

# (Access) to Alternative Finance for SME's in the Netherlands

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## Topics

- Dutch view on access to finance
- Best practice readiness
- Best practice transparency
- Best practice capital
- Future solutions for SME's

# The Dutch view on Access to Finance

- Focus on three main issues:
  - (Investor)Readiness
  - Transparency of the capital market
  - Adding extra capital to the market
- A role for our governments if there are:
  - Scale-issues
  - Information Assymetry
  - External effects
- Strong cooperation with private sector, universities
- Shared responsibilities, “pizza-funding”



# Our best practices – (investor)readiness



## Challenge:

- University startups (technical university) do not break the barriers

## Measure:

- Incubator with:
  - Incubation programs
  - Funding (also a growth fund for later stage)
  - Acceleration through corporate partners
- University, City of Delft and TNO

## Result:

- +160 startups since 2005
- Top incubator by UBI, number 4 in Europe and number 9 worldwide
- +€300 million in funding attracted

# Promising results for our future



## Our best practice - transparency

**F!NK**

## Finance-link

### Challenge:

- Different types of finance require different (financial) information from SME's.
- Not granted loans SME's 46% (Greece 52%, Germany 13%)
- There is no one stop shop

### Measure:

- Cooperation with serveral (alternative) financiers?
- Creation of an online portal
- Exchanging data/request for finance (SBR)

### Result:

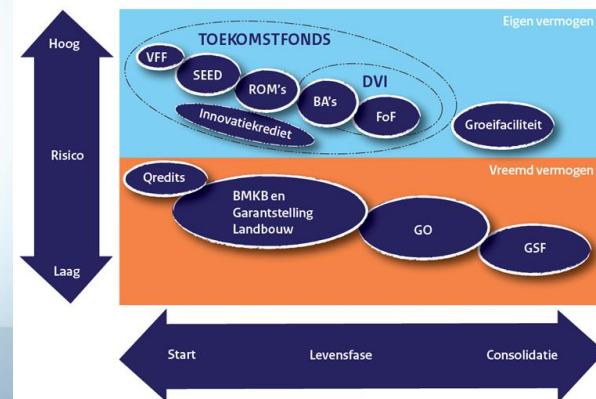
- Pilot



# Our best practices – adding capital

Seed-Facility

Dutch Venture Initiative



# SEED Facility and Dutch Venture Initiative

## Challenge:

- Funding gap for early stage SME's and scale ups (both)
- Little appetite or not interesting to private investors (SEED)
- Create more successful funds and fund managers (both)
- Need for later stage venture capital in dedicated funds (DVI)

## Measure:

- Creation of two co-investment schemes
  - SEED-facility, for early stage investment
    - Max. € 6 million per fund / 50% / Focus on Technostarters
  - Dutch Venture Initiative
    - Funded by EIF and Ministry of Economic Affairs
    - More then € 400, million, leverages to € 2billion plus

# Promising startups and scale-ups



30 funds created  
€ 2 bn capital to the market

# Our future solutions for SME's

- European Angel Fund (€45M)
- Investment readiness focussed on scale-ups and grown-ups
- “Focus on “Pizza-financing”
- Early payment / Supply Chain Finance
- And more to come!



