



# The ESIF backed EquiFund initiative in Greece

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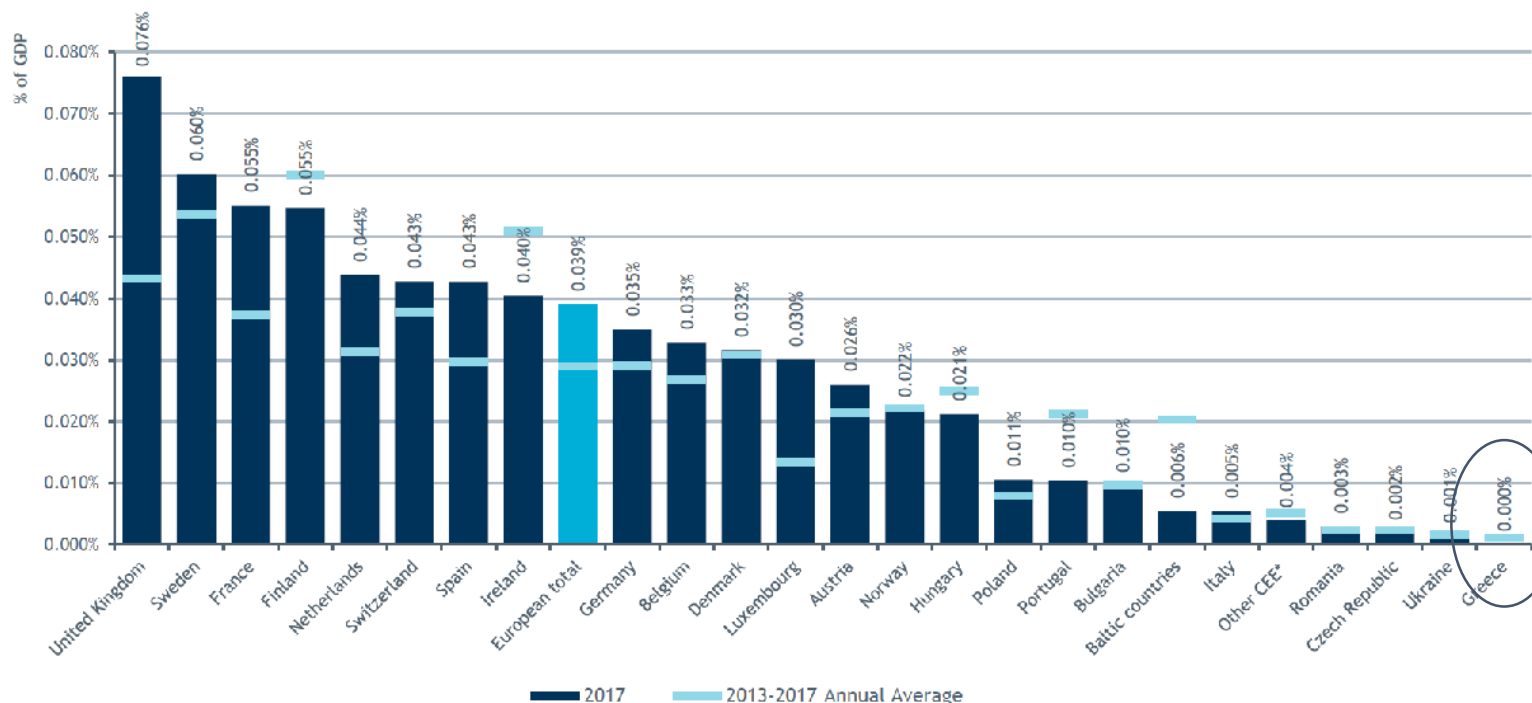
# VC/PE Activity in Greece

## Activity: Negligible



### Venture Capital - Investments as % of GDP

2017 - Market statistics: Location of the portfolio company



Source: IMF, World Economic Outlook Database (GDP) / Invest Europe / EDC  
 Note: \*Other CEE consists of Bosnia-Herzegovina, Croatia, Macedonia, Moldova, Montenegro, Serbia, Slovakia, Slovenia

2017 European Private Equity Activity

FUNDRAISING

INVESTMENTS

DIVESTMENTS

47

# Simple but multifaceted tool



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# “Big” simple multifaceted tool



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# | **EF** EquiFund

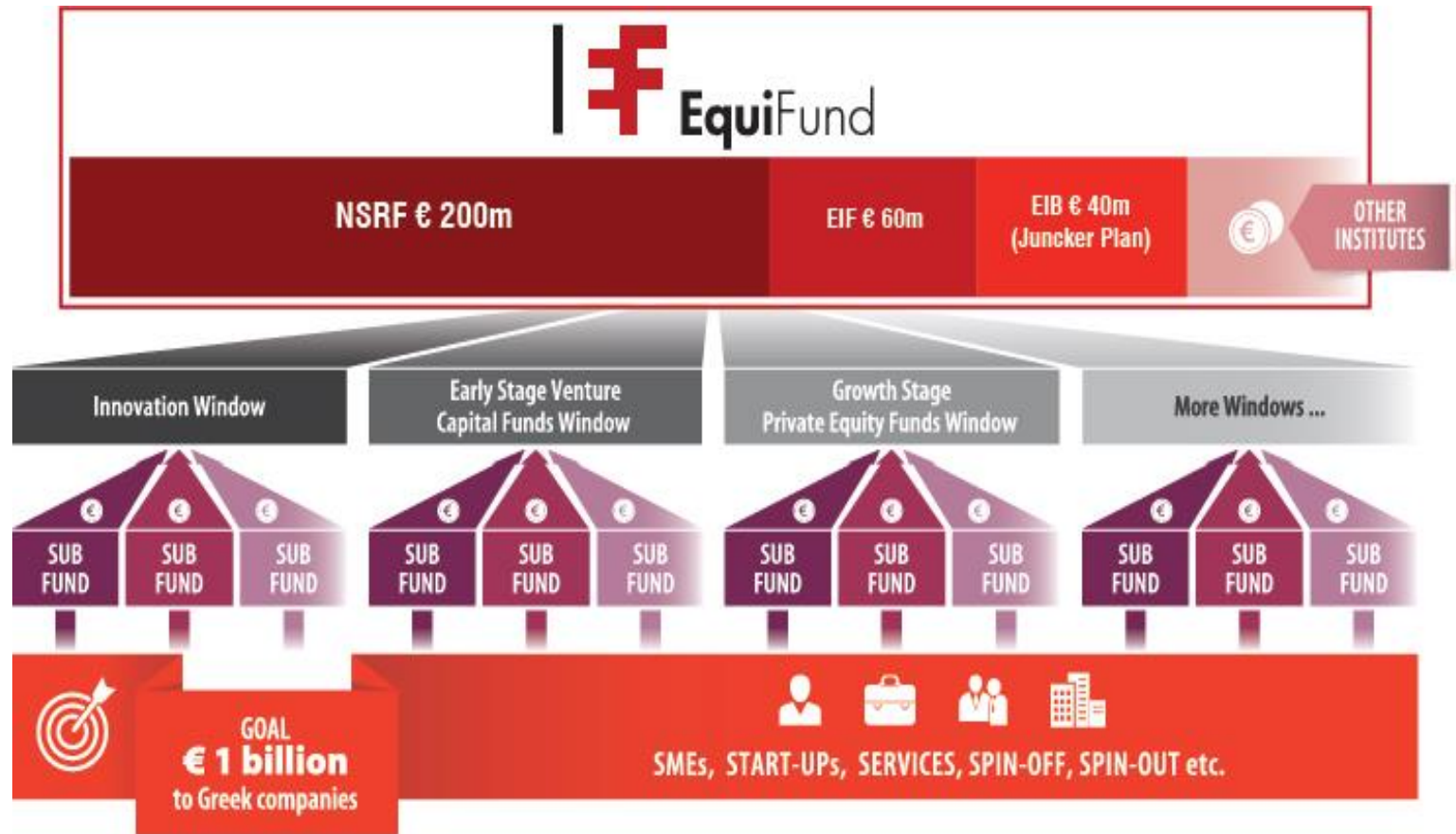
Co-financed by Greece and the European Union



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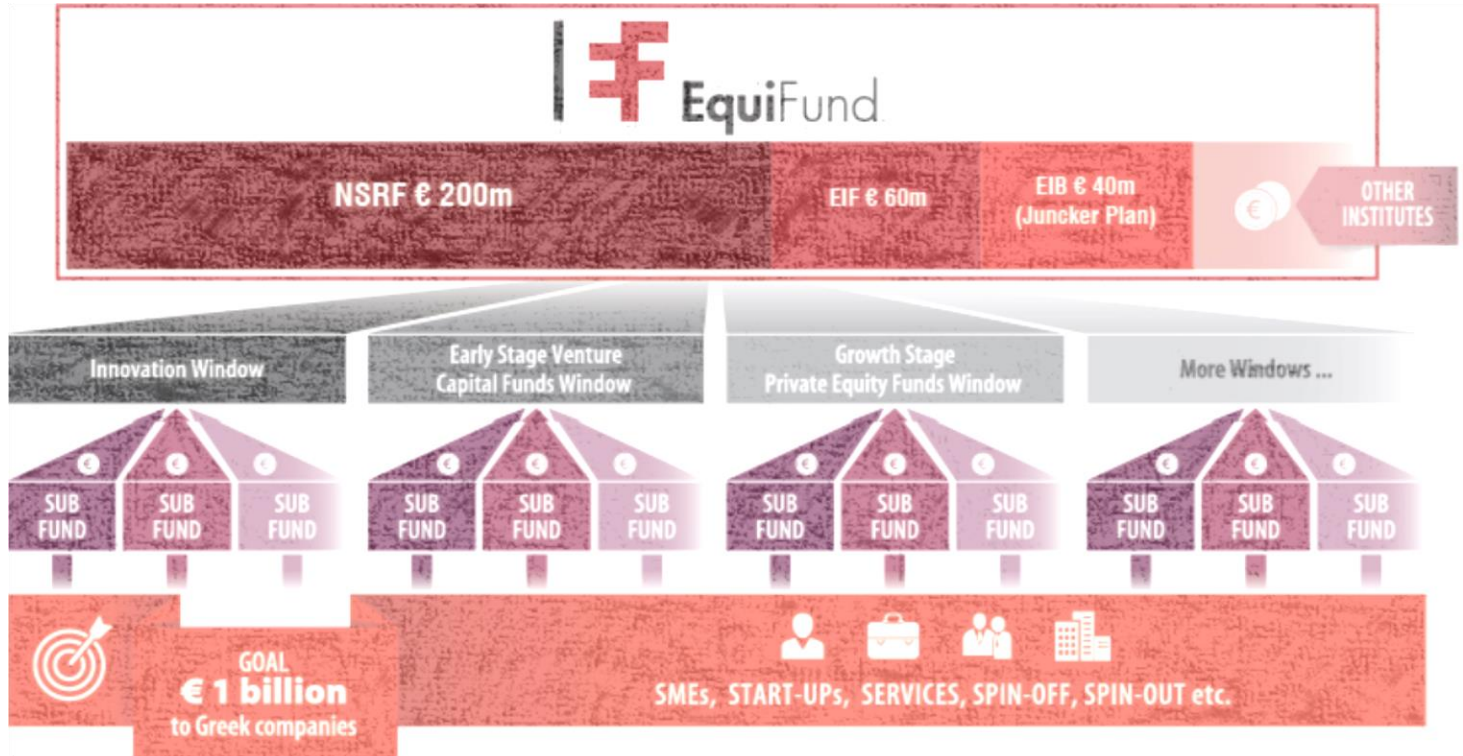
# EquiFund: a joint initiative of the Hellenic Republic and EIF



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# EquiFund: the leverage factor



OP Competitiveness + EIF

EUR 260m

+other investors to the funds

EUR 410m

+other investors to the investees

EUR 1,000m



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# EquiFund portfolio



## EquiFund

[Initial capital € 114m]

Tech Transfer/  
Accelerator



Aggregate target size:  
€ 139m



[Initial capital € 52m]

Early Stage



Aggregate target  
size:  
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€ 61m

[Initial capital € 84m]

Growth



Aggregate target  
size:  
€ 210m





# The Innovation Window



- The **EquiFund Innovation Window** with fund featuring components of:
  1. **Technology Transfer** aiming to commercialise the outstanding research and development of Greek Universities and Research Centres
  2. **Accelerators**, i.e. ideas and initiatives already cultivated in incubator spaces, co-working spaces, or accelerators
- **Targeted sectors** (indicative): deeptech, fintech, robotics, clean-tech, robotics, cyber security, energy, etc.



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# The Early Stage Window



- The **Early stage venture capital** funding provides equity investment, support and guidance to start-ups with high-growth potential, indicatively supporting product development, business strategy, go to market and commercialisation.
- **Targeted sectors:** generalist ICT, both B2B and B2C



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# The Growth Window



- The **Growth window** will support enterprises ready to expand and compete at the international level, by providing financing, networking and professional expertise
- **Targeted sectors:** all (indicatively including tourism, retail, energy efficiency, pharmaceuticals, agri-business, etc.)

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# Transformational in depth and breadth



- In terms of **size**:
  - A total of EUR 300m committed from the Greek Government and the EIB Group, leveraging a significant amount from more market oriented investors
- In terms of **investment stages covered**:
  - Covering Proof of Concept, pre-seed, seed, early-stage, growth and development
- In terms of **sectors targeted**:
  - A wide range of targeted sectors
- More information: [www.equifund.gr](http://www.equifund.gr)



# EquiFund milestones



Expression of Interest

Engagement of EIF

Engagement of fund managers

Investment activity

Official EoI letter to EIF

Funding Agreement between  
EIF and MoE

Call for Expression of Interest  
and internal assessment

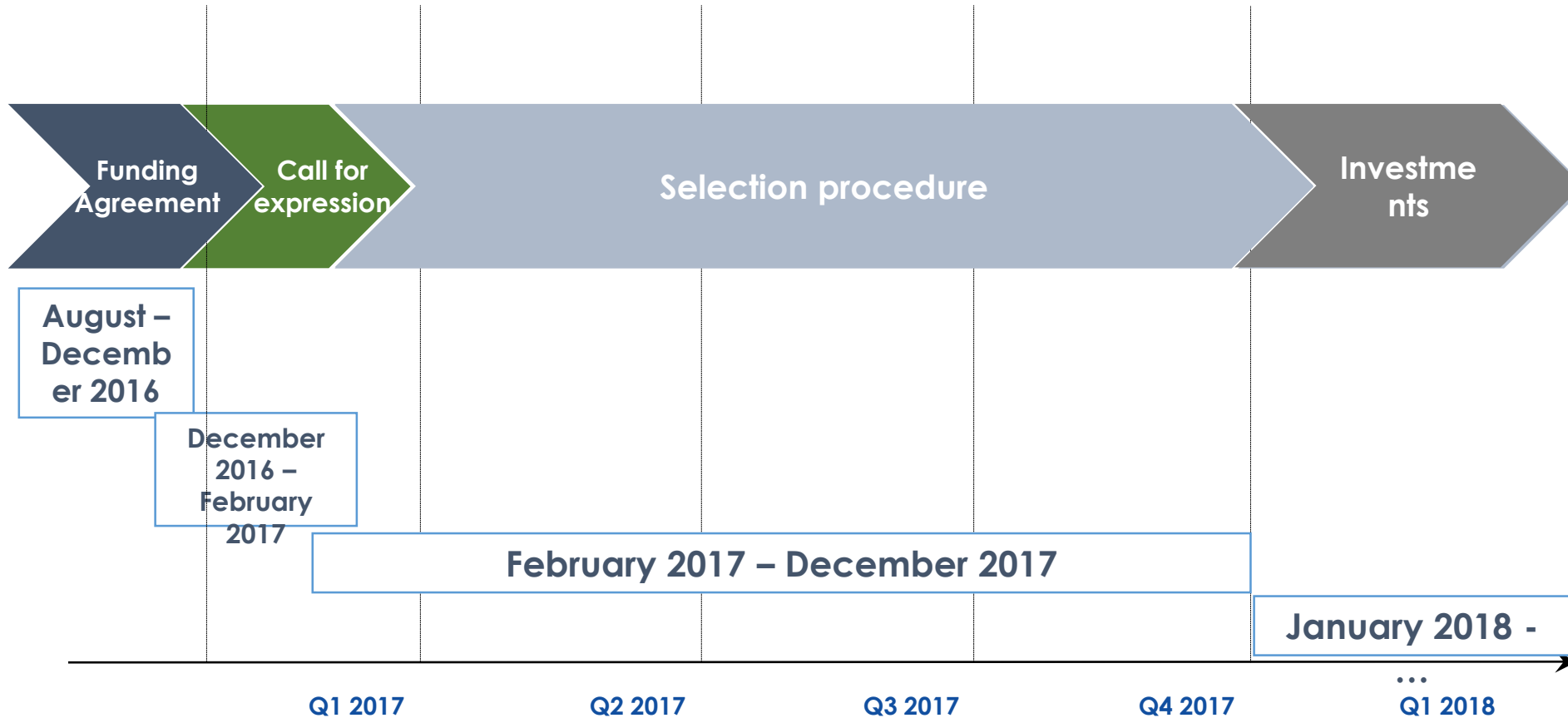
Monitoring and reporting  
procedures



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# EquiFund timeline



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# Governance structure



**High Council  
(Steering Committee)**

- Approval of Investment Strategy
- Approval of terms of Call
- Acknowledgment of Call results
- Receive EIF reporting and monitoring

**EIF as FoF  
Manager**

- Pursue Investment Strategy
- Administer Call and structure
- Identify and engage fund managers
- Monitor and report

# Lessons learned



- Timing – ex-ante, market testing, funding agreement, selection process, negotiating operational agreements, fundraising...
- Fundraising – Dire fundraising conditions amidst economic crisis or slow-down; introduction of “sweeteners” for investors (**e.g. capped returns of public investor**)
- Post eligibility period expenditure – the necessity (and complexity) of asymmetric model; **the solution provided by 1303/2013**
- Permanent dialogue between FoF manager and financial intermediaries (objectives, characteristics of the instrument, Q&A during set-up, communication,...) as well as mandator and DG REGIO
- Ensure a transparent and competitive selection process





