This presentation was prepared by EIF. The information included in this presentation is based on figures available for September 2010.

Any estimates and projections contained herein involve significant elements of subjective judgment and analysis, which may or may not be correct.
EIF at a Glance

EU institution for Small and Medium sized Enterprises (SMEs), risk financing Venture Capital and Mezzanine (fund of funds)
Structuring and Guaranteeing portfolios of SME and microfinance loans/leases

Geographic Focus / Intermediaries
EU 27, EFTA, Candidate Countries
Distributing through Banks and Funds

Authorised Capital € 3bn
EIB: 63.6%
EU: 27.4%
Fin. institutions: 9%
AAA rated

Staffing, Culture and Values

Dual Objective of Meeting EU Policy Goals & Generating a Satisfactory Return on Equity
ELF Tool Kit for SMEs

SME Development Stages

- Pre-seed Phase
- Seed Phase
- Start-up Phase
- Emerging Growth
- Development

SME Cash Flows

- Portfolio Guarantees & Credit Enhancement
- Formal VC Funds & Mezzanine Funds
- VC Seed & Early Stage
- Microcredit
- Tech Transfer/BAs

Risk Levels

- Higher Risk
- Lower Risk

 EIF Tool Kit for SMEs

Public Stock Markets
Technology Transfer - Converting Research into Products for the Market

- R&D
- Technology Transfer: "technology IP"
- Marketable Product: "prototype IP"

1. University / Research Organisation
2. IP / Idea
3. Spin-out
4. Licensing
5. Collaboration (contract research, ...)
6. Market
EIF's role in the Tech Transfer market

- Since 2005, EIF has invested resources to understand Technology Transfer, to create awareness and to develop new TT initiatives with leading research universities.
- Focus is on research organisations which are leaders in their respective fields and act in an entrepreneurial environment.
- Several transactions already, in which EIF has had a key role:
  - Chalmers Innovation
  - Leuven CD3
  - Louvain Vives
  - UMIP Premier fund with Manchester University and IP venture fund UK
  - Karolinska Institute
  - Strata Mes and Imprimatur
- **Objective**: Improves the Commercialisation of Research.

Provider of Innovative Solutions to VC Constraints
Knowledge Transfer Strategic Partnership

Signed in Rome - 16 June 2010

Creation of joint Working Group between EIF/EIB, Caisse des Dépôts et Consignations (CDC – France), Cassa depositi et Prestiti (CDP – Italy), Centro para el Desarrollo Tecnológico e Industrial (CDTI - Spain), Innovationsbron (Sweden), KfW-Bankengruppe (Germany) & Veraventures (Finland)

Aim of like-minded Partners is to:

- Support the emergence of European and national Knowledge Transfer Infrastructures
- Accelerate transfer of European research and technology to the market
- Facilitate a well functioning Knowledge Transfer and Intellectual Property economy
- Encourage more open and transparent marketplaces for Intellectual Property
- Exchange best practices and potentially to analyse investment opportunities jointly
The Centre for Drug Design and Discovery (CD3) is a centralised platform created at the K.U.Leuven, focusing on the discovery and development of new small molecule drugs in collaboration with academic research groups or small companies (mainly spin-off companies from universities).
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