



**BORSA İSTANBUL
PRIVATE MARKET**

What is Borsa İstanbul Private Market?



Private Market allows;

- companies to get access to finance without going public,
- shareholders to sell their existing shares and have access to liquidity,
- investors to find buyers so as to liquidate their investments.

Borsa İstanbul Private Market was launched in November 2014.

Soon after its launch it was awarded;

- the “Most Innovative Initiative of the Year” by Turkish Exporters Assembly (TİM).
- “The Best Stock Exchange Concretely Supporting Startups in South East Europe” by the Business Angels Association of Turkey (TBAA), the European Trade Association for Business Angels, Seed Funds and Early Stage Market Players (EBAN).



BORSA
İSTANBUL

Who can apply for membership?

If you are an entrepreneur seeking funds for your start up, a joint stock company in need of finance, a shareholder looking for liquidity, a qualified investor or a business angel investor, you can become a member now. You can buy or sell shares and make use of services including professional brokerage, independent audit, legal and financial consultancy offered by the Private Market-member intermediaries and service providers. You can also benefit from low-cost services offered by our solution partner service providers.

- Companies /Shareholders
- Investors
- Intermediaries
- Service providers

Companies /Shareholders

Investors

Intermediaries

Service Providers

Companies /Shareholders

Two types of companies and their shareholders are admitted as members to the Private Market, namely,

- 1) Start-ups
- 2) Rising Companies

Start-ups and their shareholders

In order to apply for membership in this category, a minimum of 6 months and a maximum of 5 years must have elapsed since the establishment date of the company.

Rising Companies and their shareholders

Private Market supports innovative and growing companies. If your company fulfills the following requirements, you can apply in this category.

- 1) Minimum amount of the assets or sales revenues must be TL 5 million in one of the past two consecutive years' annual or quarterly financial statements
- 2) At least 2 years must have elapsed since the establishment of the company

Investors

Two types of investors, namely, 1) Qualified investors and 2) Certified business angel investors are admitted as members.

- 1) Both natural and legal persons may apply for membership with qualified investor status. If you have a qualified investor account with a bank or brokerage house, you may immediately apply. If not, you may apply to a brokerage company or bank and open a qualified investor account.

The requirements to open a qualified investor account through a brokerage company or bank are as follows:

- a) If you are an intermediary institution, bank, portfolio management company, collective investment company, pension fund, insurance company, mortgage financing company, asset management company or an equivalent organization headquartered abroad, you may be a qualified investor as a professional client.



b) If you are a legal person other than those cited above, in order to be eligible for applying to be a qualified investor, you must fulfill either of these features: “the total amount of your financial assets including cash deposits and capital markets instruments exceeds TL 1,000,000” or “carry at least two of these features: total assets exceeding TL 50,000,000, annual net proceeds of TL 90,000,000, equity capital of TL 5,000,000”.

c) If you are a natural person, in order to be eligible for applying to be a qualified investor, “the total amount of your financial assets including cash deposits and capital markets instruments must exceed TL 1,000,000”.

2) If you are a natural person, and if you hold a Business Angel Certificate issued by the Undersecretariat of Treasury, you may immediately apply for membership. Otherwise, you may apply to angel investor networks to obtain a certificate and benefit from one of the highest tax advantages in the world.

If you are a resident outside Turkey and hold a qualified investor or a business angel investor status in the jurisdiction of your residency, you can become a member.

For detailed information please visit www.bistprivatemarket.com

Intermediaries

Intermediaries include consultants, legal firms, funds, financial institutions, brokerage houses, banks or other legal entities accepted as intermediaries by the Private Market, that engage in transactions for and on behalf of the buyer or seller, by proxy.

Service Providers

Additional services including financial consultancy, legal advisory and independent audit to be offered to companies and investors for the transactions in the Private Market may be provided by Private Market member service providers.

How to submit an application?



Go to
www.bistprivatemarket.com



Create a username and password.
Fill out the online application form.
Upload the requested supporting documents.
Submit the form.



Click on the “Apply now” button
for the membership type
that you want to apply for



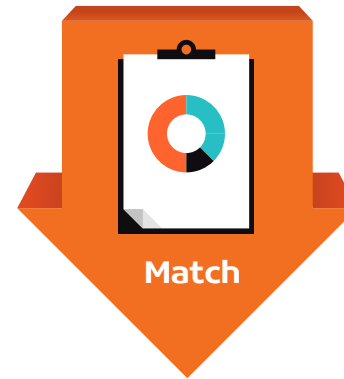
Download the membership agreement,
sign it and send it to
“Borsa İstanbul Private Market
Reşitpaşa Mah. Tuncay Artun Cad.
Emirgan / İSTANBUL



Step by Step Borsa İstanbul Private Market



Upon approval of your submission, sign in as a member. Find the counter party you are interested in from the suggestion list or search engine. In order to contact the counter party directly, send an “Indication of Interest (IoI)”.



Upon acceptance of your Indication of Interest by the counter party, you will be accredited to get access to more detailed information. You can start using the secure “Data and Deal Room” for due diligence, document management and negotiations.



Upon agreement of both parties on the terms and conditions submit an electronic “notification of agreement”.

Why Private Market?

Get access to all private market services through a single platform, which is the world's first comprehensive Private Market established by a stock exchange from scratch

Buy and sell shares without going public

Be exempt from capital markets regulations such as Capital Markets Board approval, prospectus and public disclosure of material events

Find easy, quick and low-cost solutions to financing needs of companies and liquidity needs of investors

Control your shareholder base. Raise funds without borrowing and choose your new shareholders

Investors are able to meet numerous companies in various sizes and from different sectors as well as to invest in growth companies

Allow companies to evaluate a broad range of local and international investor alternatives to find new partners and finance

Certified business angel investors can benefit from the world's best tax advantages

Manage and control the information flow and confidentiality

Companies can find the counterparty anonymously

Offer investors
the opportunity
to exit by
liquidating their
investments

Benefit from
services including legal
and financial consultancy,
valuation, and brokerage
which are provided
upon request,
by Private Market
member solution
partners at
reasonable prices

Offer companies and
investors the opportunities
for matching algorithmically
with appropriate ones based
on their interests and needs;
accessing each other through a
comprehensive search engine;
communicating, negotiating and
sharing documents in a secure
environment through
the data and deal room
application

Allow companies
to find finance without
using an intermediary
and control the
financing process

Benefit from
meeting your
counterparty under
the umbrella of
Borsa Istanbul

Contact us

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