

New developments in financial support for Small and Medium Enterprises in the Netherlands

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Business Agency

KNEPPELHOUT



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Program

- ① Latest business developments from The Hague Business Agency - Daisy Tijn A Lien
- ② Update on key financial instruments for SME companies - Gert-Jan de Jager
- ③ Investor Relations activities and plans from The Hague Business Agency - Guy van Eijkeren
- ④ Q&A

2 Temporary Emergency Bridging Measure for Sustained Employment

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NOW 1.0 in March 2020 vs NOW 2.0 in July 2020

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NOW 2.0 - EXAMPLE

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50% (turnover loss) \times 90% (subsidy percentage) \times € 3.000 (total wages March) \times 4 (months) \times 140% (increase (flat rate)) = € 7.560

That means (50% \times 90% \times 1.000 \times 4 \times 140%) = € 2.520 subsidy per employee

In case of dismissing employee on economic grounds \rightarrow 100% correction:
€1.000 (individual wages) \times 3 (months) \times 1,4 (increase (flat rate)) \times 0,9 (subsidy percentage) = € 3.780

Turnover loss is not taken into account.

Remaining: € 7.560 – €3.780 = € 3.780. No negative subsidy!

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COL 1.0 vs COL 2.0

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- For start-ups, scale-ups and innovative SME's
- Using the loan for payment for obligations and/or investments
- Liquidity figures over a period of 12 months show your payment problems due to the corona crisis
- Explain why you need the funding for the next 9 months and no accumulation of state aid (no combination possible with BMKB-C and GO)
- Check by the regional development corporation (ROM)

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COL 1.0 vs COL 2.0

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- Bridging loan of € 50.000 to € 250.000 → 3% interest
- Bridging loan of € 250.000 to € 500.000 → 3% interest, but 25% of the loan should be generated by existing shareholders (or others)
- Bridging loan of € 500.000 tot € 2 million → 3% interest and a premium of 2% per year; again 25% of the loan generated by existing shareholders

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Dashboard – Corona bridging loan for applications below 2M EUR

Source of figures: Techleap

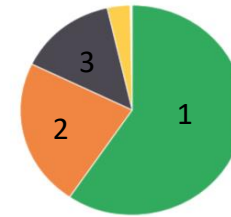
1781 applications total

822 denied
472 granted
487 pending

358K EUR average amount per application

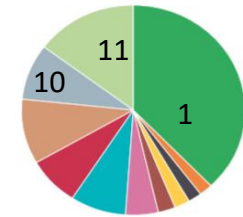
637M EUR total amount requested

266M denied
135M granted
191M pending



Division per business type

1. 59,69% Start up
2. 22,80% Scale up
3. 14,09% Innovative
4. SMEs
5. 3,34% SMEs without bank loans



Division per sector

1. 37,9% Soft tech
2. 2,08% Biobased
3. 1,74% Chemicals
4. 2,30% Fintech
5. 2,53% Logistics
6. 4,66% Life science
7. 8,03% Agritech & food
8. 7,69% Medtech
9. 9,88% Cleantech & energy
10. 8,48% Hightech systems
11. 14,71% Miscellaneous

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TOZO 2.0

Gert-Jan de Jager - Kneppelhout Lawyers

- Sole proprietor, zzp'er, partner in a general partnership, DGA
- Extension of Tozo 1.0 for a period of 4 months (application prior to 30 September).
- Income support – partner's income will be checked (combination of the two more than social minimum → no aid)
- Loan for business capital (maximum € 10.157); no second loan when this loan has been given through Tozo 1.0

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Investor Relations activities and plans

Guy van Eijkeren - The Hague Business Agency

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20
YEARS
SINCE 2000

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Investor Relations Survey 1 - highlights

- 83% - expected their organization to experience negative financial effects due to crisis
- 54% expects the financial impact to become critical for their company if the emergency measures continue for at least 4-6 months
- 71% doesn't have full knowledge of the benefits the government has developed for international businesses in The Hague

Investor Relations Survey 2 - highlights

Less chain disruption but more loss of existing business

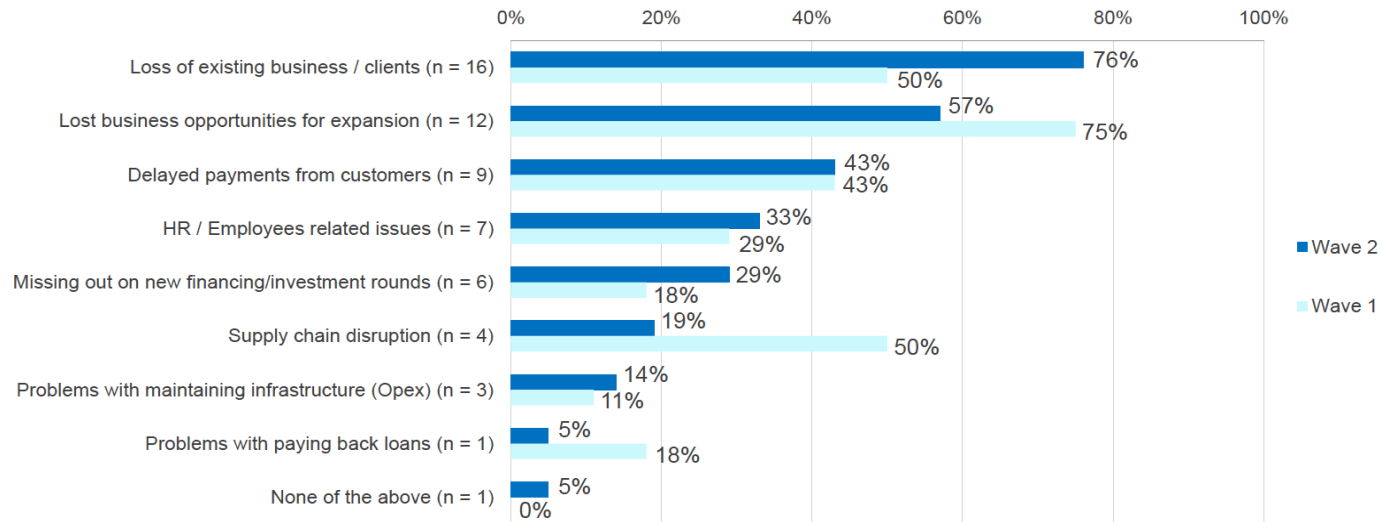
Concerns

7

Concerns

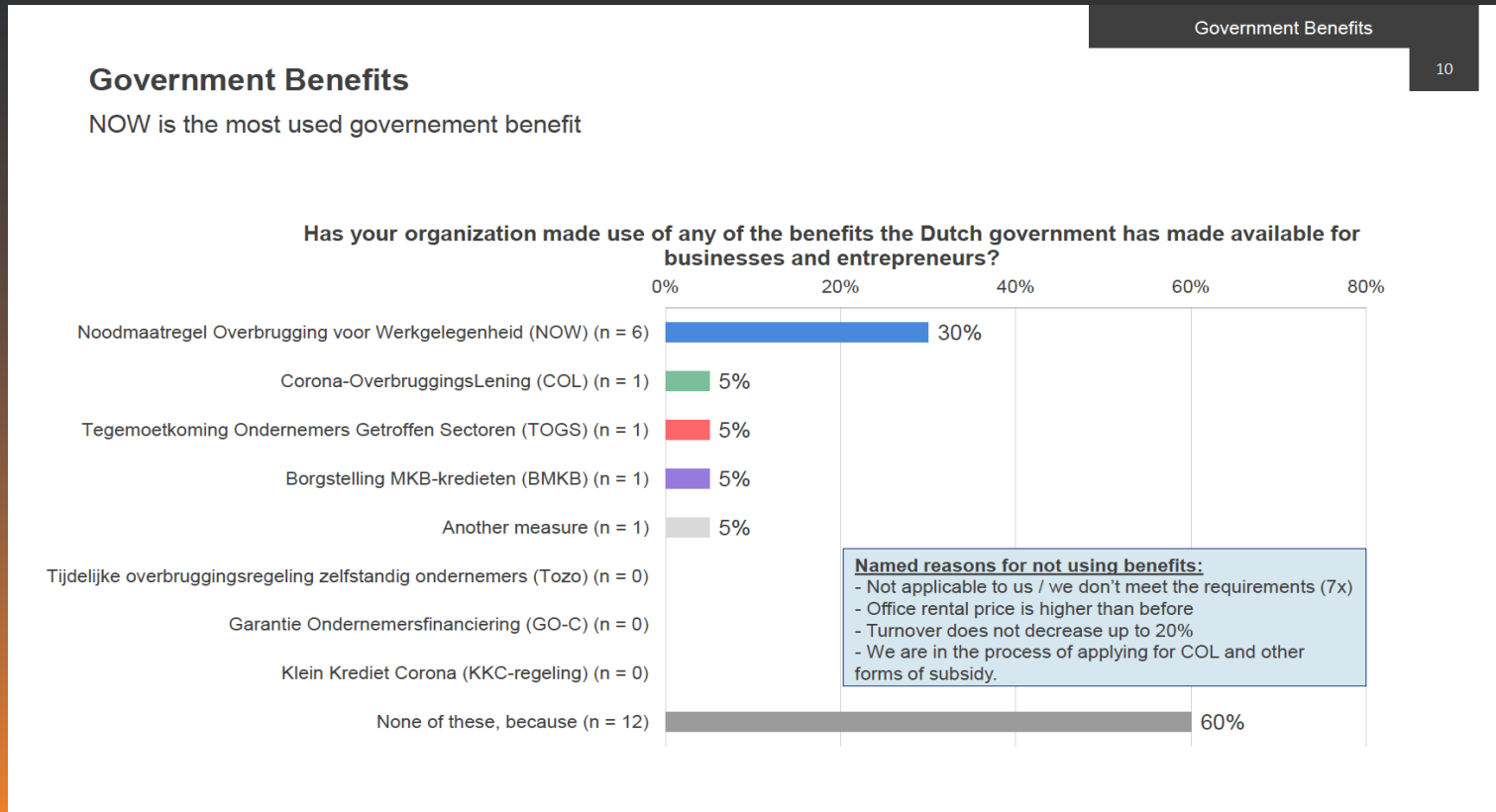
Less companies report problems with supply chain disruption, more companies report loss of existing business

What concerns do you currently have regarding the COVID-19 crisis?



Investor Relations - 2nd Survey - highlights

Most used program is the NOW measures



Thank you!

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