



EIF - Speeding up Europe

Start-ups & spin-offs funding

French Embassy Berlin | 14.10.2014

European Investment Fund: Fostering Entrepreneurship & Innovation in Europe



“ Europe’s Leading Developer of Risk Financing for Entrepreneurship & Innovation ”



Public Private Partnership

European Investment Bank, European Commission and 26 financial institutions

EUR 4.5bn share capital

EUR 13.5bn

of AUM mobilising EUR 79bn with other market players

Some **EUR 8bn** in venture capital and growth funds

Policy and Financial Return

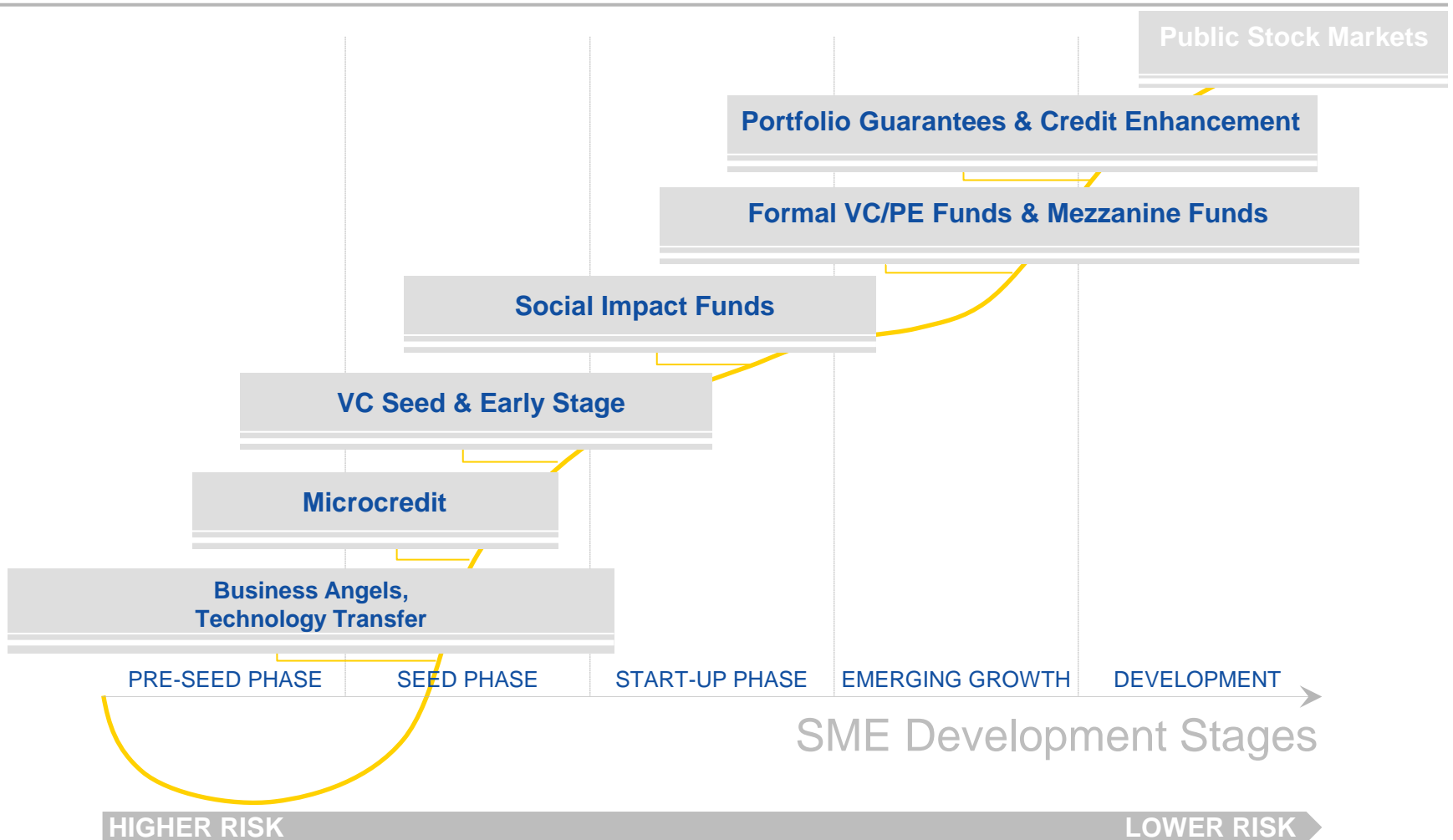
objectives driven

AAA rated

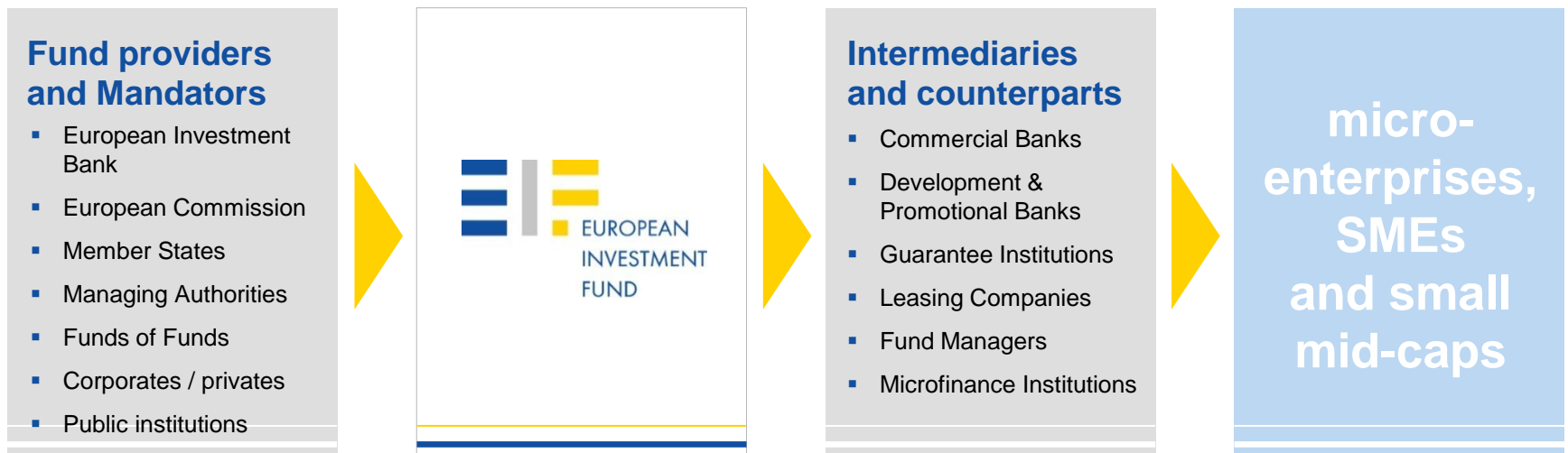
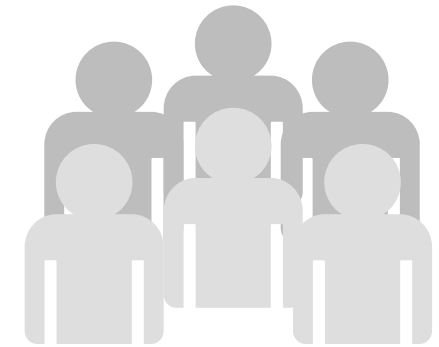
Addressing

market needs by acting as a **countercyclical** investor in tough economic times

Helping SMEs at every stage



“ We work with a wide range of counterparts to support SMEs ”



“ We manage resources
from different stakeholders ”



European Investment Bank

- Risk Capital Resources (RCR)
- EIB Group Risk Enhancement Mandate (EREM)
- Progress Microfinance

European Commission

- CIP* allocated to equity and guarantees
- Risk-Sharing Instrument (RSI)/InnovFin
- Progress Microfinance
- SME initiative
- WB EDIF**

National & Regional Funds

- **13** funds-of-funds including in the Balkans, Germany, Netherlands, Poland, Portugal, Spain, Turkey, UK
- **14** Holding Funds supported by structural funds

*CIP: Competitiveness and Innovation Framework Programme

**WB EDIF: Western Balkans Enterprise Development & Innovation Facility

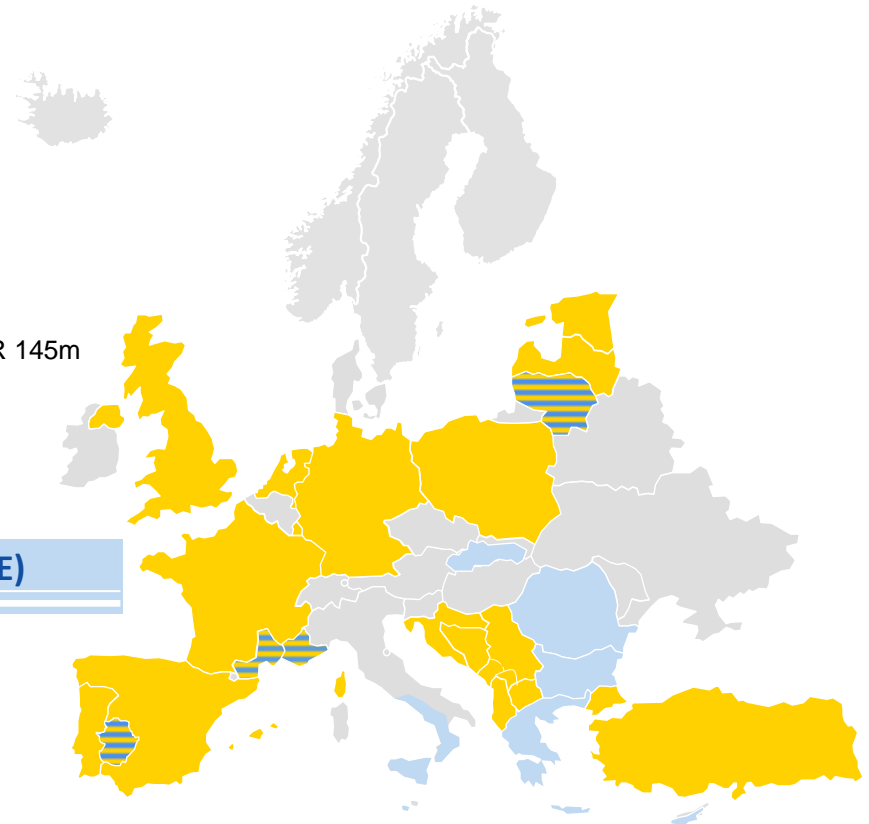
EIF-managed Fund-of-Funds and Holding Funds across Europe

Fund-of-Fund Activity

UK FTF: GBP 200m	BIF (LT,LV,EE): EUR100m
ERP (DE): EUR 1000m	DVI (NL): EUR 150m
LFA-EIF (DE): EUR 100m	PGFF (PL): EUR 90m
NEOTEC (SP): EUR 183m	MDD (DE): EUR 200m
PVCi (PT): EUR 111m	WBEDIF (AL,BA,HR,MK,ME,RS,XK): EUR 145m
iVCi (TR): EUR 160m	
	Future initiatives
	LFF (LU): EUR 150m

Holding Funds Supported by Structural Funds (JEREMIE)

BULGARIA: EUR 349m	LITHUANIA: EUR 67.1m
CALABRIA (I): EUR 45m	ROMANIA: EUR 100m
CAMPANIA (I): EUR 90m	MALTA: EUR 12m
CYPRUS: EUR 20m	PACA (FR): EUR 20m
EXTREMADURA (ES) : EUR 10m	SLOVAKIA: EUR 100m
GREECE: EUR 250m	SICILY (I): EUR 60m
LANGUEDOC	SICILY ESF (I): EUR 15m
ROUSSILLON (FR): EUR 30m	



European Angels Fund – a new approach to Business Angel financing



Key facts

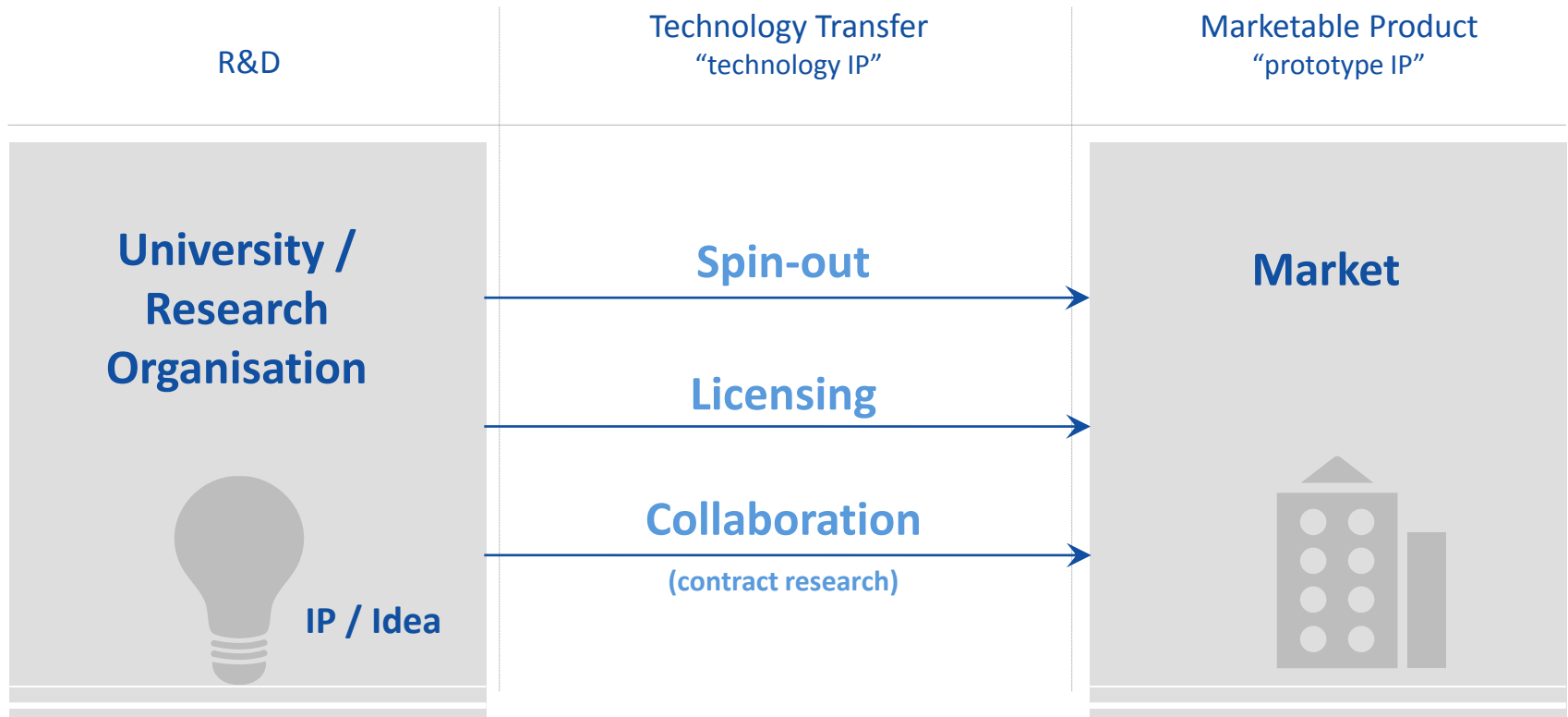
- Co-Investment Fund targeting Business Angels, Family Offices and other non-institutional investors (“BAs”)
- Germany started in March 2012 with EUR 70m, topped up to EUR 130-135m
- European-wide roll-out: Austria (EUR 22.5m) and Spain (EUR 30m) up and running. Ireland and Netherlands coming.

Working mechanism



- Pre-defined co-investment commitment (50:50)
- Full delegation of decisions to the BA
- Proper alignment of interest
- No management fee, 20% deal by deal carry

Tech Transfer - bridging the gap between research and the market



Microfinance: Micro-enterprises are key to European economy

“ By supporting micro-enterprises we promote job creation, entrepreneurship and social inclusion ”



Improving

the availability of finance for

- micro-entrepreneurs,
- the self-employed and
- vulnerable social groups who often lack access to the commercial credit market

Providing

financial (equity and guarantees)

and non financial (Technical Assistance) instruments

to increase microfinance institutions' funding capacity & sustainability

Committing

to the EU 2020 objectives of smart, sustainable and inclusive growth

Social Impact Accelerator: combining financial return and social impact

“ Targeting the new asset class of impact investing ”

Supporting

social entrepreneurs active in the **social economy** including areas such as:

- employment,
- health,
- education,
- social integration, and
- certain environmental activities such as environmental preservation and ecological resources management

Providing

finance for **social enterprises**:

- addressing a social/ environmental issue
- impact objectives and measures to drive its business model
- fundable from non-grant-dependent funding sources
- uses its economic means for scaling its social business model
- profit-distributing, if any, subject to achieving measurable social impact targets, and
- has flexibility in ownership through accessible exit markets.

Adding Value

to the **impact investing market** through

- building market infrastructure
- providing a platform for exchange of stakeholder expertise with respect to relevant definitions, due diligence standards, and metrics in the area of social impact investing

EIF's VC Fund-of-Funds Activity



“ Europe's largest and most influential investor in European Venture Capital ”



Invested in **260+** Venture Capital funds

3500+ Portfolio companies

More than **170+** VC fund manager relationships

99% visibility on European venture market

Invested in **80%** of active European VC funds

€4.7bn Investments in European Venture Capital funds

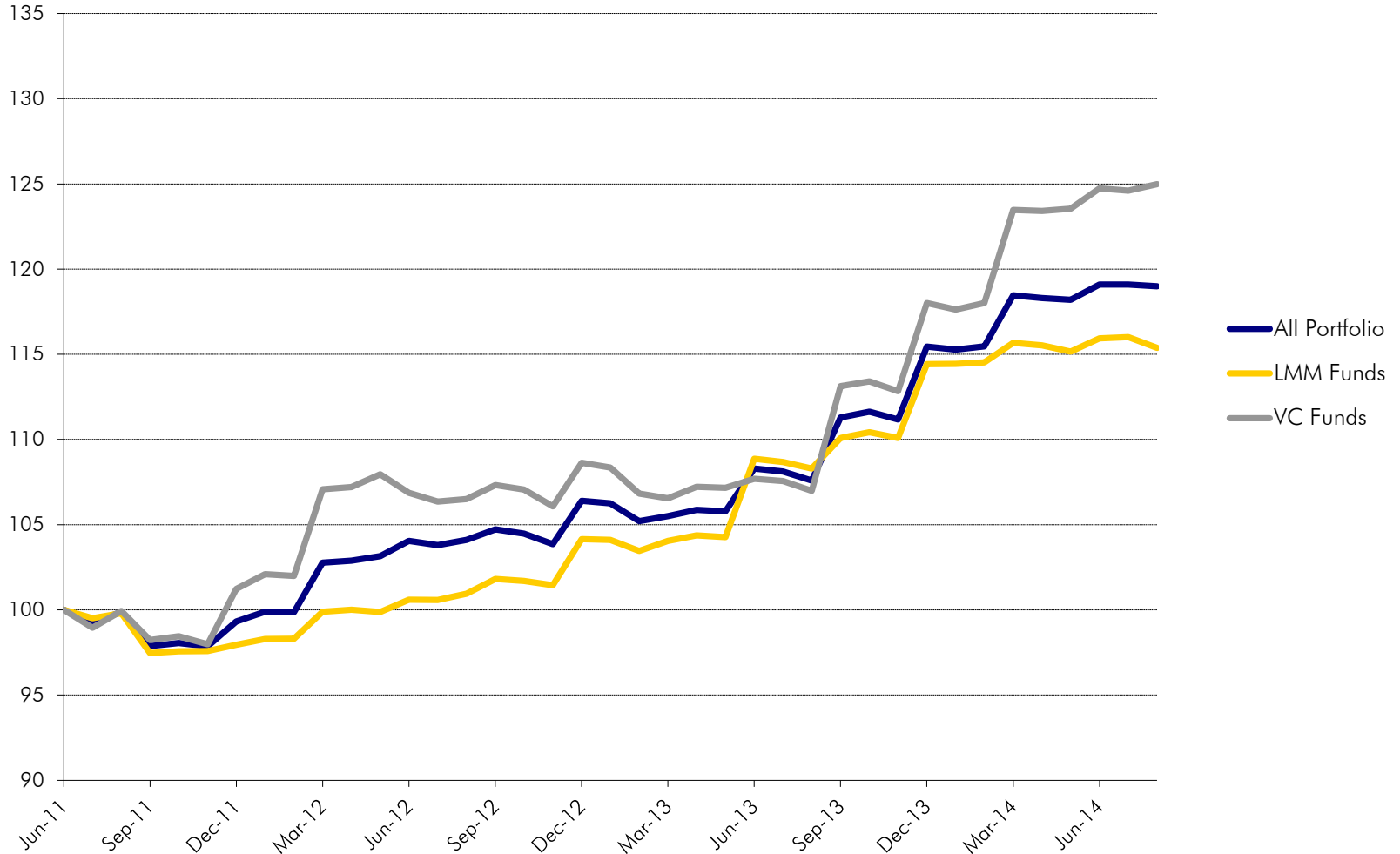
Backing first time funds managed by tomorrow's **top quartile** teams

First mover in Europe's emerging markets and technology sectors

It's going North!



Performance Index - Rebased as of 30.06.11



Key trends in EIF's VC portfolio in 2013

17 exits with
valuations above
\$100m
generating
\$7.3bn
of exit value



Double digit IRRs for
vintages 2007-2009

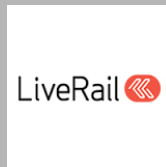
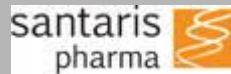
55.8% **21.3%**

19.5% **26.7%** **19.1%**

Oversubscribed funds

European \$100m+ exits continuing in 2014

M&A



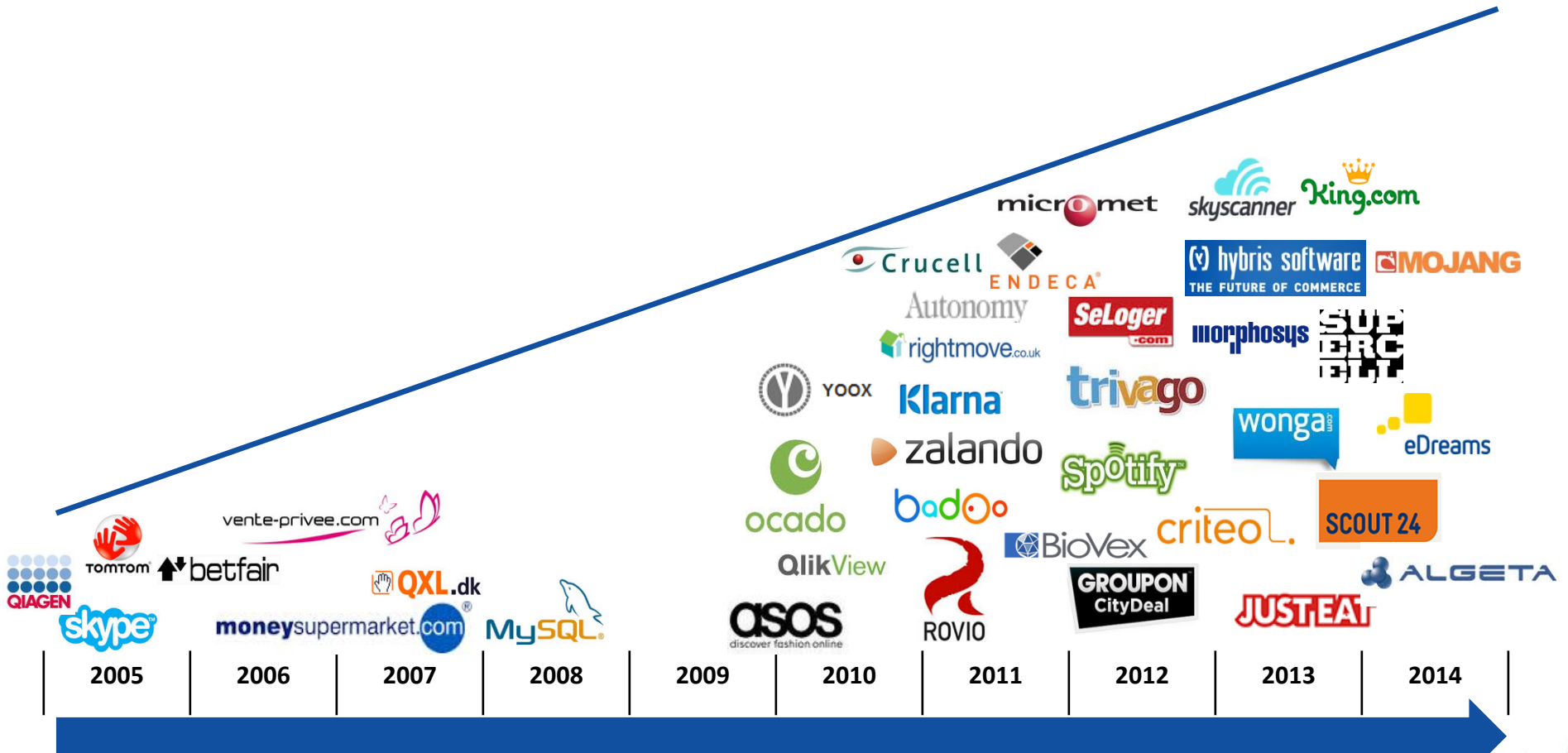
IPO



Europe is home to many global leaders and billion \$ companies



European tech companies reaching ~USD 1bn valuations



Europe is leading the way in many areas



Music:



Games:



E-commerce:



Software:



Finance:



European VC eco-system is vibrant and mature



Accelerators and incubators:



Events:



Serial entrepreneurs:



Top US VCs are also in Europe:



Corporates:



Public Policy:



Successful entrepreneurs becoming VC investors

Niklas
Zennstrom



Brent
Hoberman



Ben and Josh
White



Mans
Hultman



And many others...

Contact



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