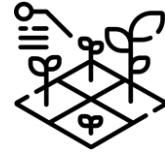


Are you...



*An **SME** making an **impact** in the **agrifood** sector?*



*Generating **revenues** from your **products** or **services**?*



*Seeking **non-dilutive** funding to grow?*

If so, EIT Food has a new opportunity for you!



Introducing the *Fast Track to Market Programme*

A new opportunity to get your agrifood innovation, product, or service to market quicker and enhance your commercial success.

€250k per ticket

*available for each start-up,
with a call budget of €2M*

Revenue-share

*financing with a capped
maximum return*

Fast capital

*no need for extensive
negotiations or valuations*

Simple

*application, fast evaluation,
and minimal reporting*

30% co-funding

*required for total project
costs*

12 months

*for execution of selected
projects*

FAST TRACK TO MARKET

WHAT DO I GAIN?



Achieve your
next milestone



Expand your
sales footprint



Access smart
money



Keep your equity
intact



Join the largest food
innovation
community

HOW?

EIT Food provides you with a **founder-friendly** financing scheme by giving your company a **large cash injection** in exchange for a **small percentage of your company's future revenues**

WHAT IS THE RETURN?

After receiving your funding, you will have **one year to complete your project**, with no success-sharing required (i.e., honeymoon). Afterwards, you **return a percentage of your company's revenues over 5 years**, capped to a maximum amount

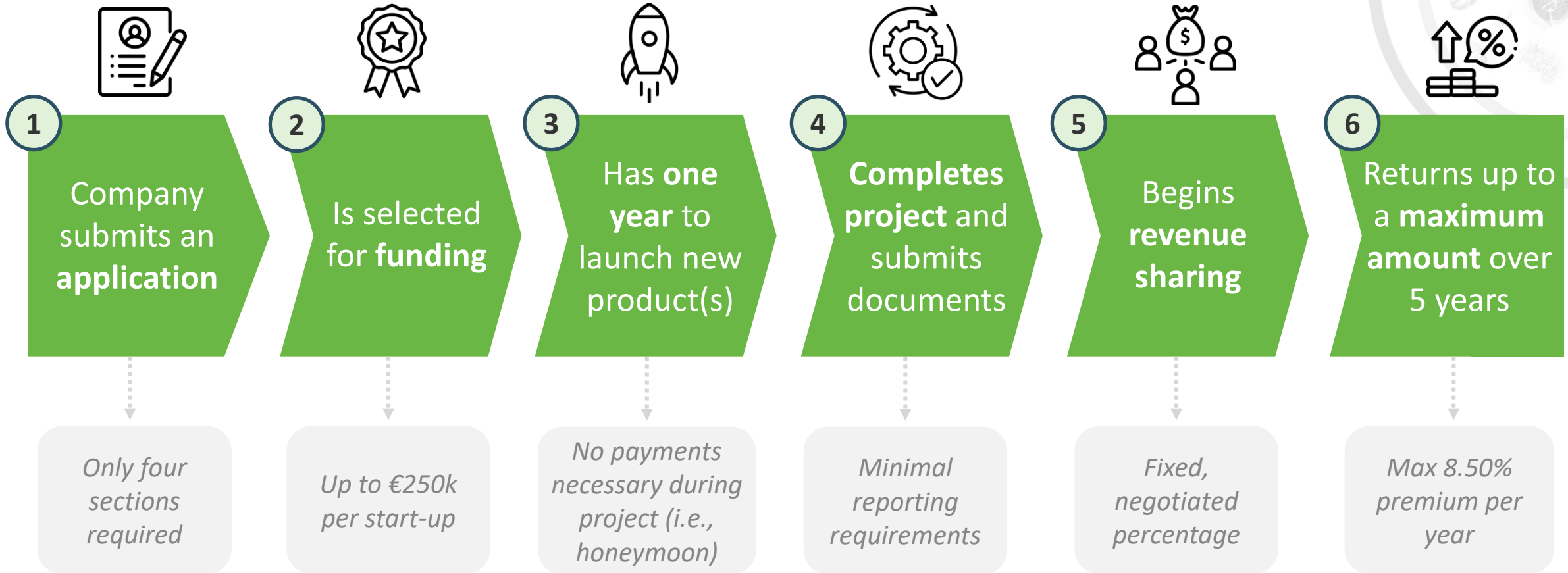
COMPARISON WITH OTHER INSTRUMENTS



	Revenue-based financing	Bank Loan	Equity financing
Application process	Fast	Slow; hard to get	Slow
Repayment terms	Flexible	Fixed	N/A
Interest on outstanding balance?	No	Yes	N/A
Collateral needed?	No	Usually Yes	No
Equity dilution	No	No	Yes
Provide seat on board of directors?	No	No	Usually Yes
Cost of Capital	Medium	Low	High



TIMELINE



SUCCESS PREMIUM

Success premium of 8.50% per year, meaning...

PREMIUM

AWARD

MAX TOTAL REPAID

If complete within one year: 8.5% + 100% = 108.5%

If complete within two years: 17% + 100% = 117%

If complete within three years: 25.5% + 100% = 125.5%

If complete within four years: 34% + 100% = 134%

MAX!

If complete within five years: 42.5% + 100% = 142.5%

ILLUSTRATIVE EXAMPLE

- Company receives **€200k** award and has one year for their project
- Agrees to **5% share** of its **half yearly revenues** (€700k) after project ends: **€35,000** per semester
- By sharing 5% every 6 months, Company would take **four years** to complete success-sharing
- Therefore, it will expect to pay **134%: €268k**
- It therefore had an **effective cost of capital of only 6.80% per year!**

Companies can always choose to pay more earlier to reduce their premium!

REVENUE-BASED FINANCING – STEP BY STEP

1

CONTRACTING

- Company and EIT Food agree to a **revenue-sharing percentage** before project begins

2

FINANCING

- After signatures, Company receives **80% of the Award** to begin its project

3

PROJ. EXECUTION

- Company begins **project execution** and is not expected to repay for **12 months** (*i.e., grace period*)

4

COMPLETION

- Company **completes project** and submits all **necessary documentation**, including financial statements

5

RETAINER

- Once EIT Food validates project completion, the **remaining 20% is disbursed**

6

CALCULATION

- EIT Food, using the agreed revenue-sharing percentage and the financial statements, **calculates the amount to be paid for the next 6 months**

7

INVOICES

- EIT Food sends **monthly invoices**, each equal to a **portion** (1 of 6) of the amount calculated in Step 6

8

PREMIUM

- Company continues to pay until it **completes the entire Award amount** *plus* a **premium of 8,50%** per year

TERMS

Key Terms	Revenue-Based Financing
Scheme	Flexible revenue-sharing based on the company's top-line revenues, including the possibility to adapt duration terms according to business performance and speeds of generating revenues, including no penalties for earlier completion.
Award amount	Up to 250.000 EUR (80% disbursed at beginning of project, 20% disbursed at project completion)
Maximum Threshold	The amount that will be shared with EIT Food. It is equal to the Award amount plus a premium of 8,50 per cent per year in which the RBF is in effect
Reward payments	Monthly success sharing payments, equal to a negotiated % of the company's revenues calculated every 6 months
Grace period	No reward payments are required during project execution (up to 12 months)
Maximum Completion Date	Maximum 6 years from signature date
Premium	<p>The premium is equal to 8,50 per cent of the Award amount per year in which the RBF is still outstanding. In other words, for every year in which the RBF is still in effect, the total Maximum Threshold increases by a factor of 8,50 per cent. For example:</p> <p>Assuming an Award amount of 250.000 EUR, the company will start to pay a percentage of their revenues each month. With those payments:</p> <p>If the Maximum Threshold is reached within 1 year after project completion, the company will pay a total of 271.250 EUR</p> <p>If the Maximum Threshold is reached within 2 years after project completion, the company will pay a total of 292.500 EUR</p> <p>If the Maximum Threshold is reached within 3 years after project completion, the company will pay a total of 313.750 EUR</p> <p>If the Maximum Threshold is reached within 4 years after project completion, the company will pay a total of 335.000 EUR</p> <p>If the Maximum Threshold is reached within 5 years after project completion, the company will pay a total of 356.200 EUR</p> <p>As such, EIT Food encourages faster payment for selected participants.</p>
Covenants	Must adhere to regular project monitoring and compliance with Horizon Europe funding rules (e.g., restrictions on CAPEX expenditure)
Additional rights	As long as the RBF is in effect, EIT Food is keen on having the same information rights as members of the applicants' Managing Board. In addition, EIT Food reserves the right to invite one Board Observer to the meetings of the applicants' Managing Board.

IMPORTANT THINGS TO KNOW



Financial return is based on the **company's total revenues**, not just the product or solution in question



The return premium is **capped** to 8,50% per year to a maximum of 5 years. Therefore, **larger payments earlier on** decreases the total amount paid.



Payment must be made within **5 years** of completing the Fast Track project



Each payment will be equal to an **agreed percentage of the company's revenues**, calculated as the top-line revenues of the 6 preceding months. Amounts are subject to negotiation.



Invoices are sent **monthly** – the exact amount is **calculated every 6 months** based on the percentage agreed during negotiations.



EIT Food shall have the right to invite **one Observer** to attend the meetings of the board of directors **without voting rights** and, where applicable, the shareholders' meetings of the Company



Failure to repay constitutes a **breach of contract** and is subject to **further legal recourse**, as outlined by a signed agreement between EIT Food and the Company

ILLUSTRATIVE EXAMPLE

PROJECT INTAKE PROCESS



Company A

€500k in yearly revenues

5 employees

Growing at ~30% year-over-year

Portfolio of dairy-free cheeses

Currently **only present** in Sweden

Willing to engage in **5% revenue-sharing**



FAST TRACK APPLICATION

Submits **project proposal** for market expansion into Germany

Activities include hiring **local sales staff**, increasing **production**, and developing **marketing materials**

Project timeline is **10 months**, from January 2025 to October 2025

Estimates **total costs** to be **€300k**, **70%** of which can be funded by **EIT Food** (€210k)



PROJECT EXECUTION

After evaluations and panels, Company A is **awarded for funding**

After due diligence and validation, Company A signs **RBF agreement** for **5% revenue-share**

Company A receives **€161k** as pre-financing, which is **80%** of the award

Company A begins **execution**, reporting **progress** with EIT Food

ILLUSTRATIVE EXAMPLE (CONT.)

PROJECT COMPLETION AND REPAYMENT



PROJECT COMPLETION

Company A **completes project in October 2025**, submitting all the necessary **documentation**

Once EIT Food **validates completion**, Company A receives remaining **€42k (20%)**

Company A **attests** to their Half-Yearly revenues: **€250k (€500k annualized)**

Company A also submits their consolidated **financial statements**



REVENUE SHARING BEGINS

EIT Food **calculates the revenue-share portion** for the following 6 months to be **€12,500**

EIT Food allocates the portion into **equal monthly amounts of €2,083**

EIT Food invoices Company A **€2,083 every month for the next 6 months**



REPAYMENT PREMIUM

6 months later, Company A submits their **updated financial statements**

Company A's Half-Yearly revenues are now **€300k (€600k annualized)**

EIT Food updates invoice amount to **€2,500 every month for the next 6 months**

Company A continues to pay until it **repays €210k plus a premium of 8,50% per year (€17,850 per year)**