



WB EDIF

Western Balkans
Enterprise Development
and Innovation Facility



**An innovative initiative funded by
the EU, to benefit small and
medium sized enterprises in the
Western Balkans**



**Financial instruments
update**

London, 17 December 2019

WB EDIF today



Under the umbrella of



Co-ordinated by 

Partners and Contributors



Beneficiary economies

Financial instruments

ENIF
Enterprise
Innovation Fund

ENEF
Enterprise
Expansion Fund

GF
Guarantee Facility

Lending
Competitiveness
programme



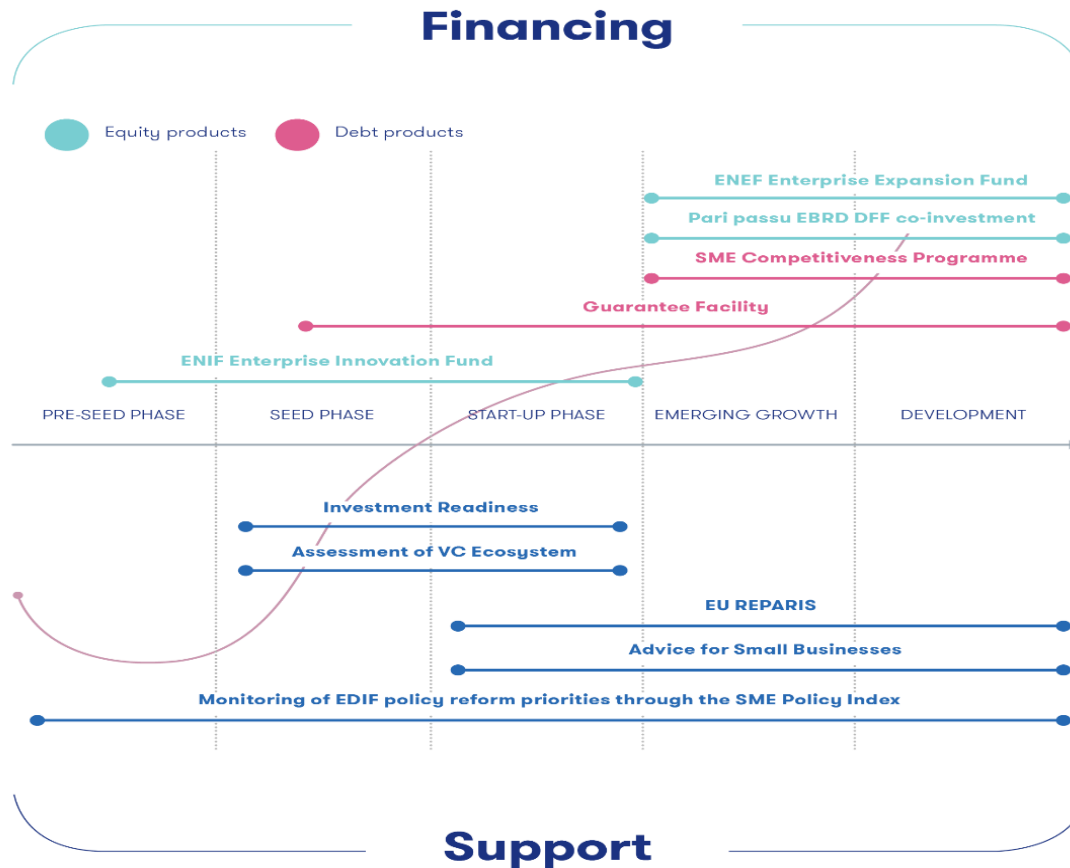
Advisory and Support Services

Policy level support

Ecosystem level support

SME level support

WB EDIF integrated approach across the whole SME spectrum



WB EDIF at a glance

WB EDIF
at a glance

275M€ Total funding
resources

resulting in

715M€ Potential available
financing to SMEs via WB
EDIF's financial instruments

Progress as at
31 December
2018*

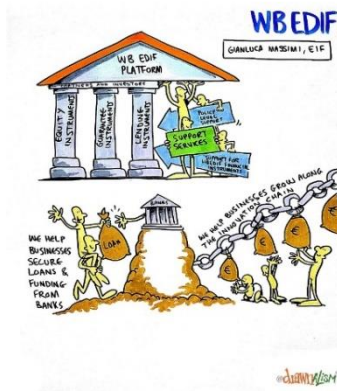


2 805 SMEs
financed

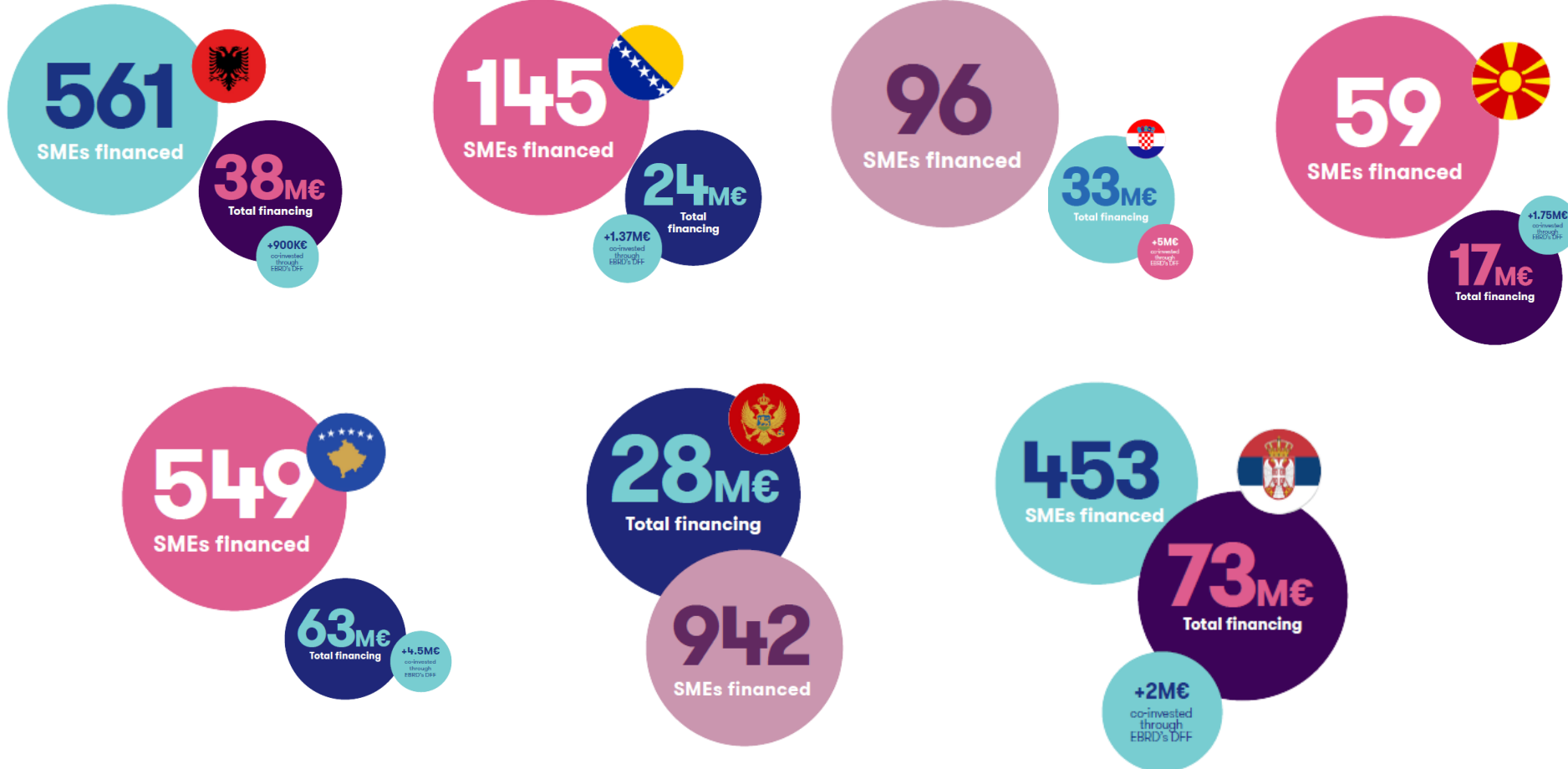


4 022
SMEs
supported

78 032 Jobs
supported



WB EDIF at a glance



Enterprise Innovation Fund (ENIF)



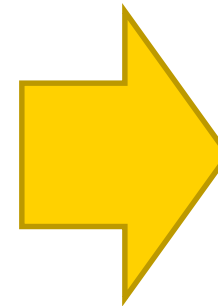
EUR 19.1m

EUR 8m

EUR 5m

ca EUR 3m

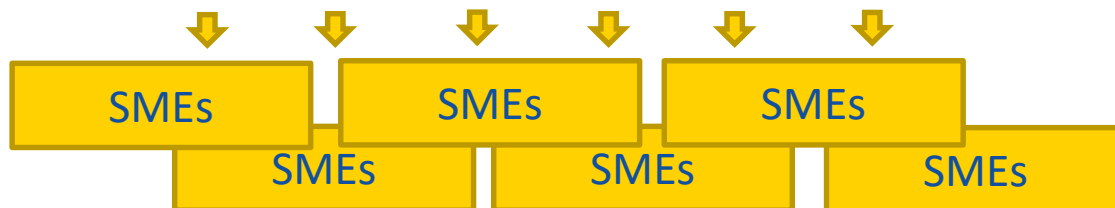
EUR 5m



EUR 42m



For equity investments into innovative SMEs (start up to early expansion) in the region.



27 ICT high growth enterprises supported

EUR 25m committed to SMEs, ca EUR 23m disbursed

EUR__ private co-investment mobilised in subsequent rounds

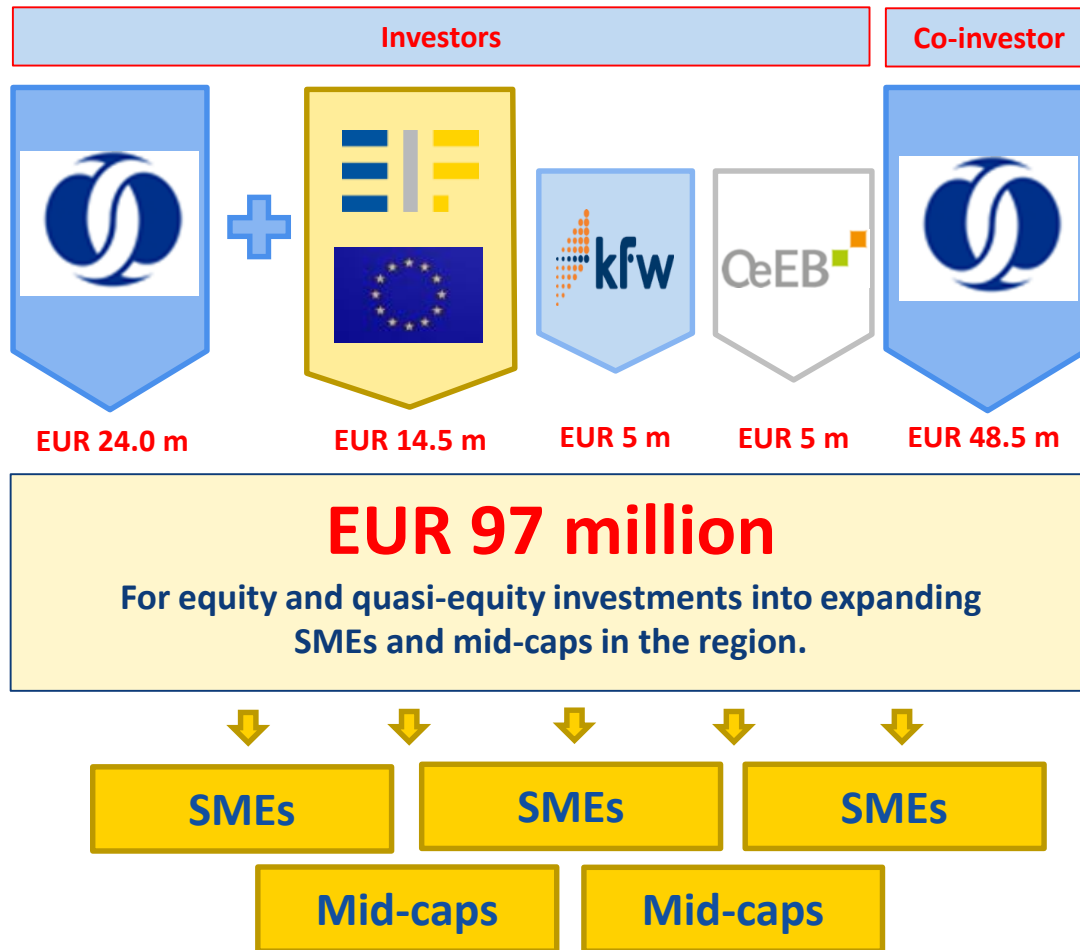
5 local economies served

*658 highly qualified jobs supported**

Impact on regional ecosystem

** As at Dec 2018*

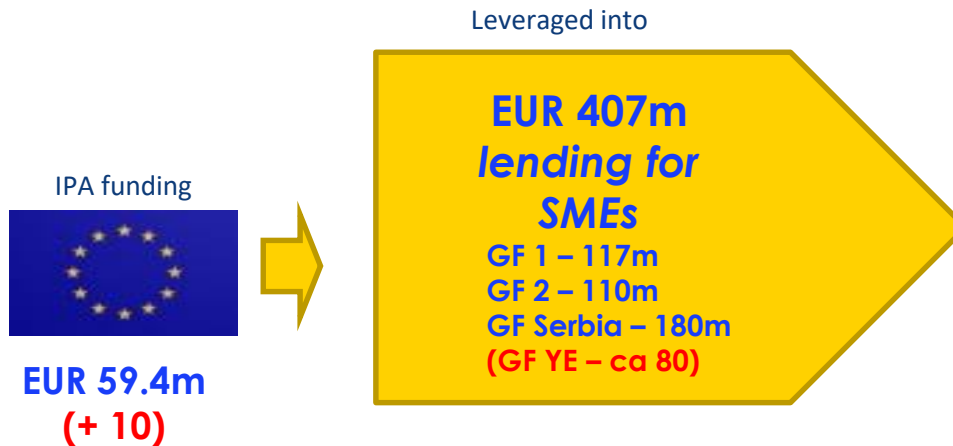
Enterprise Expansion Fund (ENEF)



- *15 Emerging future leaders supported*
- *EUR 56 million financing approved*
- *EUR 129 million total project cost*
- *Consolidated metrics of the portfolio: EUR 495 million of revenues; EUR 457 million of assets and 7,594 employees**
- *6 local economies served*
- *25+ pre- and post-investment support interventions carried out in particular in the area of corporate governance*
- *Strong demonstration effects in the local markets*

* As at Dec 2018

Guarantee Facility (GF)



*7x aggregate leverage:
efficient use of funding!*

*2,771 committed to SMEs, ca EUR 23m
disbursed*

all local economies served

*39,418 jobs supported**

*Paved the way for COSME, InnovFin,
which now catalyse ca
EUR 1bn portfolios in the region*

** As at Dec 2018*

Guarantee Facility next step

Youth Employment

- **EUR 10m** allocated to a guarantee instrument as a pilot initiative to support **Youth Employment lending** in the region, translating in around **EUR 80m** of loans soon available on the WB market
- The instrument is a **first loss capped portfolio guarantee** to be provided to a financial intermediary to build up a portfolio of new “Youth Employment loans”, i.e. loans to **SMEs which employ or offer trainings to young people**.
- The **Call for EoI** went oversubscribed
- 5 banks about to be selected



Regional SME Competitiveness Support Programme

Objective: To enhance the competitiveness of SMEs by promoting compliance with EU standards of new investments, increasing resource efficiency; more innovative technologies in the production cycle; gaining increase in added value; and creating opportunities for export to the EU

Programme Total Value EUR 85 million



EBRD dedicated Credit Lines to PFIs for on-lending to SMEs in support of investments
EUR 70 million



EU funded Investment Incentives to SMEs
EUR 10.5 million



EU funded Technical Assistance and Communications
EUR 4.5 million

Results*

EUR 45 million credit lines signed in BiH and Serbia for on-lending to SMEs

6 PFIs under the Programme

EUR 13.5 million On-lent to SMEs, with an existing pipeline of EUR 10 million

50 SMEs served, 30+ about to receive funding

*Albania, Kosovo and North Macedonia
Soon to be served under the Programme***

*As at Sept 2019

** In addition to the programmes that are currently running under local IPA funding in Kosovo & North Macedonia, and soon Serbia

Regional SME Competitiveness Support Programme –



The following video illustrates how the SME
Competitiveness Support product works





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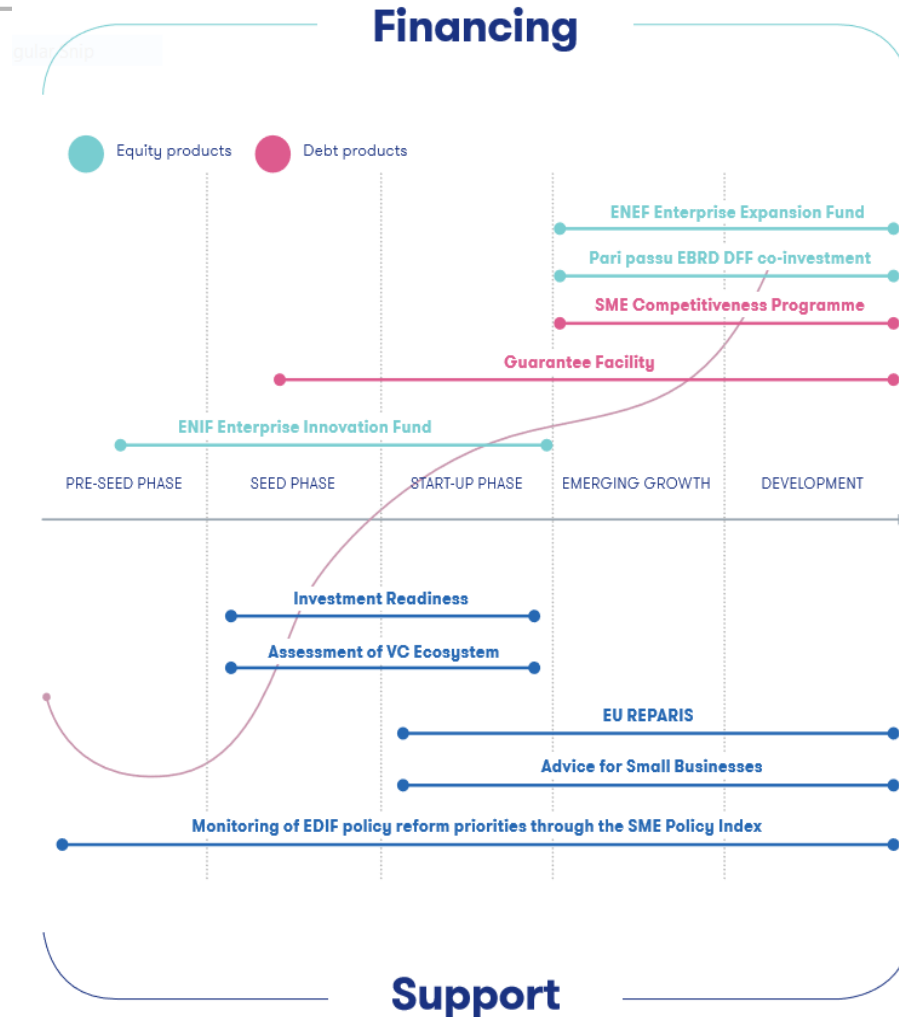
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Support services update

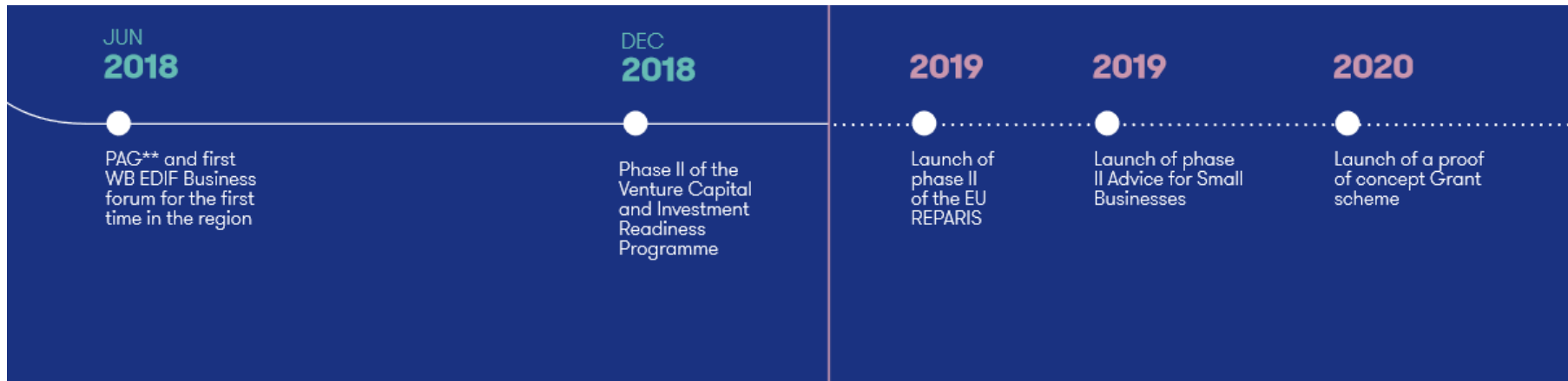
London, 17 December 2019

Support Services



Key updates

- Continuity of ongoing programmes is key and DG NEAR is committed to provide sustainable financing
- EU REPARIS, Advice for Small Businesses and Venture Capital and Investment Readiness programmes are already or transiting to their phase II.

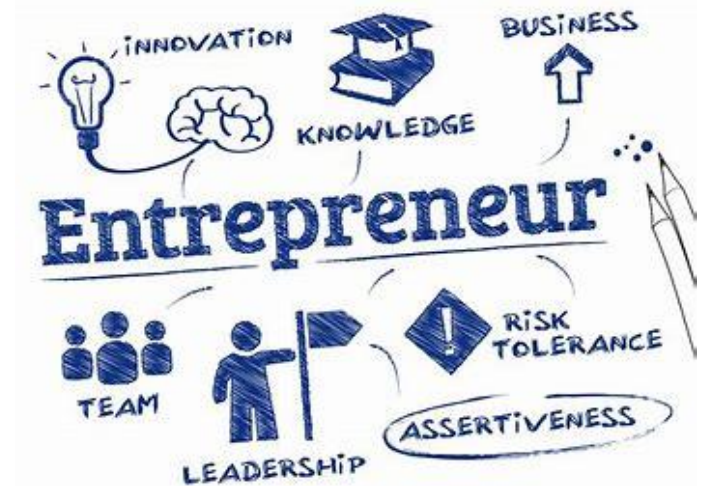


New: Proof of Concept

- Bridge the gap between research, innovation and industry via capacity building. Final approval given by the December 2018 PAG in Luxembourg
- The Proof of Concept Scheme, to be implemented by DG NEAR and DG JRC, together with a service provider will be launched in January 2020;
- EUR 2 million programme. EIB assisted the preparation of the action;

Status quo

- Phase II of Venture Capital and Investment Readiness programme (**WBG**) started in January 2019: **on track**
- EUR 15 million support for Advice for Small Businesses II Programme: contract **just signed** with **EBRD**;
- The EU contribution to the second phase of EU REPARIS for SMEs (**WBG**): **in process**



Status quo

- **EIB** contract under the EDIF Support Services Pillar was prolonged with 18 months as to allow the finalization of the *Prospective analysis of the SMEs sector in the Western Balkans*.
- Awaiting findings of the study
- **OECD**: regular policy dialogue and follow-on on policy recommendations (SME Policy Index, launched in Sarajevo May 2019).

THANK YOU!

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NEAR.D.5

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