

# Financing innovative companies and universities in the Netherlands EIB Group

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Providing finance and expertise for sound and sustainable investment projects



Leading developer of risk financing for (innovative) SMEs

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

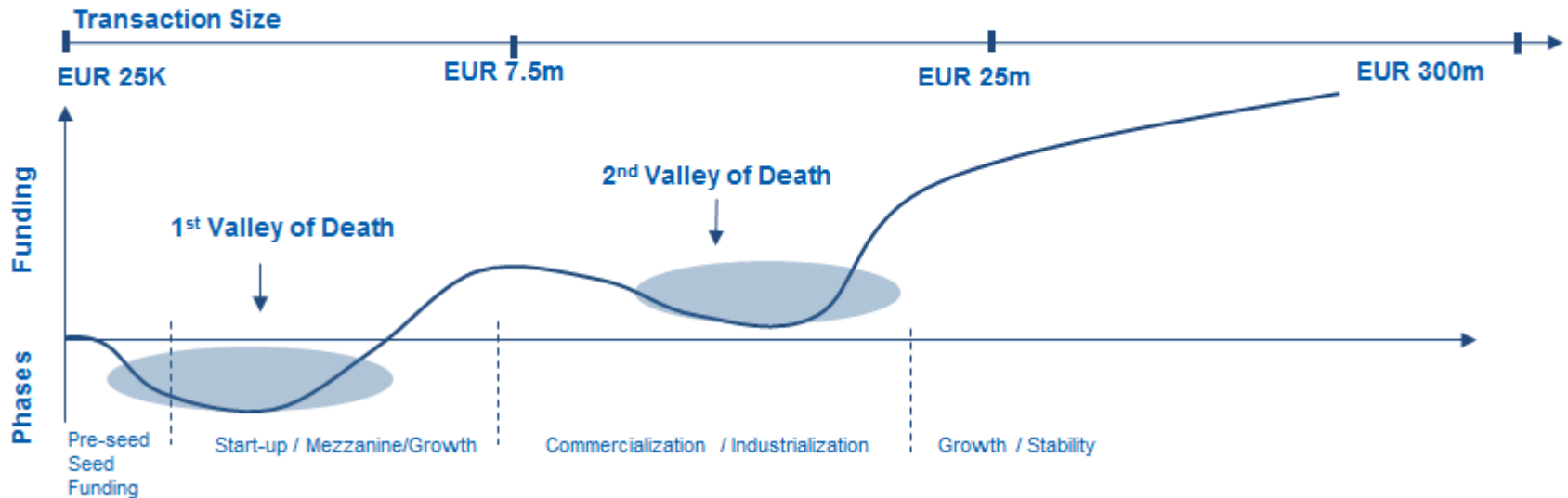


## Different tools for different targets

LENDING	BLENDING	ADVISING
<p>Loans</p> <p>But also:</p> <p>Guarantees (trade financing)</p> <p>Equity participation</p>	<p>Combining EIB finance with EU budget (Project Bond Initiative)</p> <p>Higher risk projects for innovation (RSFF)</p>	<p>Prepare &amp; implement projects (JASPERS)</p> <p>Support for public / private partnerships (EPEC)</p>
<p>Attracting FUNDING for long-term growth</p>		

# 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



## 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

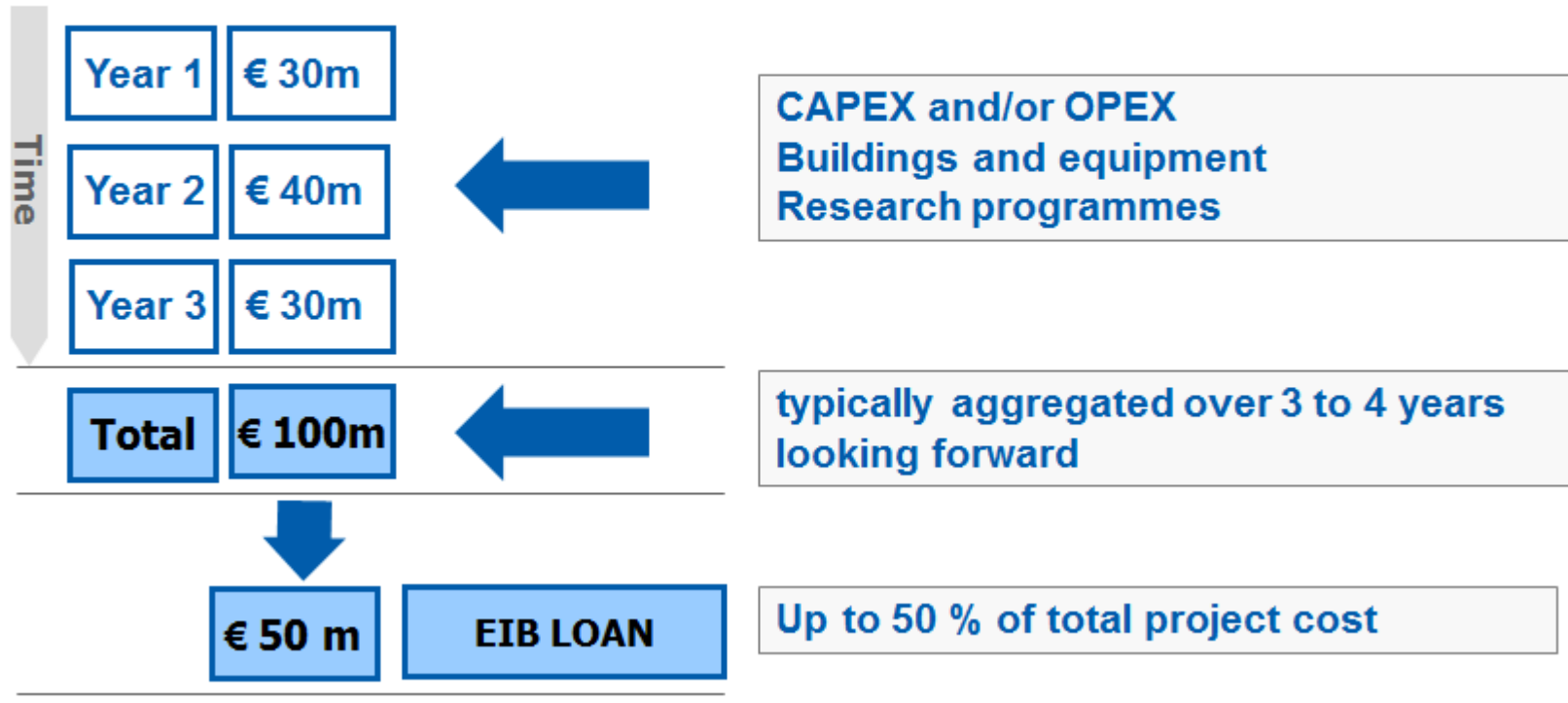
## Which borrowers?

- 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



# Supporting Innovation and Skills



Campus Vrije University of Amsterdam



Reggefiber



Holland Proton Therapy Center

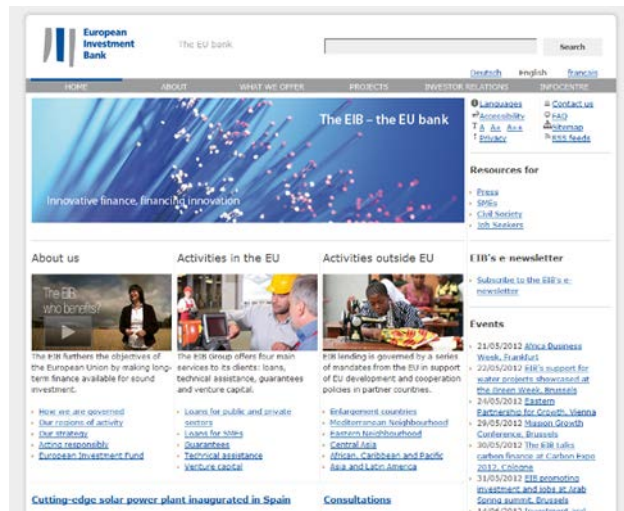


## Key benefits

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

# Thank you

## Questions?



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