

A roadmap to guide corporate finance strategy

Your decision is to grow, strongly and sustainably. Yet your plans require a funding stream greater than your cash flow, and more than your reserves. Organisations in real world manufacturing that require investment in equipment, inventories, R&D, sales and marketing and people are discovering post-financial crisis, that bank lending is unavailable or comes with unacceptable terms to bridge this funding gap.

But when you are working at capacity, corporate finance is often considered only when there's an imminent need. And that can be too late to get the most fitting funding, the most suitable finance partners, and the business relationships that pay dividends long-term. An investor wants to see evidence of strategic planning – for capital efficiency and for future growth – not rushed fund raising.

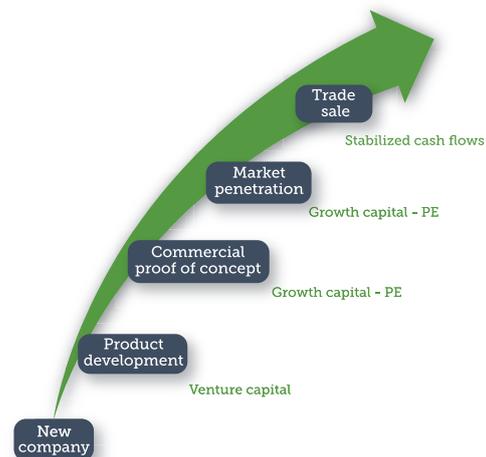
When, where and how to access the right growth funding

The potential returns – and risks – associated with each stage of a company's corporate development create very different financial demands. Thinking like an investor, with the help of FMG's growth team, reveals the amount and availability of funding you will seek, the needs and expectations of company shareholders, as well as clarifying the desired terms for a relationship with a finance provider.

Working with FMG gains you a carefully considered and created strategy, and candidate funders. At each stage we consider the shareholders', the company's and the investors' needs, and look for optimum solutions. We provide a choice of investors and we ensure deal terms are equitable and as advantageous as possible to the shareholders and company.

Your strategy for growth must state what you want – don't under- or over-estimate the type and level of

funding required - at varying stages in your company's development. If considering equity finance, for example, is the preference for a minority or majority position? How operationally involved would you want the investor to be? Not all types of finance suit every goal.



A comprehensive, clear financing strategy answers these questions and many more: it identifies for each stage how much financing, the amount of debt and equity, the best potential sources, exit scenarios and valuations.

Aligning your finance to a real-world, business-specific strategy – a roadmap for growth - delivers understanding of where the business is currently situated. And it indicates to investors where increased or new revenue streams will come from in the future.

Now, the company can confidently address the first and subsequent funding stages by targeting appropriate financing sources and optimally positioning the organisation.



Working with FMG

Future Materials Group works with businesses internationally in the Advanced Materials and High Value Manufacturing sectors at all stages of their development, from start-up to maturity. We are trusted internationally for robust, pragmatic CXO and board level support for business growth planning, growth finance, and mergers and acquisitions.

Planning and implementing strategies for growth, demands sensitivity and confidentiality, especially when funding is concerned. We do not talk openly about our track record or historical projects: with FMG your project confidentiality is guaranteed.

Every project in which FMG engages receives the full commitment of our senior team, from start to completion. Our experience has shown us that strategies for growth are only fully and successfully implemented when they receive high level attention, both externally from FMG and internally from our clients' teams.

FMG brings clarity of purpose to our joint objectives: to maximise value at every stage of your company's development.

If you have business growth in mind, please contact us for a no obligation introduction to how we can help you achieve your business aims, by emailing info@futurematerialsgroup.com or by calling **+44 (0)1223 421025**.