



Netherlands World Trading B.V.

Investors information

Crowd funding by Certificates of Loan

August 2020



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Netherlands World Trading B.V.

- Full Dutch company
- Founded 22 May 2019
- Shareholders:
 - Ron van Delft
 - experience: entrepreneur retail (NL) and hospitality (Thailand)
 - Léon Zijlmans
 - experience: entrepreneur finance (NL + SE Asia)



Certificates of Loan

- Total loan: EUR 100,000
- 1000 Certificates: EUR 100 each
- Duration: 6 years
- Annual return on investment (ROI): 6% (payable 1 October)
- Repayment:
 - Starting 3rd year
 - 4 x 25%, 1 October 2023-2026
 - All certificates, no lottery
- Fully transferable
- Rules and registration form on www.netherlandsworldtrading.com



How the loan is used

- Loan as additional work capital to Cafe Ron Co. Ltd., Thailand:
 - EUR 77,000 (THB 2,600,000)
 - Interest: 6,5%
 - Repayment: same as Certificate of Loan
- First shipment of goods:
 - Compatible Nespresso coffee capsules (3,000 boxes each 50 caps.): EUR 13,000
 - Coffee machines (200 machines): EUR 7,000
 - Variable costs (including freight costs): EUR 3,000



Projected cash flows 2020-2026

Year:	start	2021	2022	2023	2024	2025	2026
Bank account 1 Jan.	5.000	28.900	36.400	49.100	70.500	103.400	146.800
Certificates of Loan	100.000	-	-	-	-	-	-
Loan to Cafe Ron Co. Ltd.	-77.000	-	-	-	-	-	-
Cash out:							
Variable	-3.000	-3.000	-3.300	-3.700	-4.100	-4.600	-5.100
Purchase products:							
- coffee capsules	-13.100	-39.200	-58.800	-120.800	-146.900	-192.600	-231.800
- coffee machines	-7.000	-31.500	-47.800	-71.900	-125.900	-131.700	-151.000
- total purchase goods	-20.100	-70.700	-106.600	-192.700	-272.800	-324.300	-382.800
Interest Cert.of Loan (1 Oct)		-6.000	-6.000	-6.000	-4.500	-3.000	-1.500
Repayment Cert.of Loan (1 Oct)		-	-	-25.000	-25.000	-25.000	-25.000
Total cash out:		-79.700	-115.900	-227.400	-306.400	-356.900	-414.400
Cash in:							
Coffee capsules by Cafe Ron	16.200	48.400	72.600	149.200	181.500	237.900	286.300
Coffee machines by Cafe Ron	7.800	35.100	53.300	80.100	140.300	146.800	168.300
Interest by Cafe Ron (30 Sept)		5.000	5.000	5.000	5.000	5.000	5.000
Repayment by Cafe Ron (30 Sept)		-	-	19.300	19.300	19.300	19.300
Total cash in:	24.000	88.500	130.900	253.600	346.100	409.000	478.900
Gross result		8.800	15.000	31.900	45.400	57.800	70.200
Corporate tax 15%		-1.300	-2.300	-4.800	-6.800	-8.700	-10.500
Net result		7.500	12.700	27.100	38.600	49.100	59.700
Bank account 31 Dec	28.900	36.400	49.100	70.500	103.400	146.800	200.800



Cafe Ron Co. Ltd., Thailand





Cafe Ron Co. Ltd., Thailand

- Full Thai company
- Founded 26 August 2019 (Reg.no. 0105562146206)
- Address (office + warehouse):
 - No. 10, Soi Charoen Nakhon 21, Bang Lamphu Lang Sub-district, Klong San District, Bangkok
 - Website: www.Caferon.co.th (under construction)
- 3 share holders:
 - 51% Ms. Kanya Poekkhuntod (9.4% votes)
 - 24.5% Mr. Ron van Delft (45.3% votes)
 - 24.5% Mr. Léon Zijlmans (45.3% votes)



Objectives Cafe Ron Co. Ltd.

- Thai coffee capsules market (70M inhabitants + 40M tourists)
- Selling compatible Nespresso coffee capsules and coffee machines:
 - Webshop (Thai, English, Chinese)
 - Small & Medium-sized Enterprises (SME) already using (expensive) coffee capsules
 - Supermarkets: Makro, Big-C, etc.
 - After Covid-19 lock down for tourists (2023?): 3*/4*hotels
 - 24 months contract: free coffee machines + monthly 1 box paid capsules / machine
 - Near future (2022?) also compatible Dolce Gusto capsules



Products: coffee capsules

- Compatible Nespresso coffee capsules:
 - Fortisimo, company brand of Beyers Koffie NV (Puurs, Belgium)
 - Sucafina S.A. Group, Geneva, Switzerland
 - Lungo Classico (golden caps, intensity 4/12)
 - Lungo Forte (purple caps, intensity 7/12)
 - Espresso (red caps, intensity 8/12)
 - Ristretto (black caps, intensity 10/12)
- Shipped directly from Antwerp to Bangkok



Products: coffee machines

- For (compatible) Nespresso coffee capsules:
 - Colors: Red, White and Black
- Made in China
- Positive tested by Beyers
- Shipped directly from Guangdong to Bangkok



Start up costs Cafe Ron Co. Ltd. (1)

- Increase company capital: min. EUR 60,000 (THB 2,000,000)
 - Can be used as work capital to purchase goods, work permit, etc.
- Purchase goods from Netherlands World Trading: EUR 77,000
 - First 2 shipments
 - Coffee capsules: EUR 32,000
 - Coffee machines: EUR 15,000
 - Import 40%, VAT 7%, freight 10%: EUR 30,000
- Additional start up costs: EUR 4,200 (see next slide)
- Revenues 1st month: EUR 14,200



Start up costs Cafe Ron Co. Ltd. (2)

**Already invested 2019-2020
(own funds) EUR 25,000:**

- Accountant
- Legal advisors
- FDA certificates
- Rent office and warehouse
- Interior warehouse to comply with FDA requirements
- Design webshop

Additional costs:	THB
Airco	20,000
Office supplies	8,000
Ocha Register system	20,000
Ticket AMS-BKK	24,000
Visa + work permit	50,000
	122,000
Unforeseen 15%	18,000
Total additional start up costs	140,000
	EUR 4,200



Cafe Ron cash flow projection scenarios

- Period 2021-2026

- Assumptions:

Scenario 1. Low expectations:

- SME: 1 new client/week
- Webshop: 10 boxes/day + 1 machine/day
- Supermarkets: 1 box/store/day + 1 machine/5 stores/day

Scenario 2. Realistic expectations (= sales scenario 1 + 10%)

Scenario 3. High expectations (= sales scenario 1 + 20%)

Hotels contract in all scenarios unchanged (start in 2023)



Assumptions scenario 1

Year:	Hotels:			SME's:			Cafe Ron Webshop		Makro, Big C, etc.: (5/60 shops)	
	# new / month	# rooms / hotel	% upgraded rooms	# new / month	# employees / office	# daily cups / employee	# monthly boxes	# monthly machines	# monthly boxes	# monthly machines
2021	0	100	10%	4	5	3	300	30	150	30
2022	0	100	10%	6	5	3	450	45	230	46
2023	4	100	10%	8	5	3	600	60	300	60
2024	5	100	10%	8	5	3	750	75	380	76
2025	6	100	10%	8	5	3	900	90	450	90
2026	7	100	10%	8	5	3	900	90	450	90

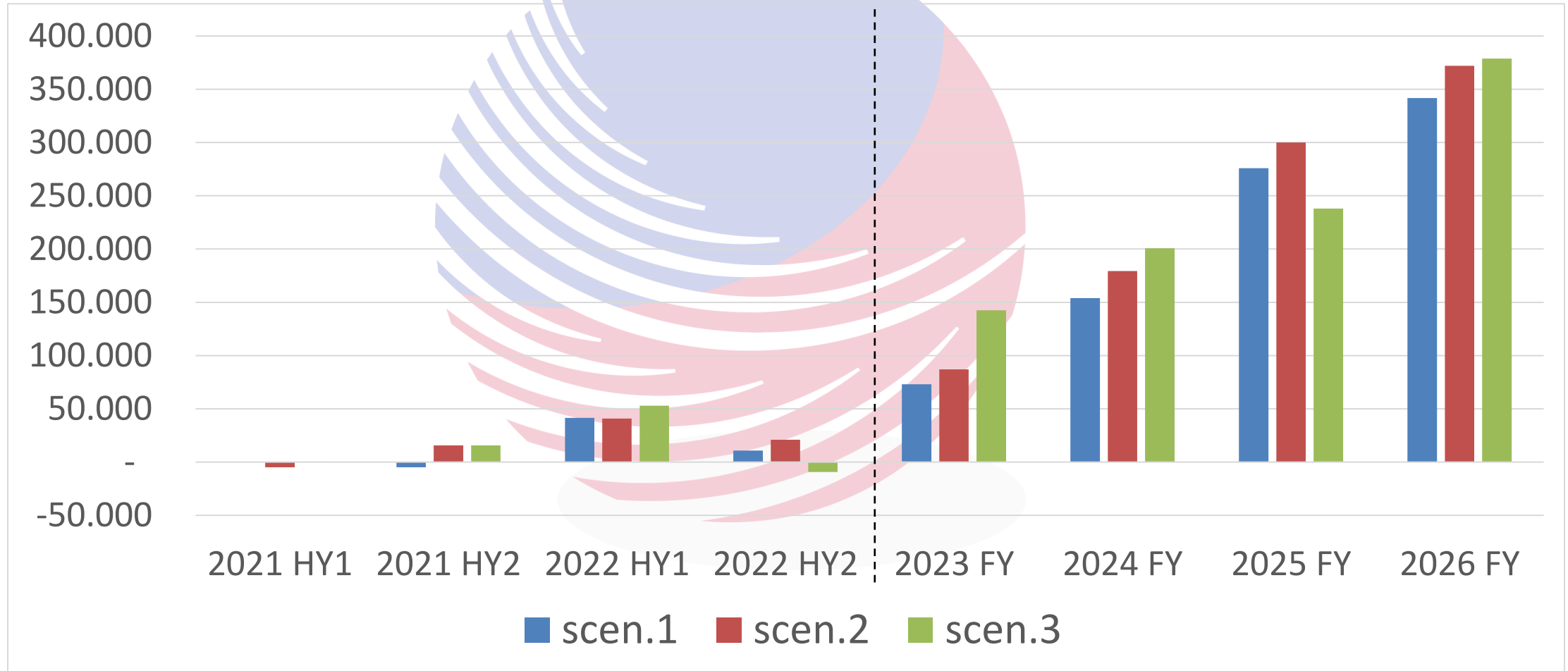
unchanged in scenario
2 & 3

scenario 2: sales +10%
scenario 3: sales +20%



Net results for scenarios 1, 2, 3

2021/2 half year (HY); 2023/4/5/6 full year (FY)





Specifications

- The specifications of the results are classified. If you are interested in detailed figures please contact us and we can provide you with more information.
- Contact: leon.zijlmans@netherlandsworldtrading.com



**Thank you
for your
support!**