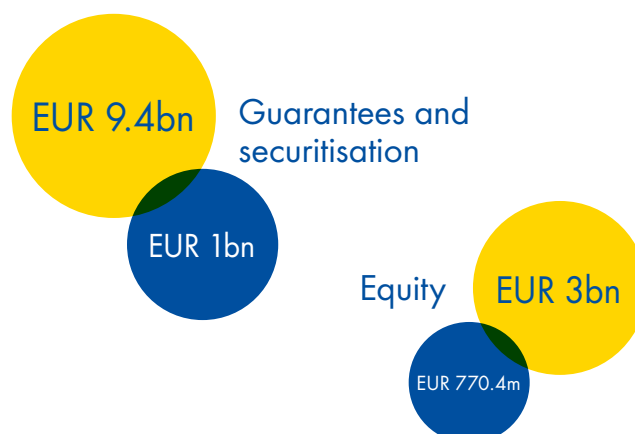


EIF in Germany



- Total commitments (2011-2015)
- Expected mobilised resources (2011-2015)

Key figures (at 31.12.2015)

- More than 87,600 German SMEs supported since 1997
- 76 supported private equity funds investing in Germany
- 26 partner finance and guarantee providers

Equity

EIF investments in Germany are spread across a wide range of sectors, from seed and social impact investments to early stage venture and to mid-market private equity. In 2015, EIF's equity participations in Germany amounted to EUR 278m, which is expected to mobilise EUR 1.2bn in capital. EIF committed into 12 funds and in several pan-European equity funds that also invest significantly in Germany. Four of the transactions also benefit from the support of the European Fund for Strategic Investments (EFSI), which is at the heart of the Investment Plan for Europe.

On behalf of LfA Förderbank Bayern (LfA), EIF manages the EUR 150m LfA-EIF Dachfond, which is investing in VC funds supporting technology oriented early and growth stage small and medium-sized enterprises (SMEs) in Bavaria. On behalf of the German Federal Ministry of Economic Affairs and Energy (BMWi), EIF manages the EUR 1bn ERP-EIF Dachfond (ERP) which is investing in venture capital funds mainly focusing on high-tech early and development stage companies based in Germany.

Additionally, EIF manages the European Angels Fund (EAF) Germany, in close cooperation with Business Angels Netzwerk Deutschland (BAND), a co-investment initiative funded by both the ERP-EIF and the LfA-EIF Dachfonds. By end 2015, EAF Germany has made more than 60 co-investments.

An initiative targeting hybrid debt/equity fund investments in Germany is the Mezzanine Dachfonds für Deutschland (MDD). MDD is a EUR 200m fully invested programme managed and co-financed by EIF. Half of the funding was provided by BMWi, LfA and NRW.BANK. MDD has invested in seven mezzanine funds and as of June 2015, 21 German companies have benefited from the facility's resources (EUR 132m).

Guarantees and securitisation

In 2015, EIF actively supported German SMEs through guarantees and securitisation transactions by committing EUR 358m which will enable SMEs to benefit from new loans totalling EUR 2.7bn.

Under the Programme for the Competitiveness of Enterprises and SMEs (COSME), EIF signed portfolio guarantees with KfW Bankengruppe (KfW) to support start-ups and young companies with a total loan volume of EUR 1.2bn and with all German Bürgschaftsbanken (Guarantee banks) for a counter-guarantee covering a portfolio of guarantees supporting loans to SMEs

EIF at a glance

The European Investment Fund (EIF) is Europe's leading risk finance provider for small and medium-sized enterprises (SMEs) and mid-caps, with a central mission to facilitate their access to finance. As part of the European Investment Bank (EIB) Group, EIF designs, promotes and implements equity and debt financial instruments which specifically target the needs of these market segments.

In this role, EIF fosters EU objectives in support of innovation, research and development, entrepreneurship, growth, and employment. EIF manages resources on behalf of the EIB, the European Commission, national and regional authorities and other third parties. EIF' support to enterprises is provided through a wide range of selected financial intermediaries across Europe. Since its inception in 1994, EIF supported over 1.8 million SMEs.

EIF is a public-private partnership whose tripartite shareholding structure includes the EIB, the European Union represented by the European Commission and various public and private financial institutions from European Union Member States and Turkey.

KfW Bankengruppe, L-Bank, LfA Förderbank Bayern, NRW.BANK and Sächsische Aufbaubank-Förderbank belong to EIF's shareholders in Germany.

For further information visit www.eif.org.

Case study

in the agricultural sector. Both transactions benefit also from the EFSI guarantee. Under the predecessor of COSME, the EU Competitiveness and Innovation Programme (CIP), EIF cooperates with KfW, LfA, Investitionsbank Berlin (IBB), NRW.BANK and with all German Bürgschaftsbanken, mobilising over EUR 2.1bn of loans to German SMEs.

In the framework of Horizon 2020, a guarantee and two counter-guarantee agreements were signed under the InnovFin SME Guarantee Facility with Deutsche Bank, Bürgschaftsbank Baden-Württemberg and L-Bank, allowing innovative SMEs and small mid-caps to benefit from EUR 375m of new lending. Previously, EIF has also signed under the pilot Risk Sharing Initiative (RSI) agreements with Investitionsbank des Landes Brandenburg (ILB), LfA, Commerzbank, KfW and Deutsche Bank to support innovative SMEs, mobilising over EUR 312m of loans to innovative SMEs and small mid-caps.

As part of its securitisation activities, EIF provided in 2015 a guarantee cover for an SME securitisation transaction of a large financial institution that allowed releasing regulatory capital which is expected to result in more than EUR 760m of additional lending to German SMEs.

Manuela is one of many entrepreneurs who have benefited from the EU support through the Competitiveness and Innovation Framework Programme (CIP). CIP allowed KfW Bankengruppe (KfW) to give her further capital to grow her business and carry out her ambitions.

Manuela's story could be like thousands of others across the EU. While her time at university gave her qualifications and an academic foundation, it also gave her a student loan to pay back. So when she wanted to start her own business, banks were not interested in supporting her.

As she had no other means of funding when trying to set up her business, she was delighted to receive support for paying her monthly costs and meeting her expenses from the German lender KfW.

With a loan of EUR 25,000, Manuela set up her speech therapy clinic and has since built up a solid client base in her local area.

Thanks to her diploma in speech therapy and her clinical work experience in early rehabilitation, stroke and neurology hospital departments, Manuela is able to provide targeted therapy, consulting and post-treatment services to her patients.

The speech therapy clinic in Thale caters for all ages. It provides support to children and teenagers who have problems with pronunciation, grammar and stammering and also helps infants who are slow learners and children with disabilities. Manuela also provides help for adults with speaking and reading difficulties and runs rehabilitation programmes for adults suffering from brain injuries following illnesses and accidents.



Company:
Speech therapy, Thale

Type of business:
Speech therapy clinic

**EU-guaranteed loan
from KfW:**
EUR 25,000

European Investment Fund

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