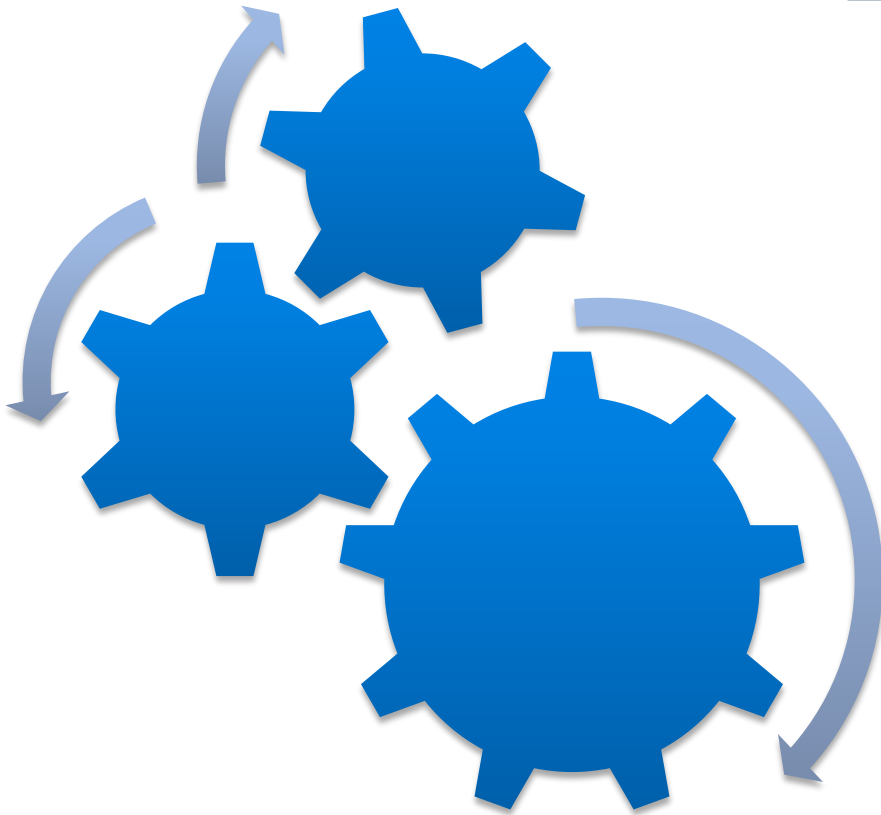




Ministerie van Economische Zaken



Finance for Innovation and Growth

What can the Dutch government do for you?

Pieter Waasdorp

*Director Enterprise
Department - Ministry of
Economic Affairs*

8 oktober 2014



The Netherlands in the world - the humble giant?

- 135th** Size
- 64th** Population
- 18th** GDP
- 14th** Starting a new business
- 8th** WEF Global Competitiveness
- 6th** EC Innovation Union Scoreboard
- 5th** Most Productive Country
- 4th** UN Global Happiness Index
- 2nd** Agricultural exports
- 1st** Most entrepreneurial country in Europe





The Dutch Business Policy

Generic
business
policy

For all
entrepreneurs

Instruments
for access to
finance and
innovation

Focus on
Top sectors

Nine
internationally
competitive
sectors

To maintain
strong and
promising
position

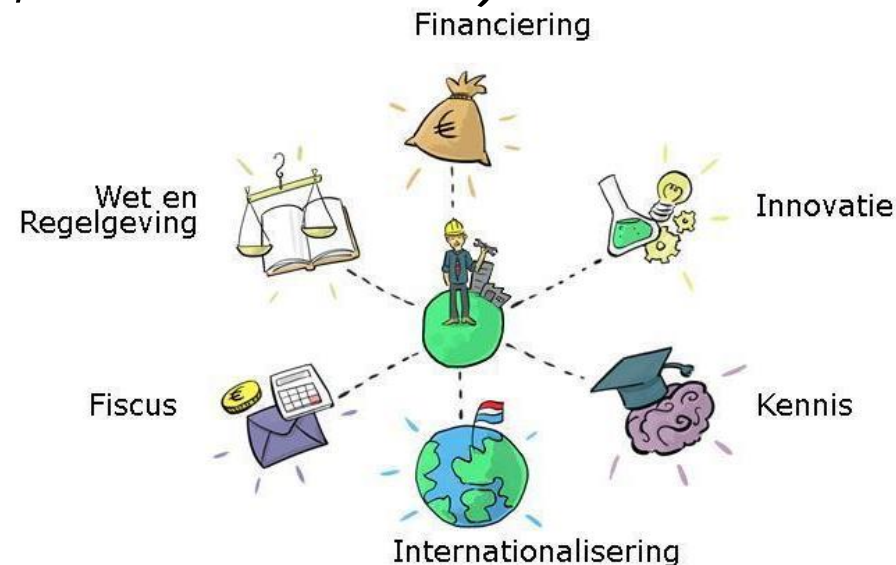
- *Water*
- *Food*
- *Horticulture*
- *High tech*
- *Life sciences*
- *Chemistry*
- *Energy*
- *Logistics*
- *Creative industry*





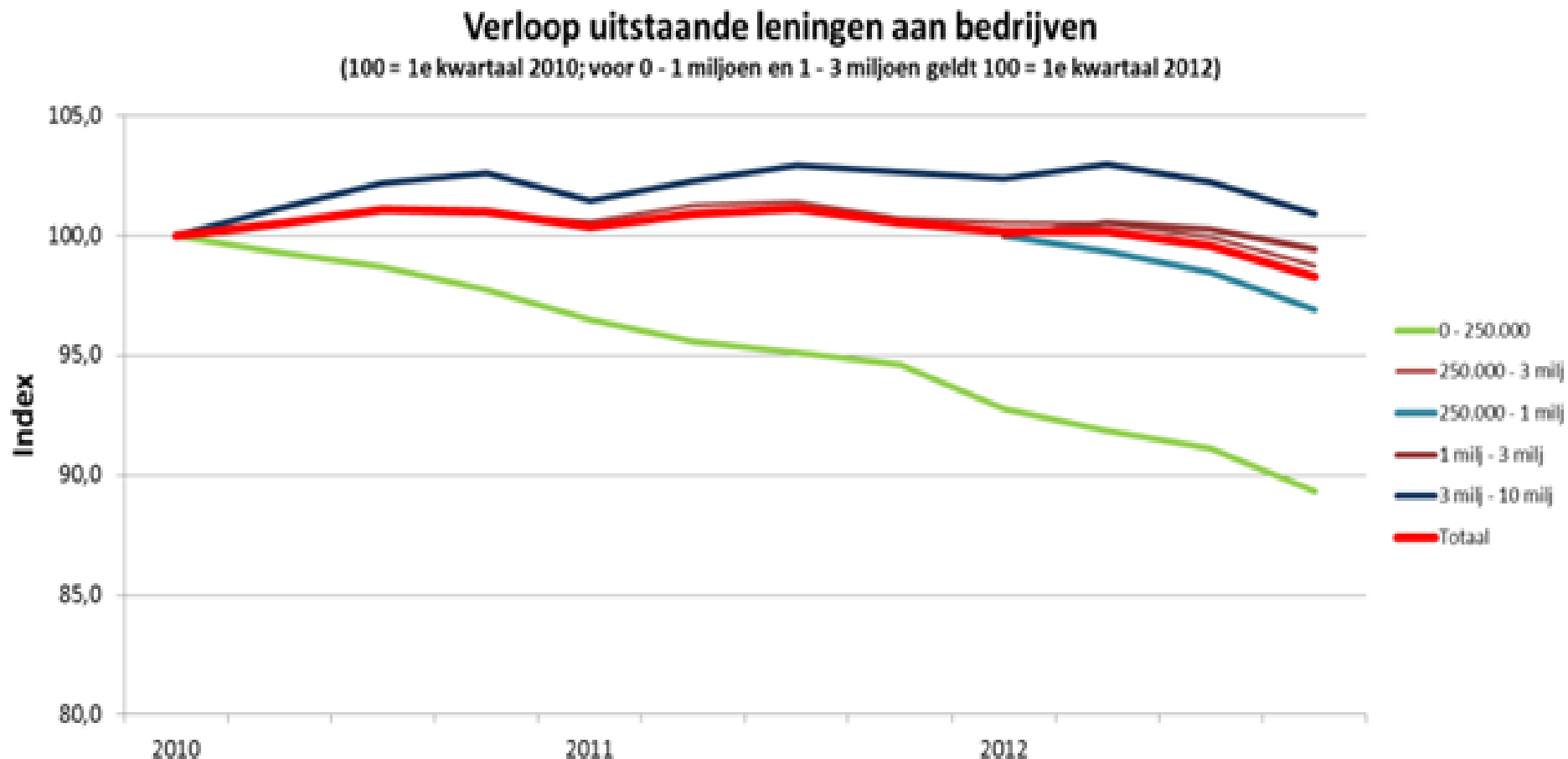
The Dutch Business Policy

- Basics: deregulation, support/advice
- Human capital (Techniekpact)
- Innovation policies (TKI, MIT)
- Fiscal policies (WBSO, RDA, Innovatiebox)
- Access to finance



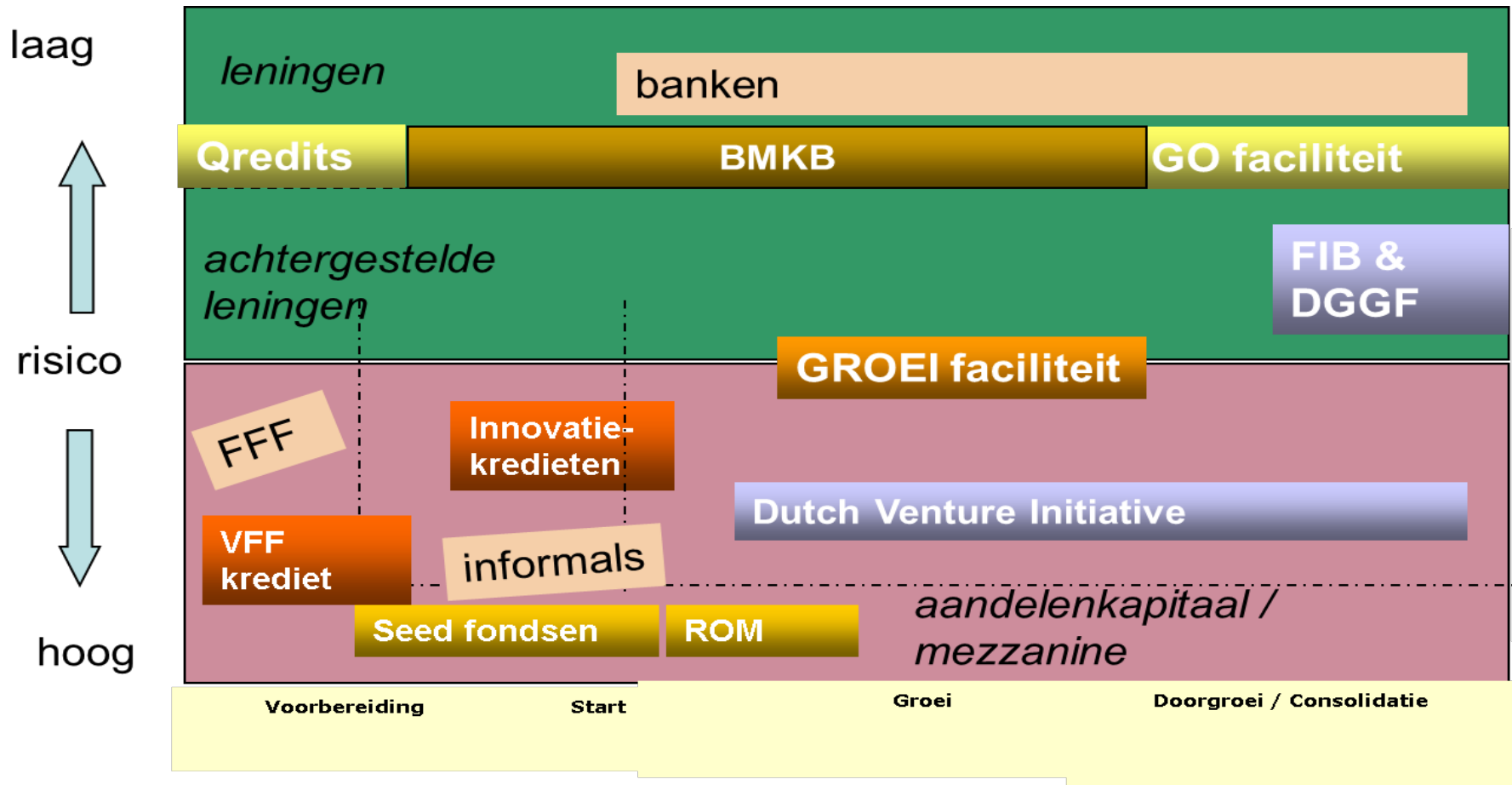


Lower business loan volume, particularly for SMEs





Broad policy mix





Key results

- During crisis (2009-2013) more than € 8 bln of (SME) finance realized with government guarantee schemes (BMKB, GO and Groeifaciliteit)
- In 2009-2013 over 10.000 SMEs supported
- Currently almost € 3 bln outstanding government guarantees
- In 2014 already € 325 mln of guarantees for over 1.200 firms (mostly SMEs)

Government guarantees per year

(mln €)	2009	2010	2011	2012	2013
BMKB	€ 556	€ 742	€ 909	€ 486	€ 344
GO	€ 197	€ 487	€ 219	€ 117	€ 56
Groei-faciliteit	€ 9	€ 23	€ 10	€ 14	€ 8



Additional policy to enhance SME finance: 'Aanvullend actieplan mkb-financiering'

1. Increase equity level SMEs

- Additional EUR 100m for Dutch Venture Initiative
- EUR 500m guarantee for realizing subordinated loans fund
- Permanent funding of the 'Vroege Fase Financiering' initiative

2. Expand supply SME finance

- EUR 400m guarantees for new suppliers of SME finance
- EUR 100m guarantee for rising credit limit Qredits (to EUR 250.000) and supply of working capital
- Supply Chain Finance for SMEs

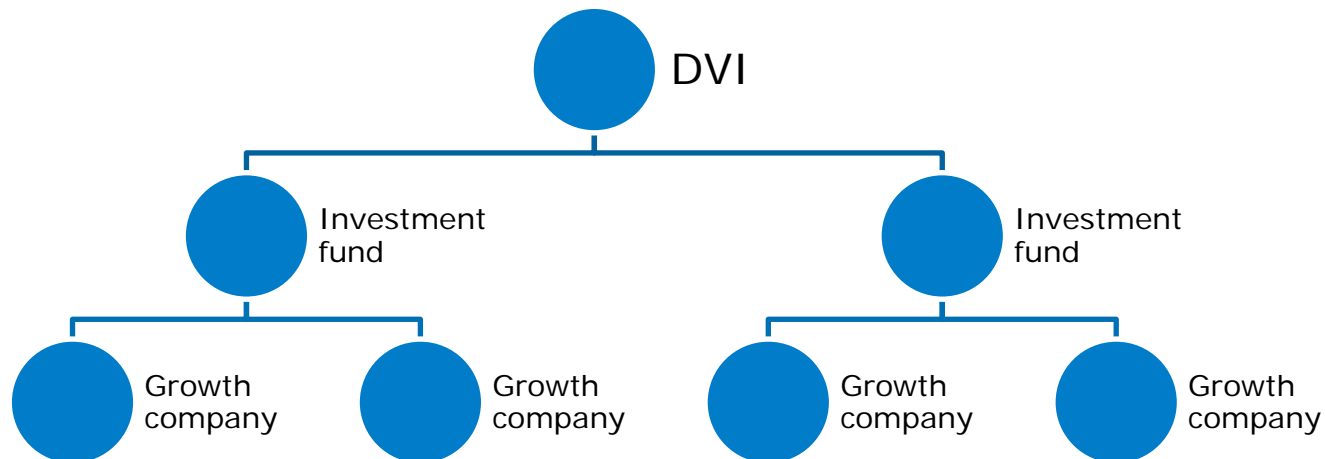
3. Enhance cost-effectiveness of SME finance

- Improve SME credit information
- Improve the level of skills
- Enhance the accessibility of the government instruments



Successful cooperation: the Dutch Venture Initiative

- DVI 1 (Dutch Venture Initiative): a fund-of-funds of EUR 150m from the Ministry of Economic Affairs and EIF
- Invests in targeted private funds for later stage (growth) market
- Already two successful exits since the DVI investment in 2013





The effect of DVI on the venture capital market

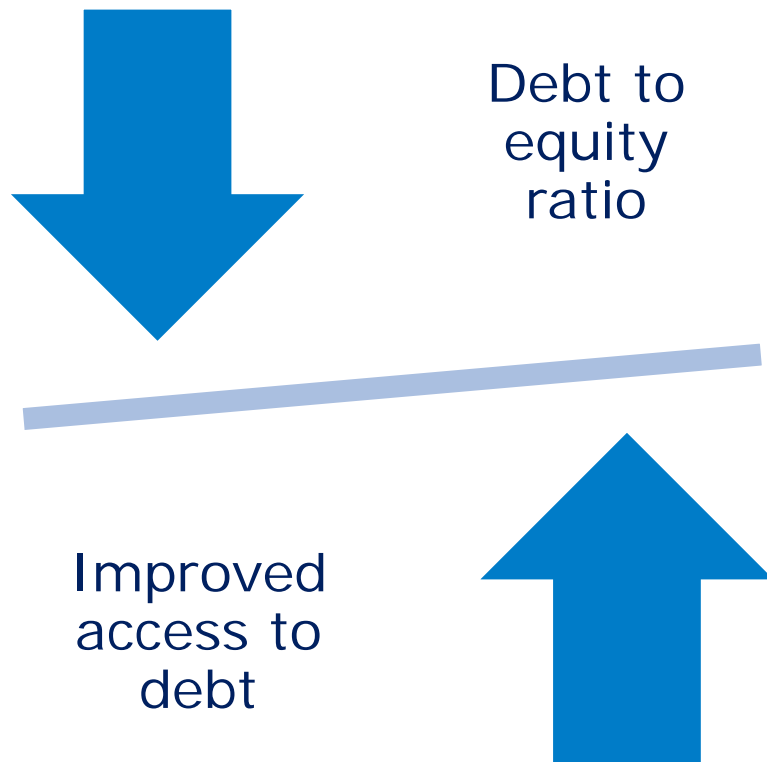


Preliminary/draft results based on NVP/EVCA/PPM Oost/Min.EZ survey on later stage venture capital market in NL.

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Improving the leverage



- More equity / venture capital improves the financial position of the company.
- A higher equity ratio implies that investors have a higher level of confidence in the company and attracting debt finance becomes easier.



To conclude

- Access to finance is key
- Structural developments
- Broadening financial landscape:
 - Combinations of finance
 - More suppliers of SME finance
- Partnering with e.g. EIB



Further contact

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