



FI Campus 2023

Financial intermediaries discussion: Innovative finance for the digital transition – equity/quasi-equity investments for the next generation of entrepreneurs

Moderator: **Maria Romano**, Head of Capacity Building Programmes Unit, European Investment Bank

Zaynah Amourani, Partner, APICAP, France

Vivi Papasouli, Mandate Manager, European Investment Fund

Juraj Jusko, Director of Direct Investment Department, Slovak Investment Holding

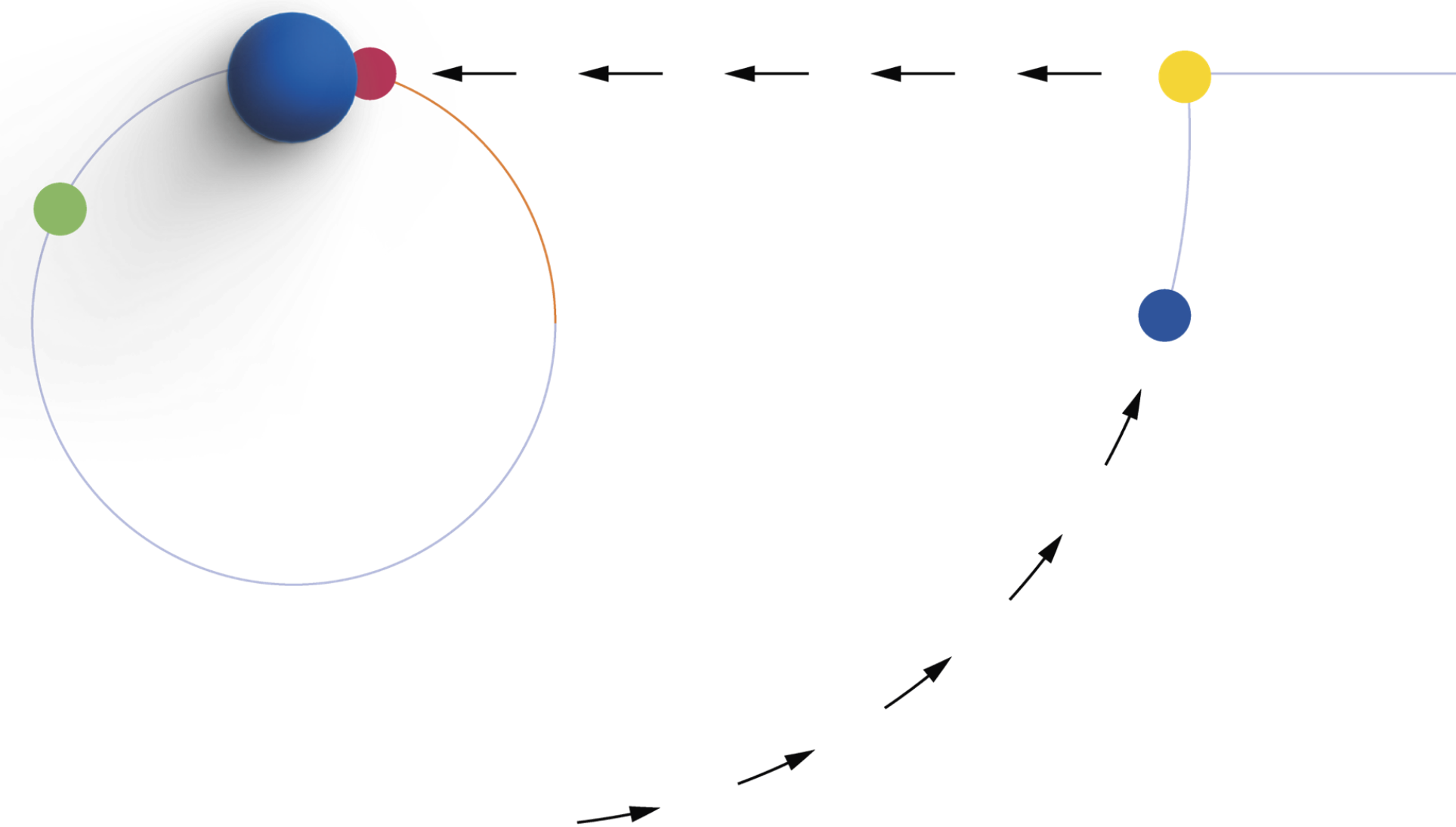
Dimitri Maroulis, Partner, Genesis Ventures, Greece



FI Campus 2023

APICAP's role as fund manager in La Réunion's ERDF equity instrument

Zaynah Amourani, Partner, Apicap, France





APICAP

INVEST DIFFERENT

Financing and Supporting
ambitious SMEs and entrepreneurs

Funded by
**Local, European, Public
& Private stakeholders**



**Under-addressed
Markets**



**Innovative
Products**



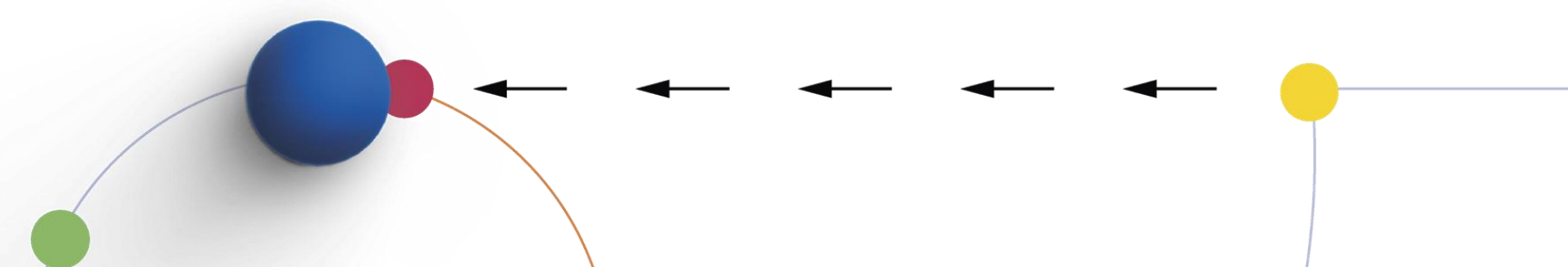
REAL ESTATE

*Value Added
Impact Investing
Asset Optimization*



PRIVATE EQUITY

*Venture
Outermost + E-sport
Growth
LBO*





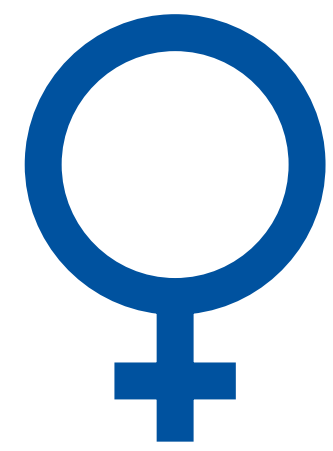
Zaynah AMOURANI

39 years old

Naturalised French-European in 2015, Mauritian

18 years of experience in Private Equity

PE Partner since 2017 at Apicap 



Partners : 30%



Management Board : 30%



A. Esnault
President / Partner



Z. Amourani
Partner



C. Motte
Partner



C. Alquier
Partner R4



L. Levy
DAF



Ch-E. Berouti
Investor Relations Director



J. Labrunie
Legal director RCCI



Outermost Region's Team : 50%



Zaynah Amourani
Partner



Arthur Esnault
Junior analyst



Vincent Djongue
Junior trainee analyst



Audrey Chaix
Junior trainee analyst



Diversity & Inclusiveness



5 different communities



For **2,47€**
injected in **local economy**



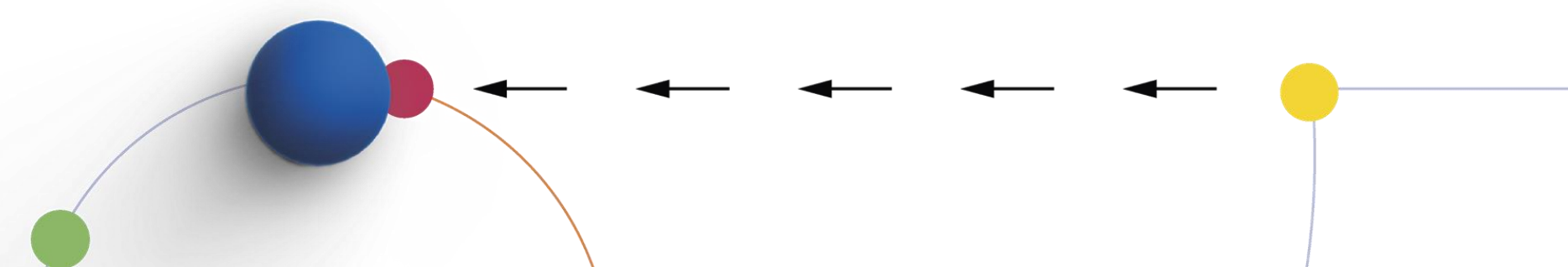
Public European Funds : 1€
leverage

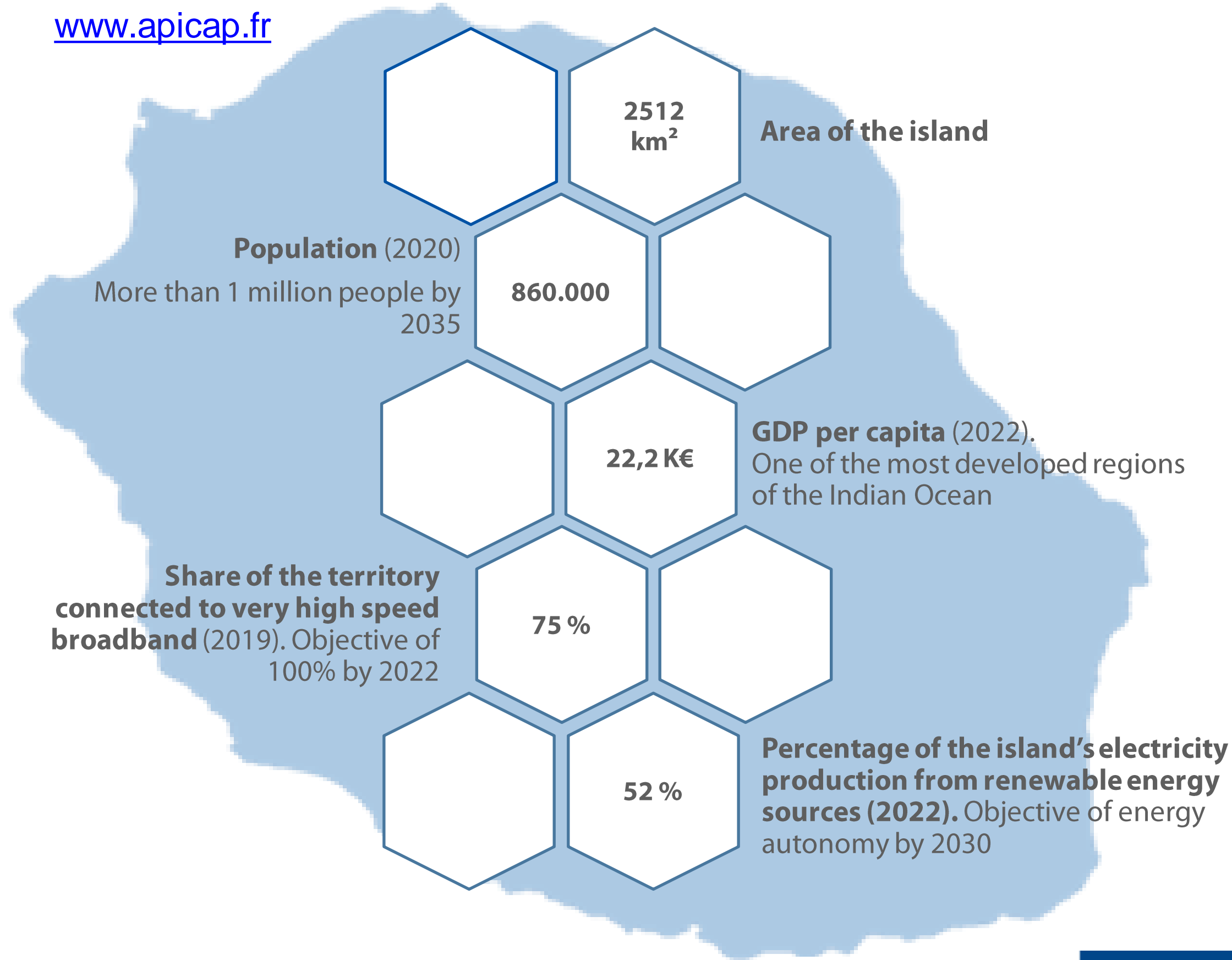
Private Funds : 1,47€

Employees : 997
Incl. 268 jobs created since investment

data iku has acquired

- DATAROCKS.IO
- Powerslide
- LA FRENCH TECH 120 2023
- MYDITEK
- GreenSkin
- HUMAPRO keevo
- zotcar
- flēstee
- gaïa PHOTOVOLTAÏQUE
- HUB 2
- zotcar Caraïbes
- SUNNY SHARK
- Educ up
- DOMISSORI Plastiques à domicile



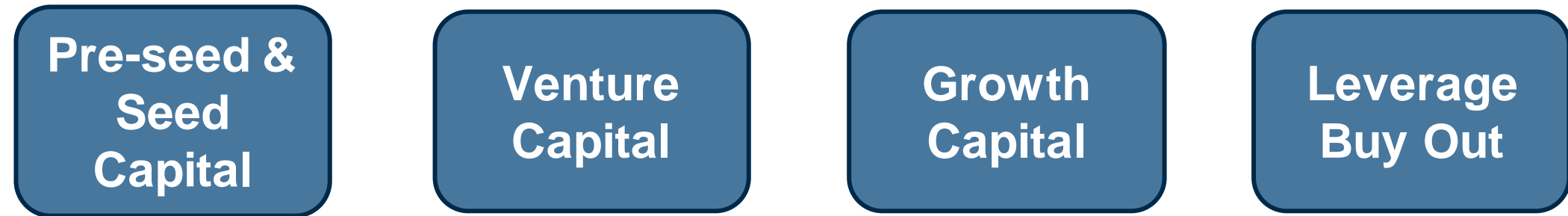


ESSOR PME La Réunion

10 M€, co-investment fund funded by the EIF

Our investment targets :
Strengthen the *capital of the SMEs* in La Réunion
Finance and support the local entrepreneurs to bring their projects to success

Investment ticket :
100 K€ à 1,2 M€
Hands-on Minority



Private funds, Co-investors :

FPCI Entrepreneurs 974

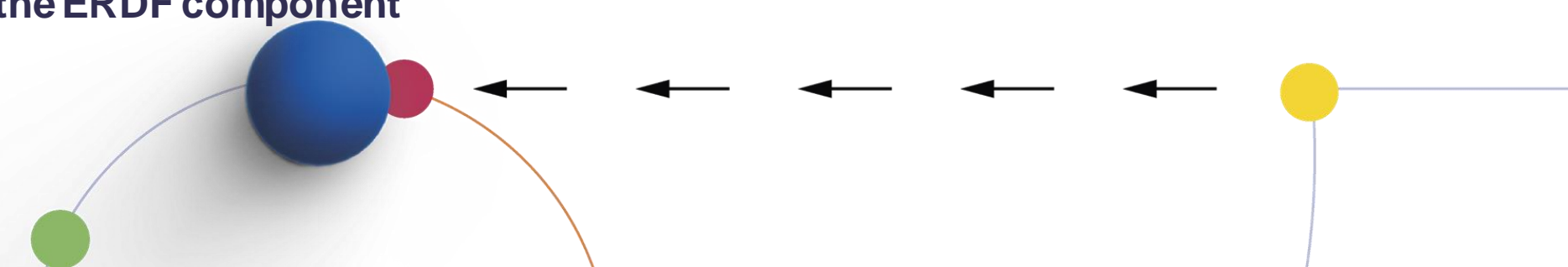
11.5 M€ raised from 62 business leaders & 2 private institutional

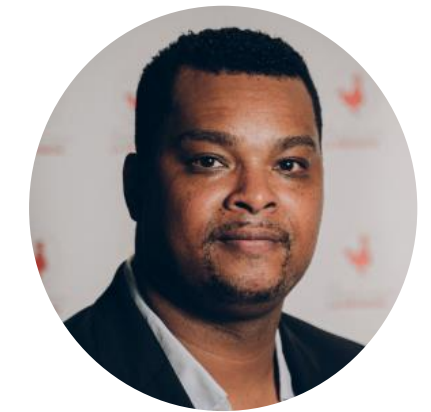
FIP PME 974 N°4, N°5 and N°6

23 million raised from individuals 6th vintage in progress

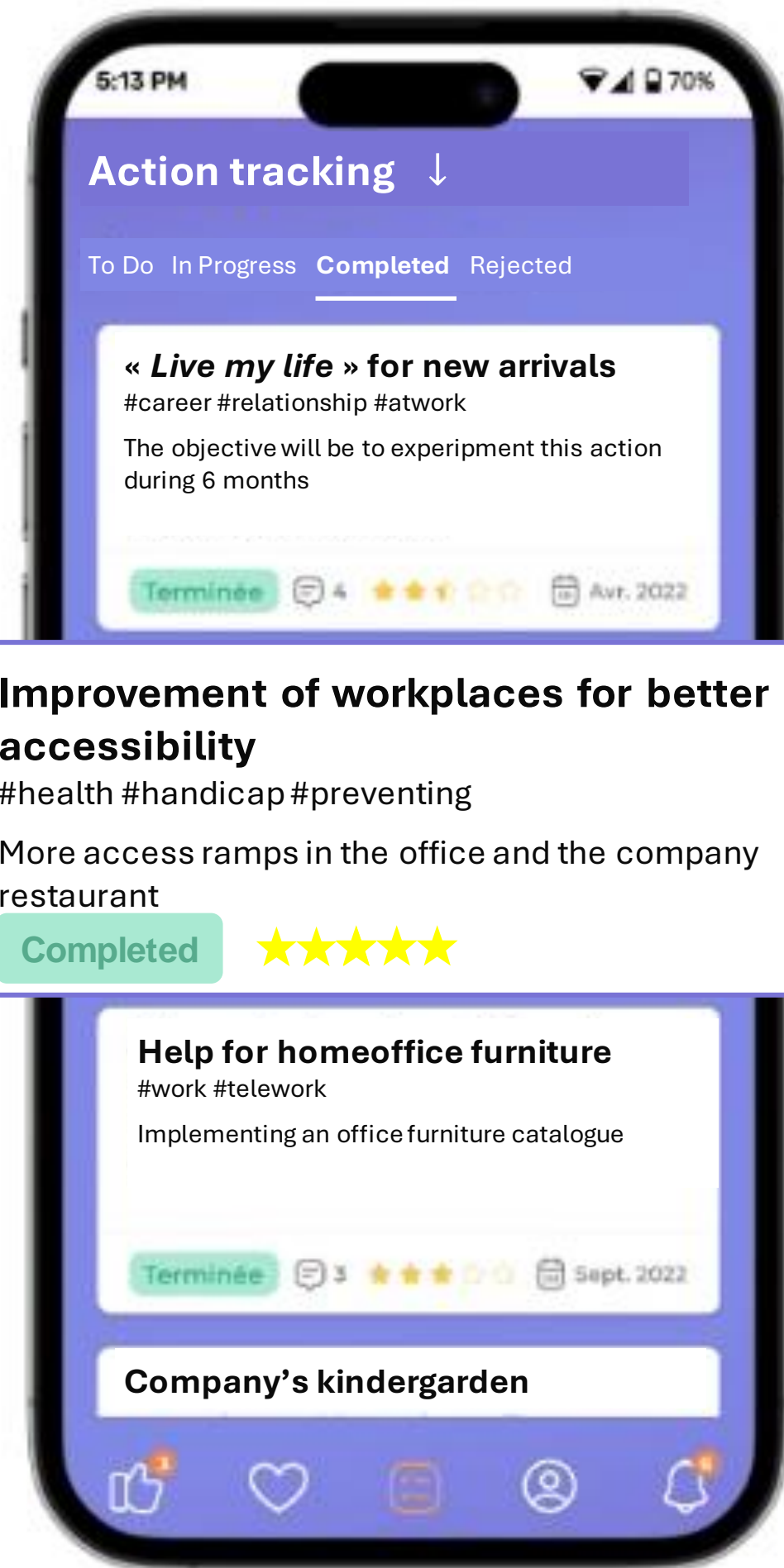
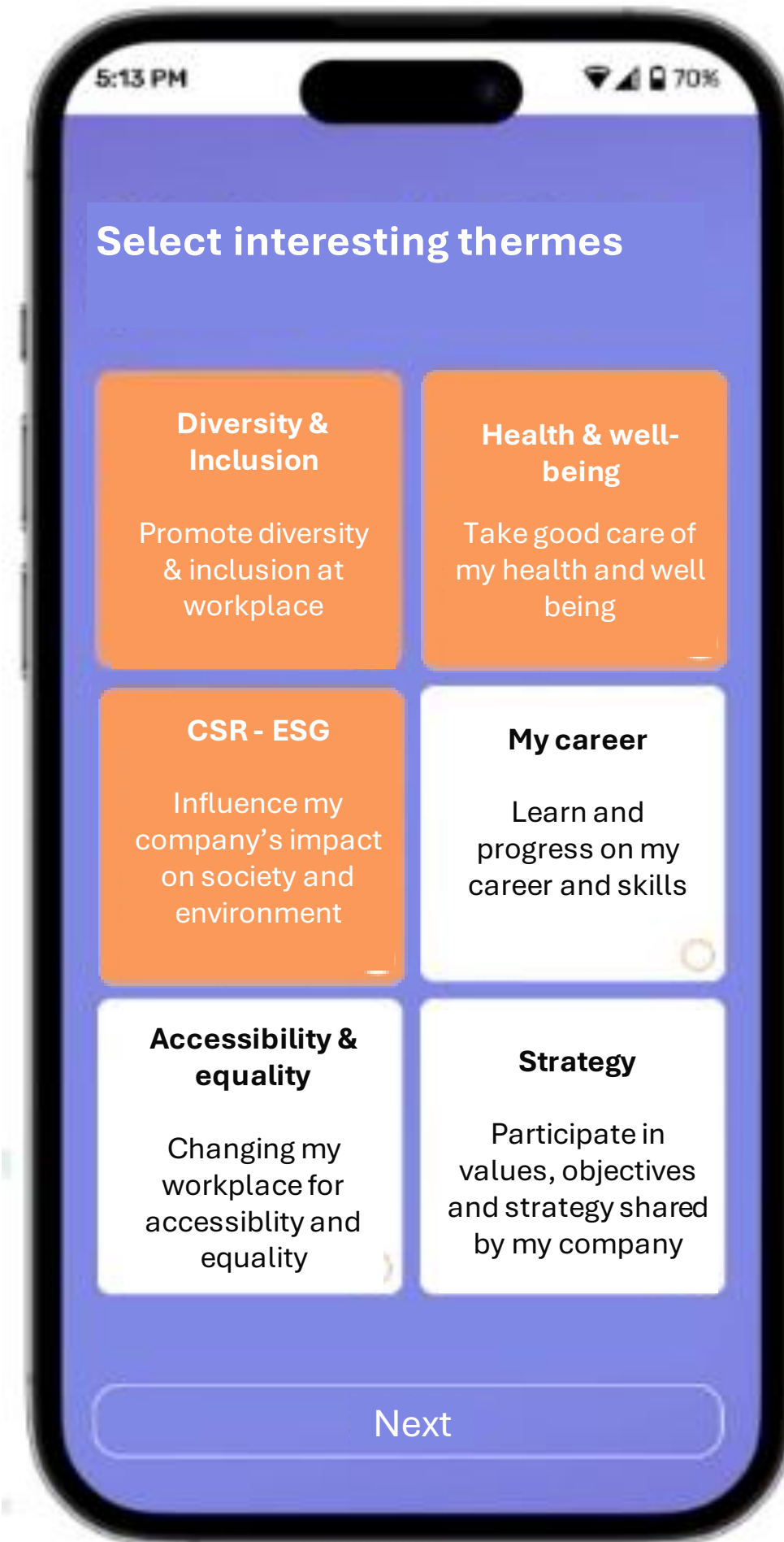


The support provided by this financial instrument within the framework of the initiative, "La Financière Réunion", is co-financed by the region, the European Union under the ERDF component and by strategic investments (SIEF)

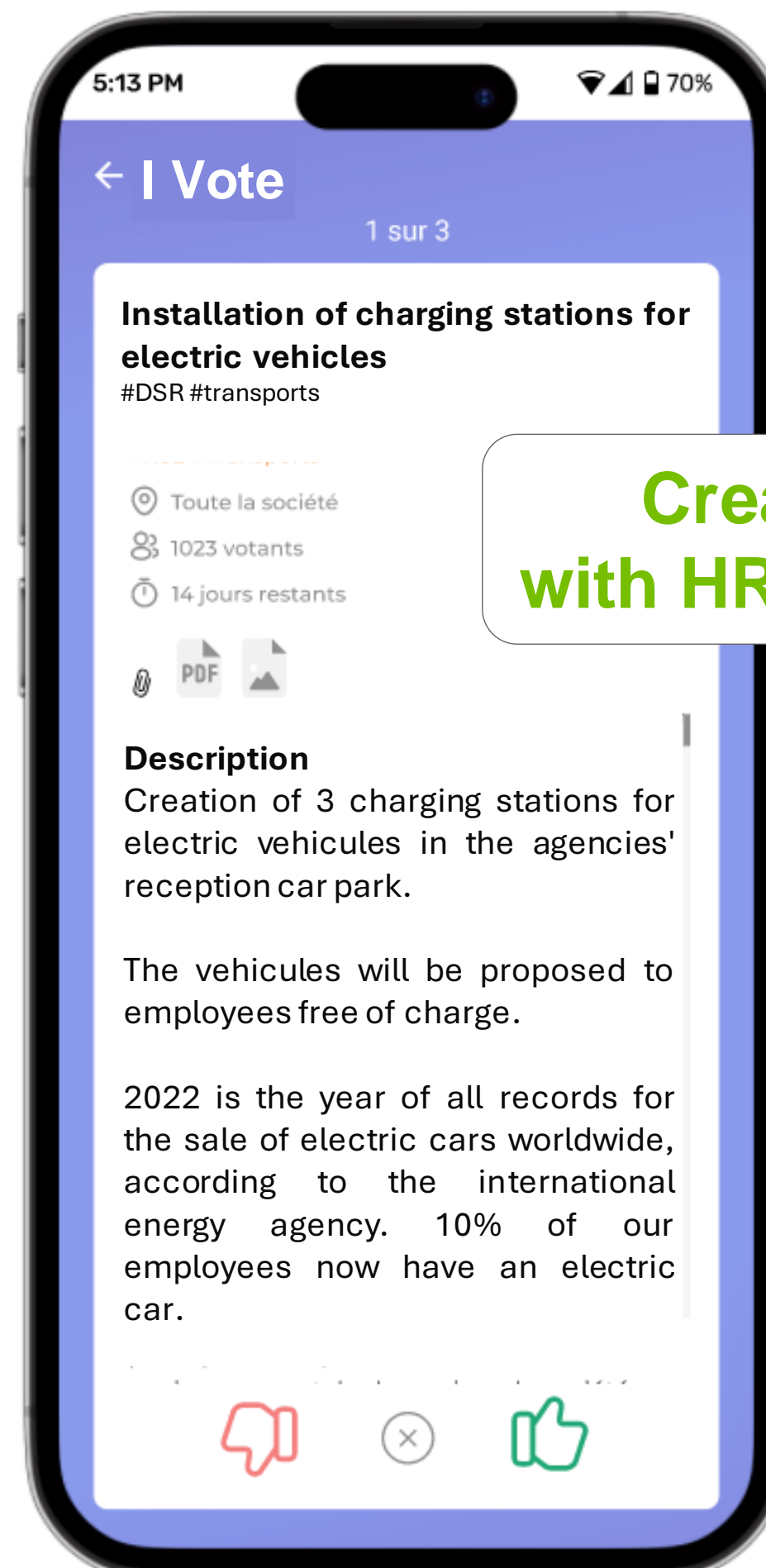




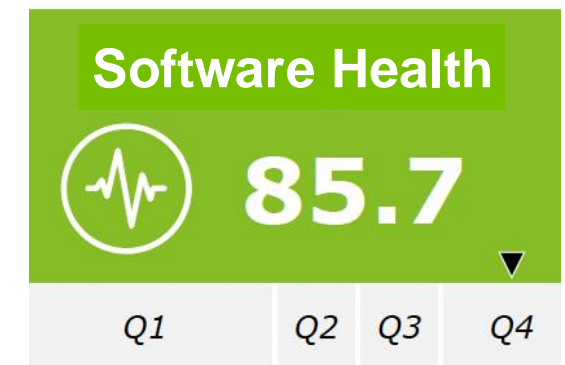
Florent Montrouge, CEO



Improvement of workplaces for better accessibility
#health #handicap #preventing
More access ramps in the office and the company restaurant
Completed ★★★★★



Created with HR teams



(February 2023)
by Deloitte.



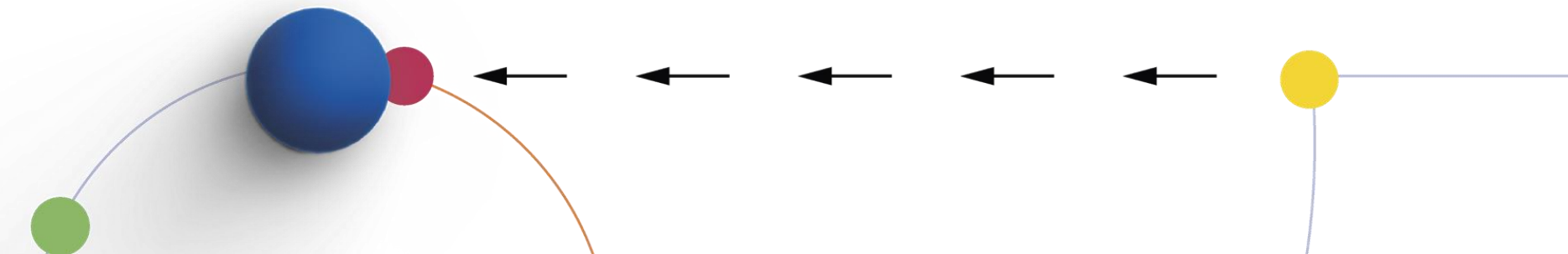
As a leader deeply committed to social impact, our vision is often shared by many but often fails to find consensus in terms of materiality.

APICAP has been the perfect compromise for us: challenging the strategy to place it in a more pragmatic timeframe, surrounding ourselves with talent to reconcile vision, value and democratization.

In other words, if the ambition was in the mind of the occupational psychologist, today it is secured by the CEO and embodied by the co-constructions of the team.

Yes, today the market can say Keevo exists!

Thank you APICAP 





FI Campus 2023

Thank you



FI Campus 2023

Supporting SMEs driving Europe's digital transition through equity instruments

Vivi Papasouli, Mandate Manager, European Investment Fund

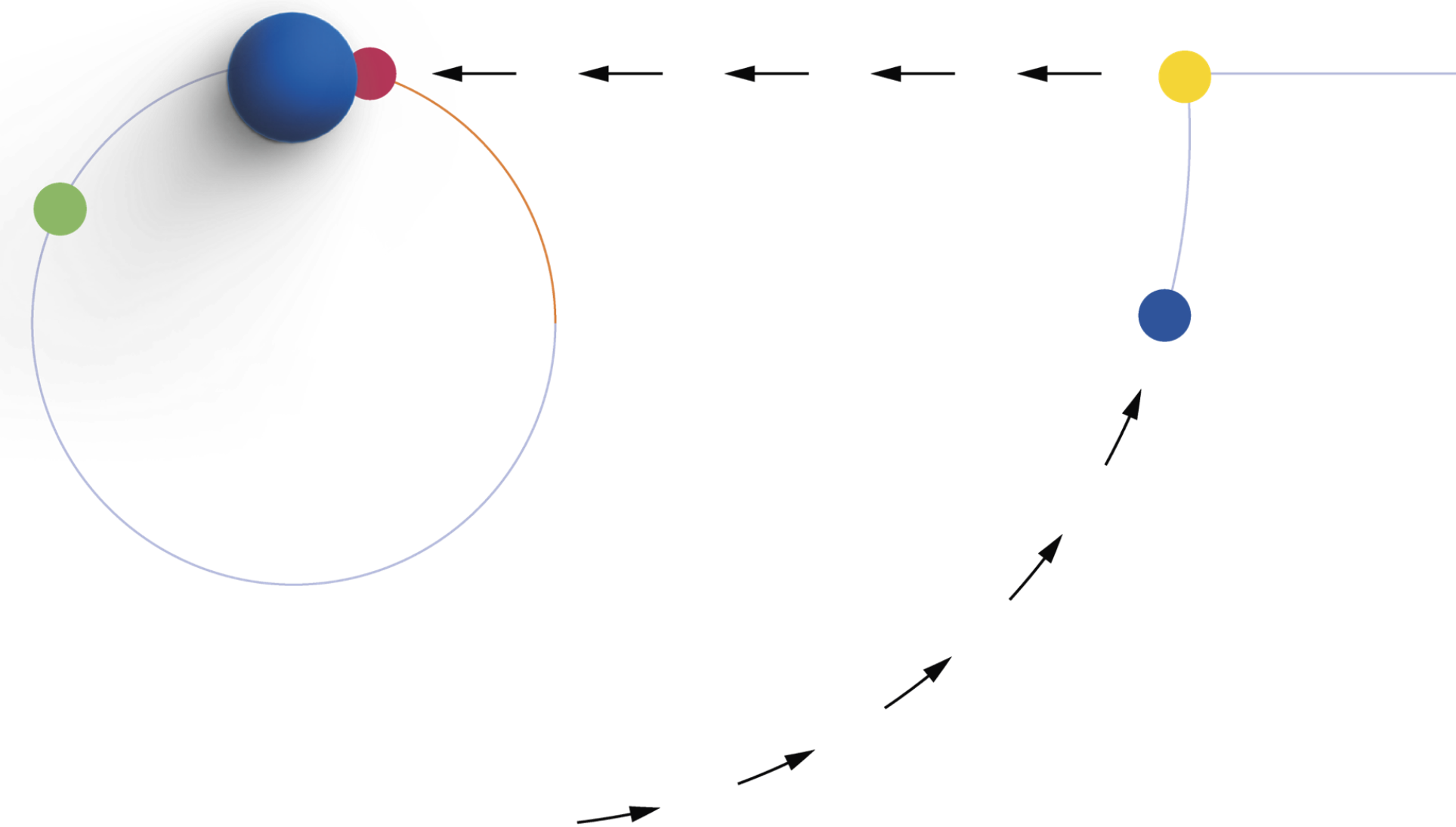
[Video of Cyrus](#): a Greek start-up that was able to scale up thanks to the investment via ERDF EquiFund. Its product is an innovative hydrogen compressor: a compact, silent and cost effective technology powered by thermal energy and renewable resources



FI Campus 2023

SIH's experience supporting SMEs through ERDF equity and quasi-equity instruments

Juraj Jusko, Director of Direct Investment Department,
Slovak Investment Holding



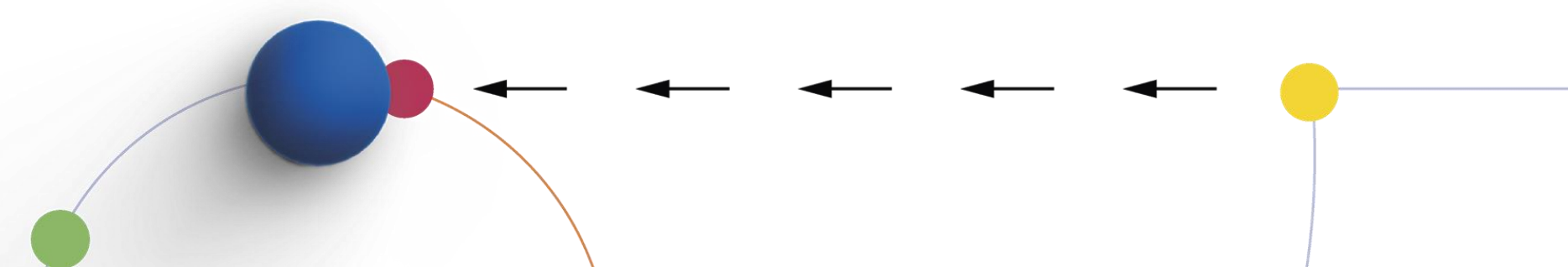
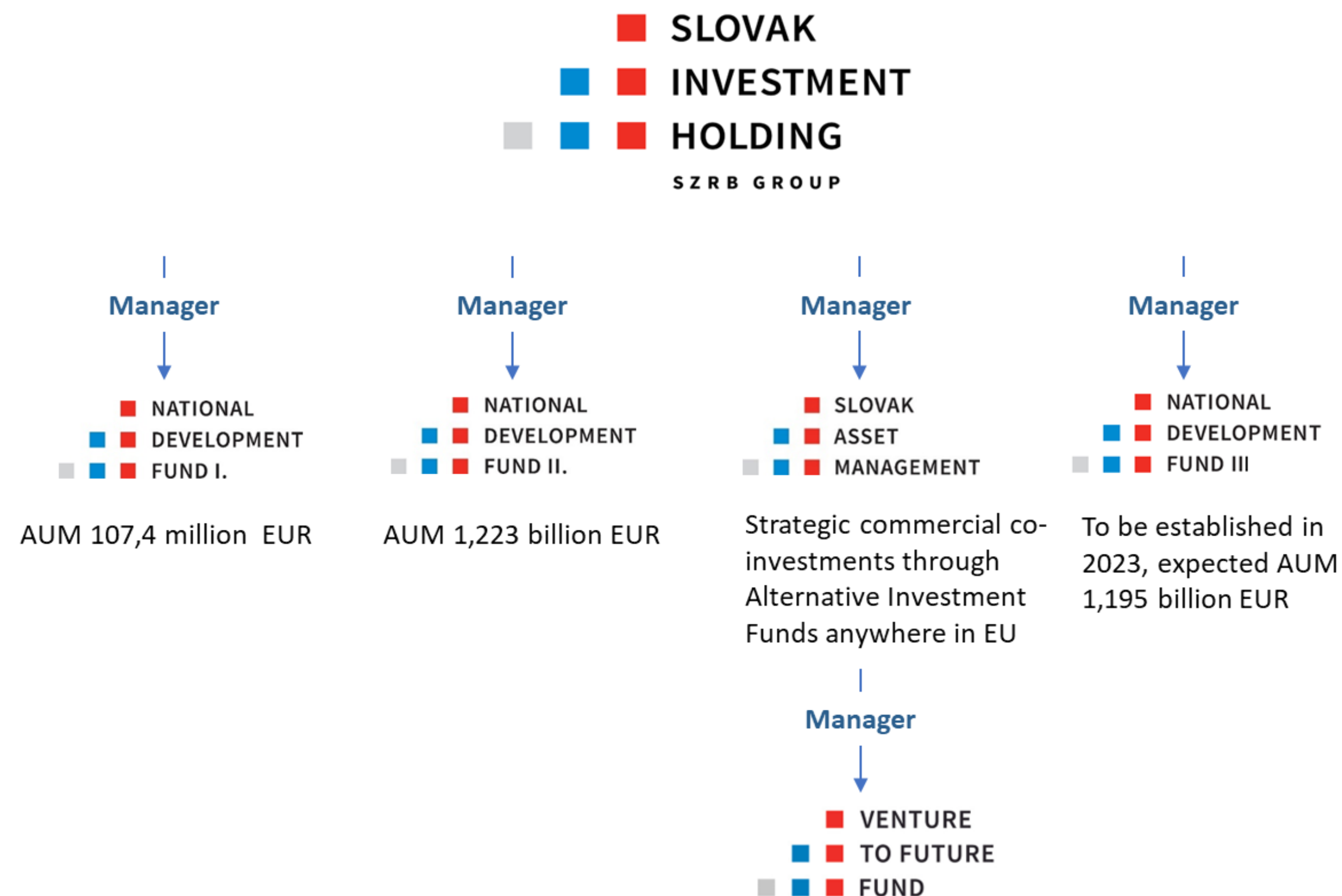
SIH - Overview

SIH is a National Promotional Institution which is 100% owned by the Slovak state.

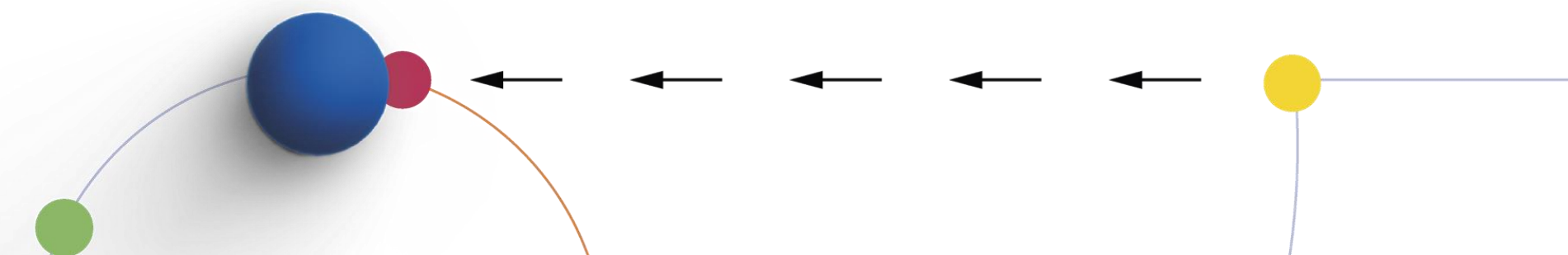
Design, implement and manage almost all of the ESIF financial instruments in Slovakia.

More than **EUR 1.3 billion** in assets under management, over 2,5 billion from 2024.

Financial instruments (loans, guarantees, equity, quasi-equity) implemented both **directly** and via **financial intermediaries**.



- supporting the **development of the equity ecosystem**
 - analysis shows the underdeveloped state of the equity market in Slovakia
- covering **all stages of business life cycle** with equity instruments
 - start-up and seed stage - via financial intermediaries (77)
 - growth phase – directly (SIH 15, VFF 9)
- **generalist** approach primarily focused on SMEs
 - but also cases in Social Economy and Culture (Showcase “Preserving Slovak history”)
- **attract private capital** – SIH invests pari passu alongside with private co-investor
- dedicated venture capital fund - Venture to Future Fund (**VFF**), a joint initiative with EIB

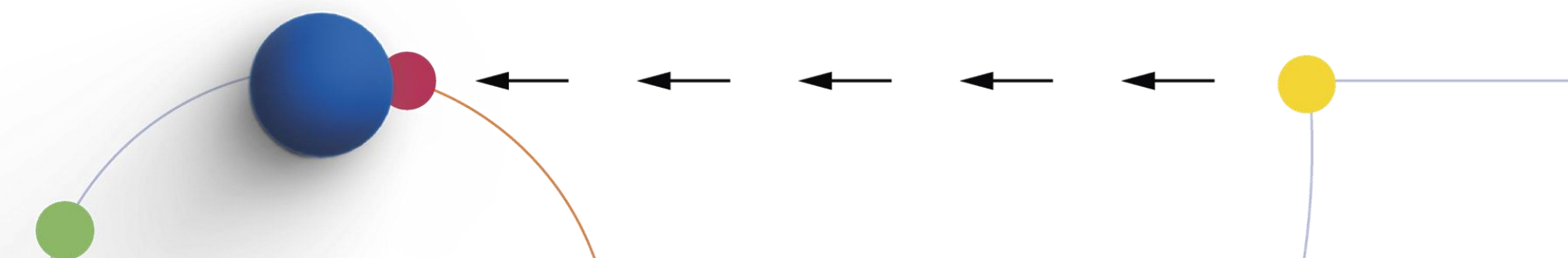


SIH - digital transition

- currently no specific instruments or strategy (due to the market size)
- SIH equity investments aims to be
 - enabler of digital transition
 - catalyst for further investments
- VFF purpose is to enhance the innovative potential of the Slovak economy
- Plan for PP 2021-2027 - a guarantee instrument to support digitalization in enterprises; implemented via intermediaries with a grant component



Focused on 3D



FI Campus 2023

Thank you

www.fi-compass.eu

Follow us:    

