



**BERENBERG**

PARTNERSHIP SINCE 1590

# Selected ECM transactions in 2015 – 2016 YTD

<p>IPO</p>  <p><b>TBA</b> Co-Lead Manager</p> <p>Pending </p>	<p>Private Placement</p>  <p><b>EUR 294m</b> Joint Bookrunner</p> <p>Mar 2016 </p>	<p>Secondary Placing of Treasury Shares</p>  <p><b>EUR 58m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Mar 2016 </p>	<p>Secondary Placing of</p>  <p>for</p>  <p><b>EUR 13m</b> Sole Global Coordinator/ Sole Bookrunner</p> <p>Mar 2016 </p>	<p>Convertible</p>  <p><b>EUR 450m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Feb 2016 </p>	<p>Secondary Placing of</p>  <p><b>EUR 26m</b> Sole Global Coordinator/ Sole Bookrunner</p> <p>Feb 2016 </p>	<p>Stake Building for</p>  <p>in</p>  <p><b>EUR 187m</b> Sole Bookrunner</p> <p>Feb 2016 </p>	<p>Convertible</p>  <p><b>EUR 300m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Dec 2015 </p>
<p>Convertible</p>  <p><b>EUR 166m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Nov 2015 </p>	<p>Secondary Placing of</p>  <p>for Burda</p> <p><b>EUR 107m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Nov 2015 </p>	<p>IPO</p>  <p><b>EUR 265m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Nov 2015 </p>	<p>IPO</p>  <p><b>EUR 535m</b> Co-Lead Manager</p> <p>Oct 2015 </p>	<p>IPO</p>  <p><b>EUR 100m</b> Sole Global Coordinator/ Joint Bookrunner</p> <p>Oct 2015 </p>	<p>Rights Issue</p>  <p><b>CHF 207m</b> Joint Bookrunner</p> <p>Sep 2015 </p>	<p>Sub 10% Capital Increase</p>  <p><b>EUR 151m</b> Sole Global Coordinator/ Sole Bookrunner</p> <p>Sep 2015 </p>	<p>IPO</p>  <p><b>EUR 1.2bn</b> Joint Bookrunner</p> <p>July 2015 </p>
<p>Capital Increase</p>  <p><b>EUR 320m</b> Sole Global Coordinator/ Joint Bookrunner</p> <p>July 2015 </p>	<p>Capital Increase</p>  <p><b>GBP 201m</b> Joint Bookrunner</p> <p>July 2015 </p>	<p>Rights Issue</p>  <p><b>EUR 102m</b> Sole Global Coordinator/ Joint Bookrunner</p> <p>July 2015 </p>	<p>Rights Issue</p>  <p><b>EUR 156m</b> Sole Global Coordinator/ Sole Bookrunner</p> <p>July 2015 </p>	<p>Rights Issue</p>  <p><b>EUR 907m</b> Lead Manager</p> <p>June 2015 </p>	<p>Secondary Placing of</p>  <p>for UniCredit Group</p> <p><b>EUR 117m</b> Sole Global Coordinator/ Sole Bookrunner</p> <p>May 2015 </p>	<p>IPO</p>  <p><b>EUR 239m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>May 2015 </p>	<p>IPO</p>  <p><b>EUR 183m</b> Joint Bookrunner</p> <p>May 2015 </p>
<p>Rights Issue</p>  <p><b>EUR 285m</b> Co-Lead Manager</p> <p>May 2015 </p>	<p>Convertible (pre-IPO)</p>  <p><b>EUR 450m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>April 2015 </p>	<p>Convertible</p>  <p><b>GBP 113m</b> Joint Bookrunner</p> <p>Mar 2015 </p>	<p>IPO</p>  <p><b>GBP 237m</b> Co-Lead Manager</p> <p>Mar 2015 </p>	<p>Sub 10% Capital Increase</p>  <p><b>EUR 589m</b> Joint Global Coordinator/ Joint Bookrunner</p> <p>Feb 2015 </p>	<p>IPO</p>  <p><b>CHF 2.3bn</b> Joint Bookrunner</p> <p>Feb 2015 </p>	<p>IPO</p>  <p><b>GBP 125m</b> Co-Lead Manager</p> <p>Feb 2015 </p>	<p>IPO</p>  <p><b>EUR 510m</b> Joint Bookrunner</p> <p>Jan 2015 </p>

Note:  IPOs