

**July 2021** 



## **Fundraising structure**

## **Tranche 1 in 2021**

**Equity: €3.5m** 

Debt: €4.7m<sup>(1)</sup>

## Tranche 2 in 2023

Equity: €2.5m

Debt: €2.8m

- First tranche of equity will:
  - Secure financing to commit investment (purchase of new laser printing machines and related equipment)
  - Secure initial financing of the fixed cost base to enable the launch of new recruitments at C level particularly
  - Strengthen the balance sheet to allow for additional debt financing (leasing, corporate debt with banks such as SNCI, Caisse d'Epargne, BGL...)
- Additional debt can be sought with banks and private debt providers
- Second tranche of equity will allow to:
  - Accelerate the scale up of the production capacities (capex, recruitments, marketing...)
  - Increase the recourse to cheaper finance through debt / leasing facilities

(1) amount of debt to be raised over 2021-2022

## **Uses & sources of funds**

Uses	2021	2022	2023	2024
Capex	4.5	4.0	4.7	1.2
Working Capital (net of factoring)	0.1	0.5	0.2	0.2
Debt repayment & financial costs	0.8	1.7	2.1	2.3
Cash surplus	1.9	-	1.4	0.4
Total	7.3	6.2	8.4	4.1

Sources	2021	2022	2023	2024
EBITDA	0.6	1.0	1.7	2.2
Equity funding	3.5	-	2.5	-
Subsidies	1.0	0.9	1.4	0.2
New debt issued	2.1	2.5	2.8	1.7
Other funding	0.1	_	_	_
Cash	-	1.8	-	-
Total	7.3	6.2	8.4	4.1

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