

Fynsk Forsvarsdag 2025 – Finansiering og Funding

Presenting today

Nordea



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Characteristics of defense companies



Highly regulated and security sensitive environments



Long-term government contracts



Innovation and R&D intensive



Unique challenges related to compliance and export controls



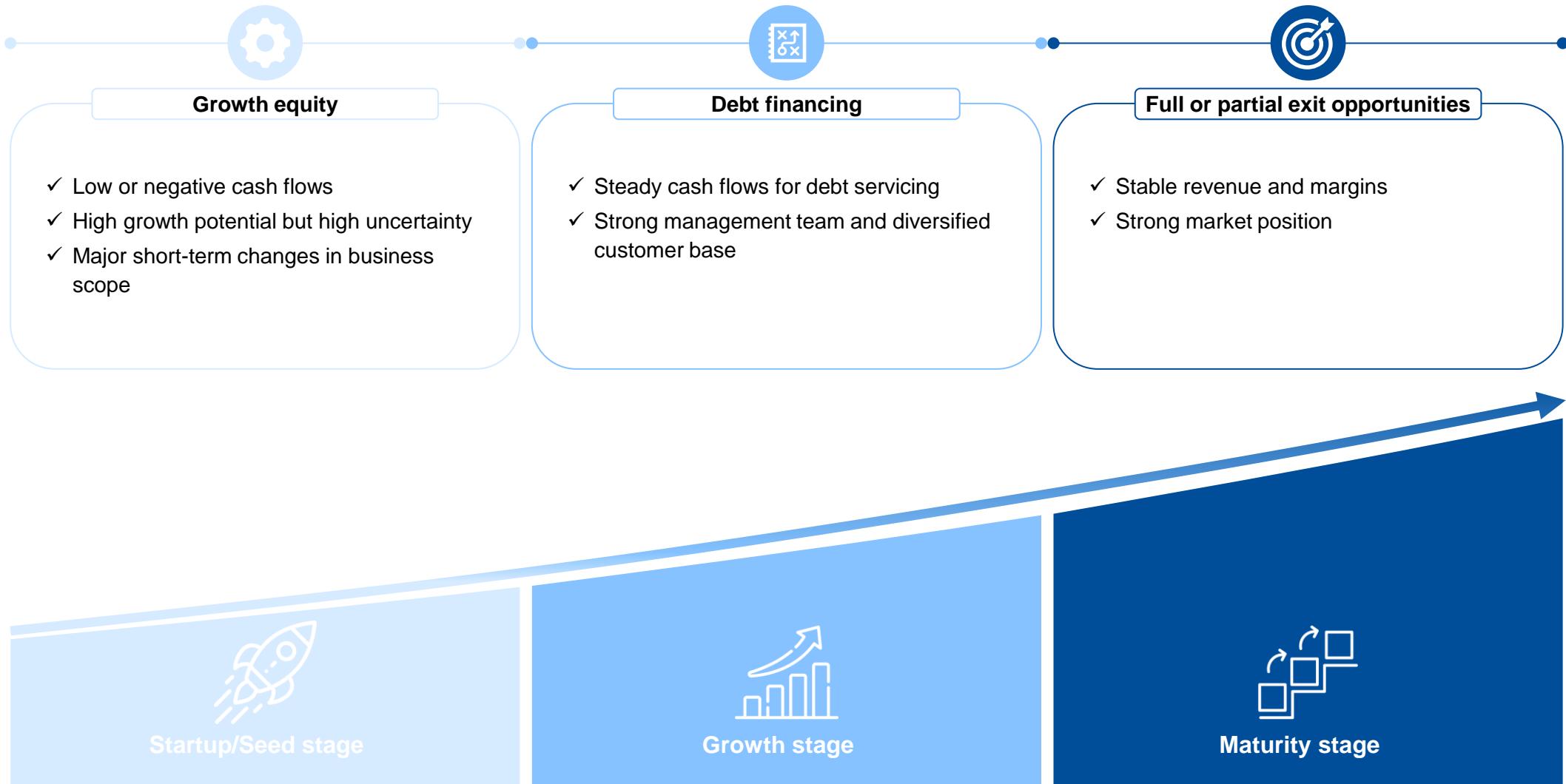
Robust risk management and supply chain security



Navigate geopolitical influences

Enabling growth across every stage of the corporate lifecycle with Nordea by your side

How financing options evolve as a company grows through its lifecycle



Business scenarios requiring growth equity



Cash flows

-  Low or negative cash flows
-  External funding to sustain operations and scale
-  R&D costs
-  Dependent on continuous capital injections



Growth potential

-  High growth potential but high uncertainty
-  Unproven business model
-  Requires strategic guidance and financial backing



Business scope

-  Significant change in business scope
-  New products, markets, or technologies
-  Expansion into new geographies or customer segments

Types of growth equity investors

Non-exhaustive



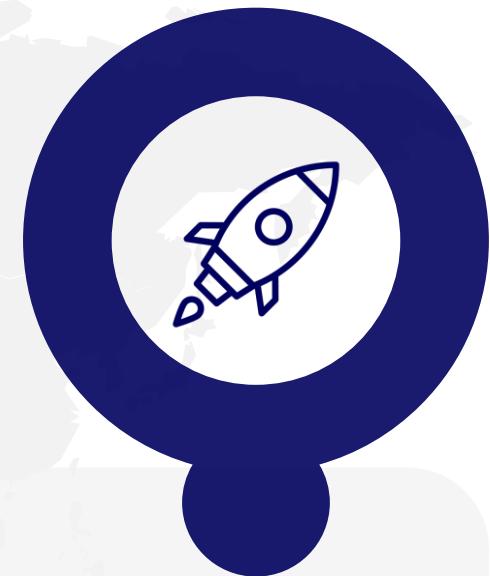
Pension funds



Family offices

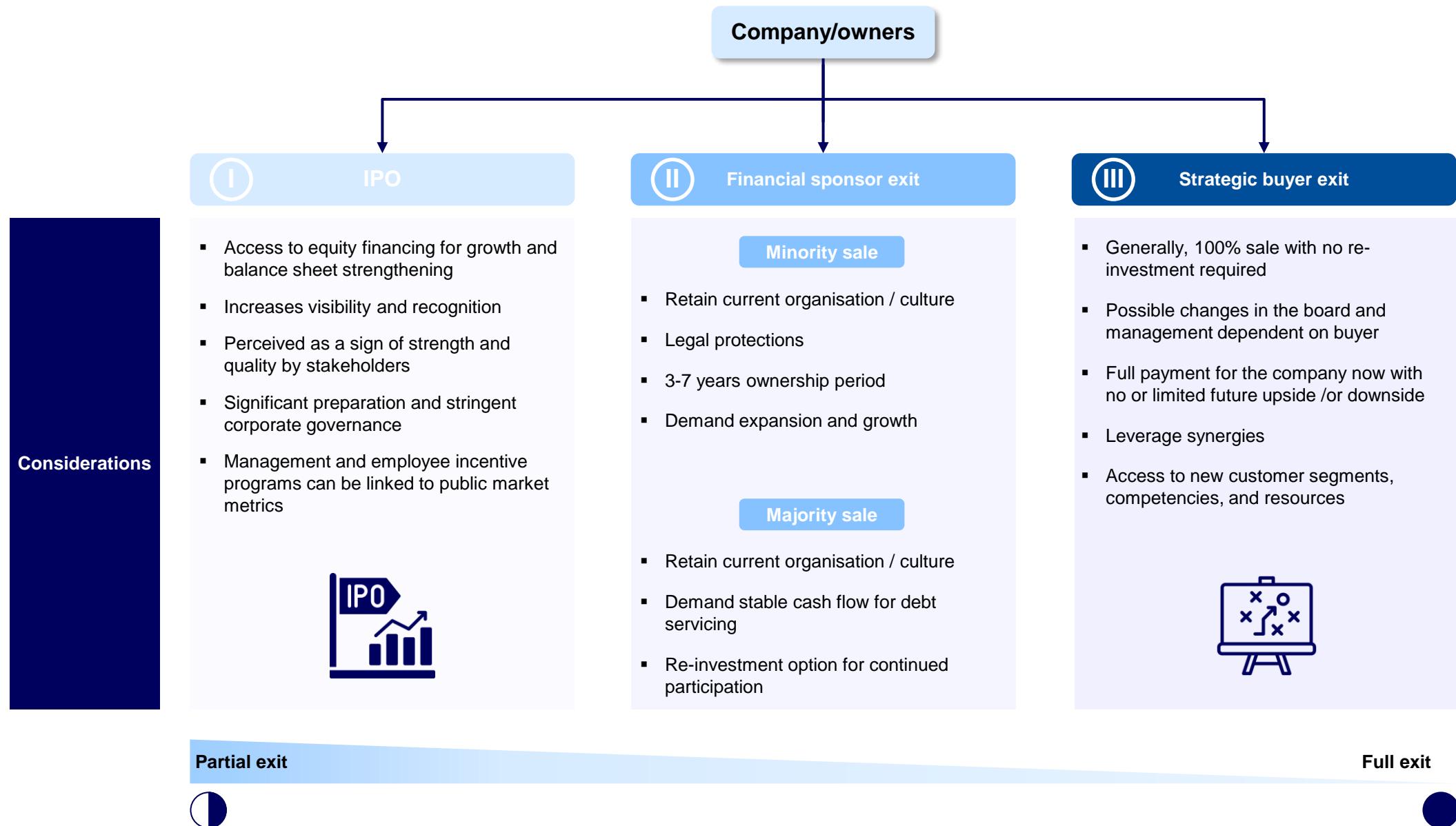


Financial
investors



Growth and
venture capital

Overview of key considerations across different exit opportunities



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Nordea is with you all the way

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Q&A

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