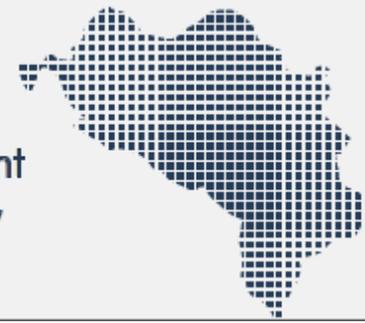




# WB EDIF

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**

## What is WB EDIF?

**Belgrade, 1 March 2017**

# WBEDIF IFIs and Financial Intermediaries



## Investors



European Bank  
for Reconstruction and Development



## Financial Intermediaries



**ProCredit Bank**

Bosnia & Herzegovina



**ProCredit Bank**

Kosovo



**ProCredit Bank**

Albania



**UniCredit Group**

Serbia



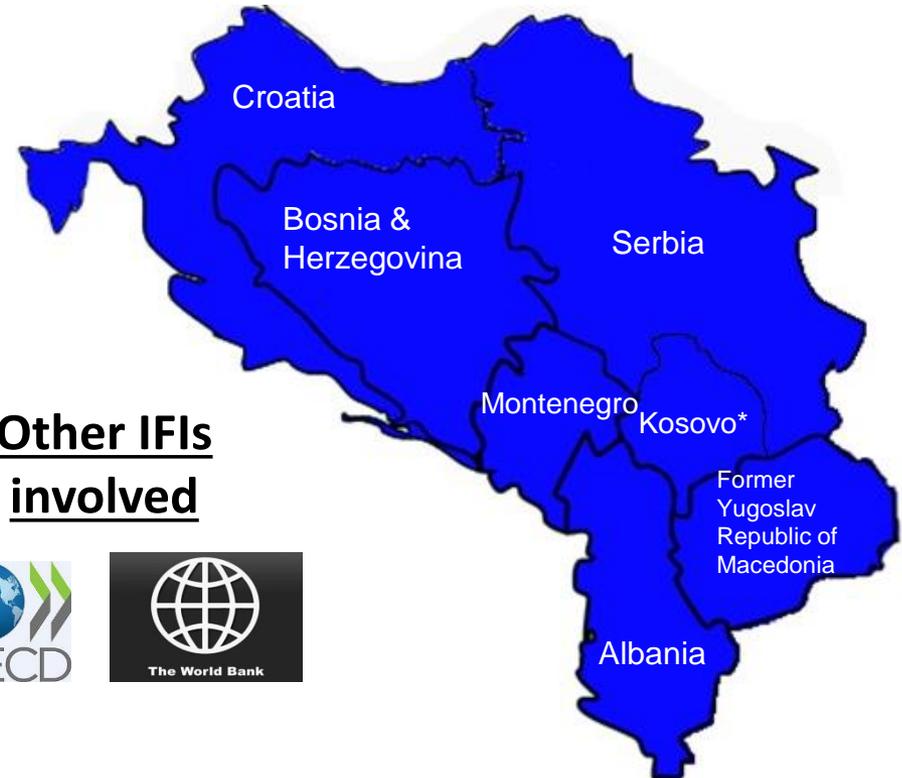
CRNOGORSKA KOMERCIJALNA BANKA  
member of otp group

Montenegro



Croatia

## Other IFIs involved



\* This designation is without prejudice to positions on status, and is in line with UNSCR 1244/1999 and the ICJ Opinion on the Kosovo declaration of independence

# Western Balkans Enterprise Development and Innovation Facility (WBEDIF)



**WB EDIF Platform**  
 is coordinated by the EIF and  
 is comprised of four different and scalable pillars  
 The entire structure is steered by the Platform Advisory Group (PAG) whereby  
 WBEDIF investors and the WB beneficiaries are represented

**Partners and Investors**

**Support Services  
Coordinated by EIB**

**Policy level Support**  
 WBEDIF offers programmes to support implementing policy reforms to foster a favourable regulatory environment for SMEs

**Support for WBEDIF  
Financial Instruments**  
 WBEDIF also offers complementary support actions to assist the deployment of the financial instruments on the ground

**Equity instruments**

**Guarantee instruments**

**Lending instruments**

<p><b>ENIF</b>  <b>Enterprise Innovation Fund</b>          A VC fund focusing on innovative SMEs, providing equity and quasi equity to start-up to expansion phase SMEs</p> <p style="font-size: 1.2em; font-weight: bold;">EUR 40m</p>	<p><b>ENEF</b>  <b>Enterprise Expansion Fund</b>          Supporting established SMEs with high growth potential. Managed by the EBRD with EUR 50m LEF co-investment facility</p> <p style="font-size: 1.2em; font-weight: bold;">EUR 100m</p>
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**Guarantee Facility**  
 Guarantees are provided to banks to incentivise them to build up new SME loan portfolios  

EUR 200m

**Competitiveness Programme**  
 Dedicated credit lines for partner financial institutions and complementary investment incentives for SMEs  

EUR 20m

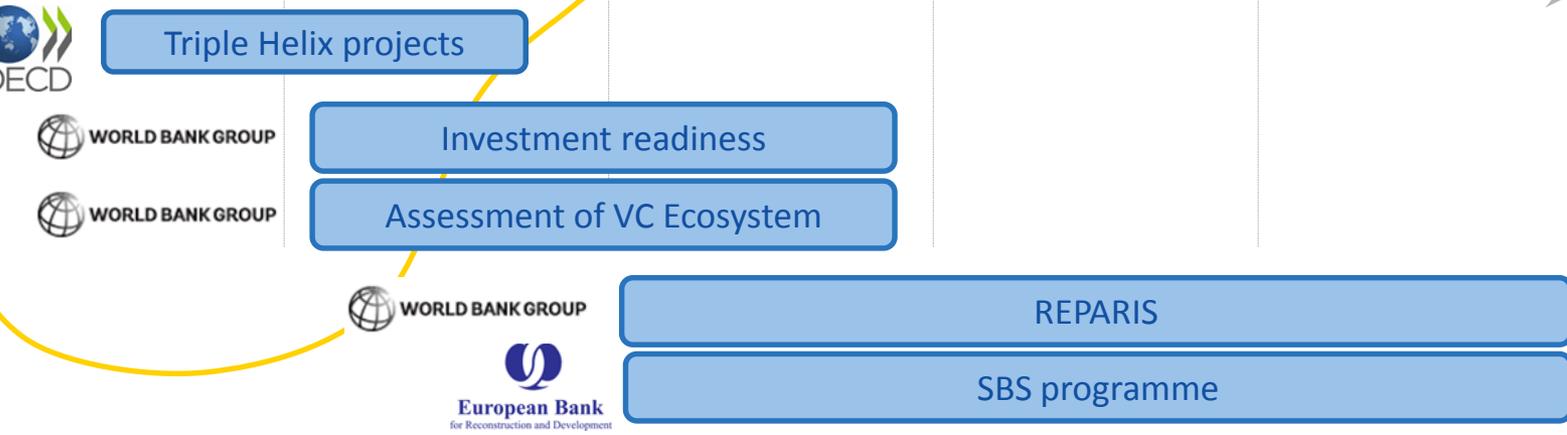
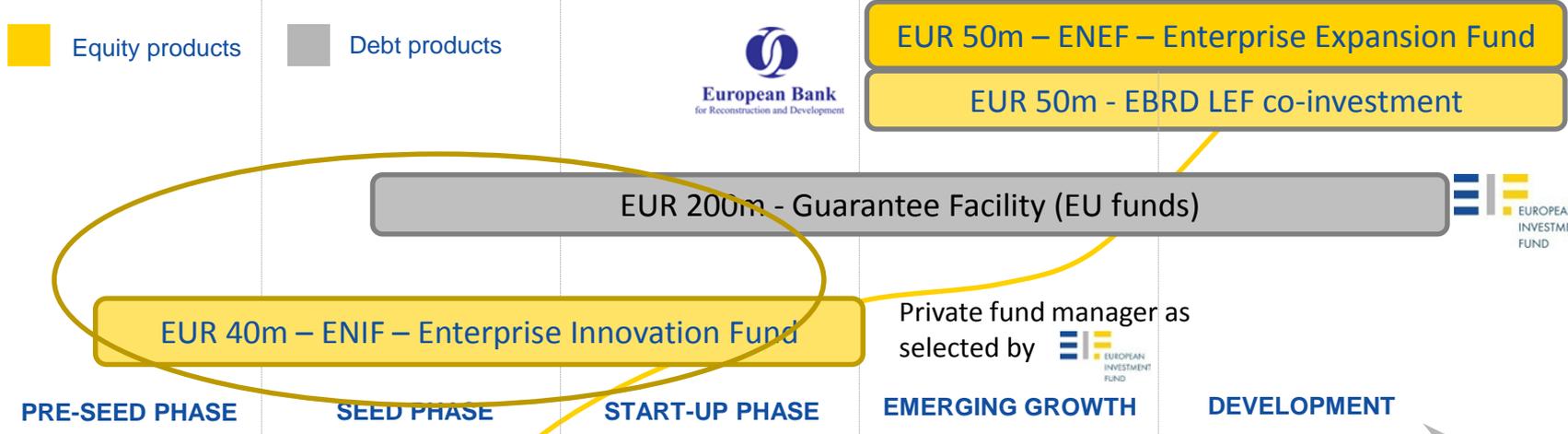
# EDIF financial and TA support across the innovation chain



EDIF financial Pillars

EDIF TA Support Pillar

Equity products Debt products

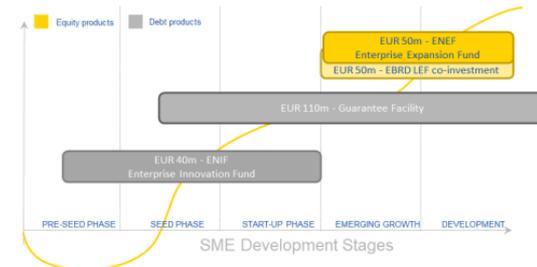


Monitoring of EDIF policy reform priorities through the SME Policy Index

Overall coordination of EDIF TA Pillar and delivery of targeted support services actions



# Enterprise Expansion Fund (ENEF) Managed and Advised by



EBRD: EUR 24m investment, including EUR 3m from the Italian Investment Special Fund

EIF: EUR 14.5m investment, including EUR 9.5m on behalf of the EU

DEG: EUR 5m investment

OeEB: EUR 5m investment



Separate and parallel co-investment via the Local Enterprise Facility ("LEF")

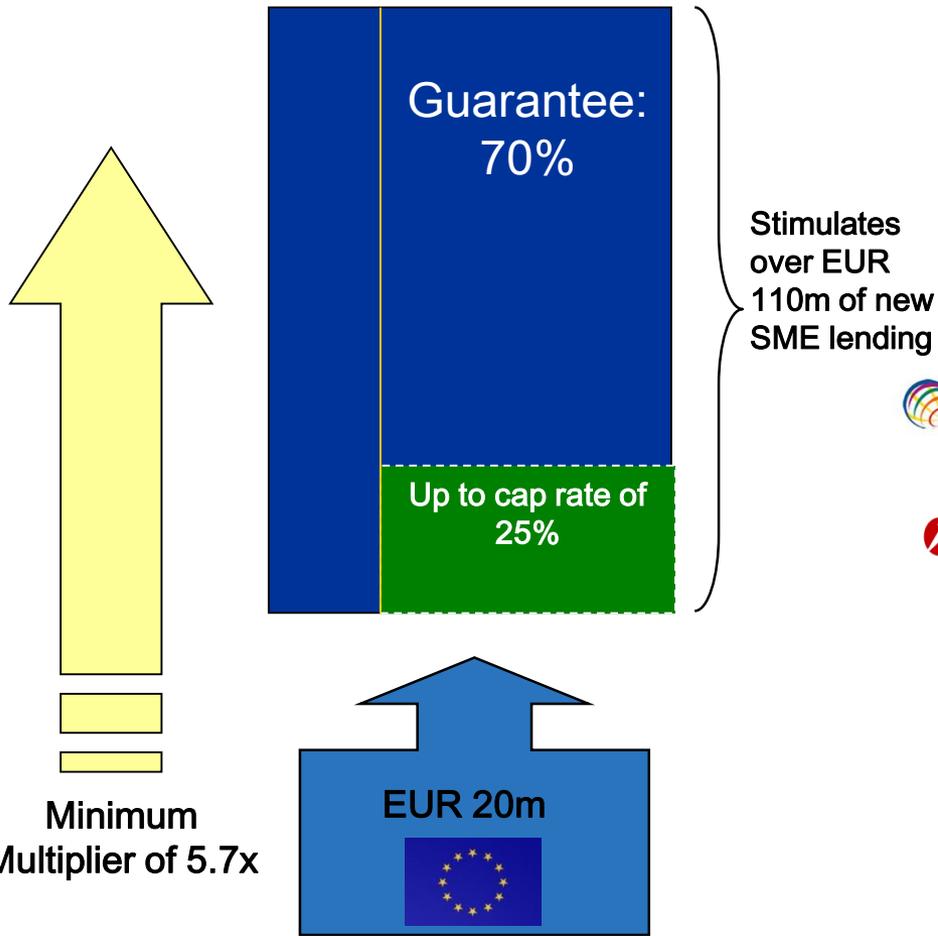
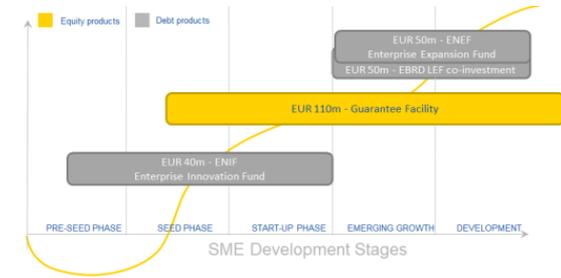
**ENEF** supports established SMEs with high growth potential, incorporated in the Western Balkans or investing in projects implemented in the Western Balkans, via the provision of equity finance to further the of development and expansion of these businesses.

**ENEF Fund size is currently at EUR 48.5m**

The Fund was operational as of Q2 / 2014 and held its second in Q1 2015  
ENEF is managed via a Board of Directors appointed by EIF, EBRD ,DEG and OeEB.

# Guarantee Facility(GF)

Managed by 



The Guarantee Facility provides guarantees and counter-guarantees to financial intermediaries in Western Balkans. The EC has signed a EUR 20m Guarantee Facility Agreement with the EIF whereby EIF covers part of the risk incurred by the banks thus incentivising them to provide facilitated access to finance for SMEs. Guarantee Agreements have been signed with the following banks for a supported loan volume of EUR 20m in Albania, Bosnia & Herzegovina, Kosovo\* and Croatia; EUR 30m in Serbia and EUR 8m in Montenegro.



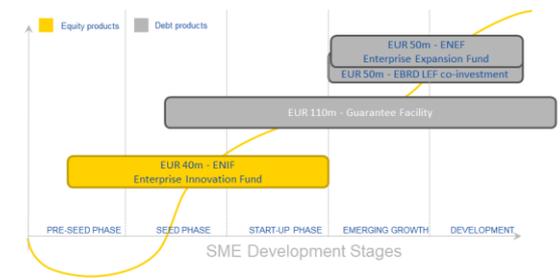
The original budget of EUR 20m has thus been fully committed. A replenishment – or ‘WBEDIF Guarantee Facility II’ is currently launched, which will make available an additional EUR 90m of new SME lending to the region – through the same product. See a link to the [call for expression of interest](#)

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# Enterprise Innovation Fund (ENIF)

Fund Manager selected by 

South Central Ventures



EIF: EUR 19.1m investment, including EUR 14.1m on behalf of the EU



KfW: EUR 8m investment



EBRD: EUR 5m investment



Western Balkan beneficiaries: EUR 5m investment (collective) of which EUR 2.5m is invested

Private investment raised by the Fund manager EUR 5m

**ENIF** managed by South Central Ventures (SCV) is a venture capital fund focusing on an investment portfolio of innovative SMEs (in start up to early expansion phases) in the WB economies. ENIF provides equity and quasi equity finance to stimulate and support commercially viable research in innovative SMEs

ENIF held its first closing in September 2015 with EUR 25m  
Second closing took place in April 2016 and reached the target amount of EUR 40m  
[www.sc-ventures.com](http://www.sc-ventures.com)

# Focus on ENIF – strategy



- Focus on start-up and growth stage companies, with a seed pocket and possibility to invest in later stage companies with established revenues;
- Focus on IT, mobile, web technologies, cloud computing as well as niche infrastructure technologies, although any companies investing in innovation are eligible;
- Pipeline from WB business incubators, accelerators, technology parks, business angel networks etc. ensures the tech flavour of the fund.

# Focus on ENIF – seed pocket



- EUR 1.5m earmarked for seed investments;
- Seed investments up to EUR 100k, with possible follow-on investments beyond this cap;
- Pipeline coming mostly from business incubators and accelerators;
- Circa 15 seed investments in the whole WB envisaged during 5 years.

# Focus on ENIF – open story!



- Investment period started in September 2015 and will end in Sep 2020 – more than 3 years to go;
- Out of circa EUR 40m of fund size, circa EUR 8-9m are invested or earmarked for investments. The rest will be deployed during the IP;
- Investments actively sourced in the entire WB region out of the three offices in Zagreb, Belgrade and Skopje.

# Not to forget the wider picture!



- EIF actively invests in certain countries of the WB region other EU-28 mandates such as InnovFin, COSME, EasI etc.
- Whilst competition for these resources is wider (EU-28), several investments already made in the region

# Thank you!



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**More info:**

**ENIF:** <http://sc-ventures.com/>

**WB EDIF:** [www.wbedif.eu](http://www.wbedif.eu)