



*Dalarna* *Dolnośląskie* *Eesti* *Zachodniopomorskie* *Berlin* *Lubuskie* *Brandenburg*  
*Wielkopolskie* *Oslo* *Mecklenburg-Vorpommern*  
*Latvija* *Lietuva*  
*Sverige*

# JOSEFIN

## Joint SME Finance for Innovation

**Final Conference**  
**Brussels, 17th January 2012**  
**Irene Schucht**



PART-FINANCED BY THE EUROPEAN UNION  
(European Regional Development Fund)

## What you will get to know

- Who (JOSEFIN project team)
- What (Objectives of the project)
- Which (Results)
- How (Communication and Sustainability)

## Who: JOSEFIN Partners

- 23 partners from seven countries in the Baltic Sea Region
- Poland
- Estonia
- Latvia
- Lithuania
- Sweden
- Norway
- Germany



# Who: Lead Partner Investitionsbank Berlin

- IBB is the regional **development bank** and **guaranteed by the Land Berlin**
- **Balance-sheet** sum: 20.5 bn EUR
- IBB focuses on the support of **SMEs**, in particular from the innovation clusters



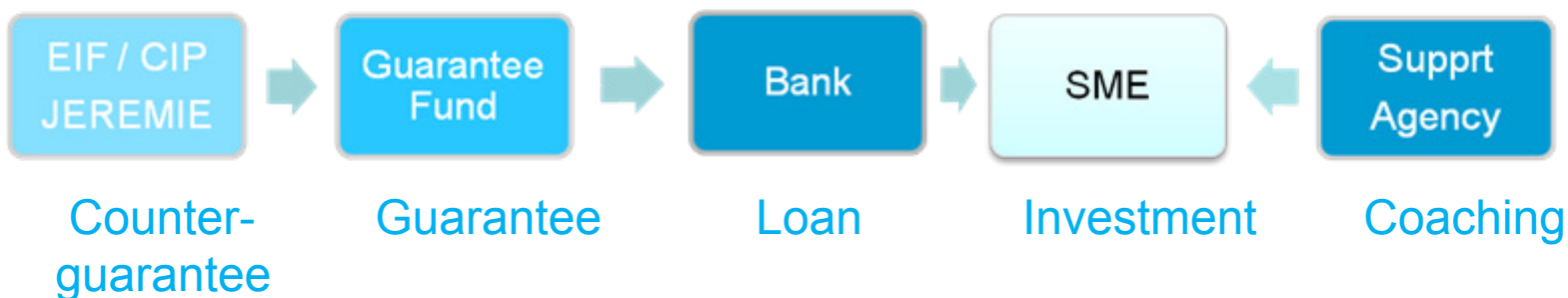
## What: Key figures and challenges of the project

- INTERREG IV B – Baltic Sea Region Programme
- Budget: 3.9 Mio. EUR
- Main goal: Boosting innovation, competitiveness and job creation in the BSR-region
- Reality: Lack of access to finance among innovative SMEs and information deficit regarding innovation and foreign markets

## What: Objectives of the project

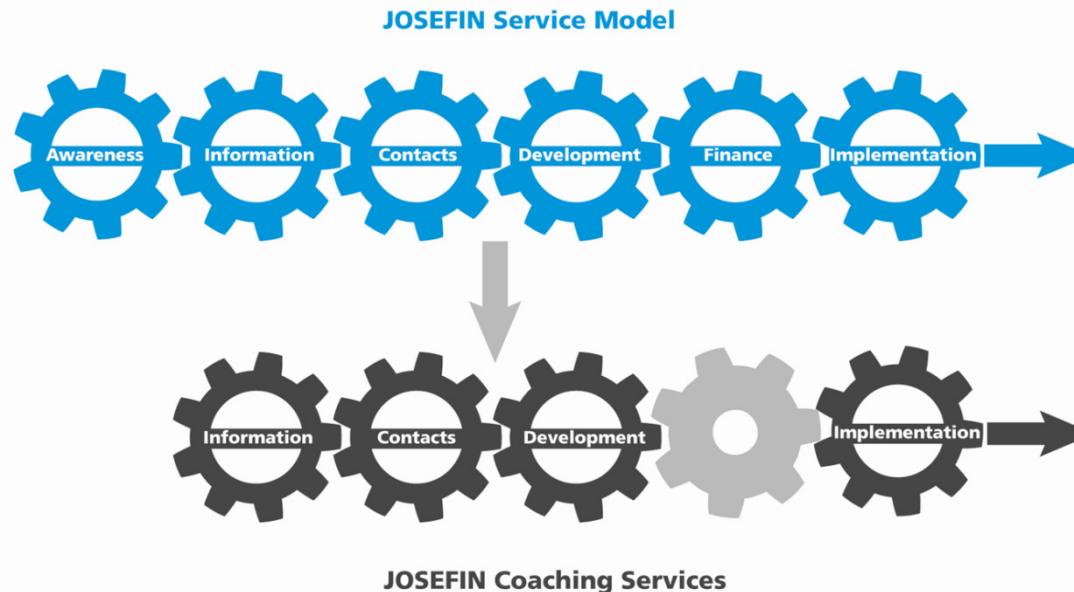
- **Joint development** and implementation of regional financial instruments
- **Integration** of individual training and coaching of SMEs
- Increased access to **EU-financial instruments**
- Networking to support **internationalisation** efforts and transnational **cooperation** of SMEs
- In order to boost **innovation**, competitiveness and job creation

## What: JOSEFIN Innovation Loan Guarantee Model



- **Risk partnership** and accompanying coaching encourages financing readiness of commercial banks for innovative projects and internationalisation activities with higher risks

## What: The JOSEFIN Coaching Model



- Integrated “one-stop” approach that ensures sustainability of supported projects and minimises risk for financial intermediary (= **JOSEFIN Service Model**)
- Network of regional contact points for directly supporting internationalising SMEs



# Which: Berlin Kredit Innovativ - Overview

## Who



**Small and medium-sized enterprises**



**Freelancers**



**Start-ups**

**From the Berlin innovation clusters**

**In the context of internationalisation activities**

## What

**Investments/Purchases**

**Working capital**

**Internationalisation activities**

**No financial restructuring or businesses in difficulties**

## How much

**500,000 EUR**  
Maximum



**100,000 EUR**  
Minimum

## Which: Berlin Kredit Innovativ

### Highlights

Excellent **refinancing** terms of IBB on the capital market forwarded to cooperating banks

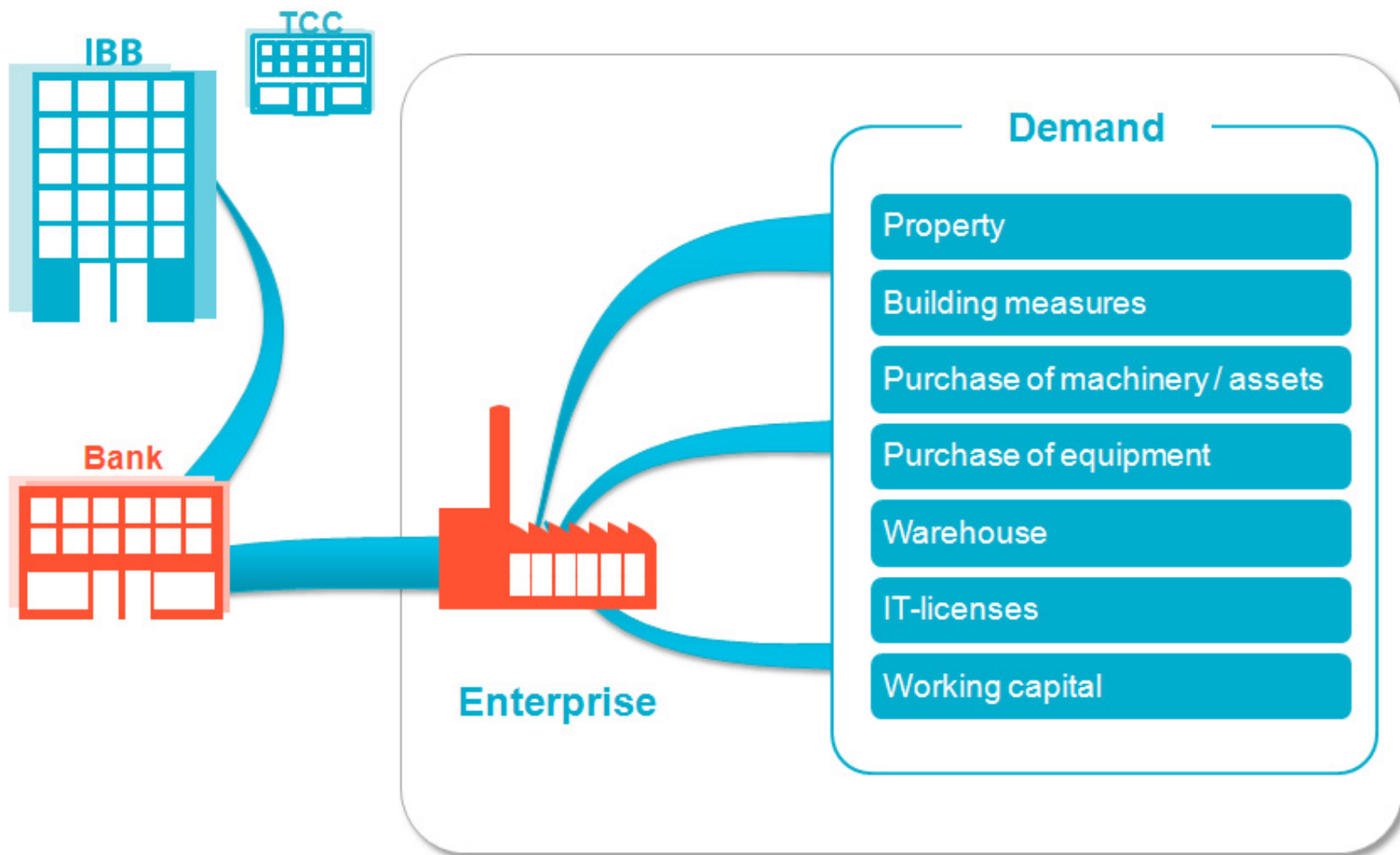
**Risk sharing** between bank and IBB by providing a 60 % guarantee

**Counter-guarantee** by the EIF (CIP-Programme)

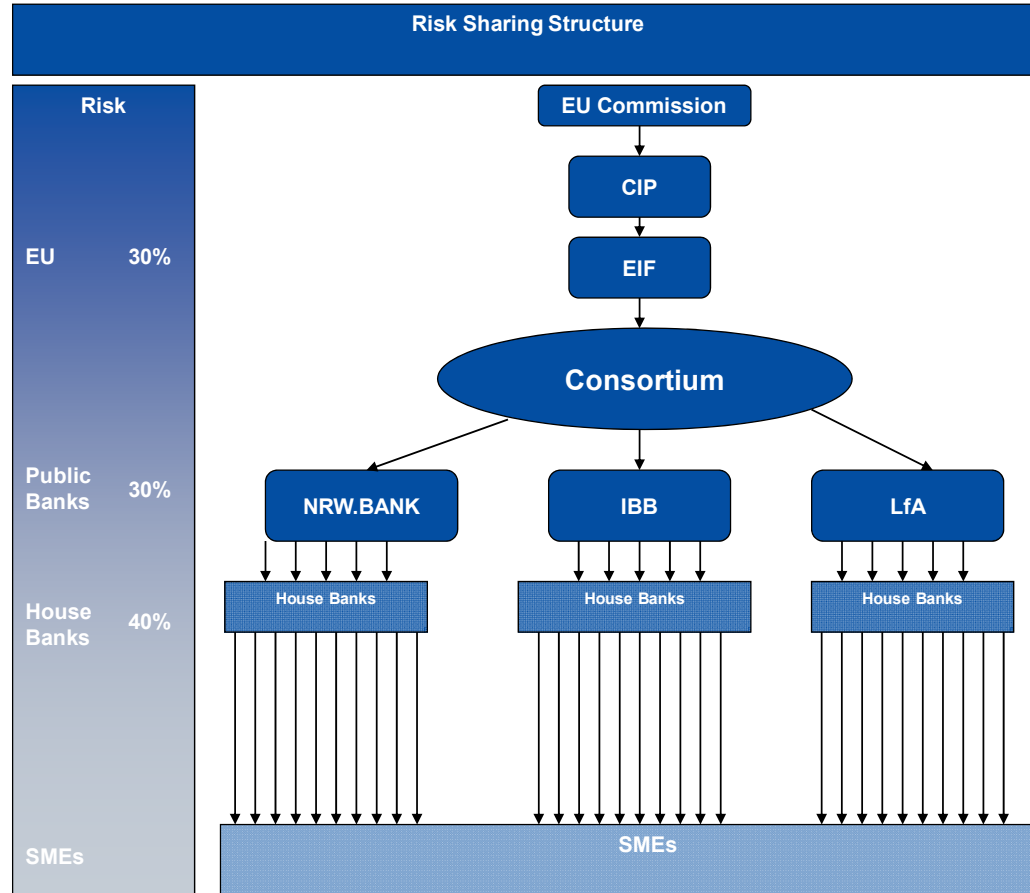
Contact persons on the spot with extensive **industry know-how**

Optional subsidized **coaching** by TCC GmbH

# Which: Berlin Kredit Innovativ - Example



# Which: CIP-guarantee from European Investment Fund



# Which: Technology Coaching Center Berlin



**Coaching**

subsidized advice

## TCC-Coach pool



Financing

Business Plan

Organisation

Marketing & Sales

Strategy

Market analysis

**Seminars**

subsidized qualification

**New:** Internationalisation



## Which: Results and Outputs

- JOSEFIN Service Model implemented in 11 regions
- New financial instrument with new or extended coaching offer in Berlin, Greater Poland, Western Pomerania and Lower Silesia
- Existing financial instrument integrated into new or extended coaching offer in Lithuania, Latvia, Estonia, Dalarna, Brandenburg, Mecklenburg-Vorpommern and Lubuskie
- Six new agreements utilising EU-financial instruments (JEREMIE and CIP)

## How: Communication and Sustainability

- JOSEFIN Handbook and brochure: Experiences and Guidelines
- Website including Joint Call for Application
- Cooperation agreement on further networking and connecting advisory services to support internationalisation efforts of SMEs



## Policy Recommendations

1. Make direct support of innovative SMEs a clear priority in regional innovation strategies
2. Strengthen approaches to integrate existing support instruments for SME internationalisation
3. Use EU structural funds to pioneer revolving financial instruments in your region that allow a higher outreach to under-collateralized SMEs
4. Include the issue of financing innovative SMEs in the strategic objectives of regional or national Operational Programmes from 2014 onwards
5. Better linkage of European, especially INTERREG projects and regional innovation strategies



# Thank you!



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