

EIB-OeNB Conference  
Financing investment in innovation and growth  
Austria in comparison with successful peers

**Funding innovative start-ups and SMEs in Austria**  
**The EIB in Austria**

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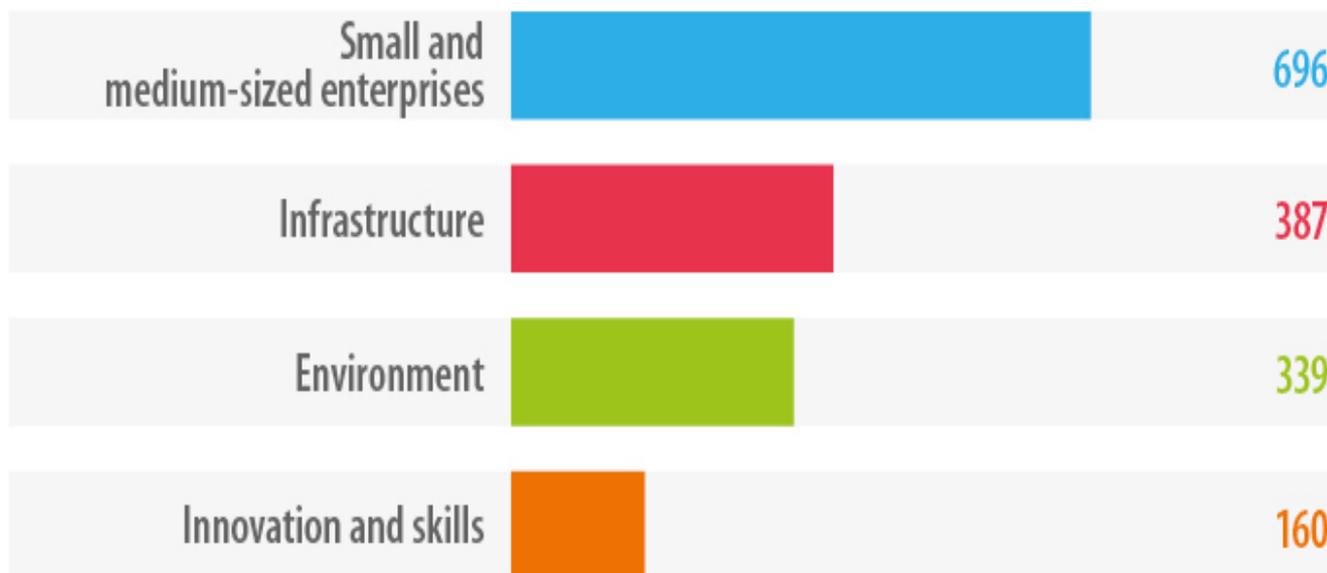
EIB Operations Directorate

Baltic Sea and Northern Europe Department

# The EIB in Austria: what we do

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European Investment Bank Group  
Total lending in Austria in 2017 (in EUR m)  
**EUR 1 582 million**



Source: EIB

# Financing innovative SMEs: specificities

- ▶ Innovation translates into immaterial assets vs classical lending based on material assets
- ▶ SMEs cash-flows might not allow to stem big R&D investments
- ▶ Start-ups even more penalized since credit assessments focus mainly on past performance (financial ratios based)
- ▶ Valuation of technology not systematically incorporated in credit decisions
- ▶ Mismatch between ST financing and LT investments

# EIB instruments to finance innovative SMEs

We help catalyse investment

LENDING	BLENDING	ADVISING
<p>Loans</p> <p>But also:</p> <p>Guarantees (EIF and EIB)</p> <p>Equity participations (funds, funds of funds or direct, provided by EIF or EIB)</p>	<p>Combining EIB finance with EU budget</p> <p>Higher risk projects for innovation (InnovFin, EFSI)</p>	<p>Prepare, evaluate and support the implementation of projects (European Investment Advisory Hub)</p>

Attracting FUNDING for long-term growth

# Facilitating lending to innovative SMEs in Austria through our partners

- ▶ Dedicated envelopes for SMEs and mid-caps
- ▶ Through partner financial institutions,
- ▶ EIB grants a loan, subscribes to covered bonds issued by the partner, or to senior or junior tranches in ABS structures,
- ▶ The proceeds go to SME financing
- ▶ Some structures provide capital relief to increase lending capacity
- ▶ Risk is borne by our partner



# Example of EIB direct SME financing in Austria: Apeiron

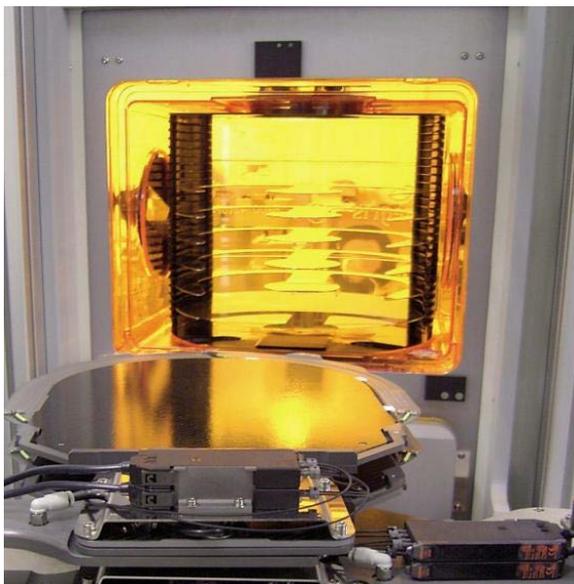


Financing amount: EUR 25m

EFSI-related finance : EUR  
50m

- ▶ Apeiron Biologics AG is a biotech SME (35 staff) with a focus on biological and immunological approaches to cancer treatment.
- ▶ An EFSI-backed loan allows the company to further develop its lead project, an antibody-based therapy for young patients suffering from a rare childhood cancer

# Example of EIB group indirect innovative SME financing in Austria: mechatronic



Operation in the context of a framework agreement signed between Bank Austria and EIF expected to generate a portfolio of EUR 200m loans.

- ▶ Mechatronic Systemtechnik based in Villach, is the leading company in the world in the field of non-contact handling for thin and ultra-thin wafers.
- ▶ Investment in R&D is around 6% of annual sales.
- ▶ To support the company's growth and allow for the development of new machinery, UniCredit Bank Austria provided mechatronic with a loan guaranteed by EIF under the Investment Plan for Europe

# Thank you!

# Reserve slides

## Example for EIB Group supporting innovative SMEs and Midcaps

**COPARION**

- VC-Kapital Fund zur Förderung Technology-orientierter Unternehmen in der frühen Wachstumsphase mit dem Ziel der Förderung des Wagniskapitalmarktes in Deutschland.
- Bisherige Investoren KfW und ERP-Sondervermögen (Deutschland)
- Die EIB-Beteiligung in Höhe von EUR 50 Millionen steigert das Fondsvolumen auf EUR 275 Millionen.

# EFSI key figures in Austria

- ▶ Number of transactions  
**15**
- ▶ Approved EFSI financing  
**EUR 972m**
- ▶ Expected investment related to EFSI  
**EUR 2.9bn**