

# FINANCE LAB

**Finanza Alternativa: quali opportunità per le PMI?**

# AltFin Landscape



# Revenue Based Financing

An hybrid asset class that is getting more and more attention

	Debt	<b>viceversa</b>	Venture Capital
No equity dilution	✓	✓	✗
No personal guarantee	✗	✓	✓
Apply and close in days	✗	✓	✗
Deal terms	High compounding interest	Flat fee paid as you earn	Dilution / Liquidation preference
Process	Loads of documentation	Easily connect your data	Pitch and Due Diligence
Time to cash in	1-3 months	3-5 days	2-6 months



# Embedded Finance

Distributing services through partnerships with existing players

## Win-Win collaboration

### Partner

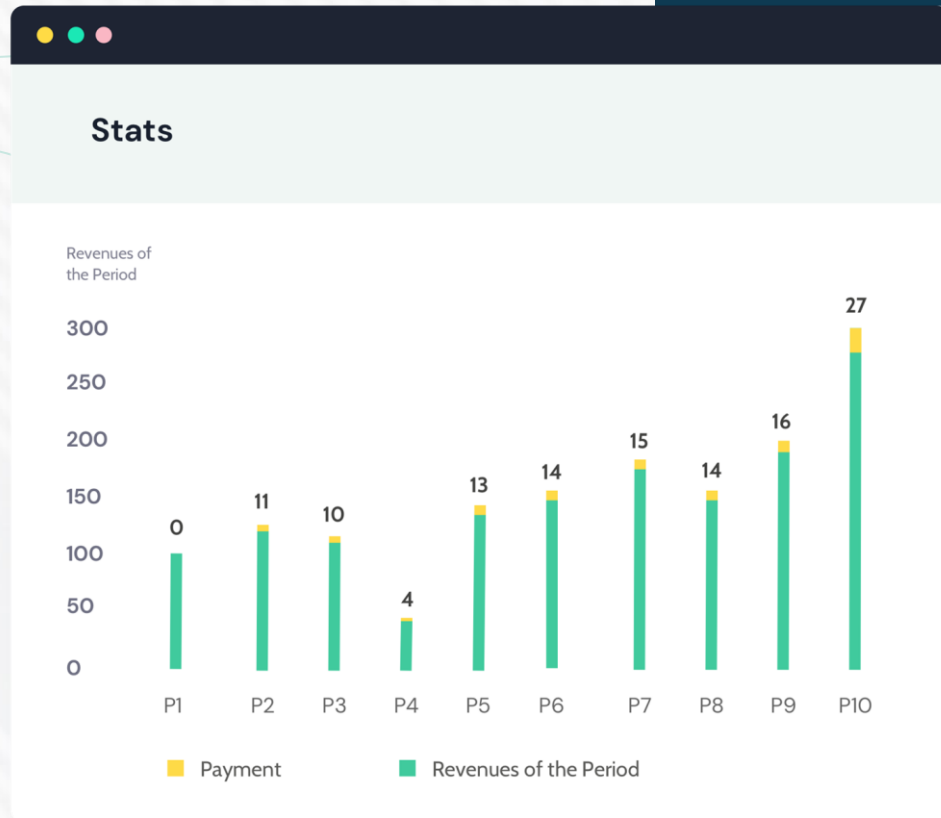
- ✓ Grows its business through Merchants' growth
- ✓ Offers a value-added service that differentiates to competitors
- ✓ Receives a fee or revenue share from Viceversa

### Company

- ✓ Receives Growth Capital to boost its growth
- ✓ It doesn't incur in dilution
- ✓ Founders don't have to provide personal guarantees







# At the speed of your growth.

We align our interests with yours

*Viceversa is a new way to boost companies... at the speed of their growth..*

We celebrate success together but we share the struggle as well



Get in touch.

*[matteo@goviceversa.com](mailto:matteo@goviceversa.com)*

viceversa