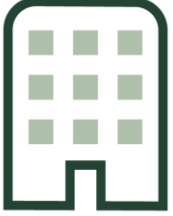


Raising capital in the alternative protein space

Lars Horsholt Jensen, Senior Director, Agri & Food
EIFO (Export & Investment Fund of Denmark)



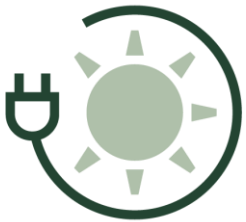
EIFO - short and sweet



Ease of entry: EIFO is the common and simple entry to government risk capital and relevant non-financial services.



The entire growth journey: EIFO supports SMEs at all stages of the growth journey from local to global.



Advantage for green and sustainable: EIFO must promote the sustainable and green transition with financial benefits.

EIFO

Facts & figures

We have a workforce of more than 500 dedicated employees.

EIFO finances risks that the market will not take on.

Our business model is based on

- loans, guarantees and working capital guarantees in Denmark
- export financing
- equity investments
- investments in funds

Balance (2022)

8.2B

EUR

Active portfolio

19.7B

EUR

Financing (2022)

4.6B

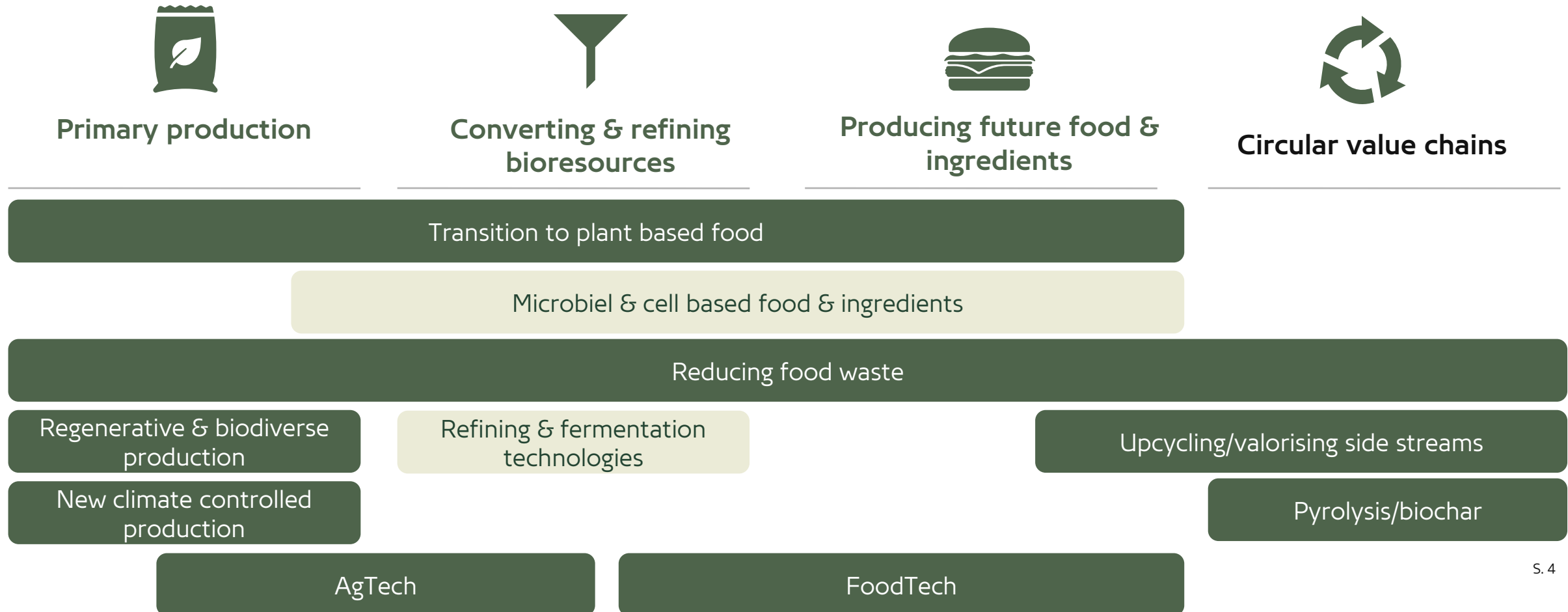
EUR

Customers

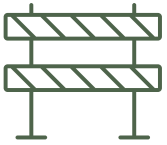
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EIFO - Agri & Food

Examples of drivers & trends in the value chain



Challenges & solutions in financing



CAPEX heavy investments

Time to exit >5years

Scaling to high volume / low margin market

No traction → no money



Tangible assets (Credit & equity mix)

Risk mitigation strategies

- Proof of technology
- Proof of market
- Proof of supply
- Partnership

Cases



ENORM



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**“In investing, what is
comfortable is rarely profitable.”**

Robert Arnott, Chairman, and Founder of Research Affiliates

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**Feel free
to
connect...**

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