

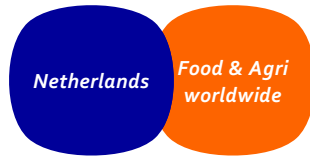
Financing Brilliant Solutions

Rabobank Startup & Scale-up Team



Rabobank Group is committed to making a difference

- Rabobank is the leading retail and commercial bank in the Netherlands and global leader in Food & Agri ("F&A") business
- Through our mission **Growing A Better World Together**, Rabobank aims to help clients meet the world's challenges
- We need to radically rethink how we produce, process and consume. Only by fostering innovation and working together can we make the transition to a sustainable future



Challenges & opportunities



Banking for the Netherlands

- The Netherlands' earning capacity
- Support optimal life course
- Strengthen the living environment

Banking for Food

- Increasing the availability of food
- Improving access to food
- Promoting healthy nutrition
- Increasing stability

Rabobank at a glance

Since	Global customers	International presence	Serving top 300 F&A clients	ESG risk rating	F&A loans (EUR)	Risk rating
1895	9.5M	40 countries	50%	2 nd	107.2B	A+

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STARTUP & SCALE-UP TEAM



Growing a better world together.

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Startup & Scale-up Team - Proposition



Who are we?

Startup & Scale-up bankers to support local account managers and to advise you



Why do we matter?

We add value to your company on three pillars; funding, knowledge and network



Who do we serve?

We serve startups and fast growing scale-ups along the life cycle

Let us help you grow!



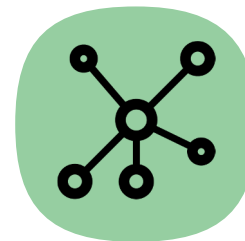
Funding

In order to help you grow your business we help you find financial opportunities that suit you. Whether this is a Rabo loan (like the Innovation Loan, a Rabo fund, a partner VC or subsidy). Because together we grow faster.



Knowledge

We want you to focus on your business, on what you're good at. We can help you with market outlooks or challenge you on your ambitions.



Network

As an international bank we have a great network, and we're happy to share it with you! Let us set you up with potential customers or partners so we can grow opportunities together.

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Innovation Partner

Over 130 partnerships globally

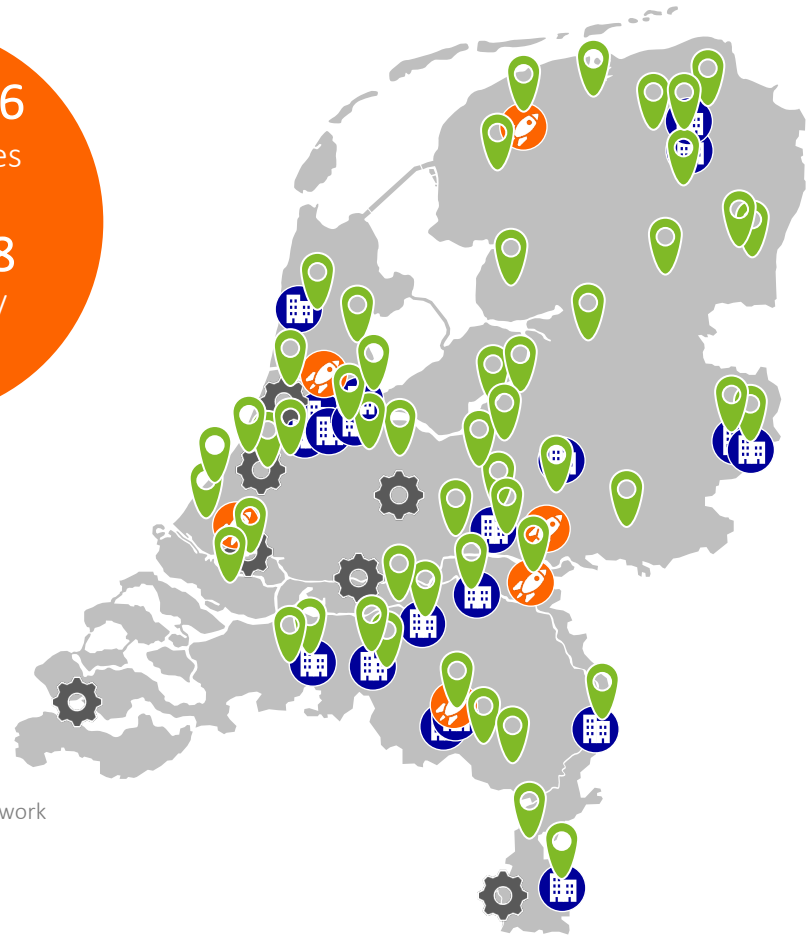






Strong local ties



Member of **66** start-up spaces

Partner of **68** accelerators/incubators



-  Incubator
-  Network
-  Accelerator
-  Accelerator & Incubator

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The S-curve for innovative companies:



Pre-Startup

Startup

Scale-up

Maturity

Bancair:

- Kennis en netwerk
- Feedback en tips
- Cash management met credit card
- Rabo Innovatie lening
- Rabo Duurzame Innovatieprijs
- Verzekeringen

Bancair:

- Kennis en netwerk
- Innovatie borgstellingskrediet (IBSK)
- RC krediet
- Lease
- Vendorlease (DLL)
- Money Meets Ideas

Bancair:

- Kennis en netwerk
- RC krediet
- Bancaire financiering (bv.. EIF, GO)
- Lease
- Vendorlease (DLL)
- Factoring
- Rabo Corporate Investments
- Export financiering

Bancair:

- Kennis en netwerk
- RC krediet
- Bancaire financiering
- Lease
- Vendorlease (DLL)
- Factoring
- M&A
- Private banking

Extern:

- TTO leningen
- Aandeelhouder(s)
- Friends, family and fools
- Vroegefasefinanciering
- Subsidies (bv. WBSO, Horizon 2020, EIT, MIT)
- Crowdfunding
- Early stage venture capitals (bv. Thuja Capital, Borski, Shift, Innovation Industries)
- Angels
- Accelerator programma's

Extern:

- Innovatiekrediet
- Venture capital
- Angels
- Subsidies
- Crowdfunding

Extern:

- Venture Capital (bv. Gilde Healthcare)
- Private equity

Extern:

- Private equity

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Acceptatiecriteria

✓ *Team:*

- Minimaal 2 personen, ervaring, complementair, adviesraad.

✓ *Betrokkenheid key personen*

- Aandelenbelang, borgstelling, eigen inbreng.

✓ *Marktvalidatie en schaalbaarheid*

- Duidelijke problem-solution fit
- Helder Business Model en mogelijkheid snel te schalen.
- Positie tov concurrentie (USP, Technologie, IPs)

✓ *Aanwezigheid andere funder*

- Voldoende kapitaalcracht voor volgende rondes en tegenvallers.

✓ *Positieve marktoutlook*

- Dmv expert opinie, Due diligence rapporten, track record VCs, marktrapporten.
- Duidelijke markt met betalende klanten (contracten).

✓ *Uitzicht op voldoende cashflow voor financieringslasten*

- Binnen 1-2 jaar. Zowel management-case als Fall-back scenario.
- Milestones

Attachments

Rabobank Innovation Loan (RIL)



The Rabobank Innovation Loan has some specifics, especially tailored for startups.

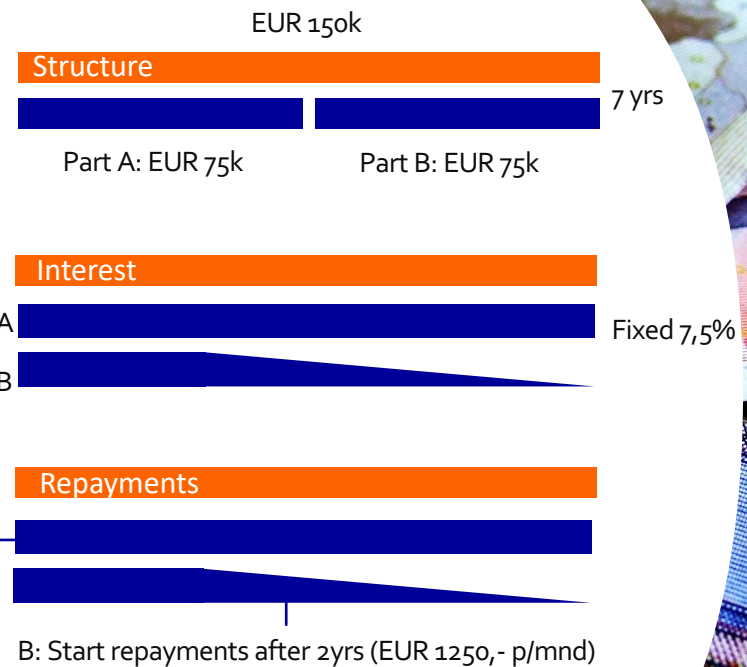
- ✓ Subordinated loan of EUR 25,000 - EUR 150,000;
- ✓ No securities;

Important conditions:

- ✓ There is no turnover, cash flow or paying customers yet;*
- ✓ Company is a BV and it is established in the Netherlands;
- ✓ All directors of the BV are 18 years or older;
- ✓ No existing business financing;**
- ✓ The innovation must contribute to the digitization, sustainability or vitalization of society.
- ✓ Application via Rabobank website. IFR will handle your application. Pitch for the IFR committee is part of application (if theme and phase are met).

* Pilots are allowed

** Some combinations with seed capital are possible



Bank loan with guarantee (IBSK)

With the guarantee loan, RVO partly guarantees the financing. The guarantee scheme is applied when the borrower cannot provide sufficient collateral. This could make a bank loan for innovative companies possible.

- ✓ Bank loan based on MRR and forecast (later stage);
- ✓ Combination with current account credit facility possible;
- ✓ Grace period possible;
- ✓ Often lower interest rate due to guarantee;

But keep in mind:

- ✓ RVO requires a bail from a majority shareholder;
- ✓ RVO provision needs to be paid;
- ✓ WBSO is necessary.

Naam	IBSK:
Maximum guarantee	€ 1.500.000
Ratio bank : State	1:2
Additional terms	In possession of WBSO decision Innovation NL or prior permission from the implementing body.



TIPS:

1. A start-up creates **Value**, not profit;
2. Create a **long term funding** strategy;
3. Match your **milestones** to your runway;
4. Understand your **burn rate** on a monthly basis;
5. Always develop a **fall-back** scenario;
6. Start **sales** directly & create a **sales funnel**;
7. Create **partnerships** and try to activate them.