

## Invest in the most innovative scale-up

# of the Netherlands\*

# and make an impact.

Faster Growth, Less water, Low costs.

\*Winner of the 2018 "SME Top 100 Most innovative companies of the Netherlands"

Attention! This investment falls outside AFM supervision. No prospectus required for this activity.

















## Summary

In 2003, Pieter Hoff started developing a technology to make the agricultural sector more water efficient. His vision is to eradicate hunger, mitigate water scarcity, avoid climate change and increase biodiversity by restoring 2bn hectares of degraded land.

Groasis' Ecological Water Saving Technology permits planting of trees in combination with vegetables on degraded land, using 90% less water, at 90% lower cost, and with a 90% survival rate\*. This has been independently validated and reliably demonstrated by planting 200,000 trees in over 40 countries in the past 15 years.

Our Licensed Distributors have signed MOU's to supply over 100 million re-usable Waterboxxes<sup>®</sup> and bio-degradable Growboxxes<sup>®</sup>.

Groasis intends to raise  $\in$ 3.8 million at a company valuation of  $\in$  86.8M. Our digitized share certificates represent economic ownership in the company, and carry attractive dividend rights.

Investment tickets range from € 25 to € 250k on a first-come-firstserved basis. An attractive referral programme is available where investors can earn additional free bonus shares.

The funds will be used to scale up the organisation and roll-out a global production network of giga-factories. The first giga-factory is being built, and should start producing in 2020. This will allow the company to execute the sales pipeline, and to fulfil its mission.

An investment in Groasis offers a unique triple bottom-line to investors looking for maximum economic, environmental and social impact.



## **Our Vision**

Realise the Treesolution: make 2 billion hectares of degraded land productive again in order to

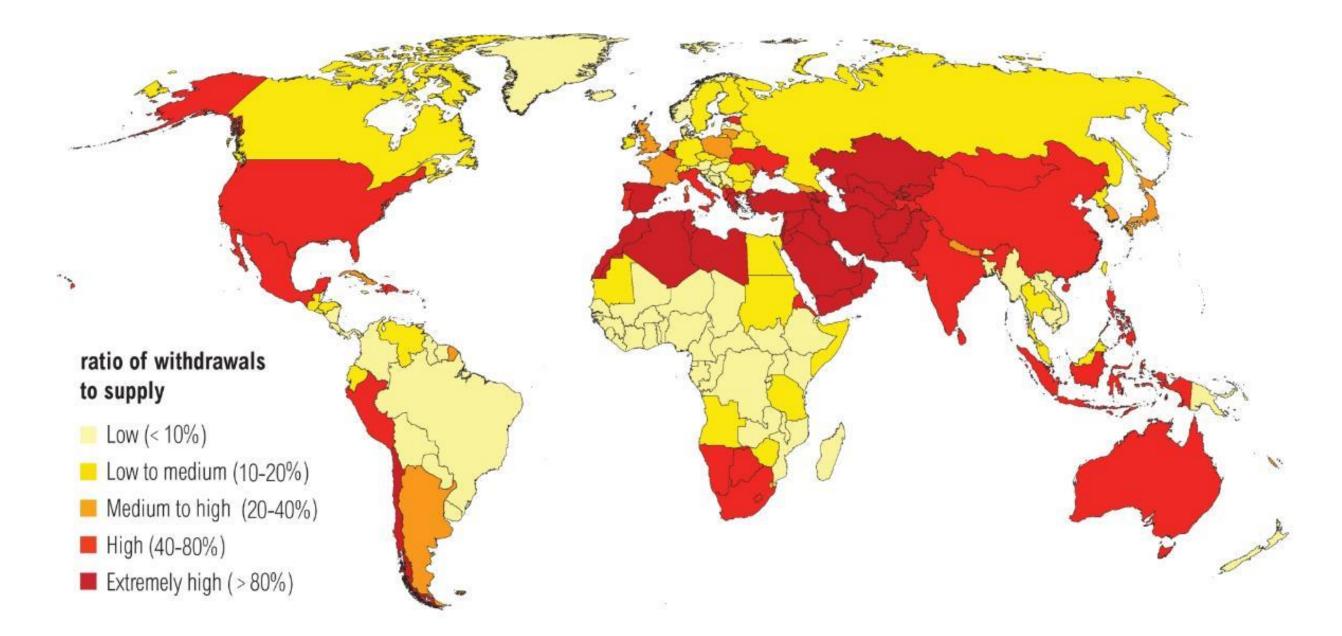
1) eradicate hunger 2) mitigate water scarcity 3) lessen climate change 4) increase biodiversity



Download our book The Treesolution at www.thetreesolution.co

## The Treesolution – Why now?

## Water Stress by Country: 2040



**NOTE:** Projections are based on a business-as-usual scenario using SSP2 and RCP8.5.

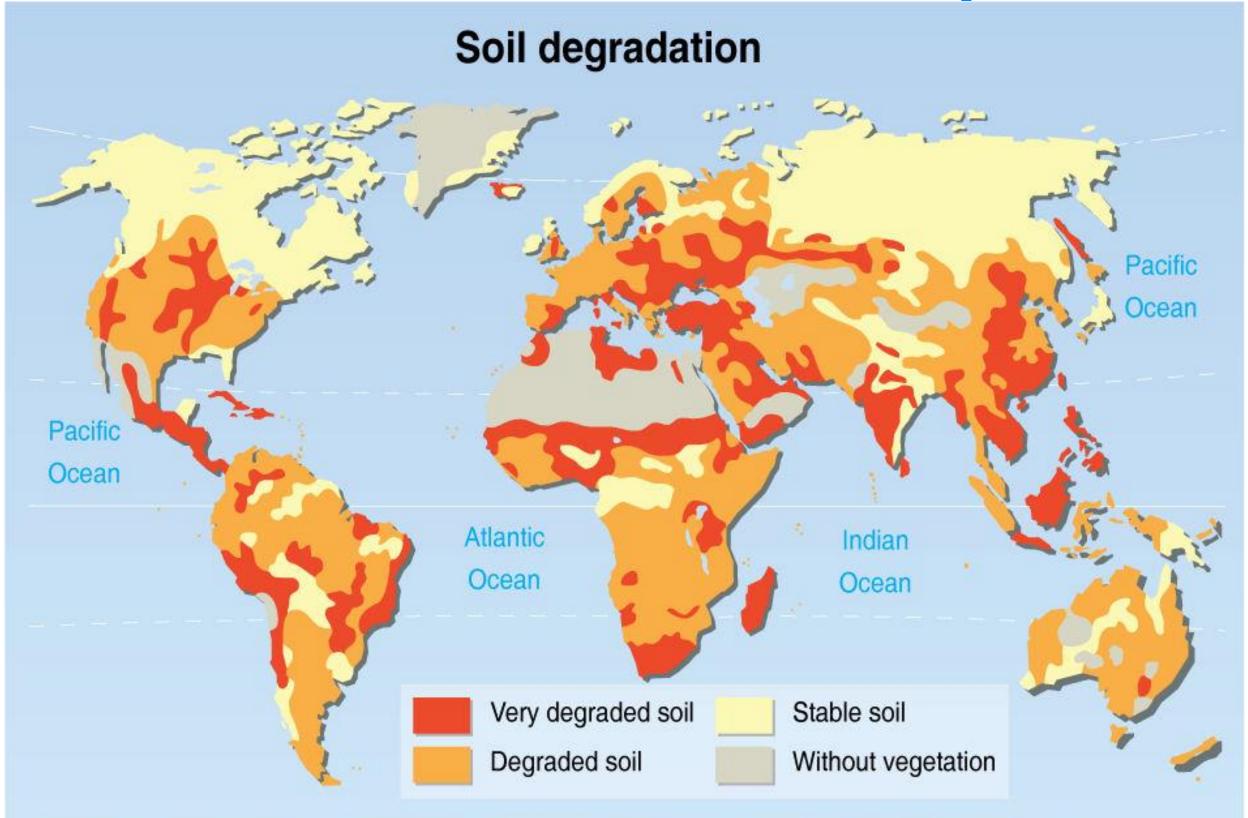


For more: ow.ly/RiWop



### WORLD RESOURCES INSTITUTE

## The Treesolution – Why now?



Source: UNEP, International Soil Reference and Information Centre (ISRIC), World Atlas of Desertification, 1997. Philippe Rekacewicz, UNEP/GRID-Arendal





## The Treesolution – Why now?

- There are 2 billion hectares of degraded land (15% of earth's land surface, equivalent to the size of South America). This land used to be covered by plants and trees and was fertile and productive, but today it isn't
- There is sufficient rain, but it falls in peaks so this land cannot be planted without irrigation, however this is too expensive and there is not enough water to be applied on a large scale
- The Groasis Technology allows planting 99% of the earth's degraded land with productive trees, shrubs, bushes, plants and flowers without using irrigation and energy, and at substantially lower costs
- Our Waterboxx<sup>®</sup> plant cocoon was a first step towards realising the Treesolution, but for its users the initial investment was relatively high and it needs to be removed after every planting cycle
- After spending more than 10 years of developing and perfecting the Groasis Technology, the revolutionary improved Growboxx<sup>®</sup> plant cocoon is the game changing technology which is bio-degradable, comes at a fraction of the Waterboxx<sup>®</sup> cost, and combines planting trees with vegetables/bushes/flowers. It is therefore suitable for two major application areas:

### Agroforestry

### **Ecosystem restoration**



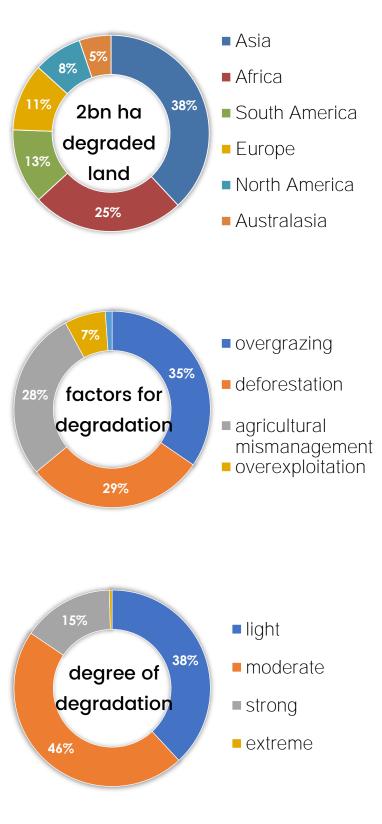
Planting productive trees (e.g mangos) in combination with vegetables. Particularly suitable for 500mn smallscale farmers via a microcredit model.



Planting native trees (in combination with bushes and wildflowers). Particularly suitable for large scale reforestation by governments or corporations.

Sources: Bonn challenge, Global Assessment of Soil Degradation (GLASOD), UNEP.





## Humanity is facing unprecedented challenges: Water scarcity, Food shortage and Climate change

### Population growth & Access to water

Food production has to grow 40% in 30 years due to population growth (FAO). Agriculture already consumes more than 70% of fresh water. By 2025, 48 countries will suffer from severe water scarcity (UN).

Our technology reduces water consumption by 90%.

### Increasing CO<sub>2</sub> emissions

Mankind's  $CO_2$  emissions have to decrease by 95% by 2050 to avoid climate change. Corporates and governments are making substantial investments in tree planting programs to reach this goal (nature based offsets). Our technology allows scalable and affordable reforestation for  $CO_2$  offsets,

with increased biodiversity.

This leads to a total addressable market of over 1 trillion plant cocoons in the next 60 years.

### **Total Addressable Market:**

### **Cost reduction**

500 million small-scale farmers provide food for more than 3 billion people in emerging markets, but these farmers cannot afford the investment in expensive agricultural tools.

Our technology increases crop yields and is available at low cost.



This 90 second video tells you more about Groasis: <u>https://youtu.be/kQg10oo-JR4</u>





## Groasis is replanting the world at lower costs, with less water, and with faster growth ..addressing many of the UN Sustainable Development Goals.





## Land Degradation

The Groasis Ecological Water Saving Technology combats desertification & land degradation while ensuring biodiversity.

### **Rural Urban** Migration

Productive soil will create local jobs and economic opportunities, preventing the need to leave rural areas.

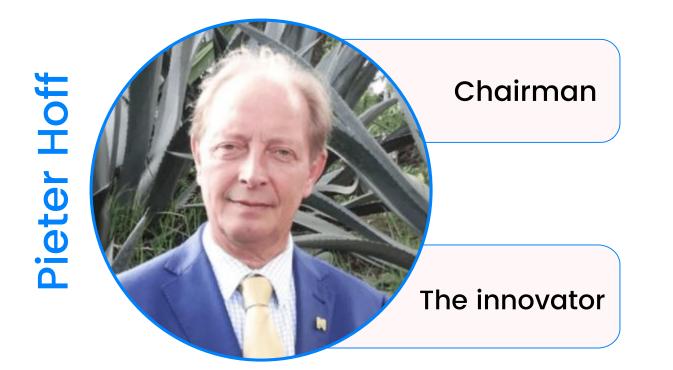


## Founding Team

A committed founding team, having previously successfully grown and sold companies. More than 60 years of relevant industry experience, having run companies with more than 100 employees. Main technical skills are available in-house.



Wout, Groasis CEO, has thirteen years experience at multinationals (BP, INEOS) in the energy and chemicals industry, where he worked across Europe and North America. Before joining the corporate world, from the age of 18 Wout ran his own web design company. He completed a Master in Innovation at Rotterdam School of Management/Erasmus University and a Master in International Management at CEMS. He has an established track record in entrepreneurship, sales, corporate strategy and planning, delivering projects and managing operational risk. Wout speaks 6 languages. Behind the scenes, Wout has been active since the start of Groasis and has managed to create a network of 30+ distributors. His focus is on building an effective sales and marketing organization that will underpin realizing the Treesolution and identifying and contracting Licensed Producers to support large scale implementation of the Groasis Technology.



Pieter, Groasis founder, has a background as innovator and agricultural entrepreneur. He was one of Holland's leading breeders of flower bulbs, developing new varieties of lilies and innovative technologies and machinery to support planting, growing and harvesting of flower bulbs. His company operated across three continents to serve customers in more than 50 countries. Pieter managed a team of over 100 people. Pieter speaks fluent Spanish and is currently working on ramping up production at the first giga-factory, selling large projects in Latin America and executing further pilot projects which will expand the sales pipeline. He also continues to work on research and development to further improve the Groasis Ecological Water Saving Technology and deliver impactful and profitable related products such as the Rafiki® biodegradable paper cup lid.



## **Our Inspiration and Drive**

### Started in 2003

Groasis' founder Pieter Hoff has a background as innovator and entrepreneur. He was one of Holland's leading breeders of flower bulbs.

While visiting clients in 50 countries Pieter became worried about the falling groundwater levels. His clients all used drip irrigation and had to dig deeper and deeper wells.

Agriculture currently consumes 70% of the world's fresh water, in many developing countries more than 85%. Pieter was shocked to see the increased land degradation and falling groundwater tables wherever he travelled.

In 2003 he sold his flower breeding company and started developing the Groasis Ecological Water Saving Technology: a technology that helps the agricultural sector be more water efficient.

Groasis' inventions won many international awards.

**Development of the Groasis Ecological Water Saving Technology** Our technology has developed over time into a holistic set of tools that allow people - in even the driest and most eroded areas of the world - to plant trees in combination with shrubs, vegetables or flowers in a simple and environmentally friendly way.

Our successful products were not created within a day. Many years of testing and developing prototypes ensure that we now have an efficient, affordable, sustainable, and water-saving method.

The technology has been independently verified and validated. Groasis was appointed "National Icon" by the Government of the Netherlands in 2016, after an extensive technical due diligence. The company was identified by DNV GL, UN Global Compact and Sustainia as one of the world's most sustainable investment opportunities and disruptive technologies to address degraded land.

The Groasis Ecological Water Saving Technology has proven itself in 43 countries around the world, and more than 200,000 trees have been successfully planted on degraded land.





# Product Development in action



## Human centric design and validated learning

Main images: ecosystem restoration project, Middle East (planting, year 1, year 2) Inset: incredible growth of white teak tree in just 13 months, Latin America



Groasts

## Groasis Ecological Water Saving Technology Six tools for restoring degraded land with optimal results and exponential scalability



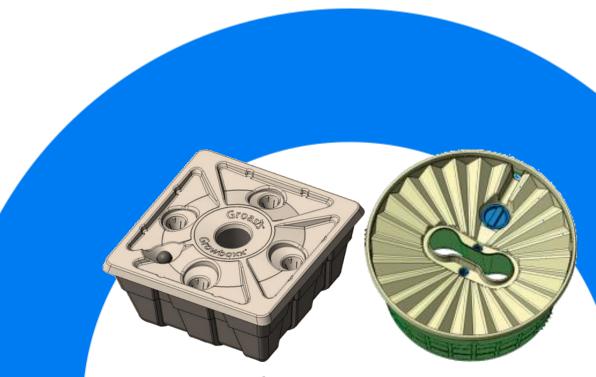
Growmaxx Mycorrhizae replaces fertilizers

Fungi that feed the plant and support a healthy root system. Replace expensive fertilizers (natural alternative) to support faster plant growth.



Capillary Drill boosts planting productivity

Machine used to accelerate making planting holes while leaving the capillary system intact.



### Growboxx<sup>®</sup> / Waterboxx<sup>®</sup> plant cocoon core product, magic in a box

Intelligent bucket that provides water to a tree and vegetables/bushes/flowers while creating a healthy micro-climate. Helps the roots of planted trees to reach over 3m depth within the first year(s), after which trees can survive on their own.

Tree Monitoring Atlas simplifies planning, monitoring and learning

### (Bio)Growsafe Telescoprotexx protects plants

Plant protector against heat, frost, wind, (sand)storms and grazing animals. Protects plant and speeds up plant growth, planted trees grow 25% faster.



### Terracedixx increases water infiltration

Machine used to make mini-terraces to stimulate increased water infiltration into the soil.

## Rafiki<sup>®</sup>: revolutionary bio-degradable paper lid

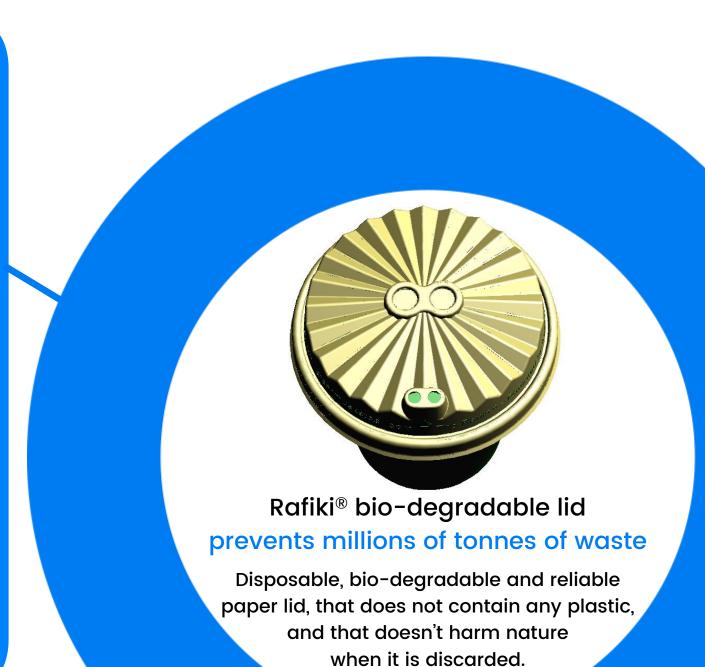
Related product that leverages our patented technologies, prevents millions of tonnes of plastic waste, and could generate an attractive income

Every year 16 billion coffee cups are used around the world.

Most of them are dumped after use. This corresponds to 200,000 truckloads of waste. While coffee cups are from laminated made paper, which is largely biodegradable, the lids are still made from plastic.

is because This until recently nobody invented a safe way to attach a paper lid onto a coffee cup. Now Groasis has solved this

problem - based on the lid we developed for our Growboxx<sup>®</sup>.



Groasis has launched a patented leak-less lid. It is a disposable, biodegradable and reliable paper lid, that does not contain any plastic, and that doesn't harm nature when it is thrown away. We call our leak-less, biodegradable paper lid the Rafiki<sup>®</sup>. We are in discussions with multiple parties to license the production and sales. Our mission is to improve the world with small inventions that have a big impact.

Note: our financial model includes no income that is generated by selling the Rafiki<sup>®</sup> 14

## Important Awards



Ministry of Economic Affairs and Climate Policy

In 2016 Groasis was awarded "National Icon" by the Dutch government for being the most innovative company with a high social impact



In 2017 Groasis was identified as one of the world's best technologies to address land degradation



In 2018 Groasis was crowned as No 1 of the 100 most innovative small & medium enterprises of the Netherlands









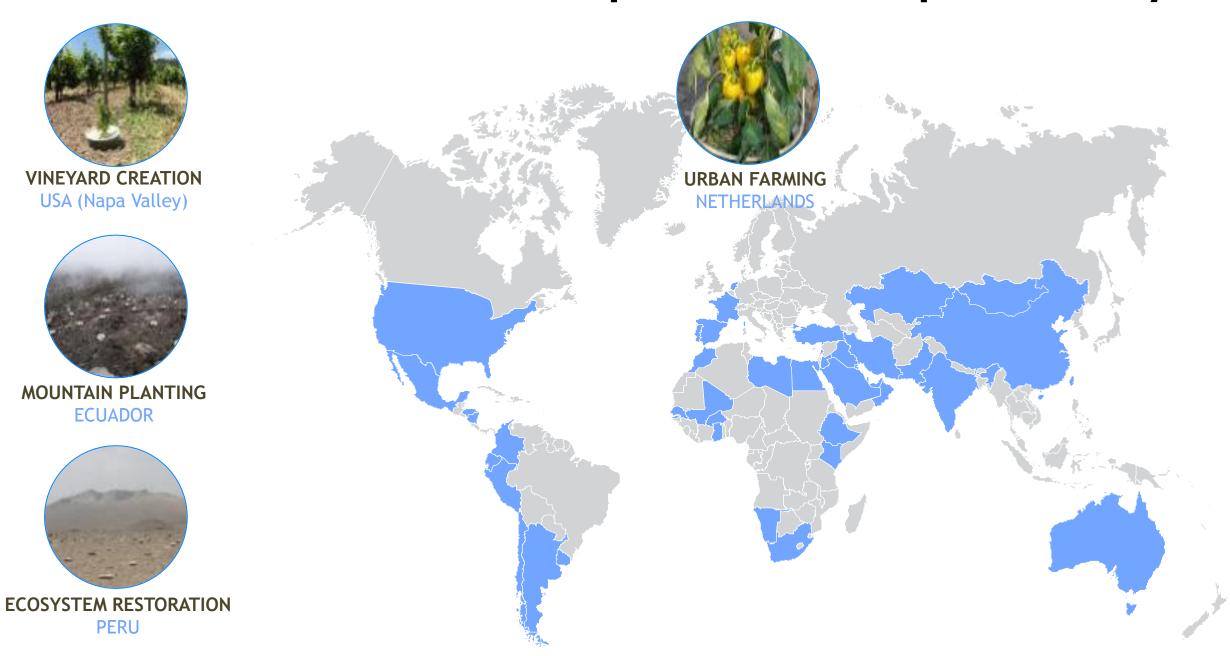
جائزة خليفة الدولية لنخيل التمر والابتكار الزراعي KHALIFA INTERNATIONAL AWARD FOR DATE PALM AND AGRICULTURAL INNOVATION

#1 at the Khalifa Date Palm awards in UAE in 2019





## Market Validation With Groasis it is possible to plant anywhere



Groasis Technology is successfully tested in a wide variety of climatological conditions (43 countries, 6 continents)

					5
NORTH AMERICA	SOUTH AMERICA	EUROPE	AFR	ICA	_
HONDURAS MEXICO NICARAGUA USA	ARGENTINA CHILE COLUMBIA ECUADOR PERU URUGUAY	FRANCE NETHERLANDS PORTUGAL SPAIN TURKEY	BURKINA FASSO ETHIOPIA EGYPT GHANA KENYA LIBYA	MALI NAMIBIA MOROCCO SENEGAL SOUTH AFRICA GHANA	_





MINE RESTORATION **SPAIN** 



**DESERT PLANTING DUBAI** 



LANDSCAPING **JORDAN** 

### MIDDLE EAST

**BAHRAIN** OMAN IRAQ **SAUDI ARABIA** QATAR IRAN UAE **JORDAN KUWAIT LEBANON** 

**AUSTRALASIA** 

**AUSTRALIA CHINA** INDIA **KAZAKHSTAN** MONGOLIA PAKISTAN

## **User Testimonials**



Swen Lorenz **Executive Director Charles Darwin Foundation** Ecuador

### Goal: ecosystem restoration

"Based on the results that we see in this report one can conclude that we can do an ecosystem restoration plan on a huge scale in the Galapagos. Besides the high survival rate we can also see that there is an impact on the growth speed of the plants."



Juan Ignacio Boudon **Regional Director CONAF** Ministry of Forestry Chile

Goal: ecosystem restoration

**"These results show clearly** that the plantations done with the Groasis Waterboxx® were a success, with a survival ratio in excess of 90% in our project. There are important water savings [we gave] only 15 litres per tree"

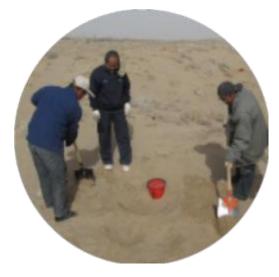


Ashenafi Asmelash **Executive Director Mums for Mums** Ethiopia

Goal: smallholder agroforestry

"The study on the effects of the Waterboxx<sup>®</sup> on the survival rate of fruit trees...show a survival rate of 100% on apple, orange and guava, and the survival rate of avocado was 84%. Water savings are considerable."





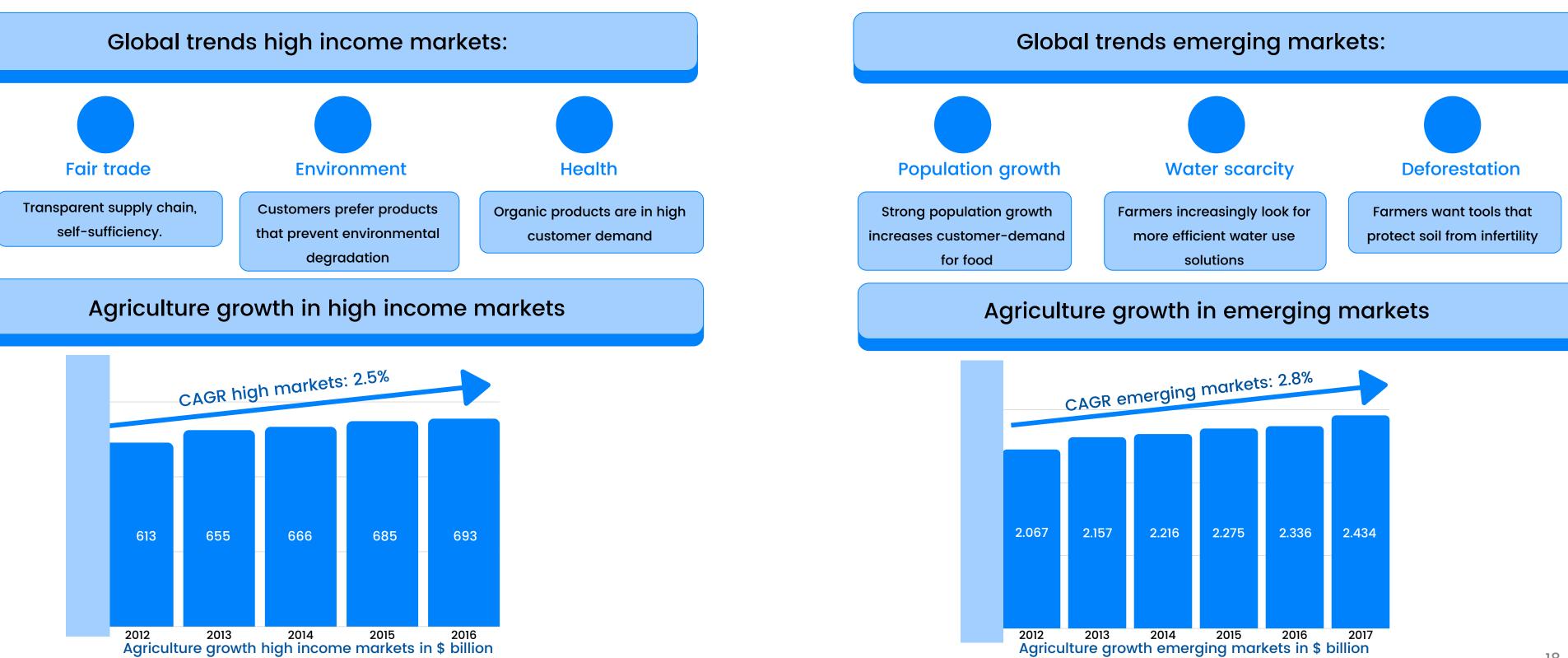
Man Duoqing & Liu Shizeng **Gansu Desert Control Research Institute** China

### **Goal: halting** desertification

"Through the water-saving afforestation experiments ... the plant surviving ratio is improved 10-90% in 6 soil types. After 3 years Groasis afforestation experiments, most of plants can improve growth 15-40% than the control, the biggest growth can improve 300%."

## **Market Potential**

Groasis Technology supported by all 6 megatrends





## Market Potential

## Example of project sizes

TIME / PROJECT DURATION	RESTORATION AREA	POTENTIAL # BOXES	PROJECT TYPE
←	► 6,000 ha	1.6mn	Existing Growboxx® order intake
	► 40,000 ha	10.3mn	Short term projects under discuss
<	<ul> <li>100,000 ha</li> </ul>	25.0mn	Typical reforestation project of 10
<	508,000 ha	127mn	Projects covered by MOUs with 10 127 million Waterboxxes® and Gro
<	→ 12mn ha/year	3.0bn/year	New York Declaration on Forests of the annual land degradation of 12
<	<ul> <li>100mn ha</li> </ul>	25.0bn	African Forest Landscape Restord across Africa by 2030
	<ul> <li>150mn ha</li> </ul>	37.5bn	Bonn Challenge is a global effort land by 2020
<	→ 158mn ha	39.5bn	WBCSD LCTPI aims to increase the use of forests and forest products
<	<ul> <li>200mn ha</li> </ul>	50.0bn	The Bonn Challenge includes an deforested and degraded lands k
←	▶ 2,000mn ha	ltn	World Economic Forum (WEF) De president Trump of the USA and a
Sources: New York Declaration on Forests, Bonn Cl	hallenge, WBCSD LO	CTPI, AFR100, WEF	change by planting 1 trillion trees

Sources: New York Declaration on Forests, Bonn Challenge, WBCSD LCTPI, AFR100, WEF



ssion with existing customers

00,000 ha

0 Licensed Distributors = rowboxxes<sup>®</sup> to be planted over the next 8 years

aims to end natural forest loss globally by 2030, to offset 12 million hectare/year

ration Initiative aims to restore 100mn hectares of forest

rt to restore 150mn hectares of degraded and deforested

the forest area by 158mn hectares by 2050 through the sts as carbon sinks

aim to restore further 200 million hectares of the world's by 2030

eclaration at Davos in January 2020, as subscribed by dozens of countries and organisations to avoid climate es

## Degraded land made productive again

Main image: sustainable agroforestry in Ecuador Inset: greening the Sahara desert in Morocco

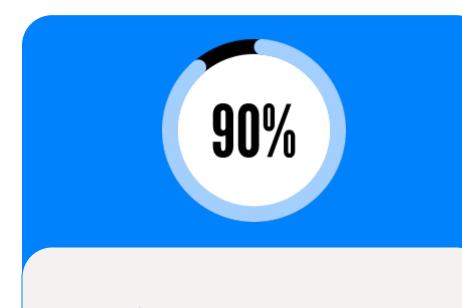






# Groasis' competitive advantages

Unique "Triple 90 Benefits" in comparison to traditional drip irrigation:



**Groasis Technology allows** planting of trees, shrubs and vegetables at 90% lower costs, using 90% less water and with a 90% survival rate. We call this our "Triple 90 Benefits"



Our unique 'Triple 90 Benefits' have been proven over more than a decade and are described in 49 independent scientific and semi-scientific reports\*.

\* View the reports here: https://www.groasis.com/en/technology/scientific-results-of-planting-with-the-groasis-technology



# Groasis' competitive advantages

## Groasis' patented technology\* in comparison to traditional drip irrigation:

	Groasis GROWBOXX®	Tra DRIP IF
Plant in difficult areas & on slopes	Yes	
Needs energy infrastructure	Νο	
Needs irrigation infrastructure	Νο	
Setup costs	\$575/ha	\$3,
Cumulative costs 10 years	\$575/ha	\$8,
Cumulative water usage 10 years	15k liters/ha	4,600

\* Groasis has patented its technology in over 100 countries.

### ditional RRIGATION

- No
- Yes
- Yes
- ,000/ha
- 3,000/ha
- 0k liters/ha



# Groasis' competitive advantages

- Groasis has a superb product that is streets ahead of the competition.
- This results in demand from public and private entities, as is demonstrated by the commercial contracts that have been signed (1.6M units) and those that are under discussion (127M units).

aw material io-degradable e-usable tores water aptures rainwater aptures dew umber of trees/plants er planting cycle		
	Waterboxx®	Growboxx®
Product launch	2004, current model 2012	2010, current model 2017
Raw material	Polypropylene	Paper pulp
Bio-degradable		•
Re-usable	•	•
Stores water	•	•
Captures rainwater	•	•
Captures dew	•	
Number of trees/plants per planting cycle	1 - 2	1 - 5
Combination w. cash crops/flowers/bushes		•
Comments	Groasis was the fi	rst to market, o

Groasis was the **first to market**, and is unique with its **ongoing research** and new innovations. Having more than fifteen years of planting and growth results, evidenced in dozens of scientific reports, provides **proof and confidence** to potential clients. Groasis' superior product allows planting up to 5 plants: the Growboxx<sup>®</sup> is unique in permitting **planting of trees in combination with a vegetable cash crop**.

products

ompetitor

NILL STREET	atter			
Tal-Ya	WaterDisxx	Omni-Verdi	Cocoon	
2009, unchanged	2010, unchanged	2014, unchanged	2014, 2017	
Polypropylene	Plastic	Craft	Paper pulp	
•		•	•	
•	•	•	•	
•			•	
•	•	•	•	
	•		•	
1	1 - 2	1	1	
	•	•	•	

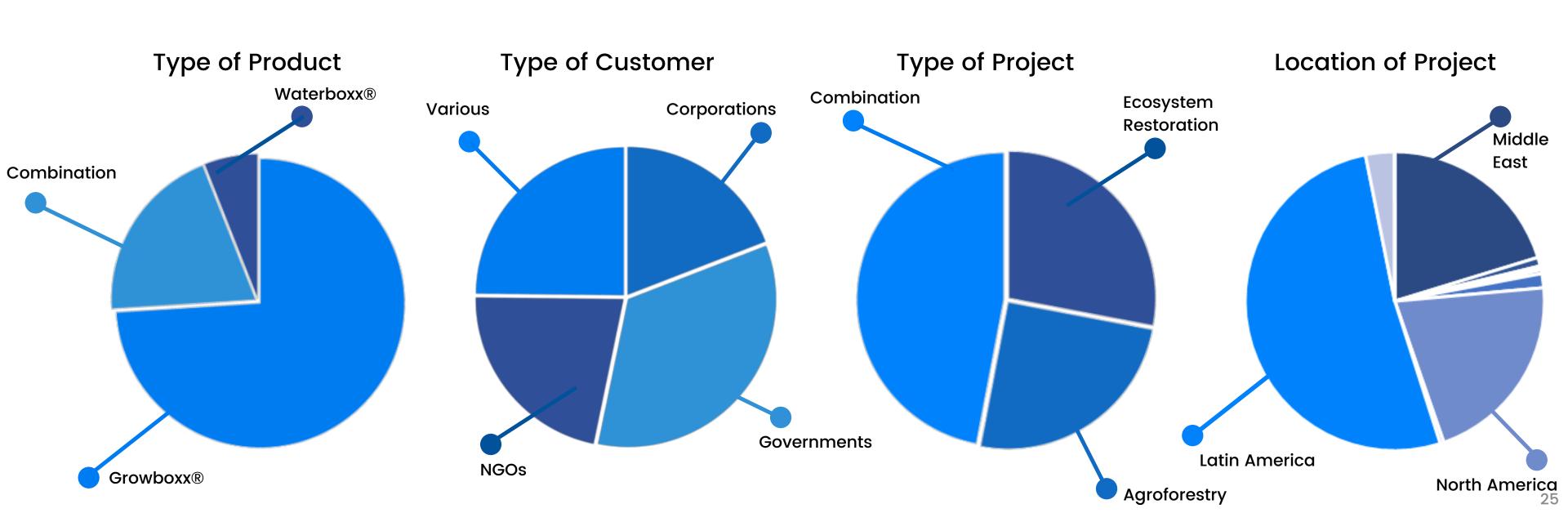
## Sustainable food production with the Groasis Ecological Water Saving Technology

Groas

1741

## **Requirement to scale up**

- Market lift-off has arrived: MOUs with local governments, corporations and NGOs confirm requirement to produce more than 100 million Growboxx<sup>®</sup> and Waterboxx<sup>®</sup> plant cocoons over the next 8 years.
- Projects include an ecosystem restoration project with a government in the Middle East, a tree planting project to offset a company's CO<sub>2</sub> in Latin America, and a resilient food production project for an NGO in Africa.
- Groasis needs to scale up its sales & marketing organization and add production capacity to fulfil its sales pipeline.





## **Business Model**

# Creating value throughout the supply chain

### PRODUCTION

### DISTRIBUTION

**Global Production Network with 20** production lines envisaged to satisfy demand across multiple continents

Standardized, low cost production equipment for Growboxxes<sup>®</sup>. Flexible product portfolio, similar to egg carton production. Each line can make 750k or 4.3M units per year

Our optimised product design and local production approach reduce transport & import costs. Local production also means local employment and creation of wealth

First giga-factory expected to start producing in 2020, discussions with parties in 7 more countries waiting for financing

Groasis executes some direct sales, but the majority of revenues will stem from license fees and profit share from Licensed Producers

Licensed Producers are supported by a network of Licensed Distributors with strict annual sales targets

31 Licensed Distributors in 26 countries active today, Groasis receives on average one distributor request each month

**12 Licensed Distributors** have signed MOUs for 127M units to be supplied in the next 8 years



### **END-USERS**

Governments: combat desertification, initiate reforestation, beautification of cities

**Businesses:** obliged by law to plant trees (e.g. mines), plant trees as a business model (obtain CO<sub>2</sub>/water credits), or plant trees on a voluntary basis (CSR)

**Investors:** develop tree plantations as a business model (timber, crops, land)

NGO's who focus on livelihood / sustainable development in less developed parts of the world

Farmers: 500 million who lack access to water and capital

Consumers: 200 million grow their own food (urban/city-farming) and for gardening

Total Addressable Market of one trillion units in the next 60 years

## Ecosystem restoration with the Groasis Ecological Water Saving Technology





Through a digital security offering (DSO), Groasis offers €3.8 million of economic ownership in the company to investors.

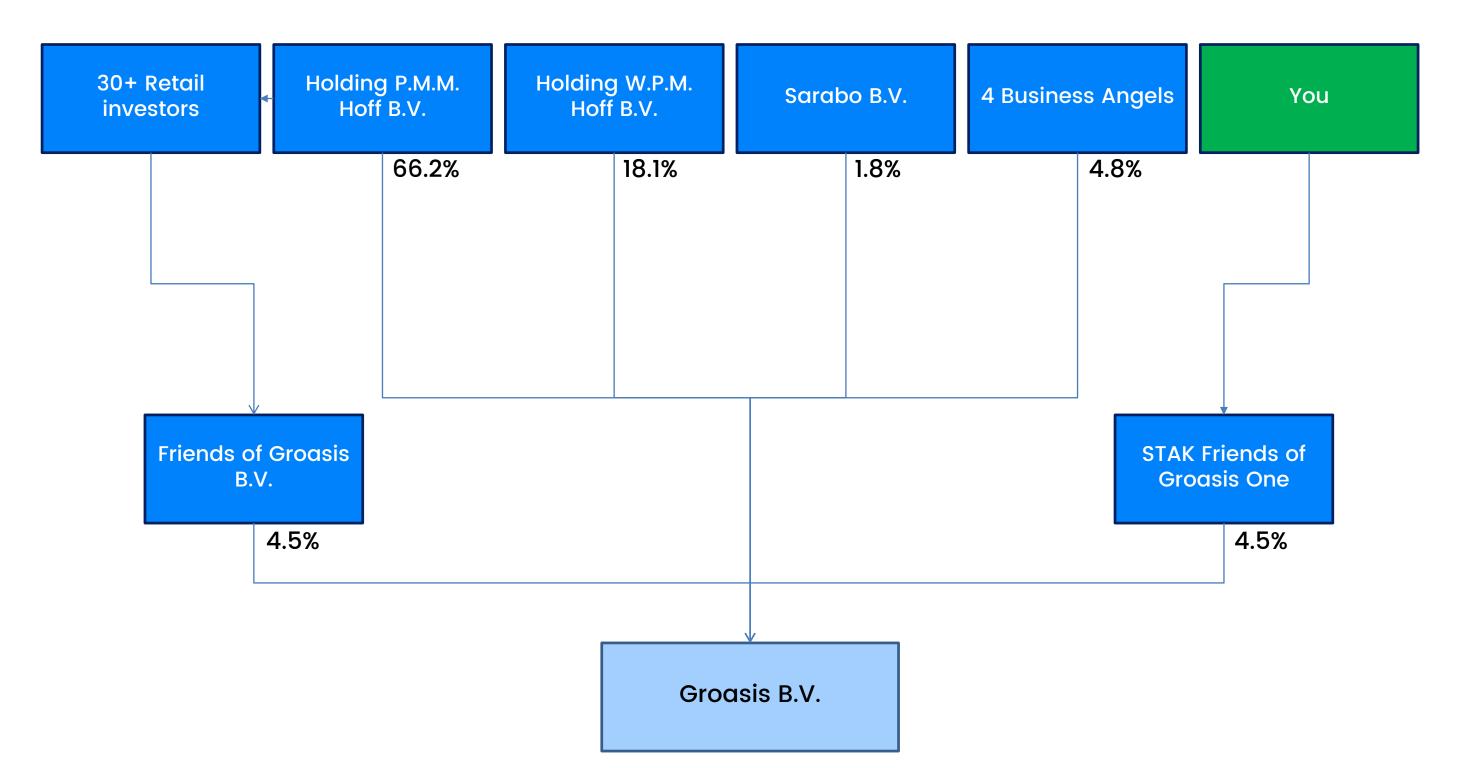
The "digitized share certificates" will be freely tradable and carry an attractive dividend right.

Groasis will issue new shares that are held by a holding entity, "STAK" Friends of Groasis One. Share certificates of the STAK are then digitized and sold to investors.



## Groasis ownership structure

- This slide details the ownership situation for our Digital Security Offering (DSO).
- A new legal entity, STAK "Friends of Groasis One", will become owner of shares in Groasis.
- You have the opportunity to buy "digitized share certificates" in this legal entity, thus having economic ownership of Groasis, and benefitting from an attractive dividend right.







Attractive financial outlook even on conservative terms

- Be part of a game changing business with a triple bottom line: economic, environmental and social impact
- First decade about product development (technology now proven in 43 countries), second decade is about product application (restoring the first million hectares of degraded land)
- Efficient production process is the result of 15 years of R&D leading to scalability & low cost of goods sold

		Groasis scale up and impact (conservative scenario)										
		2016	2017	2018	2019	2020E	2021E	2022E	2023E	2024E	2025E	Total
Number of giga factories / production	Waterboxx®	1	1	1	1	1	1	1	1	1	1	1
lines	Growboxx®	1	1	1	1	1	5	12	20	20	20	20
Number of plant cocoons supplied (mn)		0.1	0.1	0.2	0.3	0.5	16	37	69	83	83	290
Hectares reforested / cultivated	In year	0.1	0.1	0.1	1	2	64	149	276	333	332	1,158
(thousands of ha)	Cumulative	0.1	0.1	0.1	1	3	67	217	493	826	1,158	





## Attractive financial outlook even on conservative terms

### **Experience**

- Idea started in 2003, first prototype tested in 2004. Ongoing technology development has led to a successful suite of six tools for restoring degraded land, with optimal results and exponential scalability
- 49 scientific reports underpin Groasis' claims of ground-breaking water efficiency
- Products already sold in 43 countries, 1.6M units sold to date

### Network

- Global Distribution Network operational today: 31 Licensed Distributors in 26 countries active already
- Production currently active in the Netherland's (Waterboxx<sup>®</sup> giga-factory) and Mexico (Growboxx<sup>®</sup> temporary) production facility, fully sold out)
- Global Production Network being established: 2 Licensed Producers contracted, first Growboxx® giga-factory to start up in 2020, discussions ongoing in 7 other countries

### Growth

- Strong sales pipeline to load production sites: MOUs signed by Licensed Distributors for further 127M units to be supplied over the next 8 years
- Company growth and profitability, plus opportunity to create meaningful impact, are hampered by production limitation – investment will address this by co-financing a giga-factory (making 4.3M Growboxxes® per year) and supporting creation of a Global Production Network with Licensed Producers
- Delivery to date realized by 6FTEs, growing to 28FTEs to execute existing sales pipeline and deliver further growth
- Besides the attractive financial angle, an area of nearly 4 million hectares of degraded land should be restored by 2030: an area comparable to the size of the Netherlands

If the area is small enough to cut down, it's also small enough to replant.





## Attractive financial outlook even on conservative terms

Even prudent planning assumptions result in stellar revenue growth

- Lean and flexible organization drives exceptional profitability levels (sustainable EBITDA margin of 50%+)
- Sales revenues underpinned by global network of Licensed Distributors and Licensed Producers
- Sustainable free cash flow generation drives attractive dividend opportunity

	Gre	oasis financ	cials (conse	ervative s	cenario)						
EURmn	2016	2017	2018	2019	2020E	2021E	2022E	2023E	2024E	2025E	Total
Groasis B.V standalone financials											
Revenues	0.1	0.8	0.5	0.9	1.2	8.2	17.9	32.0	37.1	37.0	136.0
Cost of Goods sold	(0.1)	(0.1)	(0.2)	(0.1)	(0.3)	(0.7)	(1.7)	(3.0)	(3.5)	(3.5)	(13.4)
Gross Profit	0.1	0.7	0.3	0.8	0.9	7.5	16.2	29.0	33.6	33.5	122.5
Operations	(0.1)	(0.2)	(0.1)	(0.2)	0.0	0.0	(0.6)	(0.6)	(0.6)	(0.6)	(3.0)
Salaries	(0.1)	(0.1)	(0.1)	(0.2)	(0.5)	(1.6)	(2.1)	(2.4)	(2.4)	(2.4)	(11.9)
Marketing & Sales	(0.1)	(0.1)	(0.1)	(0.2)	(0.2)	(0.5)	(0.7)	(0.5)	(0.5)	(0.5)	(3.2)
R&D	0.0	0.0	0.0	(0.1)	(0.3)	(0.5)	(0.5)	(0.5)	(0.5)	(0.5)	(3.0)
Administration	(0.0)	(0.0)	(0.0)	(0.1)	(0.3)	(0.4)	(0.5)	(0.4)	(0.4)	(0.4)	(2.5)
Total costs	(0.3)	(0.4)	(0.4)	(0.8)	(1.2)	(2.9)	(4.4)	(4.4)	(4.5)	(4.5)	(23.6)
EBITDA	(0.2)	0.3	(0.1)	0.0	(0.3)	4.5	11.8	24.6	29.2	29.1	98.9
Global Production Network - attributable EBITDA											
Attributable EBITDA - Global Production Network	0.0	0.0	0.0	0.0	(0.2)	1.7	5.9	11.6	11.6	11.6	42.2
Consolidated EBITDA	(0.2)	0.3	(0.1)	0.0	(0.5)	6.2	17.7	36.2	40.7	40.6	141.0
EBITDA Margin	(134%)	42%	(16%)	0%	(21%)	38%	45%	54%	56%	56%	52%
Capex	(0.1)	(0.1)	(0.2)	(0.2)	(1. <b>4)</b>	(5.0)	(5.5)	(0.5)	(0.8)	(0.5)	(15.1)

Note: 2017 revenues includes one-off entrance license fees for Mexico & India production licenses





Groasis' digitized share certificates represent economic ownership in Groasis and carry an attractive dividend right

Buy Groasis' digital securities now and benefit from a striking referral program

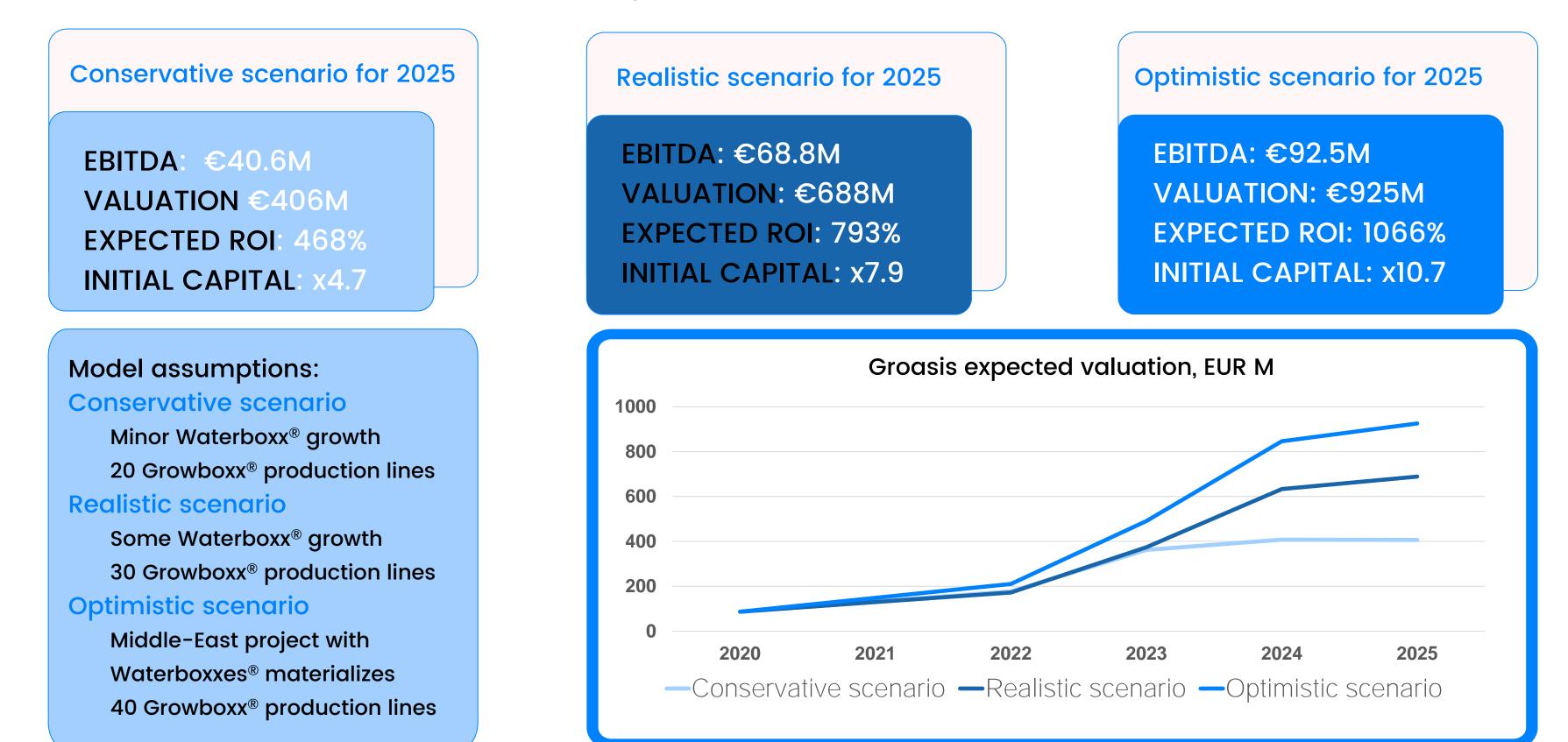
- Groasis' total share offering is € 3.8M at a company valuation of € 86.8M\*
- Ticket sizes range from € 25 to € 250k. Contact us if you want to invest more than € 250k.
- A referral bonus campaign is available where existing investors (referrers) can earn 4% free share certificates and new investors (referees) get 1% extra free share certificates.
- Assignment of digital securities in order of subscription
- This is a non-binding offer and we reserve the right to withhold award

\* Groasis has elected to utilize the conservative Low Bound Pre-money Valuation as calculated in the Groasis Valuation Report by Equidam Valuation SL on 6 Aug, 2019





Company valuation of € 86.8M is based on third-party, independent, valuation report by Equidam Valuation SL. Realisation of expected company growth results in very attractive return on investment.







## Why do we use a digitized share certificate?

We will still maintain an off-line, traditional, shareholder register where we track the investors, owners of STAK Friends of Groasis One digitized share certificates.

### • Democratic

The minimum investment is € 25. This will allow anyone\* to become an owner of Groasis, support our mission and benefit from our growth.

### • Affordable

Issuing shares in the traditional route is expensive, with notary cost in excess of € 100 for each transaction. Issuing digital share certificates costs less than € 1.

### • Liquid

Traditional shares in small & medium sized companies are difficult to sell, when you want to. Our digitized share certificates will be freely transferrable through an easy-to-use online trading platform.

### • Easy

It will take less than 5 minutes to buy or sell your digital share certificates online, and you can always check the value of your portfolio in seconds from your computer, tablet or phone.

Send an email to friendsofgroasis@groasis.com if you have any questions, or become a Friends of Groasis by visiting www.groasis.investments, creating a profile and completing your investment.



# Invest in the expansion of the Netherlands' most innovative scale-up, make an impact and benefit from it yourself.

### Groasis is proud to be a National Icon:



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