

**AECM member request as to the
percentage of loans covered by guarantees in**

1) the SMS sector and

2) in the private business sector

1. aws Austria	In Austria there are no relevant figures for SME-loans and accordingly, it is not possible to indicate the relations asked.
2. SOWALFIN Belgium	SOWALFIN doesn't have reliable macroeconomic data for the Wallonia Region in order to calculate the requested information.
3. CESGAR Spain	In Spain there is no reliable data therefore, it is not possible to facilitate this information.
4. CMZRB Czech Republic	<p>CMZRB does not have its own statistics, but taking into consideration some statistics of the Czech Statistical Office and the Czech National Bank, the comparable figures of the CMZRB would be more or less the following:</p> <p style="margin-left: 40px;">1) 6.5 % 2) 2.6 %</p> <p>FYI: In the Czech Republic approx. 40 % of all loans were aimed to SMEs.</p>
5. KredEx Estonia	<p>KredEx's value of the ratios as of end of 2017:</p> <p style="margin-left: 40px;">1) amount of outstanding loans secured by KredEx's guarantees granted to SME / total amount of outstanding loans in SME sector (in %) - n/a</p> <p style="margin-left: 40px;">2) amount of outstanding loans secured by KredEx's guarantees granted to SME / total amount of outstanding loans for private business sector (in %) - 4,76%</p>
6. FINNVERA Finland	<p>FINNVERA cannot give exact figures, because in Finland there is no statistic related to SME lending or the outstanding portfolio of SME loans.</p> <p>But here are some calculations based on the information that is available.</p> <ul style="list-style-type: none"> • The outstanding corporate loan portfolio (31.5.2018) in Finland was roughly 52 bn euros. At the same time Finnvera's outstanding liabilities (both loans and guarantees) for different size of companies was some 2,1 bn euros, so our "market share" is roughly 4 %. • In Finland it can be assumed that all corporate loans under 1 million euros can be considered as SME loans. Their total value in the year 2017 was 9,6 bn euros. In the same year their total financing for companies was roughly 860 million euros, so their "market share" was roughly 9 %. But from a personal opinion the figure is a little bit

	<p>too high. It is supposed that their share in SME lending could be max. 6-8 %.</p>
7. SIAGI France	<p>In case of SIAGI all guarantees are granted to SMEs up to 50 people.</p>
8. AVHGA Hungary	<ol style="list-style-type: none"> 1) amount of outstanding loans secured by AVHGA's guarantees granted to SMEs / total amount of outstanding loans in SME sector: 5,64% 2) amount of outstanding loans secured by AVHGA's guarantees granted to SMEs / total amount of outstanding loans of enterprises (large & SMEs): 3,47%. <p>Both figures are valid at the end of 2017.</p>
9. SBCI Ireland	<p>From the perspective of calculating the ratio SBCI has used only the Agriculture Cashflow Support Loan Scheme, as this has been deployed (whereas the Brexit Loan Scheme is in the early stage of operation and would not be fully reflective of the to include at this stage).</p> <ol style="list-style-type: none"> 1) End year 2017: The total stock of loans supported by SBCI guarantees is c.€145m (scheme) out of a total Irish SME loan stock of €16bn (per CBI SME 2017H2 Report), therefore the answer to the Q1 is 0.91%. What may also be relevant is that in terms of new lending flow in 2017, loans supported by SBCI guarantees accounted for c.€145m of overall new lending of €3.7bn, i.e. 3.9%. 2) SBCI is unable to provide a response to this question as they don't have data on the overall private business sector.
10. ALTUM Latvia	<p>ALTUM does not measure effectiveness of guarantees. The reason is that the data of their Financial and Capital Market Commission are different, i.e. they show newly issued loans including refinancing but ALTUM provides guarantees only for newly issued loans. Nevertheless after making a quick research for 2017, the following answer can be given:</p> <p>Commercial banks issued loans for SMEs apr.400 million euros in 2017. ALTUM issued guarantees for 43 million euros and these guarantees helped to get loans for 54 million euro.</p> <p>So ALTUM's part in 2017 was apr.13.5%</p>
11. BGK Poland	<p>The value of the ratios as of end of 2017:</p> <ol style="list-style-type: none"> 1) amount of outstanding loans secured by BGK's guarantees granted to SME / total amount of outstanding loans in SME sector - 12,1%, 2) amount of outstanding loans secured by BGK's guarantees granted to SME / total amount of outstanding loans for private business sector - 5,5%

<p>12. FNGCIMM Romania</p>	<p>Total (outstanding) Loans to non-financial corporations, as of 31.12.2017: Lei 104,138.6 million [1 Euro (EUR) = 4.6597 Lei (RON) at 31.12.2017], according to the monthly bulletin of the National Bank of Romania-NBR (no. 4/2018); see National Bank of Romania’s site at: http://www.bnro.ro/Regular-publications-2504.aspx</p> <p>Regarding the „total amount of outstanding loans SME”, from an analysis made by NBR in the Financial Stability Report no.2017-2 (published in 4.12.2017), the most recent indication is that the SMEs’ share was about 69% of total loans to all firms (non-financial corporations), but as of 30.09.2017.</p>
<p>13. KGF Turkey</p>	<p>Figures for 2017:</p> <ol style="list-style-type: none"> 1) Total outstanding KGF guaranteed loans / Total outstanding SME loans in Turkey - 32,7 % 2) Total outstanding KGF guaranteed loans / Total outstanding commercial loans in Turkey - 11,9 %.