

TechShare 2017 | 2018

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



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

If you are interested in joining the
2017 | 2018 edition of TechShare,
or would like to know more about
this opportunity, please contact:
techshare@euronext.com

TechShare 2017 | 2018

To help your company reach the next stage of development, EnterNext has designed TechShare, a programme that welcomed 77 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.

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 ten 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 2016 | 2017)
- A mix of financial and generic business-related topics (Managing strategic innovation, Business plan, Change management, Corporate governance, etc.)

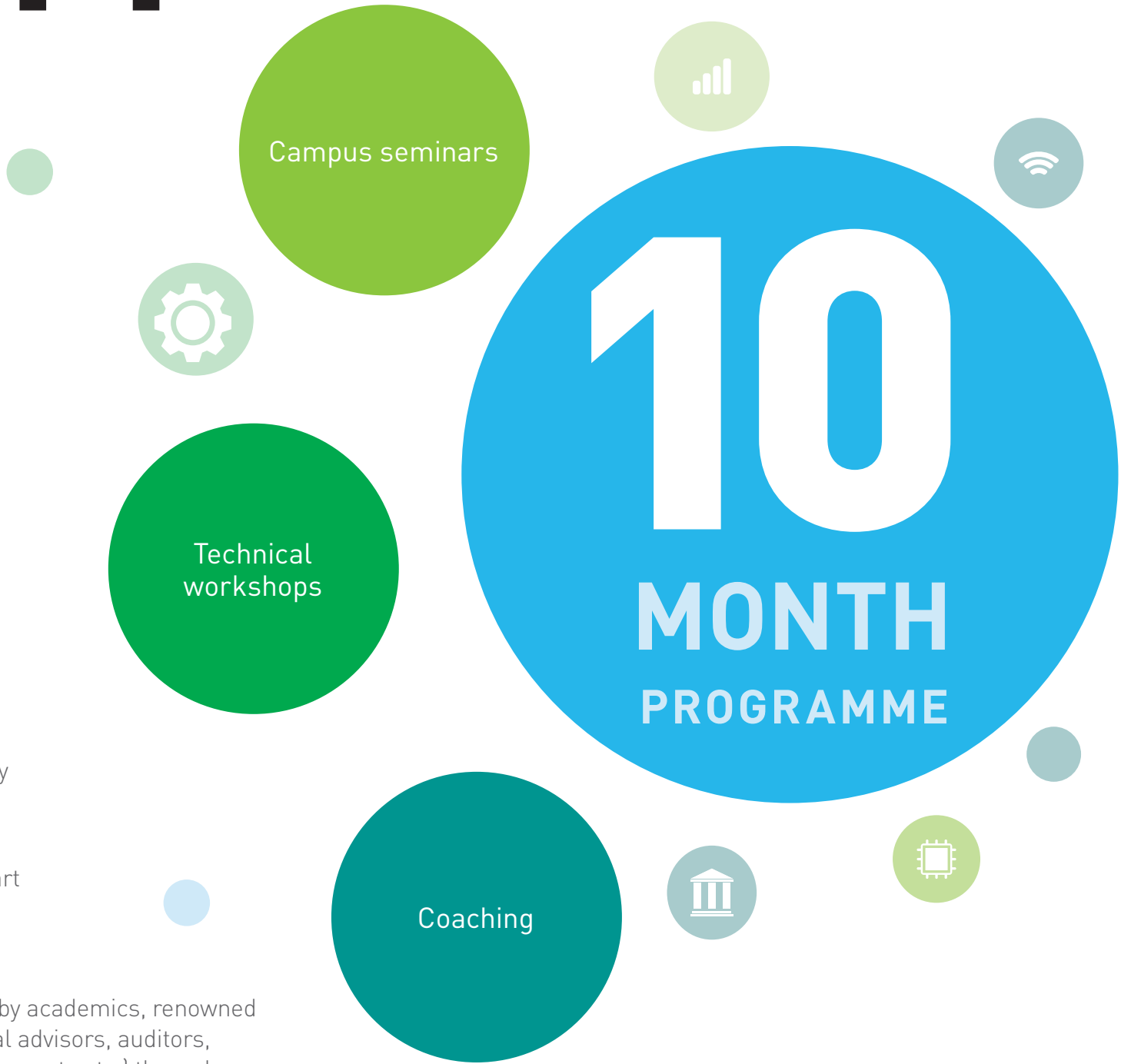
Evening Sessions

- 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 EnterNext’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 EnterNext.



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PLANNING

Selection of candidates by Euronext and a jury of experts	Spring 2017
Start of the programme	September 2017
First kick-off campus seminar (2 days)	September 2017
Winter campus seminar (2 days)	March 2018
Monthly evening sessions and coaching	October 2017 to July 2018

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

The road to the IPO is complex. TechShare is a Programme that helps to ask the right questions ahead of the IPO process and get relevant answers.

Fabien Bardinet, CEO, Balyo

TechShare's strength is in putting us in touch with other entrepreneurs to share experience.

Benjamin Benharrosh,
Co-founder, Delair-Tech

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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

OSMOZIS, TECHSHARE ALUMNI WHICH WENT PUBLIC

Osmosis

We are very proud to be the first company having graduated from the TechShare programme to go public, by listing on Alternext Paris. 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 Osmosis, 08/02/2017

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

Are you based
in France,
Belgium,
The Netherlands
or Portugal?

Do you have
development
projects and
financing needs?

Do you want
to find out more on
the use of financial
markets to boost
your company's
growth?

Are you ready
to commit to
high-level training
for 10 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 EnterNext that we all come together at the same time to maintain a network.

Fran ois Mateo,
Chairman, Coservit

* digital, life sciences and clean tech companies

a growing alumni network

BELGIUM



FRANCE



PORTUGAL



THE NETHERLANDS



Non-exhaustive list.

Our Techshare partners helped us design a complete educational programme, mixing several expertise.

meet our partners

2016 | 2017 Partners

FRANCE



THE NETHERLANDS



PORTUGAL



BELGIUM



Stibbe

4
Reliance

whyte
corporate affairs

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 €3.3 trillion and a traded value of €1.5 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

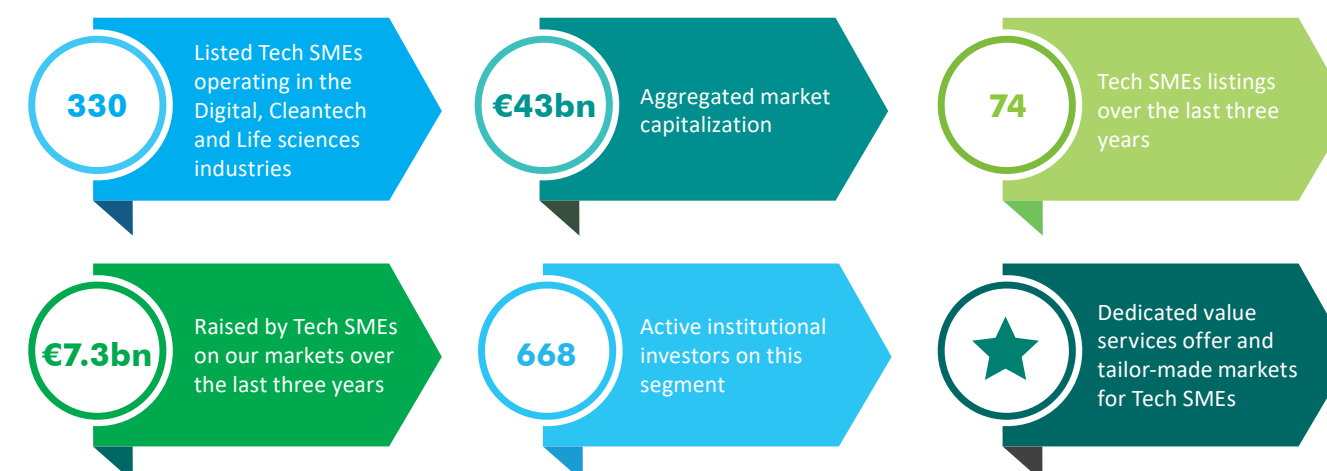
Euronext offers access to capital at an early stage of your development. Euronext's strong SME franchise - more than 742 listed companies with a market capitalization below €1 billion - provides fast growing companies with an opportunity to raise typically between €10-100 million euros.

Euronext is a very dynamic SME IPO marketplace, with 62 IPOs since January 2015.

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.



All data as of March 2017.

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EnterNext

Launched in May 2013, EnterNext is a subsidiary of Euronext designed to develop and promote its stock markets specifically for small and medium-size enterprises (SMEs). Using Euronext's pan-European presence, EnterNext promotes initiatives for companies with market capitalisations under €1 billion, including companies listed in the B and C compartments of its regulated European markets and on Alternext, the market tailored to the needs of SMEs. EnterNext plays an active role in facilitating SMEs' access to financial markets, helping them generate the funds they need to grow at regional, national and pan-European level.

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.)

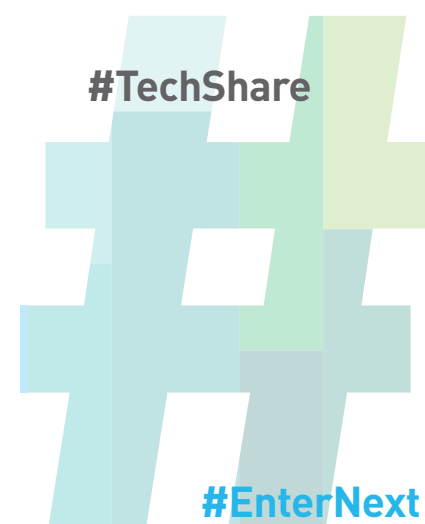
* The Tech sector includes companies in Digital innovation, Life sciences and Clean Tech companies.

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



Or contact: techshare@euronext.com



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David Houssemand, Inventy, CEO & Cofounder –

“ The TechShare programme is especially for CEO's to better understand what kind of value we could get through an IPO. It's also a unique place to meet experts in this domain and to get feedback and advice to best prepare our IPO. ”



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 editions



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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