



## InnovFin Products for Companies

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European Investment Bank

# Introduction to the European Investment Bank



- Created with the Treaty of Rome in 1958
- Owned by 28 EU Member States
- EU's policy-driven, long-term lending institution
- Self-sustaining, non-profit maximizing institution
- Sizeable callable capital €221bn (€21bn paid-in)
- Largest Multilateral Development Bank by assets (€525bn in 2014)
- Largest Multilateral Development Bank by annual lending (€67bn target 2014)
- Largest supranational borrower on the capital markets (€70bn target 2014)
- Highest credit rating, 0% risk-weighted and the only supranational bank with direct access to a central bank liquidity (ECB)
- Basel III capital adequacy ratio of 25.9% (June 2014)
- EIB is the parent company of the European Investment Fund (EIF)

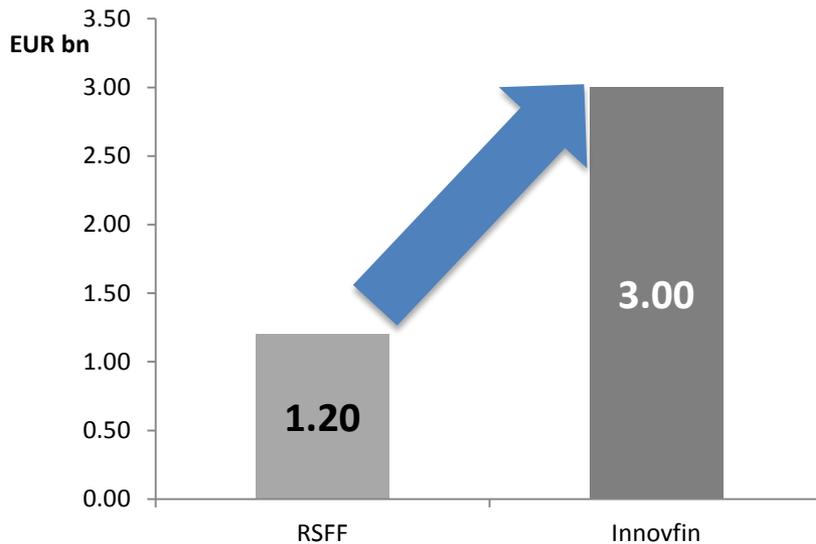
EIB Ratings	Long-term	Outlook
Moody's	Aaa	Stable
S&P	AAA	Stable
Fitch	AAA	Stable

(as of September 2014)

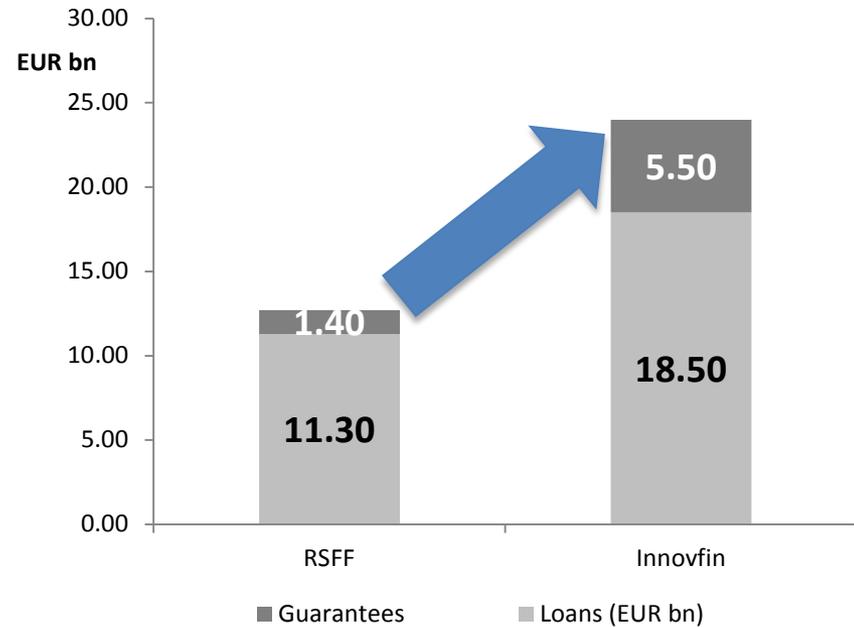
# InnovFin: A Quantum Leap

InnovFin builds on the success of RSFF but will be much larger and broader.

## EU and EIB Group Contributions



## Loans and guarantees



# InnovFin Product Overview



SMEs	Mid-Caps	Large Caps	Advisory
InnovFin SME Guarantee	InnovFin MidCap Guarantee	InnovFin Large Projects	InnovFin Advisory
InnovFin SME Venture Capital	<b>InnovFin MidCap Growth Finance</b>		
SMEs and small Mid-Caps < 500 Employees	Mid-Caps < 3,000 Employees	Large Caps Typically > 3,000 Employees	
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- direct products
- indirect products

## How does MGF work?



- Direct long term debt and mezzanine finance: EUR 7.5m – EUR 25m
- Loans can be structured as economic equity (silent participation)
- For innovative Mid-Caps and SMEs (eligible counterparty concept)
- EIB can finance up to 50% of all investments over 3 years
- Streamlined EIB approval process & English law

# MGF: Summary of Terms

## Indicative Term Sheet

<b>Borrower</b>	Eligible companies
<b>Product</b>	Term Loan / Guarantee
<b>Purpose</b>	Finance future investment budgets (capex, opex and other, mainly R&D related)
<b>Size of the loan</b>	EUR 7.5m – EUR 25.0m
<b>Tenor</b>	Flexible (usually 5-7 years) options: amortizing, bullet, grace period
<b>Seniority</b>	Senior to mezzanine
<b>Security</b>	Secured or unsecured
<b>Pricing</b>	Floating, fixed or convertible No subsidy elements, full risk pricing Pricing advantage a function of favorable borrowing costs and non-for-profit maximization objective
<b>Covenants</b>	Based on EIB standard loan contracts General and financial covenants/limitations are included according to the credit risk
<b>Fees</b>	Limited but certain fees may be applicable
<b>Jurisdiction</b>	English law
<b>Appraisal</b>	subject to satisfactory documentation usually between <u>3 and 5 months</u>

## Illustration

Balance Sheet: Mid-Market Company



## Eligibility

<b>Eligible company</b>	<ul style="list-style-type: none"> <li>Medium sized companies, usually from 500 to 3,000 employees</li> <li>“R&amp;D-intensive” or “fast growing”</li> </ul>
<b>Borrowing Base*</b>	<ul style="list-style-type: none"> <li>Planned investments of at least € 15m and € 50m over the next three years</li> <li>Research &amp; Development – related</li> <li>Innovation / Commercialization of new technology, capex, opex, salaries</li> </ul>
<b>Screening process</b>	<ul style="list-style-type: none"> <li>Industry &amp; company RDI intensity</li> <li>Company R&amp;D score (quality)</li> <li>Borrowing base</li> </ul>

\*see criteria on the next slide

# Eligibility Checklist (1/2)



## Step 1 Is your company a mid-cap?

*A mid-cap is a company which, at the time of the application, employs less than 3,000 full-time employees on a consolidated basis.*



## Step 2 Is your company a innovative or fast growing?

*A mid-cap company shall be eligible for MGF financing if it meets at least one of the following two conditions:*

- A. The company is a “**fast growing enterprise**” measured by employment or turnover. Annualized growth in sales or full-time employees should be greater than 10% and 5%, respectively, a year over the last three years, or*
- B. The company is an “**R&D or innovation-driven enterprise**”, if it meets at least one of the following conditions:*
  - 1) R&D to Sales ratio is equal of higher than 5% for the last fiscal year, or*
  - 2) The company undertakes to spend at least 80% of the loan amount on research, development and innovation activities over the next 36 months, or*
  - 3) The company has been awarded grants, loans or guarantees from the European R&D or innovation support schemes (e.g. FP7, Horizon 2020) or regional or national support schemes over the last 36 months, or*
  - 4) The company won an innovation prize over the last 24 months, or*
  - 5) The company registered more than one patent over the last 24 months, or*
  - 6) The company received cash investment from an innovation-driven VC, or*
  - 7) The company is registered in a science, technology, or innovation park, or technology cluster or incubator, in each case, for activities related to RDI, or*
  - 8) The company has benefited from tax credit related to innovation or investment in R&D in the last 24 months*



**Innovative or fast-growing mid-cap company eligible for MGF financing**

## Eligibility Checklist (2/2)

Continued from the previous slide



### Step 3 What is the company's investment budget over the next 3 to 5 years?

*MGF target companies plan to spend between EUR 15m and EUR 50m cumulative over the next 3 to 5 years. Such expenditures will ideally be linked to R&D but can also include general corporate purposes – Capex and Opex*



### Step 4 Borrowing capacity

*The Bank takes a view on the company's credit rating – the EIB assigns its own internal rating, no external rating is required. This would be determined based on a number of factors evaluated during the due diligence process.*

*MGF eligible companies will be able to demonstrate their ability to meet their current and future obligations based on their historical and projected business performance.*

# Due Diligence Process

## Financial due diligence

- Review of historic financial information as well as a management discussion on the company's financial projections
- In form and substance comparable to the market standard for bank debt. EIB might involve external support (TBD)
- About 1 or 2 days of finance management attention is required

- List of Documents (example):
- Financial/Audit Reports (3y)
- Detailed Segment Reporting (products)
- Client/Regional Sales Diversification
- Terms of existing finance agreements
- Group organisation chart
- Market research as available
- Financial forecasts (incl. CAPEX, cost, revenue planning)
- Strategy outline
- etc

## Technical due diligence

- Compliance check to the relevant eligibility criteria by the EIB engineers
- Evaluate the R&D organization, targets and programs
- Define the eligible investment costs
- About 1 or 2 days of the relevant operational and technical management attention is required

- List of Documents (example):
- Detailed investment budget
- Cost projections for each project over 4-5 years (depending on project implementation phase)
- Cost/R&D staff break-down
- Description of internal R&D project management/quality standards
- Grant overview
- Environmental relevance of projects
- Outline of training policy and budget for the next 4-5 years within the company in Europe
- etc

## Legal due diligence

- Review of the capacity, statute and organizational structure of the relevant borrowing entities
- Review of any pending legal issues with any third parties or any authorities
- About 1 day of the relevant internal legal counsels' attention is required

- List of Documents (example):
- Legal structure of group (statutes etc.)
- Group organisation chart
- Management organisation chart
- Terms of existing finance agreements
- Activity licenses
- Pending material litigations/disputes
- Terms of material contracts
- Outstanding dispute resolutions
- etc

# Geographical Coverage, Scope & Restricted Sectors

- ❖ Geographic Scope: EU 28 and FP7 Associated countries (Switzerland, Israel, Norway, Iceland, Lichtenstein, Turkey, FYROM, Serbia, Albania, Montenegro, Bosnia & Herzegovina, Faroe Islands)
- ❖ RDI Scope: fundamental research, definition stage/feasibility studies, industrial research, pre-competitive development activity, pilot and demonstration projects, and innovation (under EIB window)
- ❖ Industry Scope: Engineering, Automotive, Life Sciences, Energy, ICT and RDI Infrastructure (e.g. Fiber optic networks)
- ❖ Restricted Sectors:
  - ❖ Production of weapons and ammunition, arms, military or police equipment or infrastructures, and equipment or infrastructure which result in limiting people's individual rights and freedom (i.e. prisons, detention centres of any form) or in violation of human rights;
  - ❖ Gambling and related equipment;
  - ❖ Tobacco manufacturing, processing, or distribution;
  - ❖ Activities involving live animals for experimental and scientific purposes insofar as compliance with the "Council of Europe's Convention for the Protection of Vertebrate Animals used for Experimental and other Scientific Purposes" cannot be guaranteed ;
  - ❖ Activities which give rise to environmental impacts that are not largely mitigated and/or compensated;
  - ❖ Sectors considered ethically or morally controversial or which are forbidden by national law, e.g. research on human cloning;
  - ❖ Pure real estate development activity;
  - ❖ Pure financial activities e.g. trading in financial instruments.
  - ❖ When providing support to the financing of the research, development or technical applications relating to (i) human cloning for research or therapeutic purposes; or (ii) Genetically Modified Organisms ("GMOs"), EIB Group will require from the Financial Intermediary appropriate specific assurance on the control of legal, regulatory and ethical issues linked to such human cloning for research or therapeutic purposes and/or GMOs.

## MGF Benefits

- (i) competitive pricing;
- (ii) longer maturities;
- (iii) loan sizes between EUR 7.5 and EUR 25m for MGF (up to EUR 300 for other innovative companies);
- (iv) no cross-selling requirements;
- (v) buy and hold policy with no disposal on secondary market;
- (vi) strong technology and sector competences;
- (vii) signaling effect;
- (viii) funding diversification.

# MGF Transactions since Launch

- 1** **EVS**  
 EVS (2013)  
 EUR 12m  
 Term loan
- 2** **MARPOSS**  
 Marposs (2013)  
 EUR 25m  
 Term loan
- 3** **ROVIO**  
 Rovio (2014)  
 EUR 25m  
 Term loan
- 4** **manz**  
 Manz (2014)  
 EUR 20m  
 Term loan
- 5** **Pharmathen**  
 Pharmathen (2014)  
 EUR 25m  
 Term loan
- 6** **Welltec**  
 Welltec (2014)  
 EUR 25m  
 Term loan



- 7** **PRAMAC**  
 Pramac (2014)  
 EUR 8m  
 Term loan
- 8** **MAIER**  
 Maier (2014)  
 EUR 7.5m  
 Term loan
- 9** **enet**  
 Open Access Networks  
 e-Net (2014)  
 EUR 12m  
 Term loan
- 10** **NOVABASE**  
 Novabase (2014)  
 EUR 14m  
 Term loan
- 11** **MARANGONI**  
 Marangoni (2014)  
 EUR 10m  
 Term loan

# InnovFin Product Overview



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# How does InnovFin Large Projects work?



- Senior debt (pari-passu with other senior lenders)
- Eligible project required. EIB can only finance 50% of R&D and innovation investments
- Comprehensive due diligence including project due diligence
- EIB standard documentation under English or Luxembourgish law

# Large Projects Advantages

**Long term loans at attractive terms (pari-passu)**

**Signalling effect and quality stamp (technical expertise)**

**Co-financing with house-banks preferred**

**No cross selling & hold to maturity strategy**

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## What we do

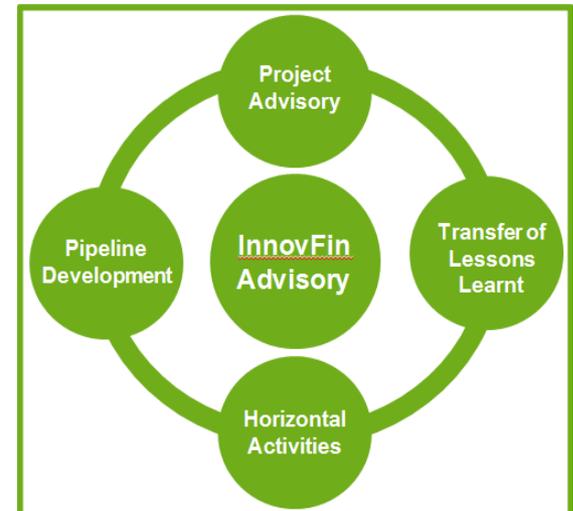
### Project Advisory

- Improve the bankability and the investment readiness of complex RDI projects to enable faster access to funding
- Advise specific public-private consortia, R&I driven companies (midcaps or larger), Joint Technology Initiatives, PPPs, R&D clusters, EC and EU Member States

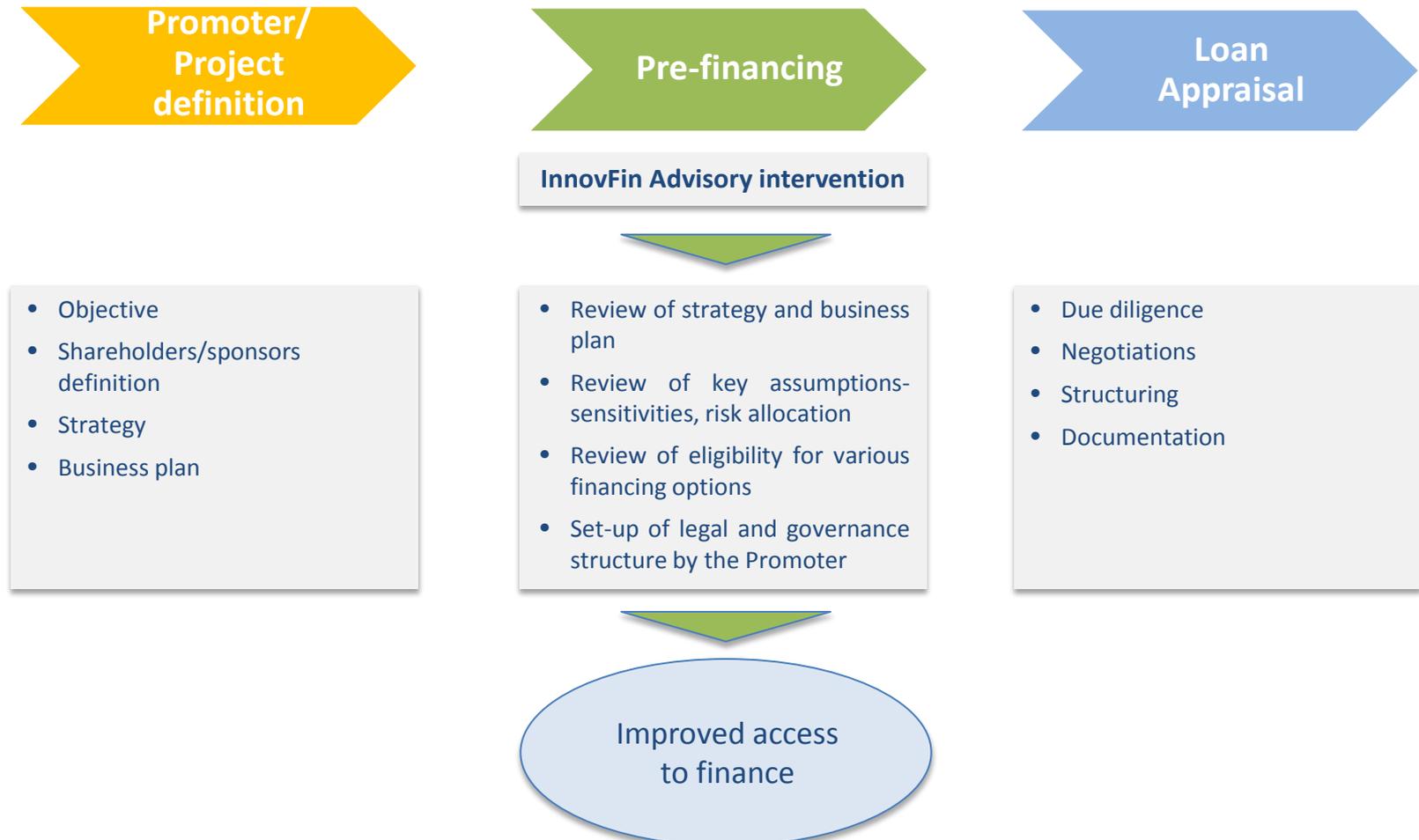
### Horizontal Activities

- Improve framework conditions for access-to-finance
- Prepare studies on increasing effectiveness of financial instruments to address specific sectors/RDI projects' needs
- Develop “business case” for new financing mechanisms to support specific RDI policy objectives

- Business model
- Debt capacity analysis
- Capital structure
- Funding strategy
- Classic or innovative (public) financial instruments
- Funding sources and their eligibility criteria
- Governance
- Stakeholder engagement



## When do we intervene?



## Examples of Projects

- **Global Tuberculosis Vaccine Partnership** – assessing, together with the European Commission (DG RTD), European pharma industry, TBVI, AERAS and the Gates Foundation the possibility of developing a more effective program for financing a portfolio of TB vaccines.
- **Fuel Cells and Hydrogen Joint Undertaking** – advising the FCH JU, the German and UK Coalition members on the bankability of hydrogen infrastructure roll-out.
- **Financing options for unique pan-European Research Infrastructure** – study to assess financing instruments and structures for Research Infrastructure.
- **Development of new financing mechanisms for prioritising Global Health R&D** – study to evaluate new trends and opportunities to finance Global Health R&D.
- **Methodology for quantifying risks and prioritising investment in the SET (Strategic Energy Technologies) plan** – establishing a risk assessment framework for the different SET projects.
- **Web application for Innovative SMEs and Mid-Caps** – launch of user friendly application (improved communication) to Improve access to risk finance for SMEs and Mid-Caps.

## Arctic-Arc

- One of the world's leading car testing facilities
- Playing key role in wealth of the region
- Challenges from:
  - Increasing demand due to shorter life cycle of vehicles
  - Shortening of the testing season due to global warming

- 
- Potential construction of world's first indoor winter testing facility
  - Significant extension of testing period
  - Powered by green-energy



## Arctic-Arc

InnovFin Advisory is in discussion for a potential advisory mandate which could provide assistance on:

- Definition of the business plan
- Definition of optimal capital structure and funding strategy
- Preparation of key documents required for funding process

### Arctic Arc – The next level

- Strategic investment for year-round testing
- Shorter time to market
- Major European research infrastructure for research collaboration and knowledge building
- Facilitates construction of simulation models and databases

**ARCTIC  
ARC**

**A cornerstone for R&D in the  
European automotive cluster**

## Web Tool on InnovFin Products

**1** EIB bank

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Microfinance

**InnovFin – EU Finance for Innovators**

Products

Eligibility

How to apply

Sustainable energy

NER300 – Green tech support

Infrastructure project advice

### InnovFin – EU Finance for Innovators

"InnovFin – EU Finance for Innovators" is a joint initiative launched by the **European Investment Bank Group (EIB and EIF)** in cooperation with the European Commission under Horizon 2020.

InnovFin consists of a series of integrated and complementary financing tools and advisory services offered by the EIB Group, covering the entire value chain of research and innovation (R&I) in order to support investments from the smallest to the largest enterprise.

InnovFin is available across all eligible sectors under Horizon 2020, in EU Member States and Associated Countries. 📄

By 2020, InnovFin is expected to make over EUR 24bn of debt and equity financing available to innovative companies to support EUR 48bn of final R&I investments.

### What financing products are available?

InnovFin financing tools cover a wide range of loans and guarantees which can be tailored to innovators' needs. Financing is either provided directly or via a financial intermediary, most usually a bank.

SMEs	Midcaps	Large Caps	Advisory
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InnovFin SME Venture Capital	InnovFin MidCap Growth Finance		

☐ direct products ☐ indirect products

**2**

**3**

**6** simple steps to loan funding

click here to unlock your business potential

InnovFin - Frequently Asked Questions

Related links

THANK YOU