



aecm
EUROPEAN ASSOCIATION OF GUARANTEE INSTITUTIONS

REPRESENTATIVE OF GUARANTEE INSTITUTIONS IN EUROPE

- fostering SMEs' growth



Panel on policy drivers of guarantee institutions: Best possible support of SMEs' access to finance

Moderator: Guy Selbherr,
Chairman of the AECM working group state aid



Pedro Pisonero Pérez,

Chairman of the AECM working group digitisation

DIGITISATION (-1-)

Past events



Presentation of the working group

- **Chairman:** Pedro Pisonero Pérez, CESGAR | Spain
(previous Chairman: Alexandru Petrescu, CEO
FNGCIMM | Romania)
- **Rapporteur:** Jürgen Bader, aws | Austria
- **Slogan:** “Speed is crucial”
- **Focus:** Collaboration with Fintechs
Design guarantees innovation

• Past events:

- ✓ 30 October 2018: First working group meeting in Brussels
- ✓ Webinars
 - 1) 7 May 2019: Big Data and some applications to guarantee institutions (by Galileo Network)
 - 2) 20 May 2019: The COSME digitalization pilot (by EIF)
- ✓ Operational Training Session (OTS) in Riga from 9 to 10 May 2019

DIGITISATION (-2-)

Past activities (-1-)

Survey “The road to digitalisation” among AECM’s members

- From November 2018 until early January 2019
 - 21 out of 48 members replied
 - Covered areas:
 - ✓ Europeann single markets strategy + DIGITAL EUROPE
 - ✓ FinTechs
 - ✓ Going digital
- Main conclusions:
 - ✓ Collaboration with Fintech in future but not at present, with exceptions
 - ✓ All the surveyed members agreed that “being digital is important for the success of any organization”
 - ✓ Main active areas: Communications with banks / SMEs, online applications, digital signature, mobile app, etc.
 - ✓ Specific technologies in the future: BigData, social media, mobile app, cybersecurity
 - ✓ Key drivers to digitalize: Efficiency, SME at the center of the business

DIGITISATION (-3-)

Past activities (-2-)

- **Activities of the strategic plan and the political guidelines:**
Elaboration of a document
 - ✓ Summarizing how FinTech sector is organized at European level and
 - ✓ indicating which policies the European Commission has been developing and envisages to develop(= published in member area of AECM's website)

Upcoming activities

- Organise webinars on relevant topics
- **Goals**
 - ✓ General knowledge of the state of the art
 - ✓ Application to guarantees institutions
 - ✓ Share good and bad member experiences
 - ✓ Interest groups for business collaboration
 - ✓ Involve EU institutions (EIB, DG GROW)
 - ✓ Avoid topics treated in the General Assembly or OTS
 - **Duration: 60-80 minutes**
 - ✓ 50% Presentation
 - ✓ 50% Discussion



Barbara Cattrysse,

Senior Legal Counsel,
European Investment Bank (EIB)

STATE AID

Past activities

- AECM position paper on Commission's decision to prolong for two years 7 sets of state aid rules and launch an evaluation on the application of EU state aid rules
- AECM contribution to Commission's roadmap on targeted modification of the GBER in relation to the EU funding programmes
- AECM contribution to the targeted consultation on the application of the guidelines on state aid to promote risk finance investments and on SMEs access to finance regarding the GBER (phone interview with SheppardMullin law firm)
- Ongoing vivid contacts with the European Institutions in order to present and defend AECM's members' view on the issues related to state aid

Upcoming activities

- Commission's fitness check evaluation on SAM:
 - Regional Aid Framework 2014-2020
 - 2012 State aid modernisation package, railways guidelines and short-term export credit insurance - fitness check
 - *de minimis* Regulation
- Continuation of lobbying activities vis-à-vis the EU institutions on SAM reform



Astrid Bartels,

Deputy Head of Unit,

COSME Financial Instruments, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW), European Commission

Michel Cottet,

Rapporteur of the AECM working group financial instruments and structural funds

FINANCIAL INSTRUMENTS &

STRUCTURAL FUNDS (-1-)



Past activities

- Closely following works on the establishment of InvestEU
 - Close contacts to the EU institutions, the EIB Group and to other relevant stakeholders
 - Several position papers, many of them jointly with partners
 - Participation in public and non-public consultations
 - Participation in relevant policy events and conferences
- Numerous AECM requests taken up: no maximum volume threshold, choice between capped and uncapped product, no maximum duration, innovation window open for SMEs, lighter reporting requirements (also concerning sustainability)
- Participation in the evaluation of COSME and EFSI

Upcoming activities

- Participation in stakeholder workshop in Luxembourg on 19 June, including discussions on the risk methodological framework and the sustainability proofing
- Participation in a stakeholder consultation on the Investment Guidelines
- 14 November 2019:
 - ✓ Working group meeting
 - ✓ AECM and SMEUnited joint event on EU Financial Instruments

FINANCIAL INSTRUMENTS & STRUCTURAL FUNDS (-2-)

Past activities

- Meeting of the working group on 21 January 2019
- AECM opinion on article 8 “Compartments” and article 9 “Specific provisions applicable to the Member State compartment” of the draft regulation establishing the InvestEU Programme
- AECM position paper on the CPR, the ERDF and the CF
- AECM’s major requests to combine financial instruments with grants were taken up
- Ongoing vivid contacts with the European Institutions in order to present and defend interests of AECM’s members

Upcoming activities

- Common Provisions Regulation
- Thriving to avoid direct guarantees when using funds under shared management
- Continuation of lobbying activities vis-à-vis the EU institutions



Michael Pielke,

Head of Unit, Bulgaria, Croatia, Poland, Slovenia; Financial instruments,
Directorate-General for Agriculture and Rural Development (DG AGRI),
European Commission

László Tóth,

Chairman of the AECM working group agriculture

AGRICULTURE

Past activities

- Contribution to CAP regulations
- FI-compass survey results on guarantee activity in the agricultural sector (13 AECM members participated)
- Meeting of the working group on 28 March 2019
- Specific survey among the five guarantee schemes that are exclusively active in agriculture = further development of statistics
- Ongoing vivid contacts with the European Institutions in order to present and defend interests of AECM's members

Upcoming activities

- Future of the common agricultural policy (CAP)
- Contribution to Commission's consultation on state aid guidelines and block exemption regulation applicable to agriculture, forestry and rural areas
- Thriving to avoid direct guarantees when using EAFRD
- Continuation of lobbying activities vis-à-vis the EU institutions on CAP



Helmut Kraemer-Eis,

Head of Research & Market Analysis, Chief Economist,
European Investment Fund (EIF)

Peter Sleenckx,

Chairman of the AECM working group statistics and impact

STATISTICS and IMPACT

Past activities

- Publication of the half-yearly Scoreboard H1 2018
- Publication of the AECM Statistical Yearbook 2018 including the results of the Scoreboard H2 2018 and the Guarantee Activity Survey 2018/2019; new chapter on financial instruments
- Joint Impact Survey in cooperation with REGAR
- Two working group meetings in October 2018 and April 2019
- Contribution to the EIF Small Business Finance Outlook
- Contribution to the OECD Scoreboard

Upcoming activities

- 19-20 September in Porto / Portugal: OTS on the impact of guarantees on SMEs and on the economy
- October / November: Working group meeting



Enrico Gaia,

Chairman of the AECM working group law and regulation

LAW AND REGULATION

Past activities

- Position papers on the following dossiers:
 - ✓ Double documentation in the area of anti-money laundering
 - ✓ Sustainable Finance Taxonomy (one with SMEUnited, another one with SMEUnited and Eurochambres)
- WG meeting in January 2019
- Surveys on collateral and on the principle of proportionality

Upcoming activities

- Working group meeting in Cagliari on 12 September
- Closely follow works on the transposition of “Basel IV” into EU legislation
- Closely follow future work on sustainable finance