

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

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- 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





YesDelft!

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



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

Result:

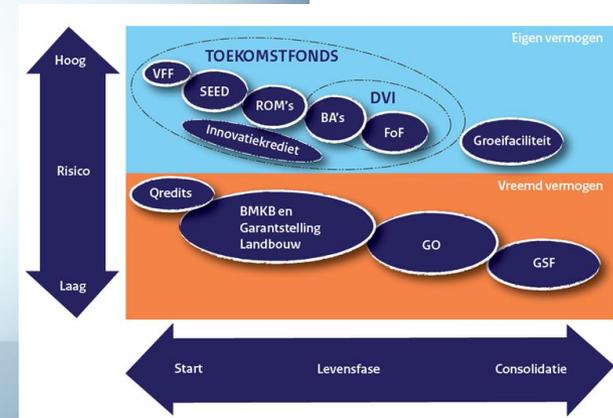
- Pilot

Our best practices – adding capital



Dutch Venture Initiative

Seed-Facility





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!



