

EIP-ryhmän rahoitusmahdollisuudet kasvuyrityksille



THE EIB GROUP



The lending arm of
the European Union since 1958



Specialist provider of risk finance
to small and medium-sized enterprises

EIB GROUP FINANCING IN 2023*

€87.85 billion



EIP-RYHMÄ SUOMESSA 2023



**European
Investment Bank**

Julkinen sektori (EUR 110m)

Helsingin kaupungin
koulukampuksien
modernisointiin

Suuryritykset (EUR 505m)

Tuotekehityslainoja ml.
Valmet, teollisia
investointeja (Metsä Group)
ja energiatehokkaita
rakennuksia (JOO Group ja
Toivo)



**Pääomarahastosijoitukset
(EUR 250m)**

Neljä pääomarahastosijoitusta
suomalaisiin rahastoihin

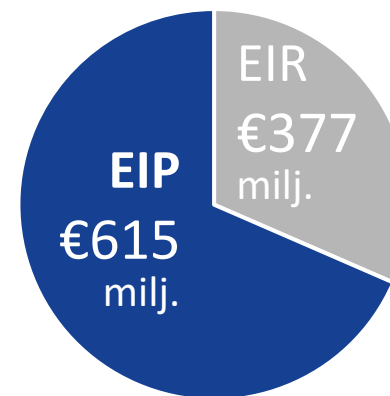
**Rahoituslaitosten pk-sektorin
lainatakaukset (EUR 127m)**

Seitsemän rahoituslaitoksen pk-
sektorin lainatakaukset vihreään
siirtymään ja innovaatioon

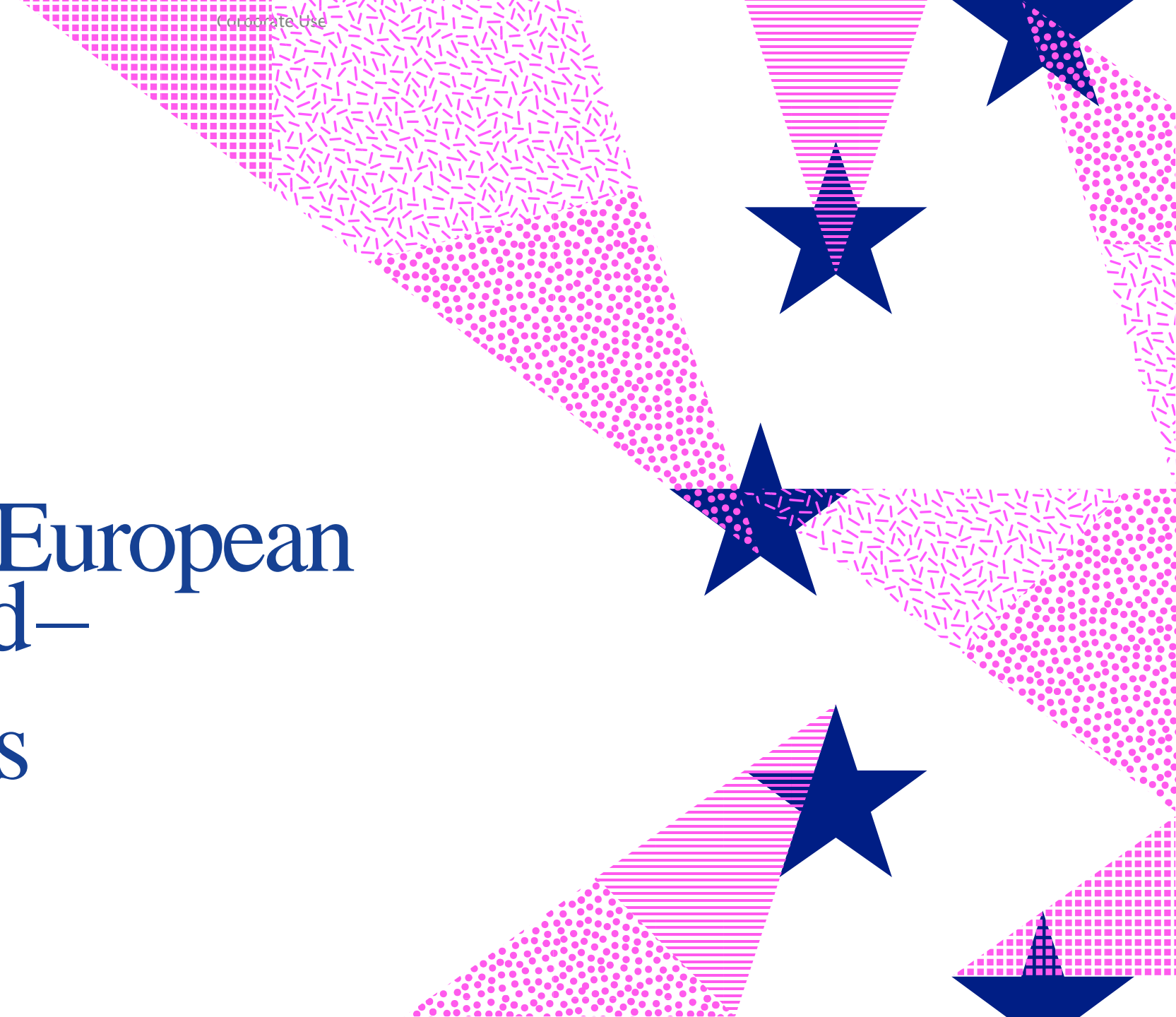
**EIP-ryhmän rahoitus
Suomessa vuonna 2023
keskittyi innovaatioiden,
vihreän siirtymän,
koulutuksen ja pk-
sektorin kehittämiseen**

**EIP-ryhmän
allekirjoitukset**

€ 992
miljoonaa



Introduction to European Investment Fund— Financing solutions



Our main debt financing solutions

We share risk with our banking partners to encourage lending and improve lending terms to riskier small businesses

	Capped guarantees	Uncapped guarantees	Credit enhancement (securitisation)	Private credit
Risk sharing mechanism	AAA guarantee of losses up to a capped rate per loan (guarantee fee)	AAA guarantee of losses uncapped (guarantee fee)	Credit enhancement of securitized SME loan portfolios provides economic and regulatory relief for originators	Crowding in additional investors via cornerstone investments in direct lending funds
Benefit for small businesses	Loans at better terms (collateral reduction, maturity extension, lower interest rates)	Loans at better terms (collateral reduction, maturity extension, lower interest rates)	Increased lending to riskier small businesses	Bespoke debt packages, speedy deployment and flexible approach
Net commitments	€10.2bn	€49.9bn	€28.6bn	€7.5bn

Notes: Transaction level data based on net commitments (signatures), excludes capacity building investments and senior and subordinated loans under EaSI.

Source: SPA reporting, data as at 31/12/2023.

Our equity solutions

We make catalytic investments crowding in private investors and increasing long term sustainability

	Technology transfer	Business angels	Venture capital	Lower mid-market & hybrid debt equity
Risk sharing mechanism	Investment in funds often alongside other public investors	Investment matching for BAs via co-investments	Investment in funds often sending a positive signalling effect to private investors	Investment in funds often sending a positive signalling effect to private investors
Benefit for small businesses	Funding for research projects reaching the development phase	Pre-seed funding for early stage business ideas	Funding for Europe's most disruptive founders in ICT, life sciences and social impact	Funding to unlock the growth potential and boost internationalization of SMEs and small mid-caps
Net commitments	€1.4bn	€0.4bn	€20.4bn	€14.9bn

Notes: Transaction level data based on net commitments (signatures), excludes selective debt.

Source: SPA reporting, data as at 31/12/2023.



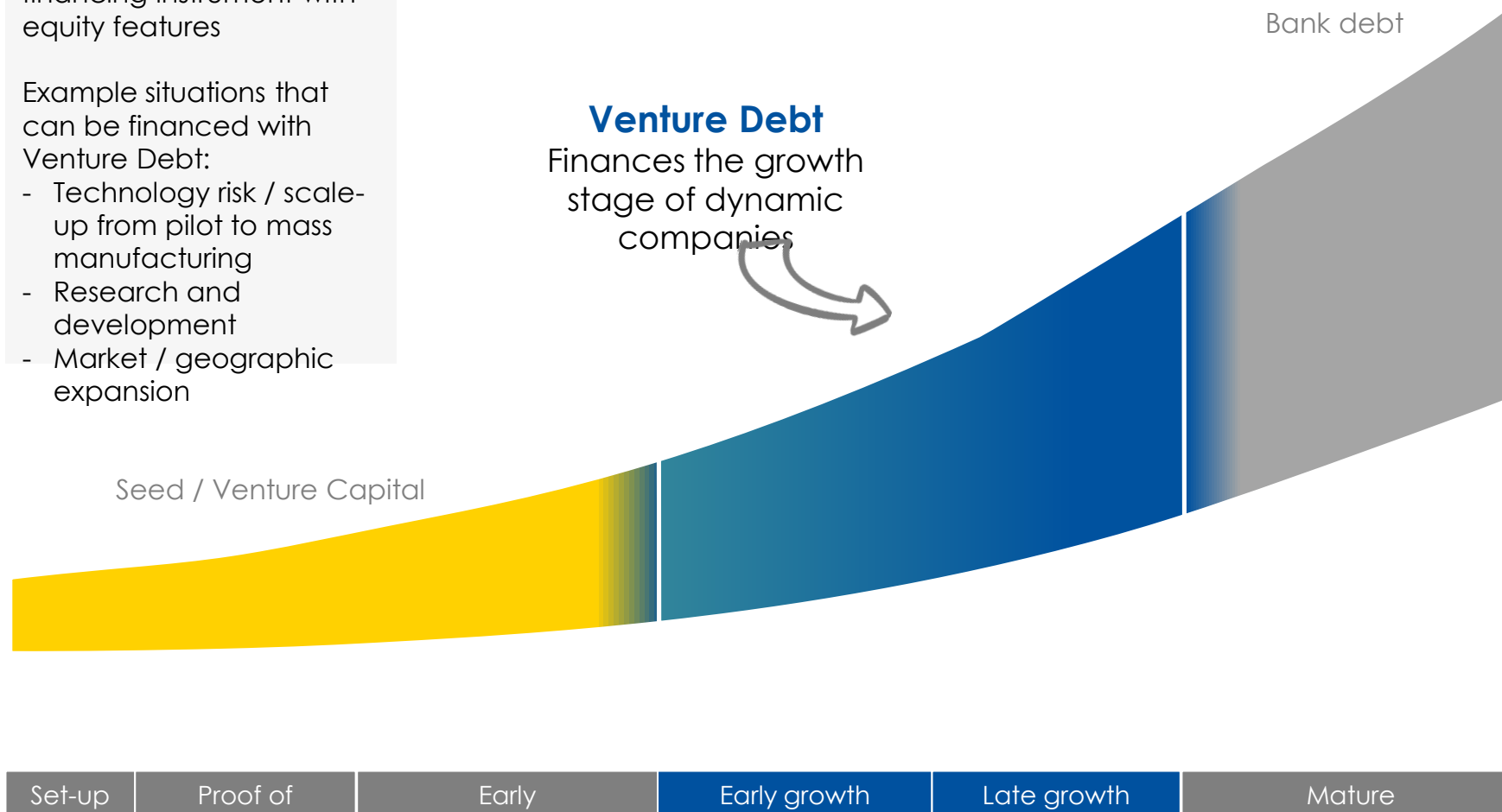
EIB's Venture Debt

What is EIB's Venture Debt?

Venture Debt is a debt financing instrument with equity features

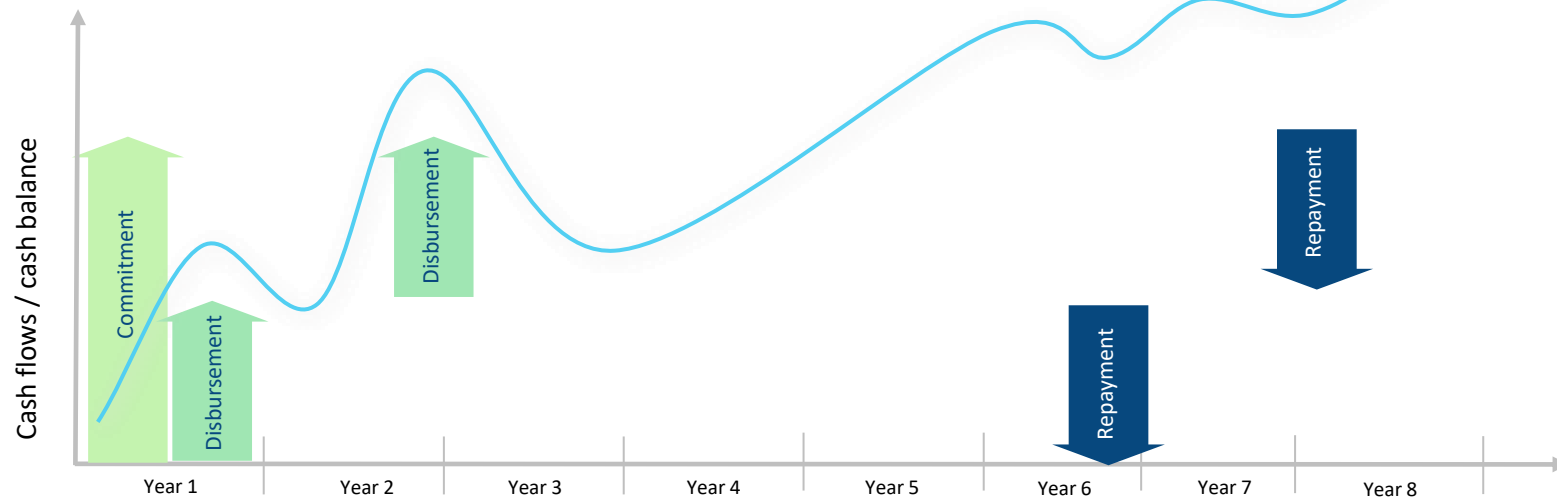
Example situations that can be financed with Venture Debt:

- Technology risk / scale-up from pilot to mass manufacturing
- Research and development
- Market / geographic expansion



Our Venture Debt Product

- **Up-front commitment of the full amount** and gradual disbursements
- Subsequent disbursements are subject to business and financial milestones (substantially de-risking tranches 2 and 3 if applicable)
- **Availability of typically 36 months** to accommodate long term investment plans of technology companies and scale-ups
- Large EIB tickets possible (**circa EUR 7.5-50m**) following a co-investment principle (max. 50%)
- **Limited security** package
- Bullet structure to facilitate repayment based on an exit (or amortising structure if preferred)
- **Maturity to accommodate time to full profitability**
- Remuneration may include **warrants**, interest, PIK, royalties or other (alone or in combination)
- Target IRR is based on the risk of the investment



Advantages of the EIB Venture Debt Product



COMPANY

- ▶ Long tenor allows a company to focus on business growth
- ▶ Large tickets to support growth and scale-up and increase the runway to next funding round
- ▶ EIB is a stable and reliable investor with a triple-A rating
- ▶ Flexible terms and customized structures based on company's needs
- ▶ Quality stamp – increased market visibility and credibility for the company
- ▶ Accelerates the deployment of the business plan and de-risks related innovation



FOUNDERS

- ▶ Limited dilution and loss of control
- ▶ Hands-off approach – no direct involvement
- ▶ Extend time to next funding round
- ▶ Market visibility after EIB investment



INVESTORS

- ▶ Complimentary to equity investment
- ▶ Limited dilution and loss of control
- ▶ Enhanced returns for equity investors
- ▶ Reduce pressure on equity needs
- ▶ Long-term loans match timing of investment

Which companies are eligible?

*Applicants need to **fulfill eligibility criteria** to be considered*



You are a **Start-up or established company** in one of the focus areas



Investments to be financed are located in the **EU**



You have already raised **Series A/B equity** and your company needs additional financing for commercial demonstration, to accelerate growth or you are looking for ring-fenced project financing and you have secured **sufficient equity**



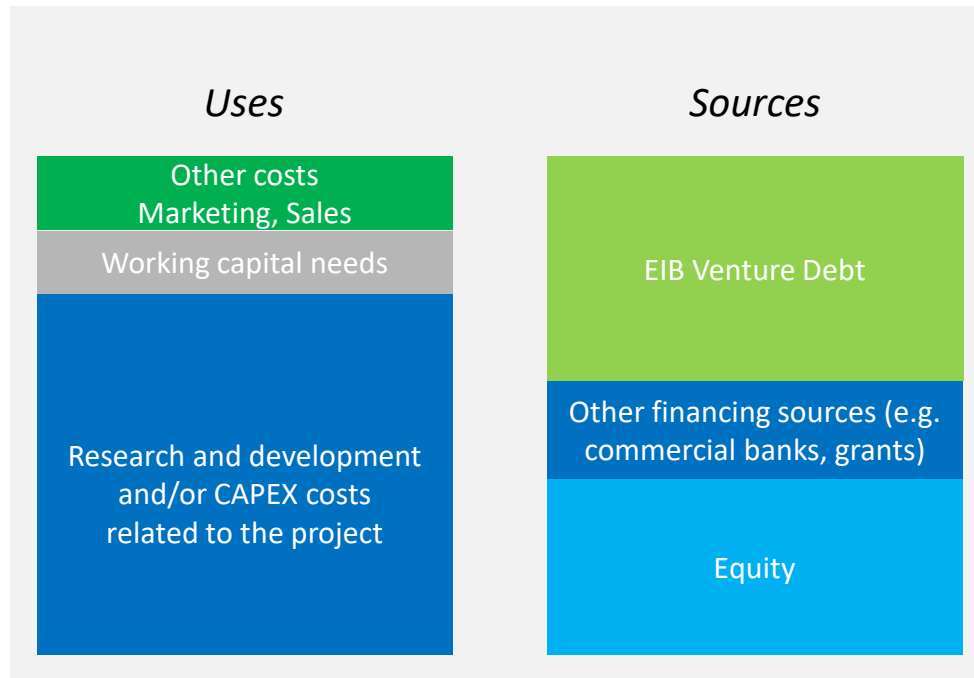
Sound and **sustainable business model**, professional management team and established corporate governance



What can be financed?

EIB Financing is determined on the basis of the planned investment plan

Funding of the investment plan

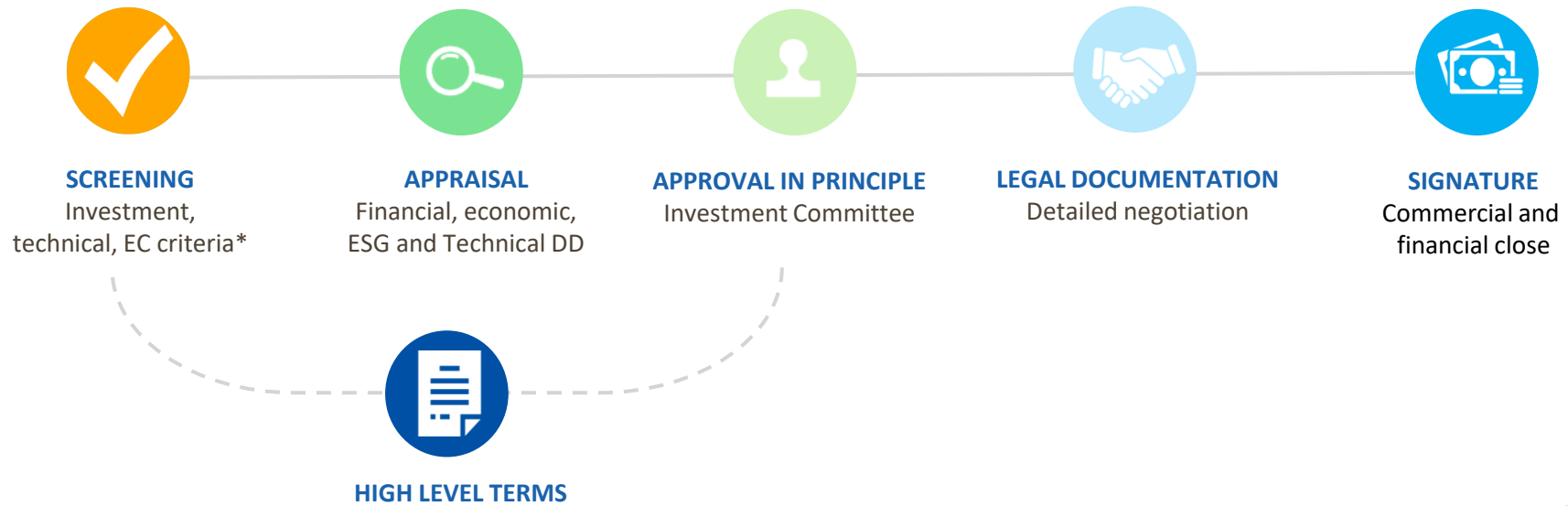


- ▶ In accordance with its **co-investment principle**, the EIB ticket size is capped at 50% of the investment plan

EUR
15 m ≤

- ▶ The **minimum required** investment plan is EUR 15m (minimum EIB ticket of EUR 7.5m)

Our Appraisal Process



* For certain cases, the eligibility needs to be confirmed by the European Commission

TIMING
Depending on the complexity of the transaction financial close can be achieved in 6 months

Since inception in 2015, we have become the biggest venture debt provider in Europe

Biotech

Jennewein
Biotechnologie GmbH

Individumed

AntbioTx
— Eliminating resistance to help patients

apeiron

transgene

DaVoltterra

enterome
bioscience

Newron

Pluristem

mabion

nanoBIOTIX

BiondVax
Pharmaceuticals Ltd.

F2G

AMW

amoeba

NURITAS
Lithium-Ionen-Batterien

AMRYT
PHARMA

curetis

MOBIDIAG

valneva

Med

STAT Dx
Closer to Care

CADIVI

NEW
ICON

Biofrontera
Experts in dermatology

cellnovo

magforce[®]
THE NANOMEDICINE COMPANY

CARMAT

biosurfit

innocoll

Other

CANATU

Science4you

Ultimaker

flexenclosure

voxeljet

DEVIALET

eGYM

HANSAMATRIX

MOTOR K

ARCHOS

Fintec

upstream

FINEOS

five degrees[™]

famoco

izettle

nexus

Enabling
Trusted
identities

izicap

CRETA
FARMS

medneo

DEVENISH
Beyond Nutrition

olmix
for a better life

Fiber optics

adamo

hyperoptic

Gigaclear

Automotive

IMAC

nauya
be fluid

AIMOTIVE

Cleantec

Heliatek
The future is light

FORSEE
POWER

SKELE+ON
TECHNOLOGIES

tado[°]

enevo

electro
POWER SYSTEMS GROUP

ORBITAL SYSTEMS

NEWLISI
ZERO SLUDGE

Softwar

clavister

Every Angle

KIOSKED

cm.

Qwant

censhare

evision

nosto

M-Files

inRiver

MariaDB

FROSMO

automation
HERO_

Alteia

bizay



EIB and the EIC Fund



European
Innovation
Council



EIC Fund at a Glance

1

We Invest in Europe's Innovative Entrepreneurs and Breakthrough Technologies

- New EIC programme (Horizon Europe) launched by the EC in Mar-21 (~€10bn budget over 7 years)
- The EIB is the Investment Advisor to the EIC Fund, managing the equity portion (~€3.5bn)

2

Long-Term Horizon towards Meaningful Impact

- Patient capital, capacity to follow-on, objective to exit successfully (av. holding period 7-10 years)
- Main objective is "impact investment"

3

Cross-lifecycle Investments (*Pre-seed, Seed, Early-stage SMEs, Small Mid-Caps*)

- We provide support to SMEs and Startups in the form of direct (or quasi) equity (up to €15m) combined with the development grants provided by the EC (up to €2.5m)

4

Cross-sector Investments

- Deep-tech and disruptive innovation in policy priority areas (Health, Green Deal, Digital Transformation, Advanced Engineering, Life Sciences and Space)

5

Co-investment Model

- We typically act as anchor and/or co-lead in the equity rounds (min. 50% of private capital)
- We targets minority stakes (10 - 25%) and align with the terms negotiated by the lead investor

€ 1.5bn

Capital Committed

180

Investee Companies

€ 4m

Average Equity Ticket

>3x

Average Round Multiplier

1,000+

Co-Investors

EIC Fund investment process



- Applications coordinated by the **EC (EISMEA)**
- https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator_en
- Review and selection by **independent experts**
- **Companies selected for equity investment transferred to the EIC Fund**

EIB acts as **Investment Advisor** to the EIC Fund, in charge of **equity investments** (DD, structuring, negotiation, monitoring, exits).

DUE DILIGENCE

INVESTMENT DECISION

- **Market-standard equity DD** on typical DD areas (financial, market, technical, KYC etc.)
- **Investment recommendation** based on DD outcome

NEGOTIATION & CLOSING

INVESTMENT SIGNATURE

- **Negotiations and transaction closing** (legal DD)
- **Co-investor search and support**

MONITORING AND EXIT

- **Monitoring, reporting on transactions and active investment management** (follow-ons, exits etc).

Yhteenveto

1

Euroopan investointirahasto toimii suomalaisten pääomasijoitusrahastojen ja rahoituslaitosten kautta

- Yhteys rahastoyhtiöihin ja rahoituslaitoksiin, jotka tekevät itsenäisesti sijoitus- tai lainapäätöksen

2

Euroopan investointipankin Venture Debt –laina yrityksille

- Yhteys EIP-ryhmän Helsingin toimiston kautta rahoitusneuvotteluille

3

EIC Fundin pääomasijoitus

- Haku EIC Accelerator –ohjelmaan, jossa EISMEA tekee päätökset tukiosuuden ja pääomasijoitusten saajista. Haku EIC Acceleratorin nettisivujen kautta.

Yhteystiedot:

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