

Business Update

The Hague, 18 December 2019



Making a difference through innovation

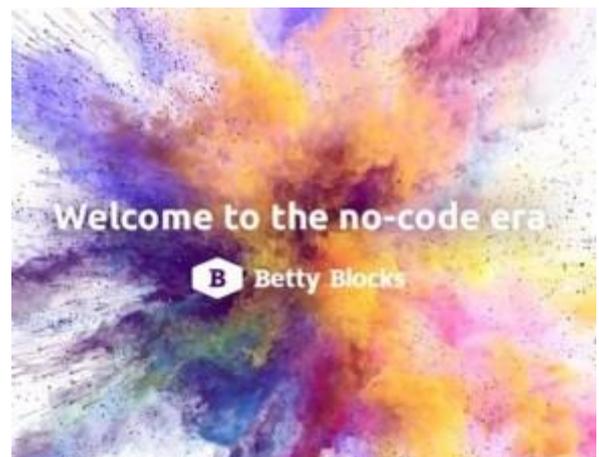
To get growth financing for R&D, expansion, launching new products and services, or to transform your business model, you need an entrepreneurial and inventive bank that knows your sector including the latest developments that can add value. That's how we, at NIBC, enable numerous innovative businesses and initiatives to grow. We innovate to help our clients to continue to do their banking smarter, faster and easier.

Every new technology enables businesses to innovate and consumers to make use of these innovations. Businesses in industries like technology, life sciences, food, mobility, infrastructure and fintech that invest in innovation and adopt new technologies often have a competitive advantage. New services and products based on big data, the Internet of Things (IoT) and artificial intelligence (AI) are growing and rapidly evolving. It's not always easy to be at the forefront of developments in these areas, but NIBC is here to support you.

NIBC introduces first of its kind Dutch SaaS financing for software company Betty Blocks

NIBC announced a Software-as-a-Service (SaaS) Financing for leading provider of a no-code platform Betty Blocks. The financing solution that is offered by NIBC is a first of its kind in the Dutch software market. NIBC developed a unique and inventive financing structure that especially fits fast growing and scale-up businesses that offer cloud software based on a subscription business model.

In the absence of tangible assets, SaaS Financing provides an alternative for traditional equity investments. Funding is provided directly based on the recurring revenue under a structure benefitting both Betty Blocks and its clients. With this new offering, NIBC is better suited to support scaling SaaS companies by providing financing solutions that fit their unique needs.



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Whitepaper: Invest in robots



Robots work accurately, can repeat programmed tasks endlessly without loss of quality, and - unlike their human counterparts - never suffer from illness. What's more, they are becoming increasingly 'smarter', partly due to the constant developments in the field of artificial intelligence. And thanks to advanced sensor technology, they are increasingly looking around.

Curious about the options to use and finance robotisation?

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NIBC supports Vivoryon's EUR 43m Rights Issue

Vivoryon is an innovative German Biotech, listed on Euronext Amsterdam. The Company was looking for funding to further develop its lead drug candidate to treat Alzheimer's disease by conducting phase IIb clinical studies in Europe and the US. In August 2019 the company turned to NIBC for its in-depth knowledge in the Life Sciences sector as well as its international reach amongst institutional investors.

NIBC acted as Joint Global Coordinator and Joint Bookrunner in the Rights Issue. This Rights Issue enabled Vivoryon to achieve its capital requirements and contributed to its international visibility.



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NIBC supports ambitious and innovative Geoquip Marine



Swiss-based Geoquip Marine is a highly innovative and established geotechnical company providing offshore services to clients by using advanced technology. Geoquip saw opportunities to develop the composition of their geotechnical drilling vessels fleet. This way it would be more flexible and efficient in their operations.

The company was looking for a bank facility that enabled them to pursue interesting vessel purchase options and working capital flexibility for their day-to-day business. NIBC's successful fit-for-purpose solution and extensive experience in supporting technology driven businesses has given Geoquip greater financial flexibility, a better utilization of its fleet and a more cost-efficient capital structure.

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NIBC Research

NIBC Research is focusing on Innovation and Growth. In our sector reports, we highlight developments and interesting innovations in many different areas like mobility, technology or life sciences. Innovations that could change our lives significantly. For instance NIBC's latest sector reports on Fintech and 5G.

In our second edition of Breaking Bank we dive deeper into the Fintech space and its disruption of banking and financial services. Developments are strongly linked to new technology driven opportunities. The next generation mobile data network 5G is expected to bring massive, reliable, fast and low energy consuming data transport. This will enable a whole new range of applications: from Industry 4.0 to media use and mobility.

Our equities research team investigates and produces sector reports on this and many other subjects. Interested? Please take a look at our research portal. If you'd like to know more about any of the topics above, please contact us.



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Blog series Jack van Reisen: innovations in Mobility



To live is to move. But the concept of mobility has evolved enormously over the years and continues to change rapidly. Mobility is increasing across the world, both in developed and emerging countries, as people live longer and data plays an ever more integral part in our lives.

Jack van Reisen, Executive Director Mobility Sector at NIBC elaborates in his series of blogs about four key trends in mobility: Connected, Autonomous, Shared and Electric (CASE). Drawing on NIBC's expertise and experience in these areas, we look at themes and innovations in mobility, and the opportunities and challenges they present for businesses.

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NIBC supports ServerFarm expanding their presence in Europe by acquiring 5NINES Global Holdings

ServerFarm is a US headquartered data centre and IT operator aiming to expand its operations in Europe. The company currently owns and manages a data centre portfolio globally in over 30 countries. 5NINES Global Holdings is a UK based data centre infrastructure service company active in Europe and the US with strong growth potential. With the aim of expanding their presence in Europe, ServerFarm required a banking partner with the right knowledge and experience. NIBC has a strong track-record and in-depth knowledge about the digital infrastructure industry. This way we were able to move swiftly to support ServerFarm with a senior secured term loan facility to acquire 5NINES Global Holdings, enabling it to expand their business.



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Knowledge sharing



NIBC Fintech Forum:

How to manage your next growth stage through an IPO as a fintech? Oscar Izeboud and Jean-Paul Mannie told the audience all about it in an IPO workshop. That was one of the topics that were highlighted during the NIBC Fintech Forum. Attendees were offered an interesting and interactive agenda during the event that took place at NIBC's brand new office location in London.

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