

**Entry Standard (Deutsche Börse)**

The Entry Standard is based on the rules of the Open Market (Regulated Unofficial Market), but it features additional requirements. For investors, this means increased transparency and more information. Companies contained in the Entry Standard have to publish an audited annual and management report on their website within six months after the official reporting period, as well as an interim report. Moreover, they are required to immediately publish any news or circumstances significant to the valuation of the share and company.

Shares in the Entry Standard are insider securities and are therefore monitored by the German Federal Financial Supervisory Authority (BaFin) with regard to the rules on insider trading and market abuse. Price determination is monitored by the Market Supervisory Authority (HÜSt).

The Entry Standard is particularly attractive for young and established SMEs (small and medium sized companies). Private Equity and Venture Capital investors may use it as an exit channel. There is no sector focus.

**Quick Facts**

Launch:	2005	Operated by:	Deutsche Börse
Number of listed securities:	175	Number of countries:	12
Total Market Capitalization:	44,7 bio. EUR	Average Market Capitalization:	255 mio. EUR

**Overview**

As of December 1st 2014, there have been 175 listed securities, representing 174 different companies. 152 companies, or 87 percent of all companies are German equities. The percentage of foreign companies on this German Exchange segment is round 13 percent. 107 companies (61%) do have an English version of their website. 90% percent of the companies have an extra IR section as part of their website to disclose market relevant information to the public. Thus, it is quite easy to get all relevant information to evaluate the company. This is actually a condition of the stock exchange. Email contacts have been made available from all of the listed companies.

Besides the listing on Frankfurt Floor, the companies have in average 4 additional listings on other (regional) German stock exchanges respectively on the XETRA trading platform.

Only 10 out of the 175 companies (6%) have an additional listing (dual listing) on another Stock Exchange – mainly on Nasdaq OTC or on another Stock Exchange out of the German speaking countries. Thus, the Entry Standard definitely serves as main Stock Exchange for its listed companies.

Tradability and liquidity of the shares are appealing. The average daily trading volume per company in the past 12 months has been almost 32.000 EUR. On the other hand: this value reflects only 0,01 percent of the company valuation. If we exclude the biggest two companies (Sberbank and Rocket Internet), the average trading volume per company in the past 12 months has been more than 28.000 EUR or 0,04 percent of the respective market capitalization. 161 companies (92 percent) are traded on a daily basis.

Below you will find a table with a ranking of the included countries:

ISIN	Number	Percentage	Country
Dexxxxxxxxxx	152	86,86%	Germany
Usxxxxxxxxxx	6	3,43%	United States of America
CHxxxxxxxxxx	4	2,29%	Switzerland
GBxxxxxxxxxx	3	1,71%	Great Britain
Atxxxxxxxxxx	2	1,14%	Austria
NLxxxxxxxxxx	2	1,14%	Netherlands
Itxxxxxxxxxx	1	0,57%	Italy
Kyxxxxxxxxxx	1	0,57%	Vietnam
Luxxxxxxxxxx	1	0,57%	Luxembourg
MTxxxxxxxxxx	1	0,57%	Malta
NZxxxxxxxxxx	1	0,57%	New Zealand
VGxxxxxxxxxx	1	0,57%	China

The total market capitalization of all 175 listed companies – as of December 16th 2014 – has been 44,7 billion Euro. This makes the Entry Standard to the the biggest segment for Small- und Mid-Cap companies in continental Europe.

Below you will find a table of the TOP5 listed companies according to the market capitalization:

Company	ISIN	Website	MC in mio.
SBERBK ROS.ADR	US80585Y3080	<a href="http://www.sberbank.ru">http://www.sberbank.ru</a>	25 563,79
ROCKET INTERNET AG	DE000A12UKK6	<a href="https://www.rocket-internet.com">https://www.rocket-internet.com</a>	8 244,44
GRAND CITY PROPERTIES	LU0775917882	<a href="http://www.grandcityproperty.de">http://www.grandcityproperty.de</a>	1 392,02
PAUL HARTMANN AG	DE0007474041	<a href="http://www.hartmann.de">http://www.hartmann.de</a>	1 143,17
IKB DT.INDUSTRIEBANK	DE0008063306	<a href="https://www.ikb.de">https://www.ikb.de</a>	570,04

Interesting note: although the Entry Standard is mainly composed of German companies, there are two companies among the TOP5 regarding market capitalization from outside Germany. The company with the highest market capitalization (by far) is the Russian Sberbank.

The number of so called Pennystocks – companies with a quotation of less than 1 Euro – is quite high for this established market: On December 16th 2014, 38 companies (22 percent) of all listed companies had a quotation below 1 Euro.

### Requirements

The Entry Standard provides a cost-effective financing option for companies that desire to raise equity capital via the stock exchange. On the next page you will find a list of transparency standard required for the listing.

**Requirements:**

- I. Public offering (prospectus requirement)
- II. Minimum age of company: two years
- III. Minimum capital stock: 750.000 EUR
- IV. (calculated) nominal value per share: 1,00 EUR minimum
- V. Minimum free float of shares: 10 percent
- VI. The inclusion application is filed by the company in cooperation with a trading participant of Frankfurt Stoxx Exchange
- VII. The applying trading participant appraises whether the company complies with the special requirements and whether it provides the respective evidence to Detusche Börse G

**Transparency standards after the issue:**

- I. Annual report
- II. Half-yearly report with abridged balance sheet, GuV, addendum and interim report
- III. Publication of essential information
- IV. Brief company profile
- V. Corporate calendar
- VI. Company key figures
- VII. A Deutsche Börse Listing Partner assists the company in its function as a capital market coach

**Costs (for the Admission and ongoing)****a) Fees Initial Admission**

750 EUR for the inclusion with a prospectus and 1.500 EUR for the inclusion without a prospectus.

**b) Annual Fee table**

5.000 EUR annual fee