**📈 Annex B – IRR Sensitivity**

Methodology: Scenario modelling at a 10% discount rate, based on Terra Vita’s pre‑launch assumptions. All figures are modelled estimates, not measured results.

IRR Sensitivity Grid

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Scenario | IRR | Payback (yrs) | NPV @10% (€) | Assumptions |
| Downside | 16% | 3.2 | 50,000 | Slower uptake, higher OPEX, delayed carbon credits |
| Base Case | 22% | 1.9 | 125,000 | As modelled: steady demand, lean OPEX, carbon credits from Y2 |
| Upside | 28% | 1.5 | 210,000 | Faster demand, premium pricing, earlier scaling of workshops/oils |

Key View: Returns remain attractive across all cases. Even in downside, IRR >15% with positive NPV; upside demonstrates scalable potential and rapid payback.

Investor Logic

Downside: Still investable — IRR above many benchmarks, NPV positive.

Base Case: Balanced, credible, aligned with Terra Vita’s governance story.

Upside: Shows scalability and premium positioning potential.

Visuals





