

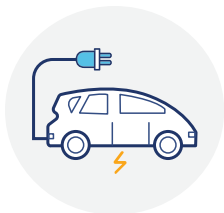
Contracted Receivables Financing

X

Technology Industries



Non-dilutive capital for technology businesses, scaled as a percentage of contracted revenues.



High-tech Infrastructure



High-tech Manufacturing



Biotechnology

Key features

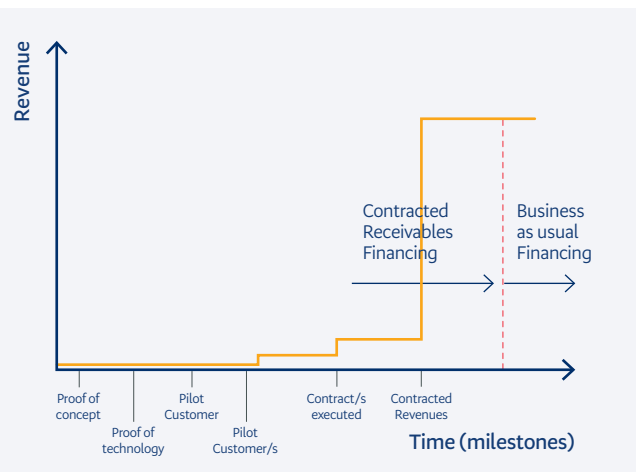
- Provides financing for the incremental costs of projects, infrastructure, infrastructure-like, or production scale-up in order to deliver on contracts and receive financed contracted revenues
- Structure of financing is determined on a case-by-case basis (including NPV of relevant contracted revenues and terms of contract/s)
- Maximum of 18 months, from financing date to revenues being generated from the relevant contract/s

Intended for New Zealand technology businesses** with:

- Proven technology
- One or several material contracts with creditworthy counterparties (e.g. government, investment-grade, blue chip or equivalent – except in limited circumstances)
- Material lifetime value of contracted revenues (minimum \$3m, but most suited for \$10m+)
- Cash runway, including Contracted Receivables Financing amount, to fund cash burn (if any) for the term of any Contracted Receivables Financing loan

Enhanced due diligence, including (without limitation)*:

- Contract execution and/or performance risk
- Counterparty risk
- Contract terms
- Intellectual property and intangible asset strategy



Get in touch with our Head of Technology Industries today Timothy.Wixon@bnz.co.nz

BNZ account opening and [lending criteria, terms and fees](#) apply. More information can be found online at bnz.co.nz

* In most cases, some or all of the required enhanced due diligence would be conducted by independent experts (e.g. legal, accounting, or other agreed professional) at the expense of the borrower.

** Initially intended for Climate and CleanTech or Aerospace businesses, with the intention to expand to additional technology businesses in the near future.

