



**European Investment Fund:  
Financial instruments for  
support of SMEs**

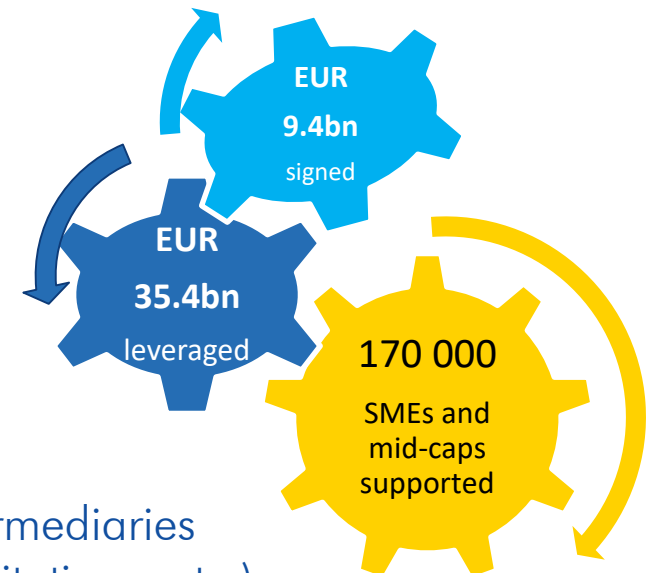
**16 October 2018, Sofia**

# EIF holistic approach for creating sustainable solutions

## Access to finance for SMEs across Europe

- Mobilising funds for SMEs through **revolving instruments** rather than grants
- Support the development of **sustainable financial markets** for SMEs at European and local levels
  - Enhancing the institutional capacity of intermediaries (investment funds, banks, microfinance institutions, etc.)
  - Transfer of know how to management authorities and counterparts
  - Crowding-in private investors

## EIF's support for business in 2017

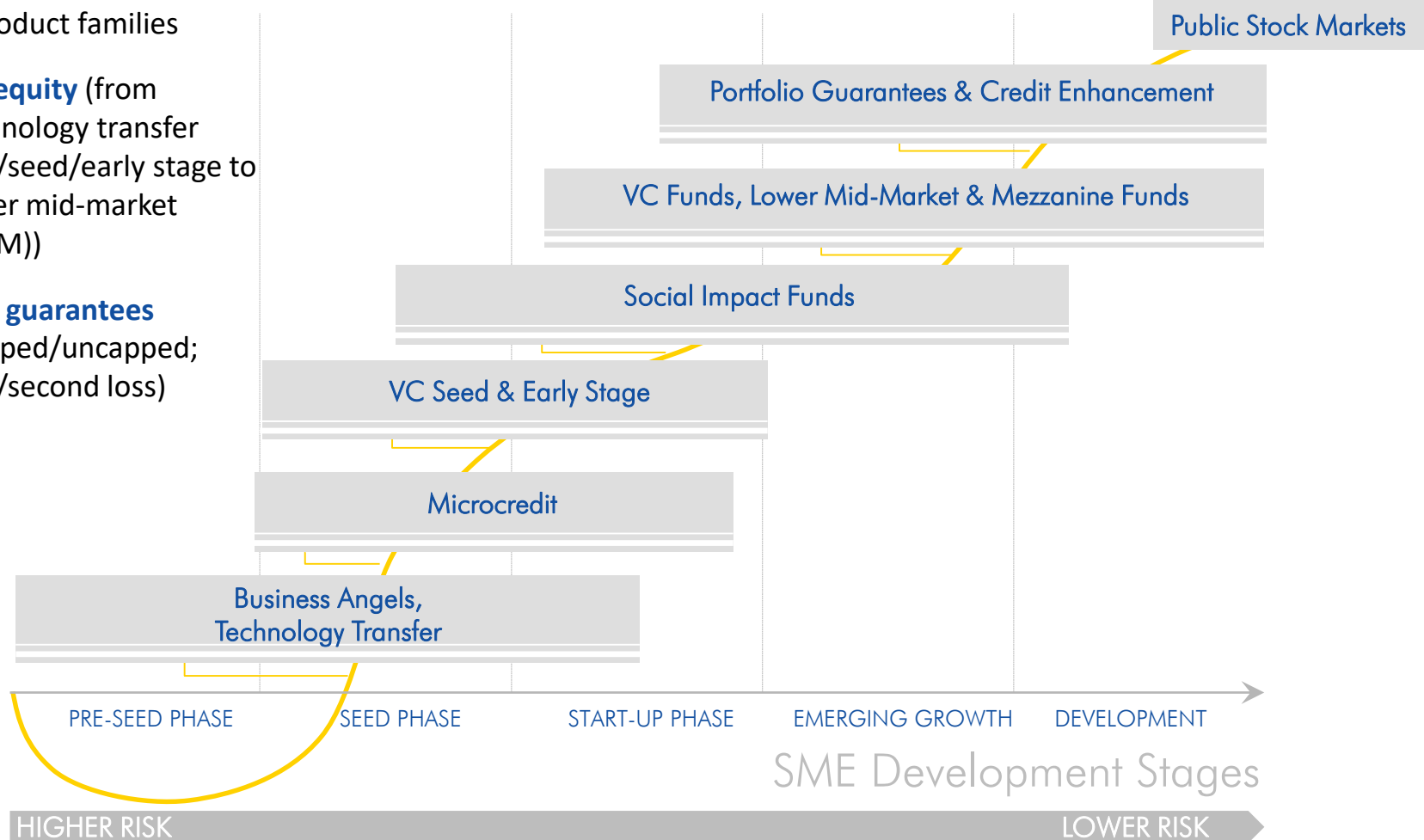


# Helping businesses at every stage of their development

Two main product families

**Indirect equity** (from technology transfer (TT)/seed/early stage to lower mid-market (LMM))

**Portfolio guarantees** (capped/uncapped; first/second loss)



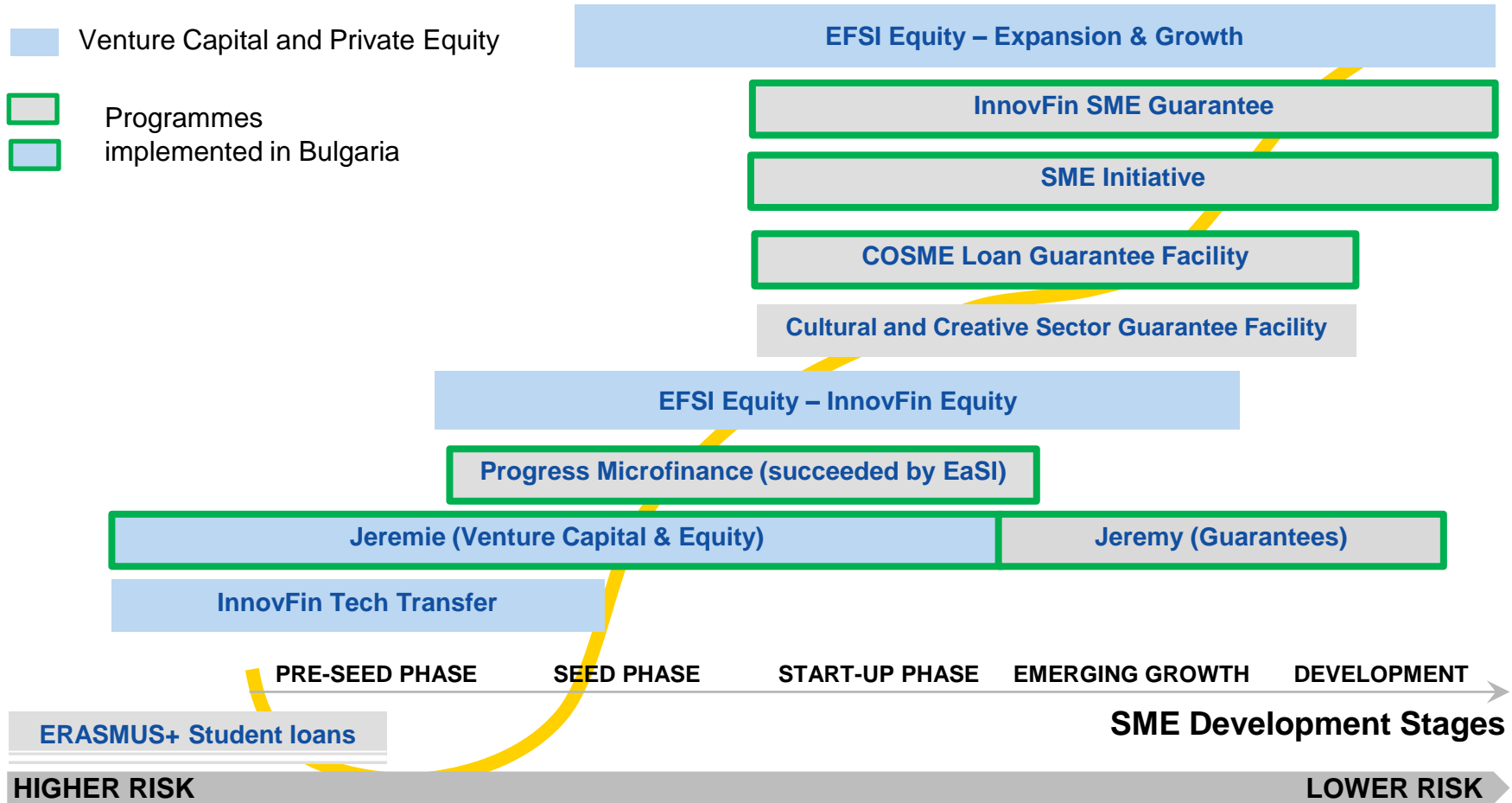
# Programmes helping SMEs at every stage across sectors and geographies



Guarantees & Debt

Venture Capital and Private Equity

Programmes implemented in Bulgaria



# Strong presence in Bulgaria

**Equity** – targeting companies in early development stage;  
key role in creating the start-up ecosystem in Bulgaria

- 6 Venture Capital funds, investments in 230 young companies, incl. 180 start-ups

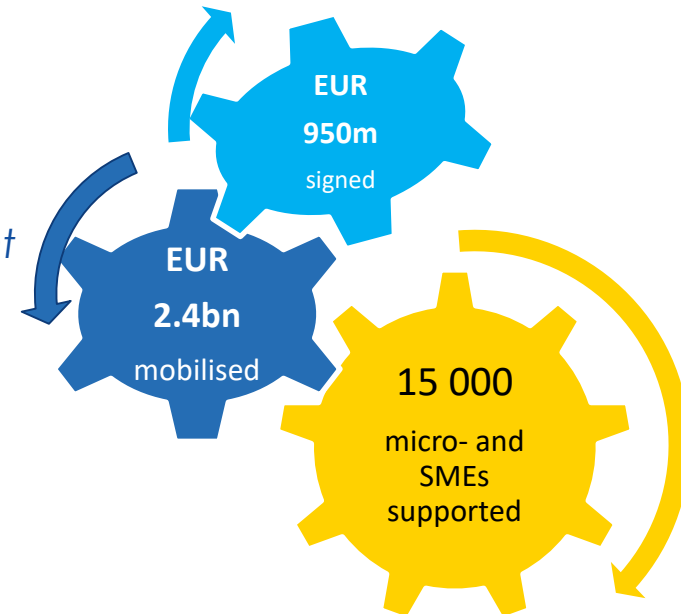
**Guarantees** – targeting innovation, growth and employment

- More than 14,000 credits to SMEs and small mid caps so far

**Microfinance** – targeting micro-enterprises with up to 10 employees

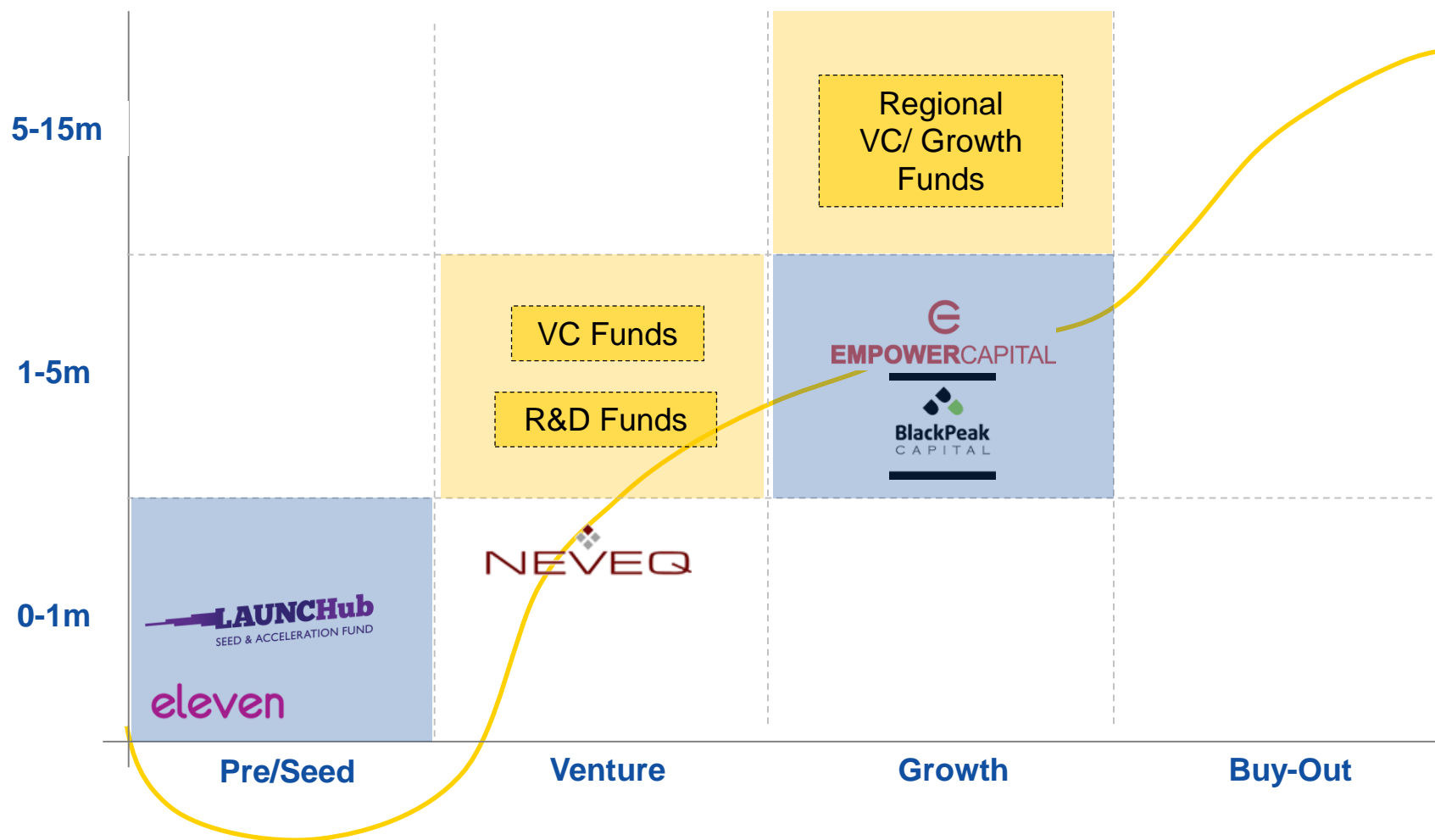
- EUR 23m mobilized until 2018

EIF's support for business  
2012 – Sep 2018



**Investment Plan for Europe SME Window**  
Bulgaria ranks second in mobilised investments per EURm of GDP

# EIF Equity coverage in Bulgaria



# Further steps to increase efficiency, outreach and coverage

## Key priorities for EIF

- ❑ Achieve a wider outreach through a successful implementation of **EFSI and EFSI 2**
- ❑ Enhance the focus on **microfinance** and **social impact** financing
- ❑ Expand the support to **underserved sectors**, e.g. **agriculture**, creative sectors
- ❑ Help establishing a well-functioning, **liquid equity market** for **SMEs and start-ups** and attract a wider range of private sector investors
- ❑ **Scale up** growth-stage companies
- ❑ Support the development of the Capital Market Union and **diversify the financial possibilities** for SMEs (e.g. SME securitisation, FinTech, crowdfunding, loan-originating funds, business angels)

