Financing innovative companies and universities in the Netherlands

EIB Group

Elodie de Recy

The Hague, 8 October 2014
Providing finance and expertise for sound and sustainable investment projects

Leading developer of risk financing for (innovative) SMEs
Growth and jobs: four key priorities

We work to promote sustainable growth and job creation in Europe and beyond

- **EUR 15.6bn EIB**
  - Innovation and Skills (17.2bn)
- **EUR 15.9bn EIB**
  - Strategic Infrastructure (15.9bn)
- **EUR 18.5bn EIB**
  - Access to Finance/SMEs (21.9bn)
- **EUR 19bn EIB**
  - Climate Action (19bn)
## Different tools for different targets

<table>
<thead>
<tr>
<th>LENDING</th>
<th>BLENDING</th>
<th>ADVISING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans</td>
<td>Combining EIB finance with EU budget (Project Bond Initiative)</td>
<td>Prepare &amp; implement projects (JASPERS)</td>
</tr>
<tr>
<td>But also:</td>
<td>Higher risk projects for innovation (RSFF)</td>
<td>Support for public / private partnerships (EPEC)</td>
</tr>
<tr>
<td>Guarantees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(trade financing)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity participation</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Attracting FUNDING for long-term growth**
EIB Group Products Range for corporates

- SMEs and small Mid-Caps: < 500 Employees
- Mid-Caps: < 3,000 Employees
- Large Caps: Typically > 3,000 Employees
- Intermediated SME/Mid-Cap Financing
- Intermediated and/or direct Corporate lending
- Direct Corporate Lending

Transaction Size:
- EUR 25K
- EUR 7.5m
- EUR 25m
- EUR 300m

Phases:
- Pre-seed Seed Funding
- Start-up / Mezzanine/Growth
- Commercialization / Industrialization
- Growth / Stability

1st Valley of Death
2nd Valley of Death
Dutch Venture Initiative - DVI

Key facts

- Fund-of-funds investing in VC/PE funds focussing on Dutch innovative SMEs
- First closing size of EUR 150m, target size of EUR 300m
- Targeted portfolio of some 15 funds
- Advised by EIF

Solid partners

- PPM Oost
- Ministry of Economic Affairs

Status

- First 4 investments done for EUR 28m (19% of fund size)
- Another 5 approved for EUR 50m (33% of fund size)
- 16 portfolio companies already of which 9 are Dutch
Intermediated lending
Lending to address specific innovation needs

Which products?

- Long Medium term loans, no revolving facilities
- Senior or subordinated debt
- Maturities up to 7y bullet for corporates/ 25y amortising for universities
- Generally unsecured lending
- Key clauses and financial covenants in line with market standards

Which borrowers?

- Companies or projects mature enough to demonstrate capacity to repay debt on the basis of a credible business plan
- Both public and private sector projects
- An external rating is not required
What can be financed by the EIB?

ELIGIBLE COSTS

<table>
<thead>
<tr>
<th>Time</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>€ 30m</td>
</tr>
<tr>
<td>Year 2</td>
<td>€ 40m</td>
</tr>
<tr>
<td>Year 3</td>
<td>€ 30m</td>
</tr>
<tr>
<td>Total</td>
<td>€ 100m</td>
</tr>
</tbody>
</table>

- CAPEX and/or OPEX
- Buildings and equipment
- Research programmes

- Typically aggregated over 3 to 4 years looking forward

- Up to 50% of total project cost

€ 50m EIB LOAN
Supporting Innovation and Skills

Campus Vrije University of Amsterdam

Reggefiber

Holland Proton Therapy Center
Key benefits

- Funding diversification
- Attractive tenors and competitive prices
- Market driven documentation / pari passu
- Flexible project approach
- An efficient due diligence process
Thank you

Questions?

Elodie de Récy
Deputy Head of Division
Banks and Corporates
Western Europe (UK, IRL, F, Benelux)

Phone: (+352) 4379 86459
email: derecy@eib.org

European Investment Bank
100, boulevard Konrad Adenauer
L-2950 Luxembourg
Contact details

EIB Amsterdam Office
WTC, H-Tower, 4th floor,
Zuidplein 36
1077 XV Amsterdam
+31 2079978-35

Head of office:
Jan-Willem Löhr
Loan officer:
Giuseppe Lombardi