**Up-Scaling Investment Summary**

1. **Information on the Company**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **1.1. *General data*** | | | | |
| Name of (local) company; address; webpage; country |  | | | |
| Contact / Function / E-mail / Phone: |  | | | |
| Name of holding company; address; webpage: | if applicable | | | |
| Legal Status: | (e.g. limited company) | Sector: | |  |
| Founded:  Company Registry No.: |  | Product/ Service: | |  |
| Revenue: | kEUR / kUSD /un/audited 20xx) | Net Profit/Loss: | | kEUR / kUSD /un/audited 20xx) |
| Number of Staff:   * Thereof female |  | | | |
| Short Company Description | (max. 3 lines) | | | |
| Proposed Investment | Total amount: kEUR / kUSD | | DEG-Funding: kEUR / kUSD | |
| (max. 3 lines, short description of projected investment activity) | | | |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **1.2. Financial KPIs for non-FinTech companies** | | | | | | | |
| EUR/USD (please mark) | **2021**  actual | **2022** actual | **2023** (plan)1 | **2024** (plan)1 | **2025**  (plan)1 | **2026**  (plan)1 | **2027**  (plan)1 |
| Total Revenue |  |  |  |  |  |  |  |
| Revenue change yoy in % |  |  |  |  |  |  |  |
| Net profit for the year |  |  |  |  |  |  |  |
| Cash flow from operating activities |  |  |  |  |  |  |  |
| Equity |  |  |  |  |  |  |  |
| Total assets |  |  |  |  |  |  |  |
| Number of staff in salaried position |  |  |  |  |  |  |  |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **1.2. Financial KPIs for FinTech** | | | | | | | |
| EUR/USD (please mark) | **2021**  actual | **2022** actual | **2023** (plan)1 | **2024** (plan)1 | **2025**  (plan)1 | **2026**  (plan)1 | **2027**  (plan)1 |
| GMV (if applicable) |  |  |  |  |  |  |  |
| Loan portfolio (if applicable) |  |  |  |  |  |  |  |
| Nb. of Clients/User |  |  |  |  |  |  |  |
| Total income (interest/fee/commission) |  |  |  |  |  |  |  |
| Debt funding |  |  |  |  |  |  |  |
| Equity |  |  |  |  |  |  |  |
| Profit after tax |  |  |  |  |  |  |  |
| Number of staff in salaried position |  |  |  |  |  |  |  |

|  |
| --- |
| **1.3. Business Model (max. 1.5 pages)** |
| * What is the problem that your company is solving? * What is your company’s business model / how do you make money? * Description of the product / service. * What is your innovative approach? * Description of target market and customers as well as competitors. What is your Unique Selling Point (USP) compared to other market participants? * How do you market your product / service? |

|  |
| --- |
| **1.4. Track Record (max 0,5 pages)** |
| * Is the business model / the technology tried and tested? (explain technical and financial “proof of concept”) * What activities have been implemented by your company until now * How successful were your activities so far? (e.g. track record of revenues, number of customers, development of demand for product / service, etc.) |

|  |
| --- |
| **1.5. Description of the company, key management and current finance**  **(max. 1.5 pages)** |
| * Short company profile   + Please provide organizational chart of company including holding company and all subsidiaries   + Overview of the shareholders including the percentages of share  |  |  |  | | --- | --- | --- | | Name of shareholder | Ownership % | Function if applicable | |  |  | e.g. major sponsor | |  |  | e.g. advisor | |  |  | e.g. Executive Director (CEO) | | Total |  |  | |
| * Key management team: Names, age, background and experience? * How did you finance your company until now (please provide details on the type of past financing – e.g. family + friends, equity, loan, grants, etc.)? |

1. **Information on the proposed investment and financing**

|  |  |
| --- | --- |
| **2.0 Overview** |  |
| Please provide details in the table below on the planned “investment / use of funds” (investment activities) and the “source of finance” for the proposed enterprise growth investment. The investment period should not exceed two years. See Annex 1 for definitions and explanations.   |  |  |  |  | | --- | --- | --- | --- | | **INVESTMENT/USE OF FUNDS AND SCOURCE OF FINANCE** | | |  | | *Investment / Use of Funds* (USD/EUR please specify): | Year wise break up (if applicable) | | | | year 1 | year 2 | total | | CAPEX (fixed assets) |  |  |  | | *Working Capital* |  |  |  | | Losses (expected) |  |  |  | | ***Total*** |  |  |  | | Source of Finance: | Year wise break up (if applicable) | | | | year 1 | year 2 | total | | DEG - Repayable Funding (500,000 - 749,000 EUR or USD equivalent) |  |  |  | | *Matching funds* (500,000 - 749,000 EUR or USD equivalent): | | | | | * *Equity* contribution (at least 25% of total investment) |  |  |  | | * Other (Please specify, e.g. grants, loans) |  |  |  | | ***Total*** |  |  |  | | |

|  |
| --- |
| **2.1 Description of the proposed investment (max. 1 page)** |
| * What is the aim of the proposed investment? * What are the planned investment activities (details)? * What is the impact of the investment on your company’s profitability? When are you planning to reach break-even with this investment? |

|  |  |
| --- | --- |
| **2.2 Description of the proposed source of finance (max. 1 page)** |  |
| * Please provided details on the sources of the matching funds * Who are (the potential) equity investors? * In which stage of the fundraising process are you? Are matching funds already committed? | |

1. **Information on the Development Impact**

|  |
| --- |
| **3. Development impact / effects (max. 1 page)** |
| * What positive impact does your company create with the proposed investment (e.g. access to energy / finance etc., technology and know-how transfer, environmental aspects, improvement in income, existing or new jobs, direct or indirect job creation, etc.)?      * Which target groups are addressed and how do they benefit? |

**Annex 1: Definitions/Explanations**

Investments:

1. Working Capital: the annual ***increase*** of the difference between a company’s current assets and its current liabilities.

Current assets are defined as accounts receivable (customers’ unpaid bills) and inventories of raw materials and finished goods but excluding cash position and bank balances. Current liabilities are defined as accounts payable and bank overdrafts.

Notice: Operational expenses are not part of Working Capital, but part of the losses to be financed.

1. CAPEX: increase in tangible and intangible assets at acquisition costs including all costs for transport, customs duties, and installation costs. VAT and other recoverable taxes only to be included if refund is not expected during period of investment. Long term advances and investments in other corporates are to be shown as CAPEX.
2. Losses: losses expected during investment period before any depreciation and amortization and taxes.

Matching Funds:

1. DEG Upscaling funds need to be matched: At least 500.000 / 749,000 EUR or USD equivalent of matching funds required;
2. Funds paid into the company prior to submission of this proposal can’t be earmarked as matching funds;
3. Matching funds should be:
   1. equity: cash payments as shareholder funds; contribution must be an increase in shareholder capital; profits or retained earnings are not accepted as matching funds.
   2. convertible notes and/or shareholder loans can be accepted in certain cases, up to DEG’s discretion, as “quasi equity”, depending on the probability and timing of conversion and their conditions for repayment and interest payments. Interest and principal of convertible notes/shareholder loans shall not be paid until DEG is repaid or the Up-Scaling Agreement is expired (monitoring period for a minimum 5 years).
   3. grants and/or loans: In specific cases, depending on the business model and level of innovation, half of the matching funds can be in the form of grants and / or long term loans.

Total: total “Use of funds” should match total "Source of finance”.