

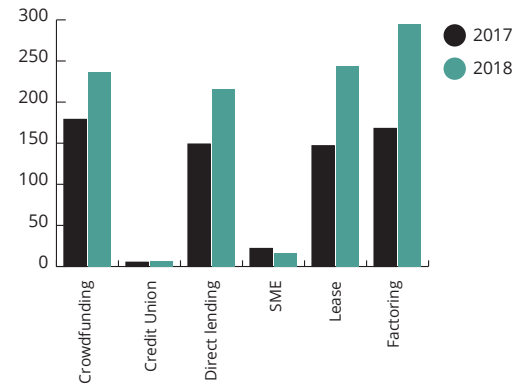
# Alternative Finance 2018

Debt-based alternative finance in the Netherlands

## Total alternative finance

Type of financing	2017	2018	Growth
<b>Crowdfunding</b>	€ 179.000.000	€ 237.000.000	32%
<b>Credit Union</b>	€ 5.161.000	€ 5.840.500	13%
<b>Direct Lending</b>	€ 148.824.397	€ 216.155.127	45%
<b>SME exchange</b>	€ 21.993.985	€ 17.483.417	- 21%
<b>Lease</b> (non banking)	€ 147.000.000	€ 244.000.000	66%
<b>Factoring</b> (non banking)	€ 168.200.000	€ 294.800.000	75%
<b>Total</b>	<b>€ 670.179.382</b>	<b>€ 1.015.279.044</b>	<b>51%</b>
< 1 million	€ 581.679.382	€ 873.279.044	50%

## Total growth (x €1 million)



## Small business loans (< €1 million)

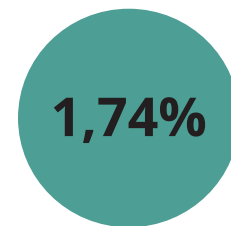
### Bank financing (x €1 billion)

2017	2018	% Δ
€ 10,10	€ 9,70	- 4%

### Alternative finance (x €1 billion)

2017	2018	% Δ
€ 0,58	€ 0,87	+ 50%

Source: DNB



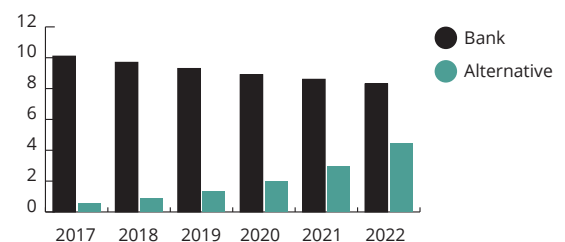
Outstanding loans for SMEs  
<1 million compared to the  
total bank balance

Source: DNB

## Estimation small business loans < €1 million 2019-2022

	2017	2018	2019	2020	2021	2022
<b>Bank financing</b>	€ 10,1	€ 9,7	€ 9,3	€ 8,9	€ 8,6	€ 8,3
<b>Alternative finance</b>	€ 0,6	€ 0,9	€ 1,3	€ 2,0	€ 3,0	€ 4,4
<b>% Non-banking</b>	5,4%	8,2%	12,3%	18,1%	25,6%	35,0%

## Estimate (x €1 billion)



## Companies financed with alternative finance

	SMEs with financial needs	SMEs financed with AF	%
<b>2017</b>	66.000*	7.279	11%
<b>2018</b>	57.430*	12.839	22%

\*Source: Financieringsmonitor

## SME companies

