

Assisting the group Focus/Hub-Grade in the context of an hybrid financing

1. Challenge

Operating both a digital (innovative) and real estate (more traditional) activity, the Focus/Hub-Grade group wanted to raise funds to finance these two aspects of its activity with different financial profiles.

2. Solution

Creation of share categories and adjustment of the rights related to each of these categories in order to distinguish 2 classes of investors: "venture" investors and "real estate" investors.

3. Bénéfices

The Focus/Hub-Grade group was able to raise €3 million in funding from both venture capital investors and investors looking for a less risky investment.