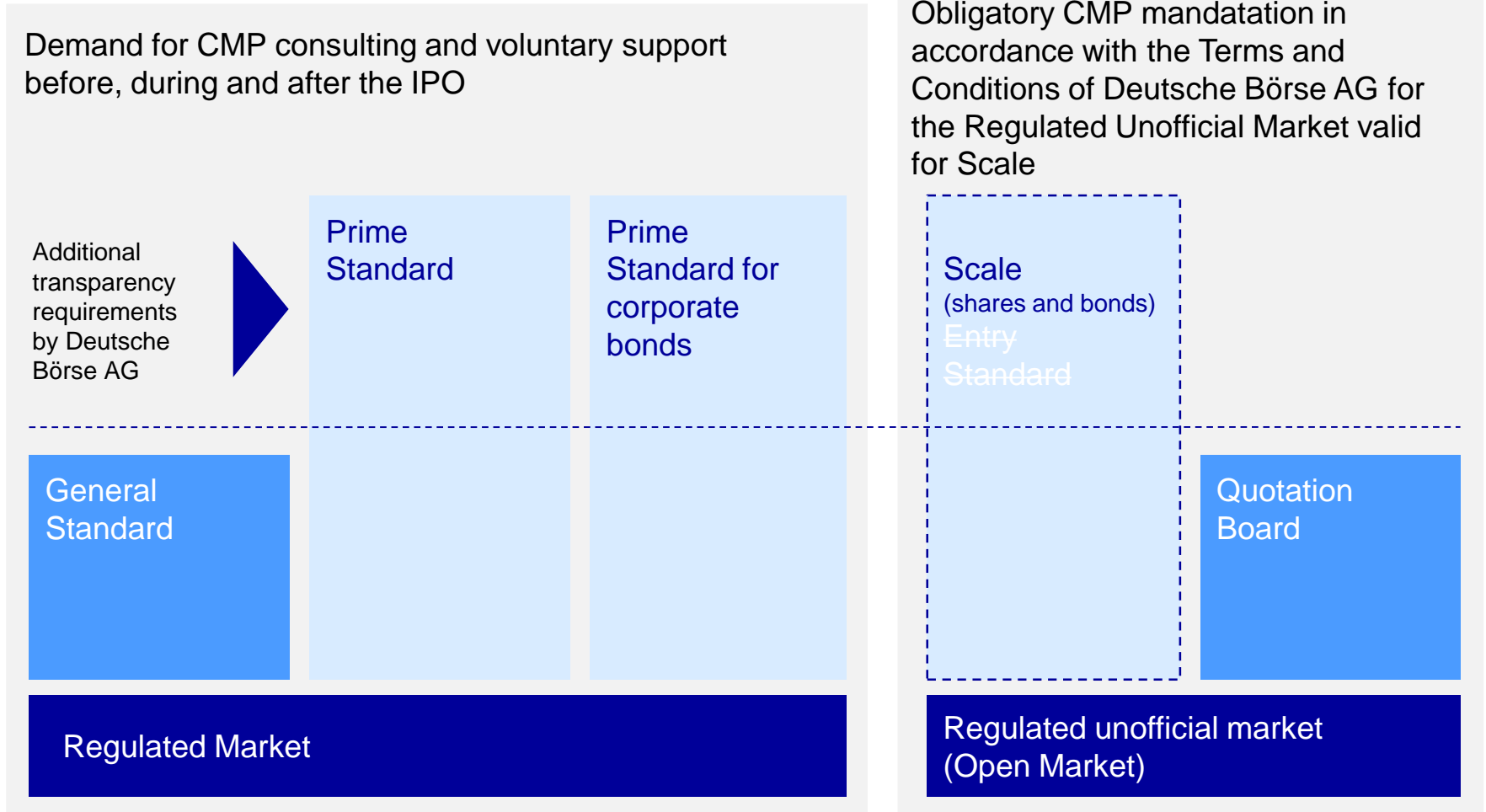
A network of experts

February 2018



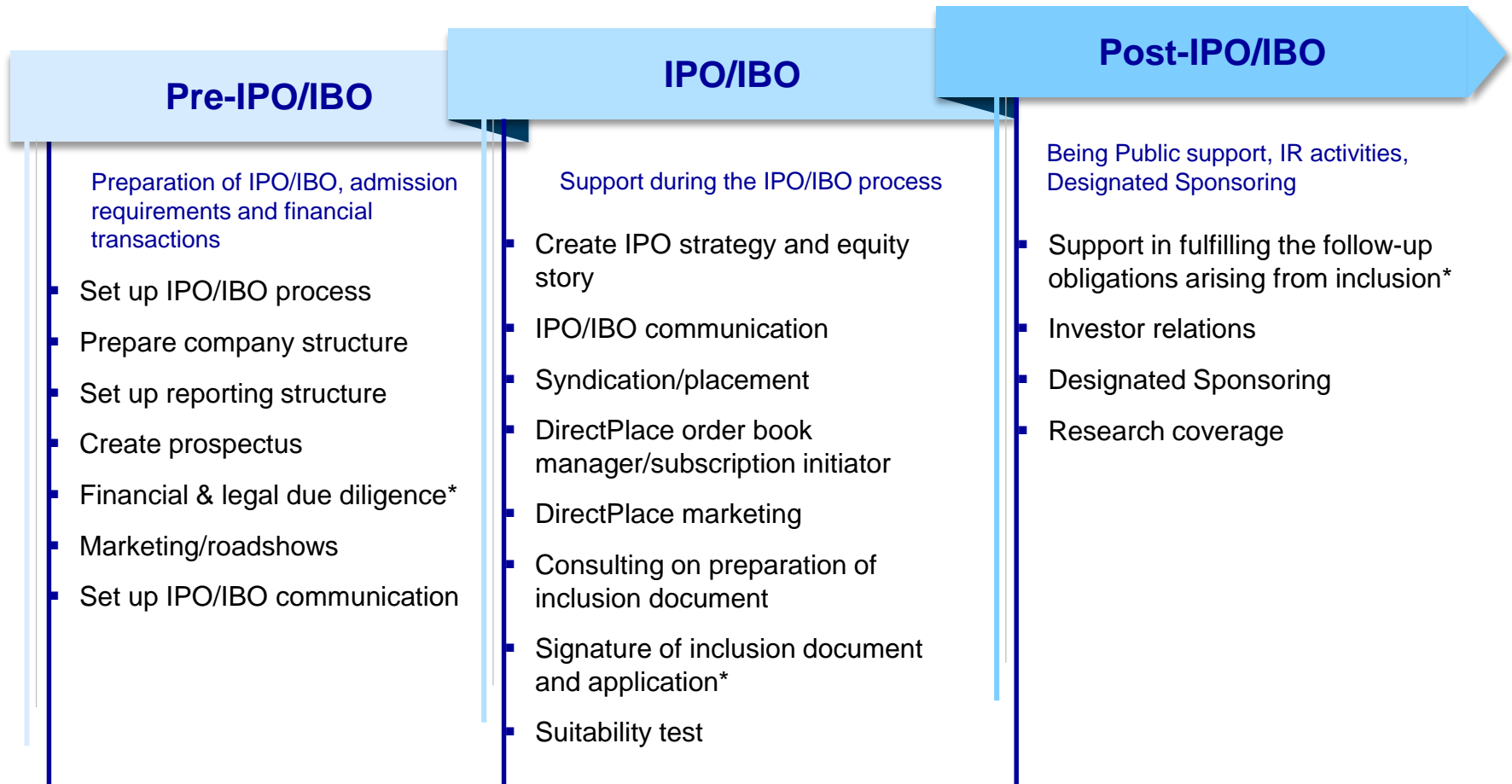
The Capital Market Partner network in the segment universe

Obligatory Capital Market Partner (CMP) mandatement in Scale



The Capital Market Partner network

Issuer support during the IPO/IBO process



* Mandation of a Capital Market Partner is obligatory for all items marked with an *.

The Capital Market Partner network

Areas of responsibility/services in Scale

Applying/supporting
Capital Market Partner

- Financial & legal due diligence
- Marketing/research
- Prospectus preparation
- Suitability test

- Creation of IPO/IBO strategy
- Consulting on inclusion document
- Placement

- Support in fulfilling follow-up obligations arising from inclusion

Pre-IPO/IBO

IPO/IBO

Post-IPO/IBO

Service provider
Capital Market Partner

- Research
- IR/PR
- Legal consulting
- Management coaching

- DirectPlace
- Opening bell

- Research
- IR/PR
- Designated Sponsoring

The Capital Market Partner network

Admission criteria and costs



Three employees with at least five years' capital market experience



Recommendations from two other CMP (from outside your own industry)



Proof of at least three capital market transactions within the last three calendar years (IPOs, IBOs, capital increases, technical listings, funding rounds)*

* Optional for service providers: proof of at least three mandates from listed companies

Costs

One-off admission fee:	€10,000 plus VAT
Annual fee:	€10,000 plus VAT
One-off admission fee (service provider):	€7,500 plus VAT
Annual fee (service provider):	€7,000 plus VAT



The Capital Market Partner network

Visibility on the capital market through joint activities

Signet

- Membership in an exclusive network
- Shows expertise in capital markets
- Underlines prominent position of CMPs

Information material

- Jointly prepared information material for issuers (best practice guides, hands-on guides)
- Knowledge sharing through co-authorship



Workshops and webinars

- Tailor-made to issuers' requirements
- Opportunity to position oneself as an expert vis-à-vis issuers
- Direct networking with issuers

Deutsches Eigenkapitalforum

- Largest event covering corporate financing in Europe
- Sponsor discounts
- Represented at joint CMP booth

The Capital Market Partner network

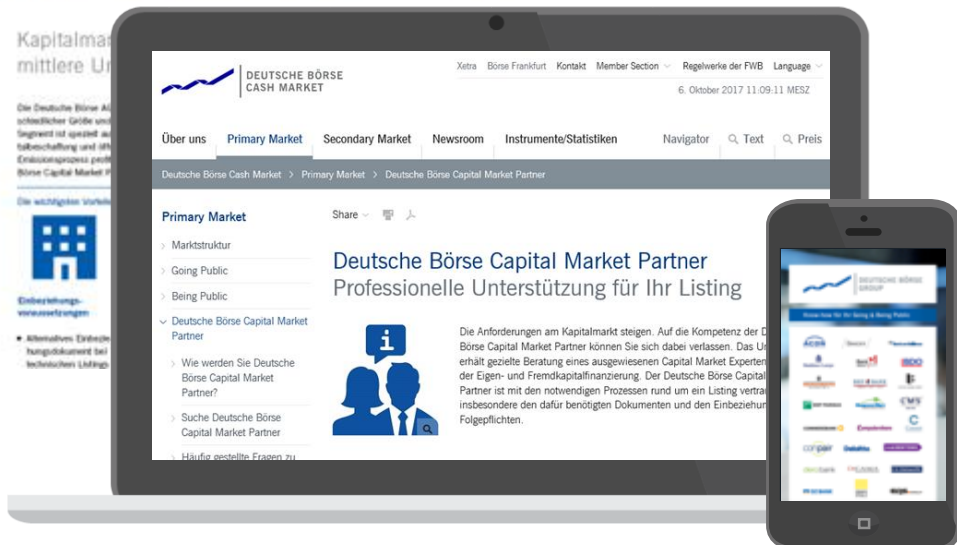
CMP as important partners for Deutsche Börse

The logo underlines CMPs' role as preferred partners of Deutsche Börse. It highlights the quality of your advisory services for issuers on the capital market.



Marketing by Deutsche Börse

- Presentation of the CMP network in information material for issuers and IPO candidates
- Marketing at our capital market events
- Mentions in our presentations
- List of CMPs on Deutsche Börse web portal including the CMP selection options for issuers
- Binding mandatement of CMP enshrined in terms and conditions



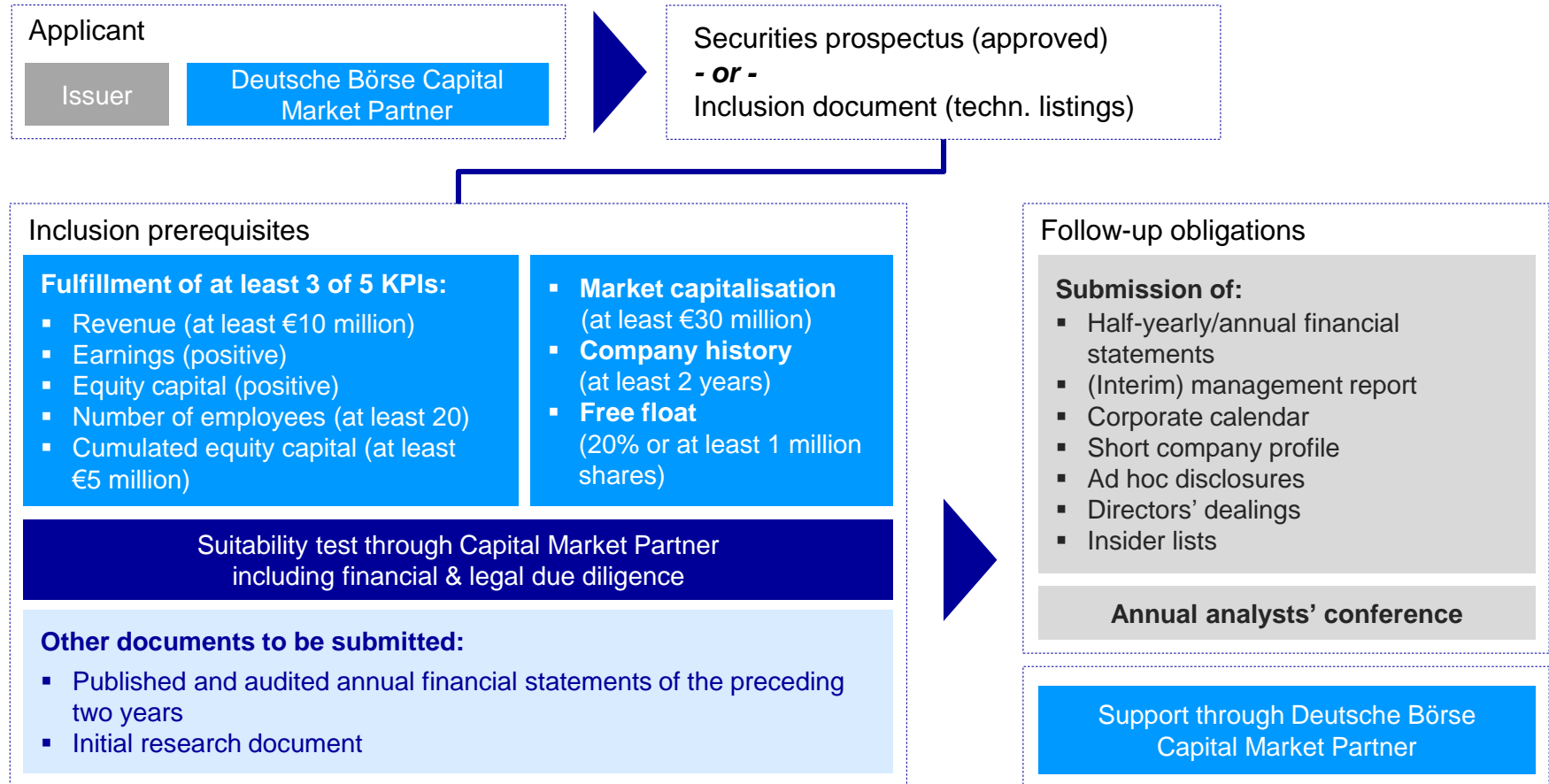
Advantages as a CMP (Capital Market Partner)

1. Active participation in the further development of the capital market environment for IPOs
2. Increase the visibility of the CMP within the network
 - Mentioning the membership of the CMP network by name
 - Highlighting the CMP's field of activity through individual profiles
 - Access to various events regarding the capital market, such as: EKF, stocks&standards, conferences, et. al.
 - Networking within the network as well as with Deutsche Börse during different events
 - Jointly formulated information materials for issuers
 - Close communication concerning current regulatory changes and reforms
 - Lobbying activities with politicians, organisations & regulators
 - Joint development of the capital market environment for IPOs



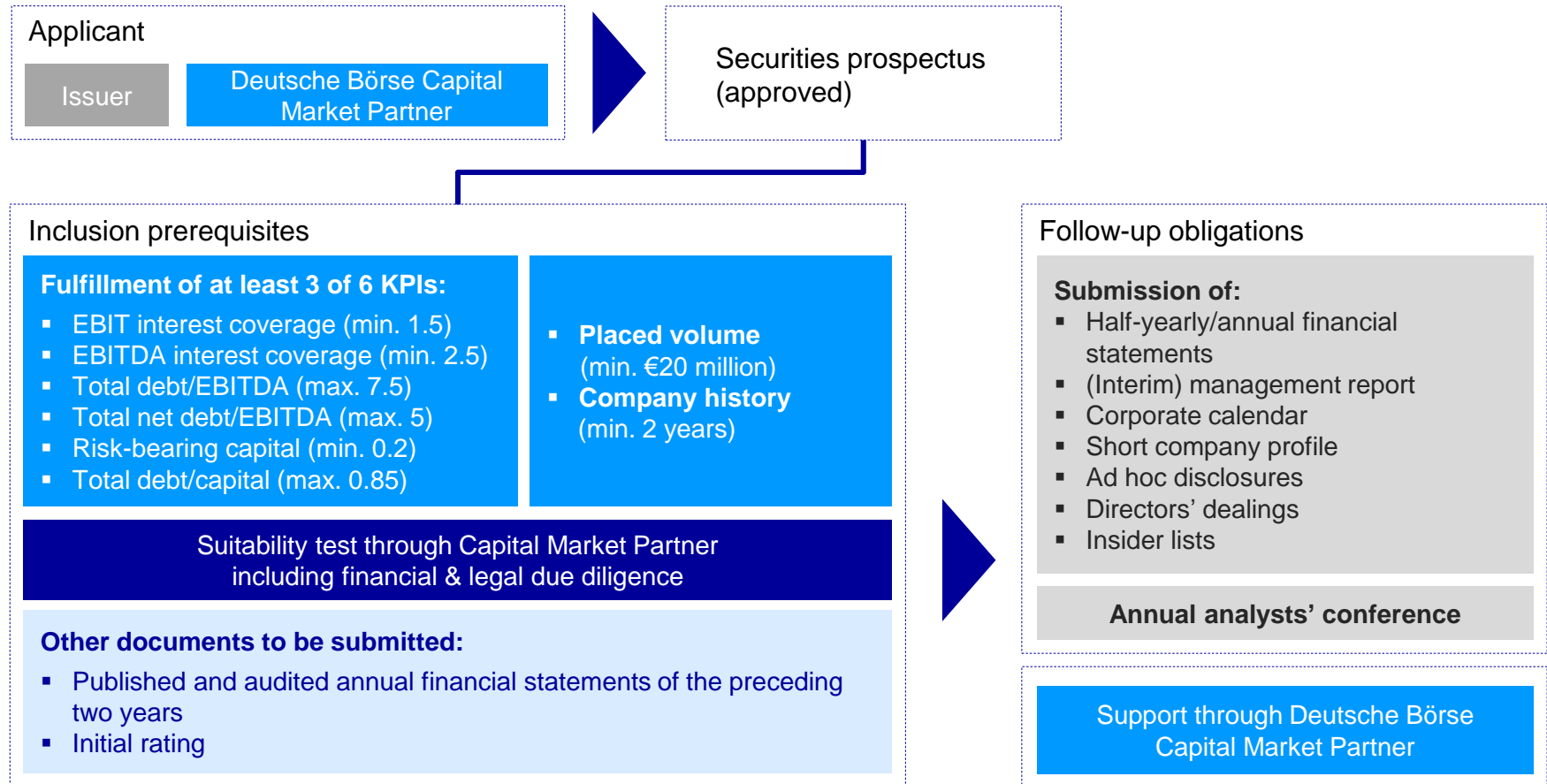
The Capital Market Partner network

Scale: inclusion prerequisites and follow-up obligations for companies (shares)



The Capital Market Partner network

Scale: inclusion prerequisites and follow-up obligations for corporate bonds





Questions?
Suggestions?
Ideas for joint activities?

