

# Private Market

Borsa İstanbul 2016

Dr. Recep Bildik

[www.bistprivatemarket.com](http://www.bistprivatemarket.com)

[www.bistozelpazar.com](http://www.bistozelpazar.com)

# PRIVATE MARKET

W H A T I S I T ?

Borsa İstanbul Private Market is a web-based and membership based platform, which brings together companies and investors in order to buy or sell shares without going public

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.



# Members

## Who Can Apply for Membership?

If you are an entrepreneur seeking funds for your startup, 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.

- Start-ups & SMEs Companies**  
Two types of companies and their shareholders are admitted as members to the Private Market
- Investors**  
Qualified investors (Private Equity and Venture Capital firms, large companies, capital market institutions and Certified Business Angel Investors) are admitted as members.
- Intermediaries & Service Providers**  
Financial and legal consultants, funds, financial institutions, brokerage houses, banks or other legal entities accepted as intermediaries or service providers.

# Bistprivatemarket.com



**BORSA İSTANBUL PRIVATE MARKET**

Private Market | Investors | Companies and Shareholders | Intermediaries and Service Providers

[Register](#) [Login](#)

## BIST Private Market

Entrepreneurs seeking funds for **start ups**, joint stock **companies** in need of finance, **shareholders** looking for liquidity, qualified **investors** or business angel investors can apply for **membership**. Services include buying and selling shares, professional brokerage, independent audit, legal and financial consultancy offered by the Private Market-member **intermediaries** and **service providers**.

Members also benefit from low-cost services offered by our solution partner service providers.

### Login to Private Market

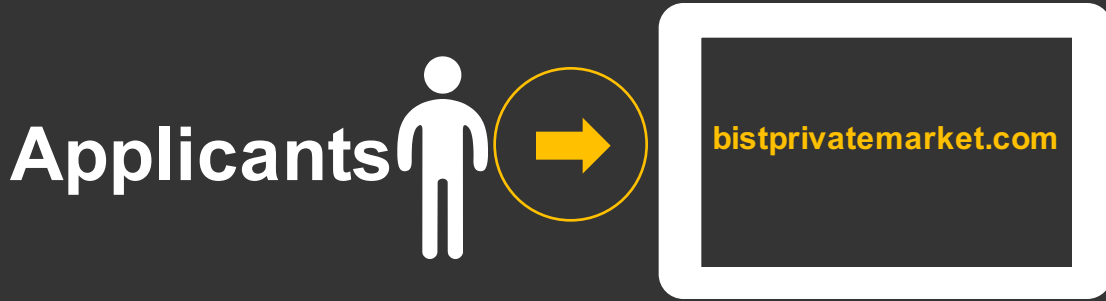
Don't you have a user name? [Register now](#)






**Username**

**Password**

Forgot your **username** or **password**? [Login](#)

# How to submit an application



-  Create a username and password
-  Select the type of membership and Apply (you can apply as Start-up, Growth company, Investor and Intermediaries & Solution Providers)
-  Complete the online application form
-  Upload the requested supporting documents
-  Submit the form

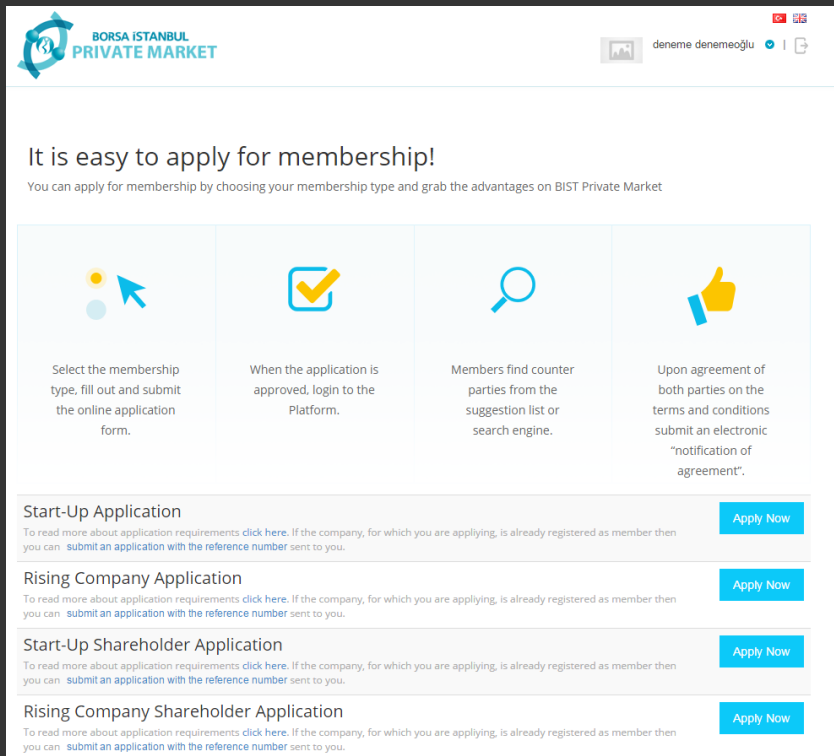
**Membership Process**



**Evaluation Committee for Admission of Companies**

# Application Form and Company Teaser

You can apply as company seeking for investment, investor, broker or service provider



**BORSA İSTANBUL PRIVATE MARKET**

deneme denemeoğlu

## It is easy to apply for membership!

You can apply for membership by choosing your membership type and grab the advantages on BIST Private Market

- Select the membership type, fill out and submit the online application form.
- When the application is approved, login to the Platform.
- Members find counter parties from the suggestion list or search engine.
- Upon agreement of both parties on the terms and conditions submit an electronic "notification of agreement".

**Start-Up Application** [Apply Now](#)

To read more about application requirements click [here](#). If the company, for which you are applying, is already registered as member then you can [submit an application with the reference number](#) sent to you.

**Rising Company Application** [Apply Now](#)

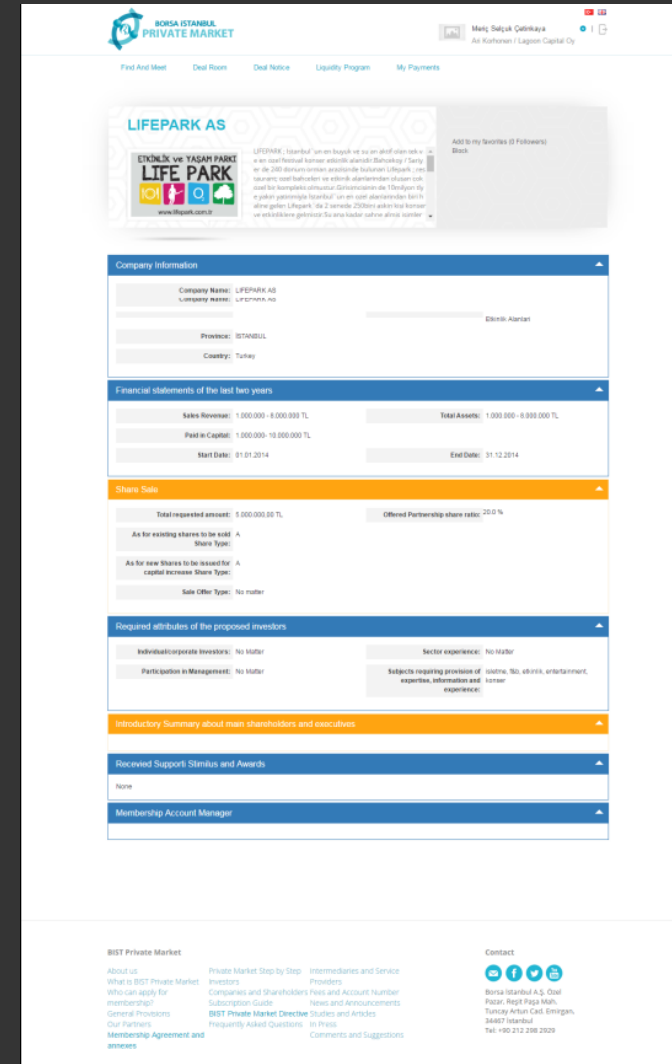
To read more about application requirements click [here](#). If the company, for which you are applying, is already registered as member then you can [submit an application with the reference number](#) sent to you.

**Start-Up Shareholder Application** [Apply Now](#)

To read more about application requirements click [here](#). If the company, for which you are applying, is already registered as member then you can [submit an application with the reference number](#) sent to you.

**Rising Company Shareholder Application** [Apply Now](#)

To read more about application requirements click [here](#). If the company, for which you are applying, is already registered as member then you can [submit an application with the reference number](#) sent to you.



**BORSA İSTANBUL PRIVATE MARKET**

Mark Setiç Çetinkaya  
Ali Kalkanlı | Login | Capital Op

Find And Meet Deal Room Deal Notice Liquidity Program My Payments

## LIFEPARK AS

ADD TO MY FAVORITES (0 Followers) Block

**Company Information**

Company Name:	LIFEPARK AS	Elektronik Alanlar
Company Name (L1):	LIFE PARK AS	
Province:	İSTANBUL	
Country:	Turkey	

**Financial statements of the last two years**

Sales Revenue:	1.000.000 - 8.000.000 TL	Total Assets:	1.000.000 - 8.000.000 TL
Paid in Capital:	1.000.000 - 10.000.000 TL		
Start Date:	01.01.2014	End Date:	31.12.2014

**Share Sale**

Total requested amount:	5.000.000,00 TL	Offered Partnership share rate:	20,0 %
As for existing shares to be sold:	A	Share Type:	
As for new shares to be issued for:	A	capital increase share Type:	
Sale Offer Type:	No rutter		

**Required attributes of the proposed investors**

Individual/corporate investors:	No rutter	Sector experience:	No rutter
Participation in Management:	No rutter	Subjects requiring provision of expertise, information and experience:	İçişleri, İktisadi, eğlence, turizm

**Introductory Summary about main shareholders and executives**

**Received Support, Stimulus and Awards**

None

**Membership Account Manager**

**BIST Private Market**

About Us  
What is BIST Private Market?  
Who can apply for membership?  
General Provisions  
Our Partners  
Membership Agreement and annexes

Private Market Step by Step  
Investors  
Companies and Shareholders Fees and Account Number  
Subscription Guide  
News and announcements  
BIST Private Market Directive Studies and Annexes  
Frequently Asked Questions  
Comments and Suggestions

Intermediaries and Service Providers  
News and announcements  
BIST Private Market Directive Studies and Annexes  
Frequently Asked Questions  
Comments and Suggestions

**Contact**

Borsa İstanbul A.Ş. Özel Pazar  
Akademi Sok. No: 10  
Türkiye Artisan Cad. Emirgan, Beşiktaş/İstanbul  
Tel: +90 212 236 2029

# Tiered Information Sharing

## Teaser and 2nd level information

### Teaser Level

In the 1st level, investors can look at a general summary of each company.  
After the examination of the first level information, investors can send an indication of interest to counterparty in order to sign electronic NDA and accredit

The screenshot shows the Teaser Level information page for F.I.T.BİLGİ İŞLEM SİSTEMLERİ SERV.S... The page is divided into several sections: Şirket Bilgi, Son Yıla Ait Mali Tablo, Pay Satışı, and Yatırımcıda Aranılan Kriterler. The Şirket Bilgi section includes the company name, sector, address, and country. The Son Yıla Ait Mali Tablo section shows financial data for the year 2014. The Pay Satışı section shows the total amount of shares sold and the percentage of shares sold. The Yatırımcıda Aranılan Kriterler section shows the criteria for investors.

Şirket Bilgi	
Şirket Unvanı:	F.I.T.BİLGİ İŞLEM SİSTEMLERİ SERV.SAN.VE TIC.A.Ş.
Şirket Sektörü:	Bilgisayar programlama, danışmanlık ve ilgili faaliyetler
Adresi:	İSTANBUL
Ülke:	Türkiye

Son Yıla Ait Mali Tablo	
Satış Tutarı:	8.000.000-40.000.000 TL
Aktif Toplamı:	8.000.000-48.000.000 TL
Ödenmiş Sermaye Büyüklüğü:	<200.000 TL
Başlangıç Tarihi:	01.01.2014
Bilig Tarihi:	31.12.2014

Pay Satışı	
Talep Edilen Toplam Tutar:	8.500.000,00 TL
Teklif Edilen Ortaklık Oranı:	10,0 %
Satışa Çıkarılan Mevcut Payların, A Pay Türü:	
Sermaye Artırımına Kona Yeni Payların, Pay Türü:	
Satış Teklifi, Tipi:	Farklıdır

Yatırımcıda Aranılan Kriterler	
Yatırımcı Tipi:	Farklıdır
Sektör Tecrübesi:	Farklıdır
Yönetme Kabulü:	Farklıdır
Uzmanlık/Bilgi/Tecrübe:	

### 2nd Level Information

The screenshot shows the 2nd Level Information page for F.I.T.BİLGİ İŞLEM SİSTEMLERİ SERV.S... The page is divided into several sections: Şirket Bilgi, Son Yıla Ait Mali Tablo, Pay Satışı, Yatırımcıda Aranılan Kriterler, Kurucu ortaklık ve gönüllüleri listesi (özellikle talep), Alınan Yatırım Detayları, Teşvik ve Ödülleri, Üyelik Hesabı Yöneticisi, and Mevcut Pay Defteri. The Şirket Bilgi section includes the company name, sector, address, and country. The Son Yıla Ait Mali Tablo section shows financial data for the year 2014. The Pay Satışı section shows the total amount of shares sold and the percentage of shares sold. The Yatırımcıda Aranılan Kriterler section shows the criteria for investors. The Kurucu ortaklık ve gönüllüleri listesi (özellikle talep) section shows the list of founders and voluntary members. The Alınan Yatırım Detayları, Teşvik ve Ödülleri section shows the details of the investment received. The Üyelik Hesabı Yöneticisi section shows the details of the membership account. The Mevcut Pay Defteri section shows the list of current shareholders.

Şirket Bilgi	
Şirket Unvanı:	F.I.T.BİLGİ İŞLEM SİSTEMLERİ SERV.SAN.VE TIC.A.Ş.
Şirket Sektörü:	Bilgisayar programlama, danışmanlık ve ilgili faaliyetler
Adresi:	İSTANBUL
Ülke:	Türkiye

Son Yıla Ait Mali Tablo	
Satış Tutarı:	18.255.000,00 TL
Aktif Toplamı:	14.298.000,00 TL
Ödenmiş Sermaye Büyüklüğü:	137.500,00 TL
EBİTDA (Gaz, Amortisman ve Vergi Öncesi-Kar):	5.288.491,00 TL
Başlangıç Tarihi:	01.01.2014
Bilig Tarihi:	31.12.2014

Pay Satışı	
Talep Edilen Toplam Tutar:	8.500.000,00 TL
Teklif Edilen Ortaklık Oranı:	10,0 %
Satışa Çıkarılan Mevcut Payların, A Pay Türü:	
Sermaye Artırımına Kona Yeni Payların, Pay Türü:	
Satış Teklifi, Tipi:	Farklıdır

Yatırımcıda Aranılan Kriterler	
Yatırımcı Tipi:	Farklıdır
Sektör Tecrübesi:	Farklıdır
Yönetme Kabulü:	Farklıdır
Uzmanlık/Bilgi/Tecrübe:	

Kurucu ortaklık ve gönüllüleri listesi (özellikle talep)					
Adı ve Soyadı:	Resmi Statü:	Pay Türü:	Varsa İmzalıyıcı Türü:	Payların Nominal Tutarı:	Pay Adedi:
KORAY GÜLTEKİN BAĞAR	Gerçek Kişi	A	YOK	19350 TL	19350
AHMET BİLGİN	Gerçek Kişi	A	YOK	59770 TL	59770
AYHAN BOYACIOĞLU	Gerçek Kişi	A	YOK	3440 TL	3440
HASAN DAVCI	Gerçek Kişi	A	YOK	3440 TL	3440
Ravi Capital Fund 1 B.V.	Tüzel Kişi	A	YOK	21500 TL	21500

Mevcut Pay Defteri					
Adı ve Soyadı:	Resmi Statü:	Pay Türü:	Varsa İmzalıyıcı Türü:	Payların Nominal Tutarı:	Pay Adedi:
KORAY GÜLTEKİN BAĞAR	Gerçek Kişi	A	YOK	19350 TL	19350
AHMET BİLGİN	Gerçek Kişi	A	YOK	59770 TL	59770
AYHAN BOYACIOĞLU	Gerçek Kişi	A	YOK	3440 TL	3440
HASAN DAVCI	Gerçek Kişi	A	YOK	3440 TL	3440
Ravi Capital Fund 1 B.V.	Tüzel Kişi	A	YOK	21500 TL	21500

Toplam Nominal Tutar	
107500 TL	107500

2nd level information giving the right to use virtual data room free, service providers

In this process, intermediaries and service providers provide professional brokerage, independent audit, legal and financial consultancy services. Members also benefit from low-cost services offered by our solution partner service providers.

# Step by Step

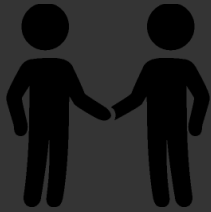
## BIST Private Market

Go to [www.bistprivatemarket.com](http://www.bistprivatemarket.com), Select the type of membership, Create a username and password and complete the online application form.



### Search Engine & Suggestion List

Members find counter parties from the suggestion list or search engine. In order to contact the counter party directly, send an «Indication of interest».



### Match

Upon acceptance of your indication of interest by the counter party, members will be accredited to gain access to more detailed information. Start using the secure «Data and Deal Room» for due diligence, document management and negotiations.



### Agree

Upon agreement of both parties on the terms and conditions submit an electronic «notification of agreement» .



# Why Private Market?

## Advantages



- 1 Buy and sell shares without going public
- 2 Allow companies to find a counterparty anonymously
- 3 Find easy, quick and low-cost solutions to financing needs
- 4 Raise funds without borrowing and choose new shareholders.
- 5 Exemption from Capital Markets regulations
- 6 Benefit from meeting a counterparty under the umbrella of Borsa Istanbul
- 7 Offer investors the opportunity to exit
- 8 Benefit from services including legal and financial consultancy, valuation and brokerage

# Why Private Market?

## Advantages



### Liquidity Program

Investors can benefit from exit opportunities provided by Liquidity and Finance Program in the private market platform. The program allows investors and shareholders to make use of an auction to all registered investors at the platform.

### Auction

### Crowd-Funding

# Member Breakdown

## Members



### More than 300 members within nearly 1 year

Companies are admitted to Private Market based upon the decision of Assessment Committee.

The number of members reached to 335



**60%**

### Start-ups

Median amount of investment sought by start-ups is 400 K USD

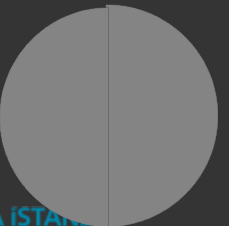


**40%**

### Rising companies

Median amount of investment sought by growth companies is 4 M USD

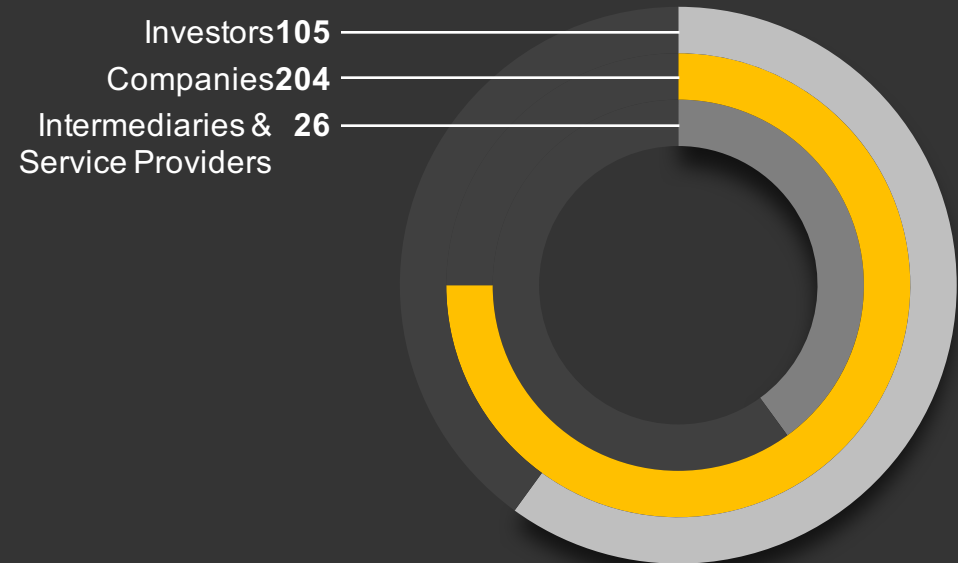
Avg. sales is 20M \$ and EBITDA is around 1,5 M \$



**105**

### Investors

230 m Euro Planned investment in total



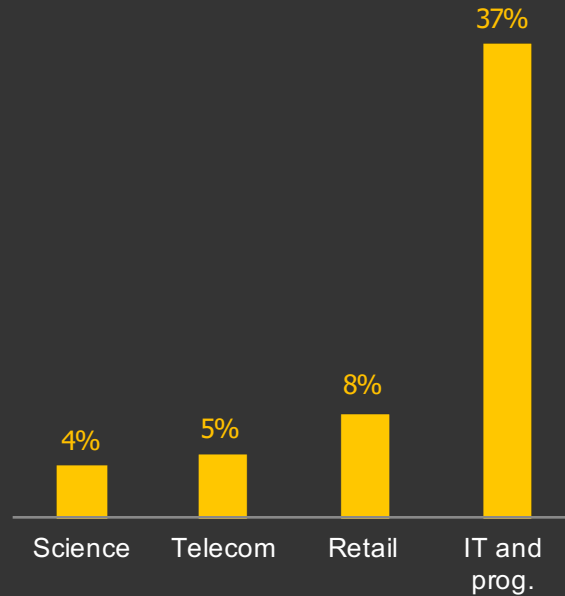
Private Market Members

# Companies by Sector

Variety in sector spectrum

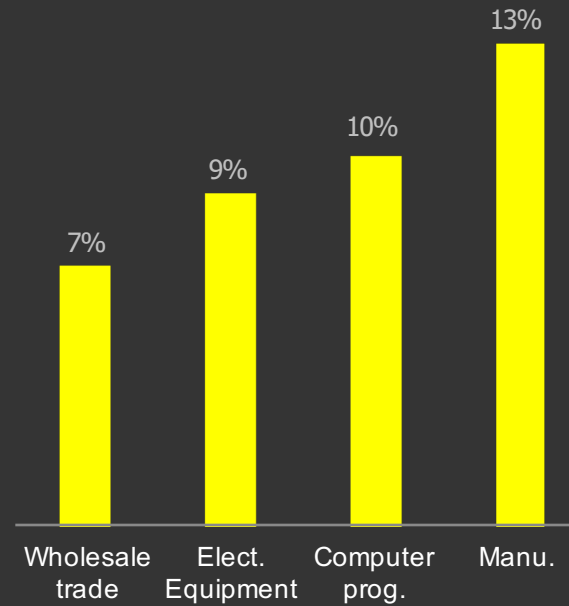


Start-ups



## CIT domination

The overwhelming majority of start-ups is from IT and internet area while the coverage of sectoral representation is wide.



## Diversity in sectors

More than 30 different industries ranging from IT, manufacturing, energy, retail, health care.



Growth companies

# Robotic Mobilization Device

- The company designed the Robotic Mobilization Device(RMD) to add more freedom to the lives of individuals with paralysis allowing them to live in places not designed for them, and to move more independently in the world.
- Tek Robotic Mobilization Device not as a wheelchair alternative, but as a brand new mobility platform that completely reimagines the way individuals with paraplegia and other walking disabilities are able to move in the world.
- The ability to independently and safely sit, stand, and navigate environments that were once inaccessible, is now possible, safe, and available

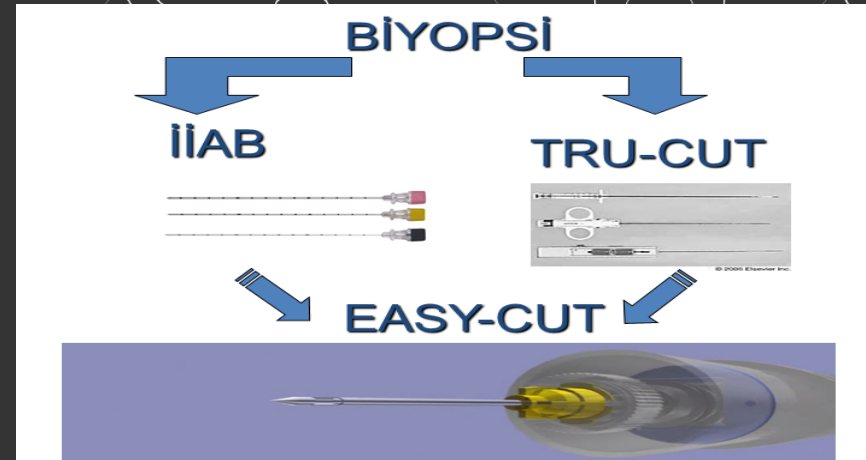
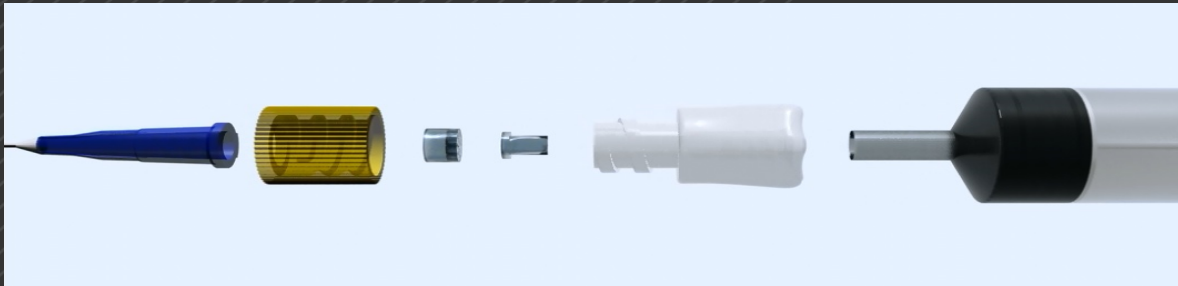
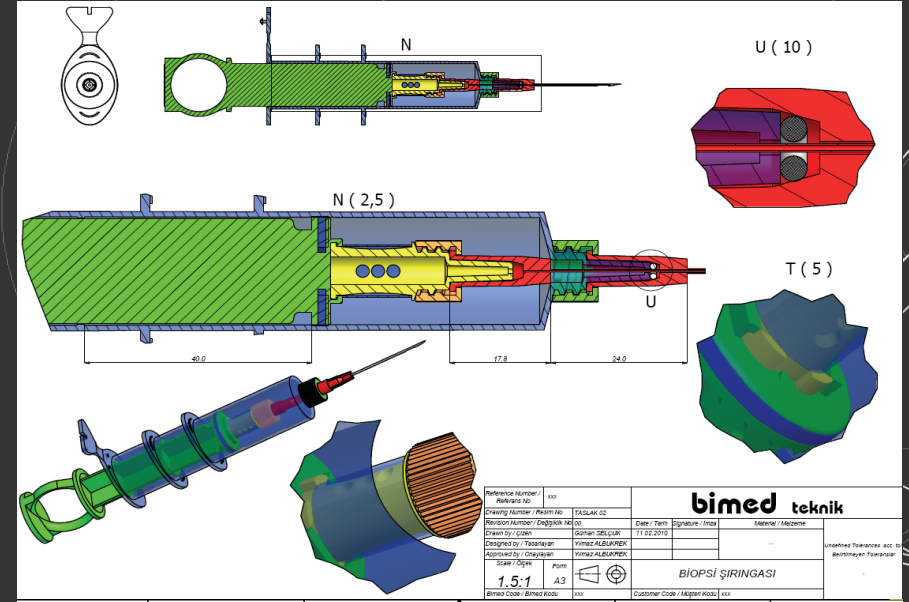


- Video About the Tek RMD

<https://www.youtube.com/watch?v=oy1FcDx8cQ0>

# EASY-CUT BIOPSY NEEDLE

- Easy-cut biopsy needle is a new technological product that aims to diagnosis cancer and other inflammatory tissue diseases easy, efficient and safe way.
- The product provides advanced technology, process and product by combining the available guillotine and aspiration biopsy method.



# Deals

The first deal has been occurred between a local start-up and a foreign VC in the Private Market in February 2015

The total deal amount reached above 8 M USD in 16 months.

Deal Detail	
Investors	Company
1. Foreign venture capital	E-commerce growth company
2. Turkish Angel Investor	Start-up in energy sector
3. Local VC	Start-up
4. Turkish Angel Investor	Start-up in retail industry
5. Angel investor	Start-up in education
6. Local VC	Start-up in health-care
7. Local PE	Growth company in ITC

# Regional Marketplace

## A liquid exchange

Borsa İstanbul which is one of the most liquid exchanges in the Eurasia region . It has a great potential to provide new investment and exit opportunities.

International investors, companies and intermediaries from all over the world are becoming Private Market member such as UBS, Abraaj Capital, STC Ventures and so on.





# What do we offer?



- 1 Turn Key Solution
- 2 A successfully running platform over 16 months
- 3 Connectivity and direct access to our database
- 4 Access to an emerging market
- 5 Cooperation and creating synergy
- 6 Advisory services in business model and marketing

# Thank you



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[www.bistozelpazar.com](http://www.bistozelpazar.com)

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