



Invest-NL

Impact Investing Workshop

European NPIs

Amsterdam 7 December 2022

Welcome!

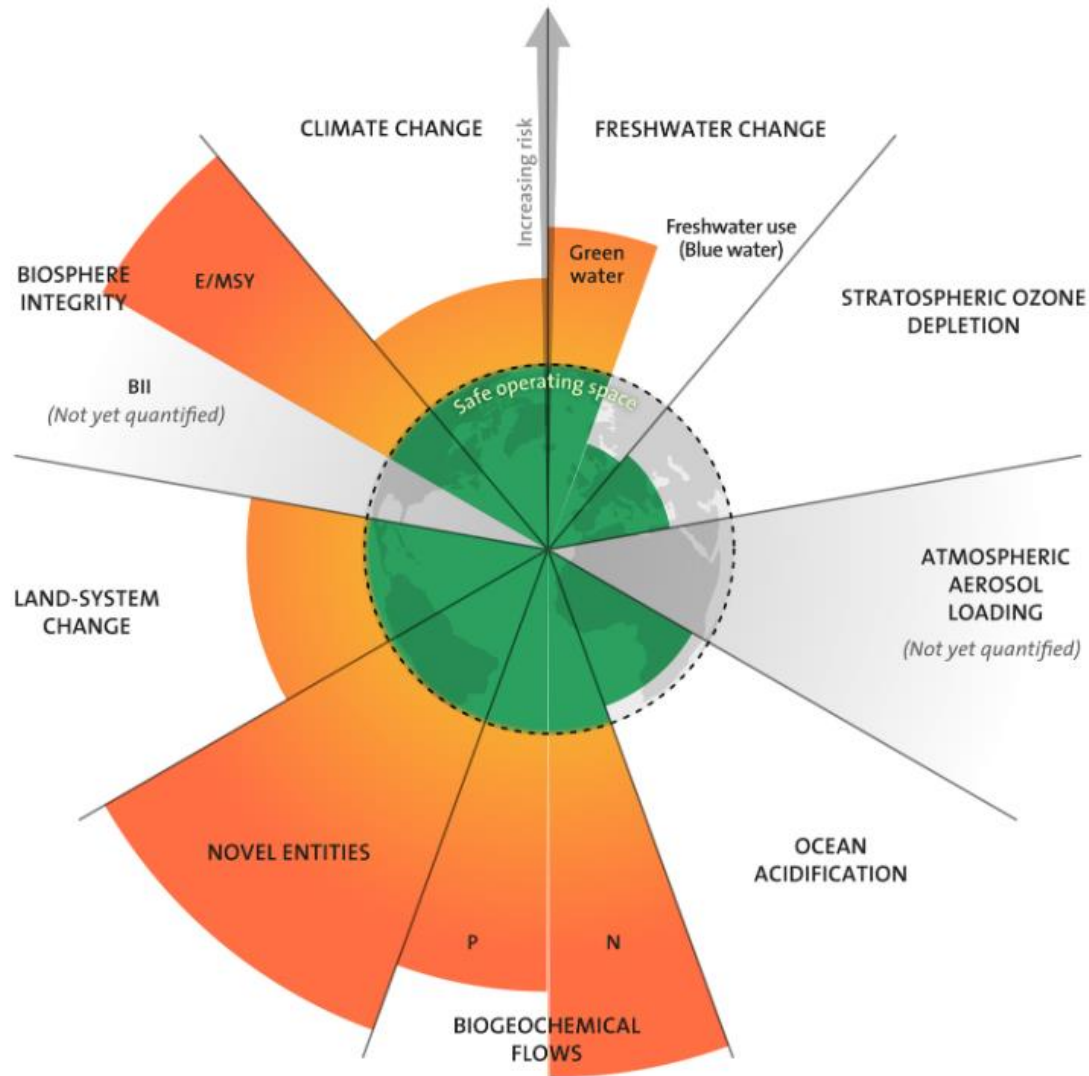






8 000 000 000





Rockstrom's "planetary boundaries concept": a set of nine planetary boundaries **within** which humanity can continue to develop and thrive for generations to come.



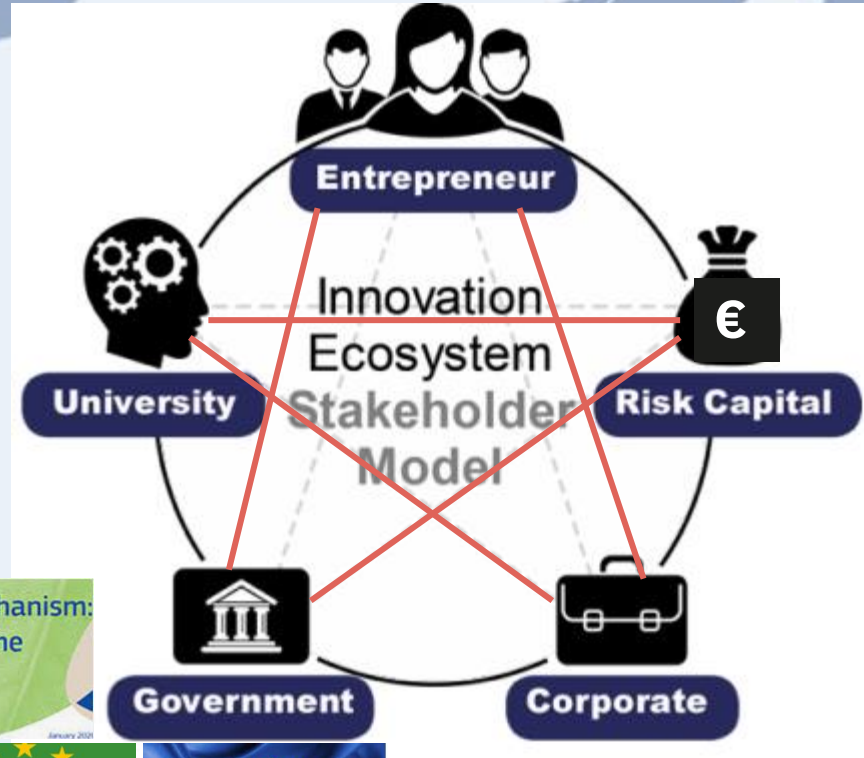
NOTHING
LEFT.
SORRY.

#EARTHOVERSHOOTDAY
#MOVETHEDATE





The Role of NPIs



The Just Transition Mechanism:
Making Sure No One
Is Left Behind
The European
Green Deal
January 2020



Key facts Invest-NL

- Invest-NL is the Dutch **National Promotional Institute**
- Established in 2020, located in Amsterdam
- Ministry of Finance is our sole shareholder (€1.7bln)
- Ministry of Economic Affairs and Climate Policy subsidises Business Development dept (€10m p.a.)
- Broad task:
 - Financing transitions
 - Providing access to finance



Mission & Strategy

Mission:

We are **impact investors**: we make the Netherlands more innovative and more sustainable.

Strategy:

We mobilise and supply patient risk capital for innovative SMEs and projects that make a **positive impact** (contribution) to society.

We realise this in cooperation with entrepreneurs, investors, financiers and public authorities.



Portfolio to date (November 2022)



Total
€ 607.894.213

Number of investments
56



Total equity
€ 106.386.160

Number of investments
23



Total debt
€ 111.350.000

Number of investments
18



Total funds
€ 380.000.000

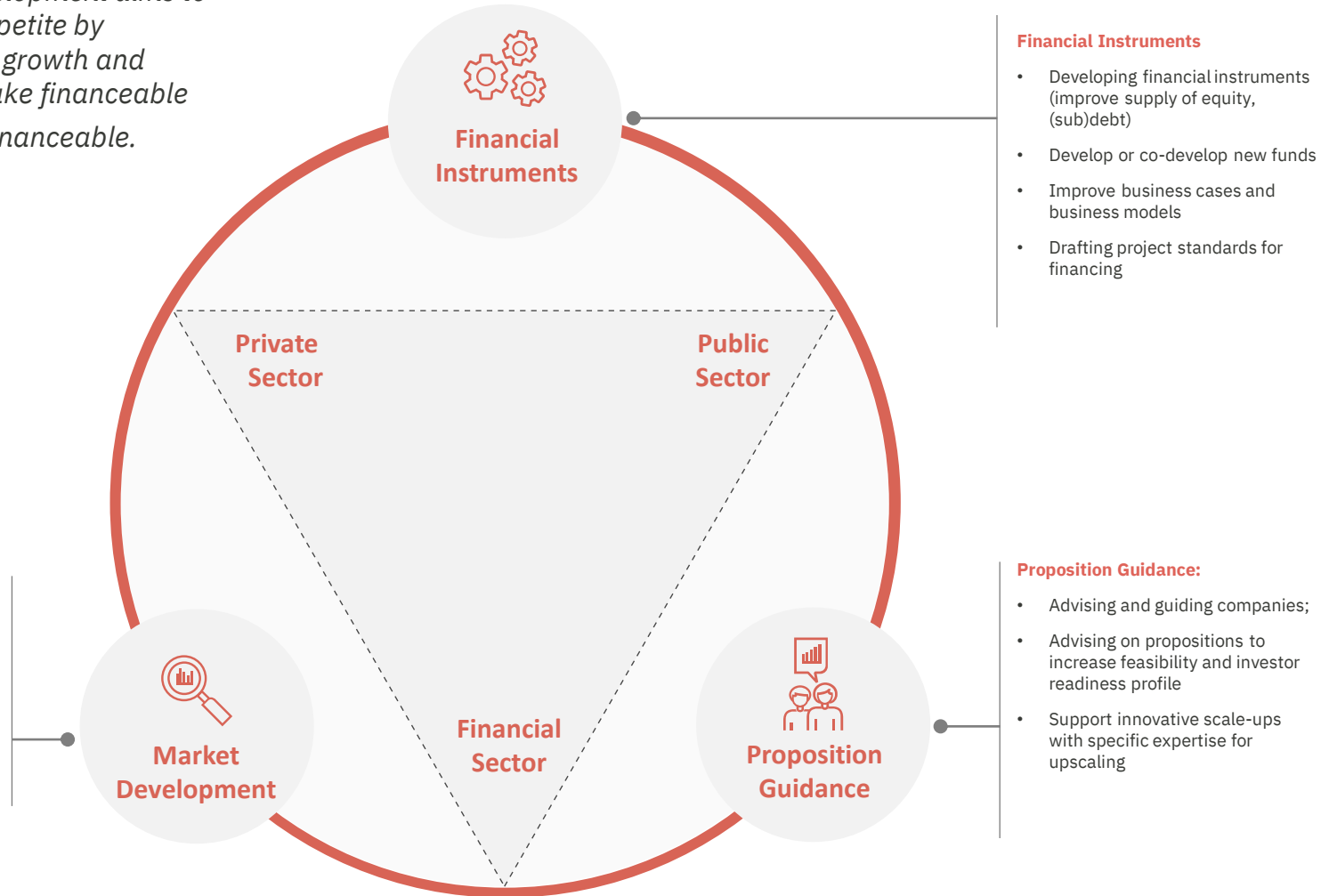
Number of investments
13



Total guarantees
€ 10.158.053

Number of investments
02

Invest-NL Business Development aims to increase the investor appetite by removing bottlenecks to growth and scale. In this way we make financeable that appears not to be financeable.





Public Finance landscape for Dutch SMEs



Pre-Commercial

Subsidies: RVO

Commercial stage

Regional Development companies

Scale up stage
(eur > 10 mln)

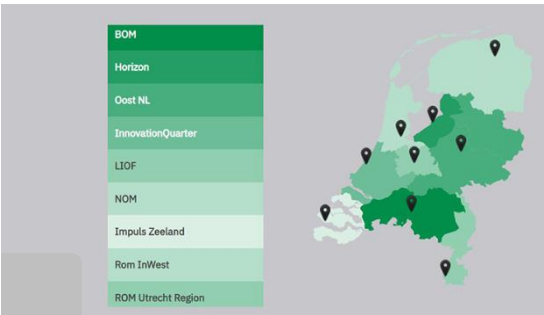
Public financing no longer required:
100% private market funding



Rijksdienst voor Ondernemend Nederland



Regionale Ontwikkelingsma...



Invest-NL: Impact Investor

- **Impact** investing & **ESG** principles are **core to our investing** and engagement **decisions**
- We are impact investors meaning that we **intentionally** seek investments that contribute **measurable** impact to grand **societal challenges**
- We see **ESG** as an inherent part **of sustainable value creation**

Our main impact areas:

- Transition to a carbon neutral and circular economy
- Affordable and Accessible health care
- (access to) Financing (innovative) scale-ups

Planet

Primary impact SDGs

For investments in Transition towards Carbon neutral & Circular Economy



Additional impact SDGs (only if material)



Prosperity

SDGs to report on for all investments



People

Primary Impact SDG

For investment with healthcare transition focus



Impact Investing: Bringing policy into Practice

What does it take?





Feedback – Questions – Follow up?

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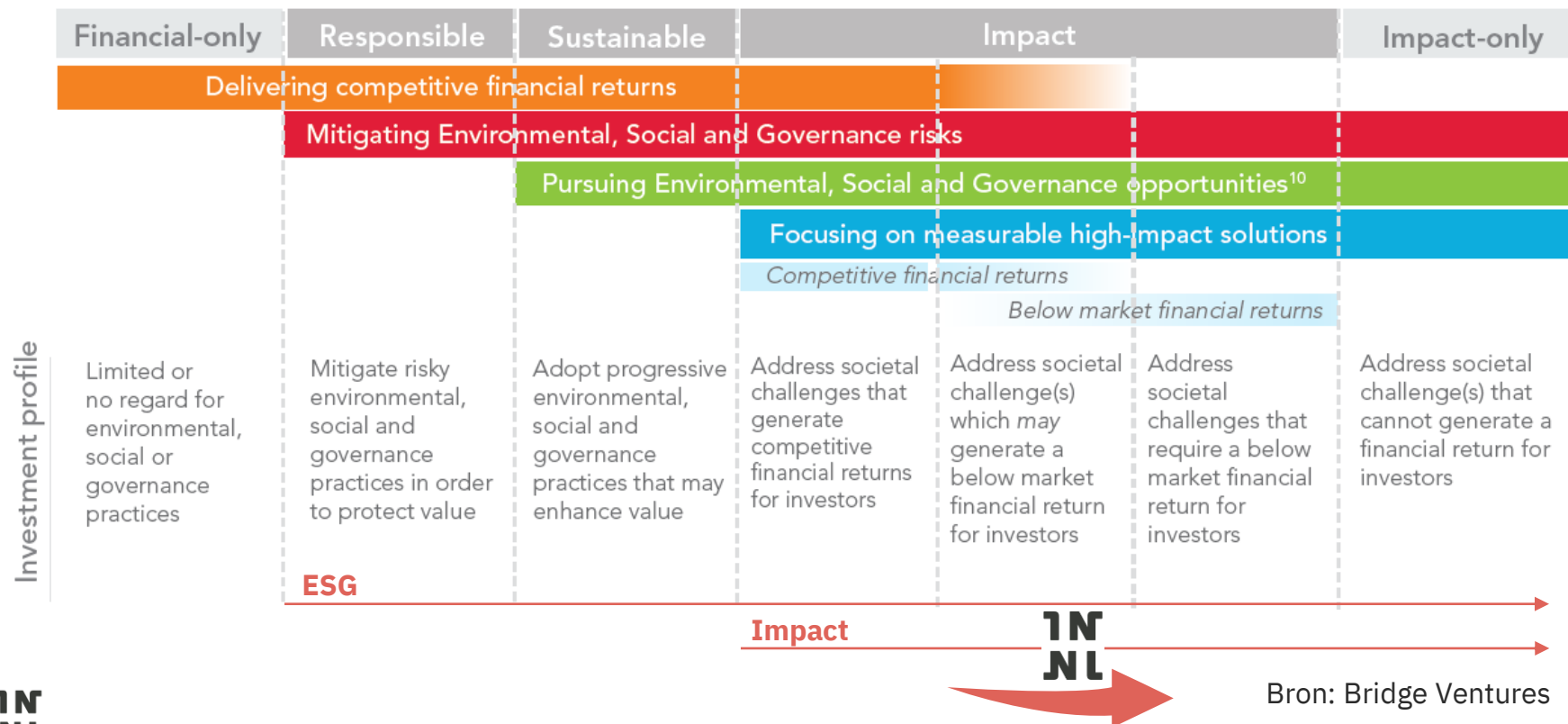
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BACK UP SLIDES

Impact Investing & ESG

ESG & Impact spectrum



Impact

We are **impact investors**

We make investments that contribute to major social transitions:

- Impact is key to all our decisions
- We focus on (1) maximum social return, while securing (2) enough financial return

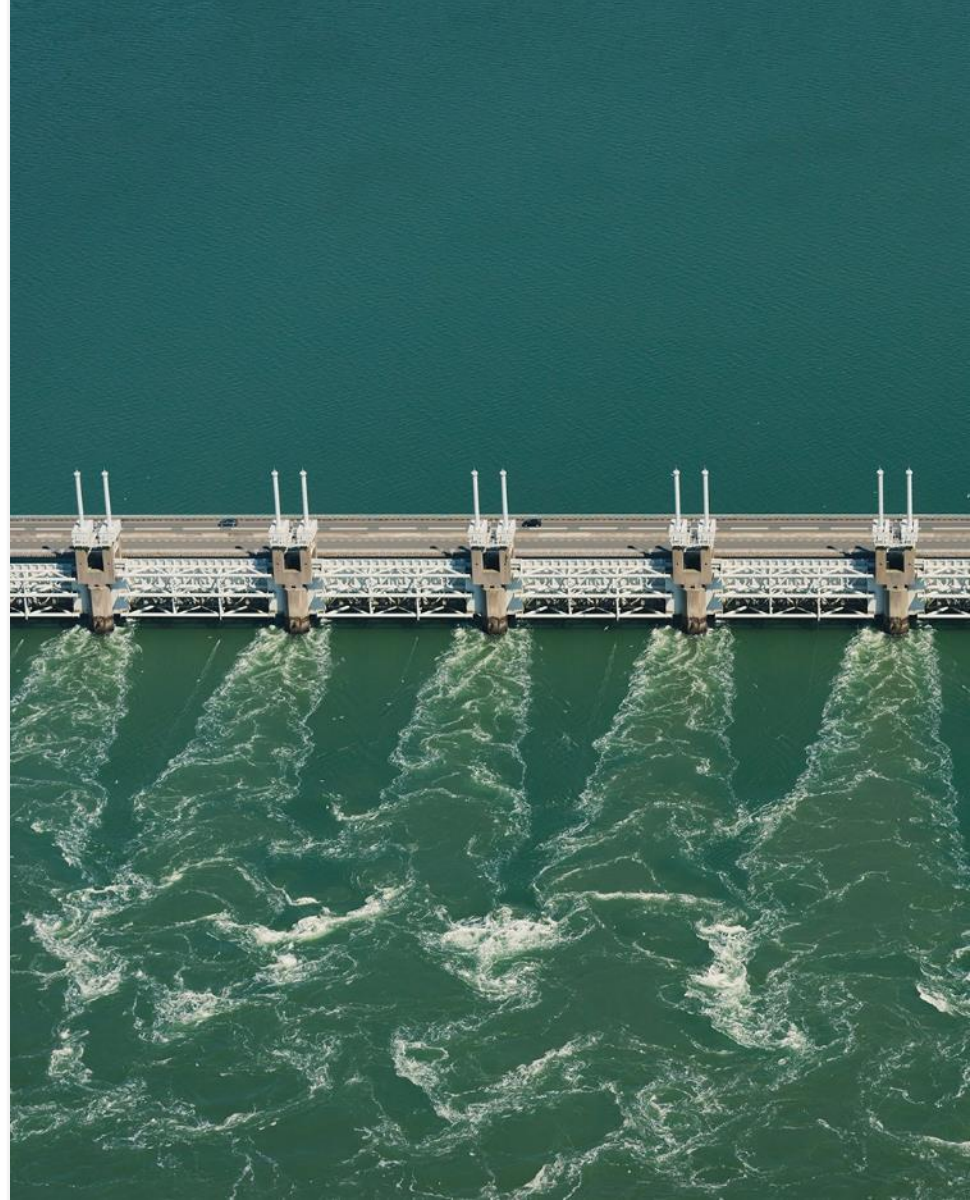
For Invest-NL, **ESG** is an inherent part of sustainable value creation.



Definition of Impact

IFC: all impact investments have 3 dimensions:

- Intent
- Contribution
- Measurability



Intent

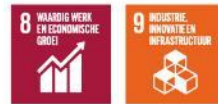
Planet

Carbon neutral &
Circular economy



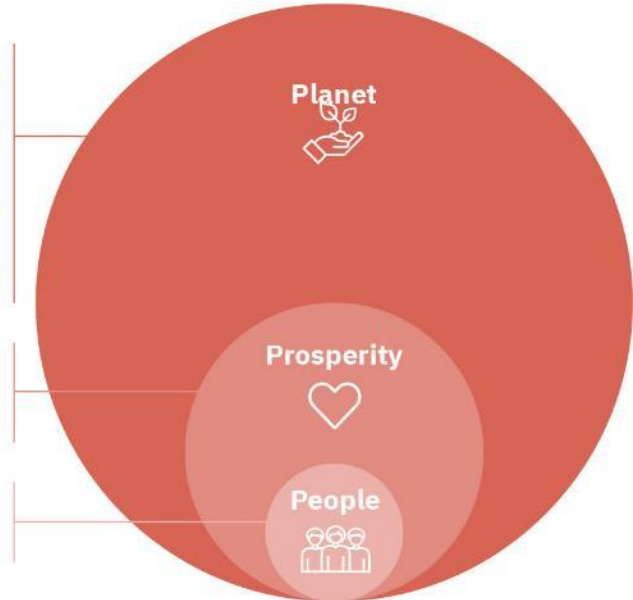
Property

Innovation & Entrepreneurship

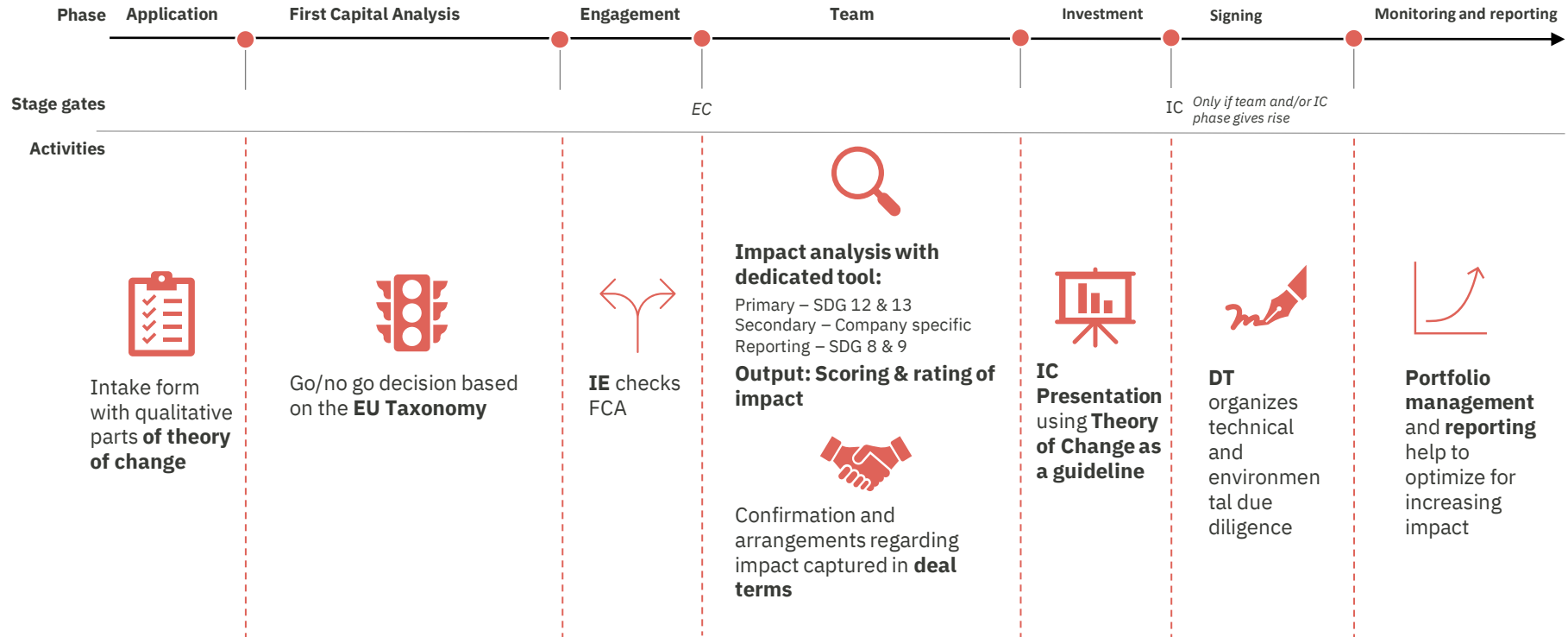


People

Affordable & Accessible Health Care



Contribution: Impact integrated in Investment Process



Measurability: Impact Tool



We created a tool with which we can **validate** impact and set impact **milestones** and **monitor** these.
This also forms the basis for data collection for **Annual Reporting**

					Company specific impact indicators output table											
					2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	>2030
	KPI	SDG	Absolute/ Relative	UoM												
1	GHG mitigated: tCO2e	SDG 13 - Climate Action		Units of product/service												
2	Overall material circularity	SDG 12 - Responsible Consumption and Production														
3																
4																
5																
6																

ESG

ESG risks - 'double materiality'



Value creation through ESG at Invest-NL

1. Pre-investment we **screen** our investments on **key ESG risks**, depending on the sector
2. We conduct ESG assessments on and with our portfolio companies to identify **areas of improvement**- we partner with an external specialist party
3. We set **engagement targets** & follow up on these with our portfolio companies throughout our investment period
4. We believe that in this way we can be a **partner for sustainable growth** for our portfolio companies

