

FUSE —
CAPITAL

CASE STUDY

KRM22

2022

About KRM22

KRM22 plc is a technology and software company supporting capital markets firms—including tier-one banks, hedge funds, derivatives trading companies, and exchanges—to address regulatory, market, technology, and operational risk challenges.



The Challenge

KRM22 set out to build a 'Global Risk Platform' by investing in and acquiring stakes in carefully selected technology companies specialising in risk management software for the capital markets sector.

In April 2018, KRM22 listed on AIM and raised £10 million in funding. With a series of acquisitions lined up, and the internal infrastructure and management team in place to acquire and integrate multiple businesses, the company was poised for growth.

However, periods of volatility in tech stocks on the AIM market made it impractical to raise further capital through public markets. As a cash-intensive, pre-profit company, KRM22 was also not in a position to access traditional bank financing. To continue executing its acquisition strategy, KRM22 needed alternative funding options.



The Solution

Aligned with its roll-up strategy, KRM22 had a potential acquisition target lined up.

"I met Fuse Capital in November. Fuse Capital put together the investment memorandum. After breaking for Christmas, we met the debt fund in January. At the same time, we went on the road to raise equity, while managing acquisitions and the work that comes with them," said Bach.

"Having a broker on board to manage the communication process meant we had a much better chance of closing our venture debt deal quickly. When we needed the funds, our venture debt facility was ready for us to draw down."

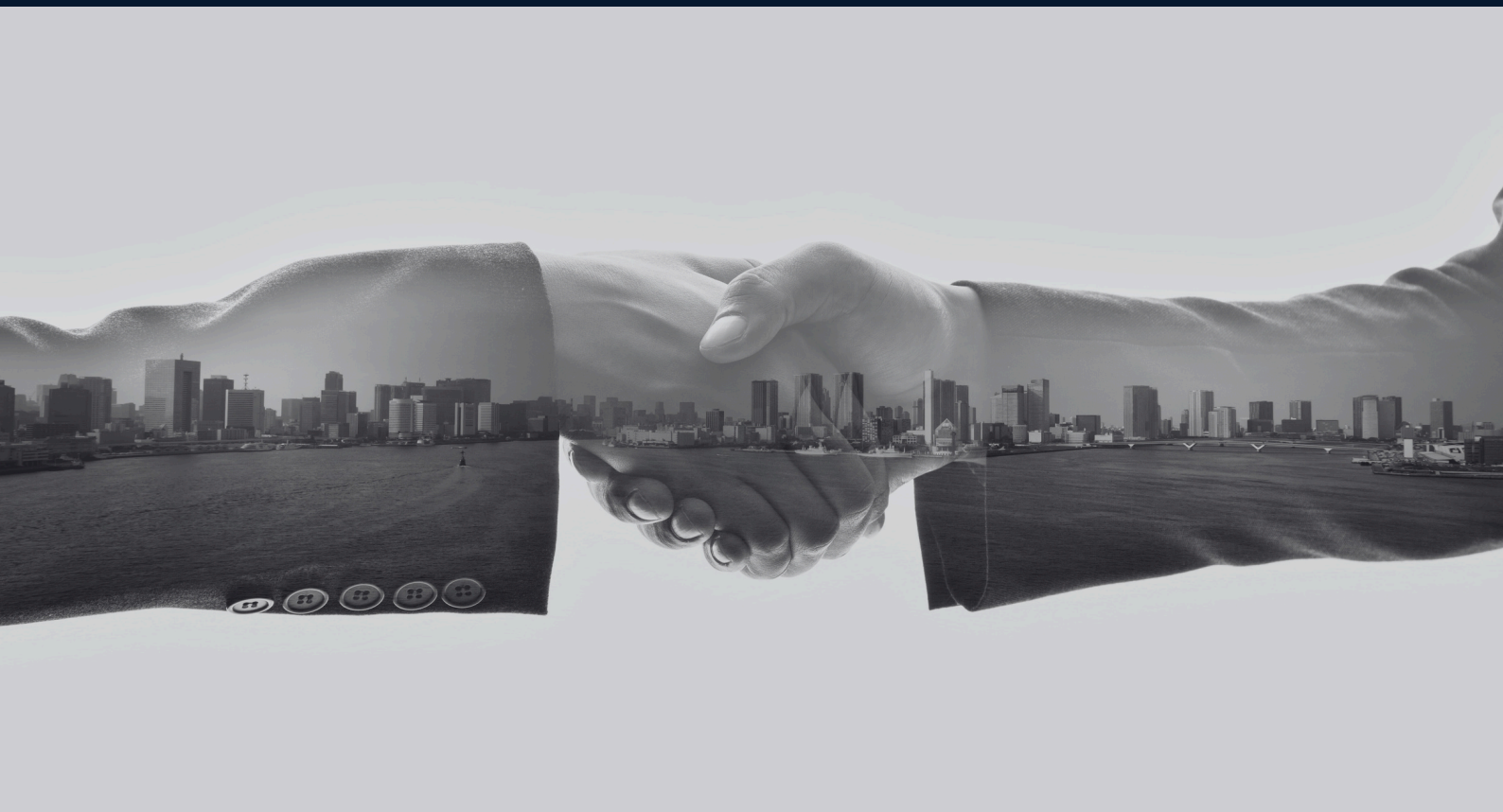
The Solution

Fuse Capital worked closely with KRM22 to structure a venture debt solution that delivered on all fronts:

- Secured lending for a cash-intensive, pre-profit company with no credit history
- Fast-tracked access to the right investors and lenders, resulting in a quick turnaround on term sheets
- Enabled KRM22 to confidently pursue and execute its acquisition strategy

Looking to raise capital without giving up
further control?

Let's Talk



For more information or to discuss your funding needs, please contact us at:



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