PRESENTATION OF THE ACTIVITIES OF AECM 2017 – 2018

BERNHARD SAGMEISTER - CHAIRMAN OF AECM
- WARSAW / POLAND, 14 JUNE 2018 -
OVERVIEW OF THE ACTIVITIES 06/2017 TO 06/2018

Since the last General Assembly in Madrid, AECM focused its activities on:

- **Political representation and lobbying activities** (i.e. EU Financial Instruments during the next MFF – “Doing more with less”)

  Therefore participation of AECM representatives in numerous high-level events such as “Joint event of AECM and of UEAPME” or “EU Conference for Financial Instruments in the next multiannual EU budget”.

- **Information among members and exchange of best practices** (i.e. OTS, AECM Annual Event)

- **Statistics** (i.e.: AECM Scoreboard, Survey)
EU already developed itself in the direction of guarantees by putting more emphasis on guarantees (see heavy use of COSME, InnovFin by AECM-members)

The next multi-annual financial framework (MFF) remains an important challenge for AECM members

Positive development of the membership basis

Good cooperation with other associations well established
In future AECM will face the following challenges:

- **Limitation of public budget** – the importance of empirical evidence of economic additionality will increase, therefore:
  - based on **harmonized, reliable data** we have to convince important stakeholder of the high-impact of guarantees („data is our gold“)
  - we need sound evidence of the **macro-economic impact** of guarantees (job creation, growth, innovation)
  - impact assessment will also need to address the **needs of societal changes** (i.e. Generation Y, Digital Natives) and take new „indicators“ such as „effects on environment“, „social benefits“, „health“ and „sustainability“ into account

- **Digitization of guarantee business** becomes more and more important
AECM activities will continue to focus on, i.e.:

- Maintaining highly appreciated work in the area of statistics for internal and external purposes (i.e. AECM Annual Survey)
- Facilitate exchange of best practices among AECM’s members
- Keeping the high-level of AECM’s lobbying activities
- Broadening of AECM’s membership basis to increase its role as the representative of guarantee institutions
OUTCOME OF ANNUAL SURVEY 2018 ON GUARANTEE ACTIVITY

Annual Survey

- 2018 = third time, each time also conducted by REGAR
- Goal: Shows the development of the guarantee business => “Pulse monitor” of the guarantee business in Europe (South/Latin America)

The answers are weighted according to the respective outstanding guarantee volume share of the members.

The results of last year’s survey (2017) are shown on the left hand side of the slides to follow, results of this year (2018) are on the right hand side.
OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

a. Demand of SMES for guarantees

In the past year the demand for our guarantees (in terms of volume of guarantees / applications)

In 2016:
- Increased: 24%
- Remained stable: 74%
- Decreased: 2%

In 2017:
- Increased: 25%
- Remained stable: 63%
- Decreased: 12%

In the coming year we expect the demand for our guarantees to

In 2017:
- Increased: 10.2%
- Remained stable: 68.4%
- Decreased: 21.4%

In 2018:
- Increased: 0.0%
- Remained stable: 35.7%
- Decreased: 64.3%
In the past year our guarantee activity (in terms of volumes guarantees granted)

In 2016
- Increased: 14.9%
- Remained stable: 74.5%
- Decreased: 10.6%

In 2017
- Increased: 36.9%
- Remained stable: 55.9%
- Decreased: 7.3%

In the coming year we expect our guarantee activity

In 2017
- Increased: 20.3%
- Remained stable: 71.9%
- Decreased: 7.7%

In 2018
- Increased: 64.3%
- Remained stable: 35.7%
- Decreased: 0.0%
In the past year bank financing for SMEs in our country

In the coming year we expect bank financing for SMEs in our country to
In the past year the utilisation of EIF counter-guarantees by our institution became

In the coming year we expect the utilisation of EIF counter-guarantees by our institution to become
In the past year the utilisation of EIF direct guarantees to banks in our country became

In the coming year we expect the utilisation of EIF direct guarantees to banks in our country to become
In the year 2015 alternative financing (like Business Angel-Financing or Crowdfunding) instruments became...
In the next year our institution will focus on

**2017 AECM**
- New guarantee products: 31.3%
- New guarantee procedures: 15.7%
- New tariffication/fee-models: 6.6%
- New clients/target groups: 5.6%
- New channelling of products: 5.8%
- Continuing current business: 19.7%
- New other financing products: 6.6%

**2018 AECM**
- New guarantee products: 15.5%
- New guarantee procedures: 11.4%
- New tariffication/fee-models: 15.7%
- New clients/target groups: 7.8%
- New channelling of products: 10.5%
- Continuing current business: 15.5%
- New other financing products: 2.6%

**New categories**
- Changing the current business model
- Implementation/modification of risk control and management systems
- Propose legislative/regulatory/supervisory reforms
- Conduct evaluative study on additionality/impact of guarantees
In the next year our institution will focus on:

**2018 AECM**
- Continuing current business: 22.06%
- New guarantee products: 11.44%
- New guarantee procedures: 5.26%
- New financial/fee models: 3.1%
- New clients/target groups: 2.66%
- New channeling of products: 1.5%
- New other financing products: 1.05%
- Changing the current business model: 0.8%

**2018 REGAR**
- Continuing current business: 12%
- New guarantee products: 9%
- New guarantee procedures: 7%
- New financial/fee models: 7%
- New clients/target groups: 5%
- New channeling of products: 4%
- New other financing products: 3%
- Changing the current business model: 3%
- Implementation/modification of risk control and management systems: 2%
- Propose legislative/regulatory/supervisory reforms: 1%
- Conduct evaluative study on additionality/impact of guarantees: 1%

**Comparison**
- 5 Categories only given in the REGAR survey
- 1 Category given only in the AECM survey

**Same categories for AECM and REGAR surveys**
GENERAL PROSPECTS OF AECM IN 2017 AND 2018

We see the general business prospects for SME in our country

AECM IN 2017

AECM IN 2018

Increasing general positive tendency comparing 2017 and 2018
THANK YOU FOR YOUR ATTENTION & FOR YOUR SUPPORT TO AECM