



**Betaalme.nu**

## **PLEDGE**

### **We, HEINEKEN Nederland, pledge to support the Betaalme.nu initiative.**

Small and medium-sized enterprises (SMEs) are a crucial component of the Dutch economy. Healthy SMEs invest and expand, which generates employment and stimulates broad economic growth. And as suppliers of goods and services to large corporations, SMEs are a vital link in many supply chains.

In order to flourish and grow, SMEs need sufficient liquidity. Yet many of them struggle with this, largely because much of their cash is tied up in invoices for their products and services, awaiting payment. This lack of liquidity makes them vulnerable and hinders their growth.

Betaalme.nu is an initiative that aims to ease SME suppliers' access to reasonably-priced liquidity. This can support their growth ambitions and their ability to create jobs, and strengthen the stability of supply chains – benefiting the Dutch economy as a whole.

Corporations can contribute by approving their SME suppliers' invoices more quickly, then paying them more quickly or offering the option of fast and favorable financing by third parties.

SMEs, for their part, might have to review their invoicing process in order to accelerate fast approval of their invoices and gain access to financing programs offered by their corporate clients. Betaalme.nu is working to educate the SMEs on this.

### **Our company will translate our support for Betaalme.nu into the following actions:**

HEINEKEN Nederland will grant suppliers with an annual spend of <50k a payment term of 30 days. For suppliers with an annual spend of >50k and <200k we will explore the options to grant this group access to a supplier finance program. Suppliers with an annual spend of >200k can use our current supplier finance program. This pledge applies to new suppliers and current suppliers with a renewed contract, starting on 1 February 2016.

### **We will monitor our progress and report our contribution to Betaalme.nu.**