

Agentschap van de Generale Thesaurie
Ministerie van Financiën

> Retouradres Postbus 20201 2500 EE Den Haag

Agentschap

Korte Voorhout 7
2511 CW Den Haag
Postbus 20201
2500 EE Den Haag
www.rijksoverheid.nl

Inquiries

mrs. S. Manandhar
s.manandhar@minfin.nl
www.minfin.nl

Date October 2020
 Invitation to submit the business plan for Commercial
 Paper Dealer 2021 of the Dutch State

Dear Sir/Madam,

You have indicated your interest in becoming commercial paper (CP) dealer for The State of The Netherlands.

The following questions are part of the application procedure for becoming a CP dealer for The State of The Netherlands in 2021. Please send your reply and formal application before close of business on Friday 30 October 2020 to the following recipients: m.heerma@minfin.nl and s.manandhar@minfin.nl. We will be finalizing the selection process by the end of November.

Kind regards, on behalf of the minister of Finance of The Netherlands,

M. Heerma

Deputy Agent of the Dutch State Treasury Agency/ Head of Cash Management,
Issuance and Trading

1. Legal details

Please fill in the legal entity name

- a) For ECP contract purposes:
- b) For USCP contract purposes:

2. Strategy and Commitment

- 1.1) Please provide a general description of why the DSTA would benefit by having your firm as a CP dealer.
- 1.2) What is the added value of being a CP dealer for DSTA for your firm and which elements of the CP Dealership do you value most?
- 1.3) Please provide a description and a headcount figure for dedicated staff (traders, sales professionals, analysts, etc.) to commercial paper in general. Please indicate your expectations on this information for the near and medium term.
- 1.4) If applicable, for Eurozone countries, please provide information about your activity as a dealer for the period January 2020 until (and including) September 2020, in the format given below. What kind of ambitions do you have as a dealer in other countries?

Commercial paper market (2020 Jan-Sep)		
Sovereign/supranationals/agencies	Market Share (%)	Rank

2. Financial Position

2.1) Provide the geographical distribution of your firm in terms of revenues (in numbers and percentage) and number of employees using the format below.

Client type	Commercial paper market (%)

Country/region of clients served	Commercial paper market (%)

Currency	Commercial paper market (%)
EUR	
USD	
GBP	
CHF	
NOK	

Tenor	Commercial paper market (%)
<7d	
7-13d	
14-29d	
30-59d	
60-89d	
90-119d	

3. Practical information about your organisation

3.1) Please include an organizational chart of the levels of management and formal lines of authority within your organization regarding fixed income and fixed income derivatives.

3.2) Please add contacts details (Name, Address, Telephone number and E-mail) for the following:

- Commercial paper business plan
- Contact for quarterly trade reports (client type/region)
- Legal data and legal contact (please include the full legal name and the relevant company registration number)

Please provide the contact details in the format shown below.

Full Legal Name	
LEI	
Legal Address	
PO Box	
City	
Telephone	
E-Mail	

4. COVID-19

Please provide a description how your bank responded to the COVID-19 crisis so far.

4.1) How have your business operations been affected during the COVID-19 crisis?

4.2) How has the COVID-19 crisis impacted the non-performing loans on your balance sheet?

4.3) In times of COVID-19, governments have responded with various support schemes. Has your bank used any of those government support schemes? Please elaborate.

5. Additional information

5.1) Please provide any additional information that you consider relevant in view of your application for the CP Dealership of The State of the Netherlands