



EU FINANCE DAY

NL Agency:

- ØSenterNovem
- ØEconomische Voorlichtingsdienst
- ØOctrooiencentrum Nederland



EU FINANCE DAY for SME s

The Hague
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Key elements of our capital market instruments:

Key elements of our schemes:

- Bridging the financial gaps of debt and equity financed companies.
- Making available financial means for projects and companies who have viable businesses plans

- Sharing of Risks with commercial financial partners
- Division between instruments project & enterprise finance

Characteristics of main instruments:

Instruments	Seed Facility (co funding "technostarter" funds)	Innovation Credits (technical development credits)	BMKB (debt financing guarantee)	Growth facility (risk capital guarantee)	TGO
Target group	NTBF	SME's / (+companies)	SME's up to 250 employees	Companies	Companies
Instrument	Fund-of-fund scheme Co-investments at fund level	Loan	Loan guarantee	Guarantee share capital and subordinated loans	Guarantee (subordinated) loan
Finance range (million.€)	0,1 - 2,5	0,3 - 5 million	0 – 1,5 million guarantee	0 – 12, 5 million guarantee	1,5- 75 million guarantee
Key elements	50% co funding, repayment % of cash flow from target companies	Credit up to 35% development costs Risk- bearing credit: repayment is required in case the technical development is succeeded	50% guarantee in general 80% small loans for existing & start ups up to € 250.000 2/3 innovative One off: 2 - 3,6 % risk premium	50% guarantee Ca 3% risk premium p/a	50% guarantee, Share of gross margin
Intermediaries/ executer	VC funds	NL Agency	Banks	Banks and (V)C funds	Banks
Budget p/a	€ 12 million Co funding	€ 72 million guarantee (+50 million)	€ 765 million guarantee	€ 170 million guarantee	€ 1,5 billion guarantee

Seed-faciliteit

Target:

- Enhance investments in early stage of NTBF high risk / high prospect companies

Target group:

- VC funds in start up phase

Means:

- Loan up to 4 million: purpose raising of the returns of the fund en lowering the risk on the participations

Remaining:

- Every fund has its own investment strategy and specific investment criteria
- The management of the fund decides whether or not to invest in a certain company, not the state.



Innovative credits

Target :

Companies who:

- Develop their own product, process or services
- Able to grow fast with this new product, process or services
- Are not in the position to bear the full financial risk / costs involved with the development

Key elements:

- Credits up to: 35% of costs of development
- Scale of the Project: € 300.000 – € 15 million.
- Term of development period: 4 years
- Pay back: max. 8 years after development period; Interest 4,4% + risk related rise: 2%- max. 5%
- Risk- bearing credit: repayment is required in case the technical development is succeeded

Other requirements:

- There are substantial technical risks connected to the project
- There is a solid business plan indicating the project is viable
- Own share of funding (65%) must be established



BMKB Key elements:

- Budget allocated to banks: € € 765 million p/a
- Maximum guarantee is € 1,5 million for a company or group of companies
- Issuing of guaranteed loans delegated to banks
- Guarantee to the bank 45% up to 80 % for loans < 250.000
- Guarantee reduced annually over 6/12 years

- One off commission 2 up to 3,6 %



Growth facility

Characteristics:

- Bank or equity house supplies risk capital
- Share capital or subordinated loan max EUR 25 million per SME
- 50% State guarantee • 12,5 million
- Guarantee max 12 years
- Budget provision 1% (up front)
- Guarantee provision 2,5% annually on subordinated loans and 3% on share capital (on 50% outstanding)



Temporarily Guarantee Bank Loans (GO)

- 50% guarantee on (subordinated) loans
- Min. 1,5 million – Max. EUR 50 million per company
- Loans with or without securities
- Validity of the guarantee up to 8 year
- Loans issued by banks
- Roll-Over credits: interest on Euribor base



Information: NL Agency T. 088 602 5988

Innovatiekrediet www.agentschapnl.nl/innovatiekrediet

BMKB www.agentschapnl.nl/bmkb

Groefaciliteit www.agentschapnl.nl/groefaciliteit

Garantie Ondernemingsfinanciering
www.agentschapnl.nl/ondernemersfinanciering

