
PANEL ON POLICY DRIVERS OF GUARANTEE INSTITUTIONS: BEST POSSIBLE SUPPORT OF SMES' ACCESS TO FINANCE

Growing together



AGENDA – HERE ARE OUR PANELISTS ...

- **Stefan PIETERS** , Case Handler State Aid – Financial Institutions, Directorate-General for Competition (DG COMP), European Commission
- **Szilvia BENCZE** , Policy Officer, Unit F3 – “Bulgaria, Croatia, Poland, Slovenia; Financial instruments”(DG AGRI), European Commission
- **Astrid BARTELS**, Policy Officer – COSME Financial Instruments Team Leader, Unit COSME Financial Instruments, Directorate-General for Internal Market, Industry, Entrepreneurship and (DG GROW), European Commission (tbc)
- **Kęstutis JURAS**, Team Leader – Debt Finance, Unit financing of innovation, competitiveness and employment policies, Directorate-General for Economic and Financial Affairs (DG ECFIN), European Commission
- **Bernard JEHIN**, SOWALFIN, Belgium (Head of working group statistics)
- **László TOTH**, AVHGA / Hungary (Head of working group Agriculture)
- Gernot **RÖSSLER**, VDB, Germany (Member of working group Banking Regulation)
- Guy **SELBHERR**, VDB, Germany (Head of working group State Aid)

1. STATE AID – THE SMES' POINT OF VIEW



- Administrative burden or lean application?
- De minimis and GBER Regulation in force
- What are the practical implications?
 - Check if SME status (linked companies)
 - Check if Single Undertaking
 - Check if already started („incentive effect“ GBER or de minimis)
 - Check if free de minimis threshold
 - Check if cumulative state aid element (e.g. subsidized loan)
 - Check if transparency issues are relevant

BROPACK BRONNER PACKMITTEL

GARANTEE INSTRUMENT : 50% GARANTEE

DEVELOPMENT AND PRODUCTION OF WOODEN SHIPPING CRATES.

FINANCING BUSINESS TRANSFER.

1. STATE AID – THE DG COMPETITION UPDATE AND OUTLOOK – STEFAN PIETERS

- State Aid Modernization Process – SAM
- State Aid evaluation
- State Aid & Financial Instruments
- Results of Transparency Award Modul (TAM)
- De minimis vs. notification
- Private Creditor Test



2. FINANCIAL INSTRUMENTS – THE NEW MULTI-ANNUAL FINANCIAL FRAMEWORK



- FOSERA USED INNOVFIN GUARANTEES
- COMPANIES WOULD LIKE MORE FLEXIBILITY
- COMPANIES WOULD LIKE LONG TERM – ONGOING AGREEMENTS TO SUPPORT GROWTH
- COMPANIES WOULD LIKE ADDITIONAL SUPPORT

FOSERA SOLARSYSTEMS

GUARANTEE INSTRUMENT : INNOVFIN 70

DEVELOPS SOLAR-POWERED HOUSEHOLD ELECTRICAL APPLIANCES, ESPECIALLY FOR DEVELOPING REGIONS. PRODUCTION BY SUBSIDIARY FORSERA THAILAND. FINANCING DEVELOPMENT COSTS.

2. FINANCIAL INSTRUMENTS: COMING PERIOD "INVEST EU" – KESTUTIS JURAS

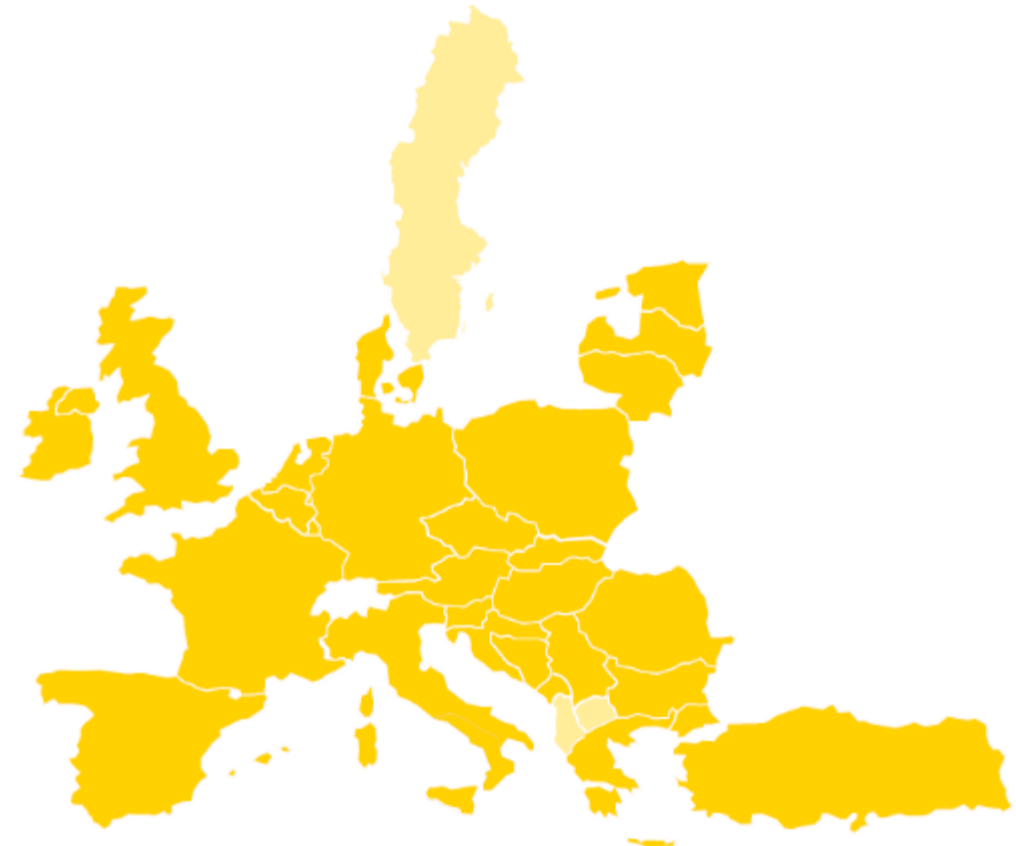
- NEW MULTI-ANNUAL FINANCIAL FRAMEWORK
- STRUCTURE OF THE NEW FUND „INVEST EU“
- WHAT ABOUT BUDGETORY CONSTRAINTS?
- WHAT WOULD BE NEW CONCERNING FINANCIAL INSTRUMENTS?
- HOW IS IMPORTANCE OF SME CONSIDERED?
- CONTENT-WISE RESPONSABILITIES DG GROW AND DG RESARCH



2. FINANCIAL INSTRUMENTS – ONGOING PERIOD AND FUTURE – ASTRID BARTELS

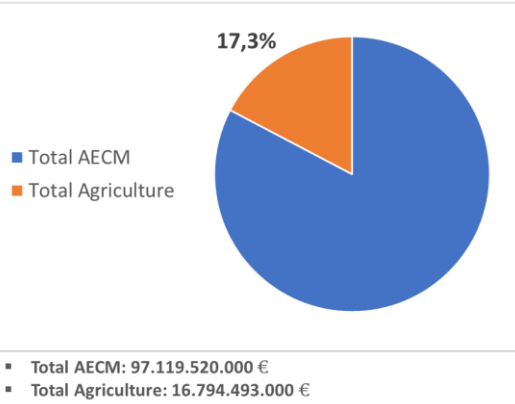
- **COSME EXPERIENCE OF ONGOING PERIOD**
- **EU-COM DESIGNS INSTRUMENT – EIF ADMINISTRATES**
- **REVEAL THE SECRET OF THE THRESHOLD k€ 150 IF COMPANY IS NOT INNOVATIVE?**
- **COUNTER-GUARANTEES vs. DIRECT GUARANTEES: IMPROVEMENT ON THIS ISSUE?**
- **COMPLEXITY REDUCTION IN THE FUTURE?**
- **NEW APPROACH OF BUNDLE AGREEMENTS**

■ 25 countries where agreements have been signed
■ 3 countries where applications have been received

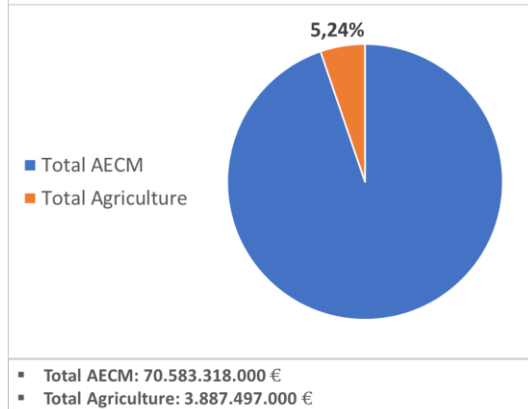


3. WORKING GROUP ON STATISTICS – WHY IT'S SO IMPORTANT TO US!

VOLUME OF OUTSTANDING GUARANTEES END OF 2017:
AECM / AGRICULTURE



VOLUME OF NEWLY GRANTED GUARANTEES END OF 2017:
AECM / AGRICULTURE



DATA OF THE AGRICULTURAL SECTOR OF AECM IN 2017

Country	Scheme	Volume guarantees in portfolio ('000EUR)	Volume Newly granted guarantees ('000EUR)	Total guarantees in portfolio (units)	Nbr Newly Granted Guarantees (in units)
Bosnia and Herzegovina	GF of Srpska	2.623	9	22	1
Croatia	HAMAG-BICRO	€24.826	€352	494	2
France	SIAGI	€134.406	€109.760	1.783	879
Germany	VDB	€2.381	€28.069	123	64
Hungary	AVHGA	€340.212	€208.271	11.268	5.741
	Garantika	€36.738	€21.228	551	305
Italy	ISMEA	€14.126.118	€1.986.454	113.935	20.882
Latvia	Altum	€11.662	€2.415	138	34
Lithuania	Garfondas	€30.000	€14.920	1.112	93
Portugal	Agrogarante	€365.475	€138.464	7.991	2.235
Romania	FGC-Rural	€155.532	€50.975	1.301	841
	FNGCMM	€15.825	€1.269	282	35
Russia	FSECA	€980	€985	3	5
Serbia	GF VOJVODINA	€5.733	€717	467	25
Spain	CESGAR	€231.403	€30.349	3.366	977
Turkey	KGFB-Turkey	€1.200.579	€1.241.260	24.617	23.698
Total Agriculture		€16.794.493	€3.887.497	167.453	55.817
Total AECM		€97.119.520	€70.583.318	3.049.493	899.420

3. WORKING GROUP STATISTICS – BERNARD JEHIN

- STATISTICAL DATA HAS BEEN IMPROVED SINCE 2011 – WHY SO IMPORTANT FOR AECM MEMBERS?
- HALF-YEARLY SCOREBOARD / FACTS & FIGURES
- CHALLENGES COLLECTING DATA?
- HOW TO PROVE ADDED VALUE OF GUARANTEES
- FURTHER ACTIVITIES?
- A WISH FOR THE FUTURE ...



4. WORKING GROUP ON REGULATION – GERNOT RÖSSLER

- CRD IV DRAFT – WHAT SHOULD WE DO TO BE PREPARED
- DIFFERENCE BETWEEN CAPPED AND UNCAPPED GUARANTEES
- SME FACTOR – CONSEQUENCES FOR GUARANTEE INSTITUTIONS?
- ANA CREDIT – STATE OF PLAY?
- EU RULES CONCERNING ANTI MONEY LAUNDERING AND TERRORIST FINANCING
- NEW REGULATION ON DATA PROTECTION



5. AGRICULTURAL SECTOR – WORKING GROUP ISSUES – LASZLO TOTH

- INTERNATIONAL CONFERENCE IN BUDAPEST (MAY 2018)
- AECMS POSITIONS ON GUARANTEES FOR THE AGRICULTURAL SECTOR?
- STATE AID - DE MINIMIS THRESHOLD
- INTERNATIONAL CONTACTS / NETWORKS
- FUTURE ISSUES



Garfondas / Lithuania



Agrogarante / Portugal



FGCR / Romania



FNGCIMM / Romania



FRC / Romania



CESGAR / Spain



SRDF/ Slovenia



KGF / Turkey



Guarantee Fund of the Autonomous Province of Vojvodina / Serbia



Fund of Small Enterprise Credit Assistance of Moscow / Russia



SIAGI / France



HAMAG-BICRO / Croatia



ISMEA / Italy



Assoconfidi / Italy



Guarantee Fund of the Republic of Srpska / Bosnia-Herzegovina



ALTUM / Latvia



VDB / Germany



National Guarantee Fund / Bulgaria



AVHGA / Hungary



Garantiqa / Hungary

5. AGRICULTURAL SECTOR – SZILVIA BENCZE (DG AGRI)

- **AGRICULTURAL POLICY POST 2020 - MOST CHALLENGING ISSUES**
- **USE OF FINANCIAL INSTRUMENTS IN THE AGRICULTURAL SECTOR: HOW TO INVOLVE EXISTING STRUCTURES**
- **PROBLEM OF COMBINING FINANCIAL INSTRUMENTS AND STRUCTURAL FUNDS**
- **DE MINIMIS THRESHOLD k€ 15**
- **GUARANTEES AS A COMPLEMENTARY FEATURE TO GRANTS?**

BERND REUTHER
GUARANTEE INSTRUMENT: COSME (60%)



THANK YOU FOR YOUR ATTENTION!

GROWING TOGETHER

