

## Capital Raising with Netgen Brokerage

Capital raising is one of the most important strategic decisions a business will make at any stage of its lifecycle. Whether a company is launching, scaling, acquiring, or restructuring, access to the right form of capital at the right time can determine long term success. Netgen Brokerage specialises in structuring and sourcing capital solutions that align with a business's growth objectives while protecting control, cash flow, and long term value.

At its core, capital raising is about matching funding sources to business strategy. There is no one size fits all approach. The optimal structure depends on factors such as growth stage, industry, revenue stability, balance sheet strength, risk appetite, and shareholder objectives. Netgen Brokerage works closely with founders, directors, and investors to assess these variables and design a capital strategy that supports sustainable expansion rather than short term pressure.

Capital can be raised through a variety of channels, broadly categorised into equity and debt. Equity capital involves raising funds in exchange for ownership. This may include private investors, venture capital, strategic partners, or institutional funding. Equity can accelerate growth without immediate repayment obligations, but it also involves dilution and shared control. Netgen Brokerage assists clients in determining the appropriate level of equity to raise, valuing the business accurately, and positioning the opportunity to attract aligned investors.

Debt capital involves borrowing funds that are repaid over time, typically with interest. This can include bank lending, private credit, asset backed facilities, and structured finance solutions. Debt can preserve ownership and control while providing scalable funding, but it requires careful cash flow planning and covenant management. Netgen Brokerage evaluates debt capacity, structures facilities to suit operating cycles, and negotiates competitive terms with lenders.

Many successful capital raises involve a blended approach, combining equity and debt to balance growth, risk, and control. Netgen Brokerage specialises in designing these structures, ensuring that each component works together rather than creating future constraints. This includes aligning repayment profiles with revenue growth, managing investor expectations, and ensuring flexibility for future funding rounds.

Preparation is critical to a successful capital raise. Investors and lenders expect clarity, credibility, and consistency. Netgen Brokerage supports clients through the full preparation process, including refining the investment narrative, developing financial models, stress testing assumptions, and identifying key value drivers. This ensures businesses enter discussions from a position of strength rather than urgency.

Access to capital is not only about funding, but also about relationships. Netgen Brokerage maintains strong networks across private investors, institutional lenders, and strategic capital providers. This allows clients to access funding sources that are often unavailable through traditional channels, while maintaining confidentiality and competitive tension throughout the process.

Beyond execution, Netgen Brokerage focuses on long term outcomes. Capital raising decisions have lasting implications on governance, cash flow, and strategic flexibility. Our role is to ensure that funding structures support the next phase of growth while preserving optionality for the future. This includes advising on timing, exit considerations, and future capital requirements.

Whether raising capital for expansion, acquisition, working capital, or strategic transformation, Netgen Brokerage provides disciplined advice, tailored structuring, and direct access to capital markets. Our approach is commercial, strategic, and aligned with the long term interests of business owners.

Capital should be a growth enabler, not a constraint. Netgen Brokerage exists to ensure businesses raise capital with clarity, confidence, and control.