

Netherlands Startup Employment 2022



Table of contents

- Startup jobs in the Netherlands
- Impact Startups & Jobs
- Startup Jobs per sector
- Geographical distribution
- Jobs & investment in context
- 6 Methodology



Louis Geoffroy-Terryn louis.gt@dealroom.co



Carla Napoleão carla.napoleao@dealroom.co alexander.hamilton@dealroom.co



Alex Hamilton



Arjan Groen arjanmarten@techleap.nl



Sabine Kerssens sabine@techleap.nl



Daan van der Velden Daan.vandervelden@cbre.com

Useful terms to navigate this report.

Startup A company designed to grow fast. Generally, such companies

are VC-investable businesses. » read more

Unicorn Tech enabled company founded after 1990, valued over \$1

billion. » read more

Homegrown Startups with current main center of business in the

startup

Netherlands. On some occasions, startups founded abroad, which later relocated to the Netherlands, are included (Mambu). Dutch

startups which relocated abroad are also included (Elastic).

Local jobs Jobs created by dutch startups in the Netherlands.

Part-time, contract-based and internships are generally included, but

self-employed jobs assimilated to the "gig-economy" are not.

Global jobs All jobs created by Dutch startups in the Netherlands and

abroad.

Note: unless otherwise mentioned, "jobs" refer to local jobs throughout this report.

More detailed information on the methodology and underlying data can be found in the dedicated section at the end of this report, and on knowledge.dealroom.co.

This is the 4th edition of the Netherlands Startup Employment report by Techleap.nl, CBRE and Dealroom.co



What you need to know.



Dutch startups support 135K jobs, with more growth potential

The Dutch startup ecosystem currently supports 135K+ jobs with an annual growth of 7.6%. This represents an increase of 64.5K net new jobs since 2018.

The Dutch startup employment have showed resilient during the first half of the year, with layoffs mainly affecting big tech companies.

There's still untapped potential in the Dutch startup employment landscape. Research on Employee Stock Option Plans reveals that there's up to 116,000 jobs that Dutch startups can provide by 2030.



Impact startups are becoming a major employer

550+ startups in the Netherlands have sustainable development goals at the core of their business.

Impact startups with at least 2 employees currently generate 10% (or 13.9K) of the total number of startup jobs, up from 7% last year.

Rising stars like Lightyear, EVBox and VanMoof are amongst some of the startups contributing for this ongoing growing trend.



Tech talent remains in high demand across the Netherlands

Tech related roles are amongst the hardest-to-fill positions, with job vacancies typically staying online on average 69 days, above the national average of 65 days.

Some of the biggest success cases, innovation and job creation is happening across the country. 62% of the total startup jobs is created outside of North Holland.

Connectivity between the Dutch regions remains top of the bill, and talent from all universities can be found migrating throughout the country.

1 Startup jobs in the Netherlands

Companies in this report.

Grownups

Former startups & scaleups. More than 500 people globally. Founded in the Netherlands after 1990 (in the information age).

adyen Booking.com томтом







Scaleups

Former startups. 50-500 people globally. Founded in the Netherlands after 1990.













Startups

Companies designed to grow fast. VC-backable business model. Less than 50 people. Founded in the Netherlands after 1990.













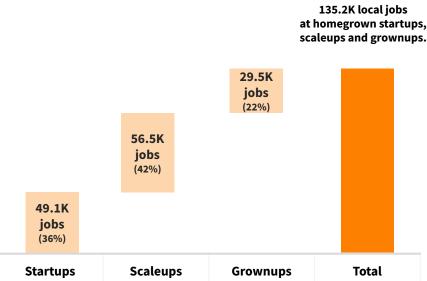






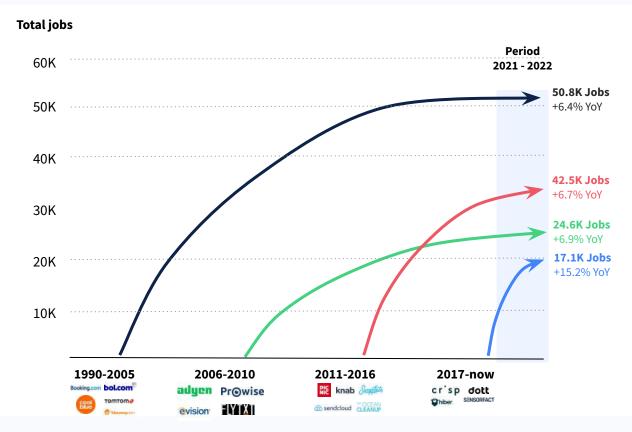
Employees by company type.

Employees by company type.



Startups	Scaleups	Grownups	Total
4.8K companies	746 companies	53 companies	5.6K companies
9 avg. years old	17 avg. years old	19 avg. years old	10 avg. years old
10 avg. employees	76 avg. employees	557 avg. employees	24 avg. employees

Startups in the Netherlands currently generate 135K jobs, with younger companies adding most of the new positions.



The overall Dutch economy grew by 4.8% last year, its strongest registered growth since 1998*. Following a similar trend observed in previous reports, startups are an above average growing industry with an annual growth of 7.6%.

Companies founded before 2005 remain the biggest employers in the dutch startup and scaleup ecosystem, currently employing nearly 51K people across the country. However, this cohort of companies now records the slowest growth, at 6.4% year-over-year on average. The youngest cohort of companies is now contributing to >17K iobs.

A flywheel is starting to show in the Netherlands where founders who gained experience at large domestic & foreign companies turn to entrepreneurship.

We identified **100+** startups (co-)founded by individuals who first gained experience as employees of one of the 29 Dutch unicorns, or in tech & R&D intensive Dutch corporates.

This new generation of startups already generates **3K** local jobs, and over **5K** jobs globally.

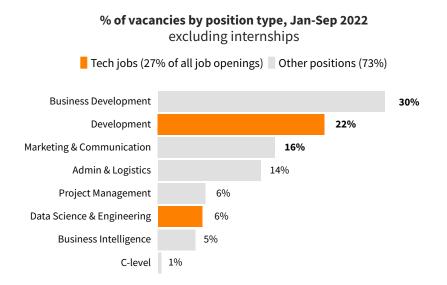
The Netherlands is also home to many secondary offices of foreign startups and tech companies.
Former employees of these companies also increasingly turn to entrepreneurship, helping to build a new generation of promising startups in the Netherlands and creating over

1K jobs locally.





Startups are hungry for talent across different skill sets.

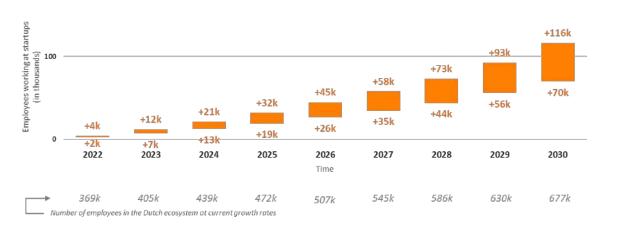


Tech roles remain the hardest-to-fill positions, staying active for an average of 69 days.



The impact of better stock option policy is up to 18% on employment growth by 2030.

Growth opportunity in startup jobs with ESOP effectively implemented (from 2022 to 2030)



techleap.nl

Employee benefit plans that give workers shares of stock (ESOP) can align the interests of employees with those of the company, as the company's success translates into future financial rewards.

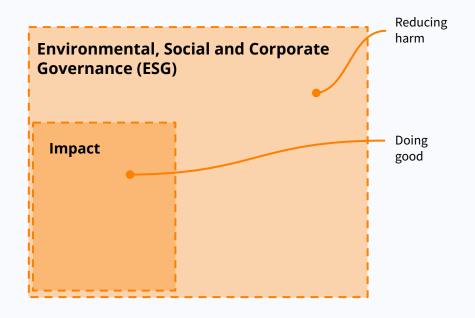
They also help staff to feel more appreciated and better compensated for the work they do. Effectively increasing innovativeness and firm performance.

When The Netherlands implements similar stock option policy as in benchmark countries like the UK, United States and Sweden, there is an ecosystem growth within reach of up to:

- 116K in additional startup jobs by 2030
- 470-690 million in yearly additional available early stage funding
- €1.4 2.3 billion in returned taxes per year

2 Impact startups & jobs

To be an impact company means having sustainable development at the core of the business's values.



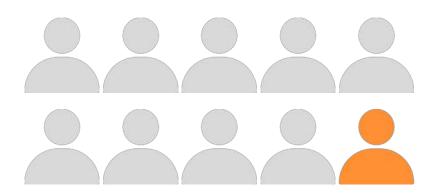
In this report, an impact startup is a company that addresses one or more UN Sustainable Development Goal (SDGs) at the core of its business and the potential to scale. Our litmus test: if you remove the impact, you also remove the business.

The Sustainable Development Goals are the blueprint to achieve a better and more sustainable future for all. They address the global challenges we face, including poverty, inequality, climate change, environmental degradation, peace and justice. Learn more and take action.

Impact sits within a broader framework of Environmental, Social and Corporate Governance (ESG) which seeks to reduce the harmful impact of business.

In this report, we examined over 550+Dutch impact tech startups.

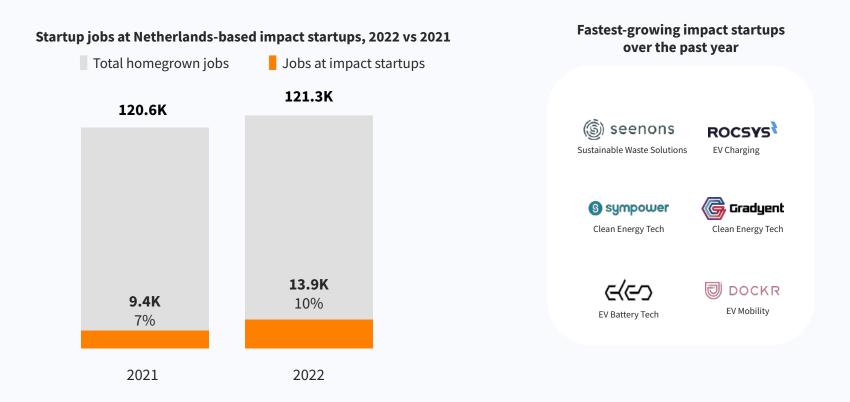
1 in every 10 startup employee in the Netherlands works at an impact startup.



Largest Dutch impact startup employers

Company	Impact topic	Location	Netherlands- based Employees (2022)
Lightyear	Electric Mobility	Helmond	500+
EVB© X	EV Charging Stations	Amsterdam	400+
VANMOOF	Electric Mobility	Amsterdam	300+
EBUSCO®	Electric Mobility	Deurne	300+
ACT	Climate Fintech	Amsterdam	250+
avantium	Biofuels	Amsterdam	200+
felyx [©]	Electric Mobility	Amsterdam	150+
Otrium	Sustainable Clothing Retailer	Amsterdam	150+
SUSTAINALYTICS	Sustainability Measurement	Amsterdam	150+
dott	Electric Mobility	Amsterdam	150+

With over 13.9K jobs created to date, Dutch impact startups are becoming a pillar of the tech ecosystem in the Netherlands.



Foreign impact startups are electing the Netherlands to expand their operations.

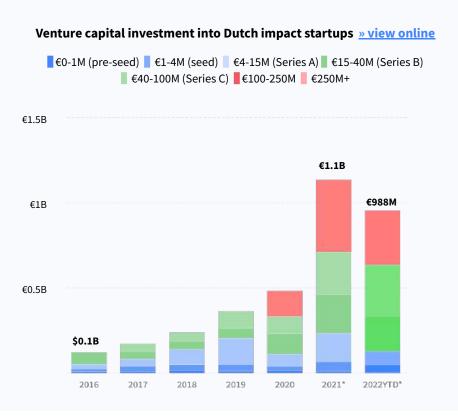


Foreign impact scaleups creating jobs in the Netherlands				
HYZON	60+			
# # tibber	10+			
The Plane	30+			
MEATLESS FARM	20+			
AGENDIA PRECISION ONCOLDOR	50+			

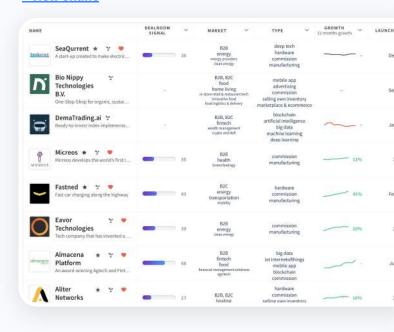
creating jobs in the Netherlands				
sama	10+			
APOLLO AGRICULTURE	10+			
■ ■ ■	40+			

Foreign impact growning

With nearly €1B raised so far in 2022, Dutch impact investment already surpassed 2020 levels.



Over 100+ Dutch impact startups raised in 2022 » view online

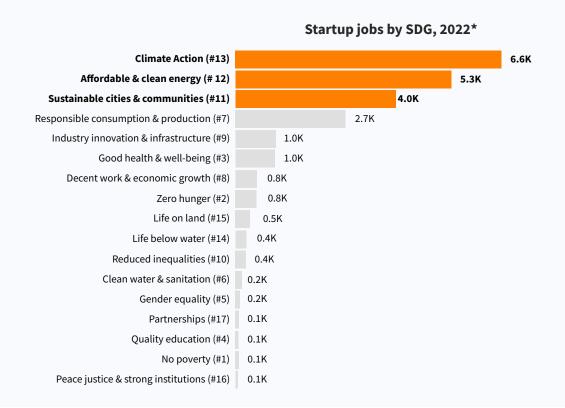


Climate Action, Responsible Consumption & Production and Sustainable Cities & Communities are the most funded SDGs since 2016.

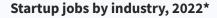
2016-2022 YTD investment per Sustainable Development Goal* <u>» view online</u>

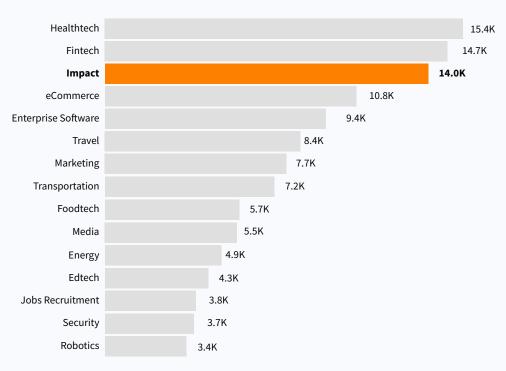


Climate Action, Affordable & Clean Energy, and Sustainable Cities & Communities provide the most jobs.



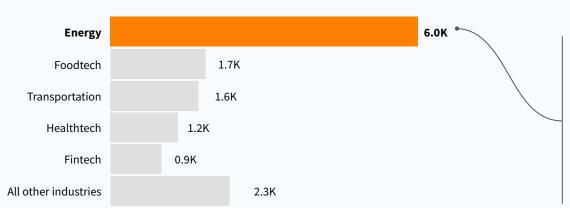
Impact startups are the third largest employer in the Dutch ecosystem, only behind Healthtech and Fintech.





Energy is by far the most impact intense industry, followed by food and transportation.

Impact jobs by industry, 2022

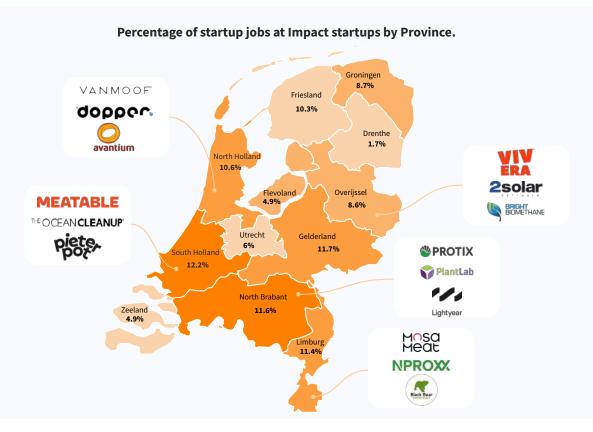


40% of impact jobs are created by Energy startups.

Energy is the largest impact sector with 6K jobs. Lightyear, Fastned and Ebusco are some of the rising number of homegrown success cases in this space.

Since 2019, energy-related impact startups have added 2.8K jobs to the Dutch startup ecosystem.

South Holland, North Brabant and Gelderland are key regions for impact entrepreneurship.



dealroom SIGNAL

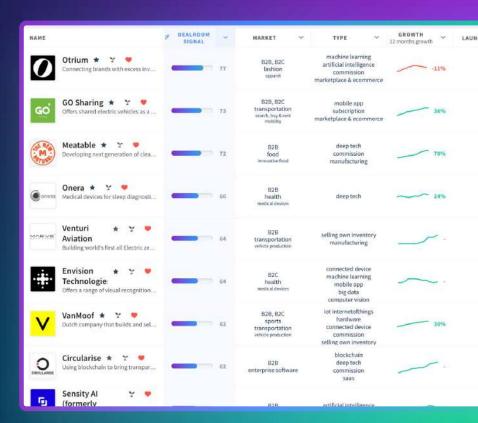
Dealroom has launched a powerful predictive algorithm to discover the most promising companies, Dealroom Signals.

Despite a downturn quarter in funding, there's still potential for investment opportunities. Don't miss out on up and coming startups, and stay ahead of the market with Dealroom Signals.

The input for each Signal's algorithm includes company growth (team size, product growth), job openings, completion score and contextual data (does the company fit into segments of interest), timing (is the startup likely to raise their next round soon) and team composition.



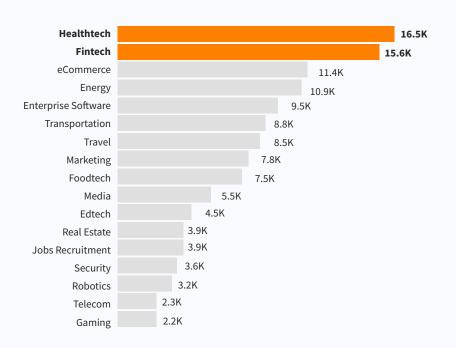
100 impact startups to watch out for <u>» view online</u>



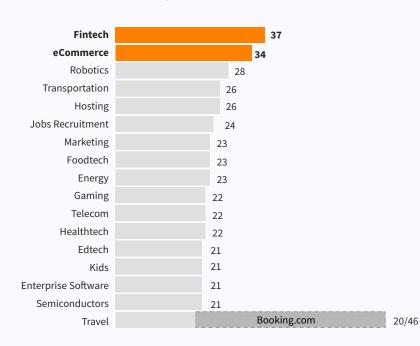
3 Startup jobs per sector

Healthtech and Fintech provide the most jobs while eCommerce and Fintech have the largest teams on average.

Startup jobs by sector, 2022

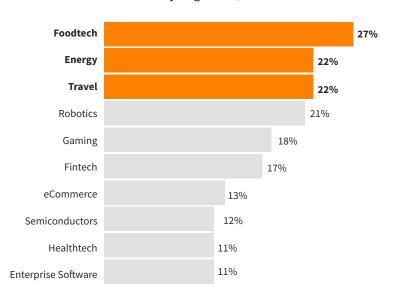


Average team size by sector, 2022



Foodtech, Energy and Travel provided the fastest employment growth of the past year.

Fastest-growing sectors of employment over the past year annual job growth, 2021-2022



Foodtech remains a high-growth sector, **growing at an annual growth rate of 27% since April 2021**, adding 1.3K new jobs. Success cases like Crisp, Protix and Mosa Meat are some of the startups contributing to this trend.

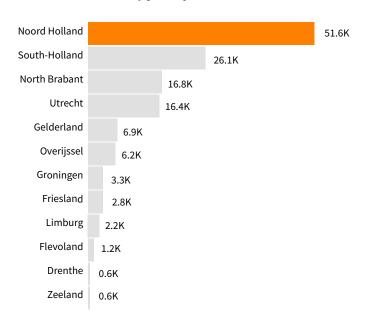
Beyond Foodtech, **Energy** startups are also leading in terms of job growth in the past year.

With over 1.2K new local jobs added to the ecosystem, the **Travel** sector has made a post pandemic recovery now within the top three fastest growing sectors for local employment, thanks partially to the resurgence of industry giant Booking.com.

4 Geographical distribution

North Holland: the largest pool of startup jobs.

Startup jobs by Province in 2022



North-Holland leads as the most mature ecosystem, **home to over 1.8K startups and 51.6K startup jobs**. Representing 38% of the startup workforce in the country. Some of the countries biggest success cases have been founded in North Holland, including the likes of Adyen, Picnic and Mollie.

(International) VCs and incubators have located here and in turn, help grow the ecosystem year on year. The region's particular strength lies in Fintech, Travel, Transportation and Health sectors.

In close connection to North-Holland is **Flevoland.** Though small in startup numbers, the region stands outs for its Food Tech industry, with several hubs having been created in the providence in recent years, such as research institute Flevo Campus.

Key Facts about North Holland startup ecosystem

51.6K+

Total number of jobs created by North Holland startups 1.8K

Number of startups with at least 2 employees 14K+

Number of jobs created since 2018



» Amsterdam startup employment



South Holland: a key province for Impact focused startups.



The South Holland province is becoming an ever more important pillar of the national startup ecosystem, now has a combined value of nearly €50B with over 1.3K startups which in turn support over 26.2K local jobs combined.

With **150+ impact based companies** in the province, startups in South Holland benefit thanks to deep talent pools from leading education institutions such as Rotterdam Erasmus University, TU Delft and the University of Leiden.

Thanks to the aforementioned benefits of a host of established education institutions and the proximity to each others ecosystems, South Holland is growing as a key startup province within the country, experiencing consistent year on year growth over the past decade. This year the province saw an **annual job growth of 8%**.

Key Facts for South Holland Impact Startups

Growth in Impact jobs,

150+

Impact Startups in South Holland 1 in 4

Impact job in the Netherlands is in South Holland

ge/29 Source: Dealroom.co. techleap.nl | CBRE | dealroom.co

North Brabant: a key Dutch province for deep tech startups.

Largest deep tech employers in North Brabant





North Brabant is home to nearly 700 startups which makes it the third largest province count in The Netherlands. The region's strength lies in deep tech. The **124 deep tech startups generate over 5K jobs**, representing more than a quarter of the region's startup workforce.

Driving this trend are homegrown startups in the province such as Prodrive Technologies, Lightyear and Smart Robotics.

Key Facts about North Brabant's Industrial tech startups

27%

Growth in deep tech jobs, year-on-year

120+

Number of deep tech startup

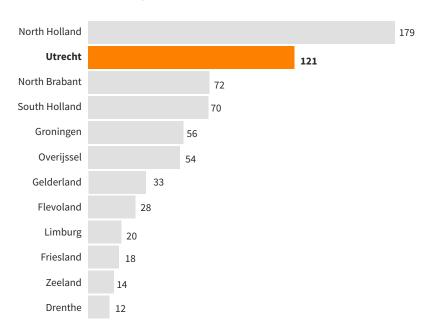
850+

New added deep tech jobs since 2021

techleap.nl CBRE dealroom.co

Utrecht: ranks second in startup jobs per 1M inhabitants.

Startup jobs per 1M inhabitants, 2022



Utrecht stands out as the **4th region by number of startup jobs**, with **over 16.4K jobs created** by 600+ startups in 2022.

The region also stands out startup jobs per capita, only second to North Holland, with over 100 startup jobs created per 1M inhabitants in 2022. Some of the region's biggest employers include Bol.com, AFAS Software and Ultimaker.

Utrecht's key industries include Health, Fintech and eCommerce.

Key Facts about Utrecht startup ecosystem

121

Startup jobs per 1M inhabitants

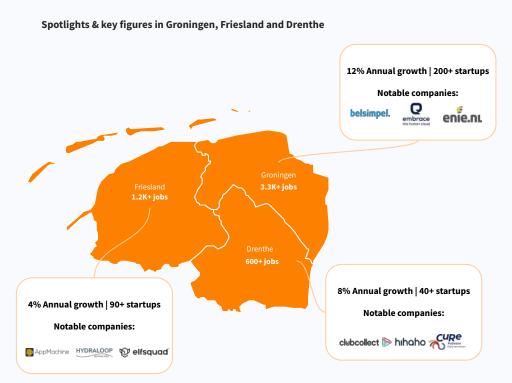
8%

Growth in jobs, year-on-year

3.4K+

Jobs created since 2018

Northern Netherlands stands out by fast growth.



Groningen continues its track record for a second consecutive year as the fastest-growing region in terms of job growth. Home to ~200 startups supplying 3.3K jobs. Since 2018, the province has grown its job count by 12% - growing faster than any other province in the country. Within the period, approximately 1.2K new local jobs have been created by Groningen based startups.

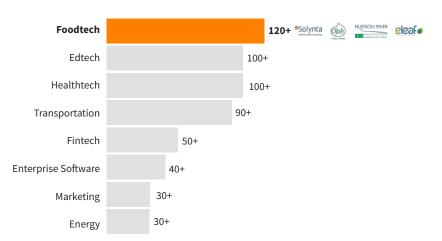
Although **Friesland** is one of the smaller regions by number of startup jobs, the region is home to several innovation hubs. In the municipality of Leeuwarden sits campus Fryslân, a faculty of the University of Groningen, located in the province of Friesland, Hubs such as the BioBizz Hub in Balk and the Watercampus in Leeuwarden host scaling businesses.

One of the smallest startup regions, **Drenthe** has shown the impact that even smaller innovative businesses can make. With only two people employed, local competition winner SimCPR is improving CPR feedback for first responders.

Gelderland

In Gelderland, **Foodtech** startups are adding jobs faster than any other sector. Between 2021 and 2022, Foodtech startups added nearly one fifth of new jobs in the region. Wageningen University and Research (WUR) are amongst the top universities globally in the Food field, ranking #1 in Agriculture and Forestry and #5 in Environmental Sciences. Notable spinouts include: Rival Foods, FUMI Ingredients and plant-e.

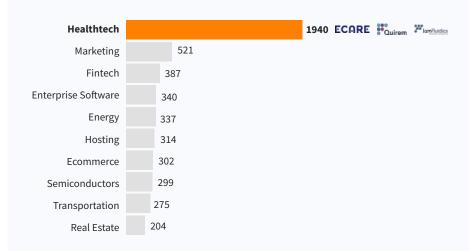
Net local jobs added by Gelderland-based startups 2021-2022



Overijssel

Healthtech jobs are more equally distributed across the country, however, in regions like Overijssel the sector contributes a significant share of the total of startup jobs. In 2022, Healthtech startups contribute to over 30% of the total of startup jobs in the region.

Number of jobs per sector by Overijssel-based companies, 2022



Limburg

Limburg is centrally located in the heart of the Eindhoven, Leuven, Aachen Technology Triangle (ELAT) with quick access to the large German market.

In the vicinity of important knowledge institutions and key sources of talent such as the universities of Maastricht, Leuven and Aachen. In 2022, the province supports 2.2k jobs, which represents a 6% increase on the previous year.

Zeeland

Although Zeeland is the smallest Dutch providence by number of startups and jobs, the region shows a potential strength in its local food and transport industry.

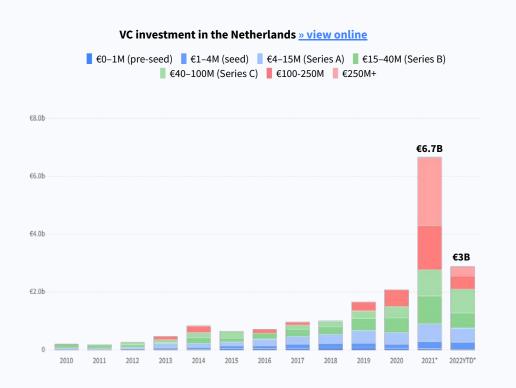
The 2022 acquisition of Meatless*, which enables production of plant textures for fish and meat alternatives, is a further core component for the ongoing foodtech megatrend happening in the region.

Visit <u>finder.techleap.nl</u>to explore the Dutch startup ecosystem in greater depth.

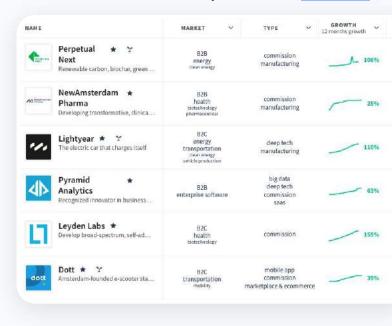


Jobs & investment in context

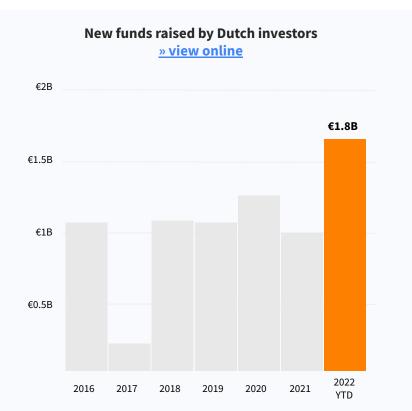
2022 has already become the second-highest year on record for VC investment in the Netherlands, although with levels much lower than last year.



Over 460+ Netherlands-based startups raised in 2022 » view online



Over €1.8B has been raised across 20 new VC funds in the Netherlands, already beating previous year's records, ready to be deployed in upcoming months.



Selected new funds announced in 2022 YTD » view online

Name	Amount	Date	
(E) endeit	€303M	May 2022	
anterra capital	€260M	May 2022	
CONNECTED C A P I T A L	€154M	Feb 2022	
Innovation / America Listoury is General Residential Part of Magar	€143M	Apr 2022	
nettion	€130M	Oct 2022	
SHIFT	€110M	May 2022	
PERIXL	€100M	May 2022	
GLOBAL CLEANTECH CAPITAL	€75M	Feb 2022	
D DUTCH FOUNDERS	€70M	Jan 2022	

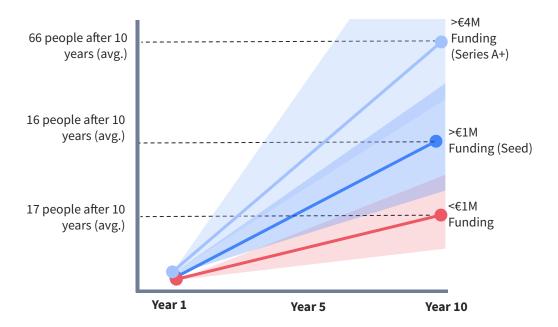
VC funding fuels job creation.

Investment-backed startups and scaleups hire in larger quantities and faster than non-funded startups.

Within The Netherlands, there exists a positive correlation between funding raised and jobs growth.

Furthermore, Venture-backed startups grow their teams 4x faster than their peers.

Average team size per growth stage and company launch year in the Netherlands



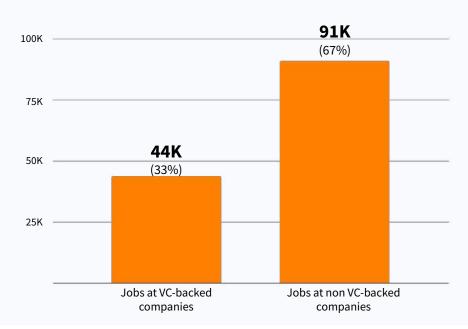
Average team size correlates in an upward direction relative to total VC funding.





Most startup jobs are at companies which are not (yet) VC-backed.

Jobs at VC-backed startups vs not VC-backed startups in the Netherlands (2022).



Although most of the ecosystem value residing in more mature, VC-backed companies, most jobs are being created by a larger number of startups and scaleups.



With the hiring demand of tech talent another year very high, layoffs in big tech might offer some room that the startup market is looking for.

Recent layoffs announced by startups & tech companies with a presence in the Netherlands

Foreign Tech with secondary offices in the Netherlands

Delivery Hero Uber twitter

Meta amazon

Dutch scaleups, grownups and corporates

Tomtom

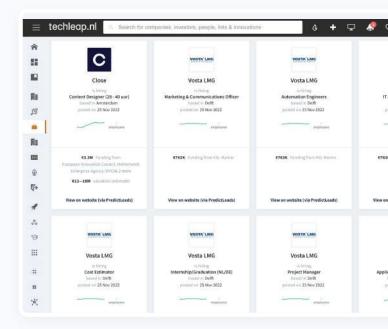
Sketch

Sendcloud

Messagesird

Selected startups actively hiring in the Netherlands





» Browse each startup's job openings

techleap.nl CBRE dealroom.co

6 Methodology

Companies in this report.





LOANWISE

Projects or products which are not (yet) job-creating and/or incorporated, and/or in stealth.







Startups

Companies designed to grow fast.
VC-backed business model. Between 2 and 50 people. Founded in the Netherlands after 1990.

Scaleups

Former startup. 51-500 people globally, founded in the Netherlands after 1990.

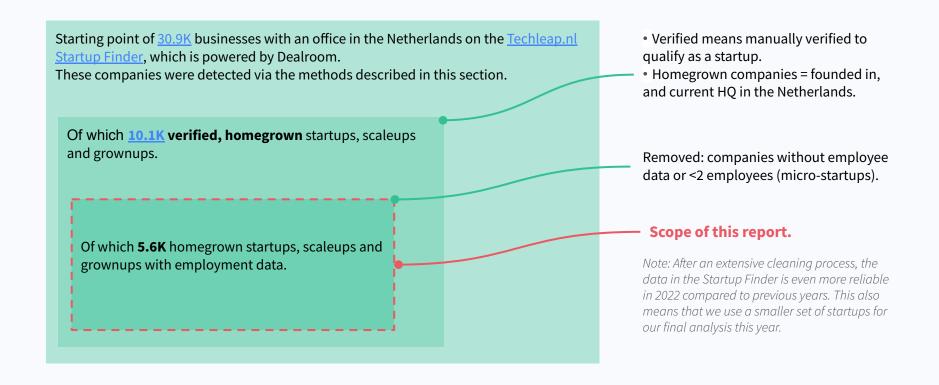
Grownups

Former scaleup. More than 500 people globally. Founded in the Netherlands after 1990.

Mature companies

Large (tech) companies which are not startups.

How did we arrive this dataset.



Methodology & definitions.

Startups, scaleups, grownups and tech.

A startup is a company designed to grow fast. Generally, such companies are VC-investable businesses. Read more about our methodology here.

When startups are successful, they develop into scaleups (>50 people), grownups (>500 people) and result in big companies, like Booking or Adyen. Some become very big (e.g. \$1B+ valuation). Read more about our unicorn methodology here.

In this report, the term "tech ecosystem" refers to all startups, scaleups and grownups headquartered in the Netherlands. Only companies founded in or after 1990 are included in this report. This report may refer simply to startups as a container for startups, scaleups and grownups.

What is a Startup?

Startup jobs?

The words "jobs" and "employees" are used interchangeably. Number of jobs represent the total number of employees at homegrown startups. It is assumed that Netherlands-based employees work at the company's headquarters.

The number of jobs is sourced from publicly available data, incl. company statements and professional social media. This report counts all jobs at startups, not just tech jobs (i.e. mechanics, receptionists, helpdesk, ...). However, gig workers (e.g. riders, babysitters, ...) are generally not counted. Jobs at companies not covered in the report are not counted.

This report analysis startup jobs generated by Dutch-based startups as of July 2022.

Methodology & definitions.

Venture Capital, Investors

Investment numbers refer to rounds such as Seed, Series A, B, C, ... late stage, and growth equity rounds. VC investment figures exclude debt or other non-equity funding, lending capital, grants and ICOs. Investment rounds are sourced from public disclosures including press releases, news, filings and verified, user-submitted information.

Sectors & Industries

Industry classification follows Dealroom's proprietary taxonomy, which was built specifically for startups. A given startup may belong to up to two industries.

Glossary & Definitions

Valuation

The combined valuation of the tech ecosystem is based on their market cap or latest transaction value.

Transaction value is realized from exit or implied unrealised valuation from the latest VC round, which is either announced or estimated by Dealroom based on benchmarks.

Underlying Data

Dealroom's proprietary database and software aggregate data from multiple sources: harvesting public information, user-submitted data verified by Dealroom, data engineering. All data is verified and curated with an extensive manual process.

The data on which this report builds is available on <u>finder.techleap.nl</u>. For more info please visit dealroom.co or contact <u>support@dealroom.co</u>.

Where the data comes from.



AGGREGATING PUBLIC DATA

Extensive manual research, powered by machine learning



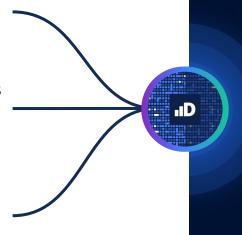
LOCAL APIS & PARTNERSHIPS

Official local data, knowledge & sources in the Netherlands.



COMMUNITY SOURCED

Data submitted by startups, angels, VC, accelerators, universities, regional development banks, etc



The Dealroom API.

The set of companies in the report is sourced from the Techleap.nl Finder <u>finder.techleap.nl</u>. This is an open access database, powered by Dealroom. Dealroom's proprietary database and software aggregate public information via machine learning and APIs. This includes the Dutch Chamber of Commerce, news flow, and user-generated data verified by Dealroom. All data is verified and curated with an extensive manual process.

Please visit dealroom.co or contact support@dealroom.com for more information.

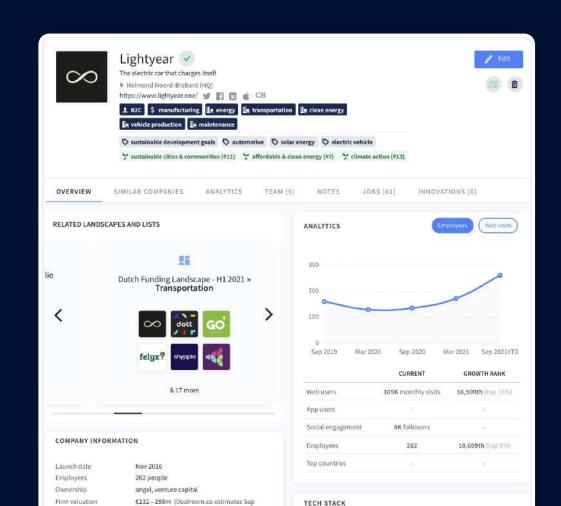
Put your startup on the map.

Let the best VCs find you

Attract top talent

Contribute to an open dataset

» Claim your profile



CBRE

CBRE Group, Inc. is the world's largest commercial real estate services and investment firm, with 2019 revenues of \$23.9 billion and more than 100,000 employees (excluding affiliate offices). CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.

techleap.пl

At Techleap.nl, it is our mission to establish the Netherlands as the ideal place to start, scale, and internationalize innovative businesses. With our unique connection to the government, corporations, investment funds, startups, and innovation hubs, we aim to merge the Dutch startup ecosystem into one single connected and ambitious hub. We break down barriers and improve access to talent, capital and markets. Special Envoy to Techleap.nl is Constantijn van Oranje.

dealroom.co

Dealroom.co is the foremost data provider on startup, early-stage and growth company ecosystems in Europe and around the globe.

Founded in Amsterdam in 2013, we now work with many of the world's most prominent investors, entrepreneurs and government organizations to provide transparency, analysis and insights on venture capital activity. Our offerings include data sets via SaaS and API as well as custom reports and bespoke ecosystem platforms.

dealroom.co techleap.пl

CBRE