



Financing eOEMs

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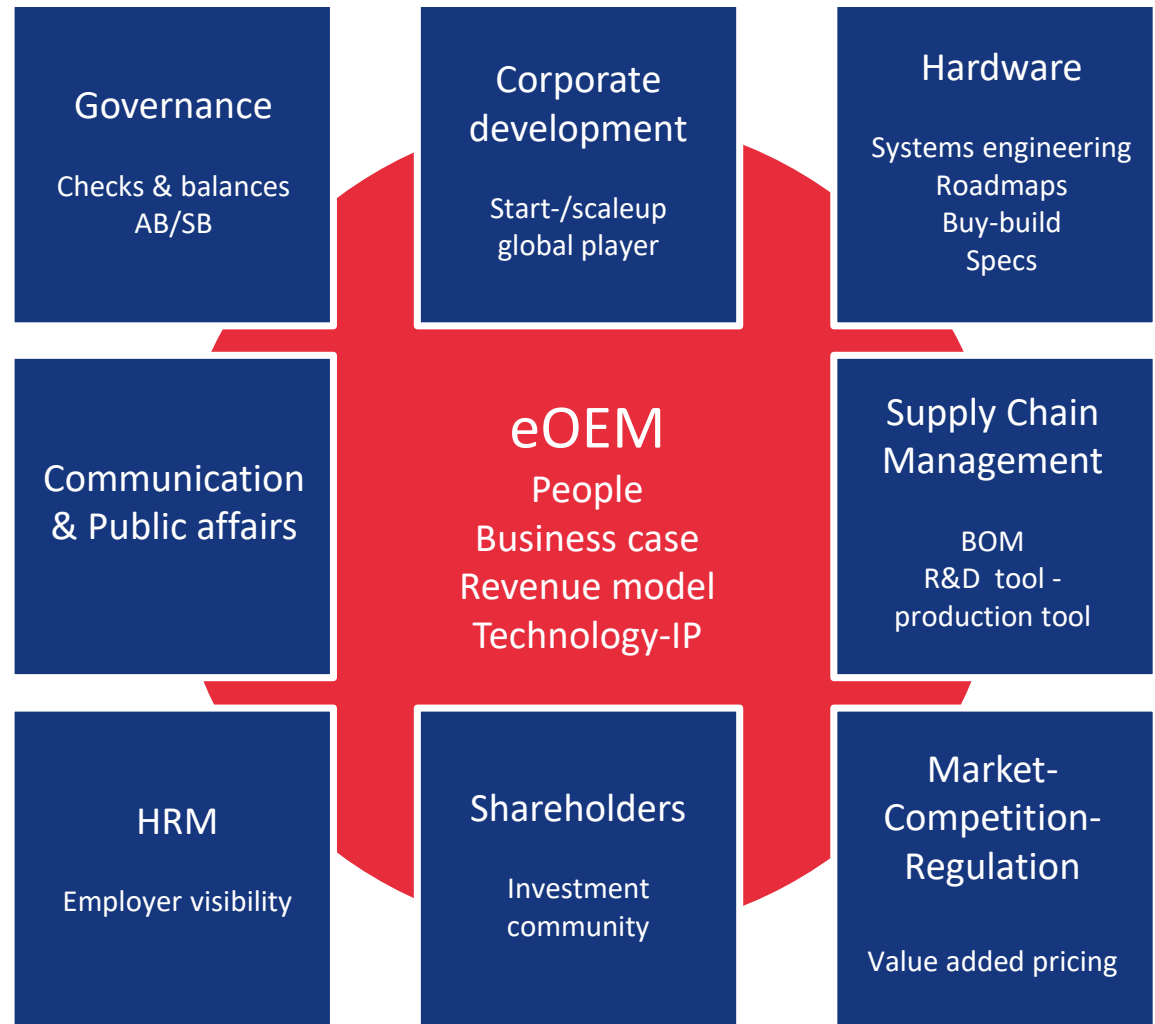


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eOEMs bring new life to economies

- Emerging OEMs bring new life to the manufacturing industry.
- Their parents Technology and Entrepreneurship usually have no experience in raising kids; help is needed.
- Making deep tech tools requires specialized skills and perseverance.
- Bringing leading edge technology to market help economies grow their industrial base while keeping ecosystems innovative and resilient.
- This growing industrial base is a solid carrier for the Service and IT economy. They are superfoods for jobs and income growth.
- OEMs ASML, Huisman, Thales NL, Vanderlande, and Foundation STR founded MNP in 2016 to help **selected** Dutch eOEMs to become global players by coaching and with the Capita Selecta.
- Direct support from vested OEMs to emerging OEMs, and **at no cost** is unique.

Everyday life of an eOEM is complex



New financing approach for higher yield

- Dutch eOEMs are small in numbers (see also SoDT 2022); potential **Global Players** only a few at best.
- Harvesting these few **Potentials** need a right cultural and entrepreneurial spirit.
- There is an entrepreneurial deficit in NL among both eOEMs and equity providers.
- A new financing approach for eOEMs is worth considering to get a higher yield:
 - Increase knowledge and experience on both sides to increase mutual risk appetite without increasing real risks. Biotech/life science funding is a shining example.
 - Make big ticket funding for scaling up eOEMs available; funding is currently focused on small ticket startups.
 - Government funded equity funds could return say 50% of their profits (at series A and B) to successful eOEMs for their hard work. This fresh money, tax-free, could be used for example for hiring more smart people. After all, successful eOEMs generate jobs and tax revenue.
 - OEMs who are participating in equity funds could do the same.
- MNP helps eOEMs to descend the learning curve faster while supporting them to stay in NL.

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ASML

Huisman

THALES

VANDERLANDE

STICHTING
TECHNOLOGYRATING