In Focus: The 2011 Exit Environment for Cleantech – IPO-Market for Cleantech Companies

Cleantech Forum Amsterdam, May 9-11, 2011
Global Capital Market Activity Cleantech
By Cleantech Group Research
Strong rebound from a weak end to 2010

- Second largest quarterly volume of investment $ ever recorded, though the number of deals dropped
- Large, late stage deals were the driving force behind the quarterly $ total

Source: Cleantech Group LLC
Investment increase driven by the U.S.

The U.S. takes 79% of investment and 61% of all deals, the highest quarterly shares since 2002.

Source: Cleantech Group LLC
Canada is hot for venture $  
Country By Country Venture Investment ($)

Top 4 in 1Q11 (after the U.S.):  
- Canada - $159 million  
- India - $147 million 
- Germany - $35 million  
- China - $34 million

Source: Cleantech Group LLC
IPOs pull back from record 4Q10

Global Cleantech IPOs

- Sinovel Wind Group (China)
- Adecoagro (Argentina)
- Xuzhou Combustion Control Technology (China)
- Gevo (USA)
- GWWR Global Water Resources (USA)

Source: Cleantech Group LLC
DBAG Global Home for GreenTechnology
Financing your Future – Made in Germany
Introduction Deutsche Börse Group
Companies have Direct Access to the Widest Pool of Investors

XETRA® – the electronic trading system of Deutsche Börse is a pioneer in Europe

- 254 international trading institutions admitted – more than 4,600 traders in 18 countries interlinked in a virtual listing and trading world
- No difference in listing and trading shares and DRs

Location of investors and analysts does not really matter anymore

- 63 % of Investors coming from abroad
- Accessible investor types: Sector, size and country Investors

On Deutsche Börse companies are accessible by global investor reach

Source: Xetra order-flow in Europe for 2009, Deutsche Börse AG, as of March, 1st 2010
DBAG global home of Green Technology
Pioneer in supporting financing needs of growing Greentech sector

- Solar
- Transportation/Mobility
- Biofuels & Bioenergy
- Wind
- Agriculture
- Fuel Cell
- Recycling
- Other Agriculture & Resources Preservation
- Other Services & Support
- Energy Supply
- Other Renewable Energy
- Other Energy Efficiency & Reduction of Emission
- Power Plant Technology
- Material
- Building
- Energy Storage
- Geothermy
- Heating
- Investment Funds
- Light/Display
- Waste treatment
- IT-Infrastructure

Source: Deutsche Börse, 28.4.2011

107 companies active in Greentechology listed at Deutsche Börse. Total market capitalisation > 350 bn. Euro
Well-known Brands in Global Peer Groups
Green Technology Companies going Public on Deutsche Börse

Since 1997 100 listings of GreenTech companies

Source: Deutsche Börse Group, 2011
Well-known Brands in Global Peer Groups
Since 1997 almost 20 bn€ raised in the GreenTech Sector

Capital raised in IPOs: 10,9 bn€ – Capital raised in SEOs: 8,6 bn€

Deutsche Börse: Europe’s No. 1 listing venue for the GreenTech sector
Well diversified investor mix for European listed solar

OVERVIEW OF INSTITUTIONAL INVESTORS IN THE SOLAR SECTOR

Investors`universe of US listed solar companies predominantly consists of US based investors. German listed solar companies show a well balanced investor mix attracting a worldwide investor base.

Source: BigDough (03/03/2010)
Thank you for your attention!

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