



# **BA Research: illusion and disillusion**

## **EIF's view**

**Dr. Helmut Kraemer-Eis**  
**Head of Research & Market Analysis**  
**European Investment Fund, EIF**

“ We provide **risk financing** to stimulate **entrepreneurship and innovation** in Europe ”

## OBJECTIVE

To support **smart, sustainable** and **inclusive** growth for the benefit of European SMEs.

## HOW

By offering a wide range of **targeted products to support SMEs and midcaps**, ranging from venture capital to guarantees and microfinance.

## WHERE

Working with financial intermediaries across the **EU-28 and EFTA countries, candidate and potential candidate** countries.

“ We are a value-driven institution,  
committed to **EU** policy **objectives** and  
financial **sustainability** ”



## Shareholders

61.3% European  
Investment Bank (EIB),  
26.5% European  
Commission (EC),  
12.2% by 29 public &  
private financial  
institutions (FIs)

## Strong capital base

of EUR 4.5bn

## AAA-rated

by the three major  
rating agencies

## Over 20 years

of market experience  
in SME financing

# EIF - Key figures & value chain

## Overall commitments

- EUR 3.3bn (2014)
- EUR 7bn (2015) in equity, guarantees, securitisation and microfinance\*

## Mobilised resources

- EUR 13.9bn (2014)
- EUR 26.9bn (2015)\*

## SMEs supported

- over 1.8 million since 1994
- 110,000 in 2015

## Partners

- 600 private equity funds
- 400 banks, guarantee and promotional institutions

## Resources and Mandators

- European Investment Bank
- EIF own resources
- European Commission
- Member States/regions
- Managing authorities
- Corporates/Private
- Public institutions
- Other third parties

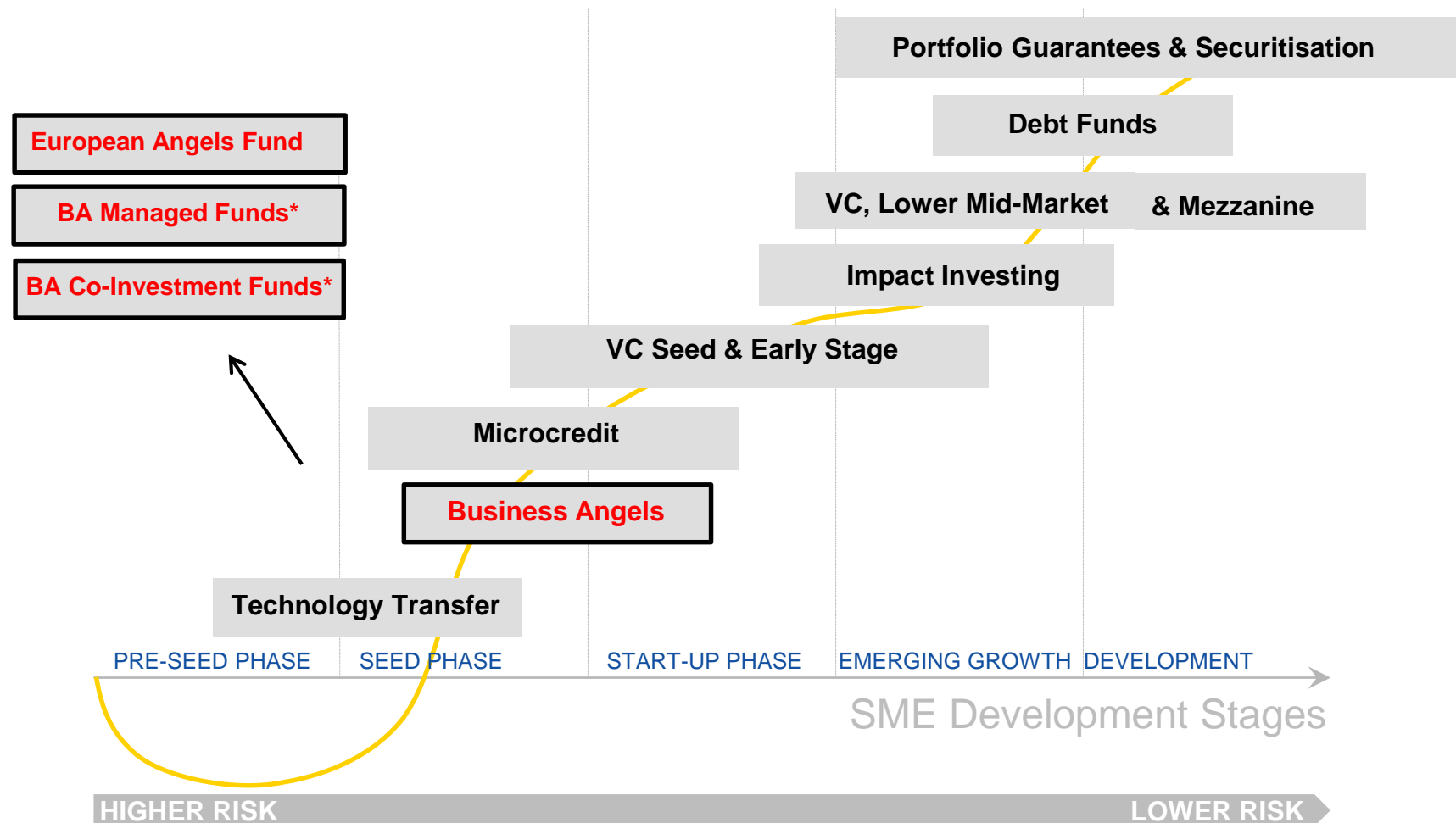


## Intermediaries and counterparts

- Fund managers
- Commercial banks
- Development and promotional banks
- Guarantee institutions
- Leasing companies
- Corporates
- **Business Angels**
- Microfinance institutions

**micro-  
enterprises,  
SMEs  
and small  
mid-caps**

# EIF - Toolbox



# BA Research needs on different levels (1/2)

## Periodical info → benchmarking

### Activity levels in different markets vary significantly:

- ? What are the drivers and patterns? (tax, laws/regulation, supply, demand, ...)
- ? What are the national setups?
- ? Real market sizes (reliable estimates)?



- ⇒ Periodical summaries and analyses are needed (not only one-off, not only a few countries), also to track developments over time.
- ⇒ Could be in the form of factsheets (activity levels, framework conditions, public support measures, etc.).
- ⇒ In order to perform cross country comparisons and to derive best market practises.

# BA Research needs on different levels (2/2)

## Specific research questions

### In the context of these national comparisons:

- ? What is the relevance of cross border activities for BAs?
- ? How successful are BAs who are active cross border?
- ? Valuation: in some markets ambitious valuations (depending on sector / country / hub) – are we seeing bubbles?
- ? Support measures to incentivise BA investing and their impact.



### General questions:

- ? How is the relationship between crowdfunding and BA investing (e.g. syndication)?
- ? How successful are syndicates / clubs?
- ? Analysis of different exit strategies for BAs?
- ? Relationship between visibility and activity / success?

# Thank you ...

## **for your attention!**

Dr. Helmut Kraemer-Eis

Head of Research & Market Analysis / Chief Economist

[h.kraemer-eis@eif.org](mailto:h.kraemer-eis@eif.org)

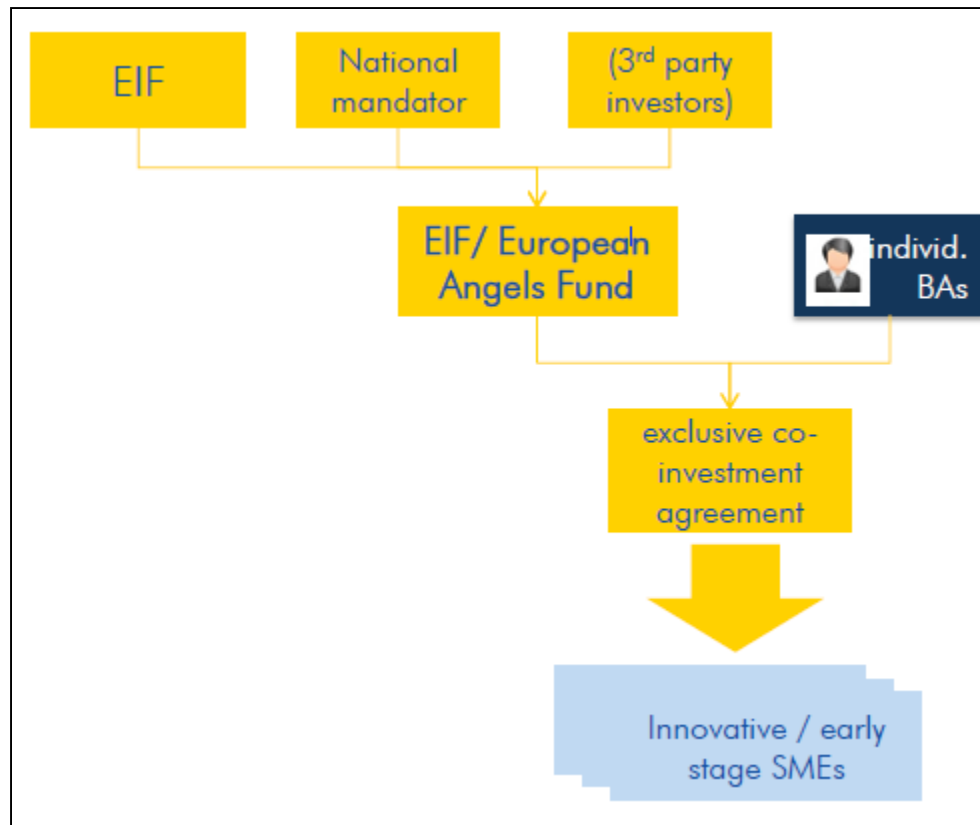
Further information can be found here:

[http://www.eif.org/news\\_centre/research/index.htm](http://www.eif.org/news_centre/research/index.htm)



# Annex 1: EIF models to support BAs (1/2)

## European Angels Fund: Co-Investment with individual BAs



Germany (2012)

Austria (2013)

Spain (2013)

Ireland (2015)

Netherlands (2015)

Pipeline:

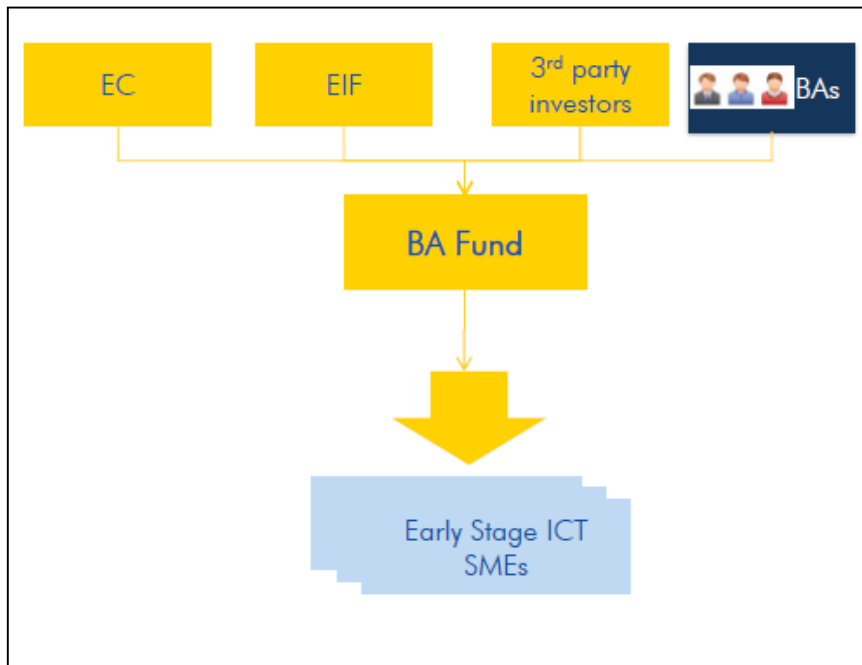
Denmark

Italy

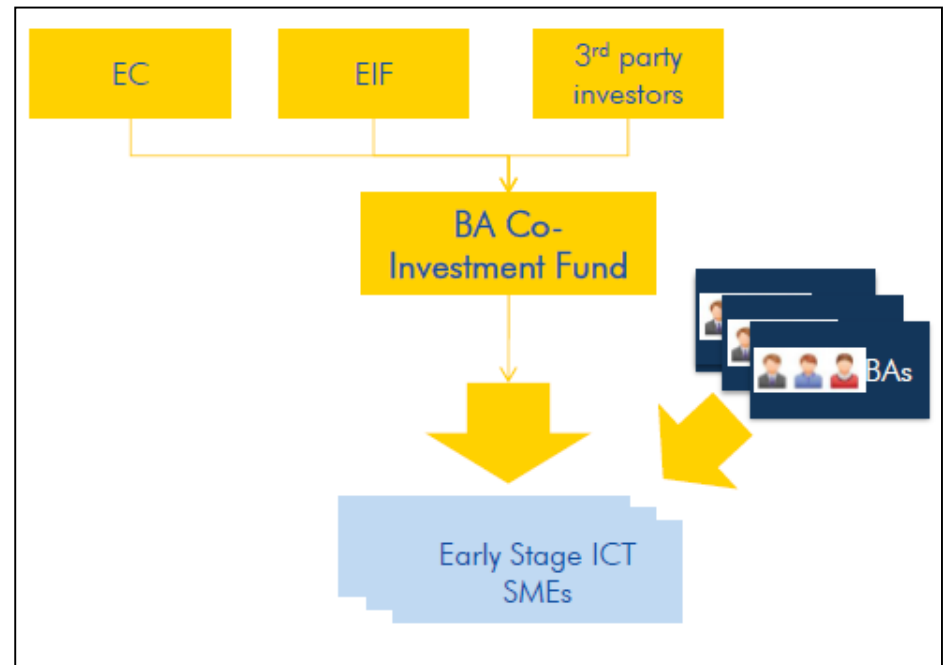
and others ...

# Annex1 : EIF models to support BAs (2/2)

## BA managed funds



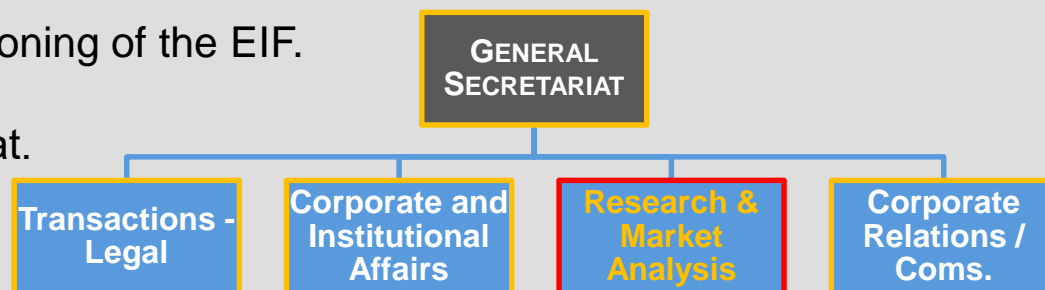
## BA co-investment funds



## Annex 2: RMA - Research & Market Analysis (1/2)

### “ Who are we - and what do we do? ”

- EIF's specialist for applied research and market analyses, including impact assessment.
- Covering the whole range of EIF's activities.
- Advisor, supporting the strategic decision making and contributing to the development of new mandates and products.
- Contribute to the external positioning of the EIF.
- Part of EIF's General Secretariat.



## Annex 2: RMA - Research & Market Analysis (2/2)

### “ How do we do it ? ”

- Analysis of market developments and needs.
- Internal cooperation with most EIF teams and many EIB teams.
- External cooperation with numerous stakeholders in the field of SME / innovation finance.
- Work with external researchers and consultants.
- Be active in internal and external committees, working groups, etc.
- Publications (of Working Papers, Joint Papers etc.):  
[http://www.eif.org/news\\_centre/research/index.htm](http://www.eif.org/news_centre/research/index.htm)