



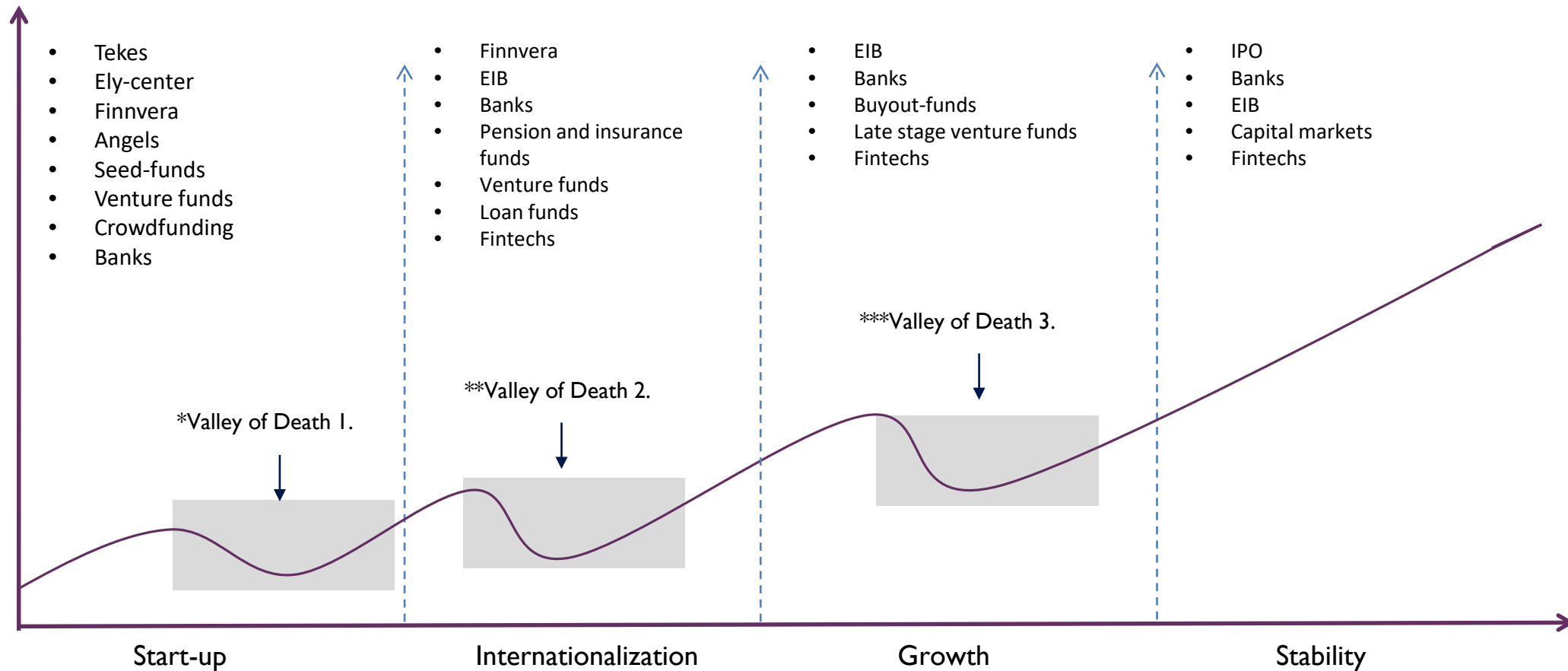
Käyttöpääoman optimointi kasvuyrityksille & EU:n uudet rahoitusmahdollisuudet

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20.9.2018



Funding options through the company life cycle



Complementing funding solutions for companies in Finland



Funding instruments that optimise your business model & your customers' needs



SHORT-TERM FUNDING

SHORT-TERM LIMITS

CASH POOL LIMITS

TRADE FINANCE

EXPORT FINANCE

LEASING

INVOICE FINANCING

WORKING CAPITAL

OPERATIONAL
EXCELLENCE

LONG-TERM FUNDING

CAPITAL LOANS

TERM LOANS &
SYNDICATIONS

BONDS

EIB FUNDING

PRIVATE PLACEMENTS

FUND STRUCTURES

SPVs

CROWDFUNDING

COMBINATIONS OF
SENIOR, JUNIOR &
CAPITAL LOANS

EQUITY

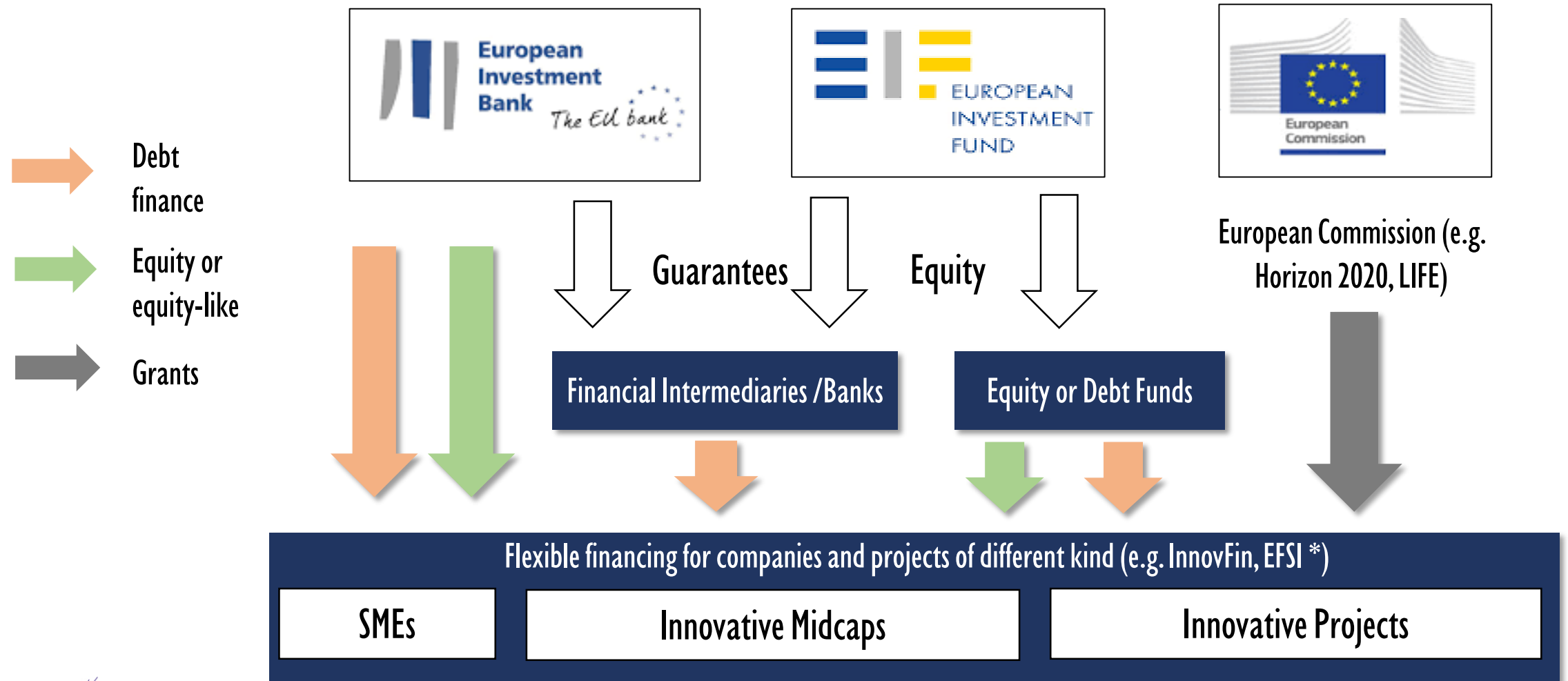
New business models: Pay-per-use vs. Asset ownership

BALANCE SHEET

LEASING

FUNDS

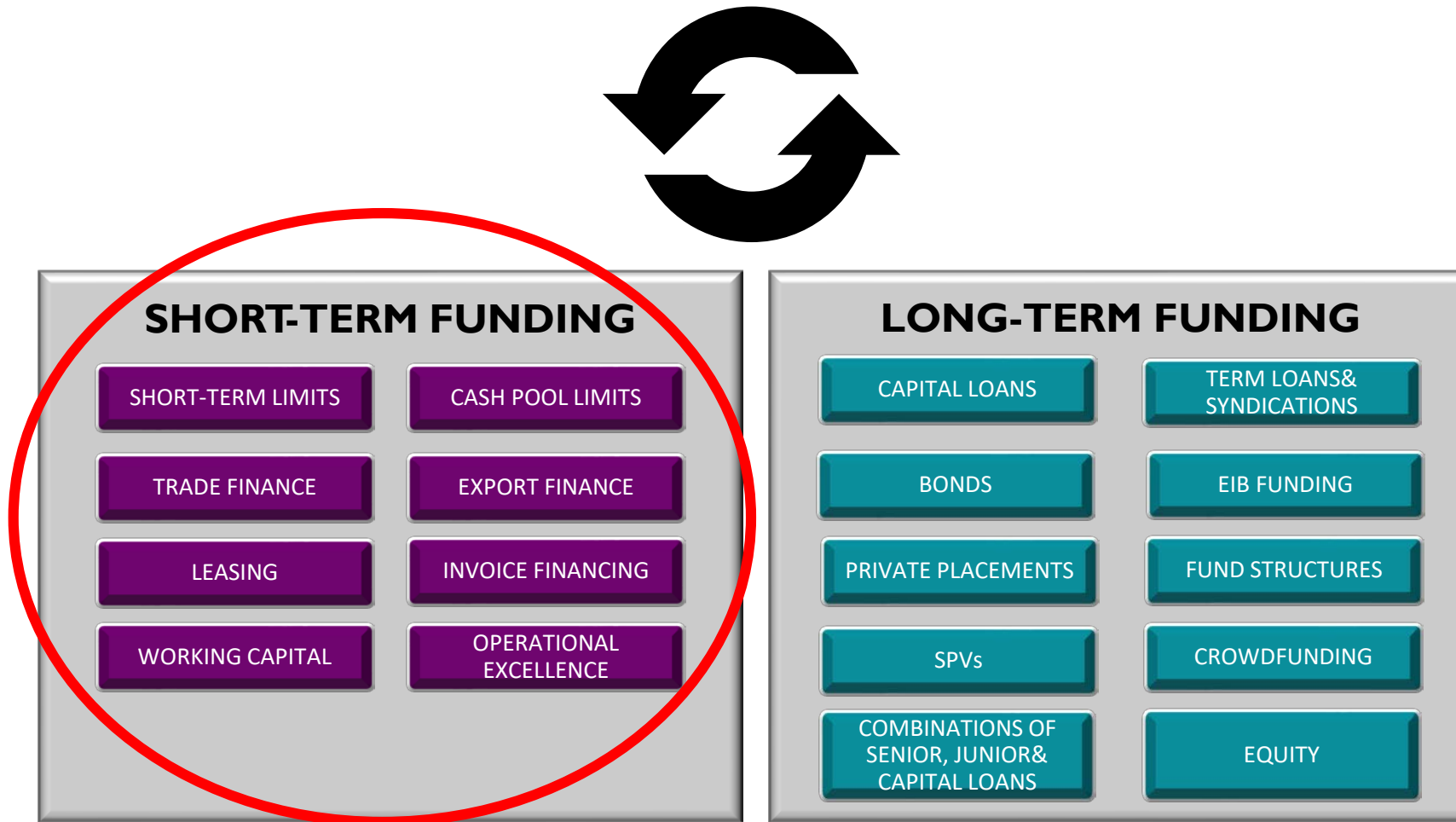
EU financing: Various programmes, and many administering entities



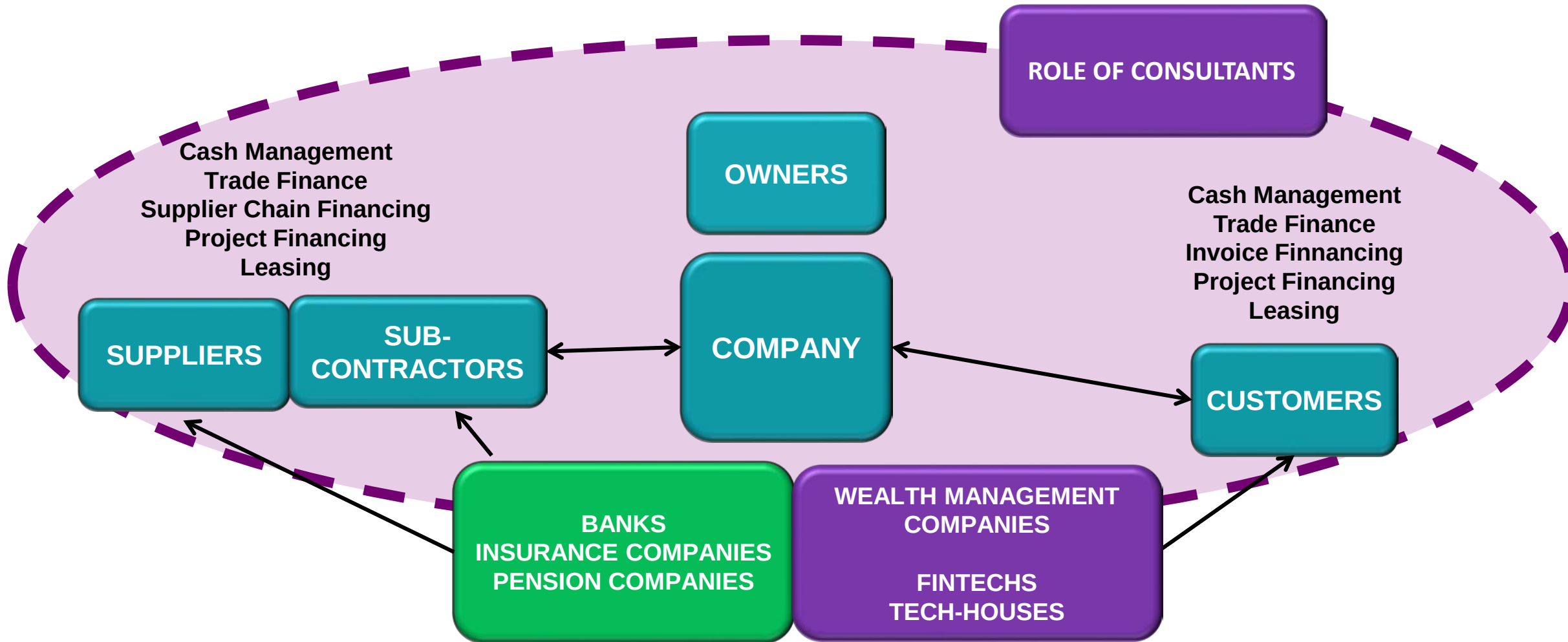
* InnovFin and Horizon2020 are two EU-level programmes with broad industry coverage and a focus on improving access to finance for SMEs and innovative projects.

Käyttöpääoman optimointi

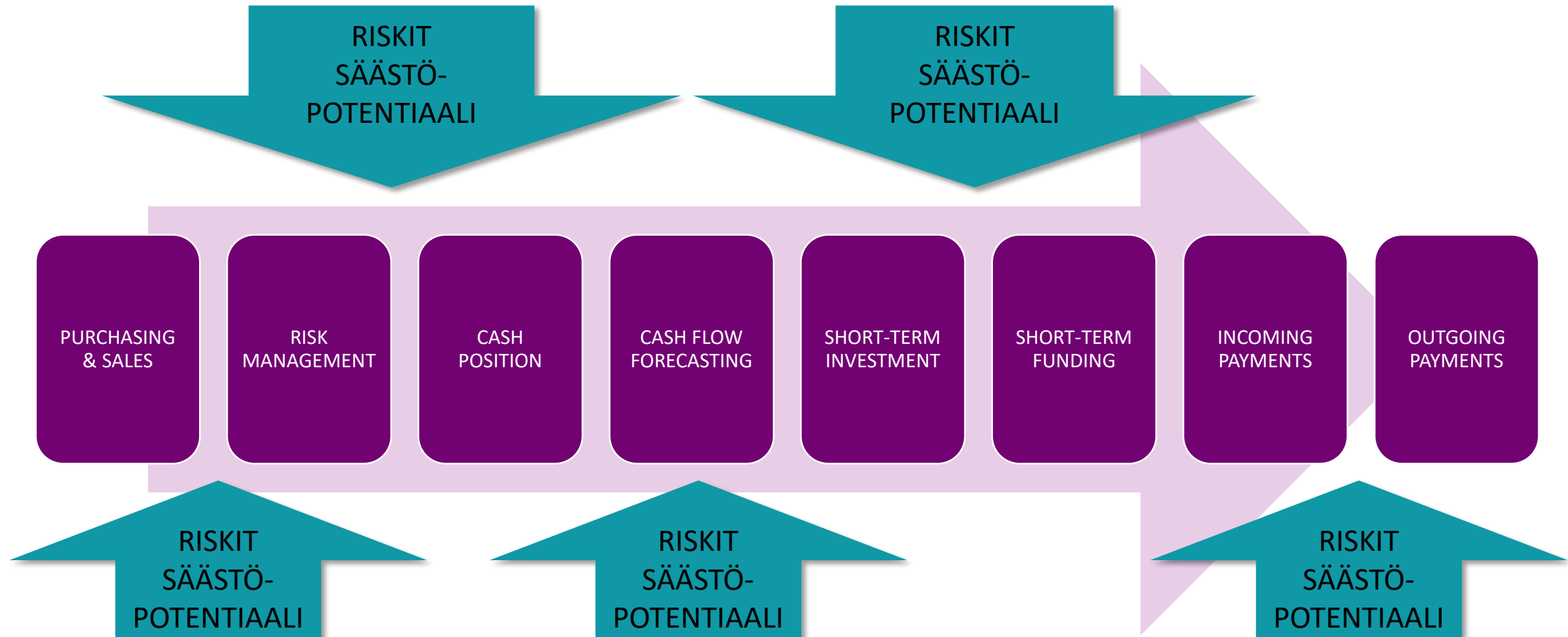
Tasapaino rahoituksen kokonaisuudessa tärkeää



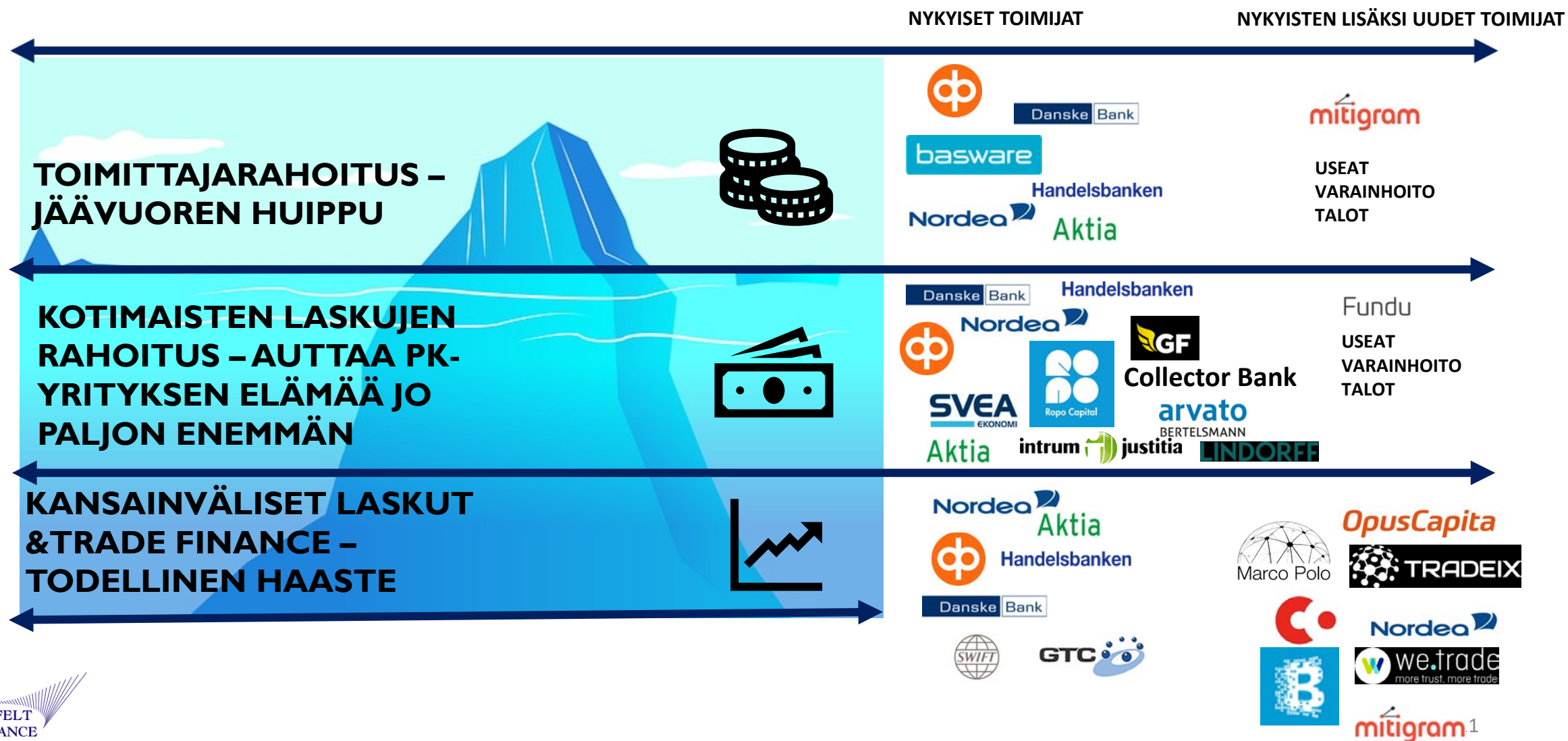
Rahoitetaan asiakkaan ekosysteemiä, ei pelkästään asiakasta



Milloin on oikea aika toimia?



Asiakkaiden tarpeet laskujen rahoittamisessa ja mihin tarvitaan ratkaisu?



Grannenfelt Finance

Grannenfelt Finance snapshot

Grannenfelt Finance

- Independent financing specialist
- Advisor on structuring and implementing financial transactions with minimal dilution:
 - ✓ We are independent of any finance providers and use all available funding instruments
 - ✓ We customize and combine the best possible structures for our customers' needs
- Customers include private and listed small and medium-sized companies
- We have close relationship with debt and equity providers in the Nordics
- 30+ completed transactions and over 150M€ of funds raised since 2016
- Currently 9 investment professionals based in Helsinki, with international experience from various sectors and stages of financing (growth to IPO)

Services

Equity

Private placements

- Growth capital
- Venture capital
- Business angels, Family offices
- Institutional investors

Debt

Mezzanine

- Capital loans
- Hybrid loans
- Convertible loans

Short-term debt

- Leasing
- Export finance
- Receivable financing
- Revolving credit/overdraft
- Guarantees

Long-term debt

- Bank loan
- Corporate bonds
- Juniorloans
- Venture debt
- Loan funds

Grannenfelt Finance: Key Figures



150M€ of closed transaction
since 2016



More than 30
completed funding transactions,
60+ client projects
and 300+ companies screened



Leading
EU funding advisor
in the Nordic area



Nine investment professionals



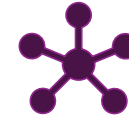
#1 Financing advisor in Finland
focusing only on
financing transactions



Over 100 years of
aggregate financing
experience



Independent
advisor



Close relationship & syndication opportunities
with Nordic Equity
and Debt providers

Transactions

 Heeros Oyj August 2018	 Verto Analytics July 2018	 Efima Oy June 2018	 SMARTCART Smartcart Oy May 2018	 Zenrobotics Oy April 2018
 Zenrobotics Oy April 2018	Confidential April 2018	Confidential January 2018	 PROFARM ProFarm Oy December 2017	 FINGERTIP. Fingertip Oy December 2017
 Somma Medical Oy	 Giosg.com Oy December 2017	 Connected Finland Oy November 2017	Confidential Large Family Company October 2017	 Nosto Solution Oy September 2017

Transactions

 Solarigo Oy August 2018	 Verto Analytics July 2017 Debt Facility	 Onbone Oy July 2017	 Atrian Aurinko Oy June 2017	ZEELAND FAMILY Zeeland Family June 2017
 Yousician Oy June 2017	 MariaDB June 2017	 Connected Finland Oy February 207	 David Health Solutions Oy January 2017	 Bonusway Oy January 2017
 David Health Solutions Oy November 2016	 Frosmo Oy July 2016	 Talentadore June 2016	 NewIcon April 2016	

Team of experienced investment & corporate finance professionals



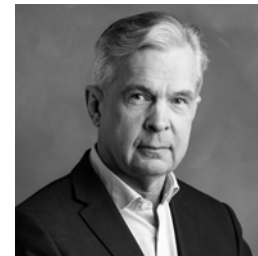
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