

## Fynsk Forsvarsdag 2025 – Finansiering og Funding



## Presenting today

Nordea



### Sebastian Hougaard

Managing Director

Nordea Corporate Finance  
Investment Banking & Equities



+45 26770580



sebastian.hougaard@nordea.com

Nordea



### Henrik Alexander Reinert

Director

Nordea Corporate Advisory  
Business Banking



+45 61222249



henrik.reinert@nordea.dk

## 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**



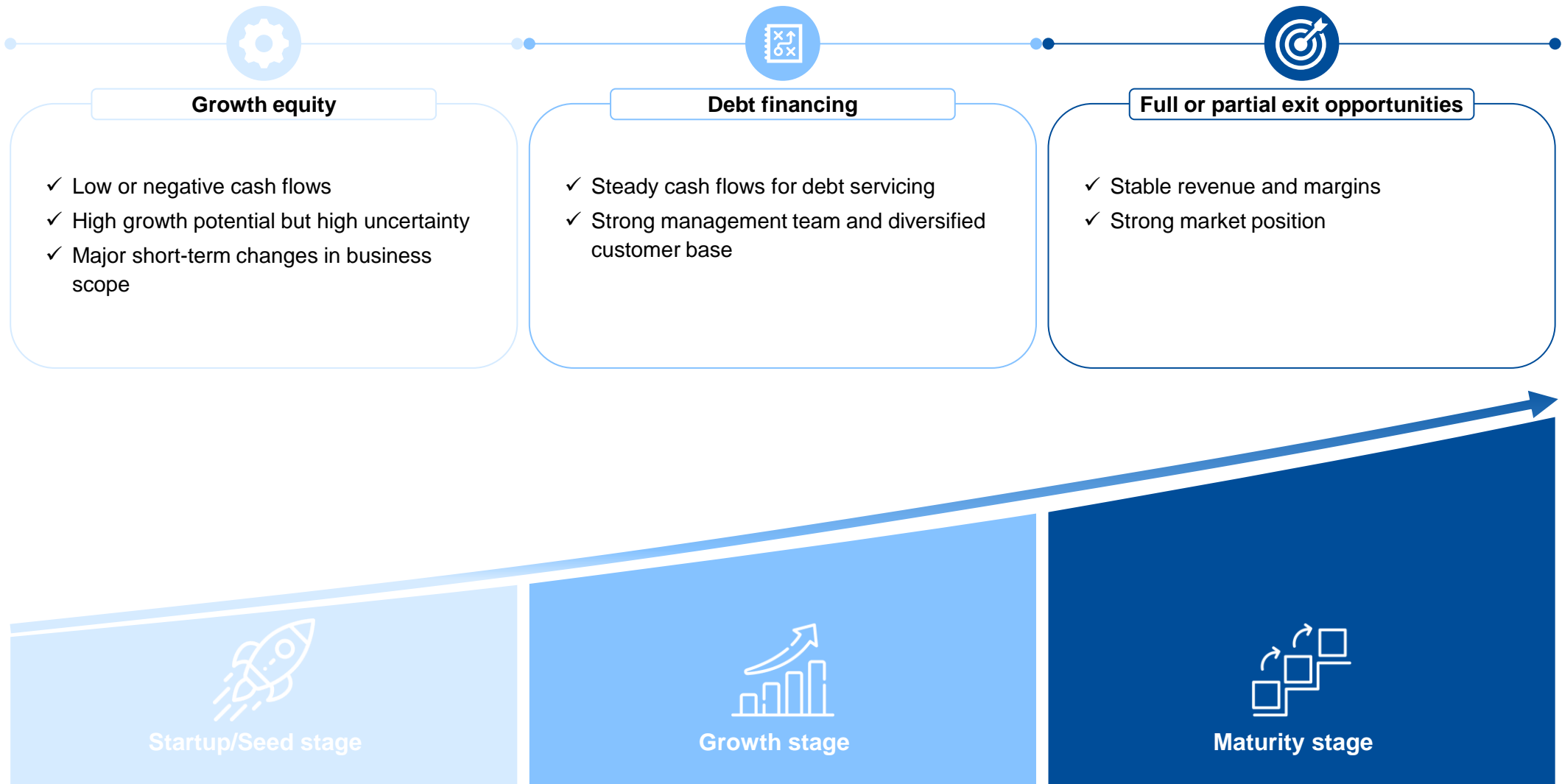
**Robust risk management  
and supply chain security**



**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



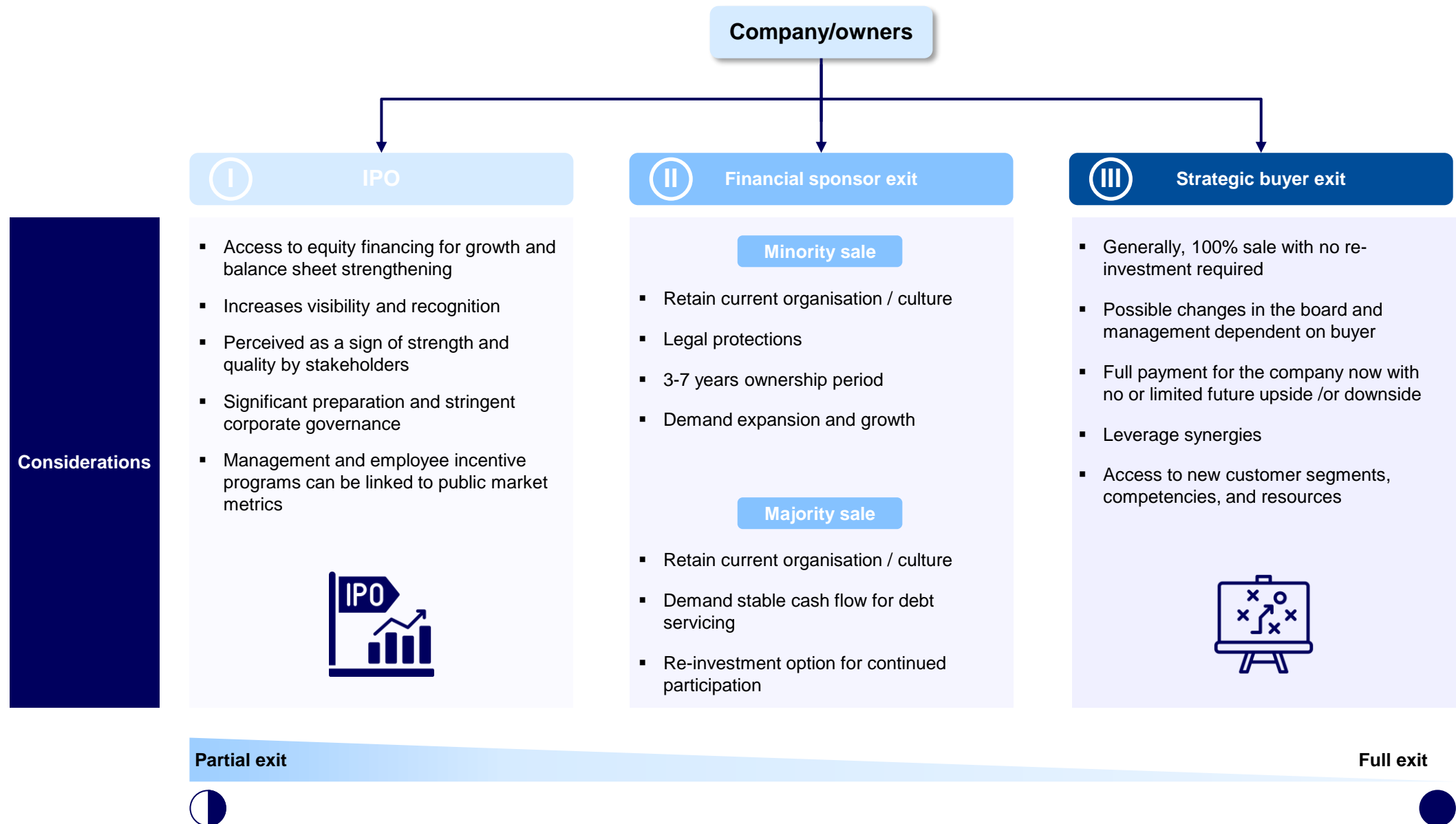
Financial  
investors



Growth and  
venture capital



# Overview of key considerations across different exit opportunities



**Nordea**

**Nordea is with you all the way**







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Q&A



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