

# HORIZON 2020

Programme Committee  
for specific programme  
*in configuration*

**SMEs & Access to Risk Finance**

**11<sup>th</sup> meeting**  
**Brussels, 8 June 2016**

**InnovFin actions:  
state of play**

# InnovFin products



SMEs	Mid-Caps	Large Caps	Thematic Finance	Advisory
<b>InnovFin</b> SME Guarantee	<b>InnovFin</b> MidCap Guarantee	<b>InnovFin</b> Large Projects	<b>InnovFin</b> Energy Demo Projects	<b>InnovFin</b> Advisory
<b>InnovFin</b> SME Venture Capital	<b>InnovFin</b> MidCap Growth Finance		<b>InnovFin</b> Infectious Diseases	
SMEs and small Mid-Caps < 500 Employees	Mid-Caps < 3,000 Employees	Large Caps Typically > 3,000 Employees	SPV, Mid-Caps and Large Caps	Public and Private Sector Promoters
Intermediated SME/Mid-Cap Financing	Intermediated and/or direct Corporate lending	Direct Corporate Lending	Project Finance and/or Direct Corporate Lending	Financial Advisory

 direct products

 indirect products

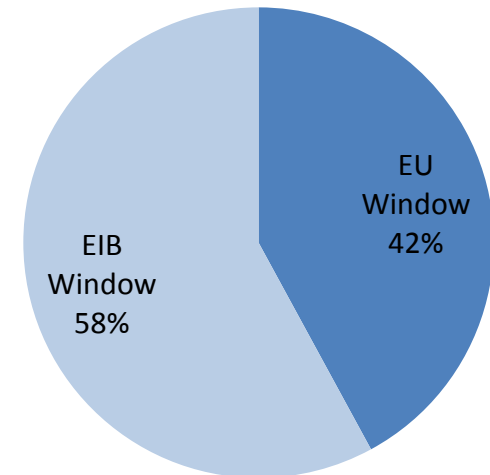
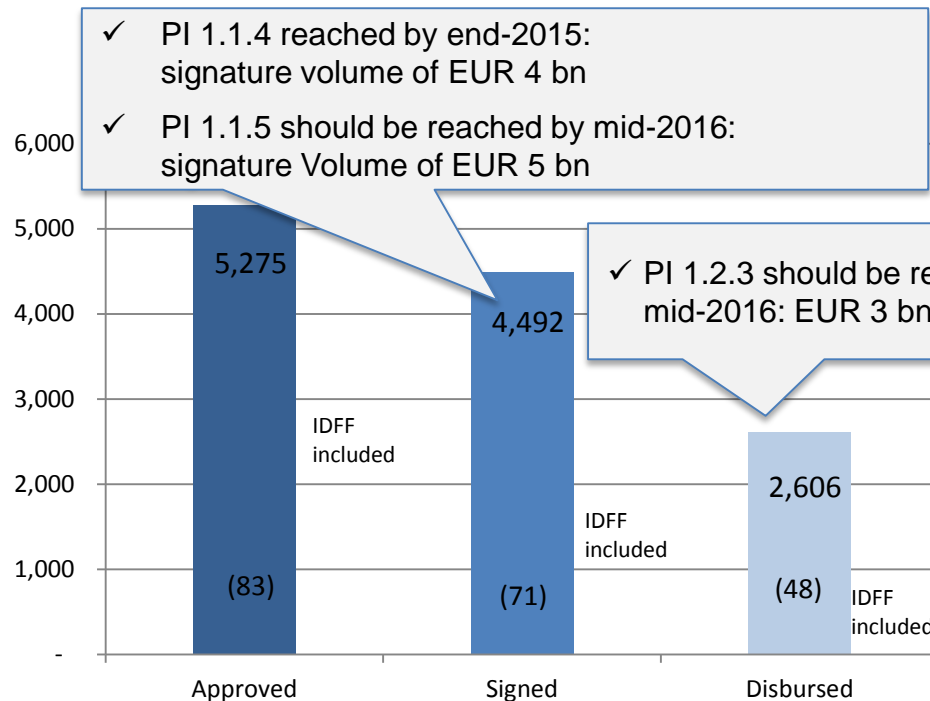


**InnovFin**  
EU Finance for Innovators

**Large caps, midcaps,  
thematic finance**



# Business plan update (end-April 2016)

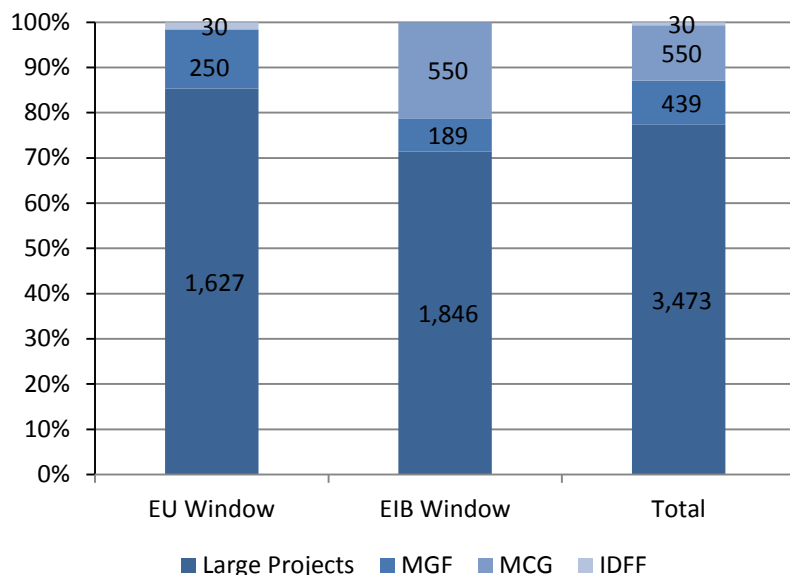


(excludes thematic products)

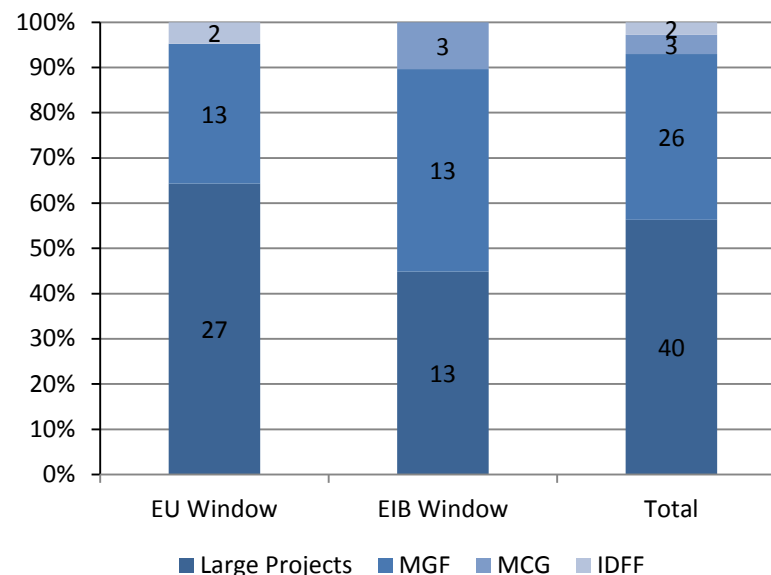
- Current signature pipeline has 54 transactions with a total volume of over EUR 3 bn. EIB expects to sign at least EUR 2 bn of InnovFin transactions in 2016.

# Product split

**Volume**

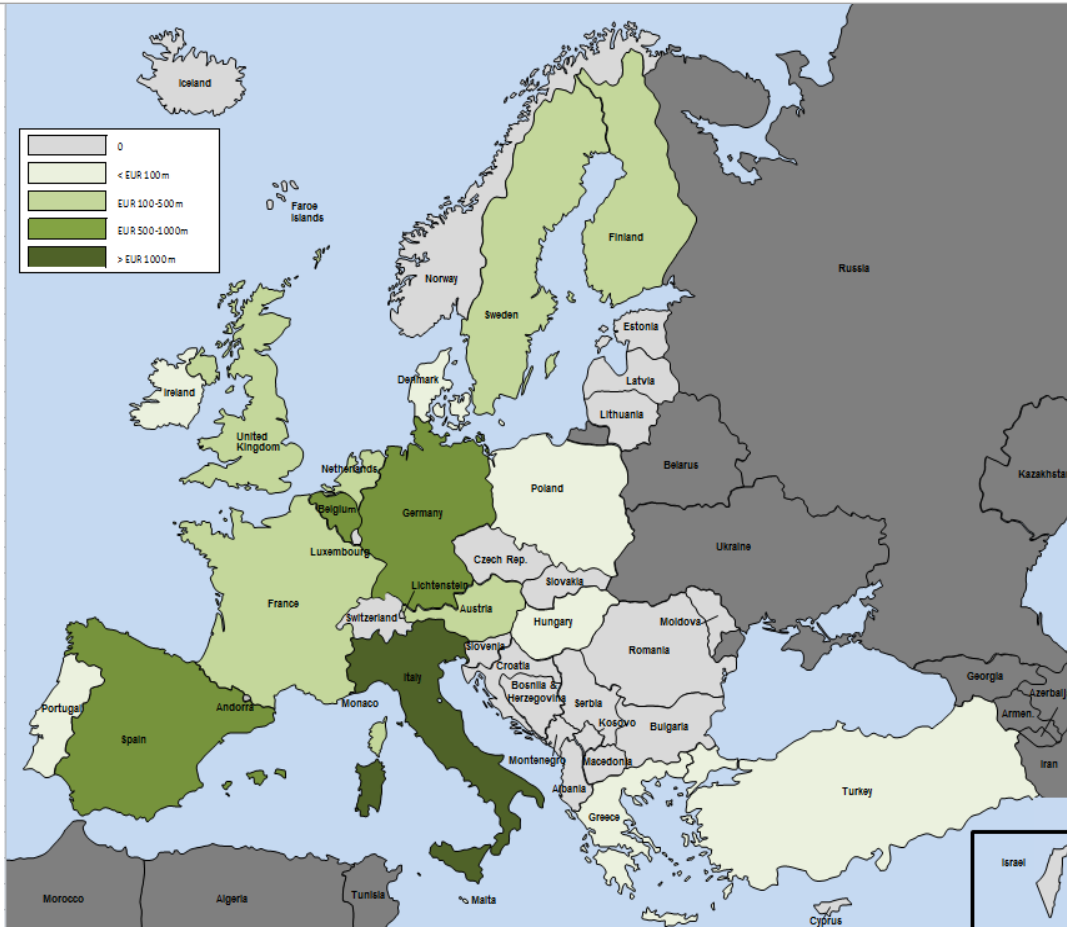


**Number**

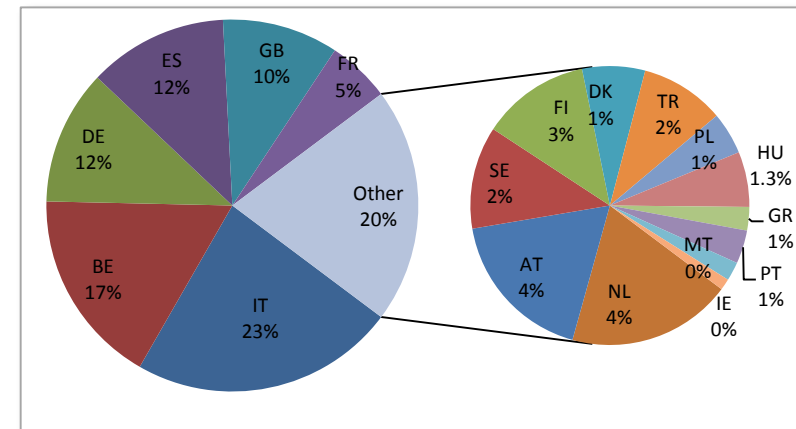


	% Total No. Operations	% Total Volume Operations	Average Operation Amount
MidCap Growth Finance (MGF)	37%	10%	EUR 17 m
MidCap Guarantee (MCG)	4%	12%	EUR 183 m
Large Projects	56%	77%	EUR 87 m
Infectious Diseases (IDFF)	3%	1%	EUR 15 m

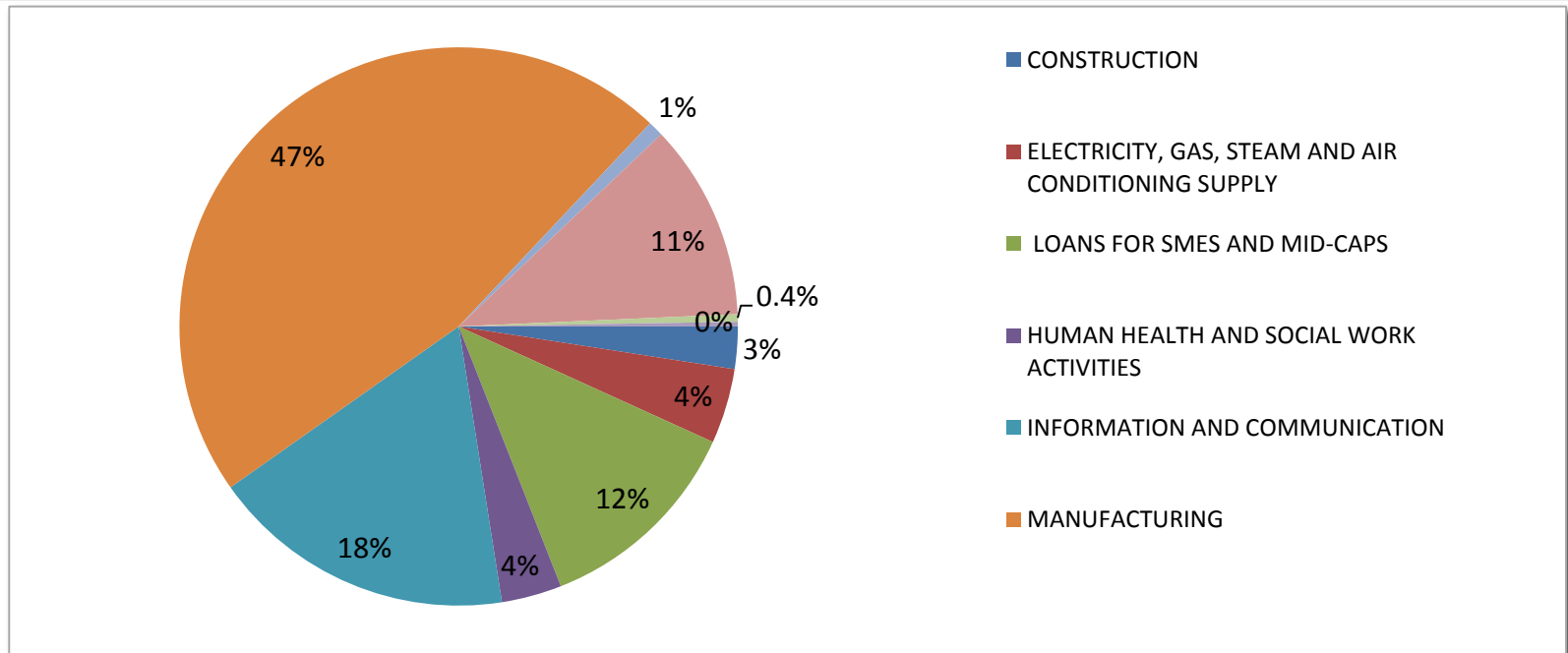
# Geographical spread



- InnovFin has reached 18 countries – 17 MS and 1 AC (Turkey).
- MGF has extended geographical outreach to countries such as Hungary, Greece, Portugal, Austria, Denmark and Belgium.



# Sectors



- InnovFin (as did RSFF) targets typical R&I-intensive industries like ICT, Manufacturing, Life Science/Health and Renewable Energy.
- Signatures in the manufacturing sector cover Automotive 40%, Life Sciences 22%, Energy (e.g manufacture of wind turbines and solar panels) 17%, other sectors (e.g metallurgy) 21%

# MidCap Guarantee (MCG): status

- First three pilot transactions — Commerzbank, ING Belgium, KBC Bank — signed.
- Fourth pilot deal with IKB (DE) in internal approval process: signature due end-Q2 2016 (EUR 150 m).
- Total signature volume to date remains EUR 550 m (20% of InnovFin business plan).
- EUR 12m of allocations reported to EIB.
- Five applications received since publication of Call for Expression of Interest in May 2015:
  - MCG operations with Banco BPI (EUR 150 m - PT) and Pohjola Bank (EUR 150 m - SF) to be presented for internal approval in Q2 2016 and expected to be signed in Q3.
  - Applications from NIBC (EUR 250 m – NL) & Česká spořitelna (EUR 50 m – CZ) under appraisal.
  - Application from Banca Monte dei Paschi di Siena (EUR 40 m – IT) in pipeline.
  - Additional applications expected from France and Spain.

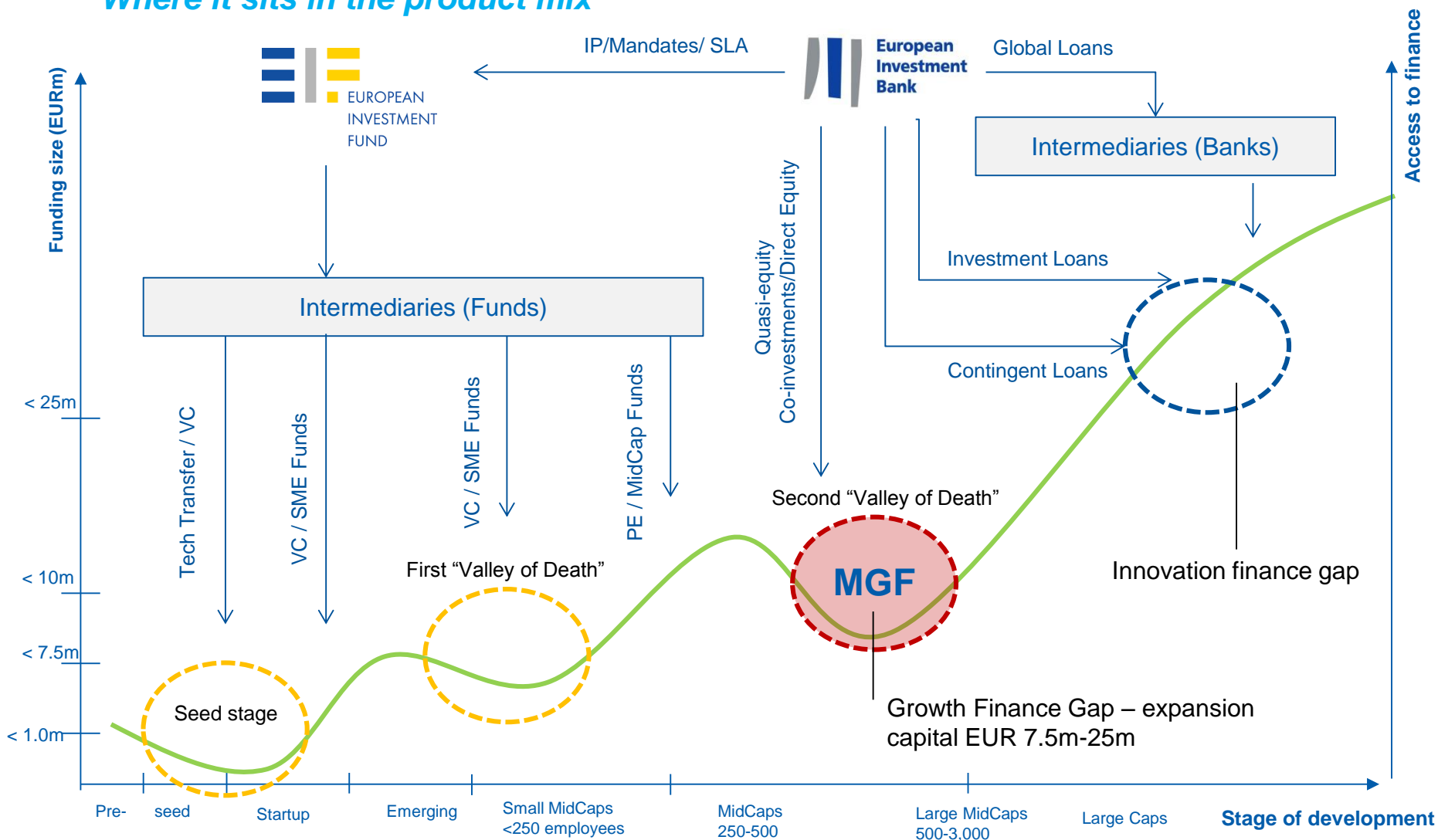


## MidCap Growth Finance (MGF): status

- More than 650 leads screened since launch
- 30 operations approved
- 28 signed for a total EUR 478 m
- In 2016 (Jan.-May), 5 operations signed for a total EUR 73.5 m
- MGF accounted for over one-third of all InnovFin operations signed in 2015
- 14 countries covered, inc. Portugal, Hungary, Ireland and Greece
- 8 equity-type operations signed, all on EIB's own balance-sheet
- Pipeline nearly EUR 950m, 75% equity-type deals expected to be executed under EFSI in Q2/Q3 2016
- Market acceptance extremely good, with snowball effect and increasing demand
- Many EIF-supported funds expressing interest, especially in quasi-equity deals
- Discussions on EFSI / InnovFin allocation

# MidCap Growth Finance (MGF)

Where it sits in the product mix



# MidCap Growth Finance (MGF) *Objectives*



- ☐ Smaller tickets
- ☐ Higher risk
- ☐ Eligible counterparty concept
- ☐ Flexible structures
- ☐ Shorter approval process
- ☐ Reduction of red tape
- ☐ Deliver poster cases

# MidCap Growth Finance (MGF)

## *Eligibility*



Step 1

Mid Caps

up to 3,000 Full-Time Employees (on a consolidated basis at the time of application (representation by the borrower in the application form))

Step 2

Innovative

*8 pre-defined criteria*

Fast Growing

*2 pre-defined criteria*

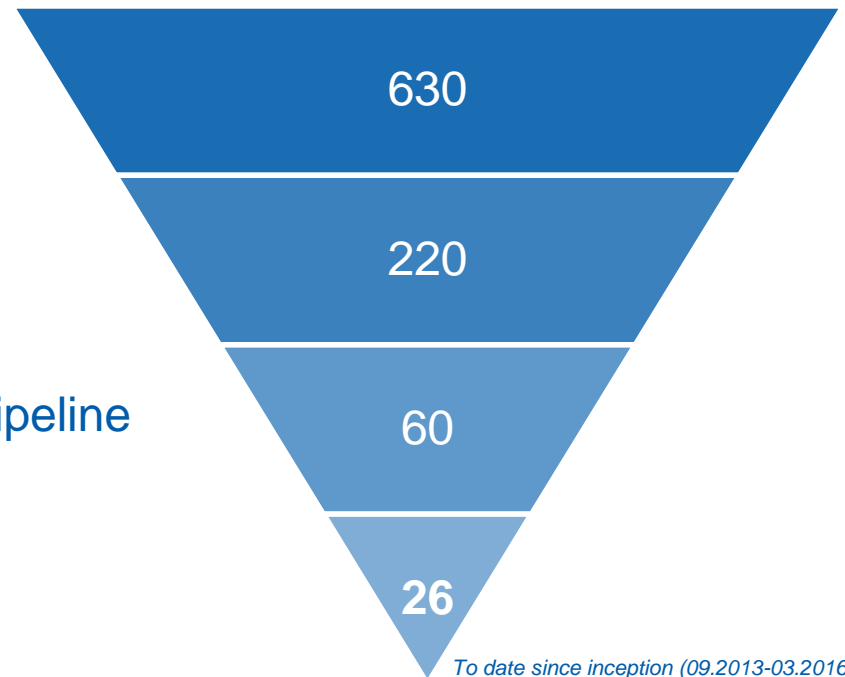
Innovation/Risk

*Intention to invest in high risk, innovation*

# MidCap Growth Finance (MGF) *Deal-flow*



- ❖ Number of leads pre-screened
- ❖ Number of leads further analyzed
- ❖ Number of leads included in the pipeline
- ❖ Number of operations signed



*To date since inception (09.2013-03.2016)*

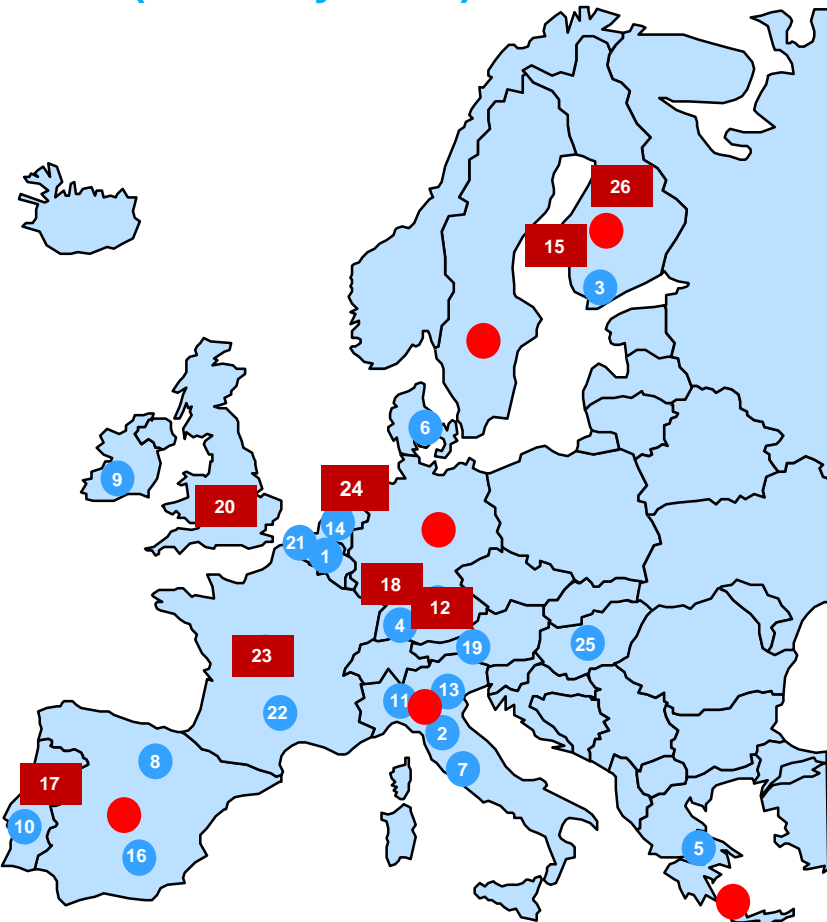


# MidCap Growth Finance (MGF)



## Signed operations

(mid-May 2016)



Quasi-equity

Signature pipeline for Q1 2016

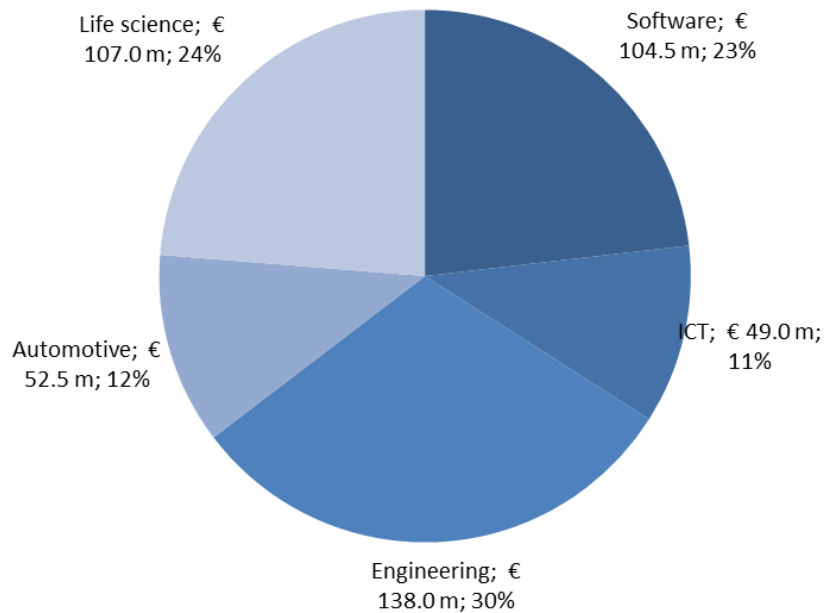
<b>1</b> <b>EVS</b> EVS (2013) EUR 12m Senior term loan	<b>8</b> <b>MAIER</b> Maier (2014) EUR 7.5m Senior term loan	<b>15</b> <b>KIOSKED</b> Kiosked (2015) EUR 15m Quasi-Equity	<b>22</b> <b>FIGEAC AERO</b> Figeac (2015) EUR 25m Senior term loan
<b>2</b> <b>MARPOSS</b> Marposs (2013) EUR 25m Senior term loan	<b>9</b> <b>enet</b> E-Net (2014) EUR 12m Subordinated loan	<b>16</b> <b>DANOBAT</b> Danobat (2015) EUR 10m Senior term loan	<b>23</b> <b>Qwant</b> Qwant (2015) EUR 25m Quasi-Equity
<b>3</b> <b>ROVIO</b> Rovio (2014) EUR 25m Senior term loan	<b>10</b> <b>NOVABASE</b> Novabase (2014) EUR 14m Senior term loan	<b>17</b> <b>biosurfit</b> Biosurfit (2015) EUR 12m Quasi-Equity	<b>24</b> <b>evision</b> eVision (2016) EUR 13.5m Quasi-Equity
<b>4</b> <b>manz</b> Manz (2014) EUR 20m Mezzanine loan	<b>11</b> <b>MARANGONI</b> Marangoni (2014) EUR 10m Senior term loan	<b>18</b> <b>Jennewein</b> Biotechnologie GmbH Jennewein (2015) EUR 10m Quasi-Equity	<b>25</b> <b>MAM</b> MAM (2016) EUR 25m Senior term loan
<b>5</b> <b>Pharmathen</b> Pharmathen (2014) EUR 25m Senior term loan	<b>12</b> <b>Innocoll</b> Innocoll (2015) EUR 25m Quasi-Equity	<b>19</b> <b>Doppelmayr</b> Doppelmayr (2015) EUR 25m Senior term loan	<b>26</b> <b>NEW ICON</b> NEWICON (2016) EUR 8m Quasi-Equity
<b>6</b> <b>Welltec</b> Welltec (2014) EUR 25m Senior term loan	<b>13</b> <b>saes group</b> Saes (2015) EUR 10m Senior term loan	<b>20</b> <b>Gigaclear</b> Gigaclear (2015) EUR 25m Quasi-Equity	
<b>7</b> <b>PRAMAC</b> Pramac (2014) EUR 8m Senior term loan	<b>14</b> <b>PLANON</b> Planon (2015) EUR 12m Senior term loan	<b>21</b> <b>punch powertrain</b> Punch (2015) EUR 25m Senior term loan	

# MidCap Growth Finance (MGF)

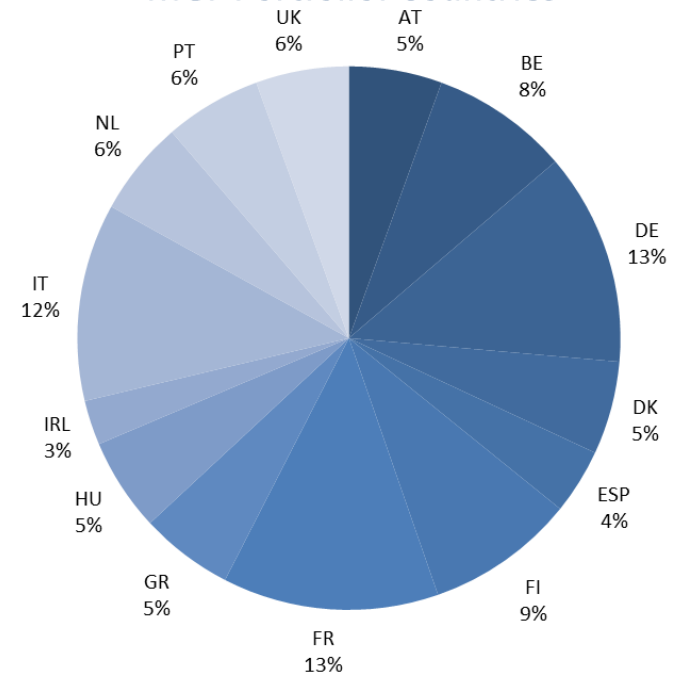
## Geography/sectors



**MGF Portfolio: Sectors**



**MGF Portfolio: Countries**



# MidCap Growth Finance (MGF) Poster cases



Welltec

Innocoll



biosurfit



Jennewein  
Biotechnologie GmbH

PLANON

DANOBAT



# InnovFin products



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 direct products

 indirect products

# Energy Demo Projects (EDP): status

June

Oct.

Dec.

Apr.

1

- Due diligence on 1 project
- Screening of new leads

2

- Due diligence on 2 project
- Screening of new leads

3

- Due diligence on 4 project
- Initial assessment on 1 project
- Screening of new leads

## Energy Demo Projects - Current status

	#	Graf
# Expressions of interest received	78	
- # Questionnaires received	25	
- # Questionnaire under review	6	
- # Eligibility confirmed and awaiting further action	1	
- # NDA sent	2	
- # NDA signed	4	
- # PIN/D1 in progress	1	
- # PIN/D1 approved	0	
- # Financial note/D2 in progress	4	
- # Financial note/D2 approved	0	
- # Under negotiation with Promoter	0	
- # Signed	0	
- # Abandoned	0	
- # On Hold	2	
- # Rejected	5	
- # Projects entitled to NER 300	10	

## Energy Demo Projects - Sector breakdown - Projects considered

	#	Graph
Biofuel	1	
CSP/PV	7	
Energy from waste	4	
Energy storage	0	
Geothermal	3	
Hydrogen & Fuel cells	3	
Tidal energy	5	
Wave energy	1	
Wind power	1	
n.a.	0	
<b>Total</b>	<b>25</b>	

Fuel cell electric busses	Windfloat	Stroma tidal turbine array	Sound of Islay tidal turbine array	Wave Energy Device
Up to EUR 25m	Up to EUR 25m	Up to EUR 20m	Up to EUR 20m	Up to EUR 10m
Deployment of fuel cell electric buses as a one-stop-shop to public transport operators	Wind farm using wind float technology	Installation and operation of an array of four small-scale tidal turbines	Implementation and operation of a grid-connected tidal-current turbine array	Demonstration at scale of a device converting wave energy into electricity



# IDFF: status (1/2)

June 2015

December 2015

April 2016

1 • Caviidi signed (EUR 10m)

2 • Transgene signed (EUR 20m)

2 • Sanofi negotiations ongoing  
• Several appraisals ongoing

## Infectious Diseases Finance Facility

	#	Graph
# projects received	46	
- # Projects still considered	19	
- # First interaction	13	
- # Questionnaire reception pending	0	
- # Projects under validation by PJ	0	
- # Validated by PJ	0	
- # NDA sent	0	
- # NDA signed	1	
- # PIN/D1 in progress	2	
- # PIN/D1 approved	0	
- # Eligibility checklist sent (approved)	5 (3)	
- # Financial note/D2 in progress	2	
- # Financial note/D2 approved	0	
- # Under negotiation with Promoter	1	
- # Signed	2	
- # Projects on hold	18	
- # Projects refused	7	

## Infectious Diseases Finance Facility - Sector breakdown

	#	Graph
Vaccine	15	
Drug	16	
Device	10	
Other	5	
<b>Total</b>	<b>46</b>	

# IDFF: status (2/2)

## Infectious Diseases Finance Facility

	#	Graph
# projects received	46	
- # Projects still considered	19	<div></div>
- # First interaction	13	<div></div>
- # Questionnaire reception pending	0	
- # Projects under validation by PJ	0	
- # Validated by PJ	0	
- # NDA sent	0	
- # NDA signed	1	<div></div>
- # PIND1 in progress	2	<div></div>
- # PIND1 approved	0	
- # Eligibility checklist sent (approved)	5 (3)	<div></div>
- # Financial note/D2 in progress	2	<div></div>
- # Financial note/D2 approved	0	
- # Under negotiation with Promoter	1	<div></div>
- # Signed	2	<div></div>
- # Projects on hold	18	<div></div>
- # Projects refused	7	<div></div>

### Diagnostics tech.

- High multiplex diagnostics device
- Start-up company
- EUR 15m corp loan
- Finland (+ France)

### Diagnostics tech.

- High multiplex point of care diagnostics
- Pre-revenue start-up
- EUR 10-15m corp loan
- Spain

### C-Diff

- Phase III clinical trials
- 1 compound (C-Diff)
- EUR 25m contingent loan
- France

### Cavidi

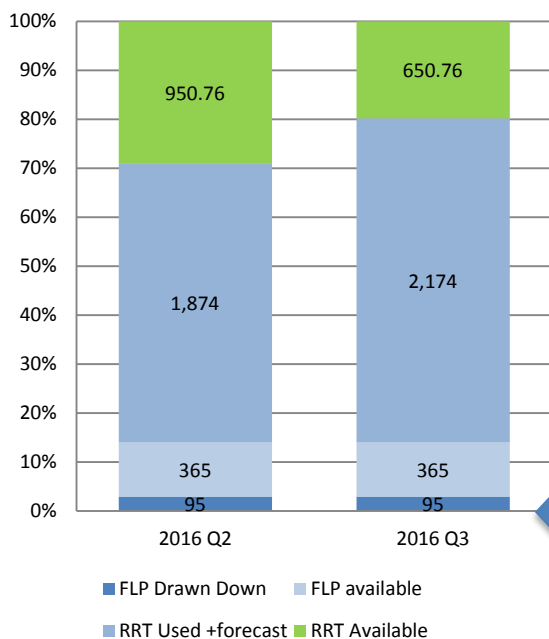
- HIV-test device (Diagnostics)
- Pre-revenue start-up
- EUR 10m corp loan
- Sweden

### Transgene

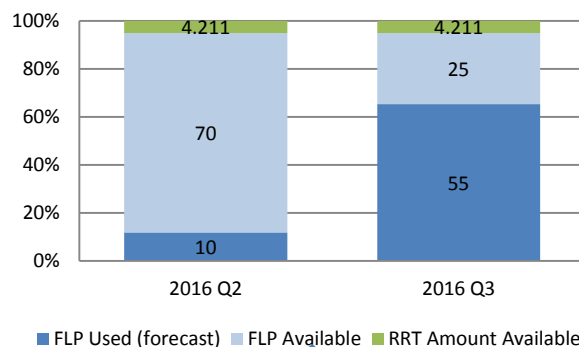
- Clinical trials of 3 ID products
- Portfolio of products
- EUR 20m corp loan
- Institut Merieux subsidiary
- France

# EU first-loss piece (FLP) portfolios (end-April 2016)

## Compartment 1

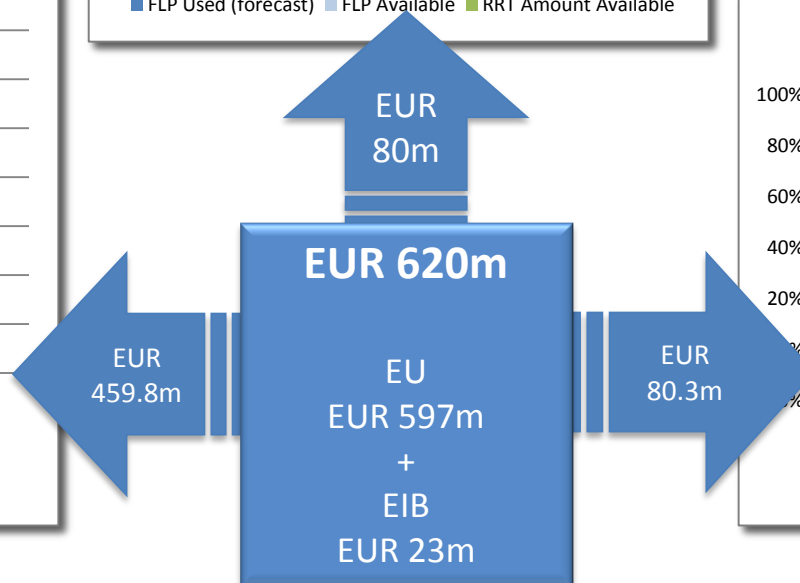
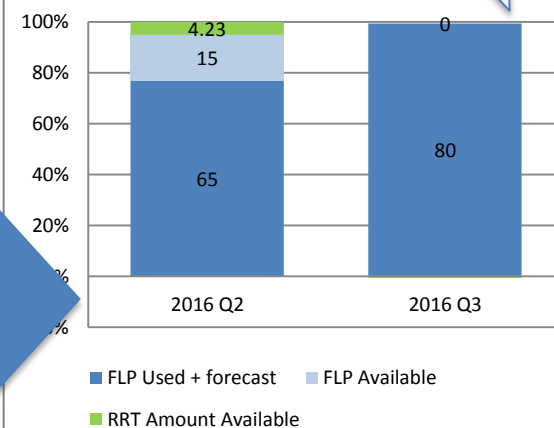


## Compartment 2 (FDP)



Based on current forecasts, limits reached in Q3. Contributions expected in Q2.

## Compartment 3 (IDFF)



## Signature pipeline to end-2016 – Large Projects (LP)

LP Operation Name	Amount (EUR m)
XYLEM WATER TECHNOLOGIES II	100.0
URBASER WASTE MANAGEMENT RDI AND INVESTMENT	90.0
GORENJE RDI PROJECT	50.0
INNOVATIVE GAS AND STEAM TURBINE DEVELOPMENT	100.0
ICL RDI	120.7
TUNISIE TELECOM FIBRE AND 4G ROLLOUT	105.0
EUROPEAN SPALLATION NEUTRON SOURCE (ESS)	450.0
TREVES AUTOMOTIVE INTERIOR TRIM AND ACOUSTIC RDI	30.0
CERN - HIGH LUMINOSITY LARGE HADRON COLLIDER	227.5
JAGUAR LAND ROVER FUEL EFFICIENCY RDI	238.3
INSTITUT NATIONAL DES RADIOELEMENTS (IRE) RDI	100.0
TWI MANUFACTURING AND MATERAIL SCIENCE RDI	63.8
CMI ENERGY AND MATERIALS RDI	25.0
IMI R&D PROGRAMME	47.9
<b>LP Total</b>	<b>1748.2</b>

## Signature pipeline to end-2016 – MidCap Growth Finance

MGF Operation Name	Amount (EUR m)
MODULAR ICT INFRASTRUCTURES (MGF)	7.5
ENGINE TECH (MGF)	7.5
ECO-WOOD (MGF)	10.0
CANATU (MGF)	12.0
TORQEEDO (MGF)	8.0
FROSMO (MGF)	8.5
FINEOS (MGF)	15.0
HYPEROPTIC (MGF)	25.0
IMAGE SEMICONDUCTORS RDI (MGF)	20.0
DIGITAL EDUCATION (MGF)	10.0
VACCINE DEVELOPMENT RDI (MGF)	25.0
ADAMO (MGF)	10.0
SEAMLESS (MGF)	15.0
ULTIMAKER (MGF)	15.0

MGF Operation Name	Amount (EUR m)
FORSEE POWER (MGF)	10.0
ENEVO (MGF)	11.0
ELECTRIC MOTORS RDI (MGF)	20.0
AMICRA (MGF)	10.0
BOOSTHEAT (MGF)	20.0
MECAFI (MGF)	25.0
MLS (MGF)	10.0
DRUG DISCOVERY RDI (MGF)	25.0
UPSTREAM (MGF)	25.0
OLMIX (MGF)	25.0
EVERY ANGLE (MGF)	7.5
MECHATRONIC RDI (MGF)	25.0
<b>MGF Total</b>	<b>402.0</b>



## Signature pipeline to end-2016 – MCG & IDFF + EDP

MCG Operation Name	Amount (EUR m)
OP BANK MID-CAP GUARANTEE	150.0
CESKA SPORITELNA INNOVFIN MID-CAP GUARANTEE	50.0
BPI INNOVFIN MID-CAP GUARANTEE	150.0
IKB - MID-CAP GUARANTEE	150.0
NIBC MID-CAP GUARANTEE	250.0
<b>MCG Total</b>	<b>750.0</b>

IDFF Operation Name	Amount (EUR m)
C-DIFF DEVELOPMENT (IDFF)	25.0
MOBIDIAG (IDFF)	10.0
STAT-DIAGNOSTICA DIAGCORE (IDFF)	15.0
BIOCARTIS (IDFF)	20.0
<b>IDFF Total</b>	<b>70.0</b>

EDP Operation Name	Amount (EUR m)
WAVE ENERGY DEVICE (FDP)	10.0
WINDFLOAT INNOVFIN FDP	25.0
SOUND OF ISLAY TIDAL TURBINE ARRAY (FDP)	20.0
STROMA TIDAL TURBINE ARRAY (FDP)	20.0
<b>FDP Total</b>	<b>75.0</b>

# InnovFin products



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 direct products

 indirect products



# InnovFin, RSI and SME Initiative

# SME Guarantee Facility

## Overview

# Implementation update

April 2016

InnovFin  
SME Guarantee



## RSI implementation:

- 47 applications
  - 44 for the direct guarantee
  - 3 applications for the counter-guarantee
- 40 guarantee contracts signed (including 4 increases)
  - covering 18 countries
  - for a total guarantee amount of EUR 1.54bn
- Enabling over EUR 3.1bn of loans/ leases to innovative SMEs and Small Mid-Caps

**Pilot implemented over 2012 - 2014**

## InnovFin implementation to-date:

Since  
October  
2014

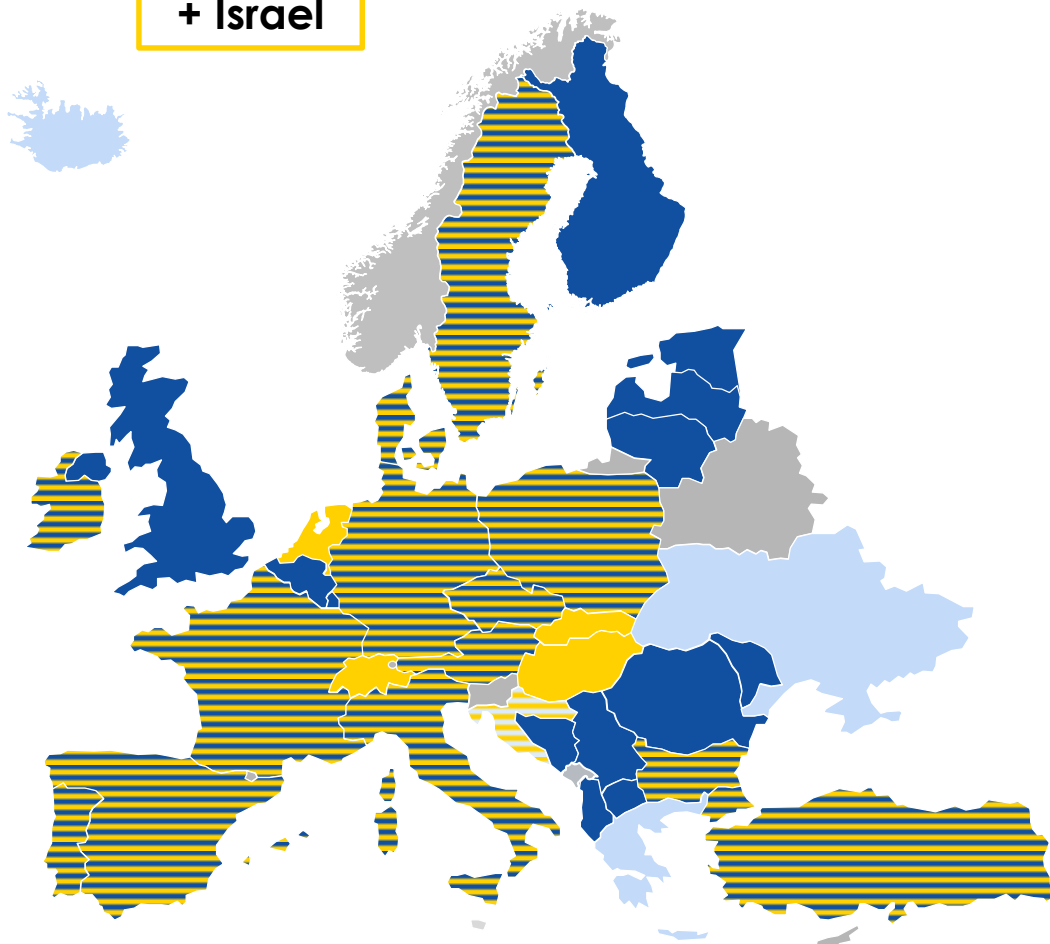
- 77 applications
  - 68 for the direct guarantee
  - 9 applications for the counter-guarantee
- 61 agreements signed (multiple FIs under umbrella applications)
  - covering 27 countries
  - for a total guarantee amount of EUR 3bn
- Enabling over EUR 6.9bn of loans/ leases to innovative SMEs and Small Mid-Caps
  - Full utilisation of the EU Contribution paid to SMEG (EUR 292m approx.)
  - Therefore, tapping-into the EFSI frontloading mechanism for EUR 300m approx (EFSI FLP)

# Geographic distribution

InnovFin  
SME Guarantee



+ Israel



## Risk Sharing Instrument (RSI)

- Implemented during 2012 – 2014
- Deployed in 18 countries

## InnovFin SMEG

- First signature in 10/2014
- Deployed in 27 countries as of April 2016
- Additional countries in the pipeline

### Legend:

- RSI covered countries
- InnovFin covered countries
- InnovFin new applications
- RSI covered & InnovFin applied
- RSI & InnovFin covered countries

# InnovFin distribution

## List of intermediaries

(April 2016)

### Signed guarantee transactions

#	InnovFin Intermediary Names	Country	Guarantee Amount (EURm)	Signature date
1	Bankinter	Spain	100.0	27-Oct-14
2	BPI	Portugal	100.0	27-Nov-14
3	Vaeksfonden	Denmark	67.5	28-Nov-14
4	Almi	Sweden	66.0	22-Jan-15
5	AWS	Austria	48.0	30-Jan-15
6	LHV	Estonia	20.0	12-Feb-15
7	Ceska sporitelna	Czech Republic	50.0	26-Mar-15
8	Komerční	Czech Republic	75.0	26-Mar-15
9	Anthilia Capital Partners	Italy	25.0	02-Apr-15
10	BPI France financement	France	200.0	22-Apr-15
11	Credem	Italy	110.0	20-May-15
12	ING Luxembourg	Luxembourg	25.0	21-May-15
13	Idea Bank SA	Poland	10.0	29-May-15
14	Santander UK	United Kingdom	70.0	12-Jun-15
15	Belfius	Belgium	50.0	16-Jun-15
16	Bank of Ireland	Ireland	50.0	16-Jun-15
17	DB	Germany	150.0	17-Jun-15
18	Banif	Portugal	10.0	26-Jun-15
19	Bürgschaftsbank	Germany	17.5	30-Jun-15
20	BIL	Luxembourg	30.0	01-Jul-15
21	LBank	Germany	20.0	13-Jul-15
22	BPER	Italy	50.0	14-Jul-15
23	Novo Banco	Portugal	100.0	24-Jul-15
24	Sowalfin	Belgium	10.0	10-Sep-15
25	BCP Millennium	Portugal	100.0	11-Sep-15

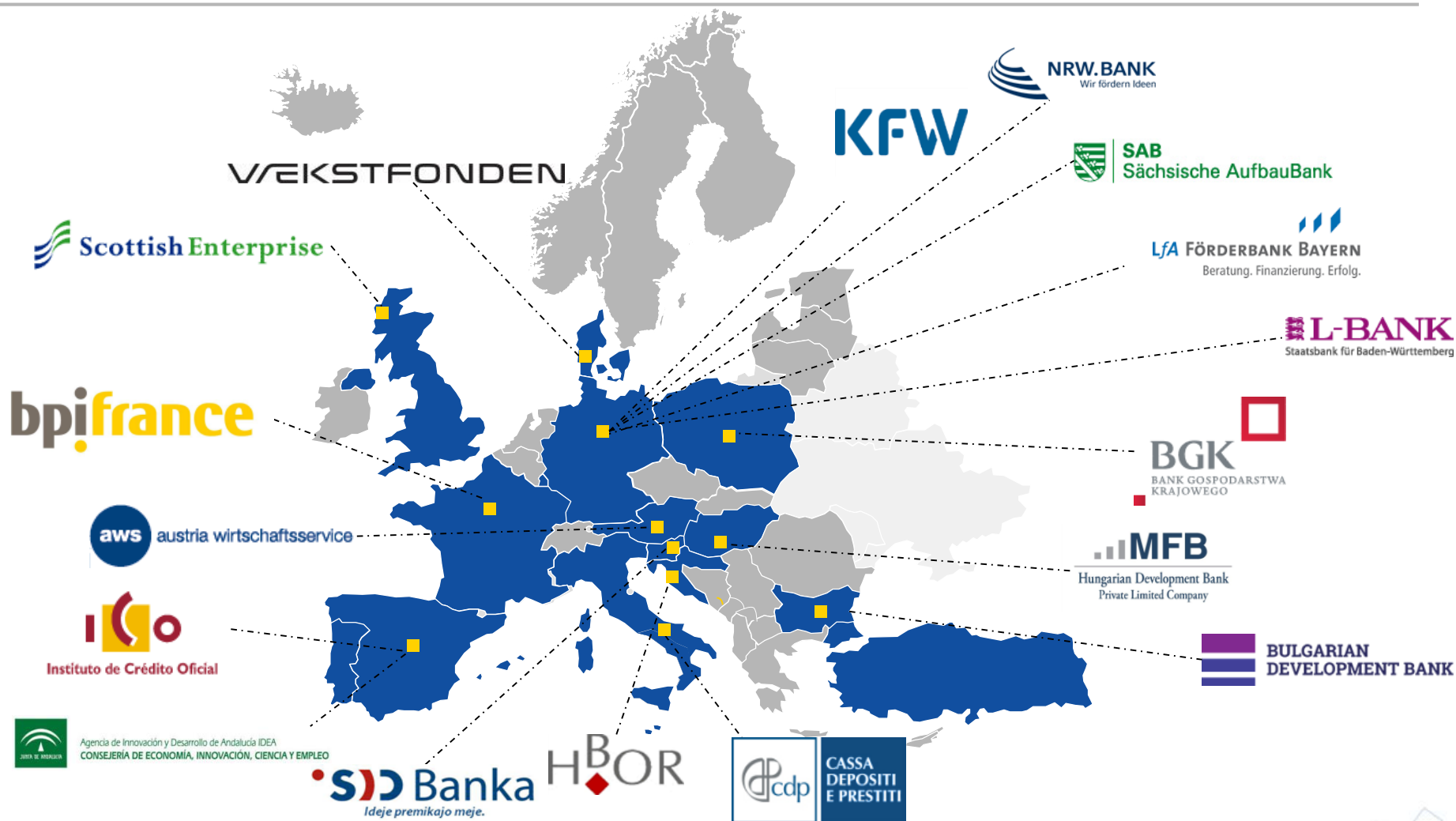
### Signed guarantee transactions (continued)

#	InnovFin Intermediary Names	Country	Guarantee Amount (EURm)	Signature date	#	Countries (alphabetically)
26	Barclays	United Kingdom	70.0	15-Sep-15	1	Albania
27	MCTAA	Italy	15.0	06-Oct-15	2	Austria
28	Inveready	Spain	3.3	26-Nov-15	3	Belgium
29	ING Bel	Belgium	50.0	17-Dec-15	4	BiH
30	CDP-SACE	Italy	150.0	18-Dec-15	5	Bulgaria
31	CERSA	Spain	60.0	04-Jan-16	6	Czech Republic
32	LfA Forderbank Bayern	Germany	35.0	04-Jan-16	7	Denmark
33	KfW	Germany	125.0	04-Jan-16	8	Estonia
34	BPCE - Banque Populaire	France	150.0	06-Jan-16	9	Finland
35	Commerzbank	Germany	100.0	13-Jan-16	10	France
36	Banca CRS	Italy	15.0	18-Jan-16	11	Germany
37	Raiffeisen Bank	Bulgaria	17.5	20-Jan-16	12	Ireland
38	ProCredit Umbrella	BiH, ALB, BGR, MDA, SRB, ROU, FYROM	125.0	21-Jan-16	13	Israel
39	Norrlandsfonden	Sweden	9.0	25-Jan-16	14	Italy
40	CREVAL	Italy	75.0	26-Jan-16	15	Latvia
41	Bari	Italy	50.0	01-Feb-16	16	Lithuania
42	Bank Leumi	Israel	45.0	02-Feb-16	17	Luxembourg
43	TSKB	Turkey	10.0	17-Feb-16	18	Macedonia
44	Banco Popolare	Italy	150.0	18-Feb-16	19	Moldova
45	BCC Cambiano (umbrella)	Italy	45.0	08-Mar-16	20	Poland
46	Pohjola	Finland, Latvia, Lithuania, Estonia	75.0	29-Mar-16	21	Portugal
47	BPCE - Caisses d'Epargne	France	50.0	08-Apr-16	22	Romania
48	LBP	France	20.0	08-Apr-16	23	Serbia
49	Entrepreneur Venture	France	25.0	08-Apr-16	24	Spain
50	Raiffeisen Leasing Polska	Poland	17.5	20-Apr-16	25	Sweden
<b>Total signed</b>			<b>3,041.3</b>		26	Turkey
					27	United Kingdom

24 applications currently under review  
for additional guarantee of EUR 1.1 bn

# 17 NPI EIF shareholders across Member States

InnovFin  
SME Guarantee





# Cooperation with NPIs under InnovFin

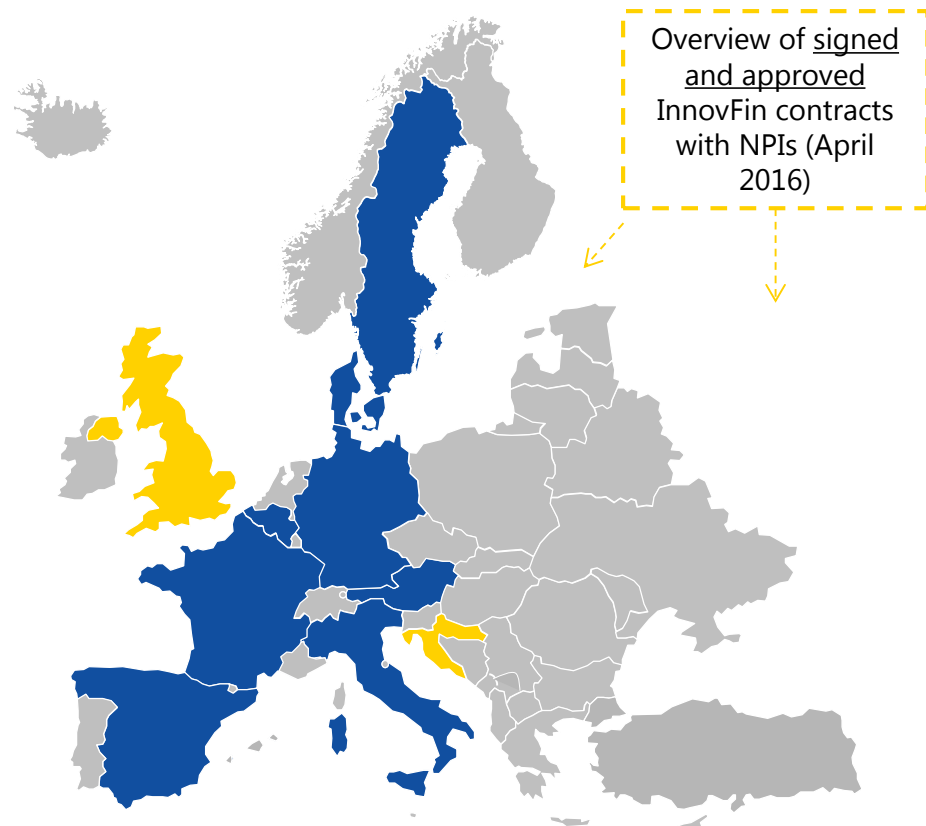
InnovFin  
SME Guarantee



## InnovFin implementation:

(April 2016)

- 21 application received from 29 NPIs (part of NPIs applied under umbrella applications)
- 13 guarantee contracts signed
  - covering 8 countries
  - for a total guarantee amount of EUR 810m and portfolio volume of EUR 2.5bn
- 7 application relate to EIF shareholders and their subsidiaries



Blue – Signed / Yellow – Approved

# SME Guarantee Facility

Absorption

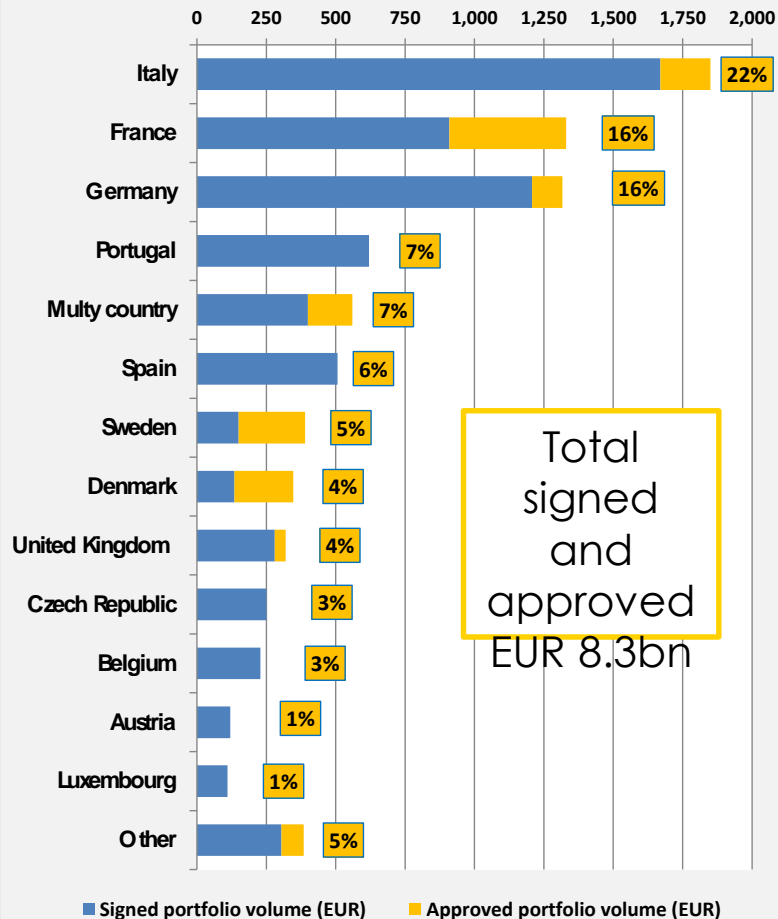
# Absorption status

## Country expectations & inclusions

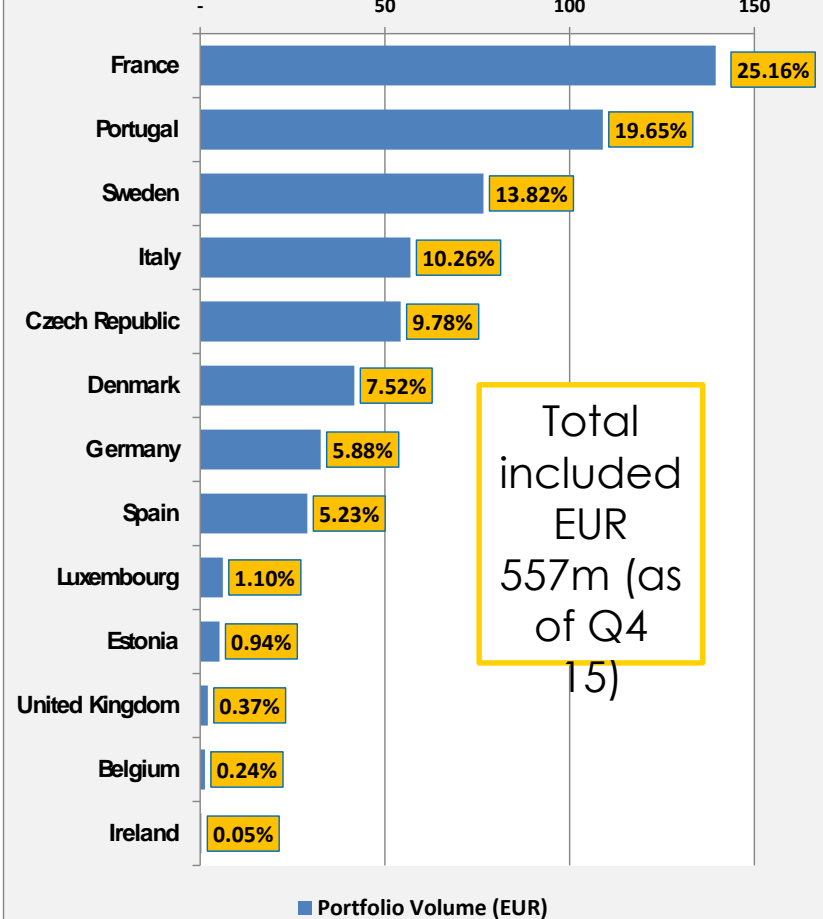
InnovFin  
SME Guarantee



InnovFin signed and approved volumes

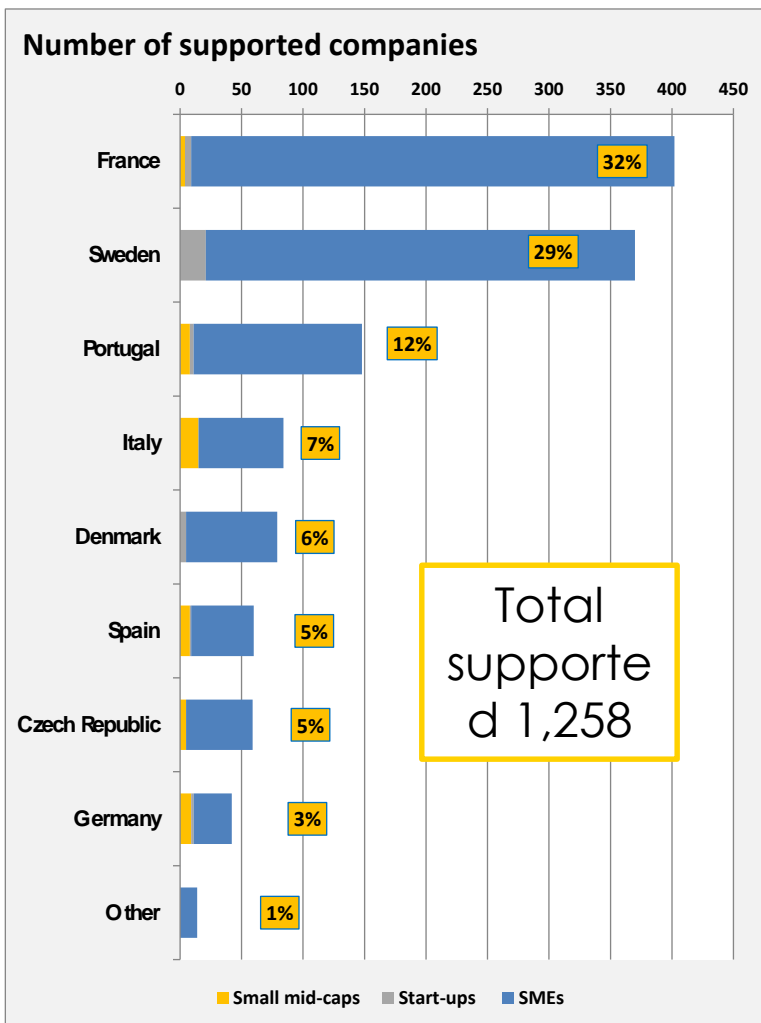


InnovFin country inclusions



# Absorption status

## Inclusions (as of Q4 2015)

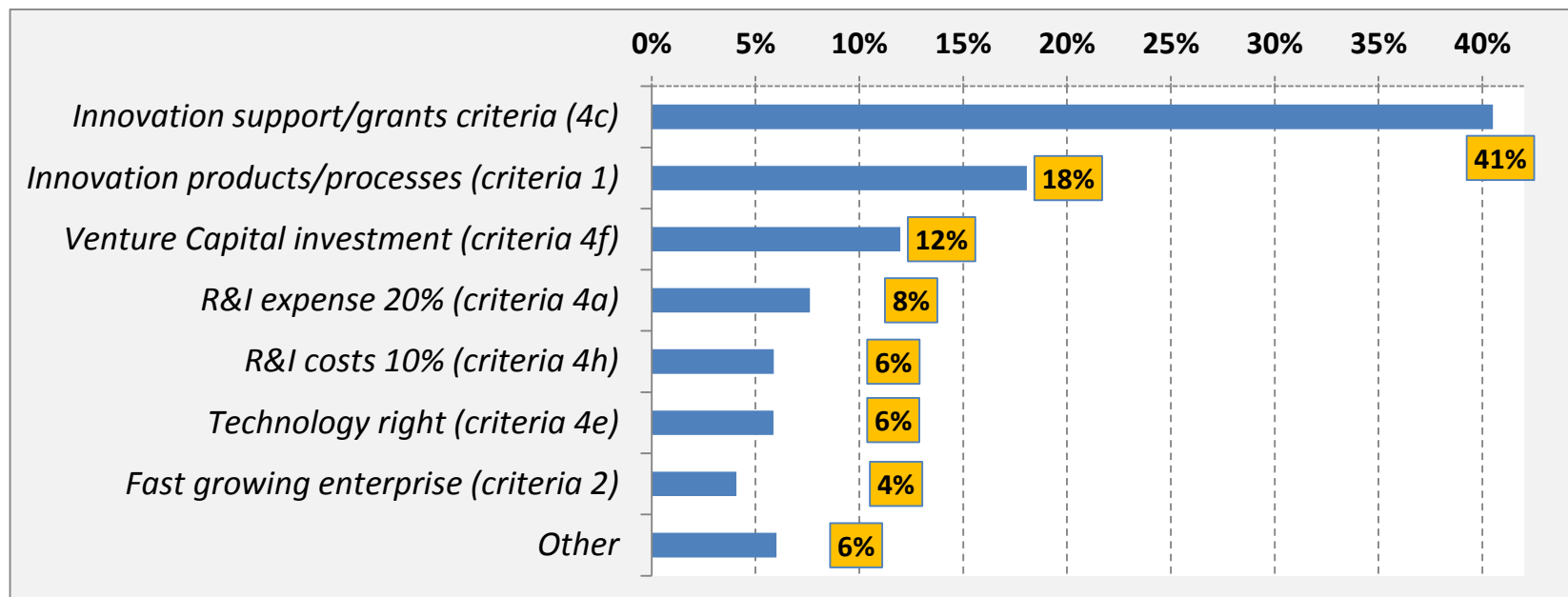


- Total originated portfolio volume amounts to **EUR 557m** with a guarantee amount of **EUR 275m**
- **Portfolio characteristics:**
  - **1,258** SMEs and small mid-caps supported
    - Of which **49** small mid-caps and **37** start-ups
  - **1,290** loans/leases with an average size of c. **EUR 430,000**
  - Average transaction maturity of **6.13 years**

# Eligibility criteria

## Inclusions & innovation criteria

InnovFin  
SME Guarantee



- Typical SME or small mid-cap loan covered by InnovFin guarantee:
- Received grants/schemes from EU R&I schemes (Horizon 2020 or FP7);
  - Are producing, developing or implementing innovative new products, processes or services;
  - Had a venture capital/business angel investment;
  - Is a fast growing enterprise;
  - Has registered at least one technology right; or
  - Has satisfactory proportion of R&I Costs as % of total operating costs.

# Challenges

## Going forward

### ■ **Challenges:**

- Innovation criteria:
  - Questions of Intermediaries on country specific application
  - Further expansion of scope of innovation criteria required by the market
  - Coaching needed
- Reporting: further intense coaching needed
- Selection process adaptation to reflect diversity of financial intermediaries
- Focus on countries not yet covered under InnovFin

### ■ **Actions**

Guidance & pragmatic approach applied:

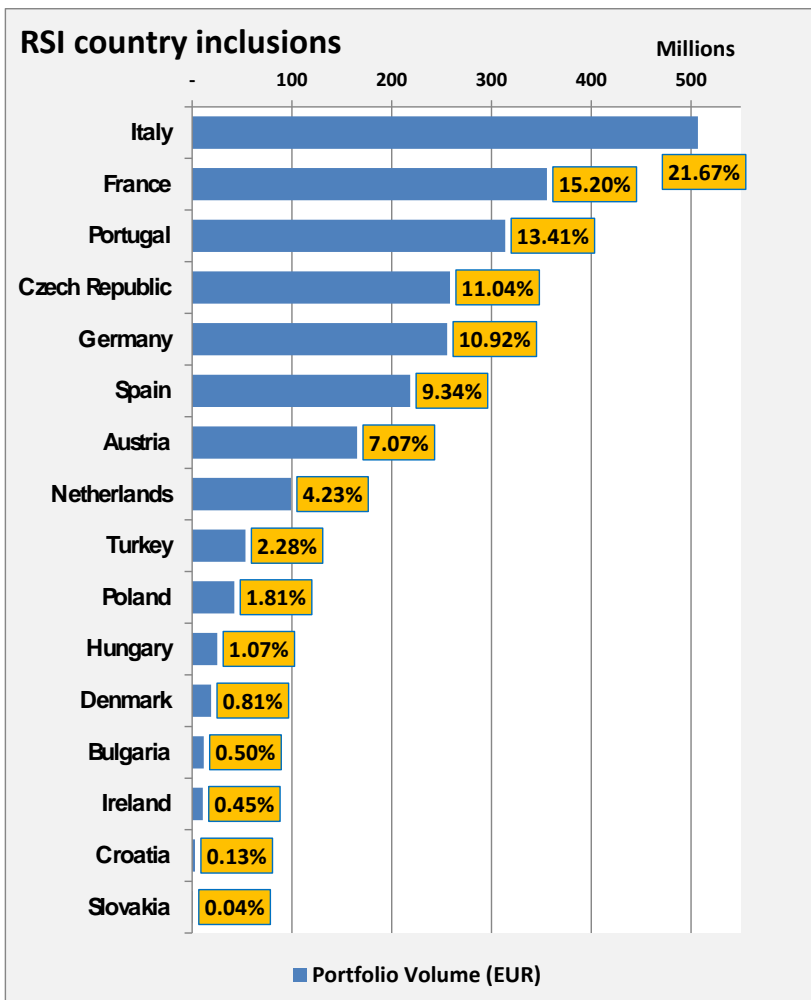
- Introduction of new innovation criteria
- Update of FAQ and Call for Expression of Interest on EIF website
- Continuous support to financial intermediaries
- Presentations focusing on innovation criteria understanding



# RSI Absorption

# RSI Absorption status

## Country origination (Q4 2015)



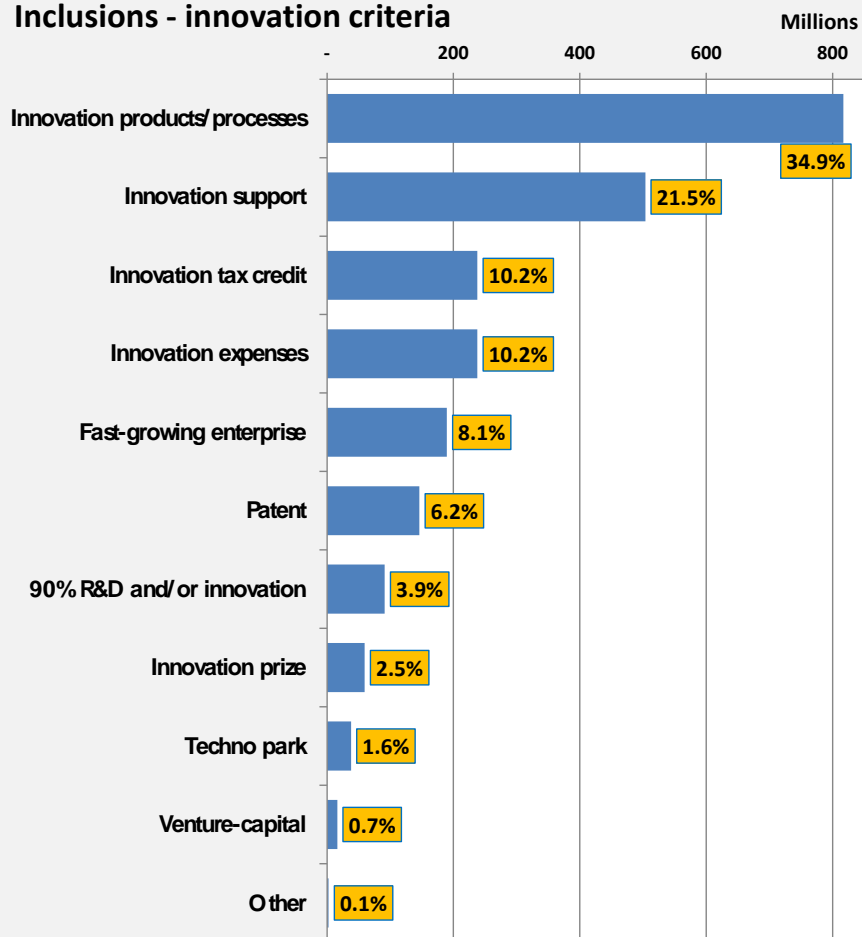
- Total originated RSI portfolio volume amounts to **EUR 2,340m** with a guarantee amount of **EUR 1,133m**
- Inclusions above the targeted amount of **EUR 1,125m**
- **Portfolio characteristics:**
  - **4,137** SMEs and small mid-caps supported
    - Of which **375** small mid-caps and **104** start-ups
  - **4,741** loans/leases with an average size of c. **EUR 500,000**
  - Average transaction maturity of **5.6 years**



# RSI Absorption status

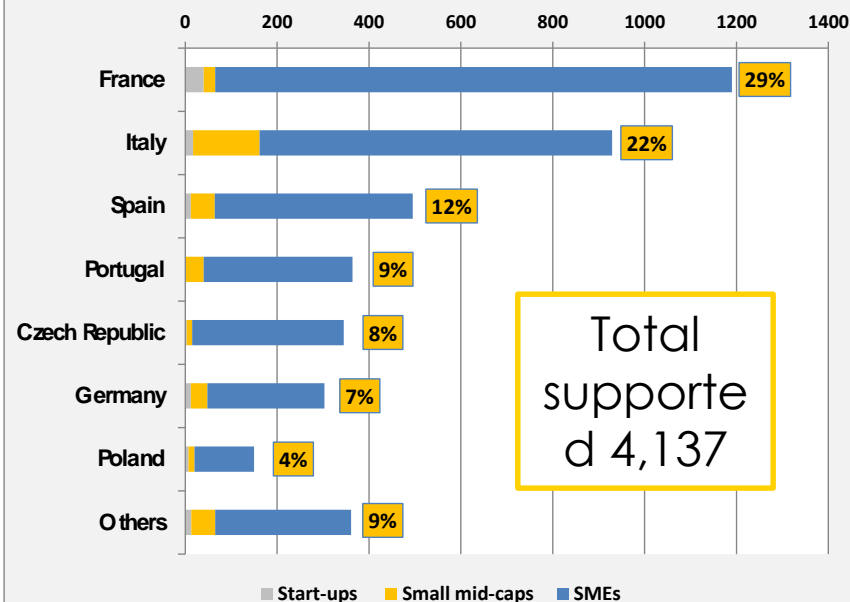
## Innovation eligibility criteria (Q4 2015)

### Inclusions - innovation criteria



- All innovation criteria utilised, some more popular than others

### Number of companies supported





# SME Initiative

# SME Initiative

## Overview

### SME Initiative Spain:

- Signature of agreements between Kingdom of Spain, European Commission, EIF and EIB: **26/01/2015**
- Call for expression of Interest published: **23/02/2015** and republished on **14/10/2015**
- 9 applications already received, of which 7 are signed
- 2 transactions under appraisal expected to be signed on 1H 2016
- 6 out of the 16 regions are fully committed in the first 7 transactions

### SME Initiative Malta:

- Signature of mandate agreements between Malta, European Commission, EIF and EIB: **14/07/2015**
- 1 transaction signed already and another on the way
- Expected support to over 800 SMEs and small mid-caps

### SME Initiative Bulgaria

- Signature of mandate agreements between Republic of Bulgaria, European Commission, EIF and EIB: **02/03/2016**
- Call for expression of Interest published May 2016
- Strong interest from the market during market testing
- Expected to support c. 3,000 SMEs and small mid-caps

# SME Initiative:

## *Pipeline in Spain and Malta*

Financial Intermediary (Name) (Name)	Type of Operation (guarantee/ counter- counter-guarantee) guarantee)	Status of Operation	Portfolio Volume (EURm)	Guarantee Amount (EURm)	Date of Signature	Availability Period Start Date
SME Initiative - Spain						
Bankia	Guarantee	Signed	320	160	29.07.2015	29.09.2015
Banco Sabadell	Guarantee	Signed	625	312.5	29.07.2015	01.10.2015
Banco Popular	Guarantee	Signed	1,000	500	29.07.2015	01.10.2015
Caixabank	Guarantee	Signed	800	400	29.07.2015	29.09.2015
Banco Santander	Guarantee	Signed	1,000	500	30.07.2015	28.09.2015
Bankinter	Guarantee	Signed	300	150	30.09.2015	01.10.2015
Bankia II	Guarantee	Signed	300	150	04.03.2016	09.03.2016
<i>Spain - subtotal</i>			<i>4,345</i>	<i>2,173</i>		
SME Initiative - Malta						
Bank of Valletta	Guarantee	Signed	61	46	25.01.2016	15.02.2016
<i>Malta - subtotal</i>			<i>61</i>	<i>46</i>		
<i>SME Initiative - total</i>			<i>4,406</i>	<i>2,219</i>		

# SME Initiative: Spain

## *Country coverage*

- Additional 2 transactions under appraisal for a total portfolio volume of c. EUR 350m
- Total inclusions under SME Initiative Spain amount to over EUR 1.13bn
- Expected portfolio characteristics:
  - Over 11,000 SMEs and small mid-caps supported, out of which 271 are Horizon 2020 final recipients
  - 11,500 loans/leases with an average size of c. EUR 100,000
  - Final beneficiaries in wholesale/retail trade and manufacturing

- Absorption under RSI above target of EUR 1,125m
- Significant growth in InnovFin signatures boosted by EFSI
- Continuous support to Financial Intermediaries with respect to reporting requirements and innovation eligibility criteria
- Introduction of new eligibility criteria to facilitate utilisation
- Focus on the countries not yet covered under EFSI and InnovFin
- Update of FAQ and Call for Expression of Interest on EIF website
- SME Initiative Option 1 started successfully in Spain and Malta
- 6 regions in Spain fully committed under SME Initiative
- SME Initiative Bulgaria: Call for expression of Interest to be published in May 2016
- SME Initiatives to come – Romania, Finland and Italy



# InnovFin SME Equity (early stage)

# InnovFin SME VC

## first transactions signed

### ■ 1 Operation with Early-stage Financial Intermediary :

- Bullnet Capital III SCR - <http://www.grupobullnet.com/>

Target fund size € 40m, € 19.0m out of IFE  
ICT technologies



### ■ 3 Operations with Multi-stage Financial Intermediaries:

- Set Fund II - <http://www.setventures.com/>

Target fund size € 50m  
€ 6.7m out of IFE and € 6.7m out of EFG  
Cleantech



- Panakés Fund I - <http://www.panakes.it/>

Target fund size €80m  
€ 12.8m out of IFE and € 6.2m out of EFG  
Lifesciences



- CapHorn 2, FPCI - <http://www.caphorninvest.fr/>

Target fund size € 100m  
€ 14.3m out of IFE and € 14.3m out of EFG  
ICT technologies





# InnovFin SME VC summary pipeline

- [15] operations with Early Stage Intermediaries currently considered under IFE for aggregate amount of up to € [290]m, of which:
  - [11] new VC operations for the aggregate approx. amount € [225]m, of which:
    - [2] VC operations for aggregate amount of € [28.5] m were already approved by the EIF BoD expected to be signed in Q2 – Q3 2016(\*)
    - [5] VC operations in advanced evaluation stage expected to be approved and signed in 2016
  - [4] BA funds operations for aggregate approx. amount € [65]m
    - [2] BA Funds in advanced evaluation stage with expected signatures in Q3 2016 (\*)
  - 13 operations originated from the EIF customary channel, 2 operations from the Call for Expression of Interest
- **Fund Manager location:** Israel, Sweden, Hungary, Estonia, Belgium, Ireland France, Spain, Czech Republic, Greece, Portugal
- Expected geographical location of **Final Beneficiaries:** Spain, CEE, France, Israel, Ireland, Hungary, Baltics and Nordic markets, Portugal
- **Sectors** expected to be covered: ICT, Clean Technologies, Lifescience, Healthcare, Security

- Pipeline increasingly expanding while the market is learning the opportunities under InnovFin SME VC
  - InnovFin SME VC market awareness as part of the InnovFin market events
  - Upcoming events covering: Tunisia, Armenia, Israel, Moldova, Ukraine
- € 125m of EU Contribution to IFE committed by DG R&I in 2015, including with respect to BA ICT window
- Additional resources to the IFE are urgently needed to meet the market demand, also in view of increased product scope under the new IFE facility:
  - EU Contribution for 2016 yet to be committed by DG R&I to IFE
  - GIF 1 Revenues and Repayments for 2014 for the aggregate amount of **€ 12.4m** were notified by EIF to EC on 15 February 2016 and are to be recommitted by DG R&I to IFE
  - GIF 1 Revenues and Repayments for 2015 are currently being calculated and will be notified by EIF to EC during the course of June 2016
- New IFE structure will further leverage EU Contribution to IFE with EIF and EFSI resources:
  - Negotiations are at the final stage
  - EIF Board approval expected in June 2016
  - Signature of the 6<sup>th</sup> Amendment of the Delegation Agreement including revised Annex C and 1<sup>st</sup> Amendment of the EFSI Agreement expected by end of July 2016



# COSME Equity Facility for Growth (EFG)

# First EFG transactions signed



## ■ 2 Operations with Expansion & Growth Financial Intermediaries

- **EMH Partners GmbH** - <http://emh.com/>  
Target fund size € 122.5m, € 9.5m out of EFG  
ICT sector
- **Diorama Hellenic Growth Fund** - <http://www.decainvestments.eu/>  
Target fund size € 125m, € 19m out of EFG  
Generalist



## ■ 3 Operations with Multi-stage Financial Intermediaries:

- **Set Fund II** - <http://www.setventures.com/>  
Target fund size € 50m, € 6.7m out of EFG and € 6.7m out of IFE  
Cleantech
- **Panakés Fund I** - <http://www.panakes.it/>  
Target fund size € 80m, € 6.2m out of EFG and € 12.8m out of IFE  
Lifesciences
- **CapHorn 2, FPCI** - <http://www.caphorninvest.fr/>  
Target fund size € 100m, € 14.3m out of EFG and € 14.3m out of IFE  
ICT technologies



- [8] operations with **Expansion & Growth Stage Intermediaries** are currently considered under EFG for an aggregate amount of approx. € [102]m(\*), of which:
  - [3] operations already approved by the EIF BoD, expected to be signed in May/June 2016 for a amount of approx. € [28]m;
  - [2] operations approved by the EIF BoD in legal negotiation for approx. € [32]m;
  - Additional [3] deals approx. € [42]m under assessment;
  - All operations originated from the EIF customary channel;
  
- **Overall geographic outreach**
  - **Financial Intermediary** location: France, Finland, Germany, Greece, Italy, Luxembourg, Netherlands, Sweden;
  - Expected geographical location of **Final Beneficiaries**: Austria, Benelux, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Italy, Netherlands, Portugal, Slovakia, Slovenia, Spain, Sweden, UK, Western Balkans;
  
- **Sectors** expected to be covered: ICT, Consumer/services oriented sectors, generalist. Support to internationalization.

# InnovFin products



SMEs	Mid-Caps	Large Caps	Thematic Finance	Advisory
<b>InnovFin</b> SME Guarantee	<b>InnovFin</b> MidCap Guarantee	<b>InnovFin</b> Large Projects	<b>InnovFin</b> Energy Demo Projects	<b>InnovFin</b> Advisory
<b>InnovFin</b> SME Venture Capital	<b>InnovFin</b> MidCap Growth Finance		<b>InnovFin</b> Infectious Diseases	
SMEs and small Mid-Caps < 500 Employees	Mid-Caps < 3,000 Employees	Large Caps Typically > 3,000 Employees	SPV, Mid-Caps and Large Caps	Public and Private Sector Promoters
Intermediated SME/Mid-Cap Financing	Intermediated and/or direct Corporate lending	Direct Corporate Lending	Project Finance and/or Direct Corporate Lending	Financial Advisory

 direct products

 indirect products