Benelux opening — three costed scenarios

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

Document issued on 09/11/2026

Comparable with one another, bet named before the figure · fictional document

Fictional document — demonstration example

This document is produced by the Blue Lemon Agent website to illustrate what an AI agent hands to its users. The companies, matters, amounts and people in it are invented. It has no legal, accounting or commercial value.

Fictional document, produced for the demonstration. **The three scenarios rest on the same consolidated data and the same 34 assumptions**: what separates them is written down, what they share is not re-argued. **No scenario is recommended; the arbitration belongs to the executive committee.**

The three scenarios, and the bet behind each

Scenario	Investment	In service	Break-even	The bet
A — full site in Antwerp	**€3.4M**	14 months	**31st month**	**On volume** — the market has to follow
B — extension of the Lille site	**€1.2M**	5 months	**14th month**	**On the calendar** — capacity capped at +38%
C — sales office, maintenance subcontracted	**€0.4M**	3 months	**7th month**	**On a partner** — the maintenance relationship goes through a third party

Scenario	Investment	In service	Break-even	The bet
Zero — nothing changes	0	—	—	**On the status quo** — and it has a cost, quantified below

A board does not arbitrate three figures, it arbitrates three risks. That is why the bet is named before the result: the question « up to which month are you willing to wait for the return? » eliminates two scenarios in one sentence, where comparing break-even points takes forty minutes.

Effect of each scenario on the four existing sites

Scenario	Site affected	Load removed	Effect on its margin	Return to balance
A	**Reims**	**−6% (prudent variant: −5.4%)**	**−0.9 points**	11 months, per the 2021 precedent
B	None	0	0	Not applicable
C	Reims	−2%	−0.3 points	5 months
Zero	Reims	0	0	**But 6.4 days of delivery time against 2.1 in France**

The cost of the zero scenario

Element measured	Value	Source
Tenders lost in the Benelux over 3 financial years	**11**	CRM, closed lost deals
Of which lead time is named as the reason	**7**	Sales reports
Announced amounts, cumulative	**€2.9M**	**A total of announced amounts, not a forecast**

LINDBERGH FORMATION — Blue Lemon Agent — Companies register (RCS) Évry 817 946 114 —
Legal notice (in French): bluelemonagent.ai/mentions-legales

Element measured	Value	Source
Borrowing capacity preserved	Intact for the Reims line in 2029	Financing plan

What is advised against, and why it is quantified

Combination	What it promises	What it triggers	Conclusion
A and B launched together	Capacity and calendar at the same time	**Cash below €1.8M in the 9th month, under the banking covenant threshold**	**Advised against — a scenario that reopens your credit line is not a good scenario**
A then B at 18 months	The same result, shifted	Minimum cash at €3.1M	Workable, for the board to arbitrate

A banking covenant is the quantified undertaking given to a bank — a cash level, a debt ratio — the breach of which reopens the negotiation of the credit line.

Bet accepted by the board (volume · calendar · partner · status quo): _____

Maximum acceptable payback, in months: _____

> **Request a demo with your own documents**
> This document is a fictitious example. To see the agent work on your own documents, request a demo from its page.
> https://bluelemonagent.ai/en/entreprises/cas-usage/cockpit-ia-daide-a-la-decision-dirigeants

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the

LINDBERGH FORMATION — Blue Lemon Agent — Companies register (RCS) Évry 817 946 114 —
Legal notice (in French): bluelemonagent.ai/mentions-legales

architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.