Drie decennia “acquisitie”

Succesvolle acquisitie is het maken van het verschil

oost nv

Bernold Kemperink

Maart 2017

oost nv

Introduction Bernold Kemperink

Ministry of Economic Affairs (Economics/ Agriculture/ Innovation)

Shareholder

Province of Gelderland
Province of Overijssel

Shareholder

East Netherlands Development Agency (Oost NV)

Food Valley
Wageningen UR Campus

Bernold Kemperink
Sectomanager Agro Food Cleantech & Energy
Director Foreign Investments Food Valley

Oost NV

Food Valley
Agrifood

Innovation
- Forming clusters and developing innovation projects
- Technology commercialization
- Business development
- Operational role in target sectors*
- Developing EU innovation programs

* in development

Kennispark Twente
High Tech

Internationalization
- Attracting international companies
- Retaining and expanding existing companies
- Matchmaking
- Assistance with internationalization through business or technology trade missions

East Netherlands Development Agency

Investment (ppm oost)
- Risk capital innovative enterprises
- Portfolio: 4 funds, ± 150 participants
- Fund management from revolving funds
- Corporate finances
- Network for financiers

Business Infrastructure
- Re-structurering, quality improvement
- Campus development
- Broadband IT networks
- Region development

Health Valley
Life Sciences

Clean Tech

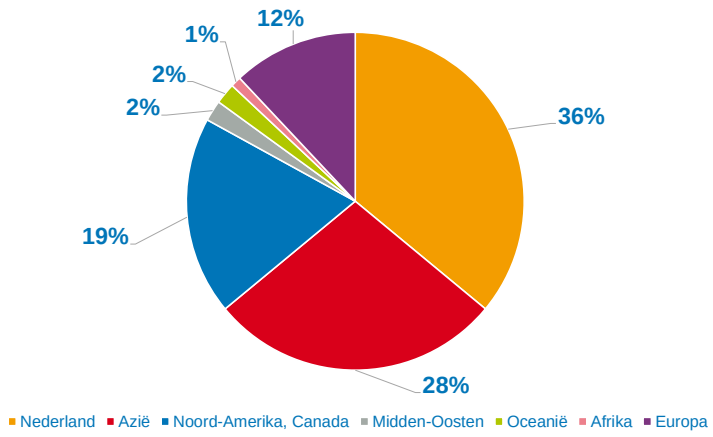
Oost NV in relatie met Acquisitie rode loper beleid

- Acquisitie van bovenregionale Nederlandse partijen
- Acquisitie van buitenlandse bedrijven
- Uitbreidingen van bedrijven in de regio
- Technology Matchmaking

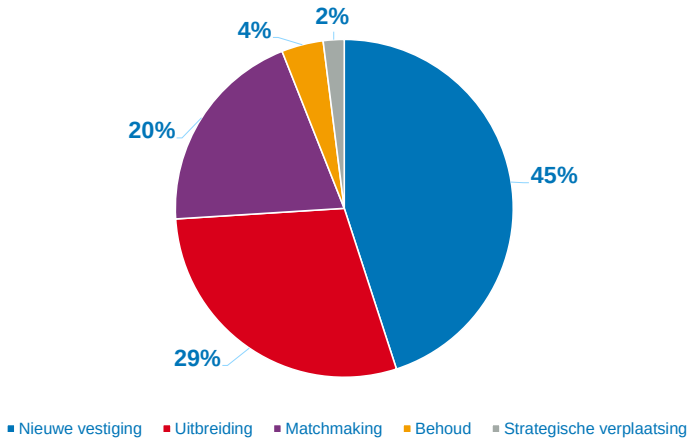
Resultaten Acquisitie 2016

Indicator	Realisatie 2016					Realisatie 2016 totaal
	AF	LS&H	HTSM	EMT	Overig	
Bezoeken buitenlandse B	22	17	26	10	17	92
Schatgraafbezoeken	79	53	70	44	174	420
Intakes	23	20	20	18	8	89
Fact Finding Trips	9	9	9	6	8	41
Bidbooks	15	16	26	4	11	72
Vestigingen	5	6	9	4	0	24
Uitbreidingen	2	4	5	0	0	11
Behoud	4	0	1	0	0	5
Matching	2	5	0	1	2	10
Aantal projecten	13	15	15	5	2	50
Arbeidsplaatsen	775	143	364	37	0	1.319
Investeringen * € 1 mln.	120,2	28,5	23,6	7,6	0	180

Binnenkomende projecten % naar land



Binnenkomende projecten % naar type



Met wie doen we dat?

Netherlands Foreign Investment Agency en NDL belangrijke acquistiepartners

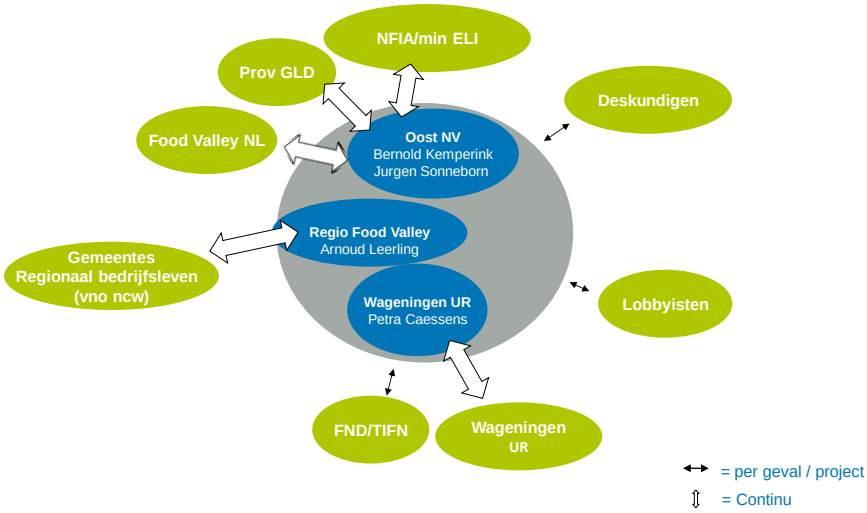
NDL / HIDC

Rijksdienst voor Ondernemend Nederland

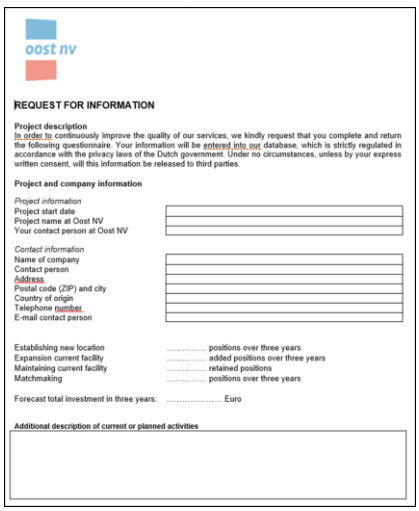
Netherlands Business Support Offices NBSO's

Bron: RVO

Voorbeeld Regio teams



Hoe ziet het proces er uit?



REQUEST FOR INFORMATION

Project description
In order to continuously improve the quality of our services, we kindly request that you complete and return the following questionnaire. Your information will be entered into our database, which is strictly regulated in accordance with the privacy laws of the Dutch government. Under no circumstances, unless by your express written consent, will this information be released to third parties.

Project and company information

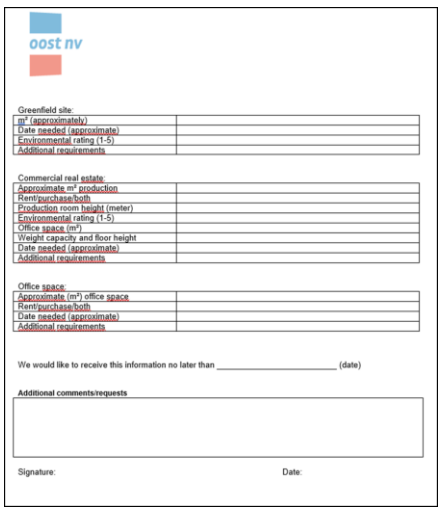
Project information
Project start date
Project name at Oost NV
Your contact person at Oost NV

Contact information
Name of company
Contact person
Address
Postal code (ZIP) and city
Country of origin
Telephone number
E-mail contact person

Establishing new location ..... positions over three years
Expansion current facility ..... added positions over three years
Maintaining current facility ..... retained positions
Matchmaking ..... positions over three years

Forecast total investment in three years: ..... Euro

Additional description of current or planned activities



Greenfield site:
m² (approximately)
Date needed (approximate)
Environmental rating (1-5)
Additional requirements

Commercial real estate:
Approximate m² production
Rent/purchase/both
Production room height (meter)
Environmental rating (1-5)
Office space (m²)
Weight capacity and floor height
Date needed (approximate)
Additional requirements

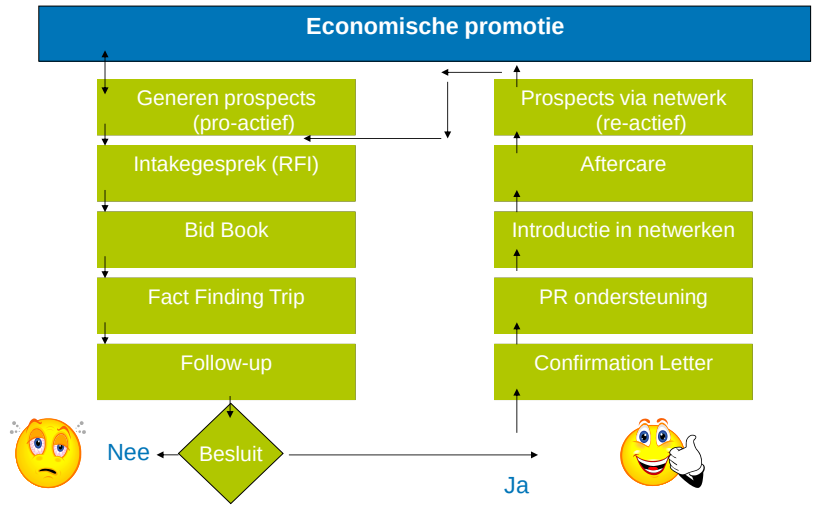
Office space:
Approximate (m²) office space
Rent/purchase/both
Date needed (approximate)
Additional requirements

We would like to receive this information no later than _____ (date)

Additional comments/requests

Signature: Date:

Acquisitieproces



Bidbooks

Confirmation Letter

oost nv

Confirmation Letter

Our team at Oost NV is pleased to have been able to provide assistance to your company to help realize your business plans in East Netherlands.

To be able to measure and report the effects of our services on our regional economy to our shareholders we would like to ask you to complete this document. Particularly we would like to report a three year forecast on job creation and investments related to your business activities in East Netherlands.

By signing this Confirmation Letter, you are confirming that Oost NV has played a positive role, either directly or indirectly, in executing your plans.

Name of company :
Country of origin :

Project name :

Type of project: ☐New location ☐Expansion ☐Trade Promotion ☐Retention ☐Matchmaking

In case of new location, expansion or retention
City location of facility :
Municipality :

In case of matchmaking
Matchmaking partner :
Country of origin :
City location :

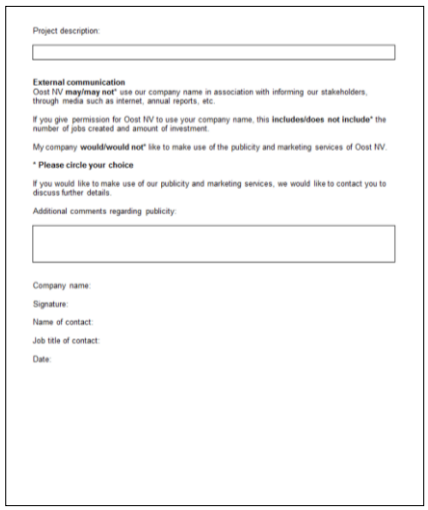
Please give an estimation of the following numbers:

1) Investments in land and buildings for the coming 3 years: €
(if the location is rental/lease, please estimate your investment for the coming 5 years)

Investments in fixed assets (facilities, machinery, etc.) for the coming 3 years: €

Total investments €

2) A. Number of jobs created (estimate for the coming 3 years):
B. Number of jobs retained



Project description:

External communication
Oost NV **may/may not*** use our company name in association with informing our stakeholders, through media such as internet, annual reports, etc.

If you give permission for Oost NV to use your company name, this **includes/does not include*** the number of jobs created and amount of investment.

My company **would/would not*** like to make use of the publicity and marketing services of Oost NV.

* **Please circle your choice**

If you would like to make use of our publicity and marketing services, we would like to contact you to discuss further details.

Additional comments regarding publicity:

Company name:

Signature:

Name of contact:

Job title of contact:

Date:

Gerealiseerde projecten, enkele voorbeelden

PHYLION BATTERY
EUROPASTRY
FrieslandCampina
Mead Johnson Nutrition
FlexMers
OMORI EUROPE
Soteria Medical
HUAWEI
HITACHI Inspire the Next
Asahi ASAHI BREWERIES, LTD.
SurgVision
Heinz
SEGULA TECHNOLOGIES
novioscan wearable ultrasound
Quirem medical
PharmaCytics Drug Delivery Solutions
NovioSys
zentis embedded
VIRGIN NUTS
Eastern Fisheries, Inc.
FAST

Voorbeeld testimonial FrieslandCampina

start video

Rode loper en After Care

Tot nu toe

Rode Loper

- Ad hoc bij grote partijen
- Geen vast beleid qua aanpak
- Brandjes blussen
- Geen geld beschikbaar

After Care

- Alleen After Sales bezoeken en opvolging

Anno 2017 Unilever

Hoe pakken we dit op?

Bernold Kemperink
Investeringsbevordering
Sectormanager Agro Food &
Cleantech & Renewable Energy

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