



EURONEXT

PAIRSTECH 
CAPITAL MANAGEMENT LLP

Euronext Listing Sponsor Presentation



Euronext is the path that allows any EU capital company to offer its shares to the audience of investors and to raise capital in a simple, safe and economical way through AIM IPO. Currently Euronext market has a capitalization of 3,500 billion euros and 5,500 listed securities.

Euronext is a **real solution** that wants to replicate, at enormously **lower costs and times**, on a potential market of much larger dimensions than AIM and with a visibility that goes beyond national borders, a real IPO.

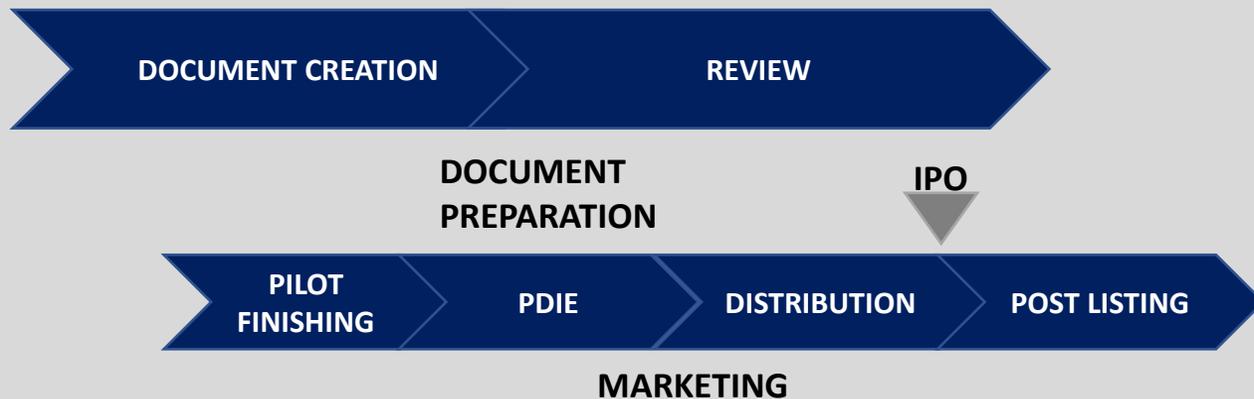
The companies open up more and more to professional and retail investors, with a fundamental new advantage: the financial instruments purchased are liquid and transferable. Euronext guarantee companies a significant increase in the pool of potential investors, who will be able to transfer their shares to the secondary market, even with intraday transactions.

Therefore, Euronext encourages companies to grow: if it is true that the listing on the domestic price lists is an important step for a company, it is also true that this should only be a starting point, since internationalization it is essential to be able to address the widest possible audience of specialized investors.

Why is it useful?

Euronext supports SMEs and startups with listing services that satisfy specific needs. Issuers from all the sectors and geographic areas, can grow up joining capital on regulated markets. They can take advantage from the exposure to different classes of customers of the institutional investors.

How long does it last?



Time needed can vary from 4 to 6 months, thanks to the different listing methods.

How does it work?

The project develops in **3 simple steps**:

1

The company will carry out a private placement campaign to raise capital before listing the company

2

Once the minimum collection target has been reached, the company will submit the project to the verification of the Listing Sponsor Pairstech Capital Management LLP and the managers of the Euronext market

3

Once the project has been approved, the company will be admitted to trading on one of the markets controlled by Euronext NV Holding company: **Euronext Paris, Euronext Brussels, Euronext Amsterdam, Euronext Lisbon, Euronext Dublin, AIM Italy**

Eligibility Criteria

	EURONEXT ACCESS	EURONEXT ACCESS +	EURONEXT GROWTH	EURONEXT GROWTH EURONEXT (A/B/C)
Venues	Brussels, Lisbon, Paris	Brussels, Lisbon, Paris	Brussels, Dublin, Lisbon, Paris	Amsterdam, Brussels, Dublin, Lisbon, Paris
Free float	Not applicable	€1m	€2.5m (market cap >€5m for Dublin)	>25% market cap or €5m (€1m for Dublin)
Financial statement	2 years (if relevant, and no requirement for audited accounts)	2 years incl. audited accounts of the last financial year	2 years (audited)	3 years (or 2 for SMEs*)
Accounting standards	IFRS or local GAAP			IFRS
Intermediary	Listing Sponsor	Listing Sponsor (Euronext Growth Advisor for Dublin)		Listing Agent (Listing Sponsor for Dublin)
Main document to be provided	For a Public Offer >€8m in Paris or Brussels or >€5m in Dublin or Lisbon: EU Prospectus			
	For a Public Offer below these amounts or for an admission through Private Placement or Direct Admission: EU Prospectus			EU Prospectus
	<ul style="list-style-type: none"> • Paris, Dublin and Lisbon: Information Document • Brussels: Information Nota 			
Legal Entity Identifier (LEI)			Yes	

Why a company should get listed on Euronext?

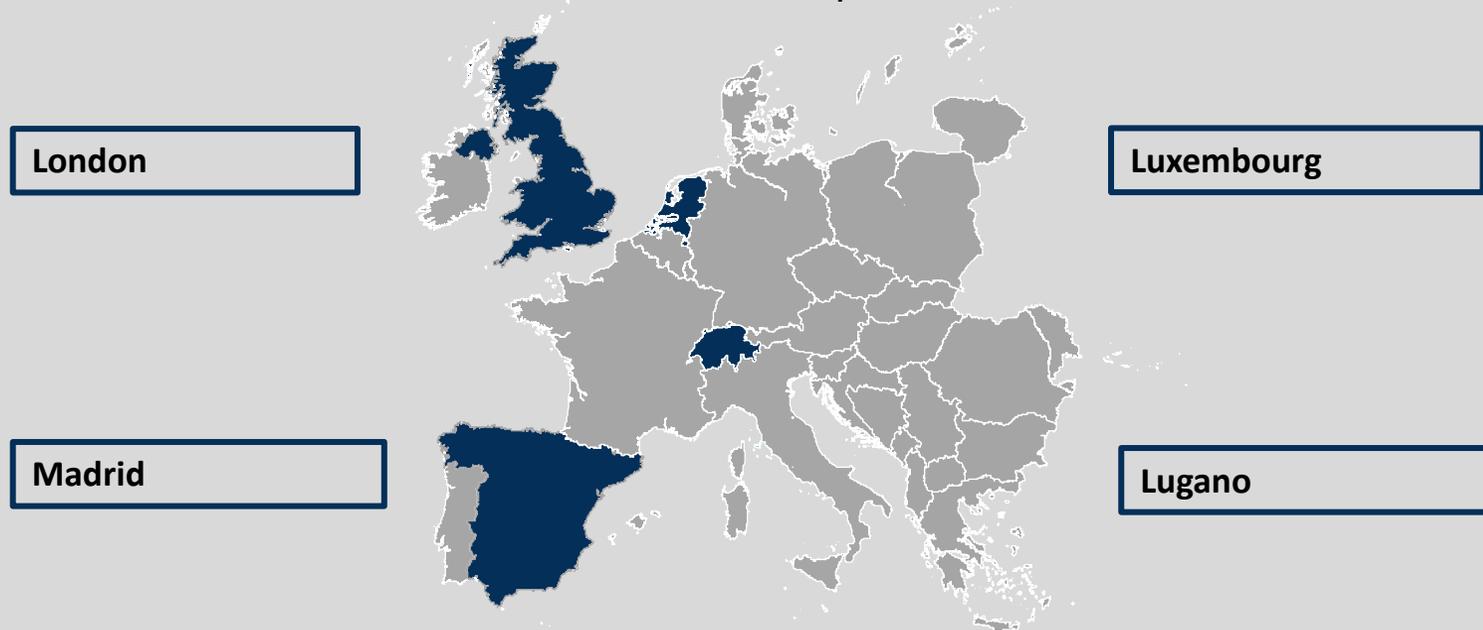
- ❖ It provides the right direction to raise capital for growth-oriented startups and SMEs in Europe
- ❖ Increased credibility and better financial standing leading to demand for the company's stock at a higher valuation
- ❖ Equity financing offers growth opportunities such as expansion, mergers and acquisitions, being a cost-effective and tax-efficient mode.
- ❖ Allows liquidity for shareholders, managing the thousand investors generated, which a possible crowdfunding campaign has generated, and creating a process for a potential exit for those who want to monetize the investment
- ❖ Listing discipline companies, allowing them to become structured well in advance, generating greater interest even for institutional investors
- ❖ Euronext provides solutions at competitive prices, which allows the company to grow gradually over time without generating excessive listing costs like the one on AIM market
- ❖ Potential for distributing employee bonuses in shares. Employee stock options provide greater engagement, participation and hiring incentives

About us

Pairstech Capital Management LLP is a London-based investment management firm founded in 2007. The company is authorised and regulated by the Financial Conduct Authority (“FCA”), with registered nr. 477155.

Pairstech offers high expertise in different asset classes and provides institutional investors with a range of products representing **true diversification with the best available risk-reward profile.**

Pairstech provides its services mainly in the UK, Spain, Switzerland, Italy, and Luxembourg. However, our clients are served seamlessly through Europe, blurring the traditional geographical and country fragmentation, through a presence in all countries with both local authorized entities or freedom of services provision of financial services.



Our Experience

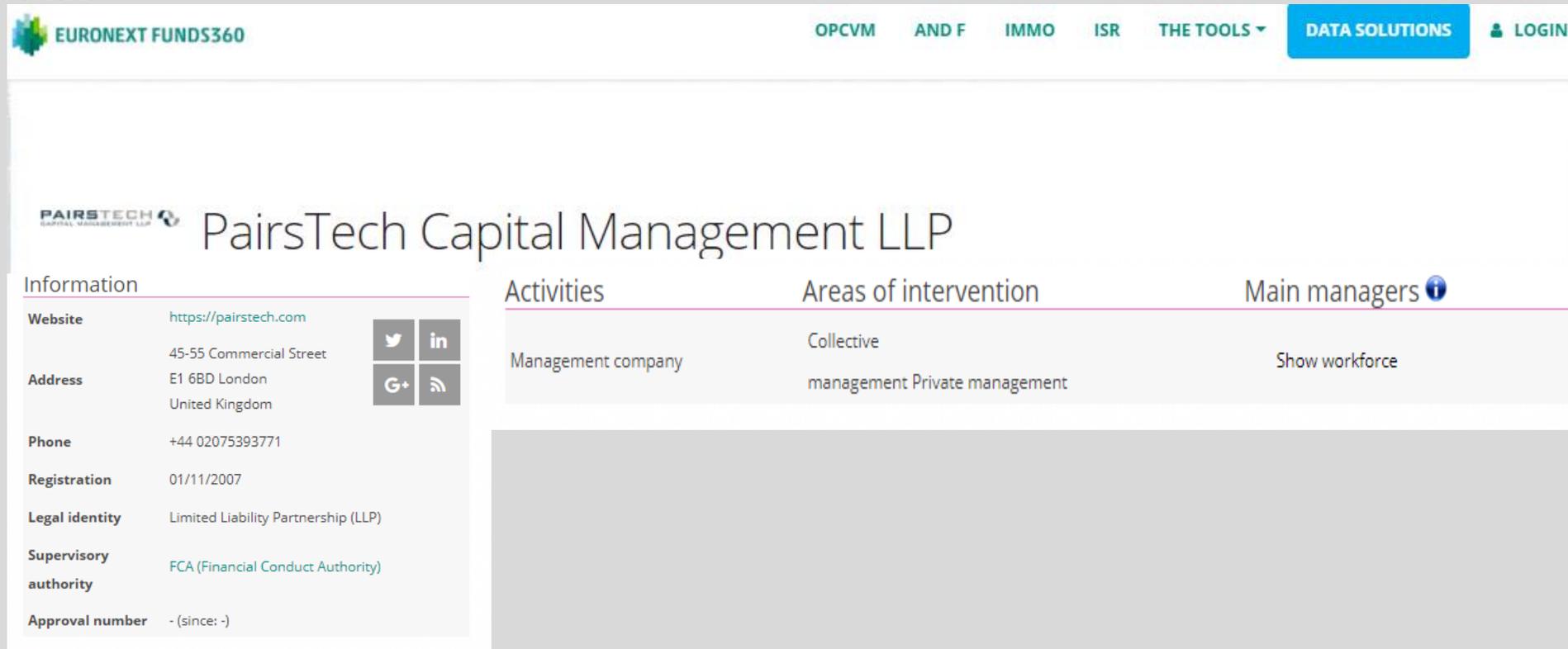
Along the years in our capital markets activities we have partnered successfully with the following main European stock exchanges:

The logo for Wiener Börse, featuring the text "wiener borse" in a lowercase, sans-serif font. A red curved line is positioned above the word "borse".The logo for NEX, consisting of the letters "NEX" in a bold, black, sans-serif font.The logo for AIM Italia, featuring the text "AIM Italia" in a bold, sans-serif font. "AIM" is in orange and "Italia" is in grey. Below it, the text "MERCATO ALTERNATIVO DEL CAPITALE" is written in a smaller, grey, sans-serif font.The logo for AIM London Stock Exchange, featuring the text "AIM" in a bold, orange, sans-serif font. Below it, the text "London Stock Exchange" is written in a smaller, black, sans-serif font, accompanied by the Royal Coat of Arms of the United Kingdom.The logo for ExtraMOT Borsa Italiana, featuring a stylized black line graphic on the left. To its right, the text "ExtraMOT" is written in a bold, black, sans-serif font, and "Borsa Italiana" is written in a smaller, italicized, black, sans-serif font below it.The Euronext logo, featuring a colorful, pixelated graphic on the left and the text "EURONEXT" in a bold, teal, sans-serif font on the right.

Euronext Listing Sponsor

As part of our corporate development activities with our strategic partner Opstart Srl, one of the biggest crowdfunding platforms in Italy, Pairstech Capital Management in Q1 2020 applied to become an official listing sponsor of the Euronext. The aim is to push more start up and SMEs' (especially tech) who raise external funding to directly apply to become a listed company in order to create more liquidity and capital attractions from investors globally.

After presenting all the application documentation, on February 2020 Pairstech Capital Management became official listing sponsor for the Euronext



The screenshot shows the Euronext website profile for PairsTech Capital Management LLP. The page includes a navigation bar with categories like OPCVM, AND F, IMMO, ISR, THE TOOLS, and DATA SOLUTIONS. The main content area is divided into several sections:

- Information:**
 - Website: <https://pairstech.com>
 - Address: 45-55 Commercial Street, E1 6BD London, United Kingdom
 - Phone: +44 02075393771
 - Registration: 01/11/2007
 - Legal identity: Limited Liability Partnership (LLP)
 - Supervisory authority: FCA (Financial Conduct Authority)
 - Approval number: - (since: -)
- Activities:** Management company
- Areas of intervention:** Collective management, Private management
- Main managers:** Show workforce

Pairstech Modus Operandi

Pairstech guarantees the correct execution of the admission procedure (coordinating, for example, all the internal and external stakeholders including the local regulators). It creates a channel of communication with the market in different ways.

Our team is your partner during the admission process for listing; it works in order to help you until the negotiation moment.

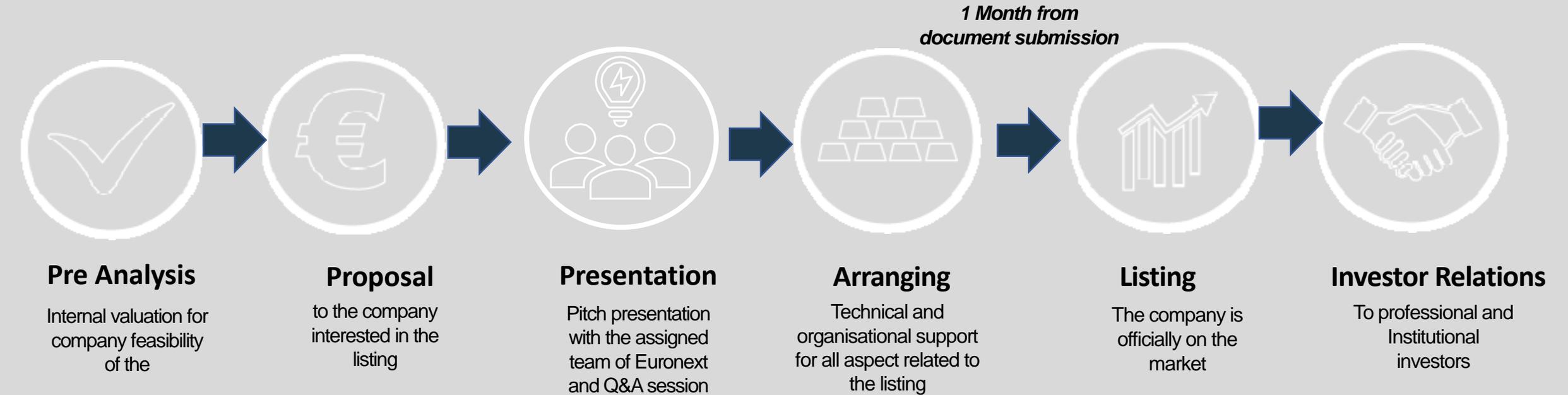


Functions performed as Listing Sponsor

Pairstech Capital Management is the **perfect team for SMEs'** . We work to help clients to be listed on the Euronext platforms and **supports them in all phases of all the listing process**. Our **main functions performed include:**



Example of a Listing Process



Euronext Listing Case Study: Cesynt Advanced Solutions



Cesynt Advanced Solutions PLC is an innovative SME that makes High Level Professional training (e-learning) courses (CFP) available on all different devices: PC, smartphone, tablet (IOS, Android).

From 2010 to date the company has become a leader in the field of the mandatory continuous training, creating a range of application and technological solutions studied and built in accordance to the client's need, whom has to daily face the informatic development in this field.

In 2019 Due the high level of exponential growth of the industry and of their business Cesynt decided to do a equity crowdfunding campaign successfully completed with a 1.2 million Euro raised from investors. Following the end of the campaign, in order to provide liquidity to their investors, Cesynt in the Q2 2020 applied for the Access Segment of Euronext Market in Pairs. Listing process was completed in November 2020.

Executive Team



CV

1996-1999 Fund Manager at Fideuram Capital (Italy)

1999-2000 Equity Research Analyst at Allianz Asset Management

2000-2001 Fund Manager at Gestielle Asset Management (Italy)

2001-2004 Head of the Total Return Team at Nextra Investment (London, UK)

2004-2006 Co-founder of DD Capital Management (London, UK)

2007-Present Founder, CIO and CEO of Pairstech Capital Management LLP/Aleph Finance Group (London, UK)

Personal Track Record

Pairstech Premium Fund 2008-2016

Clabo (co global coordinator, listed)

Enertronica (equity secondary, 2 bond issuances/ listed)

Glenalta SPAC (arranger/ listed)

Parmesan bond (global coordinator e book runner/ listed)

Winelivery (crowdfunding, unlisted)

Sorgente (circa) secondary issuance(global arranger/ listed)

KolinPharma (Nomad, Listed),

Igea Suisse (Nomad, Listed),

ABTG (Nomad, Listed)

CogenPower(Nomad, Listed)

Executive Team



CV

2003-2005: Supply Chain Manager for Pechiney/Alcan/Rio Tinto (Italy)

2005-2017: Executive Director Investment Banking Division at J.P. Morgan - Corporate Finance (London, UK)

2017-2018: Executive Director and Chief Investment Officer for a Single Family Office (Milan, Italy)

2018-Present: Managing Partner Pairstech Capital Management LLP –Private Equity and Corporate Finance division/Aleph Finance Group (London, UK)

Personal Track Record

Etihad (Abu Dhabi) in its investment in Alitalia(Advisor/ Listed)

DSM (Netherland) in its combination and \$ 2bn take private of Patheon (Canada)(Advisor/Listed)

Orascom Industries in its transformation (split and dual listing) and financing(Advisor/ Listed)

Sibur (Russia) on its €1.0bn debut Eurobond(Advisor/Listed)

Winning consortium for \$5.8bn privatization of Turkish Highways and Bridges(Advisor/Unlisted)

Bahri (Saudi Arabia) in acquisition of Saudi Aramco crude oil shipping business(Advisor/Unlisted)

d’Amico International Shipping (Italy) in its Initial Public Offering(Advisor/Listed)

Alshell: IPO(Bookrunner /Listed)

Techem (sub-metering)(sell-side and strategic advisory/ Listed)

Our Team



Mirabela Mocanu

2007 -2017 Various experiences as operations executive for Santander Consumer Bank Spa and Compass Banca Spa (Italy)

2017-2019 - Advam Partners SGR Spa- Project Manager and fund management support for AIF's (Milan, Italy)

2019 -Present COO Pairstech Capital Management LLP London/ Aleph Finance Group PLC (London ,UK)



Bruno Puricelli

1999- 2004 Abn Amro Bank NV – pan-european Equity Sales – (Milan, Italy)

2005-2007 ABN Amro Bank NV – Senior Sales Trader pan-european Equities – (London, UK)

2007-2008 Royal Bank of Scotland – Senior Sales Trader pan-european Equities – (London, UK)

2009-2010 Cantor Fitzgerald – Executive Director Global Sales – (Milan, Italy)

2011-2018 Independent Financial Advisor /Introducing Broker (Milan, Italy)

2019- Present Pairstech Capital Management LLP – Responsible Dealing Desk securities – (London, UK)



Andrea Dutto

2016-2017 PwC, TP and value chain Consultant (Milan ,Italy)

2017-2018 Crossbordersolutions , Analyst –(New York, US/ London ,UK)

2019 -Present Investment Associate Pairstech Capital Management LLP London/ Aleph Finance Group PLC – (London,UK)

Contact Details



London - Headquarter

1/1A Telegraph Street ,EC2R7AR London

Tel: +44(0)2081759300

Fax: + 44(0)2079006568

Email: info@pairstech.com



Madrid - Branch

Paseo de la Castellana,95 -15 °
(Torre Europa) 28046 – Madrid

Tel: + 34914185036