Supporting Innovation in Ukraine

Kiev, 13th September 2016
Signature ceremony:

Signature of the first InnovFin agreement for SMEs and mid-caps in Ukraine
Welcome addresses:

Hugues Mingarelli

Head of EU Delegation in Ukraine
Welcome addresses:

Oleksandr Danyliuk

Minister of Finance of Ukraine
Welcome addresses:

Liliia Hrynevych

Minister of Education and Science of Ukraine
Welcome addresses:

Dmytro Shymkiv

Deputy Head of the Administration of the President of Ukraine
Welcome addresses:

Maksym Nefyodov

Deputy Minister of Economic Development and Trade of Ukraine
Overview of the EIB Group financing options

**Heinz Olbers**
Director, Neighbouring Countries Department
European Investment Bank (EIB)
The EIB Group

Providing finance and expertise for sound and sustainable investment projects

EIB Group financing 2015

EIB in 2015: EUR 77.5bn

EIF in 2015: EUR 7bn

Record for the EIB Group: EUR 84.5bn

Leading developer of risk financing for innovative SMEs
EIB Mission Statement

• Bank of the European Union

• Special expertise and resources to make a difference to the future of Europe and of its partners

• Support of sound investment underpinning EU policy objectives
Largest Supranational Lender

Gross outstanding loans

In 2013 loans signed by EIB totalled EUR 71.7bn
The EIB and its business model provide Value Added

- **Triple-A institution** transferring the financial advantage to projects complying with EU policies

- **EU policy-driven institution focussing** projects matching both national and EU priorities

- **Long experience** (since 1963) of working with partner countries

- **EIB Quality Label**: in-house technical expertise (technical, economical, financial, environmental) helps to ensure and disseminate best practices
EIB Activities Outside the Union

**EIB external lending mandates:**

**Pre-accession countries:**
- Candidate countries - Turkey and Former Yugoslavian Republic of Macedonia
- Potential candidate countries - Western Balkans

**European Neighbourhood:**
- Eastern Europe, Southern Caucasus and Russia
- Mediterranean Neighbourhood (FEMIP)

**Development:**
- Africa, Pacific and Caribbean (ACP)
- South Africa
- Asia and Latin America
- Central Asia
Strategic objectives

Three high level objectives:

• Private sector development, in particular support to SMEs

• Development of social and economic infrastructure

• Climate change mitigation and adaptation (renewable energy, energy efficiency, and sustainable transport, ...)

The 2014-2020 External Lending Mandate envisages some EUR 4.8 bn for the Eastern Neighbourhood region (and EUR 182 m for Central Asia)
Scope of financing

- Project-linked, financing of the fixed asset component
- The EIB lends up to 50% of total project costs
- Close cooperation with other finance institutions
- About 50% of portfolio co-financed with EBRD
Criteria

Projects financed by the Bank must be:

- economically justified
- technically viable
- financially self-supporting and
- environmentally sound
- appropriate procurement procedures are required
EIB Products

- **Medium- and long term loans**
- **Direct loans** for loan amounts above EUR 25 m
- **Intermediated loans**: For smaller projects, indirect lending through credit lines to local financial intermediaries
- **Cooperation with other financial institutions** as financial intermediaries, as guarantors, as partner in project identification and as financial arrangers
Benefits of EIB loans

EIB’s attractive financial products offered to its clients:

- Large **amounts**
- Broad range of **currencies**
- Long **maturities** (up to 25 years and tailor-made grace periods)
- Attractive **interest rates**
- Low **fees**
- **Coverage of political risks** possible
Build up of EIB portfolio over time 2007 to 2015

EIB lending in Eastern Neighbourhood and Central Asia
(signed, in EUR m)

- EaP countries
- Russia
- Central Asia

<table>
<thead>
<tr>
<th>Year</th>
<th>EaP</th>
<th>Russia</th>
<th>Central Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>230</td>
<td>230</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>170</td>
<td>170</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>233</td>
<td>133</td>
<td>100</td>
</tr>
<tr>
<td>2010</td>
<td>250</td>
<td>381</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>631</td>
<td>100</td>
<td>782</td>
</tr>
<tr>
<td>2012</td>
<td>782</td>
<td>675</td>
<td>934</td>
</tr>
<tr>
<td>2013</td>
<td>934</td>
<td>742</td>
<td>2,006</td>
</tr>
<tr>
<td>2014</td>
<td>1,487</td>
<td>1,246</td>
<td>70</td>
</tr>
<tr>
<td>2015</td>
<td>1,557</td>
<td>1,176</td>
<td>70</td>
</tr>
</tbody>
</table>
EIB lending in Eastern Neighbourhood

Lending to date in Eastern Neighbourhood and Central Asia: EUR 8.1bn (incl. previous mandates)

NC East signed loans to date by country

- Russia: 19.9%
- Georgia: 10.1%
- Moldova: 7.5%
- Kazakhstan: 2.7%
- Armenia: 3.4%
- Kyrgyzstan: 0.9%
- Tajikistan: 1.0%
- Azerbaijan: 0.9%
- Ukraine: 53.7%

Sovereign/private financing to date

- Sovereign: 60%
- Private: 27%
- Sub-Sovereign: 13%

NC East signed loans to date by sector

- Loans to SMEs: 41%
- Transport: 20%
- Energy: 22%
- Environment: 7%
- Other: 10%
EIB Lending in Eastern Neighbours and Central Asia to date

EIB Financing per capita (EUR)

- Azerbaijan: 8 EUR
- Tajikistan: 10 EUR
- Russia: 11 EUR
- Kazakhstan: 12 EUR
- Kyrgyzstan: 12 EUR
- Armenia: 83 EUR
- Ukraine: 97 EUR
- Moldova: 170 EUR
- Georgia: 183 EUR
EIB in Ukraine

- In Ukraine since 2007
- Loans totaling **EUR 4,349m**
- The Bank has financed **22 projects in Ukraine** in the transport, water and wastewater, energy, renewable energy and energy efficiency, social and urban infrastructure sectors as well as support to SMEs and Corporates
- Loan amounts per year:

  ![Graph](image.png)

  **Value of signed loans from 2007 to date (EURm)**

  - 2007: 200
  - 2008: 150
  - 2009: 100
  - 2010: 15.54
  - 2011: 625
  - 2012: 640
  - 2013: 413.18
  - 2014: 940
  - 2015: 1266
EIB lending programme to support Ukraine

• **EIB support within EU support package for Ukraine**
  • Support announced by European Commission in March 2014
  • EIB stepping up its lending activities to EUR 3bn during 2014-2016

• **EIB Special Action Plan for Ukraine to deliver on the Bank’s commitment**
  • Adaptations to operational and financial structure of loan operations
  • EIB Task Force Ukraine to adapt staff and consultancy resources

• **Lending programme to Ukraine in line with the Bank’s commitment:**
  • 9 operations signed in 2014-2015 for a total commitment of EUR 2.2bn
  • Loan operations under preparation in excess of EUR 1bn
    • Urban transport, railways, energy efficiency in universities, energy projects
    • Support to SMEs and corporates
Lending objectives in Ukraine

- Programme aligned with EU policy objectives under EIB External Lending Mandate and priorities of Ukrainian Government and promoters
- Modernization of economic and social infrastructure
  - Integration of Ukraine with EU energy and transport networks
  - Investments in energy efficiency and improvement of energy security
  - Support to modernization and upgrading of municipal infrastructure
  - Support to recovery process
- Support to private sector in the context of DCFTA
  - Lending to private sector in particular SMEs and agribusiness sector
  - Trade support and DCFTA Initiative East
- Cross-cutting support to implementation of EU-Ukraine Association Agreement in several sectors
EIB in Ukraine

Sectors financed by the EIB:

- SMEs and MidCaps access to finance: 36%
- Energy: 22%
- Transport: 17%
- Social infrastructure: 14%
- RE & EE: 6%
- Sustainable urban/inter-urban transport: 3%
- Other: 1.5%
- Water and wastewater: 0.5%
- Other: 1.5%
EIB in Ukraine – Private Sector

- SMEs and midcaps are supported via local banks through targeted funding facilities
- The EIB has set up a dedicated corporate finance team and is now also able to provide direct loans to larger corporates
Contacts

Heinz Olbers – Director
   Lending in EU Neighbouring countries
   Tel: (+352) 4379-87313 – E-mail: olbers@eib.org

Nathalie Climence – Head of Division
   Lending in EU Neighbouring countries – Corporates
   Tel: (+352) 4379-86709 – E-mail: n.climence@eib.org

Marion Hoenicke – Head of Division
   Lending in EU Neighbouring countries – Banks
   Tel: (+352) 4379-87406 – E-mail: m.hoenicke@eib.org

Lionel Rapaille – Head of Division
   Lending in EU Neighbouring countries – Public Sector East
   Tel: (+352) 4379-86872 – E-mail: l.rapaille@eib.org

Liliya Chernyavs’ka – Head of Kiev office
   Tel: (+352) 4379-82665 – E-mail: l.chernyavska@eib.org
Objectives and Opportunities of the InnovFin Programme

Vygandas Jankunas
Policy Officer, DG Research & Innovation, European Commission

Roland Kampe
SME Portfolio Guarantee, EIF

Nitan Pathak
Business Development, EIF

Marc D’hoooge
InnovFin Programme Manager, EIB

Alessandro de Concini
Advisor, Innovation Finance, EIB
**InnovFin: A Quantum Leap**

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

### EU and EIB Group Contributions

<table>
<thead>
<tr>
<th></th>
<th>RSFF</th>
<th>InnovFin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans (EUR bn)</td>
<td>1.20</td>
<td>3.00</td>
</tr>
</tbody>
</table>

### Loans, Guarantees and Equity

<table>
<thead>
<tr>
<th></th>
<th>RSFF</th>
<th>InnovFin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans (EUR bn)</td>
<td>1.4</td>
<td>11.3</td>
</tr>
<tr>
<td>Guarantees</td>
<td>5.5</td>
<td>18.5</td>
</tr>
<tr>
<td>Equity</td>
<td>0.5</td>
<td></td>
</tr>
</tbody>
</table>
# InnovFin Product Overview

## SMEs
- **InnovFin SME Guarantee**
- **InnovFin SME Venture Capital**

SMEs and small Mid-Caps < 500 Employees

Intermediated SME/Mid-Cap Financing

---

## Midcaps
- **InnovFin MidCap Guarantee**
- **InnovFin MidCap Growth Finance**

Mid-Caps < 3,000 Employees

Intermediated and/or direct Corporate lending

---

## Large Caps
- **InnovFin Large Projects**

Large Caps Typically > 3,000 Employees

Direct Corporate Lending

---

## Thematic Finance
- **InnovFin Energy Demo Projects**
- **InnovFin Infectious Diseases**

SPV, Mid-Caps and Large Caps

Project Finance and/or Direct Corporate Lending

---

## Advisory
- **InnovFin Advisory**

Public and Private Sector Promoters

Financial Advisory

---

*direct products*  *indirect products*
InnovFin Product Overview

- **SMEs**
  - **InnovFin SME Guarantee**
  - **InnovFin SME Venture Capital**

- **Midcaps**
  - **InnovFin MidCap Guarantee**
  - **InnovFin MidCap Growth Finance**

- **Large Caps**
  - **InnovFin Large Projects**
  - **Direct Corporate Lending**

- **Thematic Finance**
  - **InnovFin Energy Demo Projects**
  - **InnovFin Infectious Diseases**
  - **SPV, Mid-Caps and Large Caps**
  - **Project Finance and/or Direct Corporate Lending**

- **Advisory**
  - **InnovFin Advisory**
  - **Public and Private Sector Promoters**
  - **Financial Advisory**

**Key Points**

- **SMEs and small Mid-Caps** < 500 Employees
- **Intermediated SME/Mid-Cap Financing**

**Product Types**

- **Direct products**
- **Indirect products**
InnovFin SME Guarantee

This guarantee instrument covers the risk related to losses of a portfolio.

- **50% guarantee rate**
- **Financial Intermediary**
- **New Loans/Leases**
- **Innovative SMEs and Small Mid-Caps**

- **Up to 50% loss coverage (Principal + Interest 90D)**
- **Full Delegation to Financial Intermediaries**
- **Automatic Coverage/Inclusion 2-3 yr period**

- **Attractive Guarantee Terms**
- **Favourable Capital Treatment**
- **Guarantee and Counter-Guarantee**
Key Guarantee Terms

**Direct Guarantees**
- **SMEs**
  - Small Mid-caps
- **EU 28 & H2020 Associated Countries**
- **Innovative**

**Counter - Guarantees**
- **Transactions**
  - Amount: up to EUR 7.5m (EUR or LCY)
  - Maturity: up to 10 years
- **Loans, credit lines, bonds, leases**
- **Tangible & Intangible Assets**
- **Business Transfers**
- **Working Capital**

**Final Beneficiaries**

**Purpose**

- **Business Transfers**
- **Working Capital**

- **Transactions**
  - (senior debt only)
Guarantee Fee

- Financial Intermediaries are required to transfer the Financial Benefit to SMEs & Small Mid-caps
Transfer of Benefit (indicative example)

**Without InnovFin**
- Financing at 4%
  - Cost of Risk: 1.5%
  - Margin: 1.5%
  - Fixed Costs: 0.5%
  - Funding Costs: 0.5%

**With InnovFin**
- Financing at 3.5%
  - Cost of Risk: 1.5%
  - Margin: 1.5%
  - Fixed Costs: 0.5%
  - Funding Costs: 0.5%

**Total**
- Without InnovFin: 4%
- With InnovFin: 3%

**Reduction of Cost of Risk with InnovFin**
- Cost of the guarantee: 0.5% (or 0.8% for small midcap)

50% of financing
EIF mandate stakeholders

“EIF works with a wide range of counterparts to support SMEs.”

**Mandators/Resources**
- European Investment Bank
- EIF own resources
- European Commission
- Member States(regions)
- Managing Authorities
- Corporates/private
- Public institutions
- Other third parties

**Intermediaries and counterparts**
- Fund Managers
- Commercial Banks
- Development & Promotional Banks
- Guarantee Institutions
- Leasing Companies
- Corporates
- Business Angels
- Microfinance Institutions

**micro-enterprises, SMEs and small mid-caps**
Involved Throughout The Lifecycle of the Enterprise

- **Technology Transfer Accelerator**
  - Provide instruments to stimulate innovation, competitiveness and entrepreneurship

- **Investing in VC funds**
  - Fill funding gap left by institutional investors

- **Investing in Growth Capital**
  - Support VC ecosystem and decrease dependency on public finance

- **Mezzanine**
  - Catalyse hybrid debt finance for growth

**Strategic Challenges**

**Business development**

- **Technology Transfer**
  - Proof of Concept
  - Business Angels
  - Seed Stage

- **Early Stage**
  - Business Angels

- **Expansion/Development Capital**

- **Lower Mid-Market**

**EIF Current Investment Focus**

**European Commission Resources**

**EIB / EIF Resources**

**Member States / Private Sector Resources**
**EIF’s VC Fund-of-Funds Activity**

**Europe’s largest and most influential investor in European Venture Capital**

<table>
<thead>
<tr>
<th>Invested in</th>
<th>4000+ Portfolio companies</th>
<th>More than 170+ VC fund manager relationships</th>
<th>99% visibility on European venture market</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>300+</strong> Venture Capital funds</td>
<td>19 years on European VC market</td>
<td>€4.8bn Outstanding <strong>Equity Investments</strong> in European Venture Capital funds</td>
<td>Backing first time funds managed by tomorrow’s <strong>top quartile</strong> teams</td>
</tr>
<tr>
<td>First mover in Europe’s emerging markets and technology sectors</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
European Unicorns t-3

Companies surpassing USD 1BN in valuation in that year

Source: Holtzbrinck Ventures
European tech companies surpassing ~USD 1bn valuations

Source: Holtzbrinck Ventures, EIF
EIF VC Portfolio (1/2)

Double digit net fund IRRs for vintages 2007 and beyond

Top 10: 33% - 66%
Median = 46%

Top 20: 23% - 66%
Median = 32%

Top 30: 16% - 66%
Median = 27%
EIF VC Portfolio (2/2)

European VC investing can be done profitably

- Attractive single and double digit net IRRs on some of our VC FoFs mandates
- Provisioning for carried interest on some of them

VC model broken?
Distributions/capital calls ratio in 2014 & 2015 in EIF portfolio above 1
(corrected for drastically increased commitment volumes over the last years)

Increasing appetite for European VC funds + oversubscribed funds
TT, VC and BA Funds and co-investment Funds focusing on companies in Early Stage

Focus on Horizon 2020 objectives (e.g. ICT, life sciences, clean energy, technology)

Enterprises in pre-seed, seed, start up phases (seed & A rounds included)

Pari-passu, at least 30%* investment from private investors

Investment size up to EUR 30m up to 50%** of total commitments (CATALYTIC)

First 4 transactions signed as of February 2016. Open Call for Expression of Interest until 30/09/2020

* 10% in the case of BA Co-investment Funds
** Up to 70% in the case of BA Co-investment Funds, subject to conditions.
InnovFin SME Venture Capital – EIF’s assessment

### Investment readiness

**Team and Track Record (WHO)**
- Adequate skill-set
- Track-record
- Cohesion /stability/succession
- Carry split
- Team commitment
- Governance structure: independence/ conflict of interests
- Reputation (referencing)

**Market Opportunity (WHY)**
- Deal flow/pipeline
- Competition

**Investment Strategy (HOW)**
- Focus, deal flow and pipeline
- Value creation / Unique Selling Point
- Coherence with the market opportunity, the team and the fund parameters

**Fund Parameters (WHAT)**
- Fund model: fund size / diversification / reserve policy / investment pace
- Terms and Conditions
- Management company budget
- Legal structure / compliance

### Fit with the mandate

- Value creation for beneficiaries
- Catalytic role no crowding out
- Multi-country focus
- Internationalisation of final beneficiaries

---

Eligibility
InnovFin Product Overview

**SMEs**
- InnovFin SME Guarantee
- InnovFin SME Venture Capital

**Midcaps**
- InnovFin MidCap Guarantee
- InnovFin MidCap Growth Finance

**Large Caps**
- InnovFin Large Projects

**Thematic Finance**
- InnovFin Energy Demo Projects
- InnovFin Infectious Diseases

**Advisory**
- InnovFin Advisory

**Public and Private Sector Promoters**
- Financial Advisory

**Direct products**

**Indirect products**

- Mid-Caps < 3,000 Employees
- Large Caps Typically > 3,000 Employees
- SPV, Mid-Caps and Large Caps
- Direct Corporate Lending
- Project Finance and/or Direct Corporate Lending

- Intermediated SME/Mid-Cap Financing

How does the MidCap Guarantee work?

- 50% loss coverage for new mid-cap loans of up to EUR 50m not covered under InnovFin SME Guarantee
- Can be complemented with EIB funding (global loan)
- Pari-passu sharing of risk and pricing
- Full delegation to financial intermediaries
- Favourable capital treatment
How does MidCap Growth Finance 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
InnoVFIn
MidCap Growth Finance
MGF signed transactions to date

1. EVS (2013)
   EUR 12m
   Senior term loan

   EUR 25m
   Senior term loan

3. Rovio (2014)
   EUR 25m
   Senior term loan

   EUR 20m
   Mezzanine loan

5. Pharmathen (2014)
   EUR 25m
   Senior term loan

   EUR 25m
   Senior term loan

7. Pramac (2014)
   EUR 8m
   Senior term loan

8. Maier (2014)
   EUR 7.5m
   Senior term loan

   EUR 12m
   Subordinated loan

    EUR 14m
    Senior term loan

11. Marangoni (2014)
    EUR 10m
    Senior term loan

    EUR 25m
    Quasi-Equity

    EUR 10m
    Senior term loan

    EUR 12m
    Senior term loan

    EUR 15m
    Quasi-Equity

    EUR 10m
    Senior term loan

    EUR 12m
    Quasi-Equity

    EUR 10m
    Quasi-Equity

    EUR 25m
    Senior term loan

    EUR 25m
    Quasi-Equity

    EUR 25m
    Senior term loan

    EUR 25m
    Senior term loan

    EUR 25m
    Quasi-Equity

24. eVision (2016)
    EUR 13.5m
    Quasi-Equity

25. MAM (2016)
    EUR 25m
    Senior term loan

26. NEWICON (2016)
    EUR 8m
    Quasi-Equity

27. Archos (2016)
    EUR 12m
    Quasi-Equity

    EUR 15m
    Senior term loan

29. Creta Farms (2016)
    EUR 15m
    Quasi-Equity

30. Flexenclosure (2016)
    EUR 7.5m
    Quasi-Equity

Signature pipeline for Q1 2016

Quasi-equity
EFSI
Advantages

No crowding out. Complementary finance to house banks

EIB signaling effect to attract other banks & investors (quality stamp)

Long-term lending at attractive terms (no subsidised)

Growth finance without dilution of shareholders
InnovFin Product Overview
How does InnovFin Large Projects work?

- Senior debt (pari-passu with other senior lenders)
- Eligible project required. EIB finances up to 50% of R&D and innovation investments
- Comprehensive due diligence including project due diligence (technical, financial, economic)
- EIB standard documentation
Advantages

- Long term loans at attractive terms (pari-passu)
- Signaling effect and quality stamp (technical expertise)
- Co-financing with house-banks preferred
- No cross selling & hold to maturity strategy
InnovFin Product Overview

**SMEs**
- InnovFin SME Guarantee
- InnovFin SME Venture Capital

**Midcaps**
- InnovFin MidCap Guarantee
- InnovFin MidCap Growth Finance

**Large Caps**
- InnovFin Large Projects
- Direct Corporate Lending

**Thematic Finance**
- InnovFin Energy Demo Projects
- SPV, Mid-Caps and Large Caps
- Project Finance and/or Direct Corporate Lending

**Advisory**
- InnovFin Advisory
- Public and Private Sector Promoters
- Financial Advisory

---

**Direct vs. Indirect Products**

- Direct products
- Indirect products
Which projects can be supported?

- Pre-commercial stage; technology needs to be scalable
- Loan: EUR 7.5m – EUR 75m; EUR and local currency; maturity of max 15 years; EIB finances up to 50% of project costs.
- Comprehensive due diligence including project due diligence (technical, financial, economic)
- EIB standard documentation
## InnovFin Product Overview

<table>
<thead>
<tr>
<th>SMEs</th>
<th>Midcaps</th>
<th>Large Caps</th>
<th>Thematic Finance</th>
<th>Advisory</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>InnovFin</strong> SME Guarantee</td>
<td><strong>InnovFin</strong> MidCap Guarantee</td>
<td><strong>InnovFin</strong> Large Projects</td>
<td><strong>InnovFin</strong> Energy Demo Projects</td>
<td><strong>InnovFin</strong> Advisory</td>
</tr>
<tr>
<td><strong>InnovFin</strong> SME Venture Capital</td>
<td><strong>InnovFin</strong> MidCap Growth Finance</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **SMEs and small Mid-Caps** < 500 Employees
- **Intermediated SME/Mid-Cap Financing**

<table>
<thead>
<tr>
<th>Mid-Caps</th>
<th>Large Caps</th>
<th>Thematic Finance</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 3,000 Employees</td>
<td>Typically &gt; 3,000 Employees</td>
<td><strong>InnovFin</strong> Infectious Diseases</td>
</tr>
</tbody>
</table>

- Intermediated and/or direct Corporate lending
- Direct Corporate Lending
- Project Finance and/or Direct Corporate Lending

- **Public and Private Sector Promoters**
- **Financial Advisory**

**direct products** | **indirect products**
Which projects can be supported?

- Projects which have passed pre-clinical stage and for which clinical validation is needed for further development

- Loan: EUR 7.5m – EUR 75m; EUR and local currency; Loan maturity of max 7 years; EIB finances up to 50% of project costs.

- Broad range of products - standard debt instruments (i.e. senior, subordinated, and mezzanine) to risk sharing instruments (RSL) with forgiveness options

- Comprehensive due diligence, including project due diligence (technical, financial, economic)

- EIB standard documentation
# InnovFin Product Overview

<table>
<thead>
<tr>
<th>SMEs</th>
<th>Midcaps</th>
<th>Large Caps</th>
<th>Thematic Finance</th>
<th>Advisory</th>
</tr>
</thead>
<tbody>
<tr>
<td>InnovFin SME Guarantee</td>
<td>InnovFin MidCap Guarantee</td>
<td>InnovFin Large Projects</td>
<td>InnovFin Energy Demo Projects</td>
<td>InnovFin Advisory</td>
</tr>
<tr>
<td>InnovFin SME Venture Capital</td>
<td>InnovFin MidCap Growth Finance</td>
<td></td>
<td>InnovFin Infectious Diseases</td>
<td></td>
</tr>
</tbody>
</table>

- SMEs and small Mid-Caps: < 500 Employees
- Intermediated SME/Mid-Cap Financing
- Mid-Caps: < 3,000 Employees
- Large Caps: Typically > 3,000 Employees
- Intermediated and/or direct Corporate lending
- Direct Corporate Lending
- SPV, Mid-Caps and Large Caps
- Project Finance and/or Direct Corporate Lending

- Direct products
- Indirect products
Innovation Finance Advisory- What do we do?

Enable maximum access to finance for innovative projects

**Projects Advisory**
- Improve bankability/investment readiness
- Enable earlier/faster access to finance
- Light Project Advisory

**Horizontal Activities**
- Improve framework conditions for financing
- Develop “business case” for new financing mechanisms in RDI sectors
- Prepare studies on increasing effectiveness of financial instruments to address specific sector/RDI policy objectives

**Synergies between Projects Advisory and Horizontal Activities**
- Arctic Arc
- Fuel Cells and Hydrogen Joint Undertaking (H2M)
- Philips Health Continuum
- Circular Economy (CE)
- Key Enabling Technologies (KETs)
- Infectious Diseases Financing Facility (IDFF)
- Bio-economy
- RTOs/EARTO
Visit www.eib.org/innovfin
Objectives and Opportunities of the InnovFin Programme

Question & Answer session
Case Study

Matching the need of growth companies in Ukraine

Marc D’hooge
InnovFin Programme Manager, EIB
Case Study

Financing innovative SMEs in Ukraine

Borislav Kostadinov,
Member of the Board of Management, ProCredit Holding

Victor Ponomarenko,
General Manager ProCredit Bank Ukraine
Ukraine policies for innovative entities

_Ukraine Innovation Policy_

**Maksym Strikha**  
Deputy Minister of Education and Science of Ukraine
Ukraine policies for innovative entities

**Ukraine Hi-Tech strategy**

*Lena Minitch*

*Director, Innovation and IP Department, Ministry of Economic Development and Trade of Ukraine*
Concluding remarks

Lena Minitch
Director, Innovation and IP Department,
Ministry of Economic Development and
Trade of Ukraine