



fi  compass

Case study : JEREMIE Languedoc-Roussillon

Paris - 22 March 2016

Aubin Bonnet (*European Investment Fund*)



 #ficompass

Gap analysis: main conclusion :



■ Debt:

- Support the financing of innovative start-ups by increasing the available resources in the segment of **seed technological or innovative projects.**

■ Equity:

- Promote equity or quasi equity **to support** the emergence of a small supply of financing for **high-potential SMEs.**

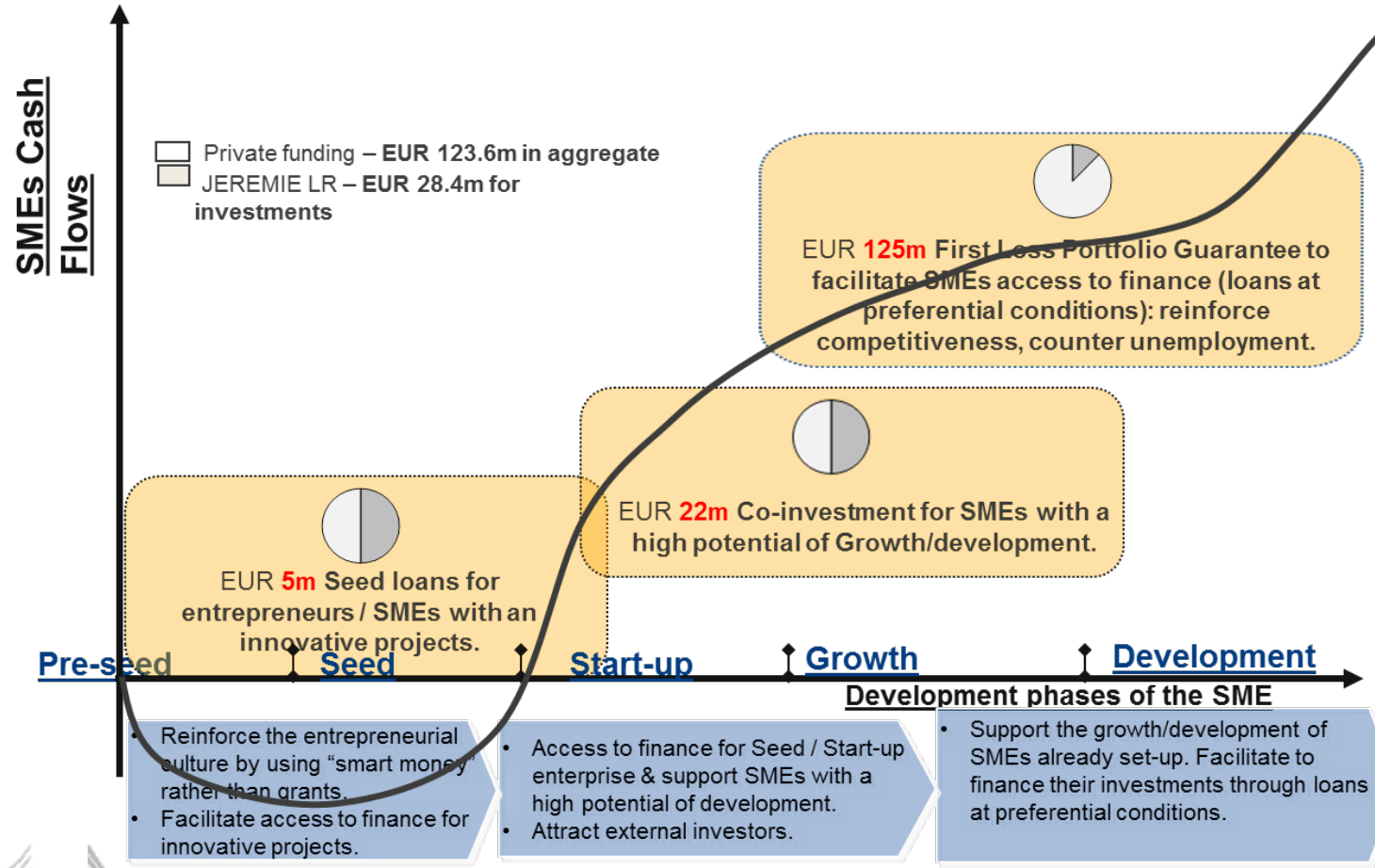
■ Guarantee:

- **Facilitate SMEs access to finance** more easily (at better conditions)



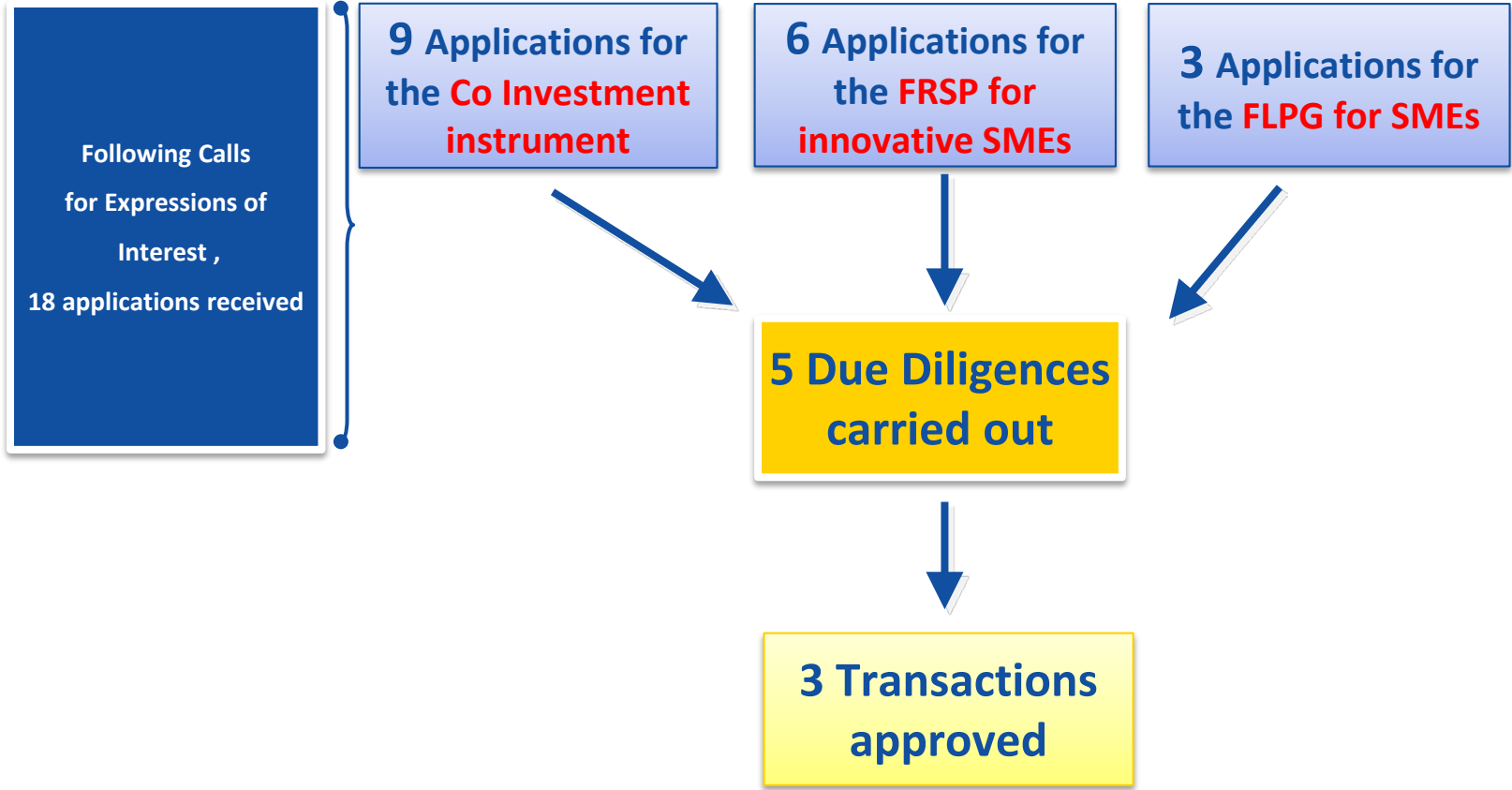
#ficompass

JEREMIE LR: Various Financial instruments & Leverage



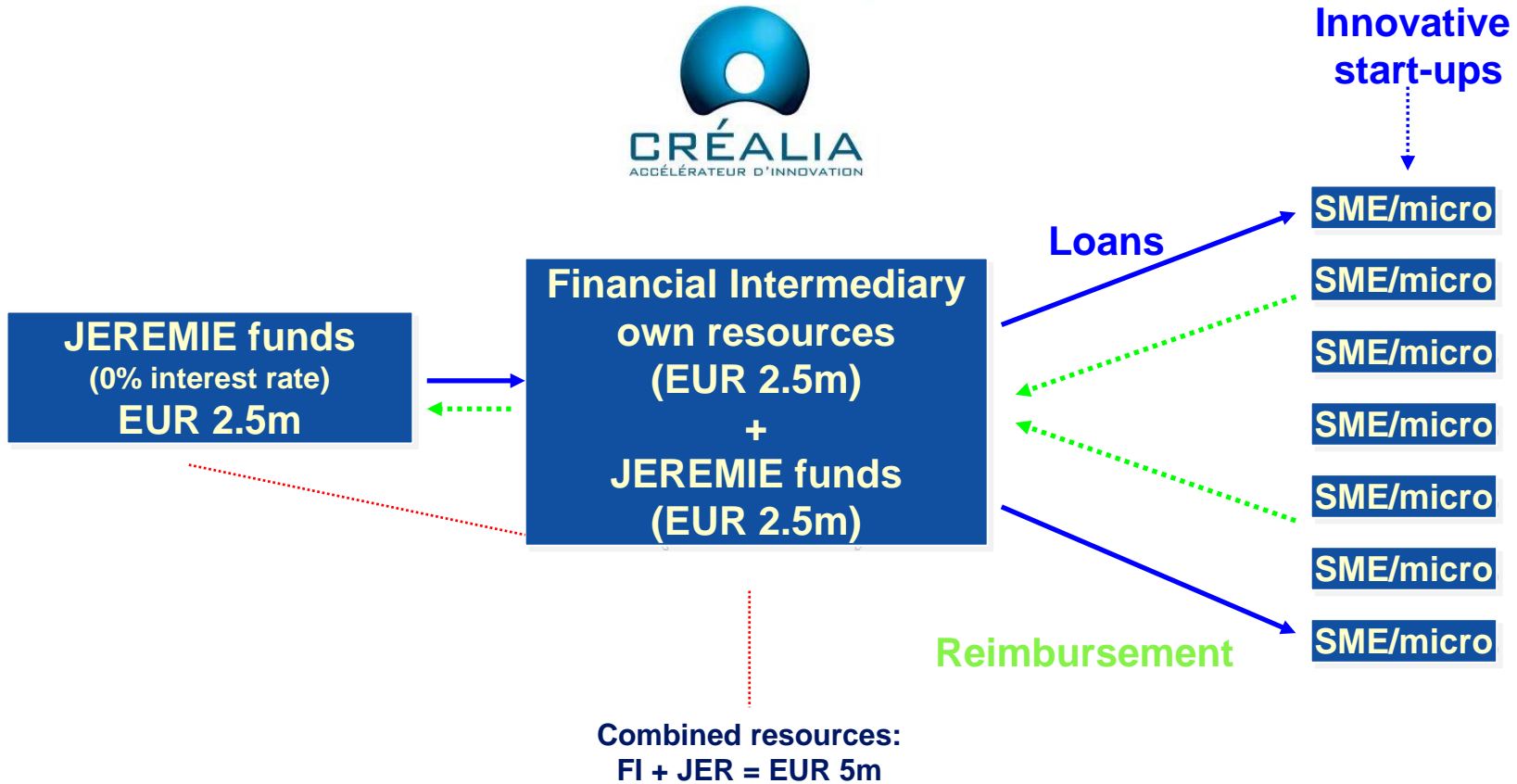
#ficompass

Selection process of Financial Intermediaries



#ficompass

FRSP: Innovative SMEs



#ficompass

Equity / Co-investment



Financial Intermediary selected by EIF.



Co-investment players with a private component > 50%

JHF (EIF)

Decisional vehicle selected through a CfEol by JHF
Private component >50%
Minimum 5% - Maximum 50% in each transaction.

VC Fund(2)

VC Fund(3)

VC Fund(4)

VC Fund(5)

Co-investment Funds
100% public money

Max amount per deal < EUR 2.5 m

Investment decision into SMEs taken by the Decisional vehicle

SMEs based in L-R
Small enterprises (up to expansion);
Medium enterprises (seed + start-up)

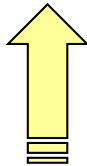
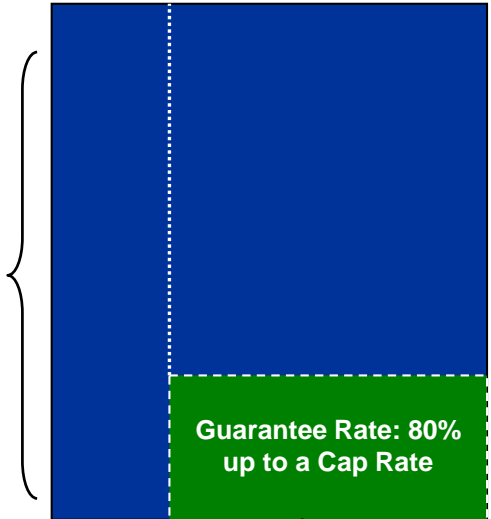


#ficompass

FLPG: Ease access to finance at better terms



New Portfolio of loans



Leverage of 8.4

14.9 % Cap Rate of the Guarantee

EUR 14.9m from the JHF



#ficompass

To sum-up



Financial Intermediaries selected through a Call for Expression of Interest.



Seed loans Instrument:

EUR 2.5m
Leverage of 2
i.e.
EUR 5m for LR's SMEs

Co-investment Instrument:

EUR 11m
Leverage of 2
i.e.
EUR 22m for LR's SMEs

Guarantee Instrument:

EUR 14.9m
Leverage of 8.4
i.e.
EUR 125m for LR's SMEs



#ficompass

The main outcome of the LR JHF



Meet SMEs' financing needs

- ☐ Strengthen the financial chain financing SMEs ✓ **1 358 PMEs**
- ☐ Global and innovative intervention scheme to support SMEs -----> ✓ **EUR 175.2m**

Leverage

- ☐ Financing more SMEs with less public resources ✓ **Leverage > 5.8 x**
- ☐ Attract private money into LR Region ----->

Alignment of interest

- ☐ Both Public and Private financial involvement -----> ✓ **Many applications received (18)**
- > ✓ **Risk is shared** between Public - Private

Revolving concept & flexibility

- ☐ Entailing further SMEs to be financed -----> ✓ **Money already paid back** to the Holding Fund
- ✓ **Treasury** management

Benefit pass onto SMEs

- ☐ Clear advantage passed, prompting SMEs into investing -----> ✓ **Free of charge Guarantee Fee**
- > ✓ **Interest Rate reduction,**
- ✓ **Collateral requirements reduction,**
- ✓ **Strengthen the Capital of SMEs**

Knowledge transfer

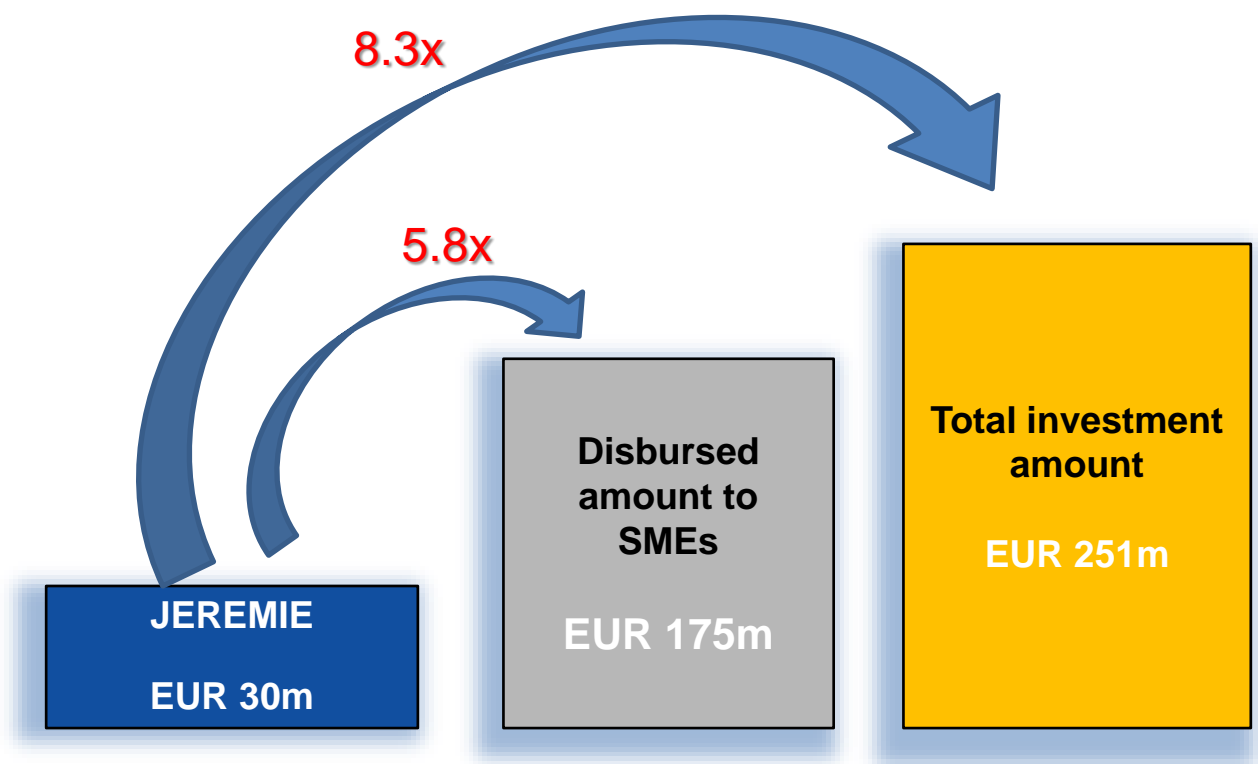
- ☐ EIF – MA – FI



#ficompass



Leverage



#ficompass

Programming period 2014-2023



	FPJ JEREMIE LR après 2015	FoF FOSTER TPE-PME (FEDER) & FoF FOSTER TPE-PME agri. (FEADER)				
Financial Instruments		Equity	Guarantee for SMEs	Guarantee for Agri.	Loan	Amount
Main Purpose	To carry out a new transaction (thanks to Money paid-back within the JHF)	Strengthen the Equity of SMEs (including microenterprises)	To ease access to finance at better terms for SMEs (including microenterprises)	To ease access to finance at better terms for Final Recipients active in the agri sector	To support Innovative SMEs (including microenterprises)	
Financial Intermediaries	To be selected according to the EU regulation (Delegated Act).					
Amount	EUR 25m	EUR 52m				EUR 77m



#ficompass



Fonds Européen d'Investissement

37B, avenue J.F. Kennedy
L-2968 Luxembourg

Aubin BONNET

Mandate Manager
a.bonnet@eif.org



 #ficompass



financial instruments revolving capacity building
 added value **ERDF** funding agreement **ESF** EU guidance
 governance ex-ante assessment
 technical seminars leverage financial microfinance
 support co-financing intermediaries case studies
 investments **ESIF** **fi-compass** final recipients
 business plan **Thank you** thematic objectives
 advisory services guarantees banks loans **EaSI** equity
 private investors life cycle combination of support
EAFRD conferences factsheets
 fund of funds **EMFF** investment strategy **CF**
 managing authorities manuals

