

Borsa İstanbul

Private Market

YUNUS EMRE

Business and Product Development Department – Borsa İstanbul



Outline

Why Private Market was established?

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Borsa Istanbul Private Market Overview

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Why Private Market was established?



Startups & Growth Ventures

- Too early for IPO
- Limited access to qualified investors

Bridging the gap between innovative startups and capital

Investors

- Difficult to find quality opportunities
- Limited structured deal flow

Borsa İstanbul Private Market



Private Market

- Membership-based
- Brings together companies, shareholders and investors

Startups & Growth Ventures

- Seeking investor access

Investors

- Seeking investment opportunities

Service Providers & Intermediaries

- Legal, financial and transaction support



**NOT A PUBLIC EXCHANGE
MARKET**

Member Structure and Admission Process



Companies

- Startups (6m–5y)
- Growth Ventures ($\geq 2y$, $\geq 10M$ TL)

! Committee-based admission !



Investors

- Angel investors
- Qualified investors
- Domestic & international

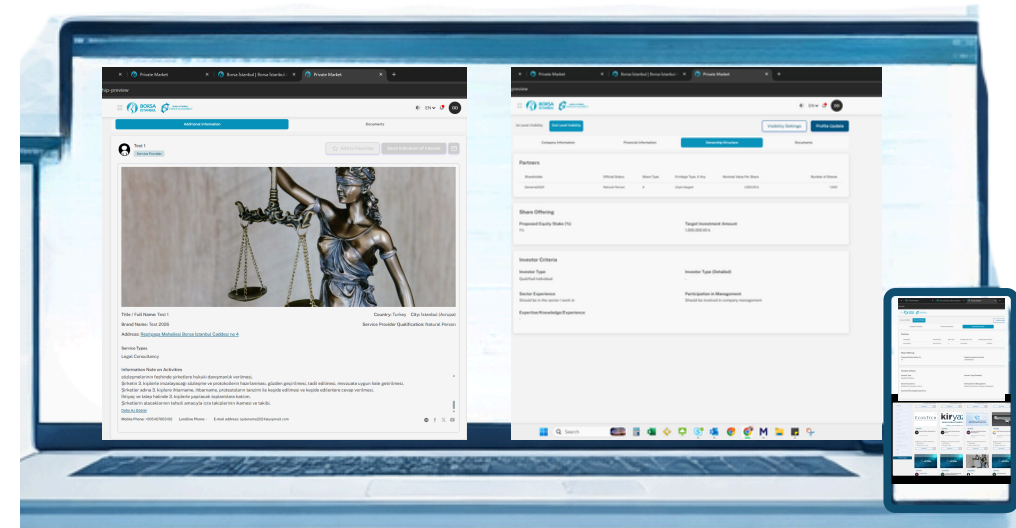
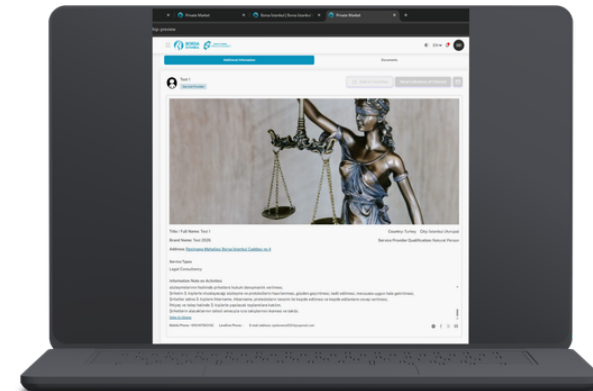
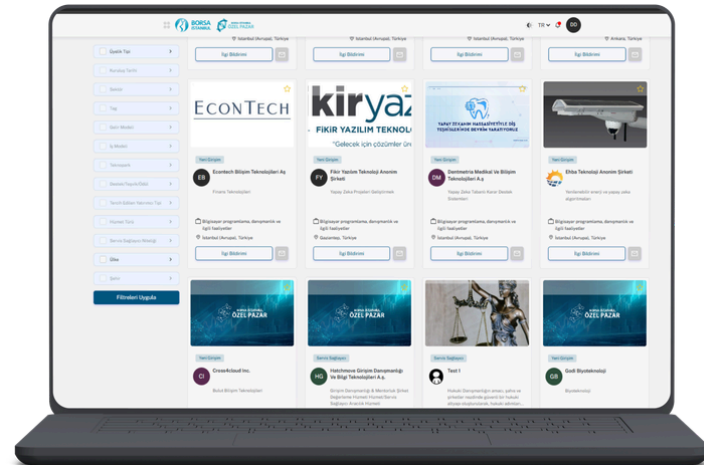
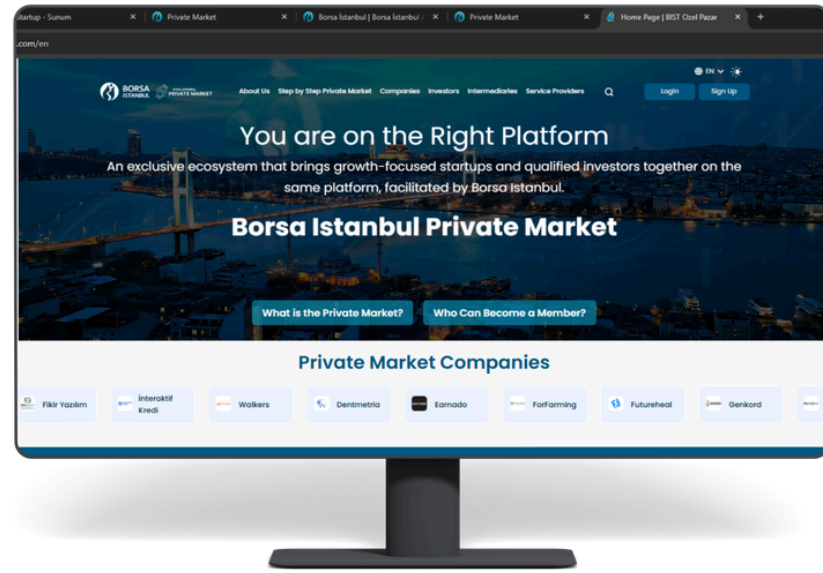


Service Providers & Intermediaries

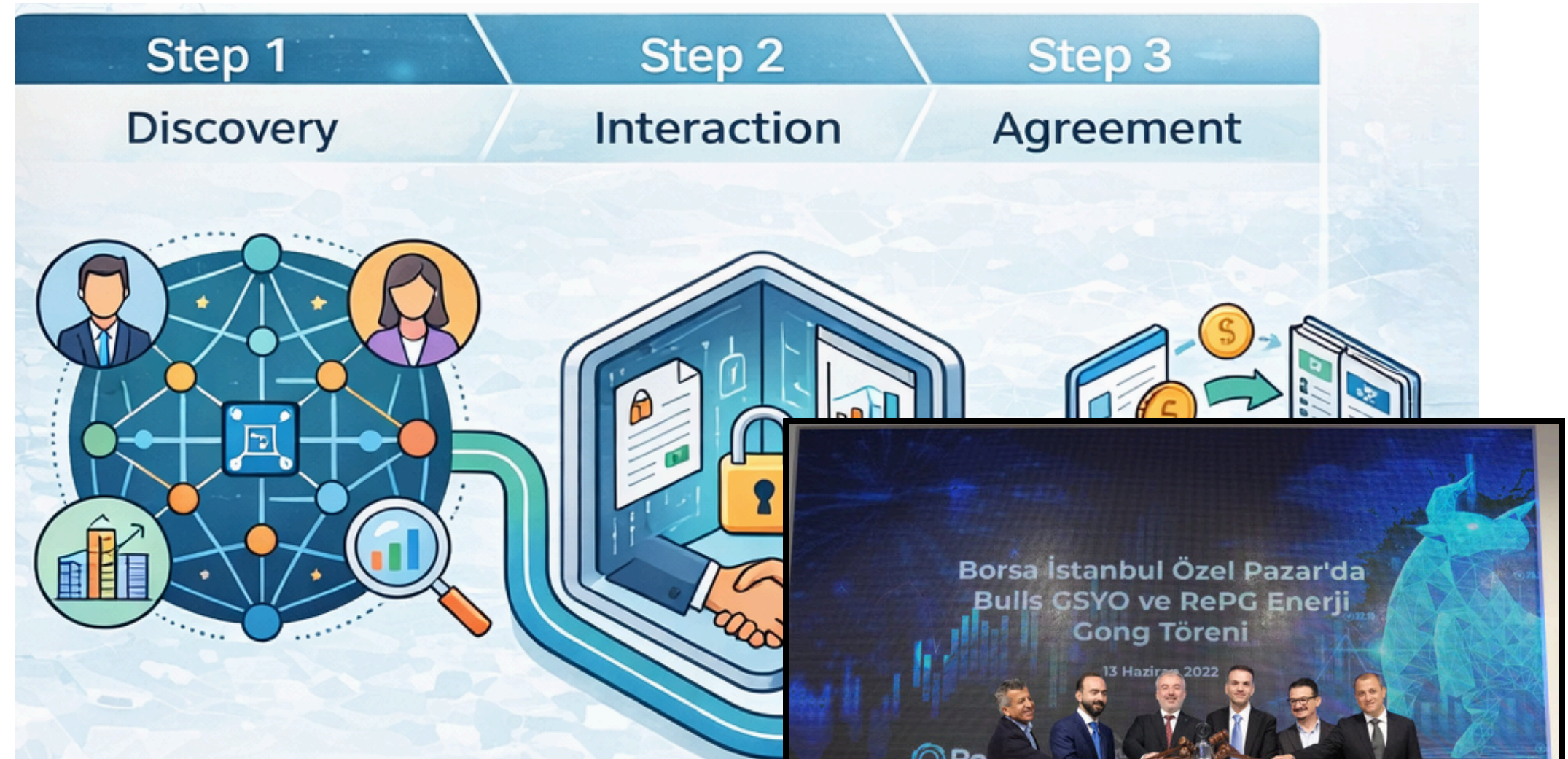
- Legal & financial advisory
- Valuation & audit
- Due diligence support

How the Platform Works?

Platform Interface



Interaction Flow



LEVEL 1 INFORMATION

- ▶ Basic company overview
- ▶ Visible to all members
- ▶ Introductory information

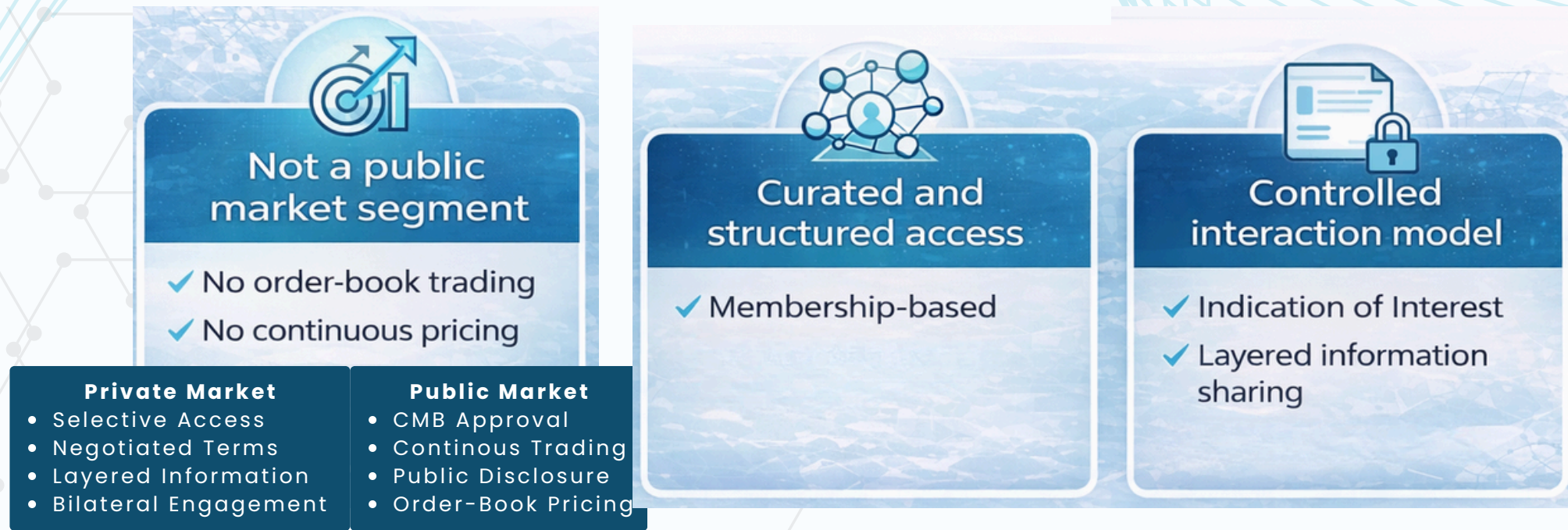
- ▶ Access via Meeting Room / Data Room

Available after acceptance of indication of interest

Example Journey: From Private Market to IPO



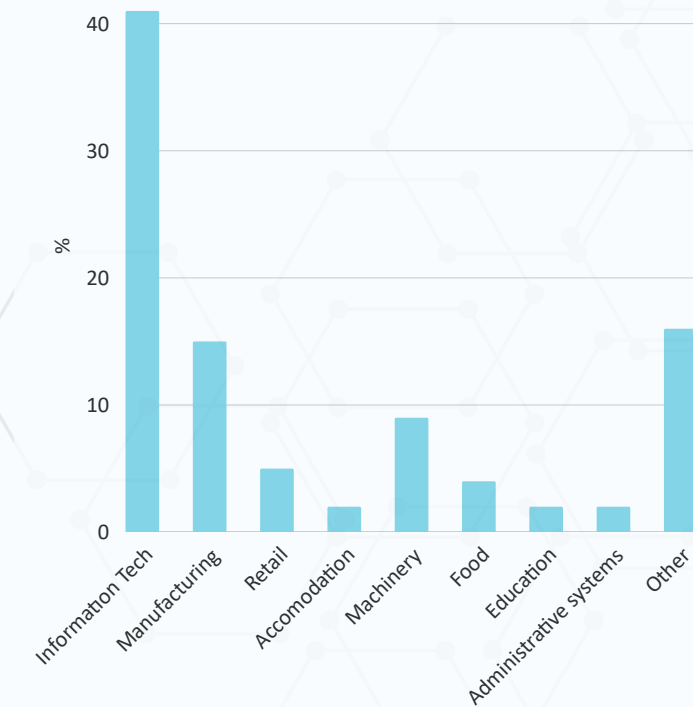
Key Takeaways



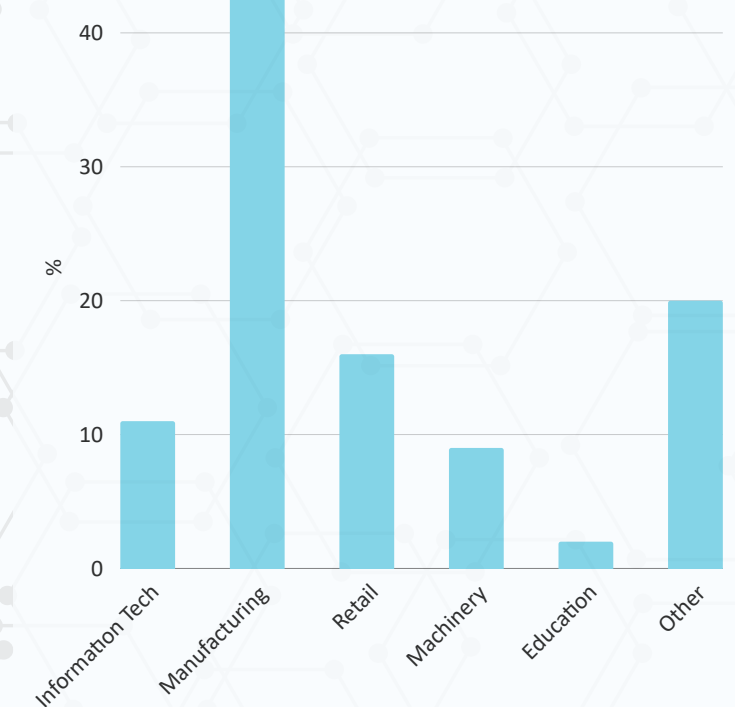
+350 ecosystem participants



Sectors of Startups



Sectors of Growth Stage Ventures



Tech Impact

IT-focused companies are prominent among companies.



Thank You

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