

# TechShare

PRE-IPO PROGRAMME  
DEDICATED TO  
TECH COMPANIES

PRACTICAL HANDBOOK  
CLASS OF 2019 | 2020

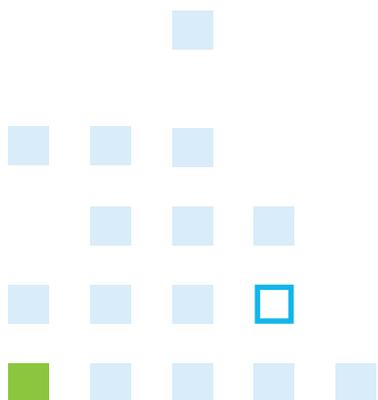


EURONEXT



## Anthony Attia

Managing Board Member and  
Global Head of Listing Euronext



## EDITORIAL

We are delighted to welcome you to the 5<sup>th</sup> edition of TechShare.

Today, you are joining a Tech community of 132 participants from 12 different countries across Europe. Your companies, each in their own fields, excel through their technological innovations, the robustness of their business models and the quality of their strategies. With the rapid growth and expansion of your activities, you are naturally wondering about the next developments for your company, and wish to better understand what entails an IPO among the different financing routes.

TechShare will provide you with the reading grids to assess if and when capital markets may constitute the appropriate funding and liquidity tool. The programme has been designed together with our partners to give you the necessary knowledge and guidance to prepare for an IPO.

Along the year, you will attend interactive technical courses held by expert partners from the financial industry as well as individual coaching sessions. What can capital markets do for your company? What are the key steps and milestones of the IPO process? How to build your equity story and communicate with investors? What about valuating your company and being listed on a daily basis? These are the core topics that will be tackled during the sessions organised locally in your respective countries.

With 75 committed partners, the appeal of TechShare confirms its relevance for the European Tech ecosystem and its increasing financing needs. You have high expectations before starting the programme, and we will do our best efforts to offer you the ideal pedagogical format and added-value content.

On behalf of Euronext, I wish you a year full of learning, sharing and ambition.

## SUMMARY

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September 20<sup>th</sup> - 21<sup>st</sup>, 2019

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March 20<sup>th</sup> - 21<sup>st</sup>, 2020

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Participants 2019-2020

### 107

Partners 2019-2020

### 162

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# About TechShare



## ACADEMIC CAMPUSES

2 academic campuses in Europe organised with leading business schools to share experiences with other Tech entrepreneurs and executives.



## TECHNICAL SESSIONS

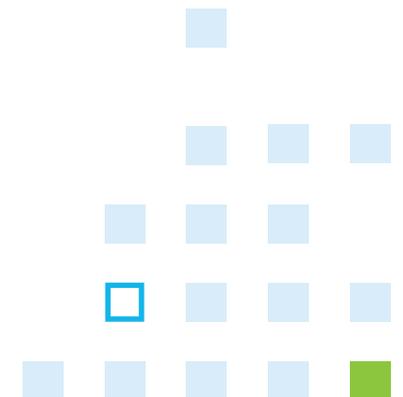
4 technical sessions in each country co-hosted by partners with interactive courses and testimonials of executives from listed companies.



## INDIVIDUAL COACHING

3 coaching partners allocated to provide you with individual mentoring:

- One audit and consulting firm,
- One law firm,
- One financial communication expert.



Thanks for joining this fifth edition of TechShare, Euronext's pre-IPO programme dedicated to Tech companies. This educational and mentoring programme aims to familiarise you with capital markets. TechShare is also an excellent opportunity to connect Tech entrepreneurs and market professionals all along the year.

During the year, TechShare will bring together executives from high-growth and innovative companies, experts, academics and renowned entrepreneurs who experienced the stock exchange. The programme is based on three different modules of knowledge sharing. The content is provided by committed partners from the financial industry and is tailor-made for you.

## WHAT YOU WILL LEARN

- What can capital markets do for your company?
- Pre-IPO financing and IPO readiness
- Preparing for the IPO and build your equity story
- The legal impact of becoming public on your organisation
- Valuation and IPO structuring
- Listing admission and daily life as a public company



# ECE Rotterdam Kick-Off Campus

September 20<sup>st</sup> - 21<sup>th</sup>, 2019

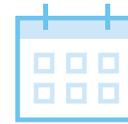


# The ECE Rotterdam Kick-Off Campus



The Erasmus Centre for Entrepreneurship (ECE) is the leading centre for entrepreneurship in Europe. Fueled by the belief that entrepreneurship is the primary driver for innovation, ECE strives to embed entrepreneurship in the DNA of people. ECE don't create companies but create entrepreneurs through the knowledge and network of the Erasmus University Rotterdam, a university founded by entrepreneurs more than 100 years ago.

ECE offers actionable executive training and development on entrepreneurship both to strategic board level and to innovation teams. The centre applies an integral perspective on corporate entrepreneurship because the teams fully understand the complexity of building and sustaining an entrepreneurship competence to create new business. This integral approach is the Unique Selling Proposition of ECE. With 4 full professors and academic trainers and researchers on entrepreneurship varying from strategic leadership, ambidexterity, entrepreneurial finance, (open) innovation management, entrepreneurship economics and corporate venturing, ECE offers clients insight into their corporate entrepreneurship capabilities through scans and monitoring the effectiveness of innovation programmes. These training and development programmes often take place at the learning environment, the ECE Campus. Lastly, ECE develops and executes entrepreneurship courses on Bachelor, Master and MBA level for multiple universities throughout and outside the Netherlands and thereby awakens entrepreneurial talent at 10.000+ students every year.



# Agenda



# day 1

FRIDAY

SEPTEMBER 20<sup>th</sup>, 2019

ECE Rotterdam Kick-Off Campus | 2019 - 2020

## REGISTRATION

Location: Entrance Hall | ECE Campus

9.00 AM – 9.30 AM

Registration and welcome coffee

## OPENING WORDS

Location: 9<sup>th</sup> Floor | ECE Campus

9.30 AM – 9.45 AM

**Rutger Engels**, Rector Magnificus, Erasmus University  
**Maurice van Tilburg**, CEO Euronext Amsterdam, Euronext

## PANEL DISCUSSION

Location: 9<sup>th</sup> Floor | ECE Campus

9.45 AM – 10.15 AM

**KEY CHALLENGES FOR TECHNOLOGY COMPANIES**  
*Moderated by Justin Jansen, Scientific Director, Erasmus Centre for Entrepreneurship*  
**Prince Constantijn van Oranje**, Special Envoy, TechLeap.NL  
**Janneke Niessen**, Co-Founder, CapitalIT and VCVolt  
**Maurice van Tilburg**, CEO Euronext Amsterdam, Euronext

## EXPERT SESSION

Location: 9<sup>th</sup> Floor | ECE Campus

10.15 AM – 11.00 AM

**LEADING STRATEGIC GROWTH**  
**Tom Mom**, Professor, Rotterdam School of Management

## COFFEE BREAK

Location: 7<sup>th</sup> Floor | ECE Campus

11.00 AM - 11.45 AM



## FOUNDER STORY

Location: 9<sup>th</sup> Floor | ECE Campus

11.45 AM – 12.45 PM

**LONG-TERM PERSPECTIVE ON CAPITAL MARKETS**  
**Onno van de Stolpe**, CEO, Galapagos

## AGENDA PRESENTATION

Location: 9<sup>th</sup> Floor | ECE Campus

12.45 PM – 1.00 PM

TechShare Team

## NETWORKING LUNCH

Location: 7<sup>th</sup> Floor | ECE Campus

1.00 PM – 2.00 PM



## PARALLEL WORKSHOPS

Location: 7<sup>th</sup> Floor | ECE Campus

2.00 PM – 5.30 PM

**THEME 1: SECURING THE IDENTITY AND LEGITIMACY OF THE FIRM**

**Purseij Heugens**, Professor, Rotterdam School of Management

**THEME 2: DIGITAL STRATEGY AND ANALYTICAL CAPABILITIES**

**Ting Li**, Professor, Rotterdam School of Management

**THEME 3: RECRUITING AND RETAINING TALENTED PEOPLE**

**Rebecca Hewett**, Professor, Rotterdam School of Management

**THEME 4: SCALING BEYOND BORDERS**

**Mirko Benischke**, Professor, Rotterdam School of Management

## FOUNDER STORY

Location: 9<sup>th</sup> Floor | ECE Campus

5.30 PM – 6.30 PM

**HYPER GROWTH AND THE ROAD TO IPO**  
**Brent Wissink**, CFO, Takeaway.com

## DINNER

Location: Parkheuvel Restaurant Rotterdam

7.00 PM - 10.30 PM



# day 2

## SATURDAY

SEPTEMBER 21<sup>st</sup>, 2019

### REGISTRATION

Location: Entrance Hall | ECE Campus

9.00 AM – 9.30 AM

Registration and welcome coffee

### EXPERT SESSION

Location: 9<sup>th</sup> Floor | ECE Campus

9.30 AM – 10.15 AM

#### OWNERSHIP STRATEGY

**Hans van Oosterhout**, Professor, Rotterdam School of Management

### EXPERT SESSION

Location: 9<sup>th</sup> Floor | ECE Campus

10.15 AM – 11.00 AM

#### SUSTAINING THE ENTREPRENEURIAL SPIRIT

**Justin Jansen**, Professor, Rotterdam School of Management and Scientific Director, Erasmus Centre for Entrepreneurship

### COFFEE BREAK

Location: 7<sup>th</sup> Floor | ECE Campus

11.00 AM – 11.45 AM



### INSPIRING KEYNOTE

Location: 9<sup>th</sup> Floor | ECE Campus

11.45 AM – 12.45 PM

#### DRIVING YOUR COMPANY LIKE A FAST JET

**Jo Salter**, Former Fighter Pilot, Royal Air Force

### CLOSING SPEECH

Location: 9<sup>th</sup> Floor | ECE Campus

12.45 PM - 1.00 PM

**Tom Mom**, Professor, Rotterdam School of Management  
**Camille Leca**, COO Listing, Euronext

### NETWORKING LUNCH

Location: 7<sup>th</sup> Floor | ECE Campus

1.00 PM – 2.00 PM



### SHUTTLE BUS

Location: Entrance Hall | ECE Campus (Meeting Point)

2.00 PM – 2.30 PM

To Rotterdam city center and Rotterdam Schiphol airports

### TEAM BUILDING

Location: Entrance Hall | ECE Campus (Meeting Point)

2.30 PM – 4.30 PM

Optional team building activity: Boat Cruise



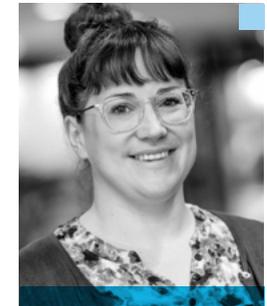
# Speakers



**Mirco Benischke**  
Professor



**Pursey Heugens**  
Professor



**Rebecca Hewett**  
Professor



**Justin Jansen**  
Professor & Scientific Director



**Camille Leca**  
COO Listing



**Ting Li**  
Professor





**Tom Mom**  
Professor



**Janneke Niessen**  
Co-Founder  
CapitalIT & VCVolt



**Hans van Oosterhout**  
Professor



**Maurice van Tilburg**  
CEO Euronext  
Amsterdam



**Brent Wissink**  
CFO



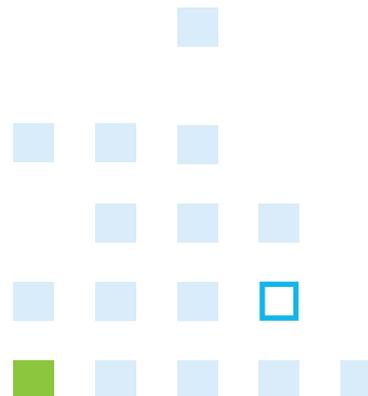
**Prince Constantijn van Oranje**  
Special Envoy,  
TechLeap.NL



**Jo Salter**  
Former Fighter Pilot



**Onno van de Stolpe**  
CEO



# 5<sup>th</sup> edition

## ACCESS

### GETTING TO THE CAMPUS



#### LOCATION

Situated in the Rotterdam Science Tower at the heart of the Rotterdam Innovation District, the ECE Campus consists of more than 10,000 m<sup>2</sup>. It is the home base for a community consisting of 100+ innovative companies and for countless events attracting over 20.000 visitors every year.

At the current 7 floors (and counting) of the ECE Campus the center hosts initiatives as the PortXL accelerator (Port of Rotterdam), Life Sciences & Health hub (ErasmusMC), and Startup Floor (Get in the Ring), thereby facilitating cross-over learning within these sectors.

#### Centre for Entrepreneurship

Rotterdam Science Tower, 10th floor  
Marconistraat 16 3029 AK Rotterdam



#### BY CAR OR TAXI

From the A20 take exit "12 – Delfshaven". After the exit turn right and follow "Tjalklaan".

Cross the street towards "Vierhavenstraat". Take a first right after crossing the intersection towards "Marconistraat". Parking is possible in the garage next to the Rotterdam Science Tower on the left side at the end of the street: Rotterdam Science Tower Parking (free for ECE guests).

#### Distance from Rotterdam Station

3.7 km | 25 mn by car

#### Distance from Rotterdam Airport

8.7 km | 35 mn by car

#### Distance from Schiphol Airport

62 km | 1h 35 mn by car



#### BY PUBLIC TRANSPORT

If you will be taking public transportation here are your options:

In Rotterdam

- **Tram 4, 8, 21, 23, 24** and get off at stop 'Macronplein'.
- **Metro A, B, C** and get off at 'Marconiplein'.
- **The bus** and get out at stop 'Tjalklaan'.

From stops **Marconiplein** and **Tjalklaan** it is a 5-minutes' walk to the Rotterdam Science Tower.



## PRACTICAL INFORMATION



### ACCOMMODATION

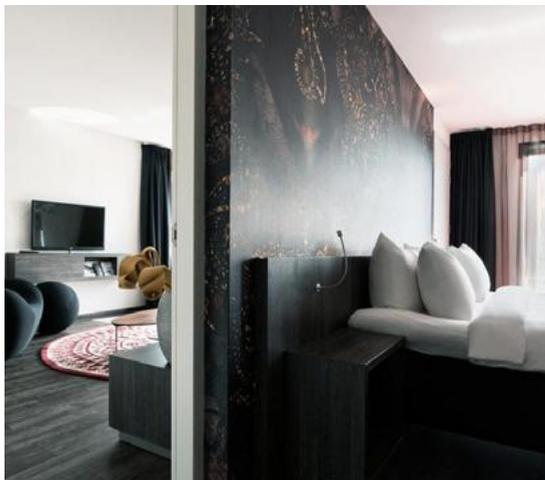
Mainport is a modern hotel in Rotterdam and the unique location, on the banks of the river Maas, offers sweeping views over the water and the skyline of Rotterdam. The hotel is a member of the Design Hotels brand.

- “ The hotel offers a gateway to all of the world’s continents, integrating the influences from East to West in a 5 star design setting.
- “ Rotterdam’s highlights are all within walking distance from Mainport Hotel.
- “ Inntel Hotels group has respect for people and the environment, and contributes to a healthy planet and beautiful society.



### DRESS CODE

The seminar will be business casual attire.



For any request, feel free to contact:  
**Sophia Dubois +33 6 33 33 46 63**  
[techshare@euronext.com](mailto:techshare@euronext.com)

5<sup>th</sup> edition



# NOVA SBE Spring Campus

March 20<sup>th</sup> - 21<sup>st</sup>, 2020

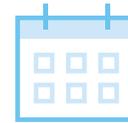


# The Campus

Nova School  
of Business  
and Economics

Nova School of Business and Economics (Nova SBE) is a leading school in the areas of Economics, Finance, and Management with its Bachelors, Masters, PhDs, MBAs, and Executive Education programmes. It is amongst Europe's 30 best schools with more than 3000 students from more than 70 different countries, with programmes acknowledged by the Financial Times. It is also among the selected Triple Crown world schools group, being the only Portuguese school classified by Eduniversal as a "Universal Business School", having five Eduniversal Palms and its Master's in Economics recognised in Eduniversal's European Top 3.

Today the school is working with companies, institutions, organisations, and society as an open space in which the different actors in an ecosystem of progress can play a significant and positive role in transforming our world. After its first 40 years, Nova SBE intends to continue as what it has always been – a school that is open to the challenges and opportunities of the future.



# Agenda

2019 - 2020

The following agenda is subject to change.



# day 1

FRIDAY

MARCH 20<sup>th</sup>, 2020

NOVA SBE Spring Campus | 2019 - 2020

## REGISTRATION

Location: Entrance Hall | Nova SBE

8.30 AM – 9.00 AM

Registration and welcome coffee

## OPENING WORDS

Location: Main Auditorium | Nova SBE

9.00 AM – 9.30 AM

**Daniel Traça**, Dean, Nova SBE  
**Isabel Ucha**, CEO Euronext Lisbon, Euronext  
**Anthony Attia**, CEO Euronext Paris and Global Head of Listing, Euronext

## PLENARY KEYNOTE

Location: Main Auditorium | Nova SBE

9.30 AM – 10.30 AM

**OUTLOOK OF THE INNOVATION LANDSCAPE IN EUROPE**  
**Carlos Oliveira**, Entrepreneur and Member of the HLG of the European Innovation Council, European Commission

## COFFEE BREAK

Location: Main Auditorium | Nova SBE

10.30 AM – 11.00 AM



## PLENARY KEYNOTE

Location: Main Auditorium | Nova SBE

11.00 AM – 12.45 PM

**FUTURE PROOFING THE ORGANIZATION AND BEHAVIORAL CHANGE**  
**Nadim Habib**, Visiting Professor, Nova SBE

## AGENDA PRESENTATION

Location: Main Auditorium | Nova SBE

12.45 PM – 13.00 PM

TechShare Team

## NETWORKING LUNCH

Location: Restaurant | Nova SBE

13.00 PM – 14.30 PM



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## BREAKOUT SESSIONS

Location: Room E105 & Room E106, 1<sup>st</sup> floor | Nova SBE

14.30 PM – 18.00 PM

Group A1 and Group A2

**THEME 1: INTERNATIONALISATION STRATEGY AND FINANCING EXTERNAL GROWTH**  
**Euclides Major**, Professor, Nova SBE

**THEME 2: LEADERSHIP AND CULTURE IN A TURBULENT ENVIRONMENT**  
**Pedro Neves**, Professor, Nova SBE

## BREAKOUT SESSIONS

Location: Room E007, Ground floor | Nova SBE

14.30 PM – 18.00 PM

Group B

**THEME 1: BUILDING AND FINANCING LIFE SCIENCES COMPANIES**  
**Nuno Arantes-Oliveira**, Visiting Professor, Nova SBE

**THEME 2: GROWING WITH CAPITAL MARKETS: THE SUCCESS STORY OF MITHRA PHARMACEUTICALS**  
**Alexandra Deschner**, Investor Relations Officer Mithra Pharmaceuticals

## BREAKOUT SESSIONS

Location: Room E008, Ground floor | Nova SBE

14.30 PM – 18.00 PM

Group C

**THEME 1: SIMULATIONS OF B2B NEGOTIATION**  
**Luís Almeida Costa**, Professor, Nova SBE

**THEME 2: NEGOTIATION AND VALUE CREATION**  
**Luís Almeida Costa**, Professor, Nova SBE

## AFTERWORK DRINKS

Location: Terrace | Nova SBE

18.00 PM – 19.00 PM

## SHUTTLE BUS

Location: Entrance Hall | Nova SBE (Meeting Point)

19.00 PM – 19.30 PM

To restaurant

## COCKTAIL DINNER

Location: Lisbon City Center

19.30 PM – 22.30 PM

Euronext TechShare Programme | 27

The information is confidential and should not be disclosed, published or reproduced.

# day 2

## SATURDAY

MARCH 21<sup>st</sup>, 2020

### REGISTRATION

Location: Entrance Hall | Nova SBE

8.30 AM – 9.00 AM

Registration and welcome coffee

### COMPANY TESTIMONIAL

Location: Main Auditorium | Nova SBE

9.00 AM – 10.00 AM

**KEY LEARNINGS TO BUILD A LONG-STANDING EUROPEAN TECHNOLOGY GROUP**

**Gianbeppi Fortis**, CEO Solutions 30

### COFFEE BREAK

Location: Main Auditorium | Nova SBE

11.00 AM – 11.30 AM



### PANEL DISCUSSION

Location: Main Auditorium | Nova SBE

11.30 AM – 12.45 PM

**HOW TO MANAGE AND OPTIMISE RELATIONSHIPS WITH THE FINANCIAL COMMUNITY?**

**Rajesh Varma**, Senior Fund Manager, DNCA Investments

**Andrea Rossi**, CFO, ENGIE EPS

**Pascal Imbert**, CEO, Wavestone

**Ruth David**, Senior Reporter, Bloomberg News

### CLOSING SPEECH

Location: Main Auditorium | Nova SBE

12.45 PM – 13.00 PM

**Camille Leca**, COO Listing, Euronext

### NETWORKING LUNCH

Location: Restaurant | Nova SBE

13.00 PM – 14.30 PM



### SHUTTLE BUS

Location: Entrance Hall | Nova SBE (Meeting Point)

From 14.30 pm

To Lisbon city center and Lisbon airport

### TEAM BUILDING

Location: Entrance Hall | Nova SBE (Meeting Point)

15.00 PM – 17.00 PM

Optional team building activities

## ACCESS GETTING TO THE CAMPUS



### BY CAR OR TAXI

Here are the instructions if you are driving or taking a taxi:

The campus is located in Lisbon, 25' from Lisbon's City Center.

#### Address:

Nova School of Business and Economics  
R. Holanda n.1, 2775-405 Carcavelos



### BY PUBLIC TRANSPORT

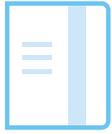
If you will be taking public transportation, you have the following options to access the campus:

**From the Carcavelos Train Station to campus:** 25' walking, 5' MobiCascais Shuttle, 8' bike

**From the Oeiras Station:** 20' walking, 10' bike



5<sup>th</sup> edition



# Year's Agenda

2019 - 2020



# Belgium

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Brussels

October 17<sup>th</sup>, 2019

### IPO READINESS

Ensure that your company is well prepared before going into the process of IPO. Understand the different financing options and aspects that can influence your preferred route to capital. Ensure that your company is well prepared before going into the IPO process.

[Kempen & Clifford Chance](#)

## SESSION 2

Brussels

December 3<sup>rd</sup>, 2019

### PREPARING FOR THE IPO

Your compass for the IPO process. Key steps, actions and milestones. From kick-off meeting to listing. Develop the perfect equity story. How to combine shareholder friendliness with long-term value creation.

[Linklaters & KBC Securities](#)

## SESSION 3

Brussels

January 16<sup>th</sup>, 2020**THE IMPACT OF BECOMING PUBLIC**

Understand all governance aspects impacting shareholder structure, governance bodies and your organization, and understand the importance and implications of reporting/regulation, once listed (transparency, market abuse). Organize the steering of the company from the perspective of the financial accounting and the audit.

**Baker McKenzie & PwC**

## SESSION 4

Brussels

February 18<sup>th</sup>, 2020**LIFE OF A LISTED COMPANY**

A detailed look on the life of a listed company from an investor perspective. How to organize your IR and stakeholder communication & management.

**Degroof Petercam & Whyte Corporate Affairs**

## SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020

# France

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Paris

October 8<sup>th</sup>, 2019**WHAT CAN CAPITAL MARKETS DO FOR YOUR COMPANY?**

Understand the interests of capital markets, the different types of tools offered and the companies for which it is suitable.

**KEY STEPS AND MILESTONES IN THE IPO PROCESS**

Understand the IPO process: main steps, actions, different market players, pilot fishing, roadshow to understand the cycle from kick-off meeting to listing.

**Portzamparc & Allinvest**

## SESSION 2

Paris

December 3<sup>rd</sup>, 2019**HOW TO CONVINCING DIFFERENT PROFILES OF INVESTORS?**

Understand how to pitch and convince the right investors, position your communication strategy for the IPO, and relations after the listing.

**HOW TO REFINANCE USING MARKETS?**

Understand how to finance your growth through markets at listing and beyond with capital increases.

**ODDO BHF & Natixis**

# Germany

## SESSION 3

Paris

February 4<sup>th</sup>, 2020

### HOW TO STAND OUT IN A LONG-TERM VIEW: IPO VALUATION, INTERESTS' ALIGNING AND IMPACT COMMUNICATION

Understand the criteria and components considered when valuing a company: financial data, peers, market conditions. Align interests between shareholders and the management team. Reinforce the impact of financial communication.

**Gilbert Dupont & Actifin**

## SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020

## SESSION 4

Paris

May 12<sup>th</sup>, 2020

### EVERYDAY LIFE OF A PUBLIC COMPANY AND SHAREHOLDERS MANAGEMENT

Ensure success of the listing and understand the share price evolution on a daily basis. Manage historical shareholders. Key success factors and main investment practices.

**CM-CIC & Euronext**

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Munich/Berlin

October 22<sup>nd</sup>/24<sup>th</sup>, 2019

### WHAT CAN CAPITAL MARKETS DO FOR YOUR COMPANY?

Understand the interests of capital markets, the different types of tools offered and the companies for which it is suitable.

### IPO READINESS TO BECOMING A PUBLIC COMPANY

Understand what is the situation of a company to be well prepared before going into the IPO process: financials, auditing standards, tax and legal.

**Munich | MainFirst & Crowe Kleeberg**

**Berlin | ODDO BHF & Grant Thornton**

## SESSION 2

Munich/Berlin

December 10<sup>th</sup>/12<sup>th</sup>, 2019

### KEY STEPS AND MILESTONES IN THE IPO PROCESS

Understand the IPO process: main steps, actions, different market players, pilot fishing, roadshow to understand the cycle from kick-off meeting to listing.

### LEGAL PERSPECTIVE AND CORPORATE GOVERNANCE

Understand the prospectus drafting with lawyers and get to know all corporate governance aspects impacting shareholding structure, governance bodies and your organisation.

**Munich | MainFirst & Jones Day**

**Berlin | MainFirst & GSK Stockmann**

## SESSION 3

Munich/Berlin

January 21<sup>st</sup>/23<sup>rd</sup>, 2020**EQUITY STORY, BUILDING A GROWING VALUE**

Understand how to develop the right equity story, how to combine shareholder friendliness with long term creation.

**HOW TO COMMUNICATE WITH INVESTORS?**

Understand how to pitch and convince investors, position your communication strategy for the IPO, and relations with the press and media after the listing.

Munich | [Allinvest & Advice Partners](#)

Berlin | [Allinvest & IR.on](#)

## SESSION 4

Munich/Berlin

February 18<sup>th</sup>/20<sup>th</sup>, 2020**VALUATION AND IPO STRUCTURING**

Understand the criteria and components considered when valuing a company: financial data, peers, market conditions.

**LISTING ADMISSION AND EVERYDAY LIFE ONCE LISTED**

Understand the listing process: pre-filing and as well as the daily functioning of markets such as trading, indices, liquidity contracts, and the impact of listing in terms of reporting.

Munich | [ODDO BHF & Euronext](#)

Berlin | [ODDO BHF & Euronext](#)

## SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020

# Italy

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Milan

October 15<sup>th</sup>, 2019**WHAT CAN CAPITAL MARKETS DO FOR YOUR COMPANY?**

Understand the interests of capital markets, the different types of tools offered and the companies for which it is suitable.

**IPO READINESS TO BECOMING A PUBLIC COMPANY**

Understand what is the situation of a company to be well prepared before going into the IPO process: financials, auditing standards, tax and legal.

[Natixis & Deloitte](#)

## SESSION 2

Milan

December 10<sup>th</sup>, 2019**KEY STEPS AND MILESTONES IN THE IPO PROCESS**

Understand the IPO process: main steps, actions, different market players, pilot fishing, roadshow to understand the cycle from kick-off meeting to listing.

**LEGAL PERSPECTIVE AND CORPORATE GOVERNANCE**

Understand the prospectus drafting with lawyers and get to know all corporate governance aspects impacting shareholding structure, governance bodies and your organisation.

[Midcap Partners & PwC Legal](#)

# the Netherlands

## SESSION 3

Milan

January 16<sup>th</sup>, 2020

### EQUITY STORY, BUILDING A GROWING VALUE

Understand how to develop the right equity story, how to combine shareholder friendliness with long term creation.

### HOW TO COMMUNICATE WITH INVESTORS?

Understand how to pitch and convince investors, position your communication strategy for the IPO, and relations with the press and media after the listing.

[Allinvest & IR Top](#)

## SESSION 4

Milan

February 18<sup>th</sup>, 2020

### VALUATION AND IPO STRUCTURING

Understand the criteria and components considered when valuing a company: financial data, peers, market conditions.

### LISTING ADMISSION AND EVERYDAY LIFE ONCE LISTED

Understand the listing process: pre-filing and as well as the daily functioning of markets such as trading, indices, liquidity contracts, and the impact of listing in terms of reporting.

[Value Track & V-Finance](#)

## SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Amsterdam

November 7<sup>th</sup>, 2019

### FINANCING YOUR PUBLIC COMPANY THROUGH THE GROWTH CYCLE: PRIVATE VS PUBLIC

Ensure that your company is well prepared, structured and organised before accessing the global capital markets. Understand the different financing options and aspects that can influence your preferred route to capital.

[Deloitte & AFS Group](#)

## SESSION 2

Amsterdam

December 12<sup>th</sup>, 2019

### KEY STEPS AND MILESTONES IN PREPARING FOR ENTERING THE CAPITAL MARKETS

Your compass for the IPO process. Key steps, actions and milestones from kick-off meeting to listing.

### HOW TO ATTRACT INVESTORS: EQUITY STORY, VALUE CREATION AND SHAREHOLDER ENGAGEMENT

Investment case versus equity story. How to combine shareholder friendliness with long term value creation.

[ABN AMRO & Kempen](#)

**SESSION 3**

Amsterdam

February 6<sup>th</sup>, 2020**IPO READINESS FROM A LEGAL PERSPECTIVE**

Understand the legal challenges you face when preparing for an IPO. How to transform your governance structure into a governance structure of a listed company. Understand the IPO process from a legal perspective. Understand the requirements of a governance structure of a listed company. Understand the ongoing disclosure and reporting obligations of a listed company.

**Baker McKenzie and Rutgers & Posch****SPRING CAMPUS**

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020**SESSION 4**

Amsterdam

April 23<sup>rd</sup>, 2020**IR: STAKEHOLDER MANAGEMENT AND SHAREHOLDER COMMUNICATION**

A detailed look on the life of a listed company from an investor perspective. How to organize IR and stakeholder communication & management.

**HR: TRENDS AND DEVELOPMENTS THAT IMPACT AND CHALLENGE FAST GROWING, TECH ORIENTED ORGANISATIONS**

How to build and create an optimal culture to retain and attract new talent. Understand organisational change when becoming a publicly traded company.

**CFF Communications & Deloitte**

# Portugal

**KICK-OFF CAMPUS**

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019**SESSION 1**

Porto

November 6<sup>th</sup>, 2019**KEY STEPS AND MILESTONES IN THE IPO PROCESS**

Understand the IPO process: main steps, actions, different market players, pilot fishing, roadshow to understand the cycle from kick-off meeting to listing.

**BPI****SESSION 2**

Lisbon

November 29<sup>th</sup>, 2019**CORPORATE COMMUNICATION OF A LISTED COMPANY**

Corporate communication of a listed company  
Understand how to pitch and convince investors, position your communication strategy for the IPO, and relations with the press and media after the listing.

**CV&A****SESSION 3**

Lisbon

January 13<sup>th</sup>, 2020**GROWTH STRATEGIC OPTIONS: EQUITY STORY, VALUE CREATION**

Understand the different growth alternatives and develop the right equity story, how to combine shareholder friendliness with long term creation.

**PwC**

# Spain

## SESSION 4

Lisbon

February 18<sup>th</sup>, 2020

### LEGAL PERSPECTIVE AND BECOMING A PUBLIC COMPANY: GOVERNANCE AND REPORTING

Understand the prospectus drafting with lawyers and get to know all corporate governance aspects impacting shareholding structure, governance bodies and your organisation.

**MLGTS**

## SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Madrid

October 22<sup>nd</sup>, 2019

### WHAT CAN CAPITAL MARKETS DO FOR YOUR COMPANY?

Understand the interests of capital markets, the different types of tools offered and the companies for which it is suitable.

### KEY STEPS AND MILESTONES IN THE IPO PROCESS

Understand the IPO process: main steps, actions, different market players, pilot fishing, roadshow to understand the cycle from kick-off meeting to listing.

**Euronext & BBVA**

## SESSION 2

Madrid

December 3<sup>rd</sup>, 2019

### IPO READINESS TO BECOMING A PUBLIC COMPANY

Understand what is the situation of a company to be well prepared before going into the IPO process: financials, auditing standards, tax and legal.

### LEGAL PERSPECTIVE AND BECOMING A PUBLIC COMPANY: GOVERNANCE AND REPORTING

Understand the prospectus drafting with lawyers and get to know all corporate governance aspects impacting shareholding structure, governance bodies and your organisation.

**Deloitte & Deloitte Legal**

# Switzerland

## SESSION 3

Barcelona

January 28<sup>th</sup>, 2020

### HOW TO BUILD AN EQUITY STORY AND ATTRACT INVESTORS?

Understand how to develop the right equity story, how to combine shareholder friendliness with long term creation.

### FINANCIAL COMMUNICATIONS AND INVESTOR RELATIONS

Understand how to pitch and convince investors, position your communication strategy for the IPO, and relations with the press and media after the listing.

**Degroof Petercam & Maqua Capital**

## SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020

## SESSION 4

Madrid

April 21<sup>st</sup>, 2020

### VALUATION AND IPO STRUCTURING

Understand the criteria and components considered when valuing a company: financial data, peers, market conditions.

### LISTING ADMISSION AND EVERYDAY LIFE ONCE LISTED

Understand the listing process: pre-filing and as well as the daily functioning of markets such as trading, indices, liquidity contracts, and the impact of listing in terms of reporting.

**Allinvest & Armanext**

## KICK-OFF CAMPUS

Rotterdam

September 20<sup>th</sup>/21<sup>st</sup>, 2019

## SESSION 1

Zurich

November 12<sup>th</sup>, 2019

### WHAT CAN CAPITAL MARKETS DO FOR YOUR COMPANY?

Understand the interests of capital markets, the different types of tools offered and the companies for which it is suitable.

### KEY STEPS AND MILESTONES IN THE IPO PROCESS

Understand the IPO process: main steps, actions, different market players, pilot fishing, roadshow to understand the cycle from kick-off meeting to listing.

**Euronext, Paul Hastings & L2 Partners**

## SESSION 2

Zurich

December 10<sup>th</sup>, 2019

### EQUITY STORY, BUILDING A GROWING VALUE

Understand how to develop the right equity story, how to combine shareholder friendliness with long term creation.

### THE LEGAL PERSPECTIVE TO BECOME A PUBLIC COMPANY

Understand the importance and implications of the prospectus drafting with lawyers for a non-domestic company.

**PwC & Kellerhals Carrard**

SESSION 3

Zurich

January 21<sup>st</sup>, 2020

**VALUATION AND IPO STRUCTURING**

Understand the criteria and components considered when valuing a company: financial data, peers, market conditions.

**HOW TO DEAL WITH INVESTORS, ANALYSTS AND MEDIA?**

Understand how to pitch and convince investors, position your communication strategy for the IPO, and relations with the press and media after the listing.

**Allinvest & IRF Communications**

SESSION 4

Geneva

February 25<sup>th</sup>, 2020

**INCORPORATION OF THE GOVERNANCE**

Understand all governance aspects impacting shareholder structure, governance bodies and your organization.

**THE WORLD OF EQUITY RESEARCH AND ASSET MANAGEMENT**

Understand the life post-IPO with buy-side and sell-side: expectations and daily work of research analysts, how to organize your relations with asset managers.

**Baker McKenzie, HCM & Mirabaud**

SPRING CAMPUS

Lisbon

March 20<sup>th</sup>/21<sup>st</sup>, 2020



5<sup>th</sup> edition



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2019 - 2020



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Sector	Agtech
Creation date	2012
Employees	40
Country	France



**Thibaut Jarrousse**  
CEO

**10-Vins** has developed D-Vine, the world's first connected sommelier, is a solution that allows you to enjoy a glass of wine served in perfect temperature and ventilation conditions in one minute. With more than 60 wine references on the menu, these Grands Crus can be tasted in 3 to 5 star hotels, restaurants, or simply at home.



Sector	Biotech
Creation date	2009
Employees	28
Country	France



**Stephane Rey**  
CTO



**Benoit Lemaire**  
CEO

Created in 2009, **Activ' Inside** is a fast-growing foodtech company that developed a full range of Active Nutritional Ingredients dedicated to the Nutrition & Health industry. Its portfolio includes patented nutritional solutions (9) supported by clinical studies in Nutrition and Neuroscience (Memory and Mood) and Skin care based on Grape and Saffron botanicals. Besides thanks to its highly qualified team of 28 people with transversal skills (90% are Engineers or PhD) the company is developing high value added antiageing solutions (including dementia prevention). Activ' Inside invests 20% of its turnover in R&D and exports 60% of its sales (Europe, USA, Japan, Korea).



Sector	Biotech
Creation date	2009
Employees	20
Country	Germany

**Adrenomed** AG is a privately-financed, clinical-stage biopharmaceutical company with the mission to rescue vascular integrity in order to save the lives of critically ill patients with limited treatment options. Our lead product candidate Adrecizumab is a clinical-stage, first in-class monoclonal antibody. Adrecizumab targets the vasoprotective peptide Adrenomedullin, an essential regulator of vascular integrity to treat life-threatening conditions associated with increased vascular leakage, congestion and shock. Our unique treatment approach combines the therapeutic antibody with a specific diagnostic, which uses Adrenomedullin as the biomarker to identify patients. The most important indications are sepsis and septic shock as well as acute heart failure.



**Frauke Hein**  
CBO



Sector	Cleantech
Creation date	2013
Employees	25
Country	Germany

**akvola Technologies** is a water technology company looking to solve the water-energy nexus. We design, build and sell water cleaning units aimed to treat industrial wastewaters in the following industries:

- Metalworking and Automotive
- Oil, Gas and Petrochemicals
- Steel
- Food and Beverage

Our patented flotation and filtration technologies are based on high-tech ceramic materials. Their chemical, thermal and mechanical robustness makes them especially attractive in harsh environments where we see business cases for customers with a payback of well under two years.



**Matan Beery**  
CEO



**Lucas León**  
CFO



Sector	Biotech
Creation date	2007
Employees	76
Country	Spain

**AlgaEnergy** is a biotechnology based company founded in 2007 and exclusively focused on the science of microalgae, and managed by a team of reputed entrepreneurs and scientists. Consolidating over 4 decades of research, it has developed the most advanced microalgae culturing technologies and produces different microalgae species from which innovative, efficient and sustainable solutions are derived, targeting different sectors, including agriculture, cosmetics, human nutrition or feed, and in the future, 4th generation biofuels. It has two listed multinationals amongst the top 100 most sustainable companies in the world as shareholders of reference, and is supported by the European Commission.



**Carlos Rodriguez - Villa Forster**  
CEO



**Victor Crespo**  
CFO



Sector	Healthtech
Creation date	2005
Employees	15
Country	Spain

**Algenex** is a private biotechnology company developing disruptive technologies for the production of recombinant biologics. Its platforms, TopBac<sup>®</sup> and CrisBio<sup>®</sup>, are based on baculovirus-based expression systems and have demonstrated their capacity to transform recombinant protein production through a process that provides almost unlimited and immediate scalability of manufacturing, production flexibility, simplicity and versatility while being extremely cost efficient. Algenex work has centred mainly on the development and production of veterinary vaccines, with > 200 molecules successfully produced in collaboration with public and private partners, including international pharmaceutical companies. Algenex plans to expand into human health to fully exploit its potential.



**Claudia Jimenez**  
CEO



**Virginia Gonzalez**  
CFO



Sector	Biotech
Creation date	2010
Employees	12
Country	Spain

Founded in 2010, **Amadix** is a leading molecular diagnostics company focused on liquid biopsy, developing innovative diagnostic tests for early cancer detection in blood. The mission of the company is saving lives, developing disruptive technologies to detect the tumor years in advance, before the symptoms appear, to win the battle against cancer and extend people lives.



**Noemi Hernández Bello**

Corporate Development  
Director



**Lucia Reinoso**

CFO



Sector	Digital Services
Creation date	2006
Employees	250
Country	the Netherlands

**AnyLinQ** is the driven and loyal partner that helps organizations to take the next step in a data driven world, now, later and in the future:

NOW: AnylinQ is strong in making data available, the first step in digital transformation. AnylinQ builds networks for customers to move data, build systems to process and store data.

There is a lot of data in these networks and systems. Without the IT infrastructure LATER you are not able to integrate and unlock this data to its potential and analyze it. Let alone to use this data in the FUTURE to do actual intelligent things with it which will enhance your business.



**Dennis Kuipers**

CEO



**Tom Bakker**

CFO



Sector	Biotech
Creation date	2014
Employees	4
Country	Spain

Focused on therapeutic aptamers, **AptaTargets** is currently developing ApTOLL, an immune modulator for acute treatment of Stroke which represents a novel approach to treat stroke in the acute phase, substantially reducing the brain damage. Pre-clinical development of ApTOLL has been completed, showing an outstanding pharmacodynamics and excellent safety profile. First-in-human trial (phase I) is currently ongoing and a Phase II trial in stroke patients will be conducted between 2020 and 2021. Additionally, pre-clinical programs in other indications are currently in progress, such as Hemorrhagic Stroke, Myocardial Infarction and Multiple Sclerosis.



**David Segarra**

CEO



**Eugenia Zarabozo**

COO / COO



Sector	Medtech
Creation date	2010
Employees	22
Country	France

**Bioxis Pharmaceuticals** create biomaterial scaffolds that help regenerate tissues, improve patient outcomes, and provide better healthcare opportunities for doctors. We are focused on developing medical devices based on patented biomaterials technology with potentially accelerated pathways to aesthetic dermatology market.



**Frederic Bertaina**

CEO



Sector	Cleantech
Creation date	2010
Employees	23
Country	the Netherlands

**Black Bear** upcycles used tires to create high-quality recovered Carbon Black (rCB), a valuable and Cradle to Cradle Certified™ material which it sells to major clients worldwide for use in technical rubber, coatings, plastics and inks. This rCB replaces the virgin Carbon Black traditionally produced by burning oil – helping to solve the global waste tire problem and preventing avoidable CO2 emissions. Its industrial-scale prototype plant is capable of processing more than 1 million tires annually, with a scalable and quickly implementable process that is by far the most cost-effective way of recovering Carbon Black.



**Geert Glimmerveen**

CFO



**Pieter ter Kuile**

Director Business Development



Sector	E-Commerce & Marketplaces
Creation date	2012
Employees	29
Country	Italy

**BrandOn Group** is the strategic partner of SMEs willing to grow through international online sales. It brings its clients' products to the most qualified marketplaces at international level and manages for them all the steps of the digital BtoB and BtoC sales - from catalog digitalization and optimization to logistics and customer care management - leveraging its proprietary technology platforms that are fully integrated with all the relevant players along the value chain (suppliers, logistic partners and marketplaces).



**Ilaria Tiezzi**

CEO



**Alberto Oliva**

CFO



Sector	Telecommunications
Creation date	2003
Employees	230
Country	Portugal

**Celfinet** is a mobile networks engineering provider, offering an outstanding product platform that increases efficiency in network management processes and leverages the delivery of highly expert services for mobile networks.

We are the trusted technology partner to some of the world's leading mobile operators, enabling them to extract maximum value from their Radio, Core and Transmission Networks, streamlining technical management activities with final aim of lowering operational costs.

Turning complexity into simplicity is our mission, transforming the way Mobile Network Operators look at their businesses making the most profit out of them.



**Nuno Ribeiro**

Co-CEO



**José Mata**

Co-CEO



Sector	Software
Creation date	2019
Employees	35
Country	Belgium

**Choice** is the latest venture of Bart Van Coppenolle & Philip Vandormael, together co-founders and President & COO of Metris, a Belgian Tech company they brought public on Euronext Brussels and subsequently developed and sold to Nikon, Japan.

Choice is an open digital marked place for consumers to discover & watch long form video and other internet content, interacting with Peers and Brands curating their own playlists as virtual broadcast channels. After having contributed at the development of the ecosystem by fighting demarcation battles with Content and Telecom over the last decade, Choice has now found a unique modus vivendi.



**Bart Van Coppenolle**

CEO



**Philip Vandormael**

COO



Sector	E-Commerce & Marketplaces
Creation date	2015
Employees	57
Country	Spain

**Clicars** is the online leader for car selling in Spain, allowing for a transaction 100% online including access to a digital financing experience through top-notch partners like Santander and BBVA and home delivery as soon as 48 hours. Clicars reached \$5M in sales in its first year of operations, a record-breaking figure for Spanish start-ups, and surpassed the \$70M sales landmark since its inception three years ago becoming the digital reference in the industry in terms of technology and reputation.



**Julien Divay**

CEO



**Pablo Fernández Alvarez**

CEO



Sector	Proptech
Creation date	2017
Employees	45
Country	Spain

**Clícipiso** is the online leader for buying houses in 7 days in Spain, allowing for a digital transaction online. Clícipiso reached \$5M in sales in its first 12 months of operations, matching a record-breaking figure for Spanish start-ups, and surpassed the \$15M sales in 20 months becoming the digital reference in the industry and bringing the best customer experience in the real estate sector.



**Francisco Moreno**

CEO



Sector	Fintech
Creation date	2015
Employees	35
Country	Italy

**Credimi** is a web platform that turns invoices into cash advances in a simple, fast and reliable way. Companies can apply in minutes to get the advance within few hours. Credimi offers two products: Supply Chain Finance, targeted to Corporations and Open Market Invoice Discounting, targeted to any company. Credimi went online in February 2017 and has quickly become a leading digital lender in continental Europe. Four primary investment funds - including Banca Generali and Anima - have signed agreements to subscribe loans originated by the platform. Credimi is authorized as a financial intermediary by the Bank of Italy.



**Ignazio Rocco Di Torrepadula**

CEO



**Ezio Carlà**

CFO



Sector	Fintech
Creation date	2015
Employees	37
Country	Switzerland

**CreditGate24** is a Switzerland based Marketplace Lending Platform offering SME loans, consumer loans and real estate bridge loans with a market share of close to 50% of the Swiss market place lending market. Currently operating in Switzerland and Germany, expanding in additional continental European Countries during the course of 2019.



**Stefan Benkert**

CEO



Sector	Healthtech
Creation date	2012
Employees	23
Country	Italy

**Crest Optics**, founded in 2012, is a high-tech start-up operating in trial R&D sector of electro-optical technologies applied to biology and materials science. In further details, it is active in design, production, distribution and integration of high-resolution optical and electro-optical equipment for industrial, scientific and diagnostic purposes. Current X-light product line, in constant evolution, allows to turn a standard microscope into a confocal one, and has shortly become leader in its relevant market.



**Renato Giacobbo Scavo**

CEO



Sector	Biotech
Creation date	2000
Employees	35
Country	France

Developing Protective Therapies for a Healthy Microbiota. **Da Volterra** is a clinical stage biotechnology company whose vision is to be a trusted and acknowledged leader in the microbiota field.

Our mission is to discover, develop and bring to market safe and novel therapeutic options, preserving patients' microbiota to prevent and cure life-threatening diseases.



**Florence Sejourne**

CEO



**Stephane Postic**

CFO



Sector	Software
Creation date	2017
Employees	68
Country	Switzerland

**Deon Digital** leverages more than 10 years of academic research, a world-class R&D team, and the power of distributed ledger technology to turn paper contracts into automatically managed digital contracts.

Contracts are at the core of a company covering all its operational aspects: sales/purchase, production, salaries, loans, insurance, pensions, transportation, mobility, logistics, energy, etc.

Deon Digital technology captures them all; it stores, executes and monitors digital contracts securely, privately, and automatically. It dramatically reduces the amount of human and economic resources lost in translation from company strategy to contracts to verified IT systems.



**Dirk Sebald**

CEO



Sector	Aerospace
Creation date	2011
Employees	53
Country	Italy

**D-Orbit** is a New Space company with solutions covering the entire lifecycle of a space mission, including mission analysis and design, engineering, manufacturing, integration, testing, launch, and end-of-life decommissioning. The company's competitive advantage is the versatility of its launch and deployment services that can be tailored to the customer's needs, from the launch procurement of a single spacecraft using standard deployment strategies to the precise deployment of a full constellation with ION CubeSat Carrier, a free-flyer dispenser developed and operated by D-Orbit.



**Luca Rossettini**

CEO



**Andrea Ferrante**

CFO



Sector	Media & Entertainment
Creation date	2016
Employees	22
Country	France

Founded in November 2016: **Dronisos** has invented a new medium to animate scenes and skies with flying lights for both indoor and outdoor events. International Leisure parks (France, China,...), Event agencies (Auditoire, Wizcraft...), Global Brands (Peugeot, Oreo, Volvo) have adopted our solution, making Dronisos a worldwide leader with over 10,000 performances to date. Our unrivaled technological expertise with autonomous drone swarms allows Dronisos to deliver safe, easy-to-use, and reliable drone operations in a scalable way by third-parties.



**Jean Meillon**

CFO



Sector	Biotech
Creation date	2013
Employees	15
Country	Germany

**Dust BioSolutions** is the no.1 address for the development, production and sale of biological binders for industrial applications with a focus on agriculture, mining and infrastructure. Its applications help established industries to increase sustainability, profitability and innovation. First products derived from a proprietary technology platform control weed within agriculture and control dust in the mining industry.



**Martin Spitznagel**

CEO



Sector	Robotics & Drones
Creation date	2016
Employees	34
Country	France

**E-Cobot** is specialised in consulting, design and integration of cobotic and artificial intelligence solutions. Our main clients are Airbus Group, Manitou, Naval Group, Leclerc, Les Chantiers de l'Atlantique, Vibracoustic, Idea Logistique, Halgand, Safran Group. E-Cobot has developed, designed and commercialises its first innovations:

- Husky, an intelligent mobile cobot that helps operators in the transport and handling of loads
- Hulky, a cobot for handling and compensating heavy loads
- MyCobot Suite: A supervision software suite for fleet management and control.



**Sébastien Ecault**

CEO



**Florence Martin**

CFO



Sector	Software
Creation date	2007
Employees	55
Country	France

**EcoMundo** is a specialist in chemical substances, their action on human health and the environment as well as the international regulations that govern chemical risk (REACH Regulation, CLP, Cosmetics and OTCs, Biocides, Food, etc.). Via expert services and software, we support the launch of industrial products, enabling companies to manage risks relating to chemical substances.

EcoMundo's strength lies in the combination of three complementary areas of expertise:

- Chemicals/Toxicology
- Regulations
- Software development



**Pierre Garçon**

CEO



**Jean-Raphaël Miron**

IT Director

## ecovadis

Sector	Software
Creation date	2007
Employees	700
Country	France

**EcoVadis** is the world's most trusted provider of business sustainability ratings, intelligence and performance improvement tools for global supply chains. Backed by a powerful technology platform and a global team of domain experts, EcoVadis™ easy-to-use, actionable sustainability scorecards provide detailed insight into environmental, social and ethical risks across 198 purchasing categories and 155 countries. Industry leaders including J&J, Verizon, L'Oréal, Subway, Nestlé, Salesforce, Michelin and BASF are among the more than 55,000 businesses on the EcoVadis network, all working with a single methodology to assess and improve sustainability performance to protect their brands and foster transparency and innovation.



**Frédéric Trinel**

CEO

## EFFECT PHOTONICS

Sector	Electronics & Hardware
Creation date	2010
Employees	120
Country	the Netherlands

**EFFECT Photonics** delivers highly integrated optical communications products based on its Dense Wavelength Division Multiplexing (DWDM) optical System-on-Chip technology. The key enabling technology for DWDM systems is full monolithic integration of all photonic components within a single chip and being able to produce these in volume with high yield at low cost. With this capability, EFFECT Photonics is addressing the need for low cost DWDM solutions driven by the soaring demand for high bandwidth connections between datacenters and back from mobile cell towers.



**Dennis Maas**

CFO



**Boudewijn Docter**

CEO

## e-novia

Sector	Startup Studio
Creation date	2015
Employees	113
Country	Italy

**e-Novia S.p.A.** is an Italian SME and is the "Factory of Enterprises", a unique business model which enables to scale a process to transform Research in Product, Researcher in Entrepreneur and Startup in Enterprises.

Our 120 top-notch digital scientists, innovation, business experts and designers have know-how in Sensing Technology, Reasoning Technologies and Acting Technologies.

As today we are seeing excellent progress across our portfolio that consist of 30+ enterprise projects, and strategic stakes in multi-sector platform businesses, when we develop technology outside of this scope we pursue it through Joint Ventures with industry-partners that have domain expertise in the matter.



**Vincenzo Costanzo  
Russi**

CEO



**Valentina Bocca**

CFO

## EPIPOLI

prepaid | innovation | engagement

Sector	Digital Services
Creation date	2000
Employees	46
Country	Italy

Founded as a provider of CRM services, **Epipoli** launched the Gift Card in Italy and now has about 30 employees and is composed of two business areas:

- Consumer Services: Direct sale of Gift Card (B2C) through retail chains and through e-commerce (web and mobile);
- Corporate Services: Business solutions (B2B) with three product families:
  - CRM & Loyalty (membership, rewarding, coalition program, using cards and smart cards, B2B and B2C).
  - Incentives programmes to customers and employees.



**Gaetano Giannetto**

CEO



**Lorenzo Campeotto**

CFO



Sector **Industrial Solutions**

Creation date **2013**

Employees **16**

Country **France**

Despite the progress of society, working conditions worldwide generate more and more health disorders.

That's why **ErgoSanté** designs and provides tailor-made solutions to improve the working conditions of valid and invalid people, bringing innovation technology for the benefit of the greatest number. Ergosanté designs and distributes ergonomic equipment tailored to the specific needs of companies and their employees.

The company designs, produces and distributes desk chairs, desks, accessories and launched in 2019 an exoskeleton to assist workers in the manufacturing sector in their daily tasks. Founded in 2013, Ergosanté brings together 40 expert employees in 12 agencies to support companies throughout France.



**Samuel Corgne**

CEO



Sector **Robotics & Drones**

Creation date **2019**

Employees **18**

Country **Portugal**

**EVA** (Electric Visionary Aircrafts) offers an airborne logistics as a service solution to B2B companies. To deliver always on time and fly from anywhere to everywhere, the company has developed a compact electric and autonomous aircraft technology as easy to use as ordering an uber. EVA focuses first on the life segment (delivering medicine, protecting and rescuing people).



**Olivier Le Lann**

CEO



Sector **Media & Entertainment**

Creation date **2016**

Employees **220**

Country **Italy**

**Freeda** is a media company whose mission is to spread real women stories to inspire positive change. FREEDA creates original premium content designed for all screens and platforms dedicated to young women. FREEDA community counts more than 4.5M women across Italy, Spanish and English speaking countries. FREEDA is the most engaged media brand for women on Instagram in the world, based on the number of interactions the community generates every month.



**Gianluigi Casole**

CEO



Sector **Media & Entertainment**

Creation date **1992**

Employees **850**

Country **Belgium**

**Gaming1** has been operating in the gaming and entertainment sector for over 26 years. The group has succeeded in establishing a number of strong brands in line with its audience's expectations. Gaming1 is committed to providing an exceptional gaming experience, physically, in its casinos, gaming rooms and betting shops, as well as virtually, on its various online gaming platforms.



**Nicolas Leonard**

CFO



**Sylvain Boniver**

COO



Sector	Biotech
Creation date	2011
Employees	6
Country	Germany

**GeneQuine Biotherapeutics GmbH** is a biotech company focused on the development of gene therapy for musculoskeletal disorders. In the lead program, GeneQuine develops a potentially disease-modifying drug for treatment of osteoarthritis.



**Kilian Guse**  
CEO



Sector	Robotics & Drones
Creation date	2008
Employees	24
Country	France

**Génération Robots** is a company dedicated to service robotics with 2 major activities: distribute robots and robotics parts for education and research (leader on this activity in Europe) and develop autonomous robotics solutions for advanced sectors such as nuclear, transportation. Génération Robots also develops advanced software for humanoids interactive robots.



**Jérôme Laplace**  
CEO



Sector	Biotech
Creation date	2016
Employees	12
Country	Germany

**Genome Biologics** identifies viable drug candidates and FDA approved drug repositioning compounds for Cardiovascular and Cardiometabolic disease. Capitalising on the power of our patented Artificial Intelligence (AI) driven preclinical multi-modality drug testing technology - we leverage the power of AI-based machine learning with transformative single cell in vitro and in vivo transgenesis to dramatically reduce the cost, time, and ethical burden of preclinical research in the pharmaceutical industry.



**Jonathan Ward**  
CEO



Sector	E-Commerce & Marketplaces
Creation date	2015
Employees	35
Country	France

**GensDeConfiance** is a classified posts board for everything, but not for everyone.

You will have to be referred by at least 3 members who provide moral guarantees for you, to the rest of the community!

It is not enough to offer a wide range of products and services, you have to ensure that everyone is reliable. GensDeConfiance.fr fights against online scams and builds trust via a super-secured classifieds ad board. Our classifieds are only accessible to people who are endorsed by at least three other members.



**Ulric Le Grand**  
CEO



Sector	Cleantech
Creation date	2012
Employees	41
Country	Switzerland

**Green Motion** is an independent company founded in Lausanne in 2009, which locally designs and produces charging systems for electric vehicles. The Swiss company is among pioneers of the charging infrastructure market, and has been successfully installing its charging stations throughout the country for more than 10 years.

The Green Motion line includes private and public charging stations, quick chargers as well as centralized charging management systems for public parking. All Green Motion stations are designed to operate in network and include state-of-the-art functions such as multi-channel payment, vehicle charging regulation as a function of usage of the electric network.



**Philippe de Selliers**

CFO



Sector	Electronics & Hardware
Creation date	2014
Employees	24
Country	France

**GreenWaves Technologies** is a fabless semiconductor start-up designing disruptive ultra-low power embedded solutions for image, sound and vibration AI processing in sensing devices. GreenWaves was founded in late 2014 with the mission of revolutionizing the market for intelligent sensors and devices with ultra-low energy and cost-efficient solutions. GreenWaves' GAP8 is the industry's first ultra-low-power processor enabling battery-operated Artificial Intelligence (AI) in Internet of Things (IoT) applications.



**Loic Lietar**

CEO



**Valerie Legrand**

Finance HR & Administration  
Director



Sector	Healthtech
Creation date	1997
Employees	90
Country	Italy

**Healthware** is a next-generation integrated consulting group that has been supporting marketing and sales in life sciences through its full-service agency for more than 20 years. Healthware works at the intersection of industry digital transformation and digital health by providing a novel, integrated, solution to large companies and start-ups combining strategy, marketing, communications, technology capabilities with innovation consultancy and a vertical operational corporate venturing arm.



**Roberto Ascione**

CEO



**Fulvio Fortini**

Managing Director



Sector	Electronics & Hardware
Creation date	2009
Employees	100
Country	the Netherlands

**Heliox** is the global market leader in fast charging systems within public transport, marine, mining and port equipment. The premium quality and highly efficient chargers enable operators to improve their performance while lowering environmental impact. Heliox operates on a global level with headquarters in the Netherlands.



**Roel Vissers**

CFO

# HelloPrint

Sector	E-Commerce & Marketplaces
Creation date	2013
Employees	180
Country	the Netherlands

In 2013, we started our company to develop the easiest way of ordering print for business and consumers in the world. Our platform, now live in 8 countries, is serving over 680,000 customers, generating over 500,000 orders per year and our e-commerce white label and API solutions are used by over 70 partners. Our platform now offers a staggering 1,000 product groups with over 10 million standardised product and carrier combinations, ready to order.



**Lennaert Koch**

CFO



Sector	Healthtech
Creation date	2012
Employees	6
Country	Belgium

87% of employees is not engaged at work. Engaged employees produce twice the revenue and 4 times the profit. Interconnecting all generations on the shop floor is a virtually impossible task, and yet **Herculean** succeeds in getting through to them via the power of gamification and in making company messages resonate with their heart through an online employee engagement platform. We use seriousness and fun throughout Hercules Trophy, Hercules Projects, Hercules Academy and Pink Ladies Games to ensure that all employees are pulling in the same direction. In a fragmented wellbeing market, Herculean therefore positions itself as a confidential partner for companies and integrates the various providers into a single solution for the customer.



**Yves Vekemans**

CEO



Sector	Cleantech
Creation date	2008
Employees	38
Country	France

**Hesus** has become a 'greentech' reference and offers the construction industry players the best solutions to optimise the management of their soils, waste and materials. To do so, Hesus organises the logistics, economics and administration of the whole supply chain.

In 2018, Hesus turned over more than €25M, reaching a growth rate of 40% compared to 2017. Over the last year, Hesus managed 1.5 million tons of materials, from more than 350 construction sites. The company operates everywhere in France and since February 2018 in London as well.



**Emmanuel Cazeneuve**

CEO



Sector	Industrial Solutions
Creation date	1999
Employees	127
Country	Spain

**Hiperbaric** is the world leading manufacturer of High Pressure Processing (HPP) equipment for the food industry. Hiperbaric is involved in the design, technological development, production and commercialisation of high pressure processing equipment.

Its reliability, customer support, team work and continuous innovation due to its strong R&D&I effort, are the ingredients for a world leading high tech company.



**David Sagredo**

CFO



Sector	Digital Services
Creation date	2009
Employees	45
Country	the Netherlands

**IceCat**, listed on the NPEX stock exchange since 2017, is a profitable and fast-growing online publisher and syndicator of product information and product reviews for the global e-commerce market. Icecat operates worldwide for tens of thousands of platforms such as Amazon, Ebay, Rakuten, Wehkamp, BOL and some 450 brands, including Philips, Akzo, TomTom, HP, DELL, Lego, L'Oréal and Akzo Nobel.



**Martijn Hoogeveen**  
CEO



Sector	Medtech
Creation date	2011
Employees	40
Country	Belgium

**icomatrix** is the world leader in software solutions to obtain clinically meaningful data from brain MRI and CT scans for patients with Multiple Sclerosis, Traumatic Brain Injury, Epilepsy, Alzheimer's Disease, Stroke, etc. The fully automated icobrain software is FDA approved and has market approval in Europe, Japan, Canada, Brazil, and Australia. Today, icometrix is internationally active, the icobrain software is used in 100+ hospitals and icometrix works with the largest pharmaceutical and healthtech companies.



**Michiel Roels**  
CFO

## ID FINANCE

Sector	Fintech
Creation date	2015
Employees	552
Country	Spain

**ID Finance** operates online-lending platform to provide financial services for underbanked. The company uses machine learning and advanced data science techniques to improve access to competitive financial services. Headquartered in Barcelona, ID Finance has over 350 staff spread across its operations under the MoneyMan and Plazo brands in Spain, Brazil, and Mexico, with R&D located in Minsk, Belarus. The company's founders previously worked in banking including Deutsche Bank and Royal Bank of Scotland. ID Finance saw 236% revenue growth in 2018. The company now has 1.5m registered clients. The Company has been ranked second fastest growing fintech in the FT 1000 list.



**Boris Batine**  
CEO



**Javier Lopez**  
CFO



Sector	Fintech
Creation date	2014
Employees	161
Country	Germany

**IDnow** is an Identity verification services for enterprise customers. Two options are given to customers: either a software-as-a-service or a full-service offering is provided. Revenue is based upon a set-up fee, monthly platform fee, plus a volume dependent pricing.



**Joseph Lichtenberger**  
CFO



Sector	Cleantech
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Creation date	2015
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Employees	80
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Country	France
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**Imeon Energy** produces solar inverters dedicated to self-consumption with storage integrating a artificial intelligence. By acquiring an IMEON solution, the user makes his home energy self-sufficient, for a lower cost per kWh generated than that provided by historical electricity suppliers. The technology IMEON is protected by an international patent.



**Christophe Goasguen**

CEO



Sector	Biotech
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Creation date	2011
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Employees	6
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Country	Germany
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**InfanDx AG** develops products based on biomarkers derived from metabolomics research. Lead product is a diagnostic test on perinatal asphyxia (oxygen deficit during birth) and thereof resulting brain damage.

Our business model is a razor-razorblade model. We sell the analyzers to clinics for almost no margin and we sell the test-kits to those almost 8.000 clinics in US&EU featuring a delivery room. In the DACH & Benelux-Region we focus on own sales people, in the US and rest of the world we believe in contracted distributors and independent sales people from established medtech-brands.



**Jürgen Popp**

Co-fonder, Board Member  
and Investor Relation  
Manager



**Ron Meyer**

CEO



Sector	Biotech
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Creation date	2010
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Employees	60
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Country	Belgium
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**Innovad** develops products for feed and farm application to help create a safer, more sustainable and more productive livestock industry. Our products and services help to improve farm profitability and to reduce the use of antibiotics. Our technical researchers strive to constantly create new solutions, find ways to measure the benefits and optimize efficiency and productivity. Thanks to a dedicated state-of-the-art manufacturing facility near Antwerp in Belgium, Innovad's technology is available in over 70 markets worldwide.

We strive to add value for the long term, and build trust through transparency, communication, collaboration and the power of our people.



**Jamal Al Saifi**

CEO



Sector	Biotech
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Creation date	2009
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Employees	60
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Country	Switzerland
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**InSphero** is the pioneer of industrial-grade, 3D-cell-based assay solutions and 3D organ-on-a-chip technology. Through partnerships, InSphero supports pharmaceutical and biotechnology researchers in successful decision-making by accurately rebuilding the human physiology in vitro. Its robust and precisely engineered suite of 3D InSight™ human tissue platforms are used by major pharmaceutical companies worldwide to increase efficiency in drug discovery and safety testing. The company specializes in liver toxicology, metabolic diseases (e.g., diabetes and NASH liver disease), and immuno oncology.



**Jan Lichtenberg**

CEO



Sector **Agtech**

Creation date **2003**

Employees **93**

Country **France**

**ITK** is a deep Agtech company specialized in Artificial Intelligence applied to agriculture.

itk provides decision support tools for growers to help them decide on their management practice to anticipate the risk and maximize their return on investment. Services cover main commodity crops, high value specialty crops and livestock.



**Eric Jallas**

CEO



**Aline Bsaibes**

Strategy and Business  
Development Director



Sector **Electronics &  
Hardware**

Creation date **2010**

Employees **31**

Country **Spain**

**KDPOF** develops state of the art microelectronics for high speed communications over large core Plastic Optical Fiber (POF). By providing a flexible, robust and affordable Gigabit networking technology that efficiently approaches the theoretical limit of the channel, KDPOF makes Gigabit communication over POF a reality.



**Patricia Perez de Villar**

CFO



Sector **Proptech**

Creation date **2009**

Employees **170**

Country **France**

**Kinaxia** develops innovative and disruptive online services for real estate transaction players.

Preventimmo is the national leader in the dematerialized provision of regulatory planning information with more than 1 million planning documents to more than 10,000 unique customers in 2018. Risk reports, urban planning notes, certificates or constructability studies, Preventimmo offers services that are fast and legally secure without equal. As the first real estate geodecision solution, CityScan makes it possible to enhance the value of any real estate location with more than 120 geolocated indicators.



**Edouard Le Goff**

President



**André Labat**

CEO



Sector **Biotech**

Creation date **2012**

Employees **15**

Country **Switzerland**

**Legacy Healthcare**, a biopharma, has developed the 1st broad spectrum therapy for all forms of Alopecia, the biggest unmet need in dermatology, with an addressable market of \$15B, an only old, harmful or no treatment options. Our first (patented) drug candidate is in Phase II and III in Pediatric Alopecia Areata, Chemotherapy Induced Alopecia and Androgenetic Alopecia. We expect our first drug to reach the market by 2022, as the first treatment approved for Alopecia Areata. Rights to the Chinese market are still available. Our team of 14, mainly PhDs/MDs/Pharm.Ds pharma experts, is based in Switzerland, Japan and US.



**Marcos Val**

CFO



Sector	Fintech
Creation date	2007
Employees	70
Country	France

**Lemon Way** is a pan-European FinTech dedicated to marketplaces, crowdfunding platforms, e-commerce websites and other companies looking for payment processing, wallet management and third-party payment in a KYC/AML - regulated framework. Lemon Way obtained its payment institution licence at the end of 2012 and benefits from the " EU financial passport" in 29 countries. The company employs 70 people from 14 different nationalities based in Paris (HQ) and London.



**Damien Guermonprez**

Executive Chairman



Sector	Healthtech
Creation date	2015
Employees	24
Country	France

Founded in 2015, **Les Opticiens Mobiles** is the leading national network of specialized opticians to work in the living and working environments of both active and frail people (elderly and disabled): at home, in Ehpads, in senior service residences, in medical, health and business establishments and services. Present throughout the country and involved in visual health prevention and coordination, local health professionals travel by appointment with all the necessary equipment to provide the service.



**Matthieu Gerber**

CEO



Sector	Software
Creation date	2011
Employees	260
Country	Germany

**Mambu** is helping financial institutions to rapidly deliver business value in a constantly changing market. Our leading cloud native solution is the driving force behind our clients as they grow, scale and transform to meet evolving digital demands.



**Tim Strunk**

CFO



Sector	Digital Services
Creation date	2011
Employees	251
Country	France

As a key player in digital services, **Metsys** is committed to satisfying its customers' ambitions in their digital transformation projects.

We provide a comprehensive range of services from the audit and design phase to implementation and the support. Relying on our expertise in the consulting and integration business, we work on various fields such as cybersecurity, artificial intelligence, data management, the cloud or even infrastructure.



**Laurent Cayatte**

CEO



Sector	E-Commerce & Marketplaces
Creation date	2003
Employees	70
Country	the Netherlands

**Mijndomein** makes complex things simple for its customers. Enabling them to be masters of their own domain and fulfilling their (online) ambitions. Mijndomein is active in the field of webhosting, connectivity, mobility and energy. We are there for the happy mass, not the happy few.



**Henri de Jong**

CEO



Sector	Medtech
Creation date	2009
Employees	21
Country	Belgium

**Miracor Medical** is a European medical device company dedicated to improve clinical outcome of patients with impaired cardiac function. The company was founded in May 2008 by Professor Dr. Dr. Werner Mohl and the European venture capital firms Earlybird and Delta Partners. Miracor develops and studies the PICSO® (Pressure-controlled Intermittent Coronary Sinus Occlusion) Impulse System consisting of a driving console and associated catheters for improving outcomes for severe heart attack patients. The Miracor PICSO Impulse System seeks to increase blood flow to the affected heart tissue, thereby improving the overall heart function after a heart attack. Recent Clinical Studies have successfully demonstrated the positive effects of PICSO on infarct size reduction in acute heart attack patients. The company is conducting further clinical trials to document the safety and effectiveness of the PICSO Impulse System in heart attack patients undergoing coronary revascularization with percutaneous coronary intervention (PCI-stenting). Miracor has won several innovation awards and completed financing rounds raising venture capital and public funding.



**Bertrand Grimmonpré**

CFO



**Olivier Delporte**

CEO



Sector	Software
Creation date	2012
Employees	309
Country	France

**Mirakl** is powering the platform economy by providing the technology and partner ecosystem needed to launch an e-commerce marketplace. With the Mirakl Marketplace Platform, both B2B and B2C businesses can offer more, learn more, and sell more. Over 200 customers in 40 countries trust Mirakl's proven technology and expertise including Hewlett Packard, Best Buy Canada, Carrefour, Toyota Material Handling, and Walmart.



**Marie Best**

CFO



Sector	Agtech
Creation date	2011
Employees	75
Country	France

**Naïo Technologies** is an integrated robotics platform which delivers the autonomous robots that agriculture needs for its forthcoming mutations.

Naïo manufactures agricultural field robots with the aim of:

- Automating time-consuming and manpower demanding tasks
  - Allowing for new forms of plant cultivation management.
- Naïo allows farmers to transition their farms using the current changes of the market driven by the rise in precision farming: sustainable farming with better yield and profitability by automating, measuring, and scientifically managing cultivations.

Naïo is the worldwide leader on this market with more than 140 robots sold as of today.



**Olivier Martineau**

CFO



Sector	IoT
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Creation date	2013
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Employees	60
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Country	France
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**NDMAC Systems** is reinventing the pub of the 21st century, with hard and soft, social and open, technological solutions. We do so by offering a unique connected consumption experience to our customers, by improving the operational and financial performance of pubs, and by encouraging the emergence of craftbeer producers.



**Jean-François Istin**

CEO



**Christopher Spencer**

Partner



Sector	Software
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Creation date	2005
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Employees	73
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Country	France
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**Neotys** is an Independent Software Vendor (ISV) who provides a load testing tool called NeoLoad to a global market. In a digital world, user expectations for application performance are extremely high. Optimal application performance is a key business imperative and company must ensure the scalability and robustness of their applications before going live.



**Stéphane Jammet**

CEO



Sector	Fintech
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Creation date	2011
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Employees	84
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Country	Switzerland
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**NetGuardians** is an award winning Swiss FinTech. Established in 2007, we help over 50 Tier 1 to Tier 3 banks worldwide to fight financial crime. NetGuardians developed the smarter artificial intelligence solution made for banks to proactively prevent fraud. We empower our clients by providing AI technology together with contextual information and great user experience.

Banks using NetGuardians' solution achieved 83% reduction in false positives, saved 93% of the time lost in fraud investigation, and prevented new fraud cases. We were recognized as Gartner Cool Vendor in 2015 and Chartis RiskTech 100 Vendor in 2018 and in 2019.



**Frédéric Crettenand**

Finance Director



Sector	Digital Services
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Creation date	2015
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Employees	50
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Country	Switzerland
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The 4th industrial revolution is about connecting the physical and digital worlds. For this to happen, softwares need to understand the world we live in and hence need a machine-readable world.

This machine-readable world is called the « Mirror World » and could be seen as the world wide web of the 4th industrial revolution.

**Nomoko** builds the underlying database and the infrastructure that will power this whole revolution : a platform where the MirrorWorld is accessible and can be interacted with.



**Vincent Pedrini**

CFO



Sector	Biotech
Creation date	2017
Employees	8
Country	the Netherlands

**NorthSea Therapeutics** is a pan-European biotech company with the aim to develop novel and innovative therapeutic strategies for NASH and other metabolic, inflammatory and fibrotic diseases.

The lead program, icosabutate, is the first-in-class Structurally Engineered Fatty Acid (SEFA) in late stage clinical development for NASH.

Non-Alcoholic SteatoHepatitis (NASH) is the leading cause of liver disease affecting an estimated 15-30 million patients in the US, western Europe and Japan. Today the treatment options available to NASH patients are limited. In addition to targeting NASH, NorthSea is evaluating the potential of various SEFAs in other metabolic, inflammatory and fibrotic diseases.



**Jan de Wet**

VP Finance



Sector	Healthtech
Creation date	2009
Employees	45
Country	Belgium

**Nyxoah**, a healthtech company, is focusing on the development of innovative solutions and services for sleep related disorders. The company received CE Mark approval for its Genio® system in Europe in March 2019. The Genio® system is the world's first and only battery-free, leadless and minimally invasive neurostimulator, capable of delivering bilateral hypoglossal nerve stimulation for moderate to severe OSA patients who have failed conventional Positive Airway Pressure (PAP) therapy.



**Enrique Vega Becerro**

CEO



**Fabian Suarez Gonzalez**

CFO



Sector	E-Commerce & Marketplaces
Creation date	2010
Employees	40
Country	France

**Obiz** designs and leads customer relation marketing programs for large groups ("the customers"). The latter use the Obiz platform to target, conquer, and build customer loyalty ("the beneficiaries") by setting up benefit programs and promotional offers in sport and leisure, well-being, fashion, and everyday goods and services (high-tech, hairdressing, etc.) through a network of partners.



**Brice Chambard**

CEO



Sector	Healthtech
Creation date	2012
Employees	14
Country	Germany

**oncgnostics** develops, based on proprietary epigenetic biomarkers, highly reliable molecular in vitro diagnostic (IVD) tests for screening, follow-up care and therapeutic decisions in cancer diagnostics. The company is a spin-off from University Hospital Jena and was founded 2012.



**Peter Haug**

CFO

# origenis

Sector	Biotech
Creation date	2005
Employees	27
Country	Germany

**Origenis GmbH** is a privately-held German biopharmaceutical company with a proprietary platform for AI drug discovery and development, resulting in significant IP generation and strong patent protection. Origenis' unique approach to small molecule medicines creates better Preclinical Development Candidates (PDCs) faster by identifying non-obvious connections between targets, chemical compounds and the specific properties needed to make them promising drugs candidates. The platform features Cippix®, a unique tool for evolutionary learning with data extracted from patents; MolMind® for optimal decisions and minimal attrition; MOREsystem® for the alignment of novel compounds to targets with real-life chemical synthesis routes and BRAINstorm™ for ADME-tox.



**Peter Seuffer-Wasserthal**

CBO

## ORTHO BALTIC

Sector	Medtech
Creation date	2001
Employees	155
Country	Lithuania

**Ortho Baltic** owns unique business model which is based on the merge of industrial mass-customization and knowledge engineering.

The company's activities focus on the niche market of patient-specific medical devices, the main markets are Benelux, Scandinavia, Germany and Switzerland with more than 94% of the output. Established in 2001 with 142 people in staff company breaks down its business into Prosthetic & Orthotic (P&O) product line, implants (including joint endoprosthesis) and IT technology development line. Ortho Baltic is certified for compliance to ISO 9001, 14001, 13485 and 27001 standards and its product line includes the most sophisticated Class III devices.



**Gediminas Kostkevičius**

CEO

## OSIVAX

Sector	Biotech
Creation date	2017
Employees	16
Country	France

**Osivax** is a clinical-stage biotech company focused on vaccines and immunotherapies.

Osivax mission is to revolutionize influenza prevention with a universal flu vaccine for both current and future Influenza infections by leveraging its unique oligoDOM® technology platform. The most advanced candidate, a broad-spectrum A-strain flu vaccine is in Phase 1 clinical development. Beyond its universal influenza vaccine program, Osivax is developing a diverse pipeline of vaccines and immunotherapies leveraging the oligoDOM® platform. Osivax has raised 11M to date (dilutive + non-dilutive) and has a team of 14 employees based in Lyon, France and Liège, Belgium.



**Alexandre Le Vert**

CEO



Sector	Digital Services
Creation date	2015
Employees	30
Country	Portugal

**Polygon** developed Biometrid, a platform for digital identification and authentication, that allows a seamless and safer digital relation with customers: open remote accounts; deeplinking for transactions; strong authentication using biometrics; IoT security token; and identification in physical location.

Polygon is a successful provider of many Banks in different geographies such as Poland, Czech Republic, Spain, Portugal or the US, including 3 tier 1 global Banks.



**Fernando Moreira**

Founder & Legal Representative



**Alberto Lima**

CEO

**PROPHESÉE**  
 META-VISION FOR MACHINES

Sector	Electronics & Hardware
Creation date	2014
Employees	105
Country	France

**Prophesee**, founded in 2014, is the inventor of the world's most advanced neuromorphic vision systems.

Prophesee's patented technology breakthrough introduces a new computer vision paradigm based on how the human eye and brain work to dramatically improve the efficiency of Computer Vision and Artificial Intelligence. Like the human vision, Prophesee's Event-Based Vision dynamically captures only the most useful and relevant events of a scene. This allows for major reductions of power, latency and data processing requirements imposed by traditional framebased systems.



**Luca Verre**  
CEO



**Lise Ferrieres**  
CFO

**REDAVIA**  
 SOLAR POWER

Sector	Cleantech
Creation date	2012
Employees	15
Country	Germany

**Redavia** is an industry leader in commercial and industrial solar power. We provide solar farms to businesses in West and East Africa. With a proven track record in cost-effective, reliable and clean energy, REDAVIA is committed to using solar energy as a key driver for sustainable development.



**Erwin Spolders**  
CEO



**Oliver Keilhack**  
CFO



Sector	Digital Services
Creation date	1999
Employees	311
Country	Spain

**S2 Grupo** is a company specialized in cybersecurity and critical information infrastructure protection (CIIP), led by a team of engineers and experts whose mission is to help society and its stakeholders to mitigate the new technological and cyber risks.

S2 Grupo started its activity in this area in 2004 and becoming a leading actor in the security industry at national level, growing internationally in the recent years. S2 Grupo operates in Europe, North and South America, with offices in Spain, Portugal, Belgium, Mexico and Colombia. Consistent investment in R&D has made S2 Grupo a technological leader at the European level.



**Miguel Juan**  
CEO



**José Rosell**  
CEO



Sector	E-Commerce & Marketplaces
Creation date	2013
Employees	87
Country	Italy

Founded in 2013, **Sailogy** is the leading European online charter agency with the widest range of boats ready to be booked in just a few clicks. Sailogy offers more than 22,000 boats in 800 destinations, from the Mediterranean to the Caribbean, and has clients from 84 countries. With its sophisticated proprietary technology connected to the best platforms and existing databases, Sailogy provides to its clients the best selection of professional boats with original photos, descriptions and detailed equipment.

We play with the aim of making sailing holidays accessible to everyone with comfort and safety.



**Mantio Accardo**  
CEO



**Federico Spasciani**  
CFO



Sector	Healthtech
Creation date	2013
Employees	25
Country	Poland

**SDS Optic** based in Lublin, Poland, one of the highest ever granted SME Instrument (Horizon2020) in the health area, is a cutting-edge biotech & medtech company specialising in connecting vast molecular biology & medical knowledge with technical skills to create solutions that can revolutionise healthcare diagnosis worldwide. Our vision is to help increase cancer survival by 30% by 2030 with smart cancer diagnostics, with disruptive breakthrough technologies merging targeted cancer therapies with targeted responding patients and by monitoring targeted cancer treatments.



**Marcin Staniszewski**  
CEO



**Mateusz Sagan**  
Chief Business Officer /  
Supervisory Board Member



Sector	Electronics & Hardware
Creation date	2000
Employees	105
Country	Belgium

**Septentrio** designs, manufactures and sells highly accurate GPS/GNSS receivers, for demanding applications requiring accuracies in the decimeter or centimeter range, even under difficult conditions. Whether it is on the high sea, in scintillation prone areas or at high latitudes, our customers know that Septentrio receivers deliver fast, accurate and reliable positions. In urban canyons, under canopies or even under circumstances where there is deliberate interference, our receivers make our customers excel.



**Tony Smeets**  
CFO



**Enzo De Proft**  
Finance Manager



Sector	Software
Creation date	2019
Employees	551
Country	Belgium

Unifying content and coaching in a single, powerful platform. A superior buying experience is built on a foundation of sales excellence: smart and skilled salespeople who bring value to buyers with relevant information and insights.

By combining interactive selling experiences with industry-leading sales coaching, **Showpad** empowers the modern consultative seller to engage with buyers as a trusted advisor.



**Jacob Quartier**  
VF Finance



Sector	Fintech
Creation date	2005
Employees	46
Country	Germany

**Silicon Line GmbH** is the global leader in ultra-low-power optical link technology enabling thin, lightweight and long high-speed cables for consumer electronics, commercial and industrial applications. Silicon Line develops and manufactures the tiny, proprietary integrated circuits and "optical engines" needed to convert electrical signals to optical signals and back again. It also produces cable modules - the electronics inside cable-end connectors - where optical fiber is joined to the optical engines. Together, they allow for the simple, low-cost, high volume assembly of active optical cables for HDMI, DisplayPort, USB3 and VR enabled devices.



**Katrin Gravier**  
CFO

# SIQENS

Sector **Cleantech**Creation date **2012**Employees **18**Country **Germany**

**Siqens** is replacing more costly diesel/gasoline generators and making commercial electric vehicles independent from charging infrastructure with a 99% cleaner, 70% cheaper, maintenance-free battery charger, which is based on patented methanol fuel cell technology.



**Thomas Esser**

Director Sales & Investor Relations

# SPARINGVISION

Developing Vision Saving Treatments

Sector **Biotech**Creation date **2016**Employees **5**Country **France**

**SparingVision**, a biotech company develops SPVN06, a breakthrough treatment of Retinitis Pigmentosa, an orphan, blinding inherited retinal disease (2 million patients worldwide).

SPVN06 uses a gene therapy-based approach, independent of mutated genes. By a single subretinal injection, SPVN06 prevents and stops degeneration of cone photoreceptors, first step in the disease evolution, leading to total blindness. The first clinical trial will begin in 2020.

SparingVision is an agile company, a smart mix of an experienced team, a strong scientific expertise from Vision Institut (Paris), world renowned Scientific advisors and supportive investors such as Foundation Fighting Blindness (US), Fondation Voir&Entendre and Bpifrance.



**Florence Allouche**

CEO

# studyportals

Sector **Edtech**Creation date **2009**Employees **190**Country **the Netherlands**

Every year, **Studyportals** changes the lives of millions of students. We enable them to explore all their study options in one place and to find the right study programme that matches their needs, goals, and preferences. In order to succeed in this mission, we work with over 3,200+ universities, business schools, law schools, and pathway providers who are eager to diversify their campuses and attract the right students from all over the world.



**Feico de Zwaan**

CFO

# SUM.CUMO

Sector **Insurtech**Creation date **2010**Employees **156**Country **Germany**

**sum.cumo** is a consulting and software development company for the insurance and lottery industries. With 130 employees and from offices in Hamburg, Düsseldorf and Zurich, sum.cumo helps customers to build digital business models based on customer insights and Internet technology.



**Jonas Schroeder**

CFO



Sector	Corporate Innovation
Creation date	2011
Employees	220
Country	Italy

**Talent Garden** is the place for explorers and innovators, having its mission to create vibrant local platforms that empower digital tech communities and connect them globally. The company offers a platform to work, learn and connect based on the offering of innovation campuses to offer services of coworking, education, and events.

Customers are startups, freelancers, established companies, students that operate in the digital industry at any level. The campuses are present in several European countries as the company is rapidly expanding abroad from Italy.



**Davide Dattoli**

CEO

## TALENTSOFT

Sector	Software
Creation date	2007
Employees	700
Country	France

**Talentsoft** is the European leader in cloud-based talent management and learning software. The company serves 2,000 clients and 9 million users across the world, and in 27 languages. Its digital platform fosters interactions and transforms employees' work experience. Talentsoft offers a unique combination of core HR and ready-to-use HR analytics dashboards, and fully leverages the synergies between competency management, career paths, and learning opportunities. The application covers core HR and the entire talent management cycle: recruiting, onboarding, performance, talent review, competencies development, learning and compensation.



**Jean-Stéphane Arcis**

CEO



Sector	Digital Services
Creation date	2016
Employees	125
Country	Italy

**The Digital Box S.p.A.** develops Artificial Intelligence (AI) technologies and Mobile Platforms for Digital marketing. The leading products are ADA (SaaS software for marketing agencies and marketers) and ALGHO (SaaS platform for the development of 3D conversational assistants).



**Roberto Calculli**

CEO



Sector	Cleantech
Creation date	2013
Employees	330
Country	Germany

Berlin based energy startup which has digitized the complete customer journey for heating system retrofit, from lead generation online, to selling, planning, financing and installing the heating system, to after-sales. Consumers can buy or lease their heating system from **Thermondo** to reduce their energy costs. Thermondo has become Germany's largest heating installer and has 320 employees.



**David Hanf**

CFO



Sector	Digital Services
Creation date	2009
Employees	80
Country	France

**ViaDirect** is the interactive solution which guides and informs visitors of public places.

ViaDirect commercialises two solutions:

- VDOrientation: orientation tables to guide visitors through shopping malls, airports, hospitals etc.
- ViaDirect Building: the connected signage for tertiary buildings, with connected presence detection, room reservation display, occupancy light signage.



**Renaud De la Baume**

CEO



Sector	Fintech
Creation date	2005
Employees	110
Country	France

**Viareport** helps CFOs to run their finance as a business. As a leading company in Financial Reporting and consolidation, Viareport builds Cloud applications and run SaaS platforms for Auditing firms and firms in the middle market. More than 900 groups and almost 8000 users use our solutions daily. Viareport's activity is based on 2 complementary layers:

- Viareport Cloud applications dedicated to Consolidation, Financial and Management Reporting
- Business and IT Services with strong expertise focusing on financial GAAP and IT performance optimization.

Viareport's business model is composed for more than 50 % of recurring revenues from Cloud applications and Services. The other 50 % is represented by Consulting services dedicated to large companies.



**Emmanuel Amon**

CEO



Sector	Mobility
Creation date	2016
Employees	85
Country	France

**Virtuo** is an instant car rental solution to create a new way to « consume » cars based on a customer first approach and believing in the power of technology. With Virtuo, no surprises the car you get is the car you booked.

Standardized fleet of great and safe cars, checked and cleaned after each rental With Virtuo we are building a new way for car manufacturers to “distribute” their latest cars and for city dwellers and travelers to “consume” and “experience” cars for long distance trips.



**Alexandre Perrin**

CFO



Sector	Electronics & Hardware
Creation date	2015
Employees	258
Country	Spain

**Wallbox** develops, produces and commercializes smart chargers for all kind of electric vehicles on a market which is increasing exponentially on a yearly basis. We have several contracts with utilities and OEMS ( automotive manufacturers). We are a global company with presence in Europe, USA and China (jv with FAWSN, biggest Chinese automotive manufacturer ).



**Jordi Lainx**

CFO



Germany	Software
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Creation date	2016
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Employees	45
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Country	Portugal
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**WeTek** provides video distribution solutions and consultancy, helping players within the industry to reach wider audiences and expand their monetization channels. With over 10 years in the business, WeTek has become a trusted voice in the community and a true one-stop shop for reliable and efficient tools, with easy deployment.

WeTek is made of people who care and every project becomes our mission.



**André Carvalho**

CFO



**Hugo Condesa**

CEO



Sector	Software
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Creation date	2010
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Employees	21
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Country	Belgium
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**WooRank** is a web intelligence company that builds easy-to-use tools to improve online performance. These tools extract meaningful insights and provide actionable advice so businesses can build their audience, grow revenues and stay ahead of their competition.



**Adam Lynch**

CEO / CMO



Sector	Artificial Intelligence
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Creation date	2012
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Employees	34
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Country	Spain
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**Xesol Innovation** work to reduce accidents and deaths and boost the efficiency and quality of mobility with innovative technology while keeping our commitment to the environment. Xesol Innovation is an Artificial intelligence company, applying computer vision in three different areas: industrial safety (avoiding accidents involving people and vehicles), smart cities (helping to improve mobility) and driving assistance (helping to reduce accidents).



**Jose Nogueira**

CEO



**Sergio Hernández**

Business and Strategy Director / VP



Sector	Software
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Creation date	2015
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Employees	109
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Country	the Netherlands
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**ZIVVER** is a software as a service (SaaS) company that provides a platform solution to prevent data leaks in communication. Our product is developed in-house. Through marketing and sales we reach out to prospect and enter into long term licenses with companies that take secure communication and data leak prevention serious. We strive for a fully automated sales and implementation cycle (especially for SMB). This is however not yet reality and manual activities in the sales and implementation journey are momentarily required. We will nevertheless continue to provide the necessary implementation and support consultancy, for those who seek technical guidance and to ensure great user experience.



**Reinout Bautz**

General Counsel



**Wouter Klinkhamer**

COO



Sector	Software
Creation date	2010
Employees	19
Country	Ireland

**Akari Software** has gained an international reputation for being a leader in curriculum management processes and software. Working with international clients in Ireland, the UK, Middle East, Malaysia, Australia and New Zealand, Akari Software has now established that Curriculum Management is indeed a new category of University Management software that has largely been ignored by the software industry. It is now accepted that the management of Higher Education cannot be really effective without a full understanding of the curriculum and the ability to use data collected therein for effective analysis and management.



**Eoghan O'Leary**  
Executive Chairman



Sector	Software
Creation date	1999
Employees	62
Country	Ireland

**Cora Systems** which was founded in 1999 is a worldwide leader in providing enterprise project and portfolio management solutions to global organizations and exports to 51 countries around the World. Cora Systems has grown by more than 50% year-on-year from 2017-2019 – in revenue and staff numbers. It has offices in Ireland (Carrick on Shannon- HQ), UK and US with 75 staff. Cora works with some of the biggest brands in the world, e.g. PWC (UK and Global reseller) Novartis (Switzerland), United Technologies (USA) Allergan Pharmaceuticals (USA), BT (UK), Honeywell Building Solutions (Worldwide), Teleflex Medical (Ireland, USA), NHS (UK) as well as numerous government bodies in the UK and Ireland.



**Sarah Sweeney**  
CFO



Sector	IoT
Creation date	2005
Employees	100
Country	Ireland

**Cubic Telecom** is a global connectivity platform company offering solutions for leading Internet of things (IoT), machine-to-machine (M2M) and device manufacturing companies across the globe. As a proud member of the GSMA, we provide connectivity in up to 180 countries, boasting the most robust network, device and retail partnerships worldwide. With our flexible over-the-air (OTA) device management, we are experts in enabling global scalability with local connectivity anytime, anywhere. Our partners and customers include some of the world's leading Fortune 100 tablet and notebook manufacturers, retailers, and M2M and automotive companies. Our clients believe in our work. They include Audi, Volkswagen, Panasonic and Woolworths.



**David Mc Manamon**  
CFO



Sector	Healthtech
Creation date	2013
Employees	38
Country	Ireland

**Health Beacon** is a medication adherence technology company. We develop smart tools for managing medication. The HealthBeacon is a smart sharps bin for patients who self-inject medications at home. It is digitally connected and programmed with your personal medication schedule, and uses customized reminders to help you start and stay on track with your medication properly. HealthBeacon has tracked over 270,000 injection events across the EU and USA to date.



**Jim Joyce**  
CEO



Sector	Electronics & Hardware
Creation date	2014
Employees	10
Country	Ireland

**Hub Controls** wants to eliminate domestic energy wastage and help households transition to cleaner energy sources. HUB Controls manufactures sells smart thermostats in residential dwellings in Ireland, UK and the US. HUB Controls monetises household energy consumption and efficiency data gathered by our smart thermostat by selling data insights to market participants such as energy market supply companies and regulators. These insights enable these parties to save money, retain or increase market share and reduce Green House Gas emissions.



**Conor Fahey**  
CFO



Sector	Software
Creation date	2013
Employees	35
Country	Ireland

**Xtremepush** is the complete digital engagement platform, purpose-built for multichannel marketing. It empowers brands to deliver personalised, relevant and real-time messages across email, web browser, mobile app, SMS and social messengers. The platform is completely modular and combines enterprise grade analytics with a full suite of optimization and automation tools. This provides brands with accessible and actionable data, enabling them to unify the silos, create dynamic customer experiences and execute core business goals at speed and scale.



**Kevin Collins**  
CTO



# Partners Belgium



# 4

Reliance

**4Reliance** is an independent corporate finance firm based in Brussels and Paris. We are active in mergers & acquisitions, equity & debt financing as well as IPO services for small and mid-size companies.

We are driven by the idea that corporate finance serving a well-defined strategy is a tremendous way to create value for business. We privilege personal and sustainable approaches which lead us to develop longstanding relations with our clients.

Our experience goes back to early 2000's with complementary professional backgrounds and key sectorial focus in Life Sciences, Animal care, Industry and Business & Financial Services.

We completed more than 150 transactions representing a deal value exceeding EUR 1.5 billion.

## Baker McKenzie.

**Baker McKenzie** is one of the most active global capital markets firms. With an unrivalled presence across 47 countries, we offer broad resources to help plan and execute viable, innovative capital structures anywhere in the world.

Our team of over 400 capital markets lawyers, including notably in Amsterdam, Brussels, London and Paris, work collaboratively across Europe, ensuring that we provide strong, integrated local coverage with international expertise. Working closely with other our specialists in M&A, private equity and banking & finance, we bring the right talent to every issue, providing sound legal and

commercially focused advice on high-stakes corporate fundraising transactions. Baker McKenzie has assisted some of the world's largest companies across a wide range of industries in landmark offerings.

Over the past three years, our Global Capital Markets practice has been involved either as issuer's or underwriter's counsel in over 360 equity and debt offerings, valued aggregately at approximately USD 96 billion. The Bloomberg half-year 2018 legal adviser rankings placed Baker McKenzie in 1<sup>st</sup> place for advising issuers on IPOs in EMEA.

## CLIFFORD CHANCE

We are one of the world's pre-eminent law firms, with significant depth and range of resources across five continents. As a single, fully integrated, global partnership, we pride ourselves on our approachable, collegial and team-based way of working. We always strive to exceed the expectations of our clients, which include corporates from all the commercial and industrial sectors, governments, regulators, trade bodies and not-for-profit organisations. We provide them with the highest-quality advice and legal insight, which combines the Firm's global standards with in-depth local expertise. Many of the world's leading organisations look to **Clifford Chance** not just for legal expertise but for advice on business critical issues. They place us in this position of trust because:

- We expect our people to put the interests of our clients first: we invest in understanding client organisations, their operating context and the opportunities and challenges they face.
- We give practical advice: we draw on the huge range and depth of our expertise to develop commercial, effective solutions for clients.
- We believe in the power of teams, rather than individuals: to secure successful outcomes, we bring together groups of people with just the right mix of sector, product and jurisdictional knowledge.
- We invest for the future: we have always taken the view that we must invest today to build the firm our clients will need 15, 20 or more years into the future. As a result, our resources are second to none, whether our people, our know-how, our approach to client service, or our sheer geographic footprint across 32 major financial centres across the Americas, Asia Pacific, Europe, the Middle East and Africa.

As a leader in our field, we are rightly held to high standards in all we do. We are committed to inspiring the trust of our stakeholders by making Responsible Business a central part of our strategy. This encompasses how we do business and manage risk, as well as our commitment to our people, communities and the environment.

Last, but not least, we aim to be easy to work with, down to earth and approachable.



**Cresco** is a premier business law firm primarily dedicated to the business and legal needs to entrepreneurs, emerging, growth and established companies and various types of investors, including private equity investors, venture capitalists and strategic corporate investors. We are trusted strategic advisors for numerous leading entrepreneurs, start-ups and scale-ups. Entrepreneurs, growth companies and investors rely on our combination of industry knowledge,

technology acumen and strategic business expertise.

We are known for our deep expertise in corporate and M&A, equity capital markets, venture capital, private equity and fund formation, as well as intellectual property, general commercial matters and a wide variety of technology and other collaboration matters.

Cresco and its partners are consistently ranked as leading law firm and lawyers by prestigious, independent legal rankings guides such as Chambers Global, Chambers Europe, Legal500 and IFLR1000 for i.a. Corporate and M&A, Banking, Finance and Capital Markets, and Information Technology.



**Degroof Petercam** is a reference financial institution with a history dating back to 1871. As an independent group owned by family shareholders with a long term commitment, we serve private and institutional investors as well as organizations.

Our clients benefit from a unique combination of services in private banking, institutional asset management, investment banking (corporate finance and financial intermediation) and asset services. We manage over 50 billion euro in assets for private investors and families, corporates, pension funds, universities, insurance companies, governmental and non-profit organizations.

Headquartered in Brussels, we employ around 1 350 professionals through offices in Belgium, Luxemburg, France, Switzerland, Spain, the Netherlands, Germany and Italy.



**KBC Securities** is the leading domestic debt equity house in the core markets of the KBC Group. We focus on both institutional and retail customers. We specialize in Institutional Brokerage, Retail Brokerage, Securities Services, M&A, Debt/Equity Capital Markets and Debt & Equity Research. Building long-term client relationships is key to our business. KBC Securities creates added value through a thorough knowledge of its local markets and companies, by offering both local as well as cross border solutions. KBC Securities is present in Belgium and selected East European countries with a specific focus on Small & Mid Cap Companies. KBC Group, our parent company, is an integrated bancassurance group, catering mainly for retail, SME and midcap customers. It concentrates on its home markets of Belgium and certain countries in Central and Eastern Europe. Elsewhere around the globe, the group has established a presence in selected countries and regions.

KBC Securities was awarded in 2015 No 1. Equity Finance House and Brokerage House Derivatives Market.



**Kempen** offers asset management, corporate finance advice and a full range of securities services. Kempen is a subsidiary of Van Lanschot Kempen; a union of two specialised financial boutiques and the oldest independent financial institution in the Netherlands. For a combined four centuries, we have dedicated our financial craftsmanship to helping clients achieve their goals. Van Lanschot offers a variety of private wealth management solutions. Kempen corporate finance and equity capital markets focuses on a number of international sectors (life sciences, real estate, infrastructure and fintech). Within these sectors we know the companies, investors and the latest developments and trends. These insights enable us to provide our clients

with invaluable support in the area of mergers and acquisitions, IPOs and equity capital markets. Our clients choose Kempen for our independent advice and our dedication to achieve results that exceed their expectations.

# Linklaters

**Linklaters** is a leading global law firm active since 1837. Linklaters has offices in 29 major business and financial centres in 20 countries around the world. Our worldwide operations comprise more than 2,600 lawyers providing access to market-leading practices and experts. This provides a consistent quality of service across the globe, while ensuring that our clients have one responsible point of contact. In Belgium and France, Linklaters is recognised as the market-leading law firm, with a presence in the Belgian market since 1969 and offices in both Brussels and Antwerp.

We have an established reputation as a world leader in the field of capital markets transactions. From debt and equity issues through to derivatives and structured finance, our market-leading capital markets practice advises on the full range of UK, U.S. and domestic laws through our global network of offices.

In Belgium, our capital markets lawyers have advised on most of Belgium's landmark transactions. Thanks to its sheer size and the breadth of its expertise, our corporate team also has the unique capability to cover intense parallel workstreams in complex IPOs, "dual track" sale processes (where a company prepares for an IPO and for a sale at the same time) or auction sale processes where negotiations with several bidders are held in parallel.

# Merodis

**Merodis**, the Belgium member of the M&A network euroMerger, is an independent financial advisory firm located in Brussels, Belgium providing small and middle-market companies with a wide range of financial advisory services related to mergers, acquisitions, divestitures, capital raising (including ECM deals), strategic consulting and equity research.

Whether you are looking for acquisition targets, a buyer for specific - or all of your - assets or looking for different sources of financing, Merodis is your best choice.

Our expertise is backed by:

- The team's 80 years+ of cumulative experience in evaluating and valuing companies and negotiating letters of intent, joint venture agreements, MBO, asset and securities purchase agreements and mezzanine agreements;
- Our deep knowledge of the Western European financial markets and the general European business and political environment;
- Our experience and network with various financial institutions and local law firms and our ability to lead a transaction.

Our primary goal is to earn your confidence to create a sound base for a long term professional relationship. We apply all of our efforts, skills, knowledge and enthusiasm to close a successful deal for you, and this, on a timely and cost-effective basis.



At **PwC**, our purpose is to build trust in society and solve important problems. We're a network of firms in 157 countries with more than 223,000 people who are committed to delivering quality in assurance, advisory and tax services.

PwC refers to the PwC network and/or one or more of its member firms, each of which is a separate legal entity.



**Whyte Corporate Affairs** is a Belgian, independent corporate affairs company. We deliver corporate communications and public affairs advice and support, with a specific expertise in financial communication, crisis communication and issue management. Whyte Corporate Affairs is a dynamic company committed to the highest standards of communication consultancy. Whyte Corporate Affairs stands apart thanks to its refreshing entrepreneurship, built on solid foundations:

- a solid team of seasoned consultants with strong reputation
- a proven track record
- a highly complementary team, consisting of Dutch and French speaking consultants
- a diverse client portfolio across a large range of industries
- a vast network of reputable partners and contacts
- an integrated corporate affairs approach
- a clear vision and proven methodologies on how to manage clients' stakeholders, issues and crises in support of their reputation, their interests and their business objectives.



# Partners France



actifin  
communication financière

Our team of around twenty professionals with diverse profiles (in finance and communication) advises executives on their communication strategy adapted to the specific expectations of the financial community, the media and other stakeholders.

Our expertise is based on a perfect knowledge of the media, stock market and financial circles and is built on the quality of networks set up over 20 years ago.

A few figures:

With 18 employees, **Actifin** supports nearly 50 companies in all sectors of activity and participated in the initial public offering of approximately 88 companies, mainly on NYSE Euronext (46) and NYSE Alternext (42)

  
**ACTUS**  
finance & communication

Founded in 1992, **ACTUS** is a leading French corporate and financial communications consultancy for growth companies.

With a team of some twenty employees, ACTUS advises and accompanies business leaders in defining and implementing communication strategies aimed at the financial community (banks, institutional investors, individual shareholders) and economic and financial media (written press, radio, TV, internet, social networks).

ACTUS assists companies at every key stage in their development:

- Financial communications for listed companies in order to maximise their visibility, liquidity and market valuation;
- IPOs and financial transactions (capital increases, bond issues, etc.) to secure new capital and financing;
- Corporate communications to raise their market profile and shape public perception.

Today, close to 100 listed and unlisted companies have entrusted their economic, corporate and financial communications to the teams at ACTUS.



**Allinvest** assists entrepreneurs, managers and shareholders, at all the stages of development of their companies and in their economic challenges, through 4 activities: Corporate Finance, Brokerage, Asset Management and Crowdequity.

Invest Corporate Finance: an expert and creative vision of investment banking.

Financial advisory for listed and unlisted companies and their strategic, financial or family shareholders. Our team assists companies in structuring their IPOs, securities issues and market transactions.

Invest securities: a full broker

Since 2006, Invest Securities has become one of the most active investment services providers for asset managers and issuers, to whom we provide a global and personalized offer with equity research department, brokerage, issuer services, market transactions and back-office services.

- 120 experts to advise your strategic and financial decisions.
- +400 operations since 2006 including:
- 48 international transactions (Europe, Asia, US)
- 75 IPO on Euronext Markets

## CALYPTUS

Because access to key financial resources often depends on communication, **Calyptus** advises SMEs executives on their financial and corporate communication and delivers tailor-made programmes that bring together investor relations, public relations, publishing and advertising.

Calyptus helps businesses – listed or not – to better determine their identity and optimise their valuation thanks to an accurate market positioning, a well-planned and well-implemented communication strategy and an enhanced brand image.

With its tailor-made approach, Calyptus is led by the expertise and personality of its consultants, who combine high-level know-how in the fields of finance and communications, to provide each of their customers commitment, motivation and effectiveness on a daily basis. Calyptus has a track-record of about 40 IPOs and advises companies in many sectors, such as ADL Partners, Antevenio, April, Astellia, Atari, Avanquest, Coil, Cogra, Harvest, Kindy, Lanson BCC, Lucibel, Mc Phy Energy, Nactis, Parrot, Promeo, Quantel, Rentabiliweb, Riber, Rougier, UCAR, Uniti, Vacalians, ...

## CM-CIC Market Solutions

**CIC Market Solutions** is the CIC business unit that handles capital market activities for clients of the Crédit Mutuel-CM11 Group, a major French banking group with EUR40.6bn in shareholders' equity at 30 June 2017. CM-CIC Market Solutions consists of five business lines (primary markets, secondary markets, investment solutions, custody services, and research) serving professional and corporate investors. It advises corporates on the various aspects of financing on capital markets.

Historically, CM-CIC Market Solutions has managed the IPOs of one out of every five companies in France, including several EnterNext stocks (Abeo, Direct Energie, Euronext, Osmozis, Visiativ). It handled seven such flotations in 2015 and 2016, and 31 bond issues for large companies and SMEs via Euro-PP in 2016. CM-CIC Market Solutions was the advisory bank and bookrunner for the first company from TechShare to be floated on the Paris Stock Exchange. In addition to helping companies find investors, CM-CIC Market Solutions provides securities services (share ledger, dividends, AGMs, delisting, financial communication) for more than 150 listed companies.

As a founding member of the multi-local brokerage network ESN (European Securities Network), CM-CIC Market Solutions works with 100 analysts and a 150-strong sales team deployed in 12 countries. ESN covers 650 listed stocks and has 1,200 investors in Europe.

In New York, our subsidiary CM-CIC Market Solutions, Inc., NASD broker dealer, allows access to US and Canadian institutional investors.

## Deloitte.

In France, **Deloitte** calls on diversified expertise to meet the challenges of its clients of all sizes from all industries - major multinationals, local micro-companies and medium-sized enterprises. With the expertise of its 9 000 professionals and partners, Deloitte France is a leading player in audit, tax, consulting, and financial advisory services to public and private clients spanning multiple industries.

With a globally connected network of member firms in more than 150 countries, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte's approximately 210,000 professionals are committed to becoming the standard of excellence.

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee, and its network of member firms.



#### GROUPE SOCIÉTÉ GÉNÉRALE

The stock exchange company **Gilbert Dupont**, a 100% subsidiary of the Crédit du Nord Group, is an investment services supplier specialising in securities intermediation with a core expertise in the French small and medium-sized companies ("Small & Midcaps") segment.

The resources allocated by Gilbert Dupont to its speciality are amongst the largest in the Paris market, whilst remaining on a human scale that combines a personal approach and reactivity. Its range of services is aimed at:

- Issuers. The stock exchange company accompanies listed companies, or companies aspiring to a listing, throughout their stock market life. Gilbert Dupont is notably ranked no. 1 in liquidity services on Euronext / Euronext Growth in Paris and is one of the Paris market's leading players in Small & Midcaps;
- French and international institutional investors. Gilbert Dupont offers equity and bond advisory and intermediation services, backed by a strong financial research culture;
- Financial establishments and online brokers via order routing services.

**Société Générale** is one of the largest European financial services groups. Based on a diversified universal banking model, the Group employs more than 146,000 people, based in 66 countries, and supports 30 million clients throughout the world in three core businesses:

- Retail banking in France with the Société Générale branch network, Crédit du Nord and Boursorama;
- International retail banking, financial services and insurance;
- Corporate and investment banking.

Within Société Générale, the Mid Cap Investment Banking (MCIB) department supports private and public medium sized companies in their strategic initiatives.

Société Générale Mid Cap Investment Banking capitalises on the strength of the bank's network, its local reach and proximity with the companies, as well as the expertise of its financing and investment bank in terms of advice. MCIB's activity is organised in four business lines: private equity investments, mergers & acquisitions, structured finance & global capital markets. It is fully in line with the bank's commitment towards financing the economy and companies.



The **Jones Day** Paris Emerging Companies team, led by Renaud Bonnet, Charles Gavoty, Jean-Gabriel Griboul and Geoffroy Pineau-Valencienne, has been the leading legal team in France for venture capital and, generally, in accompanying French emerging companies and their industrial and financial shareholders for more than 15 years. With a unique mix of venture capital, private equity, M&A and capital markets experience, the team addresses all of the corporate needs of emerging companies (whether public or private) and their managers or investors at every stage of development from entrepreneurial start-ups to multibillion dollar global corporations, in France and abroad. The team has a very balanced practice, and represents:

- more than 75 emerging companies of all sizes, of which 30 are currently listed, and
- more than 25 financial or industrial investors.

In particular, the team handles more than 40 venture capital financing rounds and 15 M&A transactions every year, and took the lead role in 21 IPOs in the past three years alone, on Euronext (Cellnovo, Amoéba, Safe Orthopaedics, Viadeo, Mainstay Medical, Genomic Vision, Supersonic Imagine, Gentical, TxCell, Medtech, Implanet, Cardio3 BioSciences, Voltalia), Alternext (Tronics, OceaSoft, Clevexel, Pharnext and Enertime) and Nasdaq (Criteo, Cellectis and Talend).



**LAMY LEXEL** is a business law firm, located in Paris and Lyon, accompanying start-ups, SMEs, Mid-Market companies, corporate groups, in France or abroad. Their Teams offer a range of expertise to provide comprehensive, personalized and innovative solutions in corporate law, mergers and acquisitions, labour law, contracts, competition and intellectual property law, tax law, litigation and restructuring.

In addition, LAMY LEXEL carries out numerous stock market operations (IPO, takeover bid, squeeze-out procedure, issue of shares security...) with high added value. The law firm is a French major player, given its specialized expertise and knowledge of the key figures in this specific domain (stock market institutions, listing sponsors, financial services advisors...).

The last three operations with LAMY LEXEL: IPO of Oxatis, public capital increase for ABEO, investor's counsel in specific convertible bonds emission for Archos. And to support companies in all their international projects, LAMY LEXEL is one of the founders and active members of two international networks of business lawyers, PLG International Lawyers & First Law International, with more than 110 law firms located in 75 countries dispersed across all continents. LAMY LEXEL are committed to being a real partner for companies providing them with pertinent advice, combining creativity, responsiveness, pragmatism and transparency.



**Mazars** is an international, integrated and independent organization, specializing in audit, advisory, accounting and tax services.

Operating in over 86 countries, the firm draws on the expertise of 20,000 professionals to assist major international groups, SMEs, private investors and public bodies at every stage in their development.



**Natixis** is the international corporate & investment banking, asset management, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 31.2 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Épargne.

With more than 16,000 employees, Natixis has a number of areas of expertise that are organized into three main business lines: Corporate & Investment Banking, Investment Solutions & Insurance, and Specialized Financial Services.

A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as the client base of individuals, professionals and small and medium-size businesses of Groupe BPCE's banking networks.



## ODDO BHF

**ODDO BHF** is an independent Franco-German financial services group, with a history stretching back over 150 years. It was created from the alliance of a French family-owned business built up by five generations of stockbrokers and a German bank specialising in Mittelstand companies.

With 2,300 employees (1,300 in Germany and 1,000 in France), and more than 100 billion euros in assets under management, ODDO BHF operates in three main businesses, based on significant investment in market expertise: private banking, asset management and corporate and investment banking.

The Group has a specific ownership structure as 60% of its capital is held by the Oddo family and 30% by employees. This "partnership" ethos guarantees the long-term involvement of its teams. As At 31 December 2017, ODDO BHF generated net banking income of 591 million euros and had 844 million euros of shareholders' equity.



For 150 years, **Portzamparc** has been working with its institutional investors and private clients as well as companies on the financial markets.

A major player in the Small & Mid caps market, Portzamparc has developed recognised expertise in consulting, intermediation and asset management.

**BNP Paribas** has a presence in 75 countries with more than 185,000 employees, including 145,000 in Europe. It ranks highly in its two core activities: Retail Banking & Services (comprised of Domestic Markets and International Financial Services) and Corporate & Institutional Banking.

In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail banking model across Mediterranean basin countries, in Turkey, in Eastern Europe and a large network in the western part of the United States. In its Corporate & Institutional Banking and International Financial Services activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas and solid and fast-growing businesses in Asia-Pacific.



The French Competitiveness and Business Clusters Association (AFPC) unites 58 out of 70 French Competitiveness Clusters, representing 9 000 SMEs, 3 000 universities and laboratories, and more than 1 000 large and medium-sized companies. AFPC has the following missions

managed by 3 committees aiming to enhance the role of clusters in the innovation dynamics with the government and the regions, to be the voice of the clusters and their members for national and European authorities and to support research funding for SMEs.

## bpifrance

Equity investment are operated by **Bpifrance** Investissement. Bpifrance, a subsidiary of the French state and the Caisse des Dépôts and the entrepreneurs' trusted partner, finances businesses from the seed phase to IPO, through loans, guarantees and equity investments.

Bpifrance also provides operational services and strong support for innovation, export, and external growth in partnership with Business France. Bpifrance offers to businesses a large range of financing opportunities at each key step of their development, including offers adapted to regional specificities. With its 48 regional offices (90% of decisions are made locally) Bpifrance represents a strategic tool for economic competitiveness dedicated to entrepreneurs.

Bpifrance acts as a back-up for initiatives driven by the French State and the Regions to tackle 3 goals:

- Contributing to SME's growth
- Preparing tomorrow's competitiveness
- Contributing to the development of a positive entrepreneur ecosystem.

With Bpifrance, businesses benefit from a powerful, efficient and close representative, to answer all their needs in terms of financing, innovation and investment.



**CroissancePlus** is the first French high-growth entrepreneurs' network. As a membership organisation, it has been bringing together growing and innovative companies for more than 14 years. The Association's main aim is to promote substantial reforms in entrepreneurship (Legal and taxation, Social affairs) and to support all companies to succeed and create jobs.

CroissancePlus has worked actively as a lobby group since 1997, striving for change through the French government, Parliament and the media. Those activities also make CroissancePlus a prestigious network with several events organised around important public figures and a meeting place for its members.

Another objective of the association is to promote the voice of entrepreneurs through media and to help them in the development of their company in France and abroad.



Created in 1997, **France Biotech** is a French non-for-profit organization that brings together the country's leading innovative health companies and their expert partners. France Biotech's primary mission is to support the development of this industry in France, by improving the tax, legal, regulatory and managerial environment in which these companies operate and by advocating for their recognition as a leading-edge industry. France Biotech also aims to turn French innovative health technologies into world leaders. The organization, which championed the creation of the French Young Innovative Company (JEI) status in 2004, develops a wide range of actions intended to set the innovative health sector on an independent and highperformance course. France Biotech is chaired by Maryvonne Hiance and has more than 180 members.



**France Digitale** brings together the champions of digital entrepreneurship: start-ups with strong growth plans and potential investors (venture capitalists and business angels). France Digitale's concentrates in two main areas:

- Ramping-up the digital arena: community building, a feeling of belonging, networking, knowledge transfers, exchanges of good practices, and so on.
- Lobbying French public institutions, major economic players, the media, and the European Commission.



**France Invest** comprises almost all the private equity teams operating in France. It has over 300 active members and almost 200 associate members. Through its compliance, control and best practices development mission, it is one of only two associations recognised by the French financial markets authority (AMF), and membership in the association by asset management companies is one of the conditions for authorisation. It is the only industry association specialising in private equity. France Invest's priorities include promoting the position and role of private equity, actively participating in its development by serving as a hub for the entire industry and establishing best practices, methods and tools for professional and responsible shareholder conduct.



**GreenUnivers** is an online French media specialized in economic information on the energy transition markets: renewable energy, energy efficiency, energy storage, mobility... Founded in 2008, GreenUnivers is now a leading information services provider with daily articles, market research, studies and events.

Our annual studies provide up-to-date indicators on the main trends of the energy transition markets such as the Panorama des cleantech en France, in partnership with EY, and the European Cleantech start-up Observatory, with InnoEnergy. A fund-raising barometer on the cleantech sector, in cooperation with France Invest, is also published every six months.

GreenUnivers also holds business-to-business events throughout the year that inform on key issues for the sector and allow players in the clean energy market to connect: the presentation of the Panorama des cleantech en France at the French Ministry for the Economy and Finance at the Pexe network annual event, the conference on renewable energy financing with the Syndicat des énergies renouvelables or the conference on new emerging markets abroad in collaboration with Business France...



**La French Tech** is a vibrant ecosystem: a movement for entrepreneurs and by entrepreneurs, backed by the French Tech Initiative, an innovative public policy launched by the French Government in 2013. The French Tech Initiative is boosting this collective dynamic, and its actions have taken part in establishing this ecosystem within French economic landscape. Startups are now considered serious players, that create economic value and inspire innovation.

Within the French Tech Initiative, the Pass French Tech Program supports startups and solves the issues related to their hyper-growth. This program is led by the French government and public partners, and implemented in the French Tech Metropolitan Areas by 14 local business operators. These stakeholders foster business development and competitiveness, and solve the issues related to the startups' hyper-growth.

The 250+ startups are selected for their hyper-growth, within the Digital, Industry and Healthtech sectors, all over the country.



Réseau **PEXE**, The French Cleantech network, is the leading network of French cleantech clusters. Close to 40 cleantech clusters are united within the PEXE to develop green growth, generate business opportunities, foster innovation and support cleantech startups and SMEs. The Réseau PEXE operates as an organized network which focusses on:

- Partnership-building
- Increasing internationalization of French cleantechs
- Strengthening innovation
- Facilitating access to finance and investments

Our members represent about 5 000 cleantech companies and research entities active in the fields of:

- Air – soil – waste – water
- Renewable Energy, Energy efficiency and smart grids
- Biodiversity – Environmental engineering and eco materials

<http://www.ecoentreprises-france.fr>



# Partners Germany



**Advice Partners** is a consultancy for communication strategy and management, supporting companies and organisations in business-critical situations. It is specialized in reputation management and has different business units for all strategically relevant areas, including financial communications.

The team for financial communications („Finance Advice“) includes former company spokespersons and investor relations managers as well as financial journalists. It is experienced in capital markets, well networked and text-safe. The team advises and supports companies in all matters of corporate and financial communication – from positioning in the business media through the development of equity story and IR strategy to accompaniment of IPOs and ongoing support of investor relations. If required team members also act as outsourced contact for IR and Corporate Communications.



**Allinvest** assists entrepreneurs, managers and shareholders, at all the stages of development of their companies and in their economic challenges, through 4 activities: Corporate Finance, Brokerage, Asset Management and Crowdequity.

Invest Corporate Finance: an expert and creative vision of investment banking.

Financial advisory for listed and unlisted companies and their strategic, financial or family shareholders. Our team assists companies in structuring their IPOs, securities issues and market transactions.

Invest securities: a full broker

Since 2006, Invest Securities has become one of the most active investment services providers for asset managers and issuers, to whom we provide a global and personalized offer with equity research department, brokerage, issuer services, market transactions and back-office services.

- 120 experts to advise your strategic and financial decisions.
- +400 operations since 2006 including:
- 48 international transactions (Europe, Asia, US)
- 75 IPO on Euronext Markets



Coming from the mainland of the German Mittelstand, **Crowe Kleeberg** has been engaged to support tech-ventures as well as major market players and equity investors for more than thirty years. In addition to broad experience in the core business of a public accountant and tax consultancy firm ranked amongst the largest in southern Germany, we accumulated tech-DNA in various transactions and financing rounds for tech-companies and built an in-house IT-company. Accompanying tech-companies all the way to the public markets was the logical consequence of that focus, accordingly our track-record includes numerous successful IPOs.



**Grant Thornton** International (GTIL) is a leading business advisor that helps dynamic organisations to unlock their potential for growth. The brand is respected as one of the major global accounting organisations, recognised by capital markets, regulators and international standards setting bodies. GTIL is a network of independent assurance, tax and advisory firms, made up of 50.000 people in over 135 countries.

Warth & Klein Grant Thornton is the German member firm of GTIL. With more than 900 professionals it belongs to the 10 largest audit firms in Germany. The services besides Audit cover Tax and Legal, Corporate Finance & Advisory Services and Private Finance.

Are you a tech firm considering an IPO? We are your independent partner and advisor. We have extensive experience in national and international capital market transactions. We support you in your industry with tailored solutions and integrated services before, during and after your IPO.



**GSK Stockmann** is recognised as one of Germany's leading independent commercial law firms that specialises in advising on real estate, corporate, banking/finance and projects/public sector projects and transactions. We also provide bespoke notarial services. Our clients include leading national and international companies, public corporations and entities, government agencies, as well as banks and financial institutions.

GSK was formed in 1997 by a merger between lawyers from leading German and international commercial law firms. Today our team includes more than 180 lawyers and tax advisers and we have offices in Berlin, Frankfurt, Hamburg, Heidelberg, Munich and Luxembourg.

On cross-border transactions and international projects, GSK works closely with a select group of highly respected partner law firms abroad.



**IR.on** AG is a consultancy specialising in investor relations and financial communications. Its focus is on serving listed and private corporations with increased communication requirements. The company supports its clients not only in ongoing investor relations and communication activities but also in projects such as capital market and M&A transactions as well as special situations such as corporate crises and restructuring.

The agency was founded as a limited company in the year 2000, is under owner management and has offices in Cologne and Frankfurt am Main. IR.on's consultants apply cross-sector experience gathered from over 300 communication projects, more than 180 annual and quarterly reports and more than 100 capital market transactions.



**Jones Day** is a global law firm with more than 2,500 lawyers in 43 offices across five continents. With more than 100 lawyers located in Düsseldorf, Frankfurt/Main and Munich, Jones Day provides significant legal representation for approximately half of the DAX 30 companies. In transactions, Jones Day ranks #1 for number of deals worldwide in both the Thomson Reuters and Bloomberg M&A league tables every quarter since year-end 2000 and in litigation, the firm is recognized as one of the law firms most feared being seen on the other side of the table. Jones Day is proud to be recognized by BTI Consulting as consistently delivering high levels of superior service; the firm is distinguished by a singular tradition of client service, the seamless collaboration of a true partnership, formidable legal talent across multiple disciplines and jurisdictions and shared professional values that focus on client needs.

# MAINFIRST

**MainFirst** is a European financial services firm, specialising in equity brokerage and equity capital markets.

In equity brokerage we cover c. 350 predominantly European companies (targeting 450 stocks by the end of 2019) and support European and international institutional investors. We deliberately pursue a multi-local approach, with equity research and sales in the major financial centres in continental Europe as well as in London and New York. This affords us proximity to businesses and investors, which in turn enables us to take stronger views and establish closer contacts.

Our locations are Frankfurt, London, Milan, Munich, New York, Paris and Zurich.

We are successful thanks to the high level of competence, integrity and dedication of our about 160 employees, who are very clearly aligned with the mission to consistently provide superior returns for our customers. Character. For More Performance.

Independence has been a mainstay of our company from the outset. This is reflected in an independent research product for our institutional clients, independent advice from our equity capital markets team and, of course - in our own independence.



## ODDO BHF

**ODDO BHF** Aktiengesellschaft is a private bank for discerning 'Mittelstand' entrepreneurs and their families.

The activities are pooled in the Asset Management, Private Wealth Management and Corporates & Markets divisions and closely interlinked.

We are an independent Franco-German financial services group, with a history stretching back over 150 years. It was created from the alliance of a French family-owned business built up by five generations of stockbrokers and a German bank specializing in Mittelstand companies. The groups values are: entrepreneurial, independent, unique, stable and driven.

## BIO DEUTSCHLAND

Biotechnologie-Industrie-Organisation Deutschland e.V.

**The Biotechnology Industry Organisation Deutschland (BIO Deutschland)** has more than 330 members – enterprises, bioregions, and services providers. The association has its headquarters in Berlin. The aim of BIO Deutschland is to support and promote the development of an innovative economic branch based on the modern bio-sciences. President of the association is Peter Heinrich.



**BioM** is the non-profit networking organisation for Biotechnology in Munich and Bavaria. The cluster management brings together regional SMEs, industry partners, investors and other relevant stakeholders, either national or international.

The experienced team offers comprehensive support for founders and founders "to be" in medical Biotechnology, including individual consulting and advice about funding and financing opportunities. There are specialised coaching, training, and mentoring services as well as networking events for the start-up scene, constituting a "virtual Biotech incubator" for projects in the early stages of company foundation.

For Biotech entrepreneurs and their employees, BioM organizes seminars, trainings and networking events.



German Private Equity  
and Venture Capital Association

**Bundesverband Deutscher Kapitalbeteiligungsgesellschaften – the German Private Equity and Venture Capital Association (BVK)** is the Berlin-based association of private equity and venture capital firms across all market segments (seed capital, venture capital, growth capital, small/mid/large buy-outs) as well as institutional investors (LPs) operating in Germany. BVK has

more than 190 full and more than 100 associated members. BVK aims to create the best possible conditions for private equity and venture capital in Germany and promotes public understanding of the role of private equity firms.



# Partners Italy



**Allinvest** assists entrepreneurs, managers and shareholders, at all the stages of development of their companies and in their economic challenges, through 4 activities: Corporate Finance, Brokerage, Asset Management and Crowdequity.

Invest Corporate Finance: an expert and creative vision of investment banking.

Financial advisory for listed and unlisted companies and their strategic, financial or family shareholders. Our team assists companies in structuring their IPOs, securities issues and market transactions.

Invest securities: a full broker

Since 2006, Invest Securities has become one of the most active investment services providers for asset managers and issuers, to whom we provide a global and personalized offer with equity research department, brokerage, issuer services, market transactions and back-office services.

- 120 experts to advise your strategic and financial decisions.
- +400 operations since 2006 including:
- 48 international transactions (Europe, Asia, US)
- 75 IPO on Euronext Markets



Law . Tax

**CMS Italy** has operated since 1901 with offices in Rome and Milan. Over 117 years of highly regarded assistance have helped us become one of the major legal and tax firms in Italy with primary national and international clients.

We are members of CMS, an organization with more than 4.500 lawyers across our 74 offices in Europe, Russia, China, North Africa and South America.

The direct involvement of professionals of all levels in transactions and in-depth sector-specific know-how allow the Firm to provide timely and reliable advice for any legal or tax issue. In Italy, the Firm is comprised of over 130 highly specialized lawyers and tax experts.

# Deloitte.

**Deloitte**, one of the largest professional services network in Italy, first started its activity in this country in 1923 and boasts century old roots, combining a tradition of quality with avant garde methods and technological expertise. Deloitte's professional services, which include Audit & Assurance, Consulting, Financial Advisory, Risk Advisory, Tax and Legal, are rendered by various separate and independent firms, specialised in the single professional areas, which are all part of the Deloitte network. Today, the Italian network employs 5,400 professionals who help their clients excel thanks to the confidence in the high level of service, in our multidisciplinary offering and our widespread geographical coverage.

With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges. Deloitte's 263,900 professionals are committed to becoming the standard of excellence.



**IR Top Consulting** is leader in Italy in Investor Relations, Independent Equity Research and IPO Advisory. Founded in Milan in 2001, it has developed a solid track record on companies listed in the MTA-STAR and a leading position on the AIM Italia market, dedicated to the Italian SMEs. IR Top works with a team made up of professionals with extensive experience in the equity capital markets and integrates finance, communication and securities law compliance skills. IR Top and the subsidiary V-Finance, independent advisory that supports SMEs with a sustainable business model in the search for new financial tools, were promoters and investors of SPAC GreenItaly1, listed on AIM Italia.

PMI Capital, the innovative startup founded by IR Top, is the digital platform reserved for Institutional and Professional Investors of the SME Growth Market AIM Italia.



**Midcap Partners** is an investment company specialized in European Small & Mid Caps, based in Paris and London. The teams at Midcap Partners accompany entrepreneurs in their development and financing strategy on the one hand and institutional market investors on the other hand. Midcap Partners has advised over 30 operations over the past 3 years. Midcap Partners is a tied agent of LOUIS CAPITAL MARKETS, a member of Euronext Paris. Midcap Partners is Listing Sponsor on Euronext Growth.



**Natixis** is the international corporate and investment banking, asset management, insurance and financial services arm of Groupe BPCE, the 2nd-largest banking group in France with 31 million clients spread over two retail banking networks, Banque Populaire and Caisse d'Epargne. With more than 21,000 employees, Natixis has a number of areas of expertise that are organized into four main business lines: Asset & Wealth Management, Corporate & Investment Banking, Insurance and Specialized Financial Services. A global player, Natixis has its own client base of companies, financial institutions and institutional investors as well as the client base of individuals, professionals and small and medium-size businesses of Groupe BPCE's banking networks. Listed on the Paris stock exchange, it has a solid financial base with a CET1 capital under Basel 3 of €11.7bn, a Basel 3 CET1 Ratio of 10.7 % and quality long-term ratings (S&P: A / Moody's: A1 / Fitch: A).



**PwC TLS Avvocati e Commercialisti** is a professional firm of lawyers and chartered tax consultants with main offices in Milan and Rome and branches in 13 other cities. The firm has more than 200 senior professionals (37 of whom are Equity Partners and Associate Partners). Overall more than 700 people work for the firm, counting qualified professionals, trainees and collaborators.

PwC TLS Avvocati e Commercialisti is the Italian member firm of the international PwC network (with offices in 158 countries and more than 236,000 people), leader at a global level in the business of integrated and multi-disciplinary professional services.



**V-Finance** is Corporate Finance Advisor for Small&Mid Cap companies and supports SMEs with a sustainable business model in the search for new financial tools that help develop value-added projects.

Stock Market listing is the first Equity solution. V-Finance provides advisory in Capital Markets, IPO, Funding, Business Plan, Independent Research. It has created a database of more than 3,000 companies belonging to 10 Green Economy sectors, that allows the analysis of the economic and financial results, the evaluation of the single company and the view of the main technological, regulatory and sector trends.



**Value Track**, is an independent financial analysis and corporate finance firm with solid technical and professional skills gained over years of activity in the financial markets.

Value Track offers a wide range of advisory services with regard to Financial Markets, Corporate Broking and Corporate Finance topics dedicated to both listed and privately held companies.

Founder and Managing Partner of Value Track is Mr Marco Greco, since 1995 involved in the Capital Markets industry and previously Head of Corporate Research in Mediobanca SpA. In the latest few years Marco has been also Professor at various undergraduate / postgraduate / training schools among which Università Cattolica del Sacro Cuore, Il Sole24Ore Business School, A.I.A.F. (Italian Financial Analysts Association) Financial School, and others.



**Assobiotec**, the Italian Association for the Development of Biotechnology, represents approximately 130 businesses and science and technology parks, which operate in Italy in various fields where Biotechnology is used: health, agriculture, the environment and industrial processes. The Association brings together various entities in differing size and activity sector, which have found a strong rallying point in their propensity to innovate and in the use of Biotechnology: a strategic lever for development in all industrial fields and the tangible answer to increasingly pressing needs in public health, environmental conservation, agriculture and food. Established in 1986, within Federchimica, Assobiotec is a founding member of EuropaBio and the International Council of Biotechnology Associations.



**Endeavor** Italy was founded in 2016 thanks to a network of local donors, and is a branch of Endeavor Global, the non-profit organization that, since 1997, has used its network to help high-impact entrepreneurs gain access to talent, markets, and capital on a global level. To date, Endeavor has selected over 1,658 entrepreneurs in 30 countries, who have created over 700,000 jobs and generated over \$10B dollars in revenue in 2016 alone.



**ScaleIT** is the event-platform that presents every year the best scaleups from Italy and Southeast Europe in the digital and software space to international VC funds to raise 3-30 million and expand globally. The reason at the core of our activity is that underserved markets in terms of venture capital offer great opportunities but have a much harder time getting the right awareness from investors abroad. At our event VCs can meet in one day 15 of the best scaleups from those markets in a carefully curated environment while networking with the most relevant players in the local ecosystems. The initiative was started three years ago in Italy and since last year we started covering the Southeastern European region. In the past 30 months our scaleup alumni raised more than \$110M, beyond 25% of the total capital raised in Italy in the corresponding period (Q4 2015 - Q1 2018). Some of the international funds that attended the last edition were Amadeus, Partech, Acton, Holtzbrinck, Idinvest, Highland Europe, Nauta, DN Capital, Omnes... Plus 30 VCs and private Italian investors.



# Partners the Netherlands



**ABN AMRO** serves retail, private and commercial banking clients in the Netherlands and across the globe with a comprehensive range of products and services. We also offer national and international advisory services, based on our in-depth financial expertise, extensive knowledge of numerous sectors and an international network. ABN AMRO is a leading retail and commercial bank.

Although our home base is in the Netherlands, we follow our clients abroad. Internationally, we are active in areas in which we have substantial expertise, such as Private banking, Natural resources, Transportation and clearing. ABN AMRO's history reaches back 300 years. We combine our rich heritage with today's clients' needs to exceed our clients' expectations. We achieve this by retaining their trust, and by standing out from the crowd through our professionalism and client-centred approach. Everything we do is aimed at supporting our clients and helping them to achieve more. We believe this ambition is the essence of professional banking.



**AFS Group** is a European financial service provider specialised as an intermediary in the wholesale Financial- and Renewable Energy sector. With offices in four countries AFS provides voice- and hybrid brokering-, execution-, electronic trading- and corporate finance services. The Debt Capital Markets team acts as an independent arranger of debt. In the process of arranging we use our structuring expertise to provide tailor made solutions, enabling our clients to achieve their goals. Through our extensive network of both traditional and alternative lenders we are able to match the specific needs of our clients. Our objective is to create the perfect fit between a client and a lender.

# Baker McKenzie.

**Baker McKenzie** is one of the most active global capital markets firms. With an unrivalled presence across 47 countries, we offer broad resources to help plan and execute viable, innovative capital structures anywhere in the world.

Our team of over 400 capital markets lawyers, including notably in Amsterdam, Brussels, London and Paris, work collaboratively across Europe, ensuring that we provide strong, integrated local coverage with international expertise. Working closely with other our specialists in M&A, private equity and banking & finance, we bring the right talent to every issue, providing sound legal and commercially focused advice on high-stakes corporate fundraising transactions. Baker McKenzie has assisted some of the world's largest companies across a wide range of industries in landmark offerings.

# CFF Communications

**CFF Communications** is a leading corporate and financial communications agency in the Netherlands fully tailored to servicing companies in today's increasingly complex multi stakeholder environment. We apply an integrated stakeholder view to each boardroom dilemma and we are experts in dealing with business critical situations and all forms of corporate action with significant value at stake.

We smartly combine knowledge about strategy, business, finance and communications which provides our clients with incremental value in protecting and strengthening their reputation and trust. Our expertise typically caters to fast-growing companies, listed companies, companies in transition or crisis and investment firms. We are based in Amsterdam and are part of Huntsworth, an international public relations group headquartered in London, operating from 57 principal offices in 27 countries.

# Deloitte.

**Deloitte Netherlands** is the DTTL member firm in the Netherlands. Deloitte provides audit & assurance, consulting, financial advisory, risk advisory, tax and related services to public and private clients spanning multiple industries. Deloitte serves four out of five Fortune Global 500® companies through a globally connected network of member firms in more than 150 countries and territories bringing world-class capabilities, insights and service to address clients' most complex business challenges. To learn more about how Deloitte's approximately 264,000 professionals make an impact that matters, please connect with us on Facebook, LinkedIn, or Twitter.

Our mission is to be acknowledged as the most trusted and innovative firm. Innovation is a hallmark of Deloitte and our innovation capabilities have become a distinctive Deloitte quality. We believe innovation is an important driver for economic growth and is integral to keeping our offerings relevant to the market and continuing to bring value to our clients. Successful initiatives were launched in the year such as process X-ray, Data Analytics, Cyber Security, TAXperiment and Risk Lab, which enable our clients and prospects to request and co-develop solutions to specific business challenges. Many of the innovations are technology-driven thanks to our in-house capabilities in this area.

# Kempen

**Kempen** offers asset management, corporate finance advice and a full range of securities services. Kempen is a subsidiary of Van Lanschot Kempen; a union of two specialised financial boutiques and the oldest independent financial institution in the Netherlands.

For a combined four centuries, we have dedicated our financial craftsmanship to helping clients achieve their goals. Van Lanschot offers a variety of private wealth management solutions. Kempen corporate finance and equity capital markets focuses on a number of international sectors (life sciences, real estate, infrastructure and fintech). Within these sectors we know the companies, investors and the latest developments and trends. These insights enable us to provide our clients with invaluable support in the area of mergers and acquisitions, IPOs and equity capital markets. Our clients choose Kempen for our independent advice and our dedication to achieve results that exceed their expectations.

## RUTGERS & POSCH

**Rutgers & Posch** is an independent law firm located in Amsterdam, the Netherlands. Our firm was founded by partners from leading international firms.

Our key principle is to provide clients with the top quality service they would expect to receive from leading international law firms, combined with the personal attention, dedication and involvement typically provided by boutique firms.

We are all recognised experts in our respective areas of practice. With our experience, expertise and vision, we are able to come up with real and practical solutions to our clients' legal issues. Our services are customised to our clients' needs with a special focus on long lasting relationships. We work pragmatic and keep lines of communication short. Our teams are efficiently organised. You can expect a customised service for a fair and transparent price. We have in depth expertise and experience in the fields of corporate law, finance and insolvency law, commercial law, employment law and litigation. Our clients are national and international businesses in the profit and non-profit sector. We focus on the key legal needs of our clients, including the drafting of legal agreements, negotiating and coordinating transactions, and creating solutions for challenging legal issues and complex disputes. We also litigate matters in court and before tribunals and advise on all employment law issues.

## BRAINPORT DEVELOPMENT

economic development agency

The economic development company **Brainport Development** cooperates with many partners on strengthening Brainport Eindhoven; a world-class top region for the high tech manufacturing industry. Close collaboration, sharing knowledge and smart entrepreneurship characterise the open innovation culture which makes Brainport Eindhoven the growth accelerator of the Dutch economy. As an independent and demand-driven organization Brainport Development passionately works on achieving concrete results. Brainport Development develops the regional economic strategy, develops and realizes projects, offers business advice and innovative business premises and promotes Brainport Eindhoven in the Netherlands and abroad.

[www.brainportdevelopment.nl](http://www.brainportdevelopment.nl)

## Brainport Network

Six triple helix regions in Southeast Netherlands and the provinces of Noord-Brabant and Limburg are united in **Brainport Network**: a unique network of business and industry, government and knowledge institutions, all with a common aim: to develop Southeast Netherlands into the leading European open innovation and top technology region. A powerful provider of the solutions the world needs now.

The driving forces behind Brainport Network are Agrifood Capital, Brainport Eindhoven, Greenport Venlo, Keyport 2020, Limburg Economic Development, Midpoint Brabant and the provinces of Noord-Brabant and Limburg. These eight organisations had been the pillars of Brainport 2020: the economic programme for Southeast Netherlands that started in 2011. Heading the agenda: Employment, Capital and Europe. Brainport Network works on the conditions that are paramount for a top innovation region. The programme 2016 – 2020 contains three priorities: an innovative approach to the employment market, more accessible capital for innovative companies and extend European cooperation. Furthermore, the agenda is flexible so that account can be taken of the developments and needs of the moment. The executive lead for the Capital theme is Harry Hendriks, former CEO of Philips Electronics Benelux. Southeast Netherlands is the growth engine of the national economy. Financing starting and fast-growing innovative enterprises is essential to enable them to grow and excel in markets worldwide. Brainport Network is committed to realising a rock-solid capital structure and an increase in the number of investments for the region. In this context for example a unique collaboration has emerged for the Southeast Netherlands region between the three main banks ABN-AMRO, ING and Rabobank. Financing applications are now being considered by the banks together with the BOM and LIOF development agencies and other parties in the triple helix regions. This enables capital to be provided for innovative companies in the focus sectors in Southeast Netherlands. The ultimate aim is, therefore, to be able to assist the innovation and growth requirements of 100 companies each year.



**Nlgroeit** means literally “the Netherlands grow” in Dutch and that’s just what we aim for. Nlgroeit had been set up as a public/private partnership between the Dutch Chamber of Commerce and NLevator, enabled by the Ministry of Economic Affairs. NLevator is a cooperation of private companies and organizations with focus on entrepreneurial skills. Together we bring together, combine and offer our knowledge, contacts and learning opportunities to our target group.

The focus of nlgroeit is on improving entrepreneurial skills. This should lead to growth in turnover and / or growth in number of jobs.

Our main target group are Dutch scale up entrepreneurs with an annual turnover between 1 en 100 million euro. Our promise is that we match scale-ups with a relevant mentor, program, education and/or event that enhances the growth skills of the entrepreneur.

nlgroeit offers Dutch scale up entrepreneurs inspiration (rolemodel, stories), information, tooling and events related to entrepreneurial skills to help increase growth potential. More specific we offer:

- Mentors (inspiring entrepreneur that gives -free- advice, shares his network and knowledge). Examples of mentors are the CEO’s of TomTom, ING Bank, PostNL, DSM, but als CEO’s of growing companies like Coolbue and Takeaway.com.
- Growth test (online scan that gives immediate feedback on entrepreneurial skills that need to be improved).
- Events (meetings that inspire and activate growth entrepreneurs)
- Peer2peer learning: (we enable entrepreneurs to meet up with peers and discuss issues concerning groth, like finance, international expansion and the implementation of new technology).



# Partners Portugal





**BPI** is one of the five largest financial Portuguese institutions with a focus on retail and corporate banking, investment banking and asset management. In February 2017, CaixaBank Group took control of BPI, creating one of the largest Iberian financial groups with a strong integrated capacity in Portugal and Spain.

In particular, BPI has traditionally taken leading market positions in the Portuguese investment banking industry, being one of the most experienced investment banking services provider in the country. The Group's Iberian investment banking team is proud to provide a highly specialized, client-oriented and complete range of services to its clients, leveraging its strong banking market positions in Portugal and Spain: Mergers & Acquisitions, Financial Advisory, Equity Capital Markets, Equity Research, Sales and Trading.

BPI Bank shares are listed in Euronext Lisbon.



We believe that all connections between people, organisations and communities, dialogue and communication are the most solid foundation for success. Their strategies and their plans are worth little if they don't present a well defined message to the right people. At **CV&A**, we believe in communication as a mean to success, to build a solid image and reputation, factors that are essential to achieve your goals to your brand. From the beginning, our teams have developed the best and most innovative methodologies to take care of your image. Trust us your communication, because to us, there's nothing more important than your reputation.

## MORAIS LEITÃO

### GALVÃO TELES, SOARES DA SILVA & ASSOCIADOS

Independent and internationally recognised as a leading law firm in Portugal, **Moraís Leitão, Galvão Teles, Soares da Silva & Associados'** reputation is based on the excellence of our legal services, the professionalism and the innovative solutions of our team. With a team comprising more than 180 lawyers at a client's disposal, we have three offices in Portugal.

As a result of our network of associations with local firms and the creation of the MLGTS Legal Circle, since 2010 we also operate through offices in Angola, Macau (China) and Mozambique. We offer specialised services in the main areas of law, having been involved in many of the largest and most important operations in Portugal, as well as in high-value cross-border transactions and disputes.

Our client list includes some of the largest Portuguese and international companies and business groups as well as public and private entities, which gives us deep insight into the national and international business environment from a legal perspective.



**PwC** has been present in Portugal for over 50 years and is currently part of this network with the following entities:

PricewaterhouseCoopers & Associados - Sociedade de Revisores de Contas, Lda (PwC SROC);  
PricewaterhouseCoopers / AG - Assessoria de Gestão, Lda (PwC AG);

PricewaterhouseCoopers / MFAS - Management, Finance & Accounting Services, Lda.

PwC firms collaborate with organisations and people in creating the value they seek. PwC, a network made up of independent firms, is present in 158 countries and has around 250,000 employees who share the goal of providing quality audit, consultancy and tax services.

PwC in Portugal, Angola and Cape Verde has 42 partners, of which 26 in the Lisbon office, 12 in Oporto and 4 in Luanda, and around 1,500 permanent employees distributed among the Lisbon, Oporto, Coimbra, Luanda and Praia offices. The vast majority of professionals have a degree in business management, finance, economics, accounting, law, engineering or social sciences.



# Partners Spain



**Allinvest** assists entrepreneurs, managers and shareholders, at all the stages of development of their companies and in their economic challenges, through 4 activities: Corporate Finance, Brokerage, Asset Management and Crowdequity.

Invest Corporate Finance: an expert and creative vision of investment banking.

Financial advisory for listed and unlisted companies and their strategic, financial or family shareholders. Our team assists companies in structuring their IPOs, securities issues and market transactions.

Invest securities: a full broker

Since 2006, Invest Securities has become one of the most active investment services providers for asset managers and issuers, to whom we provide a global and personalized offer with equity research department, brokerage, issuer services, market transactions and back-office services.

- 120 experts to advise your strategic and financial decisions.
- +400 operations since 2006 including:
- 48 international transactions (Europe, Asia, US)
- 75 IPO on Euronext Markets



**Armanext** is a spinoff of Armabex, the leader listing sponsor at the Spanish multilateral trading facility called MAB. Armabex team has a recognised reputation among all listed companies and partners that take part in the stock markets.

- Armanext and their partner, contribute with many Spanish companies that seen in the stock market the resource to response for several needs, particularly in their development and growth as a company.
- Armanext is the only EURONEXT PARIS and LISBON listing sponsor from Spain. We advise and coordinate in the incorporation and maintenance processes for any company that wish a listed company in EURONEXT stock market.
- We create value through a comprehensive analysing needs of each client, providing the most effective solutions that maximize the advantages to be a listing company.
- We have the team, with knowledge and background, to response to the market needs. Our team have more than 20 years of experience working on the stock market.
- Our goals are to be leader as a listing sponsor in the Euronext access market place. Our market scope are tech, Biotech and environmental companies.
- As a company, our values are the believe to create value taking the way to be a listing company, transparency and confidence, that provide all our transactions made it in Spain, and results orientations, to increase the market value of all companies that will work with us during a long period of time.



**BBVA** is a customer-centric global financial services group founded in 1857. The Group is the largest financial institution in Spain and Mexico and it has leading franchises in South America and the Sunbelt Region of the United States; and it is also the leading shareholder in Garanti, Turkey's biggest bank for market capitalization. Its diversified business is focused on high-growth markets and it relies on technology as a key sustainable competitive advantage. Corporate responsibility is at the core of its business model. BBVA fosters financial education and inclusion, and supports scientific research and culture. It operates with the highest integrity, a longterm vision and applies the best practices.



As an independent financial adviser, **Degroof Petercam** Corporate Finance structures and executes tailor-made deals for large corporations, family businesses, financial institutions, private equity funds and governments.

Over the last 40 years, we have provided our clients with independent financial advice and assisted them in acquiring and selling businesses and raising funds.

With offices in Brussels, Paris, Lyon y Barcelona, and a strong network of privileged partners around the world, our European team of 70 specialists combines in-depth knowledge of the local economic, political, legal and cultural environment with widespread experience and technical skills.



**Deloitte** is one of the major professional services firm in Spain providing services in respect of Audit and Assurance, Consultancy, Risk Advisory, Tax and Legal and Financial Advisory, with experience spanning over 40 years. These services are coupled with robust industry expertise and experience, enabling us to deliver our clients a truly "one-stop-shop" multidisciplinary and sector-driven advise.



**Deloitte Legal** is integrated within Deloitte and it is currently one of the leading law firms in the Spanish market. Served by more than 650 professionals across the country, Deloitte Legal is notable for its comprehensive services offering (tax, corporate, labor, regulatory, etc.). Its work has been widely recognised by the main legal directories and transactional analysts.



Gómez-Acebo &amp; Pombo

**Gómez-Acebo & Pombo ("GA\_P")** is a leading Iberian full-service law firm advising on Spanish and Portuguese law, with more than 280 lawyers and offices across Spain and in Lisbon, London, Brussels and New York.

The Firm provides comprehensive legal advice in all areas related to business law and ranks among the top law firms in the Iberian legal market in terms of quality, clientele, size and turnover.

The lawyers in GA\_P's corporate and finance practice groups are experts in the fields of capital markets and corporate governance and have extensive experience in private equity and venture capital transactions.

GA\_P is a firm of choice for technology, life sciences and other growth enterprises thanks to its business focus, innovative solutions, multidisciplinary teams and in-depth understanding of these industries.



**Maqua Capital** is a consulting firm specialised in financial services and Investor Relations focused on assisting and advising SMEs to support their growth and internationalization. Created in 2014 by professionals in the financial sector with over 20 years of experience, Maqua Capital guides and supports growing companies by delivering independent and specialised Investor Relations services to boost their visibility and reputation in the capital markets. We design and implement strategic IR plans with a comprehensive and transversal approach to support competitiveness and access to investors.

# ACCIÓ



**ACCIÓ** is the agency for the competitiveness of the company of the Generalitat de Catalunya. Attached to the Department of Enterprise and Knowledge, it specialises in the promotion of innovation and business internationalisation and has a network of 40 offices around the world. We provide service to 24,000 companies a year. We connect businesses to the key strategic sectors. We help catalan business and startups boost their competitiveness. We help international companies connect and tap into the competitive advantages Catalonia and Barcelona provide.



**The Spanish Venture Capital & Private Equity Association (ASCRI)** is the industry body that units and represents the sector to the authorities, Government, institutions, investors, entrepreneurs and media. ASCRI regularly communicates and provides statistics and updated information regarding the developments of the tax and legal framework. ASCRI also organizes a range of activities (training courses, events and round tables) for the members and general public in order to disseminate and reinforce the contribution of the Venture Capital & Private Equity industry for the economy and growth of SMEs in Spain. ASCRI comprises almost 100 national and international Venture Capital & Private Equity firms, 10 limited partners and over 70 service providers, spreading and ensuring the professional standards among its members: transparency, good governance and best practice.

# asebio

**La Asociación Española de Bioempresas (ASEBIO)** brings together and represents the interests of companies, associations, foundations, universities, research and technology centers that carry out activities directly or indirectly related to Biotechnology in Spain. Since 1999 ASEBIO has been acting as a meeting and promotion platform for those organizations interested in stimulating the national Biotechnology scene. In order to do this, ASEBIO works closely with regional, national and European governments as well as all the social organizations interested in using Biotechnology to improve quality of life, the environment and generating skilled employment.



# Partners Switzerland





**Allinvest** assists entrepreneurs, managers and shareholders, at all the stages of development of their companies and in their economic challenges, through 4 activities: Corporate Finance, Brokerage, Asset Management and Crowdequity.

Invest Corporate Finance: an expert and creative vision of investment banking.

Financial advisory for listed and unlisted companies and their strategic, financial or family shareholders. Our team assists companies in structuring their IPOs, securities issues and market transactions.

Invest securities: a full broker

Since 2006, Invest Securities has become one of the most active investment services providers for asset managers and issuers, to whom we provide a global and personalized offer with equity research department, brokerage, issuer services, market transactions and back-office services.

- 120 experts to advise your strategic and financial decisions.
- +400 operations since 2006 including:
- 48 international transactions (Europe, Asia, US)
- 75 IPO on Euronext Markets

## Baker McKenzie.

**Baker McKenzie** Zurich is the Zurich office of Baker McKenzie, a law firm with 13,400 employees world-wide in 77 offices and 47 countries. Baker McKenzie ranked number one firm in the world by number of cross-border deals for the eighth year in a row. Baker McKenzie Zurich has a strong focus on transactional work. Its team of capital markets lawyers focuses on the entire breadth of capital market transactions, starting from IPOs over rights offerings, straight debt and convertibles, to structured products and asset-backed securities. Almost exclusively, the capital markets transactions on which the lawyers of Baker McKenzie Zurich advise have a cross-border element. The Zurich team has a strong track-record in the market and high rankings in league tables and lawyers rankings for their capital markets work. The lawyers of Baker McKenzie do not see the IPO process as a mere transaction, but as a path they go together with their clients to help them to become a truly public company.



**HCM International Ltd. (HCM)** is a leading independent international advisory firm specializing in the strategic aspects of Governance, Compliance, Finance, and Compensation, with deep experience across various industries and in the advising of boards, board committees, senior management, and control functions.

HCM's partners, managers, and analysts work in its offices in Zurich, Geneva, and Kiev. They are bolstered by our global partners in the US, UK, France, Australia, Singapore, and China, which allow us to reach major markets and support companies of all sizes, from large multinationals and public institutions to mid-sized and smaller companies, as well as those preparing for an IPO. Our services focusing on IPOs cover governance, compensation strategy, and implementation. This may include aspects such as provision of market insights, stakeholder engagement, and communication.

Our mission is to support companies and other organizations tackle the ever important question: "How to measure, steer and allocate value creation?" We also cover governance, risk and compliance as these also affect value. The "value question" is of core interest not only to Owners, Board of Directors and Senior Management but also increasingly to institutional investors, proxy advisors, HR and control functions, regulators, and international standard setters.

## IRF:

**IRF Communications** is a leading financial and corporate communications service provider with a strong international network. Its main areas of expertise are positioning corporations, organizations and individuals, conducting media relations, and supporting companies in financial reporting, crisis communications and public affairs. Based on its unique track record in the Swiss market, one of IRF's core competencies is preparing, advising and supporting companies in an IPO.



**Kellerhals Carrard** is one of the largest Swiss law firms with almost 160 professionals and a total of more than 260 staff, dating back to 1885 and with offices in Basel, Bern, Lausanne, Lugano, Sion and Zurich, as well as representation offices in Binningen and Shanghai.

Kellerhals Carrard operates throughout Switzerland, whilst maintaining very strong local roots, advising clients nationally and abroad.

Our corporate and capital markets team advises our clients on virtually all aspects of the life cycle of a company, including in particular financing rounds, trade sales and IPOs.



**L2 Partners** are IPO process experts focused on helping high growth companies build their internal capabilities and external ecosystem for going public.

By starting to coach companies 1-3 years prior to the listing event, the principals of L2 Partners help IPO candidates create and follow a realistic roadmap for their IPO preparation, put in place all necessary elements for a successful transition from private to public, and develop a deep understanding of how to relate to and interact with the public markets going forward.

L2 Partners handhold Swiss companies towards a de-risked and time- and cost-efficient IPO and a successful post-IPO evolution.



**Mazars** is an international, integrated and independent organization, specializing in audit, advisory, accounting and tax services. Operating in over 86 countries, the firm draws on the expertise of 20,000 professionals to assist major international groups, SMEs, private investors and public bodies at every stage in their development. In Switzerland, Mazars has over 170 employees working in our offices in Zurich, Geneva, Lausanne, Fribourg and Sion.



As financial intermediary and independent adviser, **Mirabaud Securities** offers specialised and quality stockbroking to corporate and institutional clients and provides a range of services including execution, research, investment strategy, capital raising, corporate broking, corporate advisory, equity capital markets, debt capital markets, and alternative capital. Mirabaud Securities carries out its Brokerage activities without ever investing its own capital, which prevents any conflicts of interest from the outset.

Mirabaud Securities handles the brokerage activities of the Mirabaud Group which was founded in Geneva in 1819. Mirabaud provides its clients with customised financial and advisory services in three core areas : Wealth Management, Asset Management and Brokerage.

With some 700 employees, the Group has offices in Switzerland (Geneva, Basel and Zurich), Europe (London, Luxembourg, Paris, Madrid, Barcelona, Valencia, Sevilla and Milan) and the rest of the world (Montreal and Dubai).



**Optimum Strategic Communications** is an international strategic healthcare communications firm which specialises in investor relations, corporate and financial communications. Our senior team of healthcare specialists, based in London, Zurich, Stockholm, Amsterdam and New York, are experienced and trusted advisors to some of the world's most exciting public and private companies, both large and small, across pharmaceuticals, medtech, Biotech, digital health and healthcare services.

Over the last 20 years we have worked with over 200 healthcare companies, advising them on financial communications and investor relations, including major corporate activity such as fundraising, IPOs, and M&A, as well as corporate reputation and crisis scenarios.

We have an exceptional network of contacts across the international investment community in Europe and the US; contacts we have built and maintained over the last two decades. Our team includes ex-fund managers and analysts.

We specialise in developing clear outcome driven strategies with tailored communications programmes to help clients achieve their business goals. Our experience of analysing, investing and writing about healthcare companies uniquely enables us to help our clients build a compelling investment story. While our knowledge of the global healthcare industry, combined with in-depth research and analysis, enables us to provide our clients with informed and creative advice.

## PAUL HASTINGS

**Paul Hastings** is a leading global law firm with a strong presence throughout Asia, Europe, Latin America, and the United States. Through a collaborative approach, entrepreneurial spirit, and commitment to client service, the professionals of Paul Hastings deliver innovative solutions to many of the world's top financial institutions, Fortune 500 companies and high growth technology and life science companies. Paul Hastings was commended by the Financial Times in its 2017 FT Innovative Lawyers ranking for "helping several Swiss companies navigate obstacles that prevented access to regulated Euronext exchanges, paving the way for others to follow".



**PwC** is the leading audit and advisory company in Switzerland and part of a global network of firms in 158 countries with more than 236,000 people who are committed to delivering quality in assurance, advisory, tax & legal and digital services.

We have specialists in accounting, valuation, tax and legal as well as strategic matters who are committed to advice clients to solve important problems along the corporate lifecycle from an early stage up to the transformation of established businesses. Helping companies to grow and advising our clients on how to raise appropriate funding for the execution of their growth plans is part of our commitment towards clients and society.



**The Swiss Private Equity & Corporate Finance Association (SECA)** is the representative body for Switzerland's private equity, venture capital and corporate finance industries. SECA has the objective to promote private equity and corporate finance activities in Switzerland. Members of the SECA include equity investment companies, banks, corporate finance advisors, auditing companies, management consultants, lawyers and private investors.

## Startup INVEST

**Startup INVEST** is the leading financing platform for Swiss deep tech startups founded in May 2003. The private non-profit organization supports the professionalization of the Swiss investment ecosystem (Business Angels, Venture Capital, Corporate Ventures) and organizes leading events for deep tech startups. Startup INVEST's flagships events include the Startup DAYS, the Venture DAY and more recently together with Euronext, the IPO DAY.



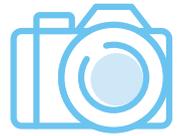
# Partners Pan-European



**The SME Instrument**, part of the European Innovation Council Pilot, supports market-creating innovation in small and medium-sized businesses that have significant growth potential and global ambitions. Each applicant SME goes through a rigorous review and selection process: Over 50,000 have applied but less than 6% have been selected. Besides funding, which starts at 50,000 Euros and can grow to 2.5 million Euros, each SME participant receives world-class business coaching, training and support services, from idea development to product launch in the market.



Founded in 1998, **Tech Tour** is a community with strong positions in the venture capital market. We promote innovative companies and their projects through our online community platform and in person at 25 networking events that we organise each year. We have 20-years of experience across Europe and the Middle East and present a unique cross-border platform for growing and emerging innovative tech companies on their way to investment and funding – from the idea to the success story.



# Photo Gallery Participants



**Thibaut Jarrousse**  
10-Vins



**Stephane Rey**  
Activ' Inside



**Benoit Lemaire**  
Activ' Inside



**Frauke Hein**  
Adrenomed



**Matan Beery**  
akvola



**Lucas León**  
akvola



**Carlos Rodriguez - Villa Forster**  
AlgaEnergy



**Victor Crespo**  
AlgaEnergy



**Claudia Jimenez**  
Algenex



**Virginia Gonzalez**  
Algenex



**Noemi Hernández Bello**  
Amadix



**Lucia Reinoso**  
Amadix



**Dennis Kuipers**  
AnylinQ



**Tom Bakker**  
AnylinQ



**David Segarra**  
AptaTargets



**Eugenia Zarabozo**  
AptaTargets



**Geert Glimmerveen**  
Black Bear Carbon



**Pieter ter Kuile**  
Black Bear Carbon



**Frederic Bertaina**  
Bioxis Pharmaceuticals



**Ilaria Tiezzi**  
BrandOn Group



**Alberto Oliva**  
BrandOn Group



**Nuno Ribeiro**  
Celfinet



**José Mata**  
Celfinet



**Bart Van Coppenolle**  
Choice co-op



**Philip Vandormael**  
Choice co-op



**Julien Divay**  
Clicars



**Pablo Fernández Alvarez**  
Clicars



**Francisco Moreno**  
Clicpiso



**Ignazio Rocco Di Torrepadula**  
Credimi



**Ezio Carlà**  
Credimi



**Samuel Corgne**  
Ergosanté



**Olivier Le Lann**  
EVA



**Gianluigi Casole**  
FREEDA



**Nicolas Leonard**  
Gaming1



**Sylvain Boniver**  
Gaming1



**Stefan Benkert**  
CreditGate24



**Renato Giacobbo Scavo**  
Crest Optics



**Luca Rossetini**  
D-Orbit



**Andrea Ferrante**  
D-Orbit



**Florence Sejourne**  
Da Volterra



**Kilian Guse**  
GeneQuine  
Biotherapeutics



**Jérôme Laplace**  
Génération Robots



**Jonathan Ward**  
Genome Biologics



**Ulric Le Grand**  
Gens De Confiance



**Francesco Cecchini Manara**  
Gondola



**Stephane Postic**  
Da Volterra



**Dirk Sebald**  
Deon Digital



**Jean Meillon**  
Dronisis



**Martin Spitznagel**  
Dust BioSolutions



**Sébastien Ecault**  
E-Cobot



**Philippe de Selliers**  
Green Motion



**Loic Lietar**  
GreenWaves  
Technologies



**Valerie Legrand**  
GreenWaves  
Technologies



**Roberto Ascione**  
Healthware



**Fulvio Fortini**  
Healthware



**Florence Martin**  
E-Cobot



**Vincenzo Costanzo Russi**  
e-Novia



**Cristiano Spelta**  
e-Novia



**Pierre Garçon**  
EcoMundo



**Jean-Raphaël Miron**  
EcoMundo



**Roel Vissers**  
Heliox



**Lennaert Koch**  
Helloprint



**Yves Vekemans**  
Herculean



**Emmanuel Cazeneuve**  
Hesus



**David Sagredo**  
Hiperbaric



**Frédéric Trinel**  
EcoVadis



**Dennis Maas**  
EFFECT Photonics



**Boudewijn Docter**  
EFFECT Photonics



**Gaetano Giannetto**  
Epipoli



**Lorenzo Campeotto**  
Epipoli



**Martijn Hoogeveen**  
Icecat



**Michiel Roels**  
icomatrix



**Boris Batine**  
ID Finance



**Javier Lopez**  
ID Finance



**Joseph Lichtenberger**  
IDNow



Jürgen Popp

InfanDx



Ron Meyer

InfanDx



Christophe Goasguen

Imeon Energy



Jamal Al Saifi

Innovad



Jan Lichtenberg

InSphero



Jan de Wet

NorthSea  
Therapeutics



Enrique Vega Becerro

Nyxoah



Fabian Suarez  
Gonzalez

Nyxoah



Brice Chambard

Obiz Concept



Peter Haug

oncgnostics



Eric Jallas

ITK



Aline Bsaibes

ITK



Patricia Perez  
de Villar

KDPOF



Edouard Le Goff

KINAXIA



André Labat

KINAXIA



Peter Seufer-  
Wasserthal

Origenis



Gediminas  
Kostkevičius

Ortho Baltic



Alexandre Le Vert

Osivax



Fernando Moreira

Polygon



Alberto Lima

Polygon



Marcos Val

Legacy Healthcare



Damien  
Guermonprez

Lemon Way



Matthieu Gerber

Les Opticiens  
Mobiles



Tim Strunk

Mambu



Laurent Cayatte

Metsys



Luca Verre

Prophesee



Lise Ferrieres

Prophesee



Erwin Spolders

Redavia



Oliver Keilhack

Redavia



Miguel Juan

S2 Grupo



Henri de Jong

Mijndomein



Bertrand  
Grimmonpré

Miracor Medical



Olivier Delporte

Miracor Medical



Marie Best

Mirakl



Olivier Martineau

Naïo Technologies



José Rosell

S2 Grupo



Manlio Accardo

Sailogy Group



Federico Spasciani

Sailogy Group



Marcin Staniszewski

SDS Optic



Mateusz Sagan

SDS Optic



Jean-François Istlin

NDMAC Systems



Christopher Spencer

NDMAC Systems



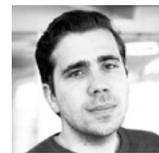
Stephane Jammot

Neotys



Frédéric Crettenand

NetGuardians



Vincent Pedrini

Nomoko



Tony Smeets

Septentrio



Enzo De Proft

Septentrio



Jacob Quartier

Showpad



Katrin Gravier

Silicon Line



Thomas Esser

Siqens





# Photo Gallery Partners





**Jean-Charles Snoy**  
4Reliance



**Roel Meers**  
Baker McKenzie



**Koen Vanhaerents**  
Baker McKenzie



**Valerie Demeur**  
Clifford Chance



**Niek De Pauw**  
Clifford Chance



**David Dessers**  
Cresco



**Glenn L'hoëst**  
Cresco



**Erik Verkest**  
Degroof Petercam



**Olivier De Vos**  
Degroof Petercam



**Ben De Grève**  
Degroof Petercam



**Stephanie Van Heyste**  
KBC Securities



**Nathalie Van Den Haute**  
KBC Securities



**Jan De Kerpel**  
Kempen



**Marco Seller**  
Kempen



**Thierry Lhomme**  
Linklaters



**Filip Lecoutre**  
Linklaters



**Arnaud Goossens**  
Merodis



**Steven Meuldermans**  
Merodis



**Peter D'hondt**  
PwC



**Sammy Hofmans**  
PwC



**Stéphanie Rutten**  
Whyte Corporate Affairs



**Alexandre Commerot**  
Actifin



**Christophe De Lylle**  
Actifin



**Stéphane Ruiz**  
Actifin



**Guillaume Le Floch**  
Actus



**Jérôme Fabreguettes-Leib**  
Actus



**Jean-Emmanuel Vernay**  
Allinvest



**Gwenaél Le Berre**  
Allinvest



**Sophie Javary**  
BNP Paribas



**Igor Donnio**  
BNP Paribas



**Jean-Louis Autoeroche**  
BNP Paribas



**Mathieu Calleux**  
Calyptus



**Marie Calleux**  
Calyptus



**Sophie Levesque-Boulita**  
Calyptus



**Eric Le Boulch**  
CM-CIC Market Solutions



**Thibaut Simonnet**  
CM-CIC Market Solutions



**Ambroise Depouilly**  
Deloitte



**Pascal Mathieu**  
Gilbert Dupont Groupe Société Générale



**Alice Aymé**  
Gilbert Dupont Groupe Société Générale



**Jérôme Guyot**  
Gilbert Dupont Groupe Société Générale



**Geoffroy Pineau-Valencienne**  
Jones Day



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# About Euronext



## ABOUT EURONEXT

Euronext is the leading pan-European exchange in the Eurozone, covering Belgium, France, Ireland, the Netherlands, Portugal and the UK. The Norwegian stock exchange and its clearing & settlement subsidiary, together operating as Oslo Børs VPS, joined Euronext on 17 June 2019. With around 1,500 listed issuers worth €4.1 trillion in market capitalisation as of end July 2019, Euronext is an unmatched blue chip franchise that has 26 issuers in the Morningstar® Eurozone 50 Index and a strong diverse domestic and international client base. Euronext operates regulated and transparent equity and derivatives markets and is the largest centre for debt and funds listings in the world. Its total product offering includes Equities, FX, 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. In addition to its main regulated market, Euronext also operates Euronext Growth™ and Euronext Access™, simplifying access to listing for SMEs.

### Euronext's Tech initiatives

- **TechShare:** a pre-IPO educational programme to familiarise entrepreneurs from promising Tech companies with capital markets.
- **A partnership with Morningstar** to provide listed Tech companies with relevant financial analysis on the stock exchange and increase their visibility to investors.
- **European Rising Tech Label and Tech40 Index** recognises the most performing listed Tech companies to benefit from a year of promotion and scope of services.
- **Trade & Leverage:** a programme for newly listed Tech companies to increase their visibility towards investors.

## A European Tech Hub

With 418 listed Tech companies representing a total market capitalisation close to €462 billion, and 1400+ institutional investors, Euronext is the primary venue for innovative companies in Europe. Since 2015, €26 billion were raised in equity by Tech companies including 110 IPOs and multiple secondary offerings. Our strong Tech franchise includes companies from Life sciences (Biotech & Medtech), TMT and Cleantech.

**418**

listed Tech companies

**€48m**

raised on average at IPO by Tech companies\*

**1,400+**

institutional investors in the Tech sector

**€462bn**

aggregated market capitalisation

## A market structure tailor-made for Tech companies

Euronext provides Tech companies with suited financing solutions. Its different listing markets are designed for their various needs and profiles. Joining Euronext's markets provides you with the opportunity to benefit from a better access to capital, increased visibility and enhanced liquidity.

### EURONEXT®

<b>790</b>	total number of issuers
<b>242</b>	number of Tech companies (39%)
<b>€247m</b>	average deal size at IPO
<b>€1392m</b>	average deal size at IPO

### EURONEXT GROWTH®

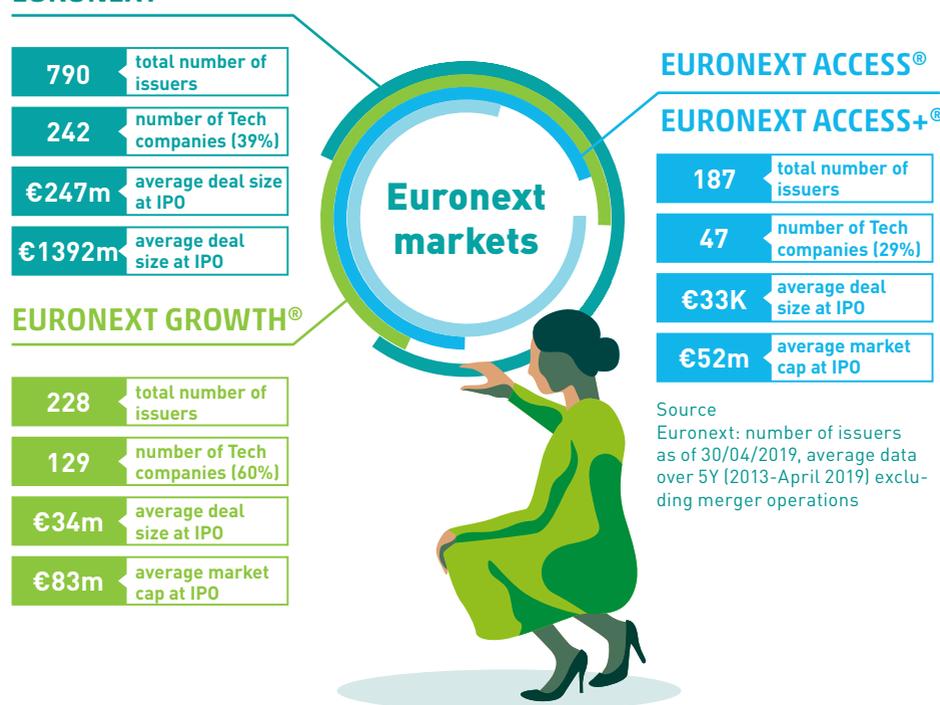
<b>228</b>	total number of issuers
<b>129</b>	number of Tech companies (60%)
<b>€34m</b>	average deal size at IPO
<b>€83m</b>	average market cap at IPO

### EURONEXT ACCESS®

#### EURONEXT ACCESS+®

<b>187</b>	total number of issuers
<b>47</b>	number of Tech companies (29%)
<b>€33K</b>	average deal size at IPO
<b>€52m</b>	average market cap at IPO

Source Euronext: number of issuers as of 30/04/2019, average data over 5Y (2013-April 2019) excluding merger operations



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To learn more about our Tech franchise:  
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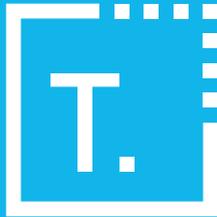


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