

BACKING EMERGING TECHNOLOGY BUSINESSES

Fact Sheet 20 June 2019



What is NAB committing to?

Delivering up to \$2 billion in financing, via loans or access to capital markets, over five years to help emerging technology companies build and grow their businesses.

How will emerging technology companies benefit?

Access to capital will support the growth of emerging technology businesses, by scaling existing capability, entering new markets or adding new services.

NAB will also support their wider needs including risk management and transactional banking.

What is the aim?

To support emerging technology companies at a critical stage of their lifecycle, ensuring they have access to appropriate and timely banking solutions as they grow. This will continue through their growth stage and into maturity.

NAB has successfully supported a number of emerging technology clients in recent years, and is now looking to increase these efforts through this commitment.

More widely, NAB hopes that this will contribute to the development of Australia's technology sector and associated economic benefits.

Why is this important to Australia?

The Australian National Outlook 2019 report, released this week by CSIRO, NAB and 20 other Australian non-government organisations, recommended Australia

should make five key shifts - across industry, the urban landscape, energy, land use and culture - to secure a prosperous future.

The industry shift requires innovation and investment in growth sectors, including technology, to enable a productive, inclusive and resilient economy in the future, with new strengths in both the domestic and export sectors.

The innovative business models of emerging technology companies mean they have the potential to be some of Australia's leading companies in the future, supporting economic growth, increased employment and lifting productivity.

Why is NAB supporting emerging technology specifically?

As Australia's leading business bank, NAB supports industries that will drive the country's future economic growth, including the technology industry.

The innovative business models of emerging technology organisations bring new opportunities, but also present challenges to traditional banking services with different types of risks to be managed.

What types of businesses does NAB want to support?

Companies from any sector that have technology-enabled business models with high levels of medium-term potential.

Specific client needs and requirements will be considered on a case-by-case basis in line with NAB's internal policies and regulatory requirements.

Is this a new area of investment for NAB?

No, NAB has long supported new and emerging technology businesses, examples include:

- Using robotic and data analysis to improve conditional credit approval for our Quickbiz loans, which have helped technology and digital businesses access cash quickly since first introduced in 2016
- NAB Ventures - a \$100m capital venture fund, which launched in 2016. Almost all of the 14 investments it has made to date are in start-ups focusing on the financial services and data management sector.
- NAB, together with Macquarie University, sponsors the Macquarie Park Innovation District, one of Australia's premier innovation hubs.
- NAB sponsoring Advance, which is bringing the experience of ex-pat entrepreneurs back to business in Australia.
- NAB supporting the development of the Australian Business Growth Fund
- NAB supporting the Owner Manager Programme, which provides education for business owners of companies with revenues of \$3 million to \$100 million.

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