

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)

THE CURRENT SITUATION OF THE ASSOCIATION: WELL-POSITIONED

- 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

FUTURE CHALLENGES FOR THE ASSOCIATION (-1-)

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

FUTURE CHALLENGES FOR THE ASSOCIATION (-2-)

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)

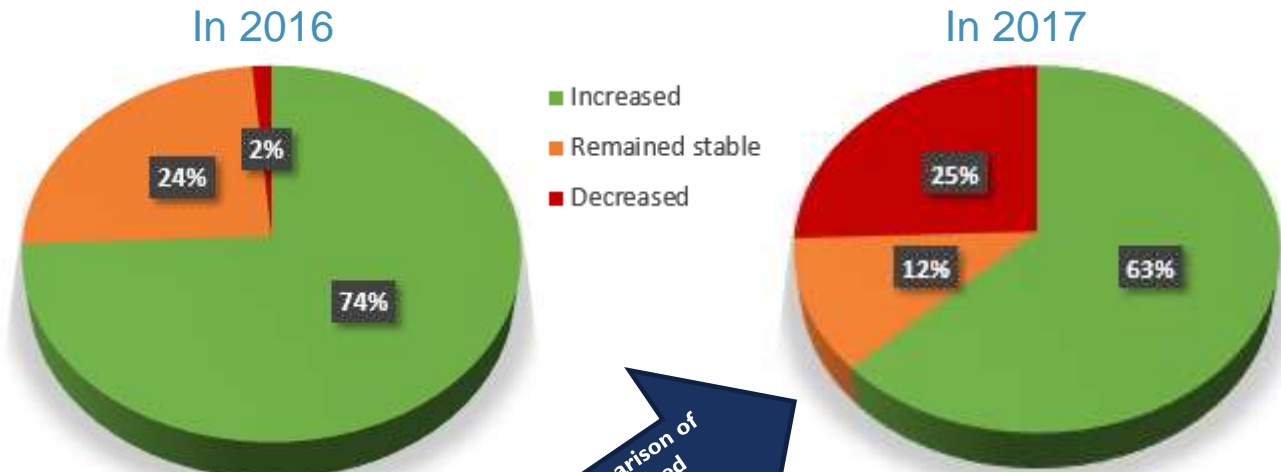
The answers are **weighted** according to the **respective outstanding guarantee volume share** of the members.

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**.

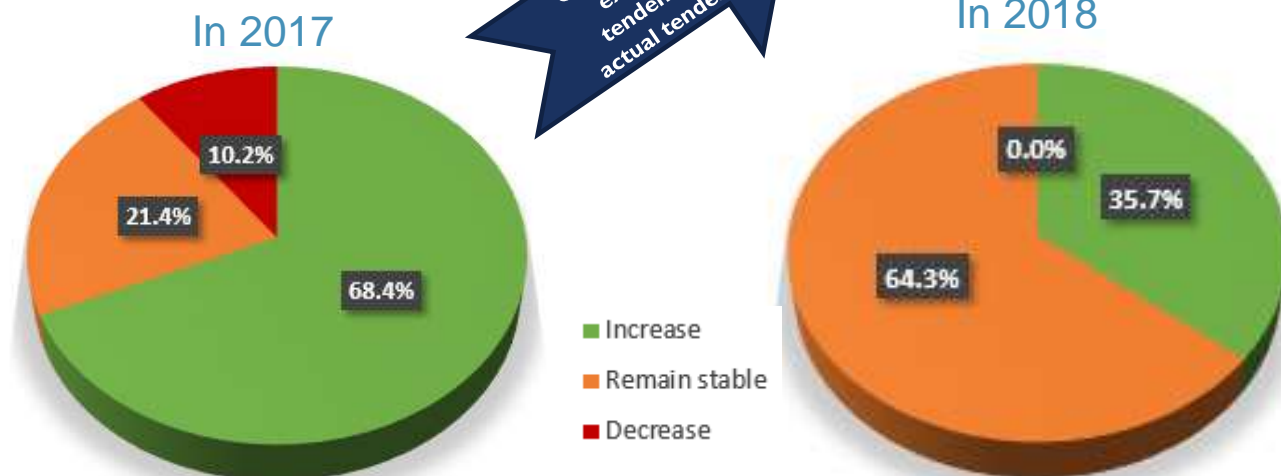
OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

a. Demand of SMES for guarantees

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



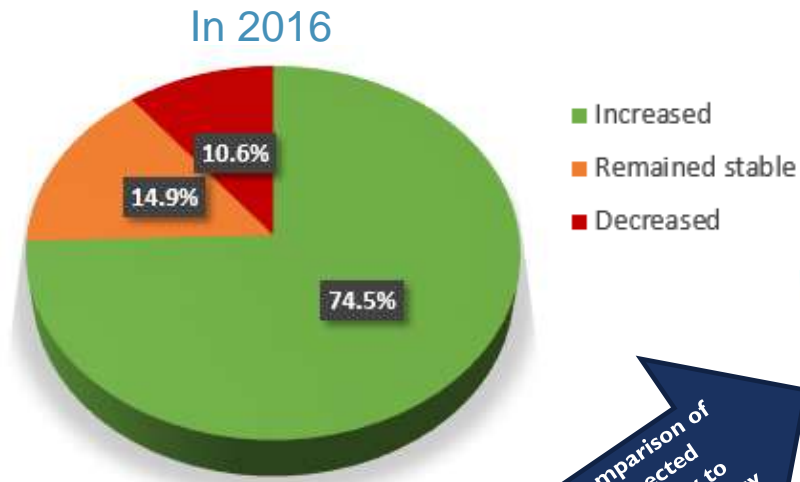
In the coming year we expect the demand for our guarantees to



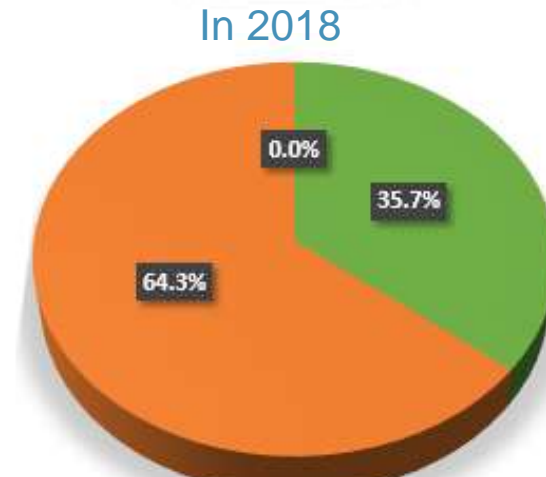
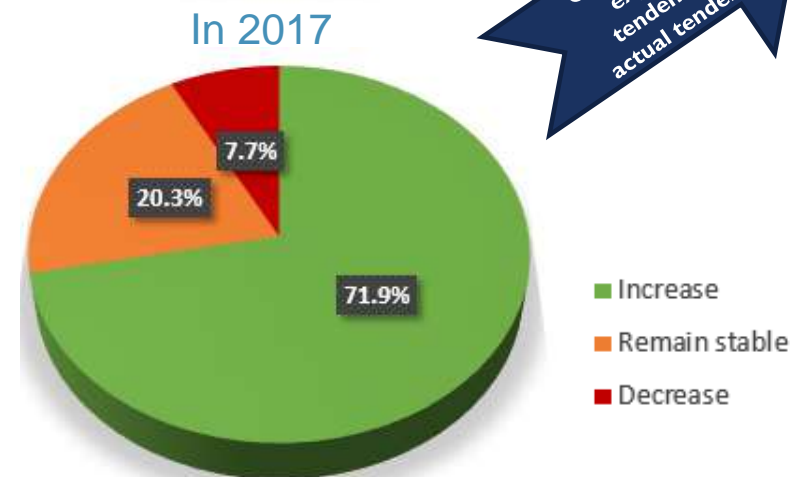
OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

b. Guarantee activity of the Institution

In the past year our guarantee activity (in terms of volumes guarantees granted)



In the coming year we expect our guarantee activity



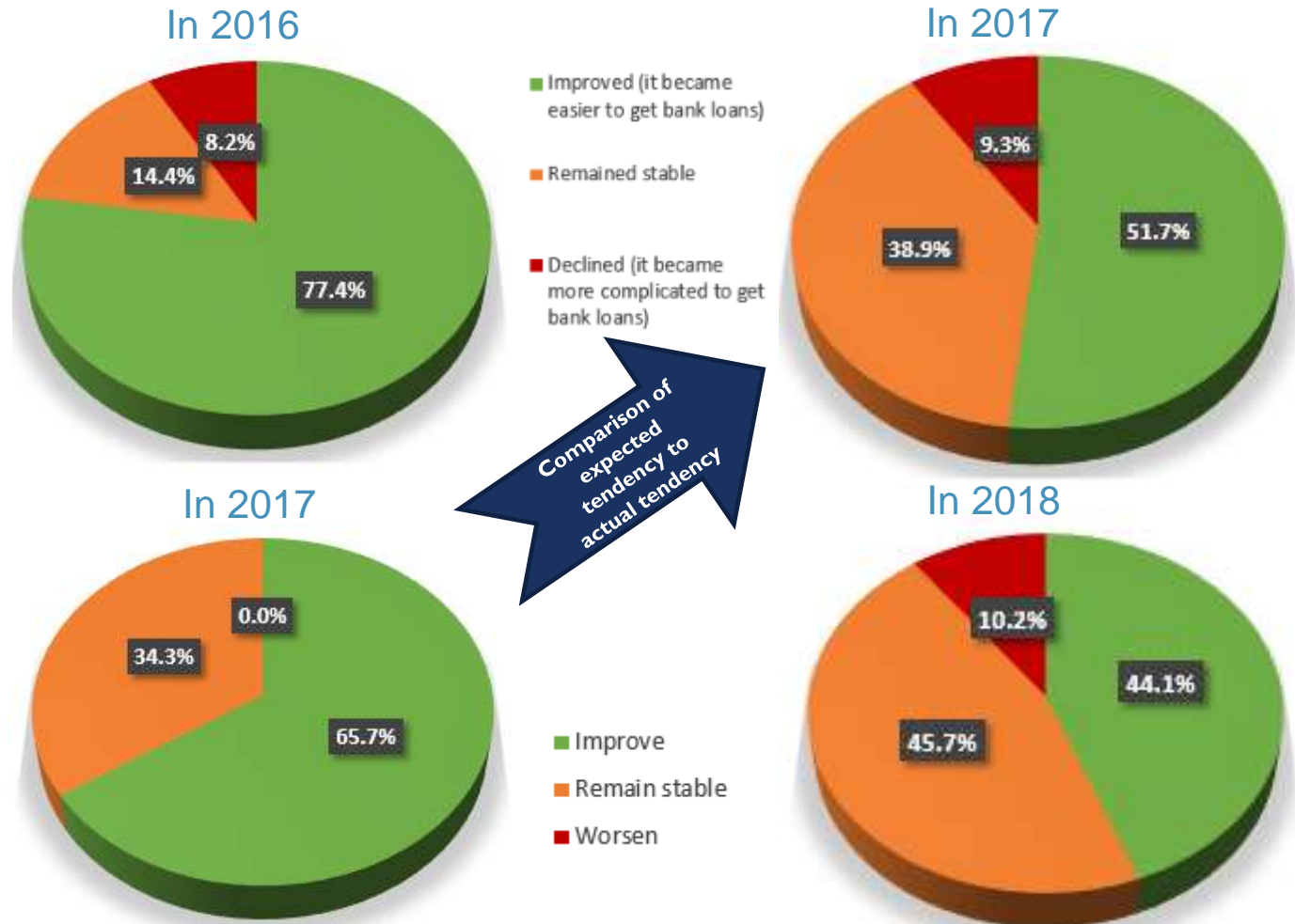
Comparison of expected tendency to actual tendency

OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

c. Bank financing

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

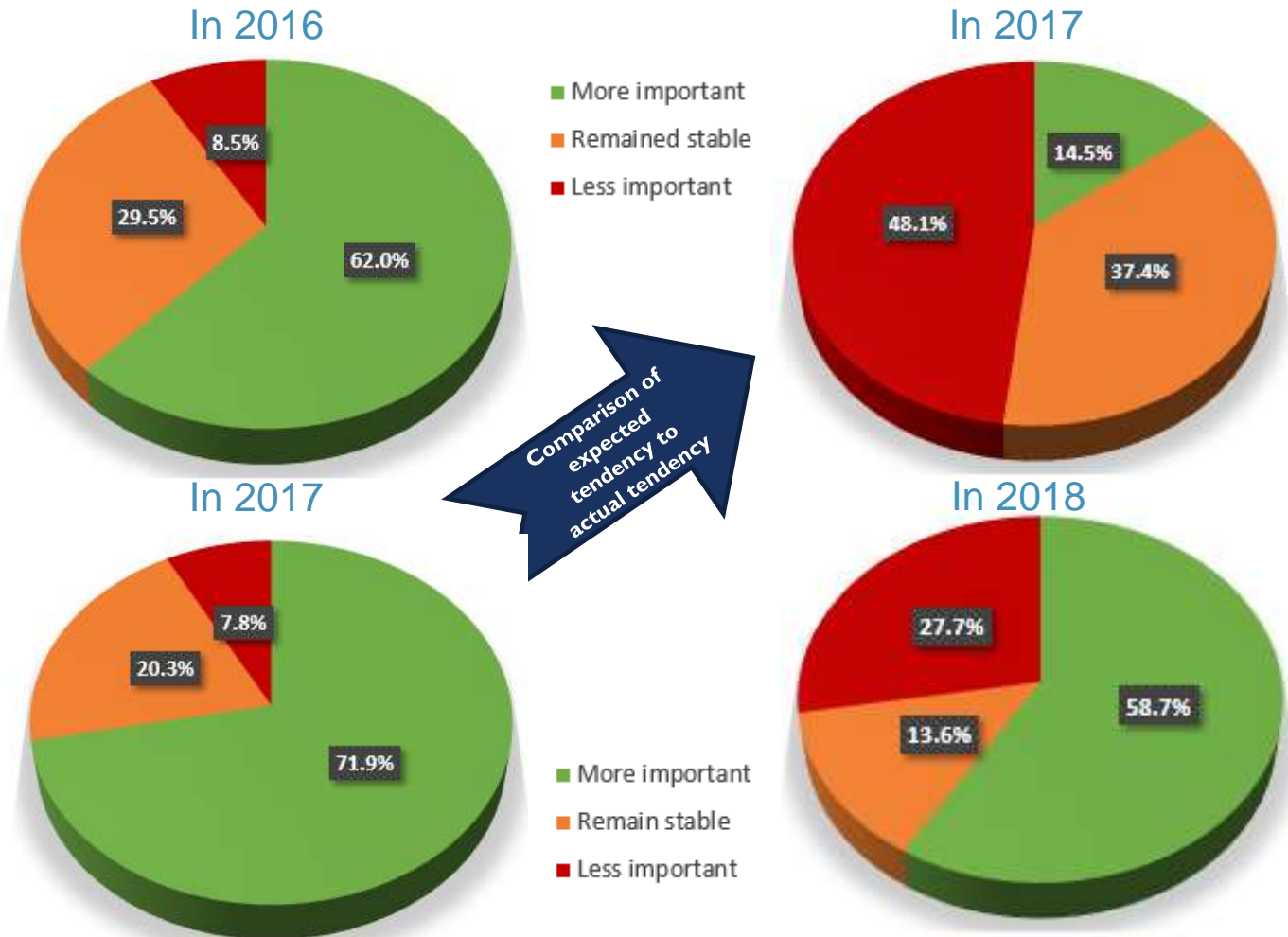


OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

d. EIF Counter-Guarantees

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

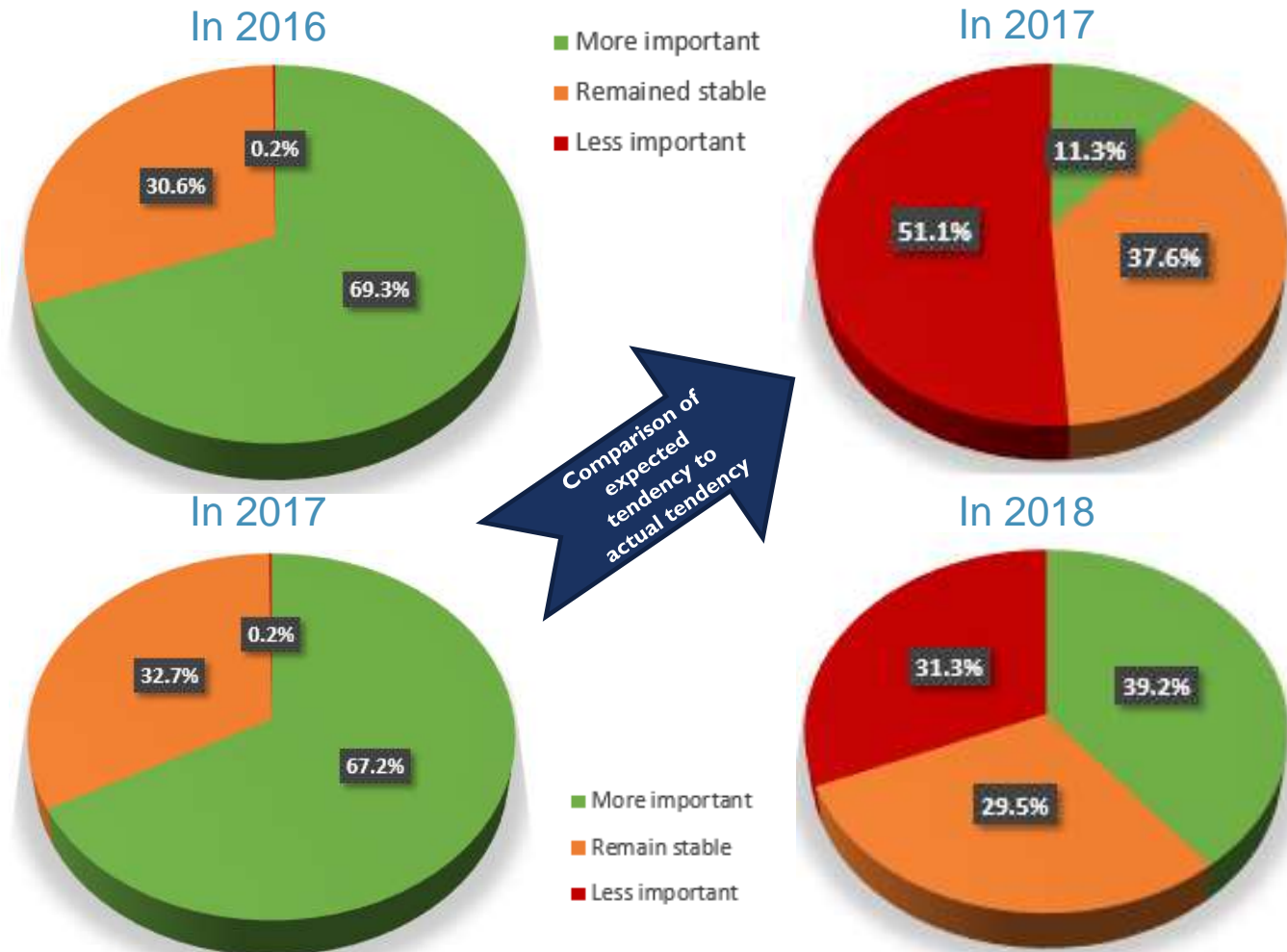


OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

e. EIF Direct Guarantees

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

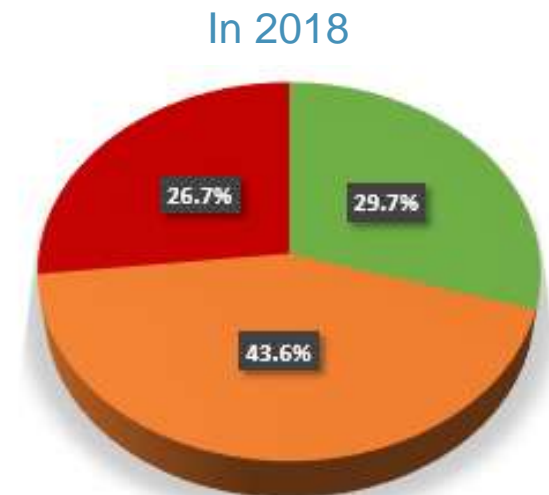
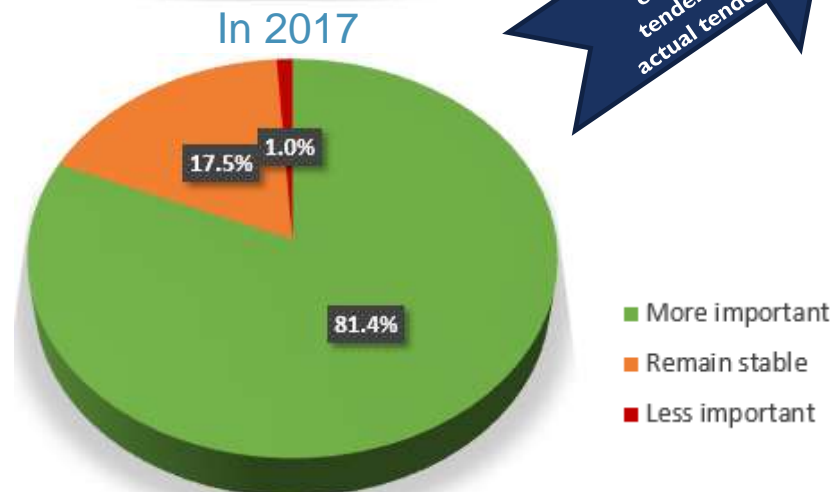
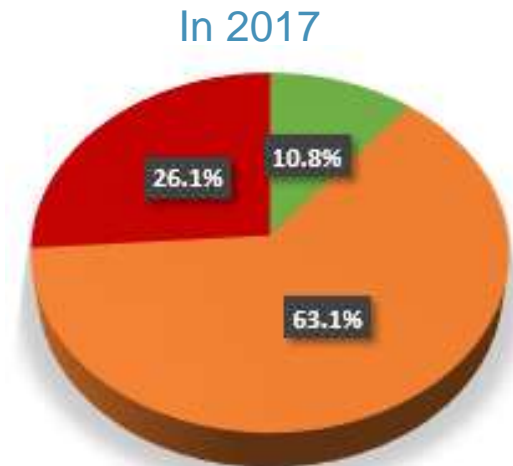
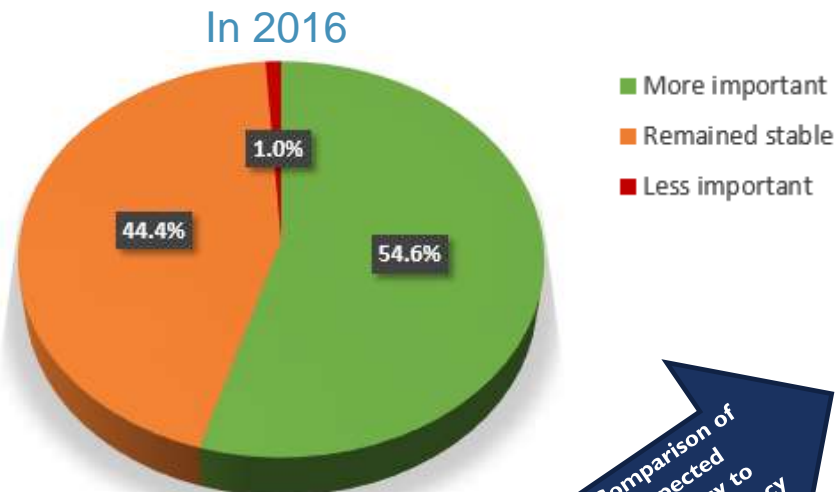


OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY

f. Alternative instruments

In the year 2015 alternative financing (like Business Angel-Financing or Crowdfunding) instruments became

In the coming year we expect alternative financing instruments to become

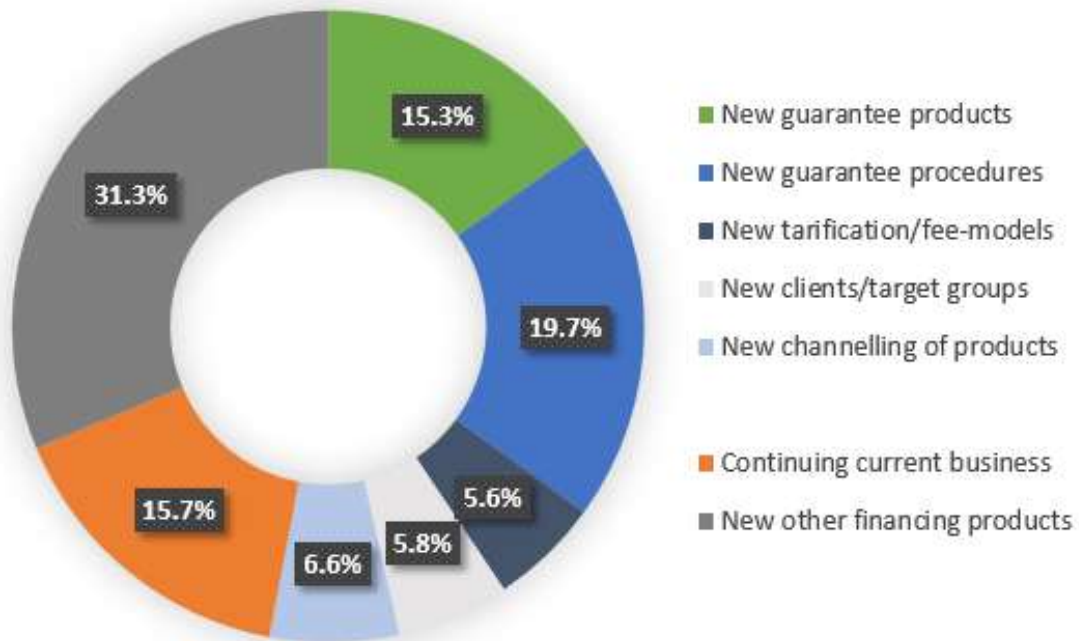


Comparison of expected tendency to actual tendency

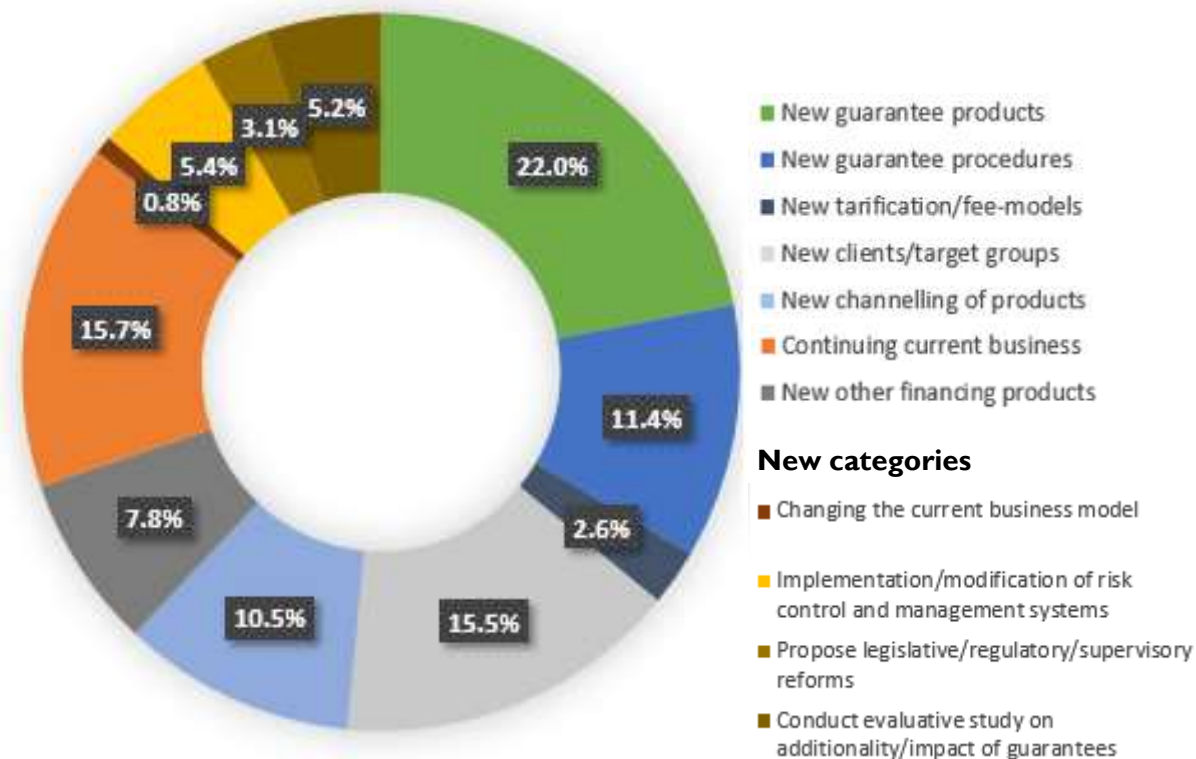
COMPARISON OF OUTCOME OF THE AECM ANNUAL SURVEY ON GUARANTEE ACTIVITY OF 2016 AND 2017 – FUTURE FOCUS

In the next year our institution will focus on

2017 AECM



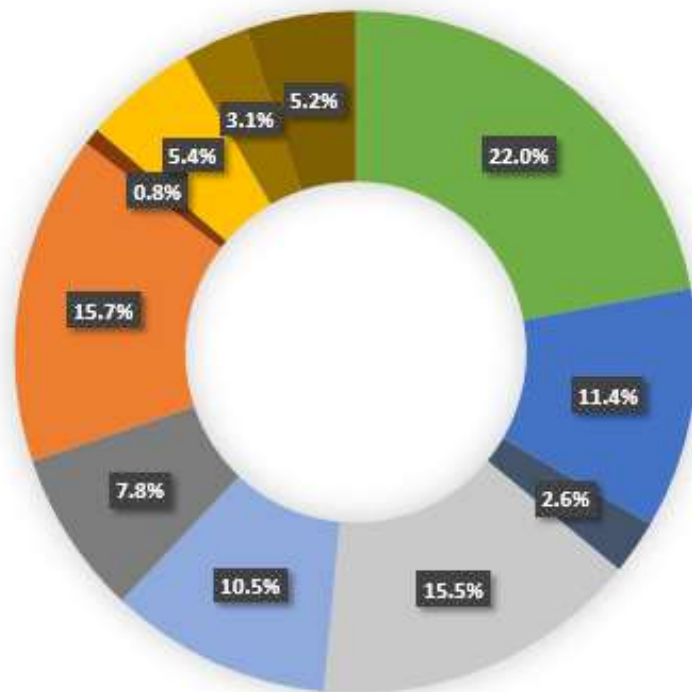
2018 AECM



COMPARISON OF OUTCOME OF ANNUAL SURVEY ON GUARANTEE ACTIVITY 2018 OF AECM AND REGAR – FUTURE FOCUS

In the next year our institution will focus on

2018 AECM

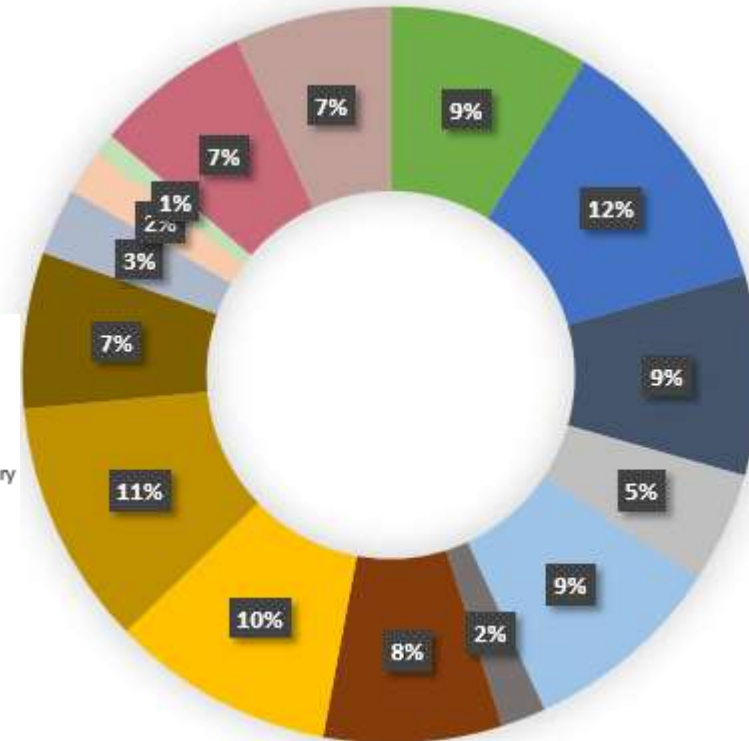


1 Category given only in the AECM survey

- New guarantee products
- New guarantee procedures
- New tariffication/fee-models
- New clients/target groups
- New channelling of products
- New other financing products
- 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

Same categories for AECM and REGAR surveys

2018 REGAR



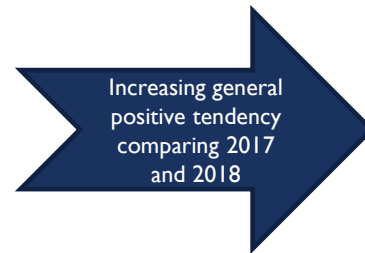
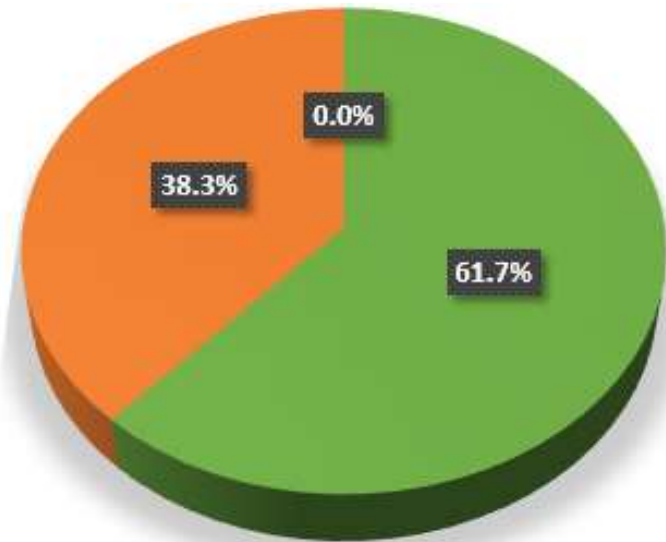
- Improve the conditions of secured credits
- New refund or pricing model
- New corporate governance
- Exchange of electronic information with the supervisor and banks
- Promote a refinancing scheme of second floor coverage

5 Categories only given in the REGAR survey

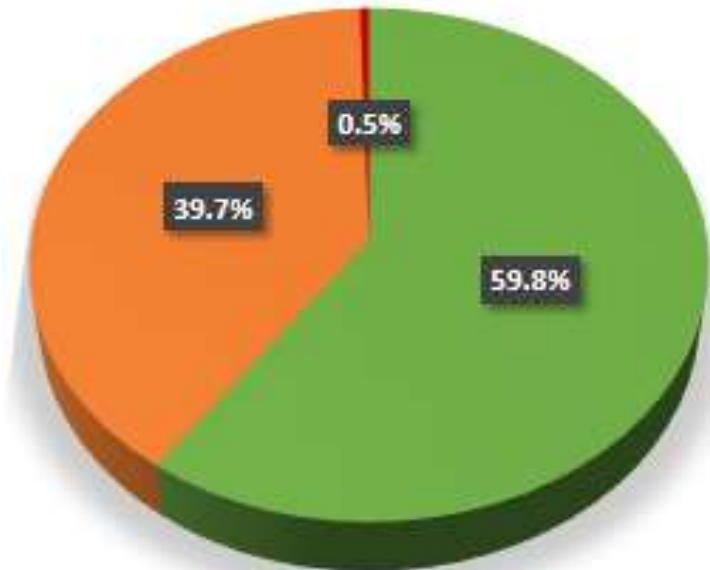
GENERAL PROSPECTS OF AECM IN 2017 AND 2018

We see the general business prospects for SME in our country

AECM IN 2017



AECM IN 2018



THANK YOU FOR YOUR ATTENTION & FOR YOUR SUPPORT TO AECM