



# Advantages of a listing at Frankfurt Stock Exchange

28 October 2020



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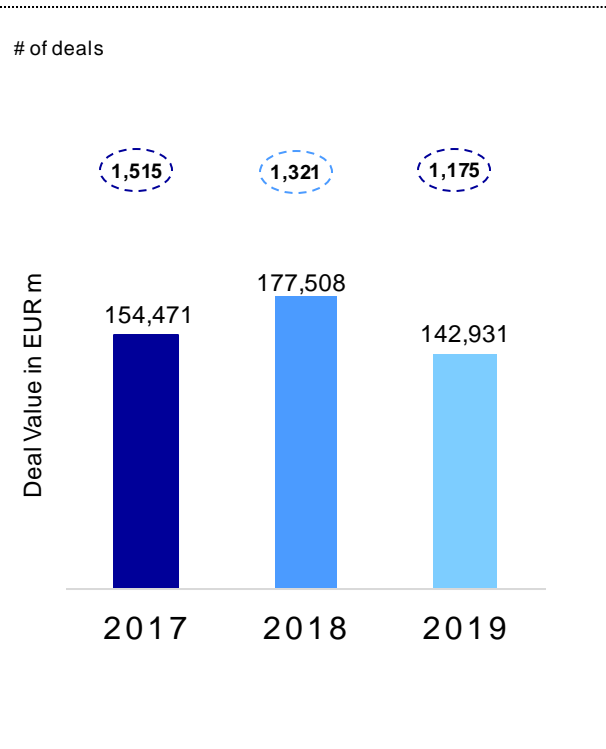
# Did you know...

## Interesting facts

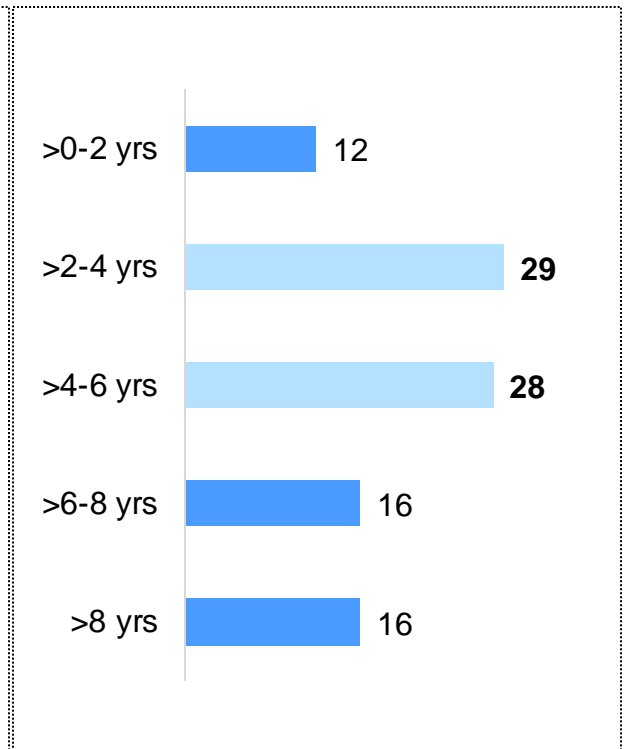
**The 10 largest companies in the world by market capitalization in 2020 (in USD bn)**



**Global IPO activity and deal volume (no of deals vs deal value in EUR m)**





**Portfolio company exits in Germany (in %)**



# Rationale for Pursuing an IPO

There is no typical IPO candidate

<p>IPO</p>  <p><b>Delivery Hero</b></p> <p>€ 989 m Jun 2017</p> <p>Financing growth, partial sell down of shareholders</p>	<p>IPO</p>  <p><b>Hello FRESH</b></p> <p>€ 286 m Nov 2017</p> <p>Financing growth</p>
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<p>IPO</p>  <p><b>mynaric</b></p> <p>€ 27 m Oct 2017</p> <p>Financing growth</p>	<p>IPO</p>  <p><b>TeamViewer</b></p> <p>€ 2.21 bn Sep 2019</p> <p>Exit PE-Investor</p>
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**YOU?**  


**Diversify Investor Base**

**Acquisition Currency**

**Enhance Profile and Reputation**

**Shareholder Exit and Liquidity**

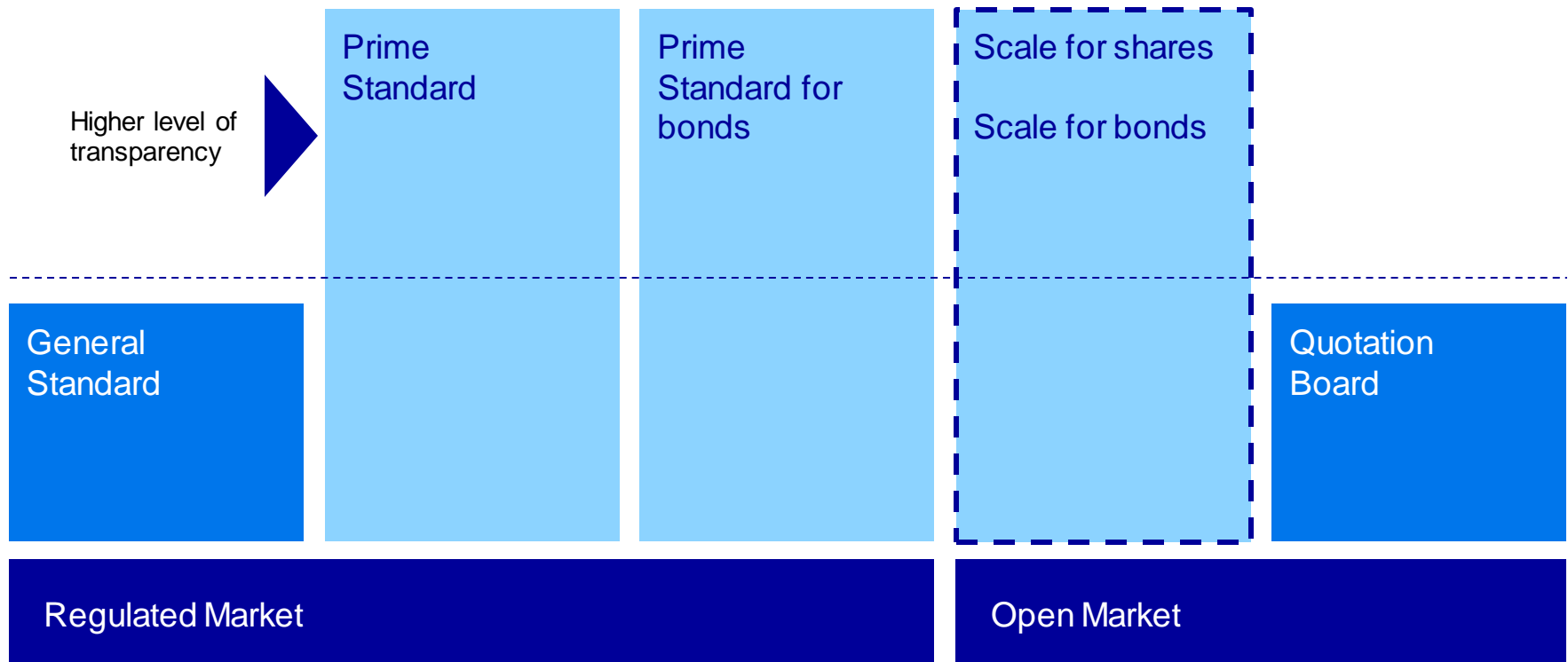
**High valuation**

**Attract, Retain and incentivise talented Staff**

**Access to Funds for Growth and Deleveraging**

# Tailored market segments and balanced regulation

Multiple solutions to provide capital for companies of all sizes and industries

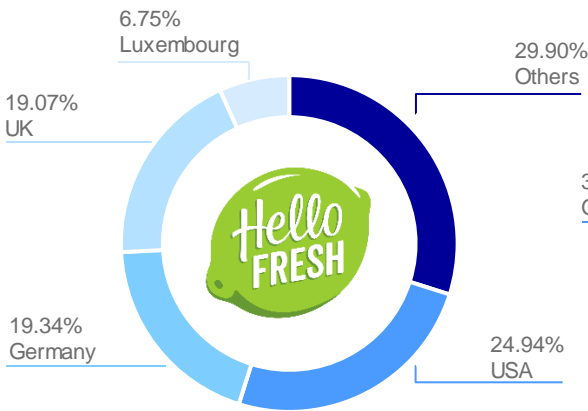




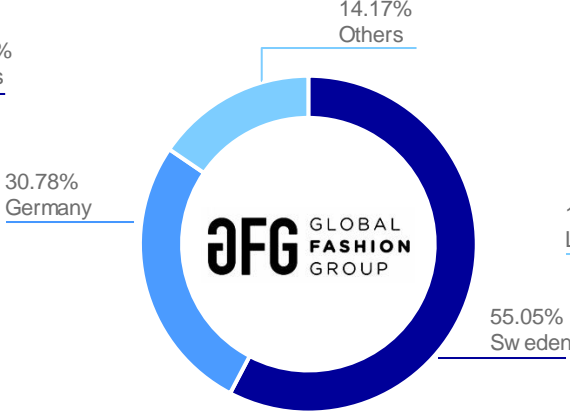
# Strong presence of international investors in Germany

Deutsche Börse offers a broad investor coverage supporting the placement goals of your company

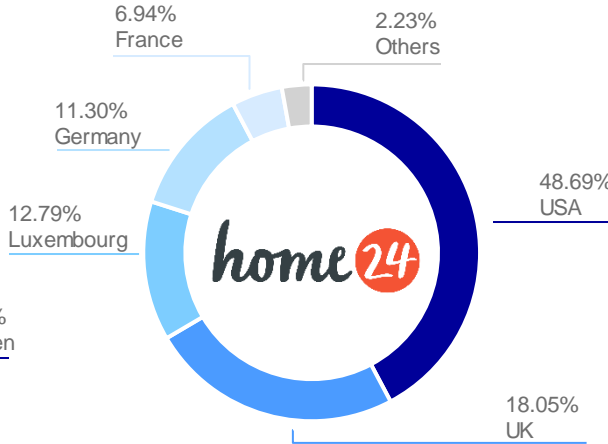
## Geographical shareholder structure in tech & e-commerce companies



IPO, Market Cap.: € 1.7 bn



Dual Listing, Market Cap.: € 950.45 m



IPO, Market Cap.: € 740.34 m

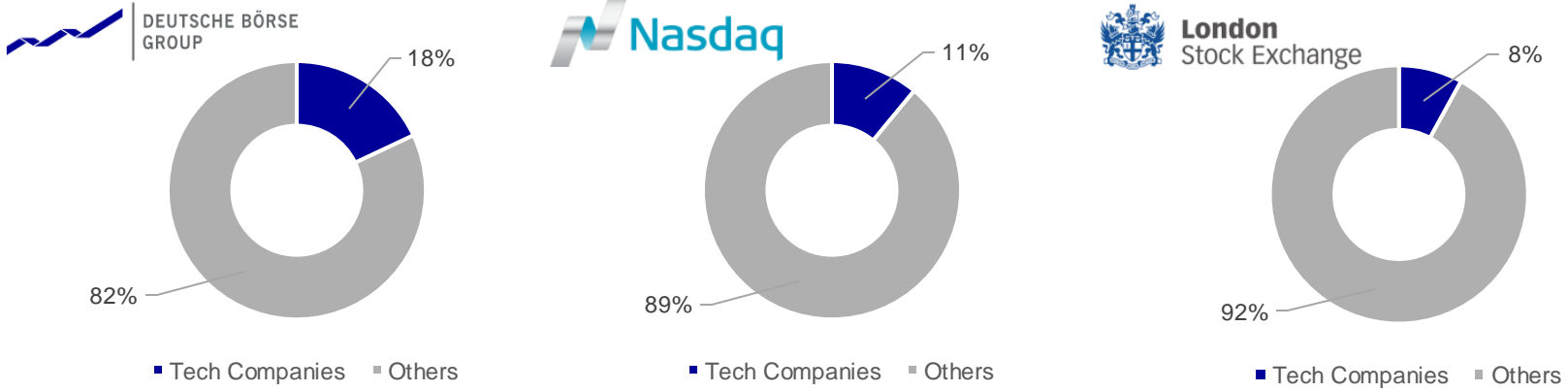
Source: Bloomberg, 20 October 2020



# Deutsche Börse is the No. 1 stock exchange for SME IPOs

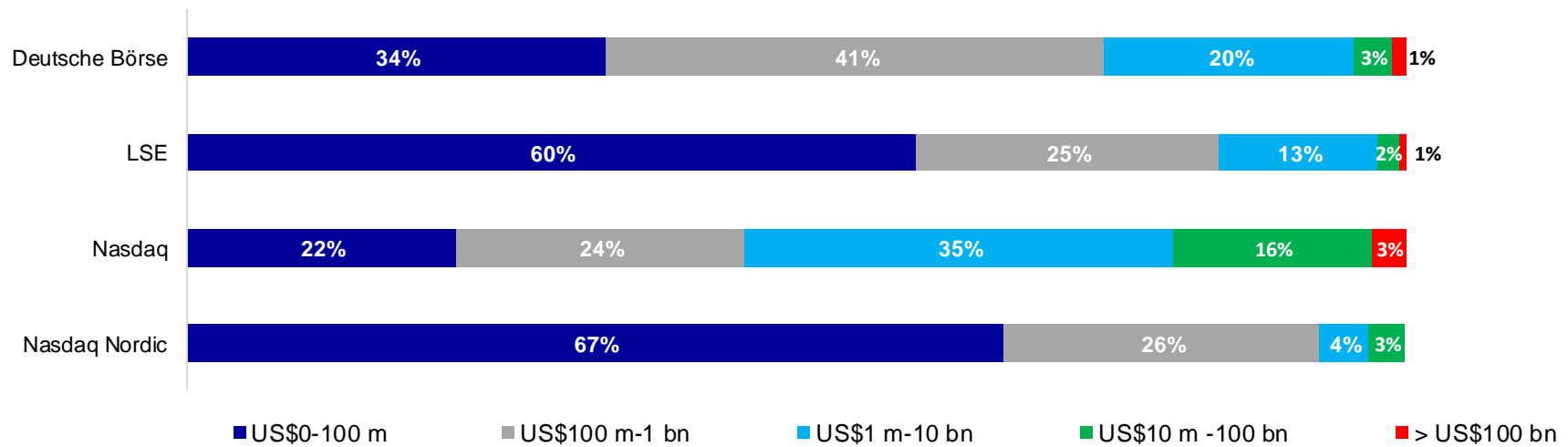
## Share of listed Tech companies in EU / US

Number of listed Tech companies in %



Source: Stock Exchange Data

## Market Cap distribution of listed Tech companies

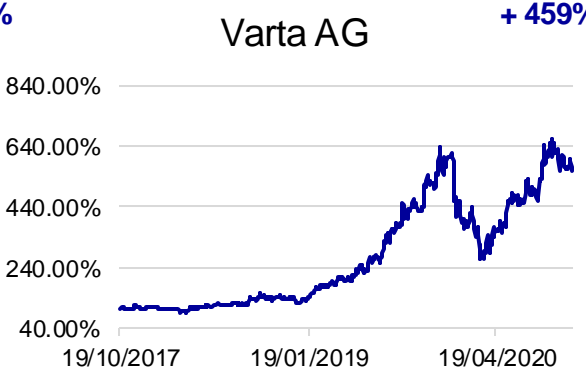
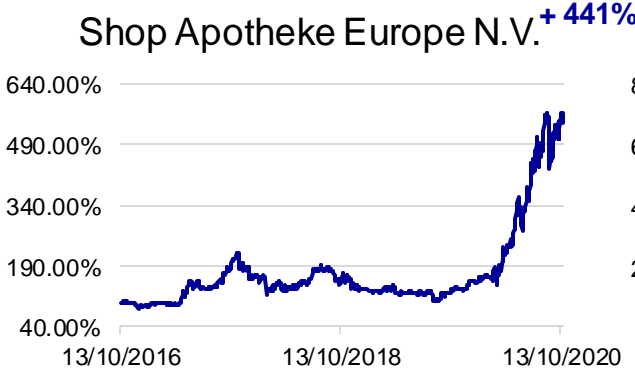
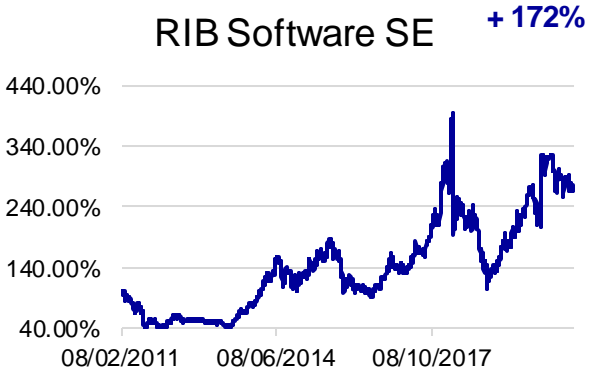
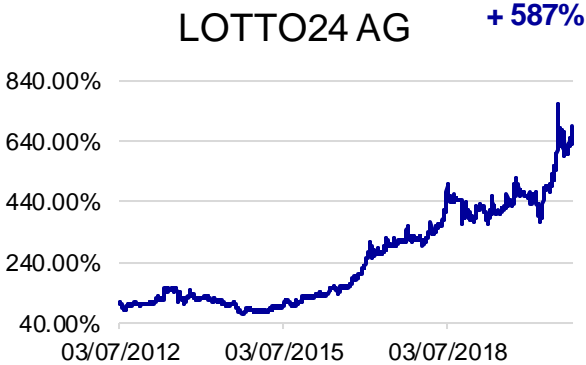
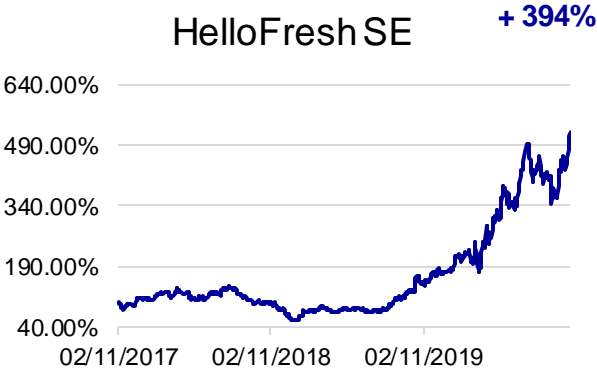


Source: Bloomberg, 10 February 2020



# Tech / E-commerce IPOs since 2010

## Strongest performance 587%



Average performance since IPO: 82%

# Capital Market Readiness by Deutsche Börse

## Our offering for growth and late stage companies

### Education & network

### Assistance

#### Road to IPO



#### Executive Trainings

Enhance and build on your know-how with our tailor-made education program around growth financing, growth management and capital market readiness.



#### Access to Institutional Investors

Via the Deutsche Börse Venture Network increased visibility in front of 450+ investors through exclusive pitch opportunities, customized match-making with suitable investors and individual consultation via our [partner network](#) on further financing options including debt capital, venture debt and subsidy financing



#### Podcast "Road to IPO"

Exclusive insight to demystify the IPO process with topics such as "Steps to an IPO in the example of Delivery Hero", script for an IPO, stock market segments, digital securities or direct (public) listing / pre-IPO private placements



#### Capital Market Partner (CMP)

Get access to our extensive network of investment banks, corporates, investor relation agents and more



#### Dedicated & exclusive workshops

Learn from Deutsche Börse Capital Market Partners and the C-level management of other companies. Participate in our exclusive workshops, like our IPO Readiness workshops dedicated to startups and IPO candidates or use our Start-ups meet Corporates service to get in contact with listed companies.



#### Banking Roadshow

Discuss your Equity and IPO story with investment banks and get exclusive insights into valuation and book building processes



#### Pre-IPO education

Learn about the necessary steps, requirements and obligations of an IPO and what intermediaries need to be involved, products and services of Deutsche Börse, case studies & peer group analyses.

#### IPO execution & first day of trading



#### DirectPlace

Increase your placement reach and expand your investor mix particularly to retail clients. A wide investor base supports the successful issue of your securities and ensures a balanced group of investors. An accompanied customized media package helps your issue receive the full attention of the financial sector.



#### IPO Ceremony

Utilize the media value of your first price determination in floor trading and online in real time. This way, on the day of your IPO, you will attract worldwide attention – our service will ensure great media coverage



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