

An aerial photograph of a lush green field with several high-voltage power lines stretching across it. A dirt road runs along the right edge, and a white truck is partially visible on it. The background is slightly blurred, emphasizing the text in the foreground.

Invest International – Support for Dutch International Business

IRO – NWEA Webinar
17 February 2022

1. What is Invest International?

→ a brief overview

2. Customers

→ for ambitious companies, governments and investors

3. Sectors

→ five sectors in which the Netherlands has a lot to offer

4. What we do

→ invest in Dutch solutions for global challenges

5. Eco-system

→ our valued partners in the Netherlands

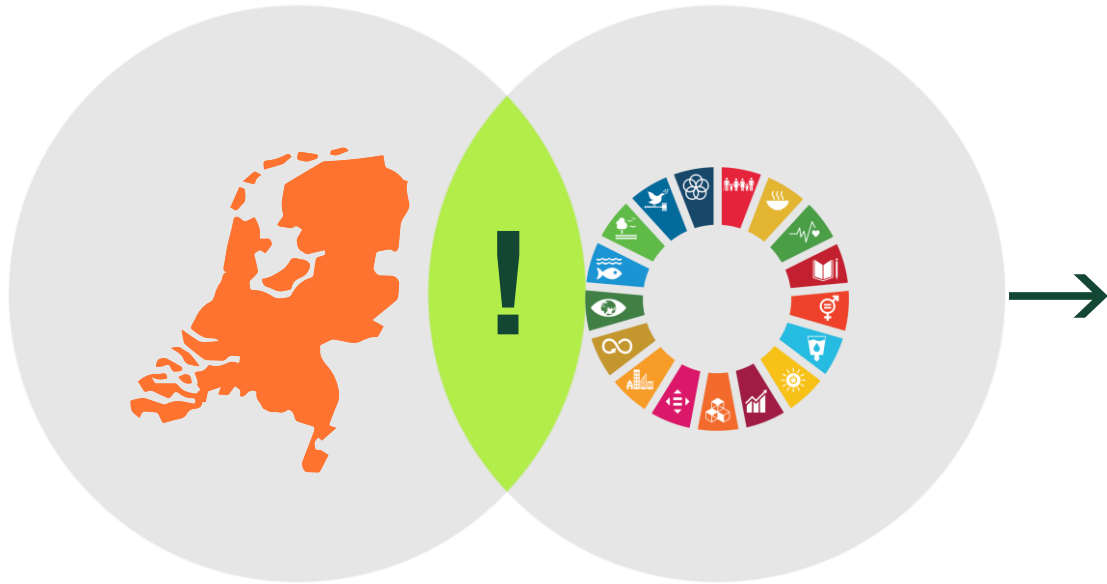
6. Examples

1. What is Invest International



1. What is Invest International?

Private company funded with public means
established by Dutch law (Staatsdeelneming)



Shareholders:

- Dutch Ministry of Finance (51%)
- FMO (49%)

Objectives:

- Contribute to **Dutch economy** & its future earning capacity
- Support (only) **international** activities having **Dutch interest** via Dutch and non-Dutch companies
- Provide solutions to Global challenges & **create impact** on SDG's
- **Additional** to the financial markets and non-competing partners

2. Customers



2. Customers

We support companies in various stages of maturity



SME's + Start-ups

- A co-investment approach will be applied in most cases
- Positive impact on SDG's required



Corporates

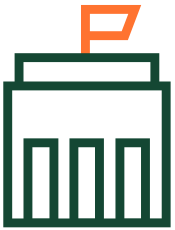
- Co-designing tailor made financing arrangements
- Also project development capacity available

Dutch interest essential

‘The global challenges related to the Sustainable Development Goals (SDG's) call for innovation, private entrepreneurship and public leadership.’

2. Customers

Together we make high profile,
innovative solutions financeable



Governments (in developing countries)

- For infrastructure projects that contribute to the SDG's
- Concessional finance and technical assistance



Investors

- Banks or Private Equity funds who are looking for a co-investor
- Private Equity funds (with a SDG's focus) who seek capital



3. Five sectors in which the Netherlands has a lot to offer



3. Sectors

Our proactive market focus to smart solutions for the SDG's

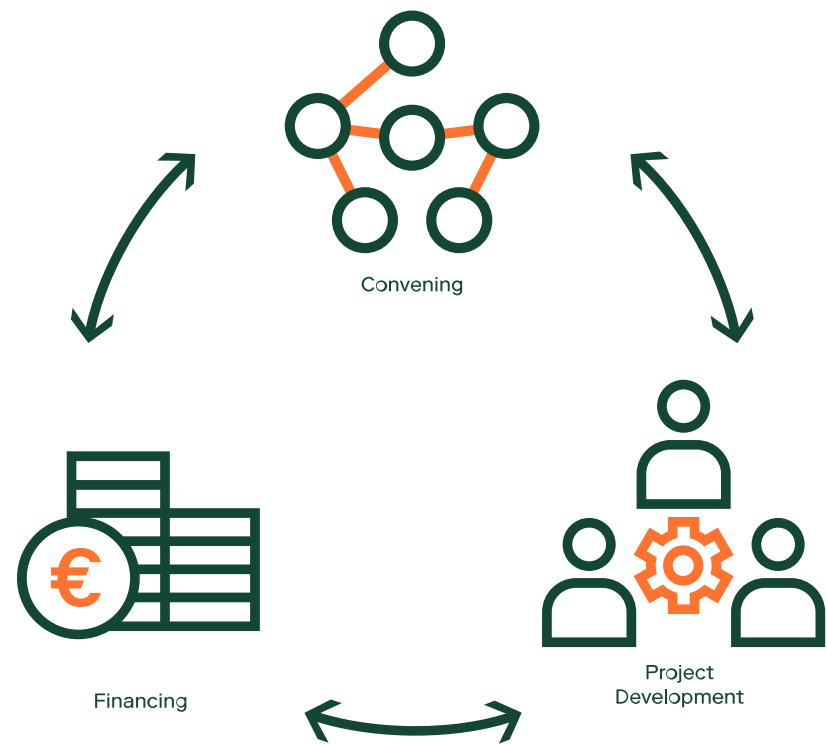


4. What we do



4. What we do

We support international projects that contribute to the SDG's and create impact (primary 8 and 13)



4. What we do



Project development supporting private companies

Co-finance development attribution for external costs like:

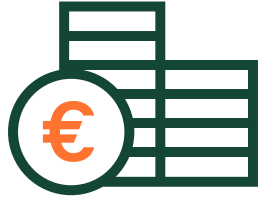
- feasibility studies
- advisory services to advance projects with impact

We engage in an early stage of the project development:

- optimizing the economic and social return of a project
- increasing the bankability
- overall probability of project materialization



4. What we do



Financing

Primarily:

- export finance in strong cooperation with Atradius
- project finance
- value chain finance

For SME's:

- Start-ups & small corp. (soft) investment loans (EUR 50-600K)
- Investment lending: guarantee, co-financing, stand-alone financing and mezzanine for capex (incl. working capital)

Other:

- Access to Dutch government funds: DGGF/DTIF (for start-ups + SME/Mid corp)
- Access to Dutch government infrastructure funds: DRIVE/D2B (for foreign governments)



4. What we do

We offer long-term financing for commercially viable businesses/projects and government projects in the focus sectors for Invest International

Guiding principles

Focus on **developing country/emerging markets**

There must be a clear **Dutch interest**:

- Export finance: $\geq 20\%$ of financing is used for sourcing products/services from the Netherlands;
- Investments: $\geq 25\%$ of client shares are owned by Dutch company
- Interest for the Dutch economy

Financing is **additional to commercial banks/investors** (higher risk appetite, longer tenors, early stage, small tickets, ESG support...)

Substantial efforts in **solution engineering and structuring**:

- Optimize product mix
- combine our products with commercial financing, government grants and suitable risk mitigation instruments
- Mobilize and catalize

Every financing should fit within the **State Aid rules**

Export and Investment products

Definition: Medium to long term cross-border loans to foreign entities

Export finance (public & private clients)

- Buyer Credits: direct lending by Invest to borrowers
- ECA-covered Buyer Credits
- PRI-covered Buyer Credits
- ECA-covered Buyer Credits + commercial credit with/without PRI-cover
- (Project Financing)
- (Supplier Credits solutions: exporter gives deferred payment to buyer through bills of exchange or promissory notes which will be discounted)

Investment loans (private clients)

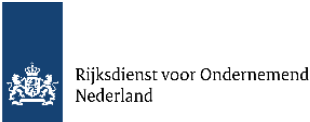
Senior Debt

- Dutch shareholder has (operational) control
- Interest, fees, securities in line with market practice
- (Partial/temporary) recourse on sponsors/shareholders may be required (until financial completion)
- Junior debt and mezzanine in specific cases

5. Our valued partners in the Netherlands



5. Eco-system



6. Examples



6. Examples

Start-up & SME finance

Starting points

- Borrower is Dutch BV which invests abroad
- Category 'small enterprise' and start-up (normally < 5 yrs)
- Company is ready to generate turnover

Start-up financing

- Financing up to max 80%, max € 600.000
- Focus on Capex financing
- Occasionally Working Capital financing
- 3% interest, tenor max 5-7 years
- Technical Assistance possibilities (assignment/subsidy) to increase impact or to lower credit risk (only applicable for OS countries)



6. Examples

Development Capital for an anaerobic digestion solution for processing cow manure to biogas and biofertilizer

13 CLIMATE ACTION



Preparing a Dutch export to South Africa

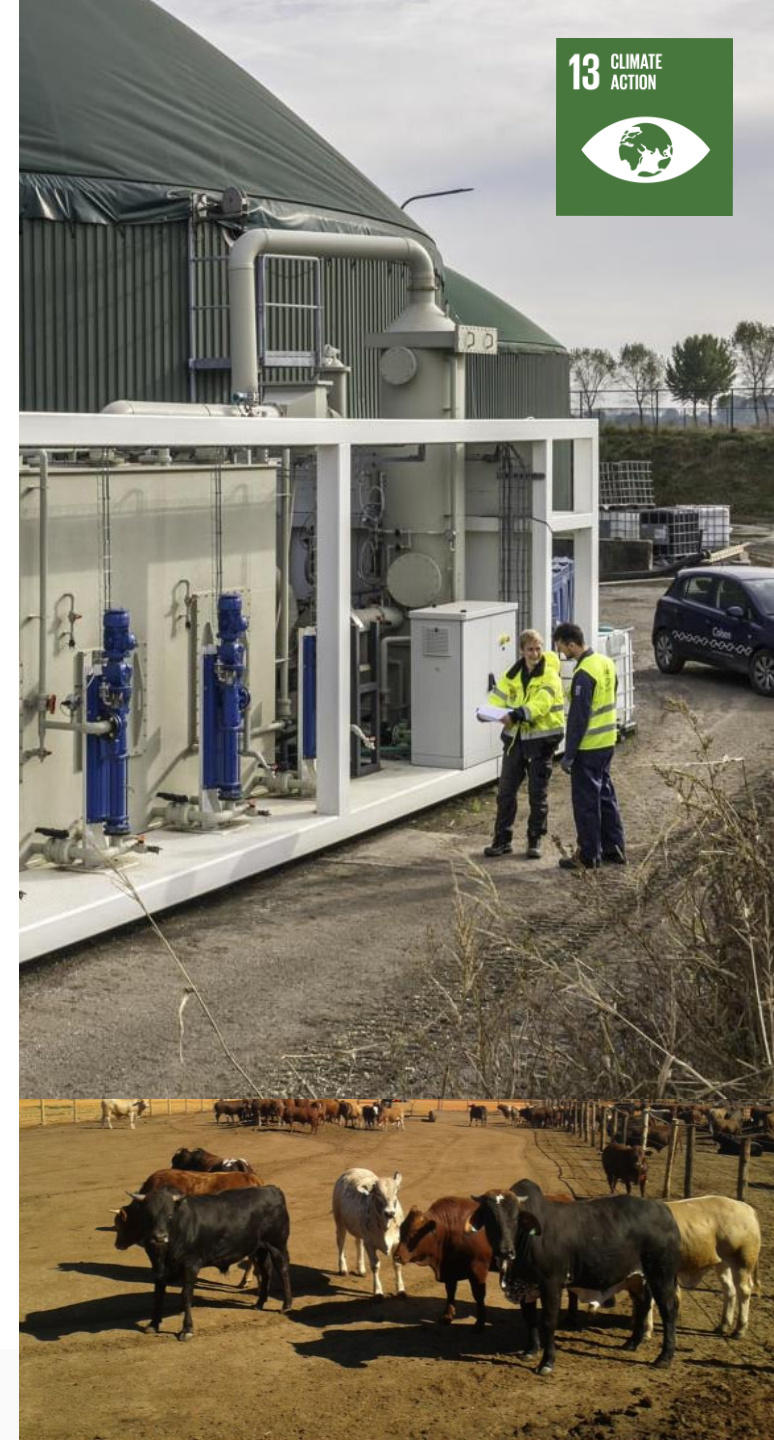
- Colsen has been active in South Africa for several years
- Most exports have not required extensive investment in development opportunities that could lead to contracts for full scale solutions
- The developments are required by the project sponsors and require risk capital from Colsen while there is a level of uncertainty that needs to be reduced during the feasibility before such contract will be awarded
- As such, there remains uncertainty on the outcome of the feasibility and the contract award

Dutch content

- About one-third of the value under the EPC contract will be sourced from the Netherlands.

Co-financing the feasibility phase

- Invest International provides 50% of the funding for a pilot where the biogas yield is confirmed and subsequently the costing for the full-scale plant will be detailed further, authorizations and license requirements will be investigated, and a trial will be undertaken to convert and operate trucks to run on the produced
- Development capital is made available against specific milestones within a 12 to 18 months feasibility period
- During the end of the feasibility period and the subsequent 6 to 12 months, we will be working with the project sponsors to arrange project funding while project documents are concluded
- Development Capital is provided via the Dutch subsidiary of the exporter and is to be repaid with a 25% premium upon conclusion of the EPC contract and financial close having been reached



6. Examples

Africa Ship Lease Holding B.V., Africa

Vessel Lease Facility “*Matching business preferences and needs of African customers*”

IIC	EUR 16 M
Catalyzed	EUR 16 M
Project size	EUR 40 M



Creative financing
solution to enable exports



Dutch business
strengthening African
business

Tailor-made solution for African companies acquiring vessels

- Currently, local operators often lack necessary cash or local financing solutions, to purchase modern vessels and therefore don't qualify for service contracts with international customers.
- By financing this SPC, providing leasing solutions, Invest International supports African companies to find a solution that matches their needs and preferences

Invest International provides creative financing structure

- Invest International providing creative finance in a challenging environment
- Structure combining strong securities with limited recourse on sponsors

Collaboration with Dutch commercial bank

- Invest International teamed up with a Dutch commercial bank, catalyzing EUR 16m
- Banks complementing one another by combining one party's expertise with vessel leasing, with the other party's Africa experience



Want to know more what Invest International can offer ?

Visit our Website:

www.investinternational.nl

Email us:

info@investinternational.nl

Bezuidenhoutseweg 12

2594 AV Den Haag, The Netherlands

InvestInternational

