



# Deutsche Börse Venture Network

## Company champions meet investors

Deutsche Börse Venture Network® connects aspiring companies with exit potential, be they early, growth or later stage, with suitable investors from all over the world. It offers services in the areas of capital, network and skill: targeted matching for financing rounds, new long-term community contacts and opportunities to extend your expertise in the management of growth companies.

Aspiring start-ups that are going to shape business growth in Europe receive easier access to capital through the expertise of Deutsche Börse as well as support for innovation.



> 170

companies of all stages  
and sectors\*

> 310

national and international  
investors\*



### Capital

- Venture Match: targeted matching of investors and companies for upcoming funding rounds
- Investor Talks: pitch presentations and private one-on-one meetings between companies and investors in an exclusive setting
- Online Platform: member database and digital management of financing rounds



### Network

- Network events to establish new, long-term contacts to relevant companies, investors and partners at home and abroad



### Skill

- Professional training programmes for the management of early-, growth- and later-stage companies

# For companies: Focus on growth financing

Deutsche Börse Venture Network® offers access to a large global network including investors from the venture capital and private equity sectors, business angels, family offices and high-net-worth individuals – online and at designated events. Deutsche Börse Venture Network specifically introduces companies to suitable investors and provides a protected platform on which companies may exchange confidential information with selected investors and initiate funding rounds. Together with nominated partners, such as Deutsche Handelsbank and High-Tech Gründerfonds, it builds a strong ecosystem for growth.



## Companies benefit from...

- a global network of selected and experienced investors.
- access to private capital.
- efficient communication and the secure exchange of documents with investors.
- building up “best practice” know-how on growth management and growth financing through separate trainings for early-, growth- and later-stage companies.
- Deutsche Börse’s extended network including regulators, press and policymakers.
- support regarding equity and debt capital financing.
- capital market readiness, achieved through the preparation of a reporting system and a corporate governance structure for an IPO.
- a market evaluation of a company’s own equity story.
- “capital neutrality” with respect to financing channels (IPO, venture capital, private equity, venture debt, mezzanine, trade sale etc.).

## Companies meet the following criteria

Depending on the stage of the company (membership in the Early Select or Prime Select model), three of the following criteria are mandatory:

	Early Select Post-Seed – Pre-Series B	Prime Select Pre-Series C – Pre-IPO
Annual revenue <sup>1</sup>	> €1 m	> €10 m
Annual growth and specific KPIs	Annual revenue growth rate <sup>1</sup> or business specific KPIs <sup>2</sup>	Annual revenue growth rate <sup>1</sup> > 30%
Annual net profit <sup>1</sup>	–	> €0.5 m
Equity	–	> €5 m
Cumulated capital raised	> €1 m	> €10 m
Lead investor <sup>3</sup>	Yes	Yes
Bootstrapping financing	no external financing	< €1 m aggregated long term debt and equity funding volume

1) Based on at least 12 months or alternatively on the run rate

2) E.g. high number of daily new users or strong growth of customer base

3) Company is proposed by a renowned investor with a history of successful venture investments, who has already made significant investments.

## For investors: Access to high-quality dealflow

Deutsche Börse Venture Network® provides an opportunity to invest in high-growth companies in Germany and Europe – be they early, growth or later stage all the way to the pre-IPO stage. The service provided is geared to investments in growth companies: receive investment proposals that are specifically targeted to match your investment profile. Discover potential deals on our Online Platform or meet member companies in person at our network events.



### Investors benefit from...

- direct access to investment opportunities in aspiring companies and potential IPO candidates across all sectors.
- targeted matching, introduction to and supported interaction with companies.
- an easy way to search for new co-investors or lead investors.
- the expansion of their own international network.
- access to companies that are exceptionally well prepared for capital market requirements by Deutsche Börse Venture Network trainings.

Do you have any questions?  
Would you like to know more?

Please do not hesitate to contact the  
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\* As of April 2018. We welcome approx. 40 new members each quarter.