

Investment Plan for Europe

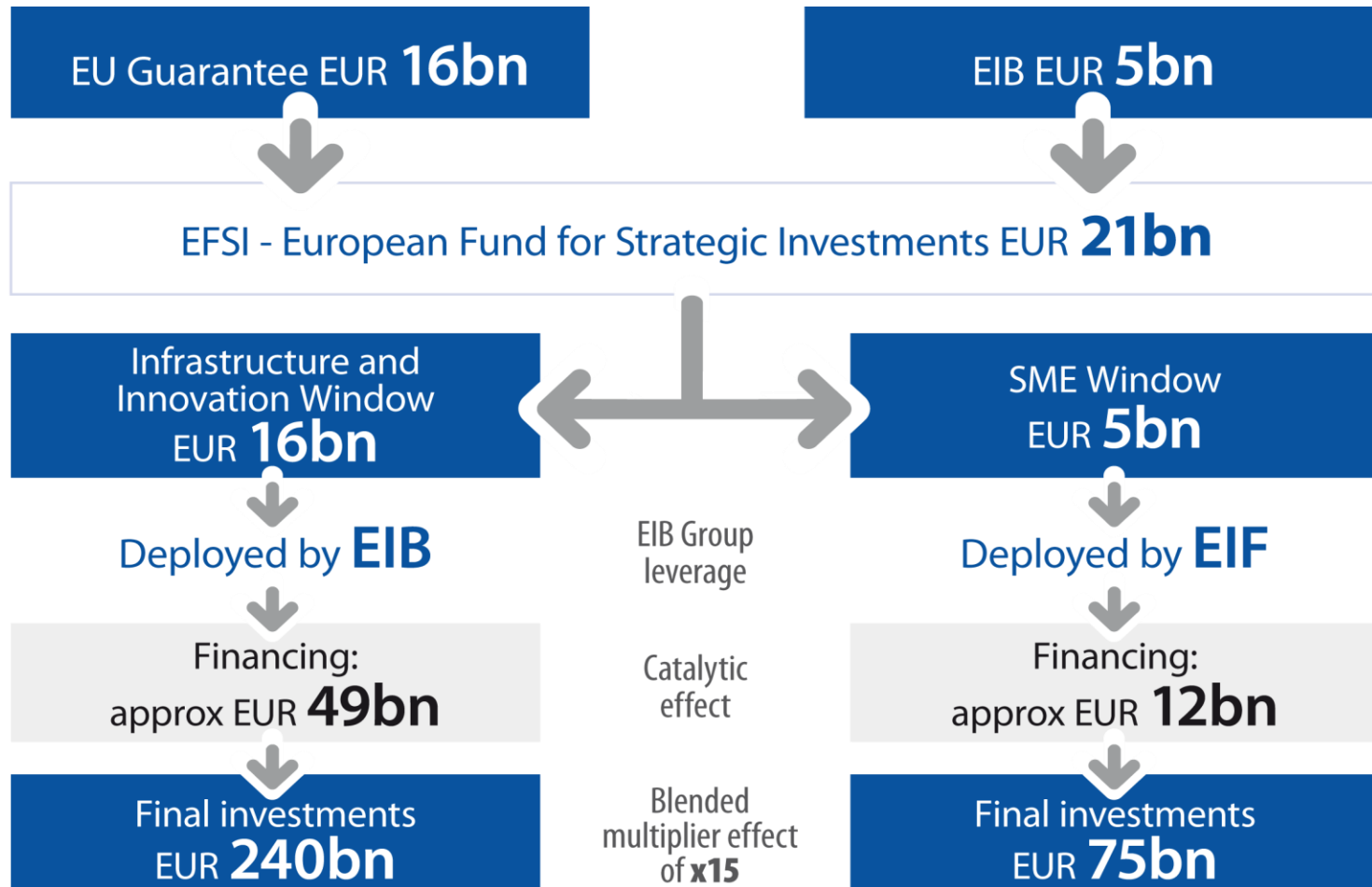


The EFSI SME Window

Luxembourg

16 June 2016

EFSI Windows



EFSI Achievements (as of May 2016)

Of which
EUR 6.5 bn
signed

EIB Group figures

As of 19/05/2016

Approved EFSD financing*

EUR 12.8 bn

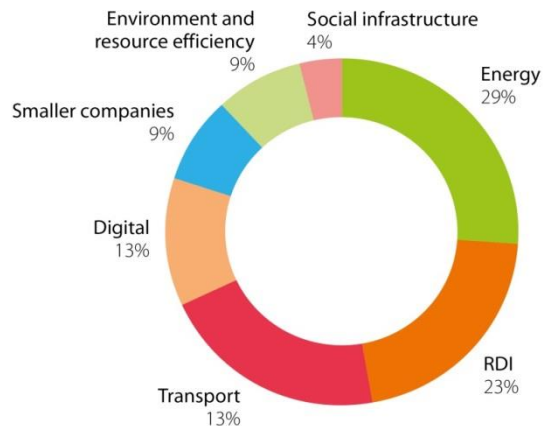
*EIB-approved: EUR 9.3bn
EIF-approved: EUR 3.5bn

Total investment related to EFSD approvals

EUR 100 bn



EFSD financing by sector



249 approved transactions in 26 of 28 EU countries



SME Window (31 May 16): 64% of target

| Project | # signed transactions | Investment mobilized (est.) | EFSI financing commitment |
|------------------------------------|-----------------------|-----------------------------|---------------------------|
| EIF equity investments | 71 | € 24.3bn | € 2.5bn |
| EIF guarantees for SMEs portfolios | 78 | € 20.1bn | € 0.8bn |
| TOTAL | 149 | € 44.4bn * | € 3.3bn |

In all EU-Member States except Cyprus and Malta – for which transactions are shortly to be approved.

In Luxembourg, ING and BIL extends EFSI SME loans (EUR 90m available)

Some 130 000 SMEs and Midcaps are expected to benefit from such enhanced access to finance – already >10,000 have received their financing.

*** € 48.0bn including approved transactions (64% of € 75bn target) in 26 countries out of 28**

** Excluding «Multi-country» coverage of some equity investments funds

Benefits to large and small countries

Top EU countries by investments mobilized

By country

| | |
|------------|---------|
| 1- Italy | € 7,6bn |
| 2- Germany | € 5,2bn |
| 3- France | € 5,0bn |
| 4- UK | € 3,6bn |
| 5- Spain | € 3,4bn |
| Etc. | |

By inhabitant

| | |
|---------------|-------|
| 1- Estonia | € 392 |
| 2- Luxembourg | € 274 |
| 3- Slovenia | € 188 |
| 4- Italy | € 125 |
| 5- France | € 76 |
| Etc. | |

How EFSI reaches small companies

http://www.eif.org/what_we_do/efsi/stories/index.htm?lang=-en



The loan the Wilbs family business received is part of a programme on which the EIF's deals under EFSI are based across Europe. This COSME programme, enhanced by EFSI, guarantees either loans or other loan guarantees.

Here's how that worked with the Wilbs loan:

- Simone and Sebastian went to their local bank, Kreissparkasse, for the loan
- Kreissparkasse accessed a loan (under a programme called ERP-Gruenderkredit StartGeld) from KfW, the big German development bank. KfW took 80% of Kreissparkasse's risk.
- KfW received a counter-guarantee from the EIF through the COSME programme. The counter-guarantee took half KfW's risk and shipped it along to the EIF

"If we didn't have the loan, we would have no business," says Simone Wilbs.

<http://www.modellbau-jansen.de/>

Example of EFSI-backed operation - equity

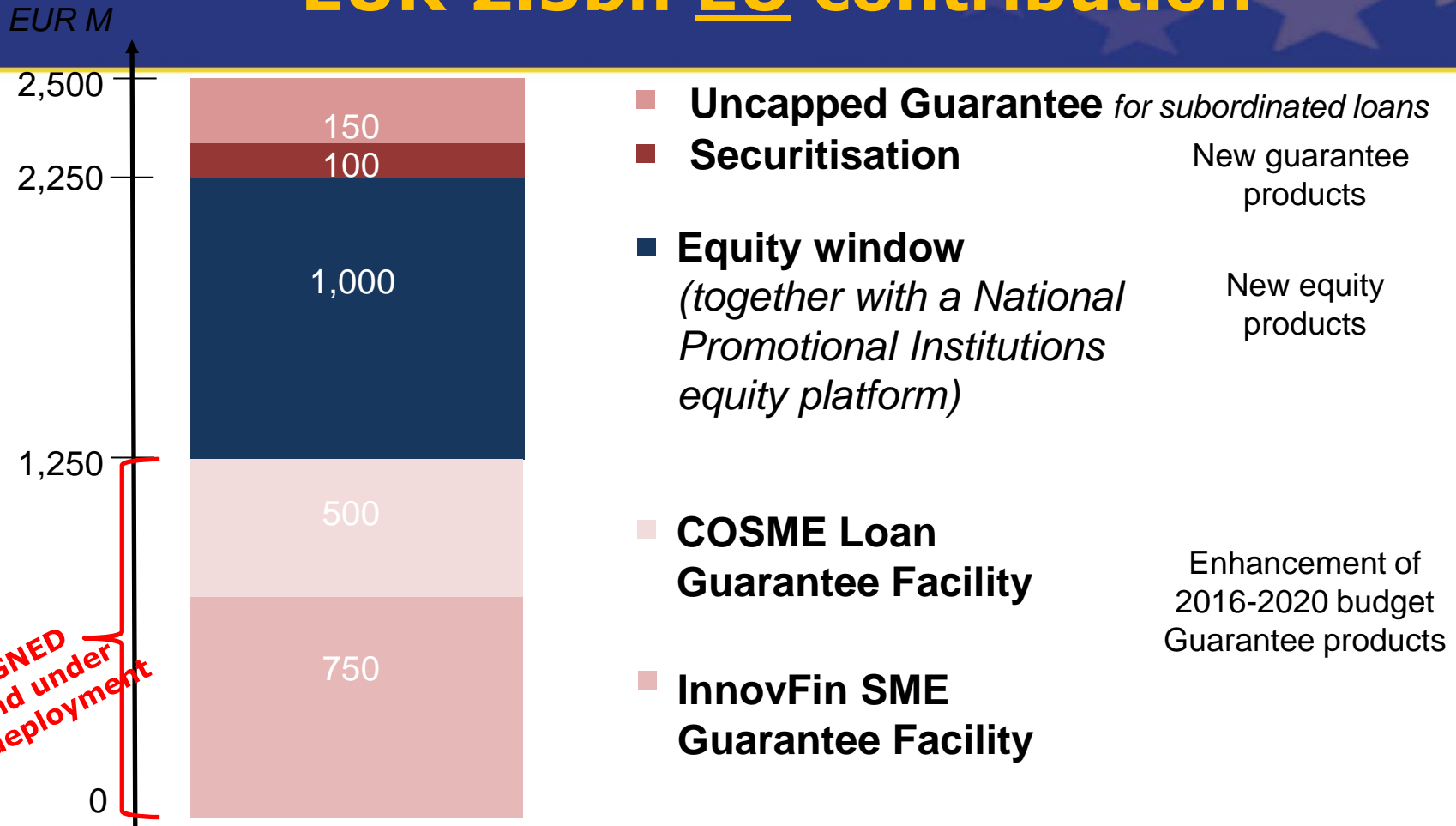
Start-up created in 2014 located in Berlin financed via a UK-based equity fund

EIF has invested EUR 50 million into the equity fund (including EUR 23.8 million from EFSI resources).

The Equity fund invested € 10.0 million into shares of the company.

The company is a leading global online platform for on-demand home services. On the website or the mobile app, customers can book a vetted and insured cleaner in a couple of clicks. Via its platform, the company provides an efficient and trustworthy matching for customers and cleaners. The company was created in January 2014.

EUR 2.5bn EU contribution



Expected > EUR 45bn of investments at SMEs and mid-caps level

Q & A ...

Thank you!

