

greca.



Investors Matching Report

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Investor's Ranking Methodology

The Investor's Ranking Methodology is supported by an algorithm which considers several Investment Criteria of verified investors. It allows your company to find potential investors which could be interested in funding your business.

A matching process is performed considering the investor's investment policy with the company's profile. The maximum Matching Score potentially reached is 785 for SME companies and 670 for START-UP companies. The Matching Criteria is divided into two different tiers:

Tier 1 Criteria: These criteria represent deal breakers. That means that if at least one criterion does not match, there is no matching. Thus, the Matching Score is 0.

- **Business:** follows Damodaran's categorization
- **Geography:** at regional level
- **Stage:** seed, start-up, other early stage, etc.
- **Min/Max Investment:** as per ticket size target

Tier 2 Criteria: These criteria rank potential investors in terms of "best match" from highest to lowest using a weighting structure. If a criterion has "no limitation", its weight is downsized. Thus, the contribution to the Matching Score is decreased.

- **Business Sector:** follows Damodaran's categorization
- **Business Segment:** follows Damodaran's categorization
- **Min/Max Income:** as per company's annual turnover target
- **Min/Max EBITDA:** as per company's annual performance target
- **Min/Max Debt/EBITDA:** as per company's ratio target

There are 123 investors in this report with a matching score above 76%.

Distribution by country of investors



Top 5 countries

- 1 | Spain
65 investors
- 2 | France
57 investors
- 3 | Portugal
1 investor

Business Target



- Diversified: 63
- Engineering & Construction: 68
- Green Energy, Tech & Services: 82
- Healthcare: 77
- ICT: 123
- Industry & Mining: 82
- Media, Entertainment, Accommodation: 73
- Real Estate, Insurance, Investment & Banks: 54
- Retail & Wholesalers: 69
- Services: 71
- Transportation: 73

Investors Quality



Gold
13% of investors

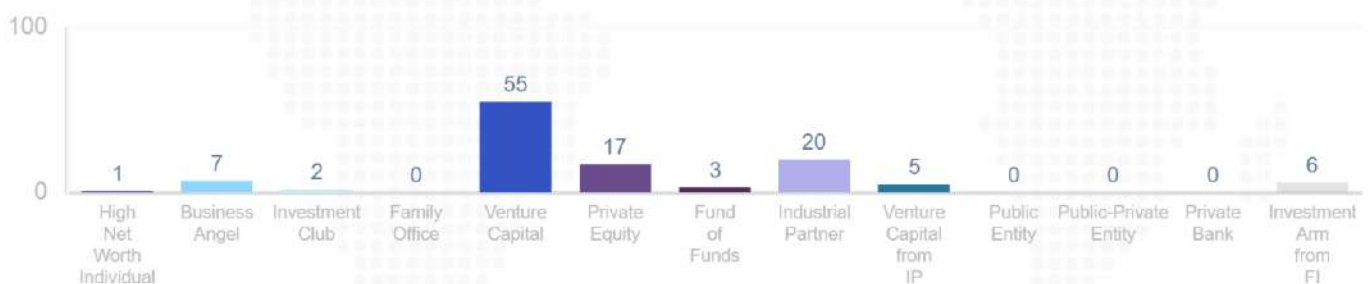


Silver
66% of investors



Bronze
21% of investors

Type of investors (*)



* The total of all type of investors can be more than the number of investors because each investor can have multiple types.