

ENTERNEXT, HELPING SMEs TO FINANCE THEIR GROWTH

Financing the growth of SMEs and Entrepreneurs

SMEs increasingly turn to the financial markets

EnterNext brings together all of Euronext's services to promote the growth of SMEs, **helping finance the growth of over 700 companies**. In 2014, 31 new companies listed on Euronext markets, raising 24 million euros on average. These small and mid-cap IPOs sparked strong investor interest, with the issues being oversubscribed 2.6 times on average.

SMEs also turned to the financial markets for:

- **secondary capital raisings**, doubling in 2014 (from 2.7 to 5.4 million euros);
- **secondary bond issues**, amounting to 2.7 billion euros in 2014.

A variety of listed companies

The exchange brings together companies from a wide range of **sectors** (biotech, real estate, web, manufacturing, services, cleantech, software, etc.), as well as a range of **sizes** (raising from 3 to 150 million euros), and **locations**.

Working hand in hand with entrepreneurs and the financial community

Proximity

In order to support the executives of SMEs, EnterNext has set up teams in Belgium, the Netherlands, Portugal and all the regions in France, with dedicated resources to help SMEs gain access to the financial markets.

Education and assistance

EnterNext helps company executives in choosing a financing solution that is suitable for their growth project. The teams took part in over 210 events in 2014 aiming to explain to SMEs of all sizes and sectors, as well as to the financial community, how the financial markets work and what their benefits are.

€9 BILLION

RAISED BY SMEs ON EURONEXT MARKETS IN 2014.

31 SME LISTINGS IN 2014
(VS. 26 IN 2013), RAISING

€740 MILLION

 **+ 1,200**

INDIVIDUAL MEETINGS BETWEEN COMPANY EXECUTIVES AND ENTERNEXT TEAMS IN 2014

 **+ 210**

EVENTS PERTAINING TO THE FINANCIAL MARKETS

Reinforcing ties between SMEs and investors

Reinforce the visibility of listed SMEs

Communicating regularly, maintaining close contact, being visible with investors... these are the issues faced by the executives of listed companies. In order to increase their visibility and understanding of their business models, EnterNext organises meetings with investors all year long. Two other measures have also been launched to develop equity research on these stocks:

- reduced trading fees for brokers covering small & midcaps;
- a partnership with Morningstar to reinforce financial analysis of 220 listed mid-caps in the technology, media and telecommunications (TMT) sector.

Moving savings towards small and midcaps

EnterNext also took part in several initiatives to reinforce the attractiveness of SMEs with investors, including the creation and promotion of the PEA-PME savings account in France.

Boosting the financing of the Tech* sector on the Exchange

During the first EnterNext Tech Conference on 17 November 2014 in Paris, which attracted over 300 representatives from the Tech scene, EnterNext announced a series of measures set for rollout in 2015 to support the financing of Tech companies. The three pillars include:

- Increased assistance for the 320 listed tech companies in order to raise their visibility, including a financial analysis programme with Morningstar, a dedicated website and specialised conferences (workshops, webinars, Pitch Tech Days, etc.);
- Launch of a new label for 30-50 particularly noteworthy Tech stocks, gaining special access to premium services (dedicated index, roadshows, exclusive club, etc.).

Familiarise tech entrepreneurs with the financial markets

EnterNext will launch in 2015 a pre-IPO programme to support and coach executives of tech companies that have not yet listed and are in a strong growth phase, in order to educate them about the financial markets.

* The Tech sector includes companies in digital innovation, life sciences and eco-industries.

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