



# FI Campus 2025

## *Financial instrument pioneers: achievements and impact from the frontlines*

Moderator: Bruno Robino *Deputy Head, Advisory Financial Institutions Division, European Investment Bank*

Inga Beiliūnienė *Head of International Relations, ILTE, Lithuania*

Kiril Velitchkov *Director 'European Projects and Financial Instruments' of UBB and UBB Interlease and  
Manager 'KBC Group European Financial Instruments Competence Centre', UBB, Bulgaria*

Nicolas Bouyssel *Deputy Director, La Région Occitanie, France*

Paolo Zaggia *Head of Institutional Relations and Communication, Finlombarda, Italy*

Emily Smith *Head of Climate and Urban Finance Advisory Unit, European Investment Bank*

# Inga Beiliūnienė

*Head of International Relations, ILTE, Lithuania*

## Name

Entrepreneurship Promotion Fund (Lithuania)

## Funding source

ESF (OP for the Development of Human Resources 2007-2013)

## Type of FI

Loan combined with training and consultations (final recipients can also make use of other related instruments, i.e. guarantees, interest rate subsidies and subsidies for employee salaries)

## Financial size

EUR 14.48 million (entirely ESF contribution)

April 2015





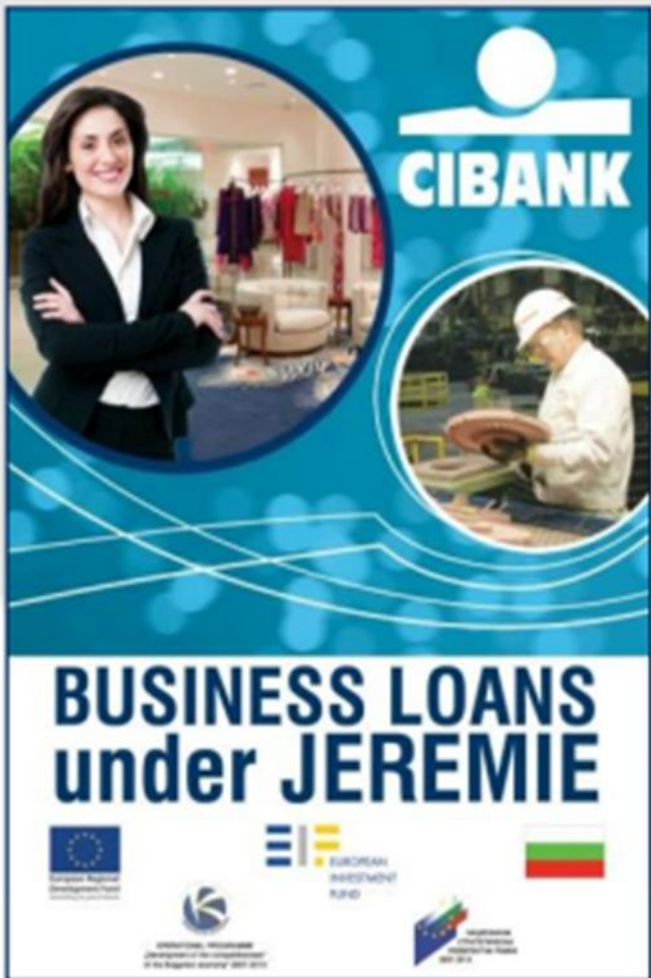


Member of KBC group

- SME focus
- Usage of 15 FIs (EIB; EIF, EAFRD, EMFF, etc.)
- 38% of the SME portfolio covered by credit guarantees

FLPG DEVELOPMENT

- Budget - EUR 71m
- Utilization – 86%
- 473 loans
- Average loan – EUR 130k
- IL/WCL – 19/81%



April 2015



ERDF  
EUR 60 million  
Guarantee  
SME  
Bulgaria  
... addressing the gap in financing due to SMEs' lack of collateral ...

First Loss Portfolio Guarantee

Case Study





# Nicolas Bouyssel

*Deputy Director, La Région Occitanie, France*

## Name

SAS JEREMIE LR (Languedoc-Roussillon - France)

## Funding source

ERDF

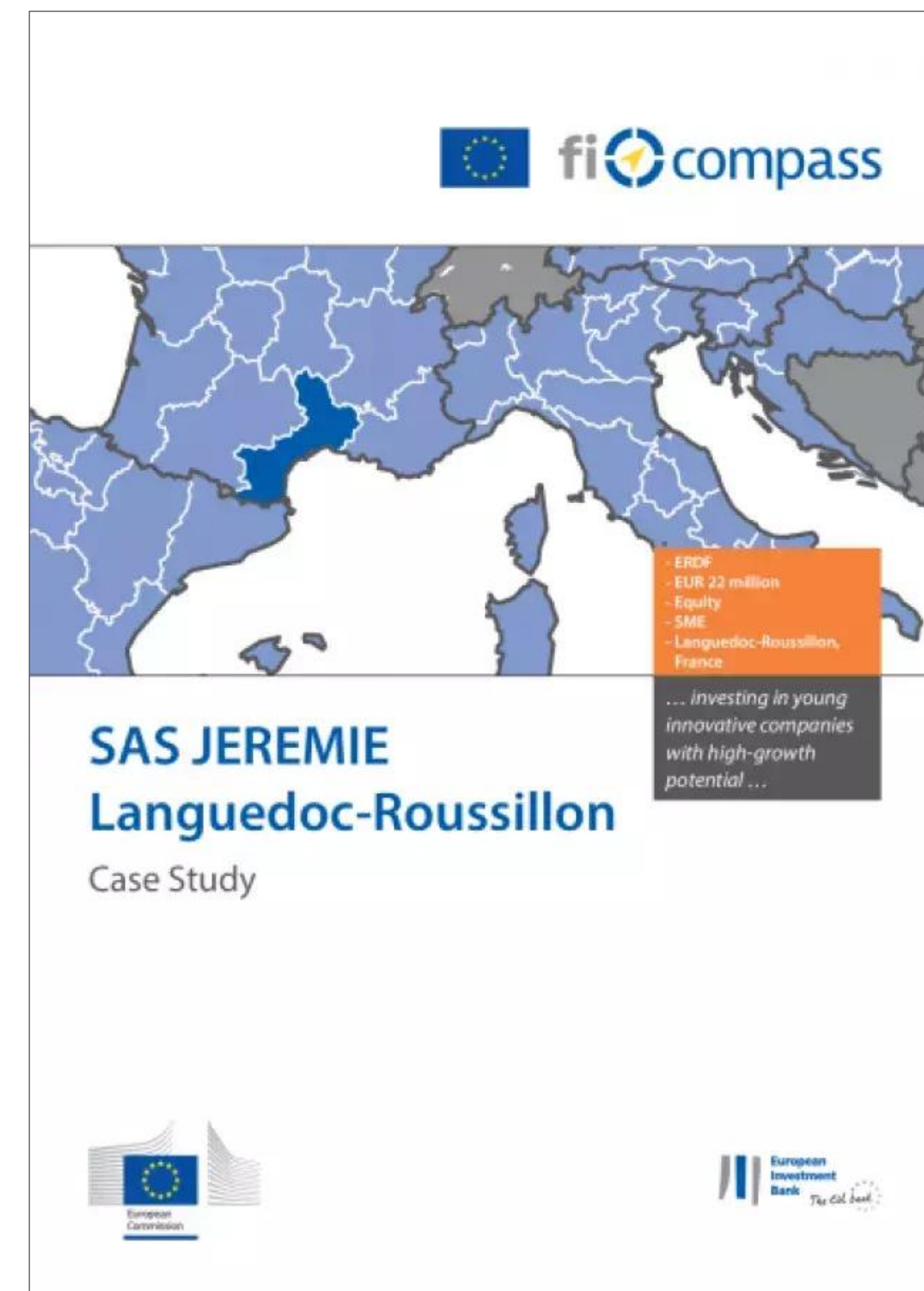
## Type of FI

Equity

## Financial size

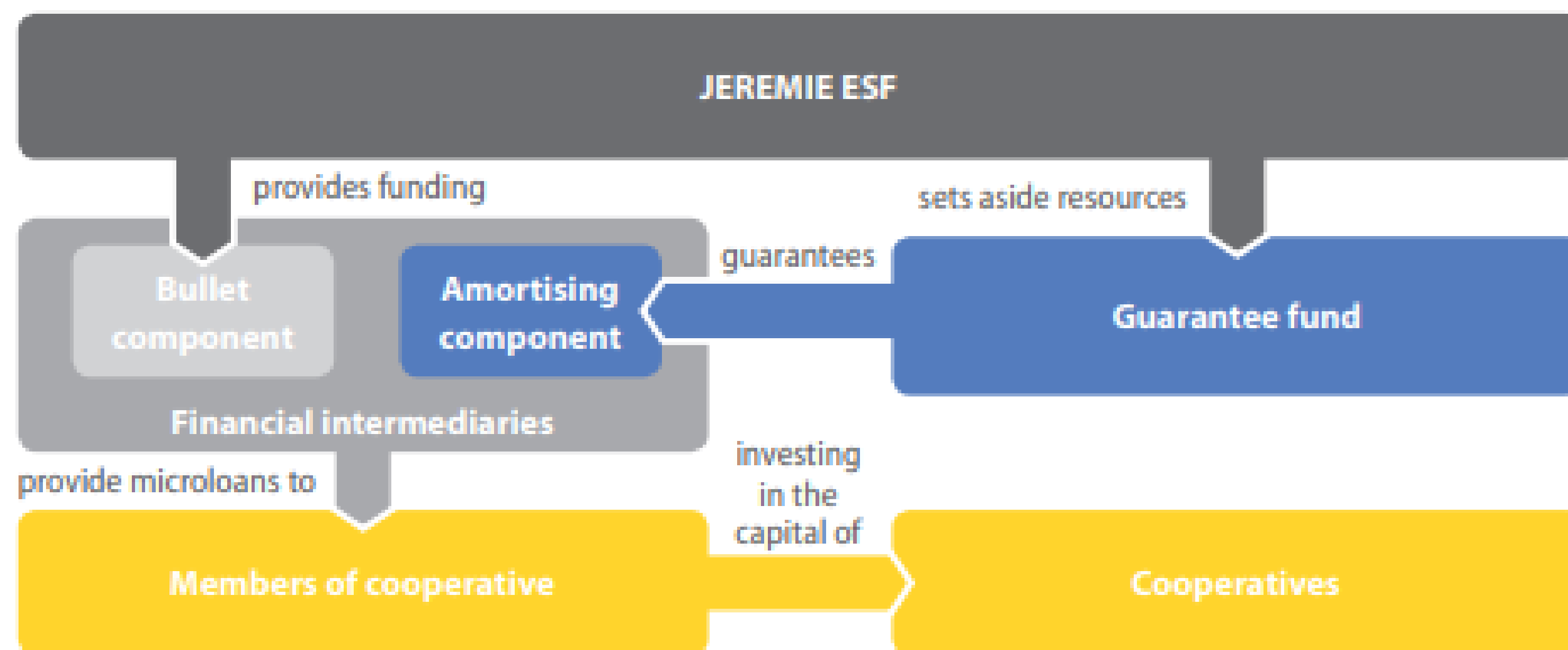
At least<sup>1</sup> EUR 22 million (EUR 5.5 million ERDF + EUR 5.5 million Languedoc-Roussillon Region + at least EUR 11 million from the financial intermediary SORIDEC as well as from several private co-investors)

October 2015



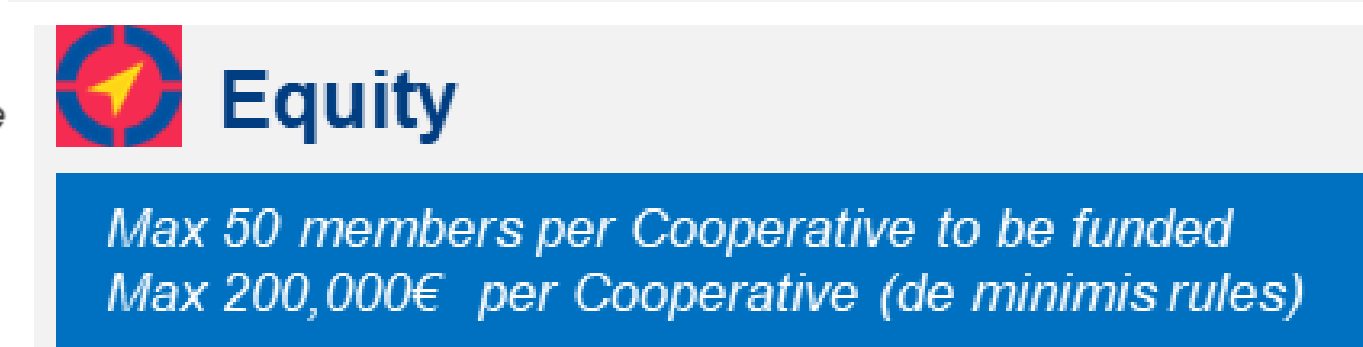
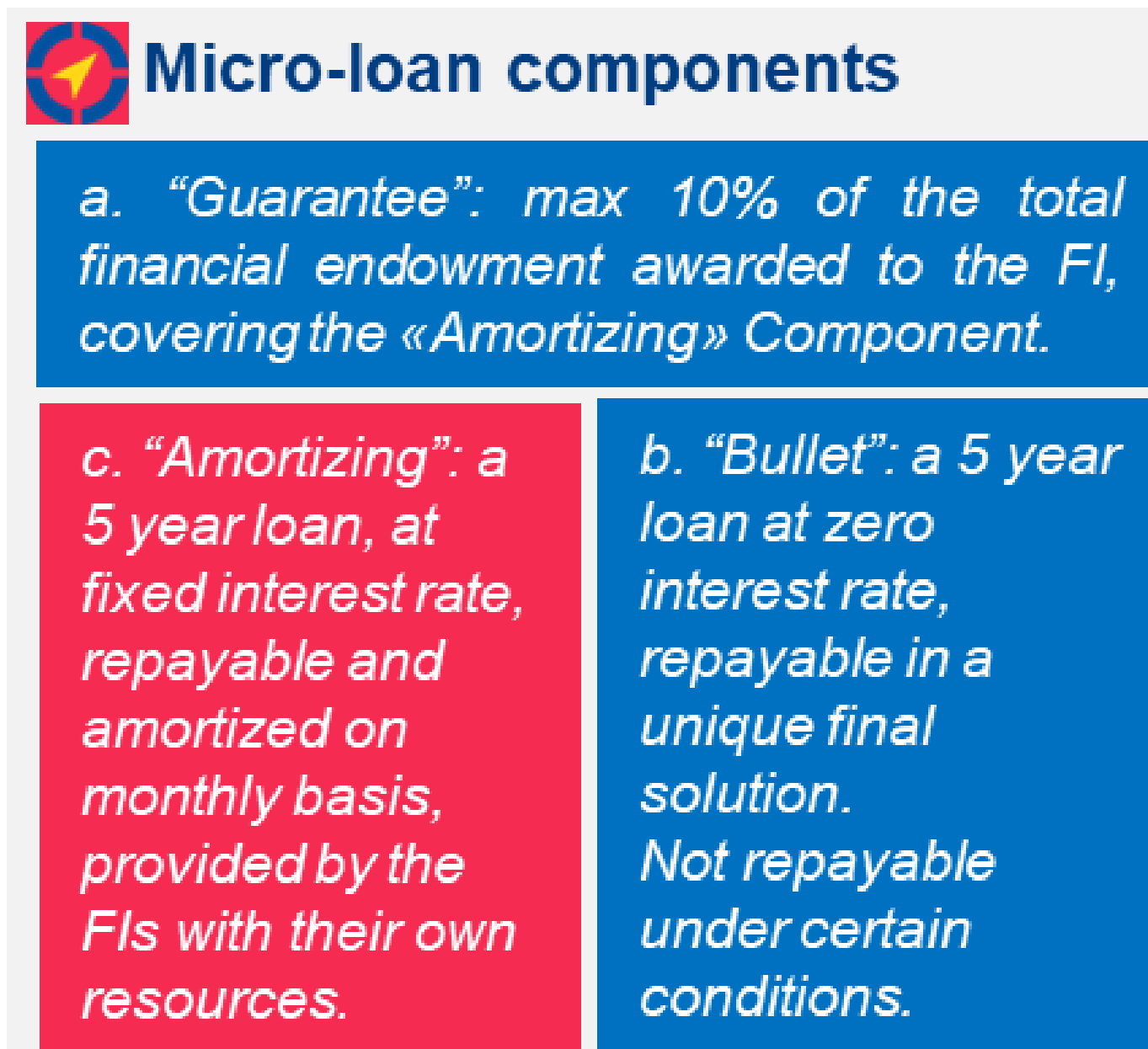
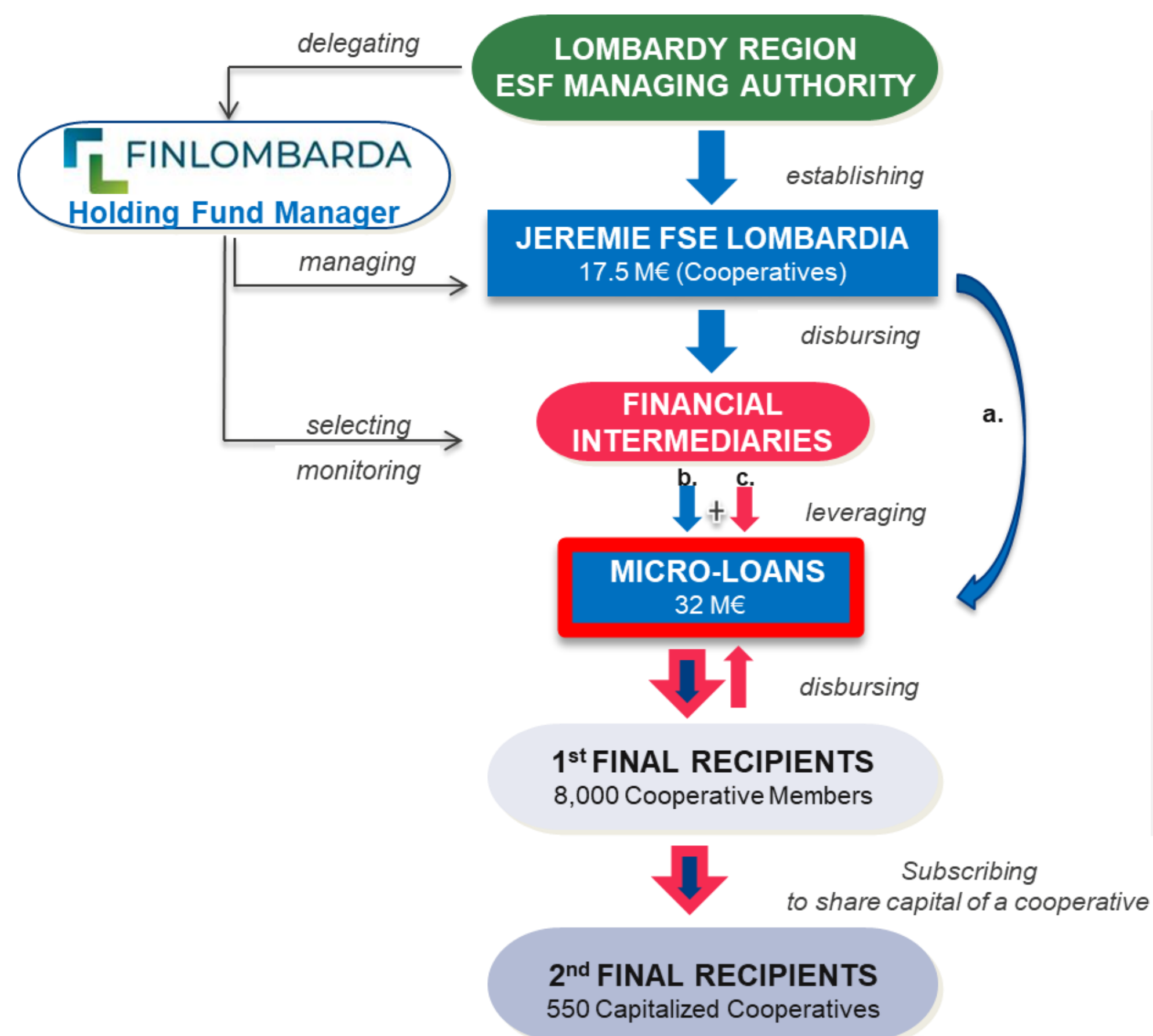
# Paolo Zaggia

*Head of Institutional Relations and Communication, Finlombarda, Italy*



October 2016



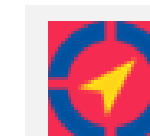
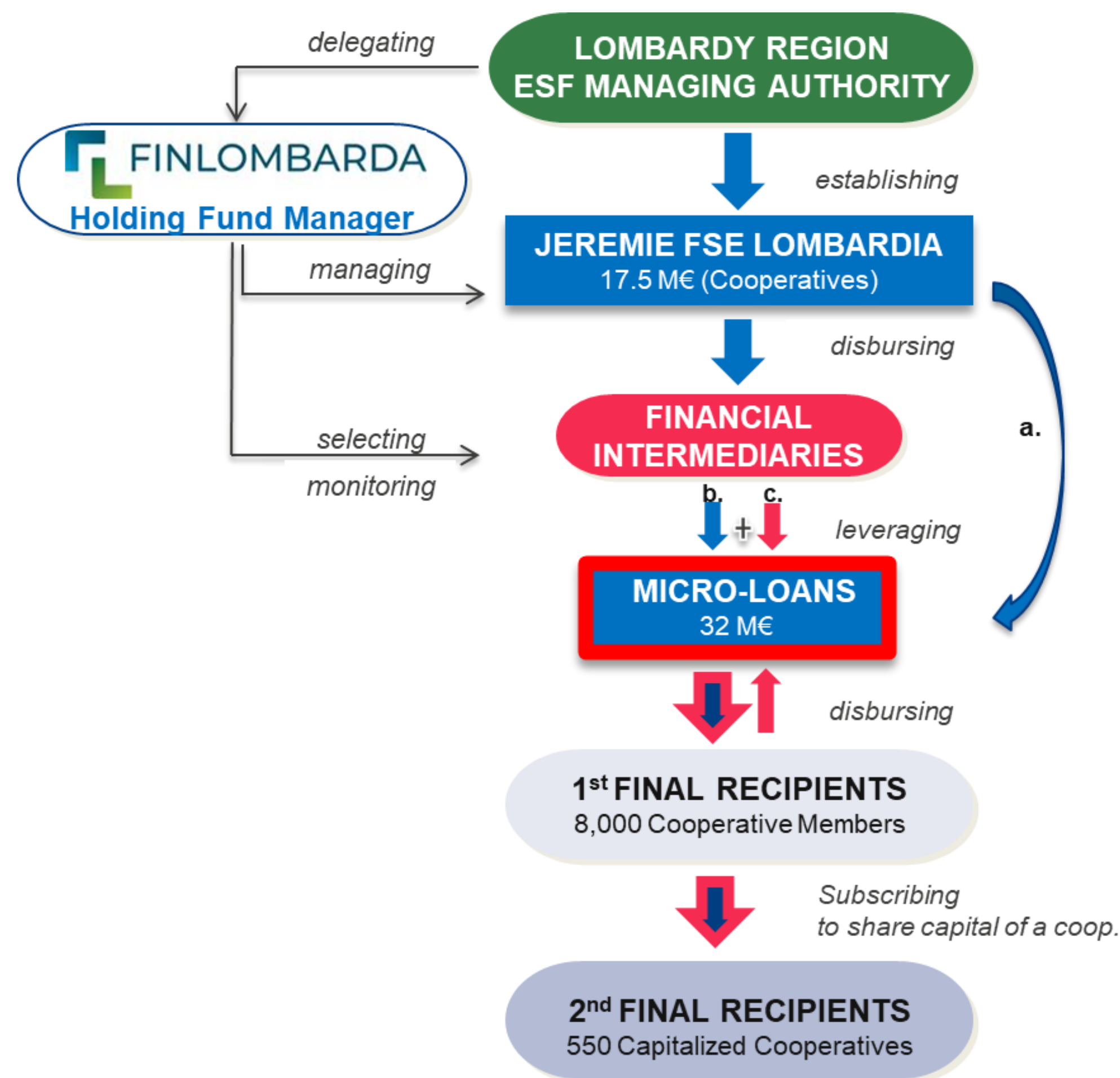


**JEREMIE ESF Lombardy region, Italy**  
Case Study

ESF - EUR 34.5 million  
Microfinance  
Social inclusion support  
Lombardy region, Italy

...increasing the capital of cooperatives through financial instruments...

Logos: European Commission, European Investment Bank, The EIB fund

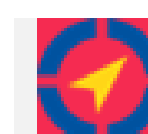


## Micro-loan components

a. "Guarantee": max 10% of the total financial endowment awarded to the FI, covering the «Amortizing» Component.

c. "Amortizing": a 5 year loan, at fixed interest rate, repayable and amortized on monthly basis, provided by the FIs with their own resources.

b. "Bullet": a 5 year loan at zero interest rate, repayable in a unique final solution. Not repayable under certain conditions.

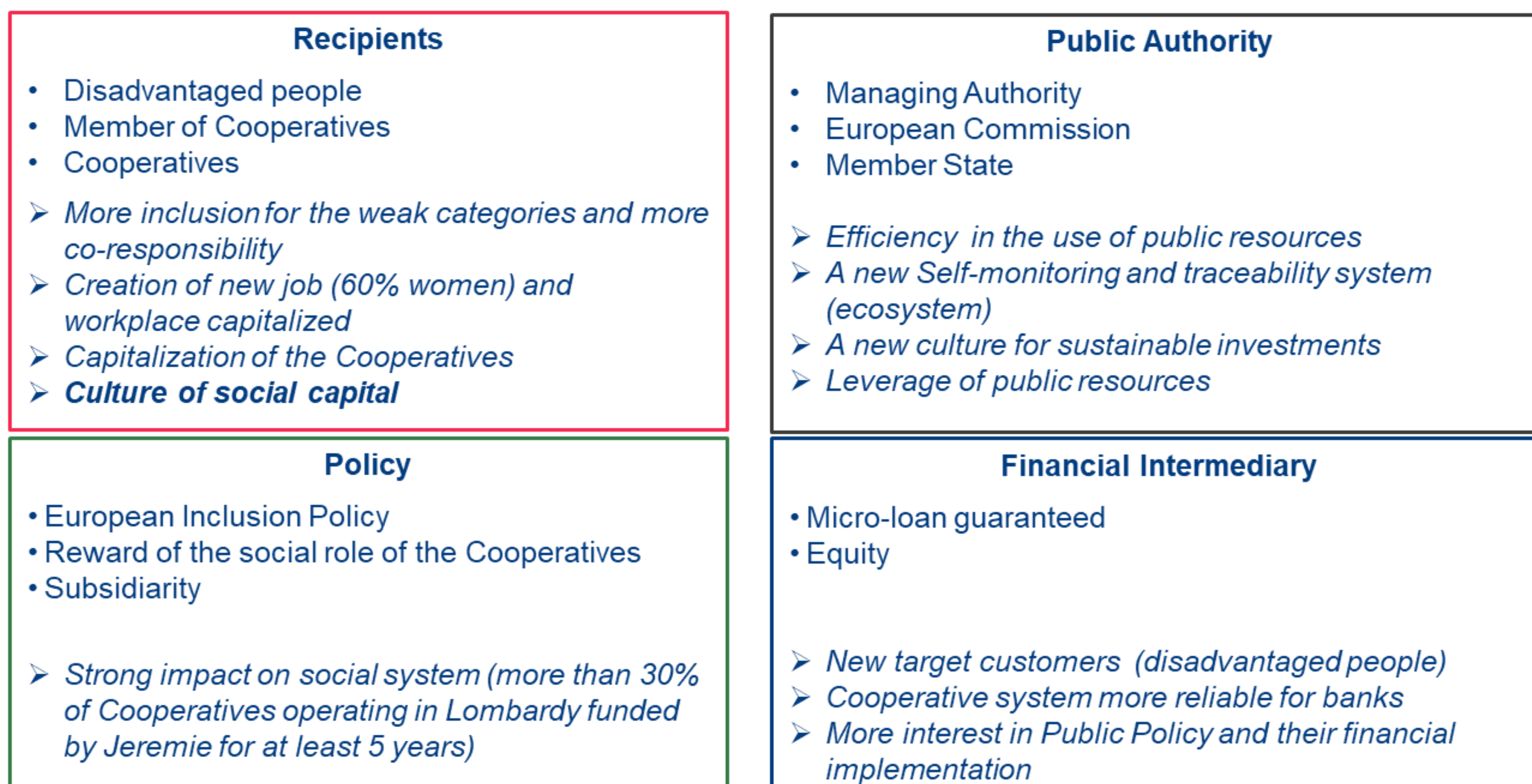


## Equity

Max 50 members per Cooperative to be funded  
Max 200,000€ per Cooperative (de minimis rules)



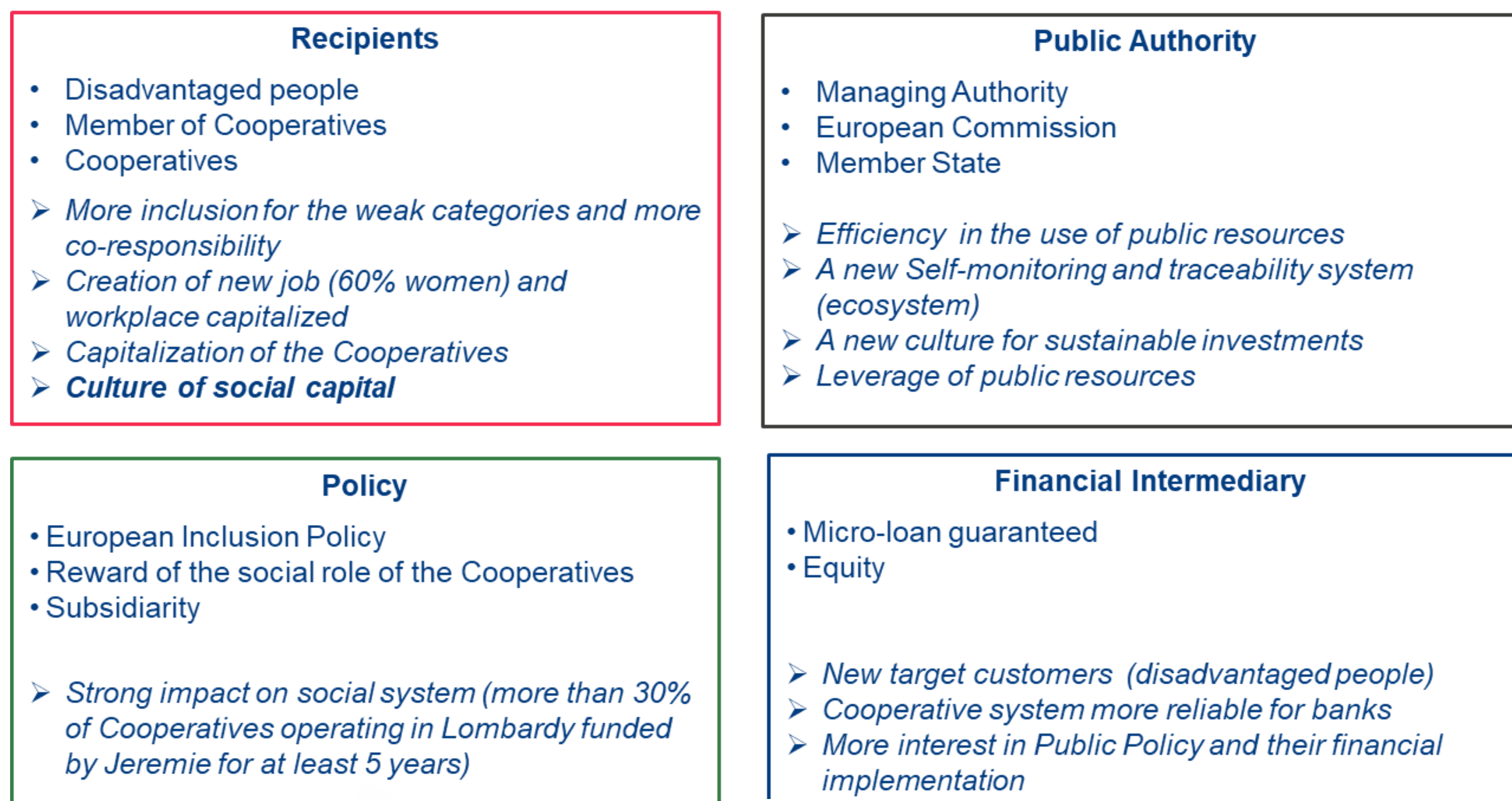
**WIN-WIN APPROACH** Financial and structural strengthening of the Cooperative system as a key player and a policy instrument to support the inclusion of less favoured people in the local labour market





## WIN-WIN APPROACH

Financial and structural strengthening of the Cooperative system as a key player and a policy instrument to support the inclusion of less favoured people in the local labour market





# Emily Smith

*Head of Climate and Urban Finance Advisory Unit, European Investment Bank*



January 2015





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## Thank you

*[www.fi-compass.eu](http://www.fi-compass.eu)*

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