Unlocking the investment potential

Paolo Bozzolo
CEE Project and Commodity Finance, UniCredit

Ljubljana, 16 November 2017
1. Grants vs. Financial Instruments
2. Grants and UniCredit
3. Financial Instruments and UniCredit
4. ELITE UniCredit CEE Lounge
1) Paradigm shift as regards EU Funds Support

**GRANTS**
(available mostly to SMEs and Public Sector)

- A portion of eligible expenses is reimbursed from EU Funds
- Funds provided do NOT have to be paid back
- No leverage effect

**FINANCIAL INSTRUMENTS**
(currently available mostly to SMEs)

- Can reach the beneficiary as guarantee for loans, equity
- Funds provided MUST be paid back
- Substantial Leverage effect

**Main sectors covered**
- Urban development
- Research and Innovation
- Agriculture
- Infrastructure

**Slovenian EU/ESIF Grant Programs**
- Cohesion Policy
- Rural Development
- Maritime & Fisheries
- Territorial Cooperation

**Estimated share out of EU Funds (ESIF*)**

- **2014-2020**
  - Grants 20%
  - FI 80%
  - Estimated share out of EU Funds

- **After 2020**
  - Grants 50%
  - FI 50%

- ESIF allocated to Slovenia under 2014-2020 budget: €4 billion
- <10% absorption rate
- Untapped potential

- *ESIF = European Structural and Investment Funds*
(2) GRANTS – Tailor-made Financing Structures

Criteria for expense eligibility

- Eligible expenses (predefined as per Program)
- Non-Reimbursable (40%-70%)
- Co-Financing (∆)

Non-Eligible expenses

- Other (Fees, taxes, animals)
- VAT

Bank financing instruments

- Bridge Loans (max 24 months)
- Investment Loans (max 10 years)
- VAT Lines (max 24 months)
- Equity* (external)

Over 2 billion in approved transactions in UniCredit CEE banks

*Required from client according to applicable procedure
(3) Financial Instruments according to SME Development Stages (1 of 2)

- COSME (guarantee of 50%)
- InnovFin (guarantee of 50%)
- SME Initiative (guarantee of 60%)

UniCredit is positioning itself at the forefront of the entrepreneurial development cycle

* VC = Venture Capital
(3) Financial Instruments in CEE offered by UniCredit (2 of 2)

Already implemented agreements for financial instruments of EUR 400 million across CEE

Financial instruments of additional EUR 350 million currently under implementation:
- InnovFin SMEG Umbrella Facility – EUR 160 million across 8 CEE countries (BiH, BG, CZ, HR, HU, RO, RS, SK)
- COSME – EUR 100 million in RS (Serbia)
- SME Initiative – EUR 100 million in BG

2018 Target:
Adding Slovenia on CEE map of financial instruments
(4) Supporting companies through their next stage of growth

ELITE UniCredit CEE Lounge

- 2-yr Executive training program (for CEO's/CFO's)
- 25 UniCredit clients from 8 CEE countries, out of which 2 from Slovenia

- Accelerate growth of SME/Mid companies
- Be a close partner in their journey
- Raise awareness on funding options
- Access to global financial community
UniCredit Contacts

CEE DIVISION / CEE CIB - Vienna, Austria

Paolo Bozzolo
Head of Project and Commodity Finance
Tel: +43 50 50 54 2880
paolo.bozzolo@unicredit.eu

Marius Radu
EU Funds Expert
Tel: +43 50 50 55 1053
eufunds@unicredit.eu

UniCredit Bank Slovenia

Alessandro Pontoglio
Head of CIB Corporate & Investment Banking
Tel: +38 615 87 66 53
Alessandro.pontoglio@unicreditgroup.si

THANK YOU!