

Project Title:

Promotion of Modern Financial Instruments in the Cross-border area

Project Acronym:

FINANCIAL INSTRUMENTS

Work Package 4:

«Establishment of a flexible "Private Finance Support Mechanism"».

Deliverable D.4.2.1:

“Establishment of a flexible Private Finance Support Mechanism”

Delivered by Democritus University of Thrace - (DUTH)

Main conductor: Anna Toumpalidou

The contents of this publication are sole responsibility of Democritus University of Thrace and can in no way be taken to reflect the views of the European Union, the participating countries, the Managing Authority and the Joint Secretariat.

Περιεχόμενα

1	Banking Instruments for Financing Small and Medium Enterprises in Greece and the Institutional Framework that distinguishes their use	3
1.1	Medium-term loans.....	3
1.2	Bond loans.....	4
1.3	Open Account Credit (OAC).....	5
1.4	Financial leasing.....	7
1.5	Factoring.....	10
1.6	Forfaiting	12
2	Other Non-Banking SME Financing Instruments.....	13
2.1	Venture Capitals	13
2.2	Business Angels	15
2.3	Business Incubators.....	16
2.4	Technology Parks.....	17
2.5	Programs to Support Small and Medium Enterprises through National and European Resources.....	18
	Appendix 1. Financial aids and services exports actions of businesses in Greece with other Non-Banking SME Financing Instruments.	21
	PANEL 1: Actions Promotion Agricultural Products in internal Buy and in markets Third countries	21
	PANEL 2: SCHEDULE period NSRF 2014-2020 (EPANEK)	28
	PANEL 3 – PROGRAMS ETEAN.....	42
	PANEL 4: Funding via banks for export activity businesses.....	46
	PANEL 5: Electronics platforms banks for enhancement export activity businesses	65
	PANEL 6: SCHEDULE period NSRF 2007-2013 (EPAE) Closed programs and are listed only for general update.....	70

1 Banking Instruments for Financing Small and Medium Enterprises in Greece and the Institutional Framework that distinguishes their use.

In this section we will introduce the instruments that an SME can use to raise finance from the Banking and the institutional system. Because of the conventional relationship of SMEs with the bank funding, it is justifiable that this is the principal point of support for the advancement of the monetary instruments that will be created.

Types of Bank Finance:

1.1 Medium-term loans

The duration of these loans is specific, ranging from one year or more, and the loans are granted for a specific purpose. In this type of financing, it is not possible for the borrower to repay any amount that has been repaid by the borrower, and any existing collateral attached to the loan ceases to be valid upon full repayment of the loan. Repayment of these loans can be made in three ways:

1. Interest payments on regular, predetermined dates (e.g. monthly, quarterly, semi-annual)
2. Debt repayments on loans
3. With a one-off payment

The accrual and payment of interest on loans repaid in instalments or in a lump sum is made according to the provisions of the loan agreement (monthly, semi-annually or annually). In some cases the loan is granted with a grace period. In this case, the interest on the grace period of the loan is either paid when the loan is repaid or capitalised at the end of the grace period.

The most common reason for granting medium-term loans to companies is for investments in capital goods such as the purchase of fixed assets, the renewal of their machinery in order to maintain their existing market share and their growth in general or even the acquisition of stakes in other companies. Firms resort to this type of borrowing, even if they have the necessary capital to finance these investments, in order to use their own funds for other investment opportunities with a more immediate return or to meet their short-term liabilities.

There are cases of medium-term borrowing for the purpose of meeting working capital needs. This is entirely dependent on the object of the business and its trading cycle (e.g. a jewellery manufacturing company may buy stocks of raw materials - gold, silver, other precious metals - in quantities greater than its annual production needs in order to take advantage of favourable prices for raw materials - which are stock market items subject to fluctuations). In this case, it can in fact finance its stockpiling with medium-term funds, as the benefit of using the stocks extends well beyond one year).

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



The above type of financing is covered by a loan agreement which, in addition to the details of the financing (borrower, duration, purpose, method of repayment of principal and interest, financing rate), states precisely the property or machinery to be purchased by the debtor and the conditions for disbursement of the loan.

Under the loan agreement, the company undertakes the following obligations:

- Maintain the financed equipment or fixed assets in good condition.
- Submit to the Bank its annual financial data throughout the life of the loan.
- Use the loan for the purpose stated in the contract.
- Pay the bank the instalments and interest on the loan in due time.

The Bank contractually reserves the right to terminate this loan agreement and make the loan amount due in the following cases:

- The use of the loan amount by the borrower is for a purpose other than that stated in the contract.
- Late payment of any amount of principal, interest or other charges on the loan by the creditor.
- Breach of the terms of the loan by the creditor as contractually defined.
- A change in the activity of the creditor or a merger of the company with another without prior notification to the financing bank.
- The filing of a bankruptcy petition by the creditor.
- Any change in the financial situation of the creditor which is deemed by the Bank to be detrimental to the Bank and which creates a risk to the credit provided.
- Any other situation in which the Bank considers that it is in its interest to terminate the contract.

1.2 Bond loans

A variation in terms of issue characteristics rather than substance are Bond loans. In essence, their nature is to cover the investment needs of the company (but only for companies with the legal form of a public limited company) in fixed assets and capital equipment or even in working capital, as explained above for medium-term loans. The framework for issuing and financing through Bond Loans in Greece is regulated by Law 3156/2003 and additionally by Law 4548/2018.

A bond could be defined as a loan issued by an issuer (government, agency or company) divided into bonds, which represent the rights of the bondholders vis-à-vis the issuer according to the terms of the loan. Bonds or debentures are debt instruments under which the issuer of the security (in this case the company) undertakes to pay the bondholder (investor-purchaser) the principal amount of financing (face value) plus interest payments at regular predetermined intervals (coupon or coupon payments).

The characteristics of bond loans can be summarised as follows:

- Issued by joint stock companies and divided into bonds, which represent the rights of the bondholders against the issuer according to the terms of the loan.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



- The bonds issued incorporate an interest-bearing claim against the company.
- Bonds do not embody an equity relationship (unless otherwise specified in very specific types of bonds) but a claim on part of the company's debt.
- In the case of a Convertible Bond issue, the bondholder becomes a shareholder in the circumstances previously specified in the bond issue agreement relating to the conversion of the bonds.

The distinction categories of Bond Loans are as follows:

- The Common Bond Loan which is the simplest form of Bond Loan which is issued under a private contract between the issuer and the bondholders and gives the bondholders the right to draw interest at specified regular intervals.
- Convertible Bond Loans where the bondholder is given the right to convert the bond held into shares according to a predetermined conversion ratio. The conversion right is exercised by a declaration by the bondholder to the company at a clearly defined time and entails an increase in the share capital subject to publicity formalities, with a corresponding reduction in the amount of the bond loan.
- Exchangeable Bond Loans where the bondholder is given the right to exchange the bond held, in whole or in part, for existing shares or other securities of the issuing company or a listed company other than the issuer (most often a subsidiary).
- The Profit Participation Bond gives the bondholders the right to receive, in addition to interest, a percentage of the company's profits remaining after the distribution of the first dividend.

Banks participate in the issuance of Bond Loans either as issuance advisors, as underwriters or, in the case of the majority of the current practice of direct financing of SMEs, as underwriters (either fully or syndicated with other Banks especially in large financing projects or in cases of refinancing of existing loans).

1.3 Open Account Credit (OAC)

Open Account Credit is the best known and most widespread form of short-term bank financing. Its purpose is to meet working capital needs arising from the nature of the business cycle.

Through the open mutual account, a transactional relationship is established between two persons, one of whom is a trader and has conflicting interests. The parties to the credit agreement agree between themselves on a 'plafond' up to which the customer may draw amounts to cover his needs against cover, which he is obliged to repay within a predetermined period.

The open mutual account is a variable balance account, since, by agreement between the parties, the mutual credits and debts arising from their transactions are not settled separately but are placed in a single account, where they lose their individuality and are represented by credit or debit items, so that at the closure of the account for whatever reason they result in

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



a single receivable balance. The accrual and collection of interest on the open account credit is usually carried out by credit institutions every calendar quarter or semester.

Customer funding limits against an Open Account usually have a maturity of up to one year, reflecting the short-term nature of its use. At the expiry of the funding limit, the Bank re-examines the customer's financial data, the developments in the customer's trading cycle and any forecasts for the customer's working capital needs for the following year and decides on the renewal or not and the new amount of the credit limit for the following year.

Depending on the solvency of the customer, his transactional behaviour and the efficiency of the cooperation, the Bank may grant the beneficiaries of an open current account a cheque card, with which they can make payments by automatically debiting their account without appearing at the Bank.

The following features should be distinguished in the Open Joint Account contract:

- The contract may be simultaneously covered by various types of collateral such as mortgages, pledges, pledges on securities (e.g. cash, shares, cheques, promissory notes), etc.
- The amount of the open account contract may be increased or decreased by additional operations which are integral parts of the main contract. If the amount of the main contract is reduced, the collateral provided for the credit is reduced accordingly, while if the amount is increased, additional collateral must be obtained to cover it in accordance with the acceptable credit limit approved by the Bank.
- The debits and credits, once entered in the open mutual account, lose their autonomy and become simple debit or credit items. These are netted out when the account is closed and only the balance, if any, constitutes the intended receivable.
- Interest and miscellaneous bank charges charged to the account are capitalised and accrued together with the current balance, usually every quarter or half-year.
- Several Open Account Agreements signed for the same creditor may be consolidated into a single agreement. Consolidation of the contracts requires the written consent of the guarantors of the financing.
- If the Open Joint Account contract does not specify an expiry date, its duration is considered to be of indefinite duration and may be terminated at any time by notice of termination by one of the parties.
- The debits and credits of the Open Joint Account shall have no specific limitation period. Only the balance of the account shall be time-barred twenty years after it becomes due and payable from the time of termination.
- The single and indivisible open mutual account contains a single claim, that of the balance.
- Credit to an open mutual account is activated by the signing of the contract by the creditor and the guarantors, which may cover one or more accounts.

The lifetime of the open account contract is indefinite and is not fixed in advance. However, in some cases and under certain conditions, the contract is closed and the balance of the

contract becomes due and payable by the Bank, which may take legal action to enforce its collection.

1.4 Financial leasing

The institution of leasing in its modern form dates back to 1952, when the United States Leasing Corporation was founded in the U.S.A., which to this day is the largest independent leasing company in the world. A few years later, during the 1960s, the Mercantile Leasing Company was created in Europe. At international level, the leasing industry entered a 'mature' phase in 1991, and until then it had been growing at a positive rate, and in some cases even outstripped the growth rate of the AEO of some countries.

Law 1665/1986 defined for the first time in Greece the term of the leasing contract, according to which "In the leasing contract, the leasing company is obliged to grant for a rental fee the use of movable property intended for the business or profession of the contractor, while at the same time giving him the right either to purchase the property or to renew the lease for a certain period of time. The parties may stipulate that the right to purchase may be exercised before the expiry of the lease term.

Nowadays, the institution of leasing is a modern financing tool that has overcome the caution and difficulties of the early years of its introduction in the world of financing, having now evolved into one of the most widespread and valuable ways of financing.

At the beginning of its introduction several decades ago it encountered several problems, as is usually the case with anything new. Overcoming these problems, it managed to become established as an institution in the USA and then in most European countries, effectively assisting the development of businesses and the subsequent growth of the economies of these countries in general.

According to the current institutional framework, the activity of leasing in Greece can only be carried out by joint stock companies established exclusively for this purpose and supervised by the Bank of Greece. The paid-up share capital of leasing companies is in the form of registered shares and is required to be equal to the capital of a joint-stock banking company or half of it when the majority is held by one or more banks. The leasing activity is undertaken for reasons of high capital requirements, credit rating experience required and a wide network for the promotion of these products by the Greek banks, which have set up individual subsidiaries for this purpose. Any business, irrespective of its legal form and size, as well as any professional can make use of this financing instrument.

The business or professional ("Lessee") can choose the equipment or property that it believes is suitable to meet its specific needs, and the leasing company ("Lessor") in turn buys that equipment from the supplier or the property from the owner. A finance lease agreement is then signed between the lessee and the leasing company. This contract regulates the regular payments ('Rent') of the customer-tenant for a pre-agreed period of time ('Lease Period'), which varies depending on the type of leasing object and ranges from a minimum of 3 to 7 years for the equipment and 5 to 15 years for the property. At the end of the lease period, the lessee-customer can either buy back the asset (equipment-property) for a pre-agreed price or renew the contract for a fixed period of time.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme

The period of payment of rent is usually determined by month and quarter. The amount of the lease payments is a component of the value of the equipment, the duration of the lease agreement, the amount of the contractual interest rate spread which is contractually defined and the base rate which is determined by the international market and finally the purchase price of the equipment at the end of the lease agreement.

Types of Finance Lease

According to International Financial Reporting Standards (IFRS) we can distinguish between two main types of finance leases:

1. Financial leasing ("Financial Leasing"). Financial leasing enables businesses or professionals to acquire new or used mobile equipment from Greece or abroad, such as machinery of all kinds, passenger and truck vehicles, furniture, electronic equipment, etc., for a rental fee, usually on a quarterly or semi-annual basis. In a simple lease the lease has an absolutely specific duration (which is related to the type of lease and its depreciation period) and which is predetermined through the lease contract, which is not subject to cancellation before expiry. The leasing company retains ownership of the leased equipment, while the lessee has the right to use the equipment and bears all the risks and costs of using, maintaining and insuring the equipment. The lessee has the right to renew the contract at its expiry at a reduced rent or to purchase the leased equipment for a predetermined price under the lease agreement signed.
2. Operational leasing ("Operational Leasing"). An operating lease usually has a shorter term than a finance lease and does not cover the entire estimated useful life of the asset, so that the lessor will not have recovered, in both economic and operating terms, the net expenditure incurred by the lessor at the end of the operating lease term. The leasing company, on the instruction of its customer (the lessee), purchases the equipment and then leases it to the lessee through a lease agreement signed between them. At the end of the lease agreement, the equipment is not transferred to the lessee, who retains the option to acquire new equipment, but remains the property of the lessor who may lease it to another (compulsory) lessee or sell it on the secondary market. In an operating lease, the lessor retains the normal risks such as liability for technological obsolescence, maintenance, repairs, insurance premiums and the benefits of owning the asset, while the lessee retains only the use of the asset. Unlike a finance lease, in an operating lease the duration of the lease is not always known in advance. Lease periods can be extended or renewed by negotiation between the two parties each time. The lessor always reserves the right to sell his asset at the end of each individual lease period. This form of lease contains a cancellation clause, which gives the lessee the right at any time during the lease term to terminate the contract and return the equipment to the lessor. The most common operating lease items are computers, photocopiers, medical equipment and pleasure boats. In summary, it could be said that in an operating lease, the lessor does not

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



know when the lease will be signed, how long it will last, how long he will own the asset and whether he will recover the capital he has allocated.

Sale and Lease Back of Fixed Assets

The sale and leaseback of fixed assets is the latest evolution of leasing, being a specialised contract whereby the leasing company buys the asset from its customer and leases it back to him (supplier-customer match), according to the terms agreed (duration, type of lease, choice of currency, repayment schedule, etc.). This contract may cover any type of movable equipment, but also immovable assets.

The sale and leaseback of fixed assets is open to any legal person (excluding self-employed persons - natural persons and therefore sole proprietorships). Asset sale and leaseback contracts are an excellent tool for companies with a high rate of asset consolidation which could have been depreciated, high profits and a need to restructure their borrowings.

The object of such leasing could be individual offices or office complexes, shops, department stores, supermarkets, warehouses, industrial plants, car stations, hotels, petrol stations, entertainment centres, cinemas, theatres, educational establishments, medical practices, pharmacies, and in general any space that serves the professional needs of the lessee and is owned by the lessee.

The tool of sale and leaseback of fixed assets offers the company the possibility of releasing capital which it has tied up in fixed assets which it can use either as long-term working capital to take advantage of opportunities in its financial circuit or to restructure its existing borrowings or to invest in its development through research activity, new product development activities, marketing activities, etc. At the same time, the client enjoys tax deductibility for the interest part of the lease payments, while identifying the useful life of the asset with the duration of the lease contract.

Direct Leasing

In the case of direct leasing, the lessor is himself the manufacturer of the asset he will lease to the lessee.

In most cases, the lessor is a subsidiary of the asset manufacturer and its purpose is to promote the sales of its parent company through the leasing instrument.

The difference between direct leasing and other types of leasing contracts where the relationship is tripartite and involves the manufacturer of the asset, the independent leasing company (lessor) and the lessee using the asset, is that direct leasing is a bilateral contract, i.e. it involves only the lessor-manufacturer of the asset and the lessee.

Leverage Leasing

An equity lease provides that the lessor purchases the asset by paying only part of its value and the remaining amount is covered by a long-term loan. It is obvious that a participatory lease involves four parties, the supplier of the asset, the lessee, the lessor and the long-term lender (banks, insurance companies, etc.), which is why it is known as a four-party lease.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme

The creditors have no right to take action against the leasing company, who agree to be satisfied solely by the rents and, in the event of the lessee's financial insolvency, by the sale of the asset. At the same time, the lessor-borrower is not obliged to repay the loan in the event of the lessee's insolvency.

Cooperation between a Finance Lease Company and a Vendor Leasing Company (Vendor Leasing)

In the case of "Vendor Leasing", the leasing company works directly with suppliers of fixed equipment in order to promote it through leasing to its customers, in the context of a mutually developing business and with the ultimate aim of satisfying the customer's needs more fully. It is understandable that the cooperation between the leasing company and the equipment supplier, through various schemes, ultimately contributes to the growth of sales for both parties.

1.5 Factoring

Factoring is a modern financial and legal institution that is a set of financial services to meet the liquidity needs of companies selling products or provide services on short-term credit to customers with repeat purchasing behaviour. Factoring is a continuous agreement involving a seller of goods or services on credit, a financial intermediary ('factor') and the buyer of those goods or services, whereby the factor undertakes to purchase the trade receivables from the seller and make advances against them, in addition to potentially providing the following package of services:

- Management and accounting monitoring of the universal debtors' ledger
- Collection of receivables ('collection')
- Partial or total insurance against the risk of financial failure of the buyer (factoring without recourse to the supplier which will be explained below - 'non-recourse').

The process of financing the company through its receivables from its customers is carried out either by assignment of accounts receivable, in which case the company receives agreed financing from the lender, or by sale ('factoring accounts receivable'), in which case the company receives cash (in this case, according to IFRS, the receivables are fully derecognised from the assets as an asset of the company and the price of their sale is treated as an asset of the company).

In the case of financing the company by pledging its trade receivables, the loan received is a certain percentage of the value of the receivables (invoices - securities) transferred (usually 70% - 95%), which is decided by the lender based on the creditworthiness of the borrowing company and the assessment of the quality of the receivables accounts transferred to it.

In the event that any of the transferred accounts receivable held by the lender are not repaid by the borrower's customers, the former has the right to request the latter either to repay them immediately or to replace them with other accounts receivable.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme

In the case of financing the company through the trade receivables agency tool, the responsibility for collecting trade receivables (invoices, cheques, bills of exchange, credit card receivables, etc.) is assigned to the supplier, in this case the trade receivables agency with which the company has a contract.

The business receivables agency company retains a contractual obligation to assess the creditworthiness of debtors, to adequately protect itself against credit risk, to provide guarantees, to monitor accounting management and short-term financing through the discounting of assigned receivables.

Due to the nature of specific products or the way they are traded or the way they are transacted, it is not possible for any product to be eligible for trade receivables agency. For this reason, trade receivables brokers usually avoid brokering goods that are handled in bulk, are perishable such as fresh produce, have a high rate of churn, have unspecified rates of post-discount (credit invoices) that are difficult to control and may impair the value of the assigned receivables to be collected. On the other hand, trade receivables agency companies usually seek to collect third-party receivables on industrial products, consumer durables, ready-to-wear clothing, footwear, furniture, etc.

The process of trade receivables agency with its developmental characteristics, contributes to the strengthening of SMEs and manufacturing enterprises as it allows for a more rational management, the orderly financing according to their trading cycle, the securing of the supplier's receivables and the strengthening of the company's position in the market. It is a tripartite partnership between a supplier, its customers and a trade receivables agency company, which manages, accounts for and collects the advances issued by the supplier on the value of the receivables. With the full implementation of the trade receivables agency tool, the degree of liquidity of the company is significantly improved, making the company even more competitive and enabling it to exploit the commercial opportunities presented to it more effectively.

Operation of a Business Claims Agency

The supplier of the product or service is a client of the trade receivables agency company and assigns to it the management of its receivables from its end customer, with an agreed fee rate and financing rate.

When a commercial transaction is completed and an invoice is issued, the supplier sends a copy of that invoice to the trade receivables agency and informs the trade receivables agency of the agreed method of payment for that receivable, (e.g. a 2-month open credit or a 4-month post-dated cheque).

The supplier shall also inform the debtor customer of the assignment of the receivable to the trade receivables agency. The trade receivables agency shall advance directly (in cash) to the

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



supplier in accordance with the financing rate of the invoice value approved under its credit policy and shall manage the collection of the total trade receivable.

After the completion of the credit period of the business receivable and its collection by the business receivables agency company, the specific transaction is settled, i.e. the customer (supplier) is credited with the total value of the invoice received, keeping the fee for the services rendered and the interest for the amount and period of financing.

Throughout the duration of the cooperation, the business receivables agency company monitors market developments and informs its client immediately about the creditworthiness of the debtor and any prospective client/debtor that he wishes to cooperate with.

1.6 Forfaiting

The philosophy of forfaiting is based on the transfer of business and political risk from the importer to the forfaiter. The presence of the forfaiter lies in the fact that it acts as an independent, autonomous, financial institution that buys securities on its own account and is designed to make a profit, from the interest, so that it does not simply hedge or cover risks. The forfaiting market has atypically set the minimum amount of each transaction at USD 100 thous. The use of forfaiting services, like trade receivables agency, is used by exporters in the context of financing, through the immediate liquidation of their customers' debts and the simultaneous coverage of the credit risk they run.

The receivables sold are usually accompanied by enforceable and freely tradable securities recognised by international commercial compliance rules (UCP - 500, UCP - 600). Examples of such instruments are promissory notes, bills of exchange, drafts with Bank Aval / Corporate Guarantee, while there are often cases where instead of securities a transaction is guaranteed by a banking institution through the issuance of Letters of Credit or Letters of Guarantee (Standby Letters of Credit). In many cases the forfaiter does not finance all available securities but only those with a fixed interest rate.

In addition, the forfaiter usually requires a guarantee from a bank of its choice or a public body in order to accept the discounting of the debt without the right to reassign it. A guarantor is not required only in the case where the debtor is a state agency.

Under the prepayment procedure the exporter loses the right of collection from the importer and the forfaiter loses the right of re-assignment in case of non-payment of the debt by the importer.

Forfaiting, as can be deduced from the above, retains important advantages that can be summarised as follows:

- The financing of the forfaiter is provided without recourse to the exporter. Forfaiting is not merely an assignment of an order to collect the receivable, but an assignment without the right of recourse to the assignor in the event of non-repayment.
- The exporter upon agreed delivery of the goods or services receives the cash consideration of the transaction. This helps to increase the liquidity of the exporter's

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



business, reduces bank borrowing and frees up financial resources to direct to other investments or commercial activities.

- The exporter does not spend any time in collecting the debt after assigning it to the forfaiter, thus reducing the bureaucracy of the company and thus its operating costs.
- It is the forfaiter who bears the risks arising from any currency shocks and from political uncertainties or bankruptcies of the guarantor.
- The process of financing through forfeiting versus traditional bank financing is relatively quick.
- Both the interest rate, which is the main cost of financing for the exporter, as well as the cost of the contract and the conversion of the foreign currency (if such a contract is brokered) into the exporter's own currency, are kept constant.
- Each commercial transaction of the exporter is subject to separate negotiation through forfaiting. In this way, the exporter is not bound for all its transactions.
- The entire receivable is prepaid in cash.

2 Other Non-Banking SME Financing Instruments

In this chapter we will analyse financing tools for SMEs beyond the main financing channel which is the Banking Sector. These instruments are not widely known and in some cases admittedly not easily accessible. This fact demonstrates the competitive advantage that their use gives to SMEs that achieve it by broadening their growth prospects.

2.1 Venture Capitals

Venture capital funds are a modern alternative form of financing that has relatively recently been launched in Greece (early 1990s). These funds are venture capital investments which, under certain conditions and terms, can be offered to companies with a growth story. These funds are essentially private companies that are managed by private investors, and their origin can be either from banks, insurance funds or assets of foundations, or from the private equity of the public sector. There are currently around 20 companies active in the field of venture capital funds in Greece.

Private equity funds management companies buy part of the share capital of the companies they finance - invest in, participate in their business decisions, adding professionalism and expertise to their management, taking high risks and expecting correspondingly high returns on their capital investment. The expected returns on these funds are obviously proportional to the risks they take. This type of financing is available both to start-ups and to mature companies that have growth and profitability prospects.

Businesses are financed by Venture Capital companies against the acquisition of a percentage of their share capital, which varies depending on the scope of the financing and the size of the financed business. In practice, this translates into usually minority participation rates ranging from 20% - 40%, while the duration of their placement is 3 to 7 years, demonstrating its long-term nature.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



The expectation of recording a capital gain from the sale of the participation of the Capital Business Holdings company is the driving force behind their placement and the exercise of their activity within the financed enterprise. For the optimal performance of return expectations against the assumed risk of placing its funds in each participating company, it is very important that the time that the Venture Capital company decides to invest in that company to properly match it with the maturity of its return expectations of capital it finances to extract surplus value. In the event that these forecasts are not verified and the financing venture fails, the Capital Ventures company may even be led to a partial or total loss of the specific funds. Therefore, for reasons of managing the specific risks of their investments, Venture Capital companies try to achieve the most efficient possible dispersion of their financing portfolio.

The difference found between Venture Capital Funds and the usual ways of financing businesses beyond their obvious participation directly in the equity capital of these businesses is their acceptance of financing under conditions of greater risk as well as their active commitment to providing direct services for the management and development of the financed company throughout its financing period.

There are specific types of Venture Capital which can be distinguished in the following categories:

- In Seed Capital, which finance the research stage and the development of the business idea before its market implementation.
- In Initial Capital ("Start Up Capital") which are used for the initial penetration and positioning of the business in the market it is targeting.
- In Development Funds ("Development Financing") which are used to finance the development or modernization of the company's production process.
- In Bridge Financing ("Bridge Financing"), essentially being a preparatory stage for the entry of a company into a certain market of the Stock Exchange.
- In Turnaround Capital, which are investment funds in the perspective of converting a company with loss-making results into a profitable one. In this case, usually the involvement of the Venture Capital company in the management of the business is particularly high in order to have direct supervision of business plan and its resolution in order to effectively manage the risk assumed.
- In Take-over Capital ("Take-over Capital") which are funds for the acquisition of another company with the purpose of extracting goodwill from the now common business group.

Venture Capital maintain comparative advantages in relation to other forms of financing. Some of them are listed below:

- They create a strong capital base for the future development of the business through their medium- to long-term nature.
- They become partners in the business as they share both the risks and rewards.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme

- The experience they have from their other investments in similar companies enables them to provide the company they are financing with reliable advice on matters of strategy, organization and financial management.
- They maintain extensive networks of contacts ("Networking") in different branches of activity, a fact particularly useful for a company in matters of attracting collaborations with clients, acquiring executives, as well as generally looking for strategic alliances and investors.
- Their participation in a business gives it prestige further facilitating its accessibility to traditional forms of financing such as bank lending.
- Their experience in matters of acquisitions and mergers and introduction of companies to the Stock Exchange is a guarantee of success of such strategies.
- The most important advantage of Venture Capital is the fact that the company does not need to provide guarantees to receive the agreed financing. According to this fact, even in the event of failure of its activity, the company is not obliged to return the financing money to the Capital Business Holdings company, certainly on the condition that all the terms of the agreement between them have been met.

2.2 Business Angels

Business angels could play a very important role in the financing of Small and Medium Enterprises, especially from the first stages of their activity. They are also able to provide coaching and consulting services thus effectively contributing to the management and development of the businesses they finance.

Wealthy private investors (either individual or family portfolios – “individual or family portfolios”) are primarily business angels or informal investors as they can, if they wish, invest the excess liquidity of their funds, financing businesses with the ultimate goal of extracting surplus value in the medium to long term from the sale of their participation. In most cases these individuals have developed other successful business activities of their own having gained significant experience and management skills from managing their own companies. These experiences and skills can be channeled to the companies they finance and in this way the latter can derive additional benefits from receiving know-how and management experience from their business angel.

Business angels develop networks among themselves that can provide matching services to the businesses they finance by putting them in contact with other potential investors - financiers. For these services, the possibilities of the investment itself are not evaluated, only the interest of the business to sign a relevant agreement is investigated, for which a relevant registration fee is charged.

The operation of Venture Capital is similar to that of business angels with the difference that the latter can operate as individual natural persons (with reduced regulatory monitoring) while Venture Funds can only operate through companies. Also the difference of business angels from financial institutions lies in "informality" of the former's activity ("Shadow Banking"). The implementation of a financing-investment is not subject to all the criteria and limitations that a financial organization may set, but is largely based on the perception and relationship of the business angel with the company it finances.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme

According to the European Business Angels Network ("European Business Angels Network") the advantages enjoyed by a company from its cooperation with a business angel can be summarized as follows:

- The management experience of business angels can provide significant know-how to the management of the financed business, contributing to the efficiency of its operations.
- A stable framework for long-term financing of the business is created with low risk for it to have fluctuations in its amount and sudden demands for return of funds.
- In contrast to official financial organizations (Banks etc.) business angels can take into account non-financial rewards such as the moral satisfaction of providing support to innovative, dynamic or even start-up businesses. For this reason they often prove to be particularly reliable supporters in the financing of new businesses.

According to the same study, the institution of business angels also presents disadvantages that can be summarized as follows:

- Problems that may arise from the breakdown of the personal ties that the business angel may have with the company it finances.
- The time period in which business angels can request financial rewards (in some cases even a salary on a regular basis) is at their discretion.
- There should be a clear separation of responsibilities at the start of the partnership so that problems do not arise later regarding the financial benefits of the business angel or its involvement in the administrative activity of the business it finances.
- The majority of business angels seek to participate both in the board of directors of the company they are financing and in the direct making of business decisions.

In Greece, the financing tool of business angels is neither institutionalized in any way, nor particularly widespread, while it is usually limited to financing from relatives. In recent years, some individual efforts have been made to develop the institution with the establishment of networks of business angels, while the expansion of the institution is expected with initiatives that will be taken both at the institutional level and at the market level (mainly in the context search for profitable investments by private investors due to reduced returns on deposit products and the risk of the shallow domestic Stock Market).

2.3 Business Incubators

This specific institution is expressed through standardized spaces that are created to provide a favorable environment, offering shared infrastructure and special services for a specific period of time (usually 3 – 5 years) facilitating the start-up and development of new innovative businesses. These Businesses then become autonomous by moving to their own premises and giving the opportunity to other startups to take their place in the incubator, enjoying the same advantages.

Business incubators are an institution aimed mainly at start-ups offering young entrepreneurs much more than venture capital funding, offering housing and office space support, business networking and business advice. In line with venture capital providers, business incubators

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme

conduct due diligence on the companies they invest in. Despite all this, their investment selection criteria are not distinguished by the same rigor and also vary from incubator to incubator depending on their for-profit or non-profit nature and the origin of their available resources (public, private funds or even co-financed programs of public and private sector).

The main objective of the incubators is to promote innovations whose ultimate goal is their business application through newly established businesses ("Start-ups") and their subsequent support to them. Start-ups – which by definition will retain their small- and medium-sized character at least in the vast majority during their first years of operation – face several problems during their establishment and early operation that they try to address through their inclusion in incubators. These problems can be summarized as follows:

- In the initial investment cost which is usually high
- The lack of access to funding sources
- Insufficient information about the target market ("marketing research")
- Insufficient experience in administrative, financial and administrative matters.
- In the insufficient possibility of partial or total saving of the surplus value that will potentially result from the business application of the innovation.
- In the insufficient ability to form and maintain any competitive advantages potentially arising from the business application
- In the inability to effectively assess business risk.
- The difficulty of its accessibility to new technologies and engineering applications.

We refer 6 major business development incubators In Greece, as follows:

1. Egg Program (Enter-Grow-Go):
2. Aephoria Program
3. IQbility Incubator:
4. Innovation Farm
5. COSMOTE StartUp
6. Metavallon

The operation of the above is a positive element for the introduction of innovation and creativity in Greek SMEs. The degree of backwardness of our country as demonstrated by data from the CERN Business Incubator Center which state that according to the number of small and medium enterprises in Greece and the corresponding European averages, at least 40-50 additional incubators should be operating in Greece.

2.4 Technology Parks

In Greece, technology parks are the most widespread form of incubator (in addition to the ones mentioned above). They are created by various bodies (professional associations, local government units, educational institutions) with the aim of serving the creation of new businesses by limiting their participation in the provision of facilities and optionally in the paid provision of support services. From the organized operation of technology parks (e.g. BIPE, VIPA, BIOPA) the improvement of the competitive position of businesses is achieved, utilizing

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



the advantages deriving from their installation and operation in appropriately organized and equipped infrastructure areas, in specifically selected for for this purpose regions of the country.

The advantages created by the operation of the technology parks do not only concern the companies but also the wider area where they are established. The resulting benefits for businesses can be summarized as follows:

- Economies of scale are created from the more efficient use of shared infrastructure, services and support functions.
- The elimination of problems arising from land use issues (Parks are zoned and licensed in advance for the purposes of business exploitation, dramatically reducing the licensing bureaucracy to which the business will have to resort individually).
- The possibility of subsidizing infrastructure under specific conditions.
- The investment incentives that can be ensured by the operation of the Development Law and the NSRF Community Funds.
- The potential synergies that could be achieved through partnerships and networking ("clustering").

Today already in the Region of Attica technology parks have been put into operation in Lavrio, Schistos, Gazi, Ano Liosia etc. In practice, the business development infrastructures through technology-industrial parks that have been created are not fully used productively to the extent they should be. Only part of the Industrial Parks (BIOPA) that have been institutionalized in the Prefecture of Attica have completed the necessary preparatory infrastructure and at the same time the necessary urban planning arrangements have been made to start their operation. In addition, in previous years, with the excessive increase in real estate prices, which significantly increased the cost of founding, setting up and even relocating businesses, they acted as a disincentive for businesses, especially those of small and medium size.

2.5 Programs to Support Small and Medium Enterprises through National and European Resources

Due to the great importance of Small and Medium Enterprises in the development of National Economies and Societies but also collectively of Europe, the European Union from very early on put their strengthening at the core of its development policies. Already from the beginning of the 1980s with the Mediterranean Integrated Programs but also more targeted from the beginning of the 1990s with the First Community Support Framework which involved total resources for our country of the order of 7.2 billion. euro.

European resources usually operate in combination with national resources, recommending integrated actions aimed at the development of Small and Medium Enterprises and through this at creating surplus value for the National and European Economy and at increasing the social dividend of these enterprises (combating unemployment in particular to young people and vulnerable population groups, better-paid jobs for scientists who produce innovation, etc.).

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



At the given time, due to the recent continuous government changes, there are, with very few exceptions, actions to strengthen entrepreneurship in operation. However, given the availability of European Funds, the announcement of important actions that will strengthen the efforts of Small and Medium Enterprises to develop and improve their efficiency is expected in the near future. In this context, actions that have worked until recently will be briefly mentioned as they will probably be the guide for those that will follow from now on:

- The Community Support Framework ensures mainly development resources which must be formalized in specific actions to strengthen entrepreneurship, distributed even according to geographical characteristics (Regional Operational Programs) in order to avoid exclusions and distortions. Indicative actions completed in previous years concerned the strengthening of Small and Medium Enterprises in areas of urban development (manufacturing, tourism trade and services) and the strengthening of businesses in the Information Society sector.
- Business Programs to strengthen young entrepreneurship through the "Competitiveness" program and implementation of EOMMEX. Particular emphasis was placed on the development of modern business ideas with the aim of creating modern, dynamic and competitive businesses, with prospects for their development in the internationalized market.
- Business Programs to strengthen women's entrepreneurship aimed at development, support and promotion of entrepreneurship for women in the context of their equal inclusion in the overall productive effort of the economy. This aid was implemented through financial aid for the creation and support of new sustainable small and medium enterprises in the manufacturing and service sectors with a particular emphasis on the development of the region and the local economy. Special mention should be made of the Leader + program which contributed to the development of female entrepreneurship in the less favored areas of the Greek countryside.
- The National Strategic Reference Framework which, through its actions for digital convergence, the development of manufacturing and the tourism product, was the main pillar of support for small and medium-sized enterprises in previous years. The important element of the specific program that determined its success was that its management was entrusted to the Banks, which had both the network and the specialized staff, as well as the direct contact with the business world in order to properly inform these businesses throughout the territory for the advantages of their inclusion in the aid program.
- The Development Law constitutes the official institutional framework for the implementation of the Greek State's development policy with the aim of stimulating business efforts in our country. The Development Law provides, under specific conditions, aid to private sector investment projects with the aim of creating conditions for sustainable and balanced development in the country, increasing employment, improving competitiveness, promoting innovation and technological optimization, protecting the environment and achieving regional convergence. It concerns the development of both new ones and the modernization and

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



improvement of the efficiency of existing enterprises. Recently, the introduction of the new Development Law for the support of businesses has been under consultation.

- New financial Mechanisms, which are in operation and available from the Banking Institutions in Greece according to their credit criteria and the individual criteria of their concessionaires. Typical examples of this are the JEREMIE initiative (Joint European Resources for Micro to Medium Enterprises), the JESSICA program (Joint European Support for Sustainable Investment in City Areas"), investment or working capital financing programs from the European Investment Bank ("European Investment Bank"), investment or working capital financing programs from the Hellenic Investment Fund ("Institute for Growth") which has arisen from co-financed National resources and resources of the German State Development Bank.

In the appendix we will refer to the financial aids and services exports actions of businesses in Greece with other Non-Banking SME Financing Instruments. These Information were gathered in the content of tasks of Group Financial Reinforcements of export and the Interministerial Committee of exports (Decisions of the Prime Minister Y132 9-3-2016, Y149 2016, Y221/2016)

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



Appendix 1. Financial aids and services exports actions of businesses in Greece with other Non-Banking SME Financing Instruments.

PANEL 1: Actions Promotion Agricultural Products in internal Buy and in markets Third countries

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





Program title the form financing	Information points	Dispositi on period, chronicle s limitations	Purpose of funder	Characteristics financing	Eligible businesses	Eligible products
----------------------------------	--------------------	--	-------------------	---------------------------	---------------------	-------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>- promotion of Farmers Products in the interior market and in Third Country markets.</p> <p>- The programs are distinguished into simple which are submitted from one EU member state and multiprograms that submitted by two or more member states of the EU</p>	<p>Ministry of Rural Development and Food</p> <p>www.minagric.gr</p>	<p>1. Submission of applications <u>a time the time directly to EU.</u> (H Consumers, Health Committee , of Agriculture, and Food CHAFAA is responsible for the evaluation and approval of the programs)</p> <p>2. Maximum program duration: 3 financial years.</p>	<p>- Strengthening the competitiveness of agriculture sector her union,</p> <p>- Increase her consumer awareness of the advantages of agricultural products and production methods of the Union</p> <p>- Raising awareness and of recognition as to the systems quality of the Union.</p> <p>- Increase competitiveness and consumption of Union agricultural products,</p> <p>- Improving their visibility such a within as much as and outside the Union</p> <p>- THE increase of share purchase of said products, with particular emphasis in those third country markets that have the greatest potential for growth.</p>	<p>THE budget is announced annually by CHAFAA broken down by groups of target areas and products.</p> <p>With the new institutional framework, effective from 01-12-2015, (Regulation (EU) 1144/2014), the available funds of the EU increase. from 61 million euro the 2013 in 200 million euros in 2019.</p> <ol style="list-style-type: none"> For the 2016 were made available 16,800,000 € for the multiprograms and €121,300,000 for the simple programs For the 2017 were made available 43,000,000 € for the multiprograms and 90,000,000 € for the simple programs For the 2018 were made available 79,000,000 € for the multiprograms and €100,000,000 for the simple programs <u>For the 2019, with her invitation of April 2019, will be available €90,000,000 for the multiprograms and 100,000,000 € for the simple programs</u> Financial shape: <ol style="list-style-type: none"> Simply programs in the internal market Community attendance: 70% She herself Participation: 30% Simply programs in third countries and multi-programmes Community participation: 80% Own participation: 20% <p>- In case serious disturbance of it purchase, loss consumer confidence or for proposing organizations established in Member States and receiving on or after 1 January 2014</p> 	<p>- Professional or interprofessional organizations established in a Member State and representative of the relevant sector or sectors in the in due to state member,</p> <p>- Professional or interprofessional Organisations representing the relevant sector or sectors at Union level;</p> <p>- Producer organizations or associations organizations producers, as referred to in articles 152 and 156 of Regulation (EU) no. 1308/2013 and are recognized from a Member State;</p> <p>d) the agencies of the agri-food sector that aim to inform about with the agricultural products and the promotion of the latter.</p>	<p>- The products included in the annex I her Treaty of the TFEU, excluding tobacco;</p> <p>- Beer, chocolate and derivatives products, bakery products, confectionery, sugary preparations and biscuit products, beverages based on plant extracts, pasta, salt, natural gums and resins, mustard paste, dessert corn, cotton.</p> <p>Alcoholic beverages with a protected geographical indication under Regulation (EC) No. 110/2008 of the European Parliament and the Council.</p>
--	--	---	---	---	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





				financial assistance in accordance with Articles 136 and 143 SLEE the funding increases by 5%.		
--	--	--	--	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





Program title or format financing _	Information points her	Dispositi on period, timelines limitations	Purpose financing	Financing features	Eligible businesses ¹	Minimum – maximum amount financing ² _	Beneficiaries from the program until Period 2012-2016	Information and Detailed description
-------------------------------------	------------------------	--	-------------------	--------------------	----------------------------------	---	---	--------------------------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>Promotion of Wines in markets of Third Countries</p>	<p>Ministry of Rural Development and Food www.minagric.gr</p>	<p>1. Current programming Period: 2014-2018</p> <p>2. Filing applications for membership: until May 25 each year in the Department of Wine and Spirits of the Ministry of AAT</p> <p>3. Maximum Duration of the program : 3 financial years</p> <p>THE season 2017-2018 resulted the last one phase of the 2nd programming period of the wine promotion program in third countries and is completed the physical object of the files delivered .</p>	<p>1. Increasing the recognition of Greek wine</p> <p>2. Improvement image of Greek wine to professionals and consumers</p> <p>3. Repositioning of Greek wines in traditional markets</p> <p>4. search new markets</p> <p>5. Interface with important distribution networks</p> <p>6. Increase in Exports of quality products (PDO (Protected Designation of Origin) PGI wines (We protect her Geographical Indication)</p> <p>Diverse wines)</p>	<p>1. For the first programming period (four years 2010-2013), o budget of the measure amounted to 36.3 million EUROS.</p> <p>2. For the current program period 2014-2018: 16 million Euros by year</p> <p>3. Funding scheme: Community participation: 50% National Participation: 30% She herself Participation: 20%</p> <p>For the 3rd Programming Period, 2019-2023, the measures will be implemented "Update of States Members" and the "Promotion of wines in third countries" (Reg. (EU) 2016/1149, Even (EU) 2016/1150 of the European Commission and the National Wine Support Program sector for the period 2019-2023. The programs are to be announced.</p>	<p>Beneficiaries of support measure are businesses (private, cooperative), as well as professional organizations, producer organizations, interprofessional organizations or public organizations. In any case, a public organization cannot become unique beneficiary of the support measure.</p> <p>They are preferred, among above, micro, small and medium-sized enterprises, within the meaning of Commission Recommendation 2003/361/EC and collective trade names.</p> <p>The minimum amount of production of a company in order to be approved as a beneficiary is 300 (HL) hectoliters produced of wine per year</p>	<p>Minimum amount of funding : €40,000 Maximum: none , but it depends from the total amount of the budget of the proposals submitted per year .</p>	<p>1. Interprofessional and Cooperative organizations: 6</p> <p>2. Enterprise Greece</p> <p>3. Chambers in cooperation with organizations of bodies: 4</p> <p>4. Unions legal entities (in the form of organizations of bodies): 14</p> <p>5. Individually wineries: 40</p> <p>Absorption average: above 75% of eligible expenses</p> <p>Results (according to ELSTAT data) for the main ones target countries (USA, Russia, Canada, China):</p> <p>1. increase /litre: 22.33 %.</p> <p>2. Increase her value of exports: 75.38%.</p> <p>3. Increase of export volume : 43.50%.</p>	<p>Target groups:</p> <p>a) Distributors.</p> <p>b) Consumers, except of young people and of adolescents referred to in Council Recommendation 2001/458/EC.</p> <p>c) Shapers her common of opinion: journalists specializing in gastronomy.</p> <p>d) Schools hoteliers services and power supply.</p> <p>Eligible expenses:</p> <p>a) Registrations in the general and specialized press.</p> <p>b) Internet advertising and other audio-visual means of communication (television, radio) – Create a website.</p> <p>c) Production form material (brochures, forms, maps).</p> <p>d) Demonstrations at points sale, tastings, Roadshows</p> <p>e) Participation in trade and other exhibitions, group exhibition stands that present products from various member states.</p> <p>f) Public relations (including visits of prospective buyers to the country us order to take a tour in the Greek vineyards and get to know the production process of the wines to be promoted</p> <p>g) studies new markets</p> <p>h) studies to evaluate the results of meters promotion and information</p>
--	--	--	---	---	---	---	---	--



The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





PANEL 2: SCHEDULE period NSRF 2014-2020 (EPANEK)

Title program & Form financing	Information Points	Purpose, Budget & Characteristics her action	Eligible Businesses	Eligible Expenses
--------------------------------------	--------------------	---	---------------------	-------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>Small and large competitiveness toolbox small ones business"</p> <p>The Action co-financed by the European Cash desk Regional Development Fund (ERDF) of the European Union and from nationals resources. (Subsidy)</p>	<p>Operational program "Competitiveness, Entrepreneurship and Innovation (EPANEK) http://www.antonistikotita.gr/epanek/index.asp</p> <p>Office EYD EPANEK information: Ave. Mediterranean 56, Athens.</p> <p>Phone: 801 11 36 300 (8.00 a.m - 7.00 pm)</p> <p>Email: infoepan@mou.gr</p> <p>.gr Websites: www.antonistikotita.gr www.espa.gr</p> <p>Points Information EFEPAE & Partners: www.efepae.gr</p>	<p>The purpose of the action is to support small and very small businesses for to upgrade and to improve their competitive position in the internal and external market, investing in their modernization to strengthen their competitiveness.</p> <p>The amount of the action amounts to € 400 million Public Expenditure. The aid of this action will be allocated to frame of Regulation (EU) no. 1407/2013 (de minimis regime).</p> <p>THE action was announced her 19.12.2018 and will remain open for submission of applications until the available budget is exhausted and at the latest until the completion of 18 months from her initial Publication her.</p> <p>The electronic submission will start on 6.2.2019 and the funding applications will be evaluated in order of priority according to the date electronics submission of the investment plan.</p> <p>They are subsidized investment designs from € 20 thousand - € 200 thousand. The aid rate is linked to the export performance of the company and the expenditure category and ranges from 50 - 65 %.</p> <p>The investment implementation period designs not it can to exceed the 24 months.</p> <p>Each VAT number it can to submit only one only Application financing in a single Region.</p>	<p>Beneficiaries businesses:</p> <ol style="list-style-type: none"> 1. Small and very small businesses that are active legally in Greek Territory in the fields of: <ul style="list-style-type: none"> • Agri-food / Industry Food • Cultural and Creative Industries • Materials / Constructions • Supply chain Chain • Energy • Environment • ICT • Health / Medicines 2. They have close at least 3 uses 3. They have 1 at least eligible CAD and do not have KAD 01, 02, 03. 4. They have 2 at least EME salaried work in the year preceding the submission of the investment plan 5. They do not fit into an already organized uniform network distribution products or provision of services 6. Operate exclusively as SA, Ltd., OE or EE, I.K.E, Individual Enterprise, Social Cooperative Business of N. 4430/2016 as applicable, Cooperative and to keep monographic or bigraphic books of Law 4308/2014, as applicable. 7. Not they face difficulties, in the sense of the Union rules on the state aids, according with the article 3 par. 3 case d of Regulation 1301/2013 8. Not are located sub bankruptcy, liquidation or receivership. 9. Not state recovery is pending against them reinforcement afterward from her decision European Commission with her which an aid is declared unlawful and incompatible with the internal market. 	<p>Eligible expenses as prescribed in invitation her action and the intended spending limits:</p> <ol style="list-style-type: none"> 1. Machinery- Equipment (up to 100% p/y) <ul style="list-style-type: none"> • Productive & Mechanical Equipment • Laboratory Equipment for Quality Control • Equipment to improve Energy Efficiency - Protection of Environment. Other Equipment • Equipment ICT & Specialised Software except exceptions 2. Certification of Products - Services - Processes according to national, harmonized and optional standards European ones countries the /and countries outside the EU & Intellectual Property Registration – Patents – Transfer of know-how (up to 100% p/y) 3. Packing – Tag – Branding (up to 25% p/y) 4. Digital Projection (up to €15,000) 5. Consulting Services – Technical Studies (up to €16,000) Purely professional Transport (up to 50%). Furthermore is eligible the conversion of a diesel/gasoline vehicle engine to a dual fuel oil – natural gas (CNG) engine for commercial and mixed-use vehicles. 6. Payroll cost of young people employees (new staff) up to 20% and up to €30,000 €15,000 per EME and up to two (2) EMEs. <p>As date start expenditure eligibility is defined the date of publication of the invitation</p>
--	---	---	--	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





Title program & Form financing	Information Points	Purpose, Budget & Characteristics her action	Eligible Businesses	Eligible Expenses
-----------------------------------	--------------------	---	---------------------	-------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>"Toolbox Entrepreneurship: Trade – Focus – Education"</p> <p>The Action co-financed by the European Cash desk Regional Development Fund (ERDF) of the European Union and from nationals resources. (Subsidy)</p>	<p>Operational program "Competitiveness, Entrepreneurship and Innovation (EPANEK)</p> <p>http://www.antonistikotita.gr/epanek/index.asp</p> <p>Office EYD EPANEK information: Ave. Mediterranean 56, Athens.</p> <p>Phone: 801 11 36 300 (8.00 a.m - 7.00 pm)</p> <p>Email: infoepan@mou.gr</p> <p>.gr Websites: www.antonistikotita.gr www.espa.gr</p> <p>Points Information EFEPAE & Partners: www.efepae.gr</p>	<p>The action aims to strengthen existing small and very small businesses where are active:</p> <ul style="list-style-type: none"> • in the retail trade • in provision services focus • in provision services private education-social care <p>order to upgrade the operational level organization and their operation .</p> <p>THE p/y her action rises in € 60 million Public Expenditure -from 20 million in trade, her focus and her education. The aid of this action will be allocated within the framework of Regulation (EU) no. 1407/2013 (de minimis regime).</p> <p>THE action was announced her 19.12.2018. The action was announced on 19.12.2018 and will remain open for submission of applications until 19.4.2019.</p> <p>The online submission will start on 6.2.2019 and the evaluation is comparative.</p> <p>Investment projects are subsidized by € 10 thousand - € 150 thousand</p> <p>Rate grant 50% of the eligible student.</p> <p>THE period implementation of of investment projects cannot be exceeded the 24 months.</p> <p>Each VAT number it can to submit only a funding application in a single Region.</p>	<p>Beneficiaries businesses:</p> <ol style="list-style-type: none"> 1. Small ones and very small ones businesses who operate legally in the Greek Territory: <ul style="list-style-type: none"> • in the retail trade • in provision services focus <ul style="list-style-type: none"> • in provision services private education-social care 2. They have close at least 3 uses 3. They have one at least eligible CAD as active Lady the secondary activity in all 3 uses 4. They have the year before electronics submission, according to minimum: <ul style="list-style-type: none"> • 1 EME for him industry of retail , • 2 EME for him industry her focus and • 5 EME for the education-social sector care. 5. They do not fit into an already organized uniform network distribution products or provision of services 6. Operate exclusively as SA, Ltd., OE or EE, I.K.E, Sole Proprietorship, KOINSEP of Law 4430/2016 as applicable, Cooperative and to observe aplographic the duplicates books of Law 4308/2014, as applicable. 7. Not face difficulties, against the meaning of the EU rules on state aid, in accordance with article 3 par. 3 letter d of Regulation 1301/2013 8. They are not under bankruptcy, liquidation the forced management. 9. Not state recovery is pending against them reinforcement afterward from EU decision declaring an aid illegal and incompatible with the internal market. 	<p>Eligible expenses:</p> <ol style="list-style-type: none"> 1. Buildings, Facilities and Surrounding area. Interventions for: <ul style="list-style-type: none"> • savings energy (up to 100% of p/y) • upgrade her hygiene and security (up to 100% of the p/u) • facility accessibility Disabled (up to 100% of tuition) • Other Equipment for him operational modernization her business (up to 30%) 2. Machinery-Equipment (up to 100% of the above) for: <ul style="list-style-type: none"> • savings energy • upgrade her hygiene and security in the premises of the company • Supply and installation ICT equipment 3. Transportation inside <ul style="list-style-type: none"> • up to €25,000 and up to 30% of the investment design for retail-catering businesses • up to 100% for businesses education-social care • Diesel/petrol engine conversion of a vehicle with a dual fuel oil/gasoline – natural gas (CNG) engine up to €12,000. 4. Digital Projection until 8,000 € 5. Certification of a) services and/or b) management systems according to national, harmonized as and other European and international standards up to 14,000 € (2 standards x 7,000 €) 6. Salary cost of new employees (new staff) up to 40% and up to 30,000 € €15,000 per EME and until two (2) EME. 7. Issuance of Energy Performance Certificate (PEA) and elaboration technical studies combined with costs of
---	--	---	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





categories 1 the /and 2 until €8,000

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





			<p>8. Training personnel in issues First Aid - CPR ("80 € per employee and up to 5 employees)</p> <p>9. Pension and monitoring investment plan up to €4,000</p> <p>As the start date of expenditure eligibility defined the date publication of the invitation</p>
--	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





Program title & Form financing	Information Points	Purpose, Budget & Features of the action	Eligible Businesses	Eligible Expenses
-----------------------------------	--------------------	--	---------------------	-------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>"We do business OUTSIDE"</p> <p>The Action co-financed by the European Fund of Regional Development (ERDF) of the European Union and from national resources .</p> <p>(Subsidy)</p>	<p>Operational program "Competitiveness, Entrepreneurship and Innovation (EPANEK)</p> <p>http://www.antonistikotita.gr/epanek/index.asp</p> <p>Office EYD EPANEK information: Ave. Mediterranean 56, Athens.</p> <p>Phone: 801 11 36 300 (8.00 a.m - 7.00 pm)</p> <p>Email: infoepan@mou.gr</p> <p>.gr Websites: www.antonistikotita.gr www.espa.gr</p> <p>Points Information EFEPAE & Partners: www.efepae.gr</p>	<p>Purpose her Action is the support of small, very small and medium-sized export processing companies operating within the Greek territory to strengthen the international presence of their produced products, through the participation them at trade shows <u>that are organized outside of Greek territory in the EU and in third countries</u> .</p> <p>THE participation of businesses at action aims to:</p> <ul style="list-style-type: none"> her projection of products their in international markets, her increase of possibilities of entering into business partnerships, her increase of sales and her enhancement of business profile them internationally. <p>The p/y of the action amounts to €50,000,000.00 Public Expenditure.</p> <p>The Action is governed by the General Exemption Regulation and the enhancement not subject to de minimis accumulation.</p> <p>THE action was announced her 20.11.2017 and will remain open for submission of applications until the available budget is exhausted and no later than 18 months after its initial publication</p> <p>Online submission started on 18.1.2018 and the applications funding are evaluated in order of priority according with her date electronic submission of the investment plan.</p> <p>Exists the ability submission and of a third funding application, in case of rejection of the</p>	<p>Beneficiaries businesses:</p> <ol style="list-style-type: none"> Small, micro and medium enterprises where are legally active in the Greek Territory and are already developing export activity in the following sectors: <ul style="list-style-type: none"> Agri-food / Industry Food Cultural and Creative Industries Materials / Constructions Supply chain Chain Energy Environment ICT Health / Medicines They have closed at least one management use twelve month duration They have eligible Activity Code Numbers (ACNs) related to products they want to promote via commercial reports They produce / process already the products they want to promote through their participation in trade fairs They succeed at least 2% turnover from exports of manufactured/ processed products They show positive (greater than zero) result pre wearer, interest and depreciation. Not are included in already organized uniform network distribution of products or provision of services Operate exclusively as SA, Ltd., OE or EE, I.K.E, Sole Proprietorship, KOINSEP of Law 4430/2016 as applicable, Cooperative and to observe aplographic the duplicates books of Law 4308/2014, as applicable. 	<p>Participation in Commercial Exhibitions outside the Greek Territory:</p> <p>Eligible expenses:</p> <ul style="list-style-type: none"> Entry fee and registration/registration fee to catalog of the Exhibition Expenses movement and accommodation up to 4 representatives her business that will attend each trade show, such as airfare and individual transportation to and from the trade show site Residence in the country where it takes place the exhibition Booth rental, construction/configuration costs and equipment rental (e.g. audiovisual equipment) Cost shipment and return of the exhibits, including the cost of their insurance Fees of specialized external partners necessary for the management/operation of the stand (e.g. interpreter, guardian kiosk etc.) Cost design and translation of brochure/s. <p>THE eligible p/y per commercial report amounts to the following amounts:</p> <ul style="list-style-type: none"> Up to 20,000 euros per exhibition in cases of participation with a stand of up to 20 m2, with a maximum amount public grant 10,000 euros Up to 35,000 euros per exhibition in cases of participation with a stand of up to 50 m2, with a maximum amount public grant 17,500
--	--	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





		previous two	8. Not face difficulties, against the concept of EU rules on	euro
--	--	--------------	--	------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





		<p>requests.</p> <p>Every business can submit an application financing budget up to 100,000 euros.</p> <p>THE Public Subsidy rises at a rate of 50%.</p> <p>THE temporal duration implementation of projects cannot exceed 30 months.</p> <p>Each VAT number it can to submit only a funding application in a single Region.</p>	<p>state aids, according with article 3 par. 3 letter d of Regulation 1301/2013</p> <p>9. They are not under bankruptcy, liquidation the forced management.</p> <p>10. Not pending in weight their recovery of state aid following an EU decision declaring an aid unlawful and incompatible with her internal Buy.</p>	<ul style="list-style-type: none"> Up to 50,000 euros per exhibition in cases of participation with a stand above of 50 sqm, with maximum amount of public subsidy 25,000 euros <p>Expenses are eligible from the date of online submission of the application financing up to and 30 months from the date of issuance of the decision to include the investment projects in the Action.</p>
--	--	--	---	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





Program title / Cash desk & Form financing	Information Points	Purpose, Budget & Characteristics her action	Eligible Businesses	Eligible Expenses
---	--------------------	---	---------------------	-------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>"Qualitative modernization"</p> <p>The Action co-financed by the European Fund of Regional Development (ERDF) of the European Union and from national resources.</p> <p>(Subsidy)</p>	<p>Operational program "Competitiveness, Entrepreneurship and Innovation (EPANEK)</p> <p>http://www.antonistikotita.gr/epanek/index.asp</p> <p>Office EYD EPANEK information: Ave. Mediterranean 56, Athens.</p> <p>Phone: 801 11 36 300 (8.00 a.m - 7.00 pm)</p> <p>Email: infoepan@mou.gr</p> <p>gr Websites: www.antonistikotita.gr www.espa.gr</p> <p>Points Information EFPAE & Partners: www.efepae.gr</p>	<p>The action aims to improve the competitiveness of medium-sized enterprises, investing in the productive modernization their and the adoption of standardization & certification systems.</p> <p>The p/y of the action amounts to €150 million The aids her present action will be made available within the framework of Regulation (EU) no. 1407/2013 (de minimis regime).</p> <p>THE action was announced her 4.6.2018 and will remain open for applications until the available budget is exhausted and no later than 18 months after its initial publication</p> <p>Online submission started on 27.6.2018 and the applications funding are evaluated in order of priority according with her date electronic submission of the investment plan.</p> <p>Exists the ability submission and of a third funding request, in case the previous two requests are rejected.</p> <p>Each business can to submit budget funding request from €50,000 up to €400,000.</p> <p>THE Public Subsidy rises at a rate of 50%.</p> <p>The duration of the implementation of the projects does not it can to exceed their 24 months from date of issuance of the Incorporation Decision.</p> <p>Each VAT number it can to submit only a funding application in just one</p>	<p>Beneficiaries businesses:</p> <ol style="list-style-type: none"> Existing Medium Enterprises Eligible Sectors Activity that are active legally as a matter of priority in the following areas: <ul style="list-style-type: none"> Agri-food / Industry Food Energy Supply chain Chain Cultural and Creative Industries (CGI) Environment Tourism Technologies Information technology and Communication ICT Health Materials – Constructions. At least 3 administrative ones have been closed uses 12 months old duration before the date of electronic submission of a funding application They have one at least eligible for the KAD action KAD and do not have KAD 01, 02, 03. They operate as S.A., E.P.E., O.E., E.E., I.K.E., N.E.P.A., Sole Proprietorship, Social Cooperative Business of Law 4430/2016, Cooperative and to comply the to commit themselves that I will comply with the approval of monograph or bigraph books of Law 4308/2014 Not face difficulties, against the meaning of the EU rules on state aid, in accordance with article 3 par. 3 letter d of Regulation 1301/2013 They are not under bankruptcy, liquidation the forced management. Not state recovery is pending against them reinforcement afterward from 	<p>Subsidized Expenses</p> <ol style="list-style-type: none"> Machinery – Equipment, up to 100% of the investment plan Certification - Management Systems quality, Design, Standardization and Certification of Products up to 100% of the investment plan Transportation inside <ul style="list-style-type: none"> for businesses with eligible KAD to sector C. TRANSFORMATION: up to 20% of the P/Y of the subsidized investment project or expenditure up to €25,000. For them businesses with CAD in the remaining Activity Sectors: up to €25,000 of the subsidized P/Y of the investment plan. Drafting and monitoring of the investment design until 4,000 € Employee salary costs (new staff) up to 40% and until €24,000 for a (1) at least EME. Not is eligible the recruitment of spouses and first and second degree relatives. <p>The expenses is eligible from the date of publication of the invitation.</p>
---	--	---	---	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





			decision	
--	--	--	----------	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





		<p>Region.</p> <p>The invitation will remain open until sold out of available budget and no later than 18 months after its initial publication.</p> <p>Funding applications will be evaluated in order of priority according to with her date electronic submission of the investment plan.</p> <p>THE Submission of investment designs is in progress.</p> <p>They are subsidized investment Designs €50,000 up to 400,000 € .</p> <p>It is subsidized the 50% of eligible expenses.</p> <p>Submitted only a Application per A.F.M., exclusively in a single Region.</p> <p>THE period implementation her investment cannot exceed (24) months from the date of issuance of the Incorporation Decision.</p> <p>The investment plan cannot be accepted as complete and functional when the rate implementation of the physical in combination with the financial object thereof during the final verification/certification, is less than 40% of the initially approved and in any case below the minimum acceptable limit of €50,000.</p>	<p>of the EU under which an aid is declared illegal and incompatible with the internal market.</p>	
--	--	---	--	--



PANEL 3 – PROGRAMS ETEAN

Title program or form financing	Information points	Disposition period, chronicles limitations	Purpose funder	Financing features	Eligible businesses	Disposal from Banks
<p>Business Restart (Intermediate WALL)</p> <p>Loan (working and investment capital)</p> <p>The program will be terminated with the activation of TEPIX II (estimated release period 1st quarter 2019), which will include the programs</p> <p>- Working capital loan and investment purpose -Warranty -Microcredits</p>	<p>ETEAN SA www.etean.com.gr</p> <p>http://etean.gr/PublicPages/SYS_PagePreview.aspx?CON=CMS_Programs&ID=89</p>	<p>returns to date loan capital of the Entrepreneurship Fund I, while they will be leveraged with equal amounts resources from cooperating Banks.</p> <p>Total funds €384 million (€ 192 million Public participation, € 192 million, banks)</p>	<p>Financing of small and medium enterprises for:</p> <p>Capital Motor or investment loans with 50% interest-free financing as the 50% of the loan which comes from TEPIX is interest-free</p>	<p>Characteristics Loans</p> <p>The loans offered are of two categories:</p> <p>1) Business development loans expert purpose (working capital)</p> <p>Height loan: €10,000 up to €300,000 depending on the operational needs of the business</p> <p>Repayment period : up to 48 months</p> <p>2) Investment loans</p> <p>Height loan : €10,000 up to €800,000</p> <p>Duration repayment: 5-12 years with option grace period from 6 months up to 2 years, accordingly with the time implementation her investment</p> <p>Ta loans concern either in independently as well as in</p>	<p>Eligible for financing are existing and under-establishing micro, small and medium-sized enterprises in the eligible economic sectors that develop a sustainable business action in Greek territory.</p>	<p>National Bank of Greece</p> <p>https://www.nbg.gr/el/business/co-funded-loans/etean/tepix-epanekkinisi</p> <p>Alpha Bank</p> <p>https://www.alpha.gr/el/epixeiriseis/anaptuksika-programmata/drasi-tepix</p> <p>Bank of Piraeus</p> <p>https://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/epixeirimatiki-epanekkinisi-tepix</p> <p>Eurobank</p> <p>https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/anagkes-anaptyksi-epixeirisis/anaptyksika-programmata/tepix-epixirimatiki-epanakinisi-endiameso</p> <p>Bank Attica</p>

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



				investment plans that were included in state aid programs and have not been implemented.	<p>https://www.atticabank.gr/el/companies/loans/tepix-i</p> <p>Cooperative Bank Epirus</p> <p>http://www.epirusbank.com/pressreleases/re</p>
--	--	--	--	--	---

					<p>lease- 3309</p> <p>Pancretia Cooperative</p> <p>https://www.pancretabank.gr/trapeza/enimerosi-pelaton/etean-tepix</p> <p>Cooperative Bank Karditsa</p> <p>https://bankofkarditsa.com/site/index.php/proionta-ypiresies/tepix2endiameso</p> <p>Cooperative Bank Chania</p> <p>https://www.chaniabank.gr/el/business/loans/etean.aspx</p> <p>Cooperative Bank of Thessaly</p> <p>http://www.bankofthessaly.gr/sites/default/files/TEPIX%20-%20Business%20Restart.pdf</p>
--	--	--	--	--	---

Program title or form financing/ (Upcoming programs immediately next time)	Admin program	Disposition period, timelines limitations	Capital structure	Financing features	Eligible businesses	Advantages
"Made in Greece"	ETEAN / TANEO www.etean.com.gr	It is expected to issued the relevant invitation the immediately following space (1 ° Semester 2019)	Business participations (fund of funds) with a minimum participation 30% private individuals investors and maximum 70% PDE	<ul style="list-style-type: none"> • €80 million in total funds • Financing limit from € 200 thousand 	News and existing ones small and medium businesses	Access in alternatives sources financing for the creation surnamed Greek products and enhancement her commercial export identity
"4^h Industrial Revolution"			Business participations (fund of funds), with minimum participation 30% private individuals investors and maximum 70% PDE		New and existing SMEs of all of branches and especially the innovative businesses such as robotics , digitization etc	Access in alternative sources financing for development branches new era

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





<p>"Corporate Program bonds"</p>		<p>Business participations (fund of funds), with minimum participation 30% private investors and maximum 70% PDE</p>	<p>-Fund of funds- Business participations through bonds with right of withdrawal -Limit financing from € 200 thousand -In total capital € 640 million</p>	<p>It's about small and medium enterprises (SMEs) of all sectors</p>	<p>Access in alternative sources of financing, beyond bank lending</p>
---	--	--	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



PANEL 4: Funding via banks for export activity businesses

Program title or form financing	Disposition period, chronicles Limitations	Purpose financing / Program	Financing features / Program	Eligible businesses	Minimum – maximum amount financing	Information and Analytics description	Special information
---------------------------------	--	-----------------------------	------------------------------	---------------------	------------------------------------	---------------------------------------	---------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>1. Schedule “Cosme – Guarantees for loans > for strengthening the competitiveness of SMEs”</p> <p>Warranty of the European Investment Fund for the provision of loans to small and medium enterprises to support initiatives</p>	<p>National Bank - Until 30.09.2019 or until exhaustion of available funds.</p> <p>Alpha Bank - The closing date for the availability of the Program is 5.4.2020, unless the available budget is used up earlier.</p> <p>Eurobank - Final date of disposal of the Program is defined as 30.10.2019, unless the available budget is used up earlier.</p>	<p>a) investments in bodies the intangible assets</p> <p>b) capital movement</p> <p>Warranty up to 50% on it amount of the loan from the European Investment Fund (E.Ta.E.)</p> <p>Warranty period: The guarantee of the European Investment Fund provided up to 10 years</p>	<p>a) Recycled Working Capital (Limit) , minimum annual renewal and maximum 5 years.</p> <p>b) Capital movement more permanent character, at least one year in duration and a maximum of 6 years.</p> <p>c) Investment financing minimum annual duration and maximum 10 years.</p>	<p>a) Micro, small or medium enterprises, according to with the Recommendation of the Commission 2003/361/EC.</p> <p>b) Non-problem businesses against her meaning of Regulation 651/2014 of the EU.</p> <p>c) They are not active in non eligible branches.</p> <p>d) There are no due dates debts.</p> <p>e) is installed in Greece.</p> <p>f) They meet the other criteria where defines the EIF _</p>	<p>1. Until €150,000</p> <p>Minimum amount:</p> <p>National €10,000,</p> <p>Eurobank €35,000</p> <p>Alpha Bank without minimum amount</p> <p>Piraeus € 4,000</p> <p>2. Above of €150,000, if the SME does not meet one from the Program 's innovation criteria InnovFin :</p> <p>a) €3,000,000 (or €1,500,000 for companies that carry out road freight transport), provided that the duration of the loan will not exceed five years or</p> <p>b) €1,500,000 (or €750,000 for companies that carry out road freight transport), provided that the duration of the loan will not exceed ten years.</p>	<p>https://www.nbg.gr/el/corporate/specialized-lending/solutions/cosme</p> <p>https://www.alpha.gr/el/epixeiriseis/a_napyuska-programmata/programma-egguodosias-cosme</p> <p>https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/anagkes-anaptuksis-epixeirisis/anaptuksis-programmata/cosme</p> <p>http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/cosme-piraeus-epixeirein</p> <p>http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/cosme-epixeirein-anoikto-pos</p> <p>http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/cosme-piraeus-anaptysiako-kefalaio-kinesis</p> <p>http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/cosme-piraeus-epixeirein-kefalaio-kinesis-agroefodiwn</p> <p>https://www.pancretabank.gr/business/eyropaika-ethnika-anaptyksiaka-programmata</p>	<p>THE National Bank concluded with the European Investment Fund the first agreement in Greece, total amount €100,000,000, with the support of the European Strategic Investments Fund .</p> <p>National € 500 million</p> <p>Alpha € 500 million</p> <p>Eurobank € 650 million</p> <p>Piraeus € 500 million</p> <p>Funding is strong, thanks to guarantee provided by COSME and European Strategic Investments Fund ("ETSE"), which were created in the context of the Investment Plan for Europe. The purpose of the EFSI is to contribute to the financing and implementation of productive investments within the European Union and to ensure increased access to financing.</p>
---	--	--	---	---	---	---	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





<p>2. Warranty Provision Program for cross-border transactions trade her EBRD (EBRD).</p>	<p>Until the 2020</p>	<p>Her warranty ETAA in favor of Hellenic Banks to support cross-border trade, providing credits and financing from the EBRD.</p>	<p>Warranty : 100% of the transaction. Duration transactions : up to three years. Eligible transactions: a) Certificates Close Lines of Credit (LC) and Line of Credit (SBLC) b) irrevocable coverage promises (IRU) c) Issuance of Letters of Guarantee (Counter LG) for issuing guarantees (LG) d) Discounting of promissory notes from Greek Banks e) provision credit by postponing the payment date f) financing for commercial refinancing transactions</p>	<p>All the healthy businesses not related to: a) weapons production b) luckily games c) production, tobacco processing, distribution d) selected alcoholic beverages e) substances where prohibited by international law</p>	<p>Maximum amount per transaction: € 25 million or equivalent.</p>	<p>https://www.nbg.gr/el/corporate/international-trade/guarantee-programs-for-international-transactions/ebrd</p> <p>https://www.alpha.gr/el/epixeiriseis/anaptuksika-programmata/sunergasia-me-ebrd-ifc</p> <p>https:// www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-eksoteriko-diethnes-emporio/epibebeosi-enegguas-pistosis</p> <p>http://www.piraeusbank.gr/el/Megales-Epiheiriseis/transaction-banking/Trade-Solutions/Diethnes-Emporio</p>	<p>Program guaranteeing cross-border trade transactions from European Bank for Reconstruction and Development (EBRD) in the amount of €200 million. for the four systemic ones banks, i.e. €50 million each.</p> <p>That limit Increased in €100 million for each bank</p>
--	-----------------------	---	--	--	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





<p>3. Warranty Provision Program for transactions cross-border trade her EIB .</p>	<p>The Program will be extended until 12/2019</p>	<p>EIB guarantee in favor of Greek companies Banks for providing credits and financing from selected Banks Foreign.</p>	<p>Warranty : 1. 100% of the transaction if it is export or trading duration 1 year 2. 85% for other transactions Duration transactions : up to three years. Eligible transactions : a) Certificates of Credit Guarantees and irrevocable promises of coverage b) Version guarantees c) Discounting of promissory notes from Greek banks d) provision credit by postponing the payment date e) financing Greek banks for refinancing</p>	<p>1. Independents Small ones and Medium enterprises, according to with Recommendation of Commission 2003/361/EC that are not related to: a) weapons production b) luckily games c) production, tobacco processing, distribution d) selected alcoholic beverages e) activities involving live animals f) real estate g) other activity codes specified from EIB</p>	<p>Maximum how much per transaction: € 25 million</p>	<p>http://www.eib.org/infocentre/press/releases/all/2017/2017-166-eib-activates-new-eur-400m-trade-finance-facility-for-greece-to-help-boost-international-trade-by-greek-companies.htm?lang=-en https://www.nbg.gr/el/corporate/international-trade/guarantee-programs-for-international-transactions/guarantee-eib</p>	<p>THE National Bank maintains a line of €250 million. THE Bank Piraeus maintains limit height € 100 million</p>
---	---	---	---	---	---	---	---



<p>4. Small and medium financing program enterprises (SMEs) and businesses of Mesia Capitalization (MidCaps) with the cooperation of the EIB.</p>	<p>It varies according to the duration of each sub-programme</p>	<p>a) Capital movement of a more permanent nature, b) Asset purchase financing c) Investment financing designs</p>	<p>Funding from E.T.Ep. can be obtained for term loans usually varying between two (2) and twelve (12) years old.</p>	<p>a) They have seat, operate and will invest mainly within the Greek territory b) Not are active in non-eligible sectors, as defined in detail by the EIB (EIB) And d) Whether they are Small and Medium Enterprises and employ fewer of 250 employees, estimated in Annual Units Work (E.M.E.). e) Whether they are Mid-Caps where they employ from 250 to 3,000 workers, calculated in annual work units (EME). In addition, in case the beneficiary fulfills the eligibility criteria which he's got define the EIB for the Initiative "Jobs for Youth Initiative " , is provided yet more favorable interest rate.</p>	<p>1. up to and 12.5 € million 2. It refers to investments whose costs range from very small amounts to amount of Euro 25 million .</p>	<p>https://www.nbg.gr/el/corporate/specialized-lending/solutions/nbg-loan-for-smes-and-midcaps https://www.alpha.gr/el/epixeiriseis/anaptuksika-programmata/xrimatodotisi-europaikis-trapezas-ependuseon http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/daneia-se-sinergasia-me-evropaiki-trapeza-ependiseon http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/european-investment-bank-loans https://www.pancretabank.gr/business/eyropaika-ethnika-anaptyksiaka-programmata</p>	<p>National 2018 ✓ Covered Bonds €200 million ✓ Grouped Loans €300 million ✓ Global Loan €215 million Alpha Securitization € 250 million Global Loan € 443 million Piraeus Securitization € 250 million Piraeus Covered Bond €350 million Eurobank Loan for SMEs & MidCaps €350 million Pankritia Cooperative Bank € 50 million</p>
--	--	--	---	--	---	--	--

<p>5. Small and medium financing program enterprises (SMEs) with cooperation of the Institution for Growth (IfG).</p>	<p>12/2021</p>	<p>a) Revolving Capital Motion (Limit), b) Capital movement of a more permanent nature, c) Asset purchase financing</p>	<p>a) Recycled Working Capital (Limit) b) Capital movement more permanent character c) Financing asset purchase</p>	<p>-They have a headquarters, they operate as well I will invest within of the Greek territory -Not are active in non-eligible sectors -They are Independent Small and Medium Enterprises, according to the Commission's Recommendation 2003/361/EC, with annual turnover or total assets up to €30m.</p>	<p>Until and €5 million</p>	<p>https://www.piraeusbank.gr/el/Epiheiriseis-Epaggelmaties/Epiheirimatika-Daneia/Kefalaio-Anaptyksis/daneia-elliniko-ependitiko-tameio-ifg https:// www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/anagkes-anaptuksis-epixeirisis/anaptuksika-programmata/elliniko-ependutiko-tameio</p>	<p>THE Bank Piraeus maintains limit height € 100 million</p>
--	----------------	---	--	---	-----------------------------	--	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>6. Innovfin Guarantee Program for media</p> <p>Warranty of the European Fund Investments for the supply loans to innovative Small and Medium Enterprises (SMEs) as well as Small MidCaps for supporting initiatives that enhance their competitiveness</p>	<p>Until 12/2021</p> <p>Alpha Bank - The closing date for the availability of the Program is 5.4.2019, unless the available budget is used up earlier.</p>	<p>a) investments in bodies the intangible assets</p> <p>b) capital movement</p> <p>Warranty up to 50% on the loan amount from the National Investment Fund (E.Ta.E.)</p> <p>Duration Guarantee: The guarantee of the European Investment Fund , up to ten are provided (10) years.</p>	<p>a) Investment Loan: From 12 to 120 months</p> <p>b) Development Working Capital Purpose: From 12 to 72 months</p> <p>c) Working capital repayable in expiry: From 12 to 36 months</p> <p>d) Working Capital - Mutual Account: Me 12 months recyclings and possibility of annual renewal, with a maximum total duration of three (3) years.</p>	<p>The Program is addressed to innovative Small and Medium Enterprises (SMEs) as well as Small to medium sized capitalization- Small MidCaps of all economic sectors and each legal form, based on the Program 's eligibility criteria</p>	<p>From Euro 25,000 up to Euro 7,500,000.</p>	<p>http://www.capital.gr/epixeiriseis/3286177/nea-kefalaia-390-ekat-gia-mme-apo-tin-ethniki-trapeze</p> <p>https://www.alpha.gr/el/epixeiriseis/anaptuksika-programmata/programma-egguodosias-innovfin</p> <p>https://www.piraeusbank.gr/el/e_piheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptyksis/eggyodotiko-ergaleio-innovfin-sme</p>	<p>NGE : amount agreement € 100 million</p> <p>Funding is supported from the financial instrument with the form of the guarantee mechanism "InnovFin SME Guarantee Facility", with the financial support of the European Union in the framework of the "Horizon 2020 Financial Instruments" program and the European Strategic Investments Fund (ETSE), created as part of the Investment Fund Plan for Europe.</p>
--	--	---	---	--	---	--	---



<p>7. Warranty Provision Program for cross-border transactions trade from the International Finance Corporation (IFC).</p>	<p>Open</p>	<p>Warranty of IFC pro of Greek Banks to support cross-border trade .</p>	<p>Warranty : 100% of the transaction. Duration transactions: up to 3 years. Eligible transactions: a) Certificates Collateralized Loans (LC) and Standby Loans (SBLC) b) irrevocable coverage promises (IRU) c) Issuance of Letters of Guarantee (Counter LG) for issuing guarantees (LG) d) Discounting of promissory notes from Greek Banks e) provision credit by postponing the payment date f) financing from Greek Banks</p>	<p>All the healthy businesses not related to: a) weapons production b) luckily games c) production, tobacco processing, distribution d) selected alcoholic beverages e) substances where prohibited by international law</p>	<p>Maximum how much per transaction: Not there is a limit</p>	<p>https://www.nbg.gr/el/corporate/international-trade/guarantee-programs-for-international-transactions/ifc https://www.alpha.gr/el/epixeiriseis/epaggelmaties-kai-epixeiriseis/diethnes-emporio/sunergasia-me-ebrd-ifc https:// www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-eksoteriko-diethnes-emporio/epibebeosi-enegguas-pistosis</p>	<p>Program of guaranteeing cross-border trade transactions by the IFC amounting to € 400 million for the four systemic banks, i.e. €100 million each.</p>
			<p>for refinancing commercial transactions</p>				

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





<p>8. Collateral Confirmations Credits (LC) and Export Pending Credit (SBLC) , Version Letters of Guarantee (LG) from Greek Banks by receiving Counter-Guarantees letters (Counter LG) which covered by them organizations – EBRD and IFC</p>	<p>There is no specific end date for the program</p>	<p>Guarantee of organizations on behalf of foreign Banks in order for the Greek Banks to assume the risk their for of their customers (Greek export companies)</p>	<p>Eligible transactions: a) Certificates from Greek Banks of Credit Guarantees (LC) and Loans in Pending (SBLC) exports c) Issuance of guarantees (LG) by receiving Counter-Guarantees of Letters (Counter LG)</p>	<p>It's about businesses where their transactions are not related to: a) production weapons b) games of chance c) production, tobacco processing, distribution d) selected alcoholic beverages e) substances where prohibited by international law</p>	<p>It is being considered against case</p>	<p>https:// www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-eksoteriko-diethnes-emporio</p>	<p>Facilitating the competitiveness of Greek export companies by providing them with the possibility to: expand sales their to foreigners customers based in developing countries, To provide greater trade credit using tools and methods of Cross-border transactions that secure the collections their</p>
--	--	--	---	--	--	---	---



<p>9. Program "OAEP-Extroversion" of Insured Funding Exports from the OAEP.</p>	<p>There is no specific end date for the program</p>	<p>Financing of insured export business claims.</p>	<p>The plan is an excellent combination of insurance export credits and financing. For the insured invoices with time credit from 1-4 months , every exporter participating in the program is given the opportunity to be financed at a rate of 80% on its worth of the invoice after her delivery of product to buyer. Financing can also be done for individual invoices depending on the needs of the business</p>	<p>Exports businesses that insure them their export credits to OAEP.</p>	<p>Revolving amount of financing up to € 1 million. with ability of increasing the amount under conditions.</p>	<p>http://oaep.gr/index.php/el/ https://www.nbg.gr/el/corporate/international-trade/guarantee-programs-for-international-transactions/outward-orientation-programme https://www.alpha.gr/el/epixeiriseis/epaggelmaties-kai-epixeiriseis/diethnes-emporio/trade-finance/alpha-anaptuxi-eksostrefeias https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-exoteriko-diethnes-emporio/oaep-eksostrefia http://www.piraeusbank.gr/el/epiheiriseis-epaggelmaties/epiheirimatika-daneia/kefalaio-anaptuxis/programma-exostrefia https://www.pancretabank.gr/bu</p>	<p>The program works in collaboration with the Banks: Alpha Attica Eurobank National Piraeus and them Karditsa Cooperatives Pankritia Serres Chania</p> <p>It provides the possibility of financing if the business meets the conditions of the OAEP and banking credit rating criteria</p>
--	--	---	---	---	---	--	---

						<p>siness/xrimatodotika-ergaleia/programma-ypostirixis-eksagogon</p>	
--	--	--	--	--	--	--	--



<p>9. Program EaSI for the employment and social innovation of the European Commission.</p>	<p>Until 2020</p>	<p>European Investment Fund (EIF) guarantee to financial intermediaries for microcredit (Microfinance) special groups Guarantees total budget €919,469,000</p>	<p>Warranty EIF 80% of financing. Terms of grant (amount, duration, interest rate, costs) specified from him each microloan provider. Not collateral is required</p>	<p>Young self-employed micro-entrepreneurs of age minority women rural communities.</p>	<p>Minimum how much : € 1,000 Maximum how much : € 25,000</p>	<p>http://ec.europa.eu/social/main.jsp?catId=1081&langId=en https://www.nbg.gr/el/business/co-funded-loans/subsidized-loans/easy https://ec.europa.eu/greece/news/20161024_daneia_pros_el_epixeiriseis_el</p>	<p>Objectives of the program: a) to pay attention to the vulnerable groups, such as young people, b) the promoting equality among women and men, c) the fight against discrimination, d) the promotion of a high standard quality and sustainable employment. National Bank: agreement height € 40 million €10 million agreement Pankritia Cooperative: Agreement height € 15 million</p>
--	-------------------	---	---	---	---	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>10. Program " NATIONAL Value Chain » her EGE for the support of Greek businesses participating in global chains Value Chain Financing</p>	<p>There is no time period for making the program available</p>	<p>-Credit and financing the purchase of raw materials. -Supplier financing. -Discounting business export receivables</p>	<p>a) Covers the significant financial gap between obligations and receivables with financing of the entire supply chain for up to one year. b) Synchronizes them liabilities as per requirements helping in cash flow planning. c) It creates additional liquidity with discounting of receivables d) it helps in increase of</p>	<p>Healthy and growing extroverted businesses of all sizes.</p>	<p>It depends from the financial data of the business.</p>	<p>https://www.nbg.gr/el/the-group/press-office/press-releases/etniki-alytida-axias</p>	<p>The program adapts the banking solutions to the needs of the business, creating added value to the logistics and financial chain. Combines one wide range of financing solutions with consulting</p>
---	---	---	--	---	--	--	---

			<p>cycle tasks</p>				<p>services. It improves them cash registers streams and releases liquidity.</p>
<p>11. Order financing / Guarantee Credit before the loading of the goods</p>	<p>There is no specific end date for the program</p>	<p>Revolving working capital (limit) to strengthen the liquidity during the production process</p>	<p>1. Assured order or Warranties Credit exports 2. Financing rate on the value of the presented order or the Credit Guarantee as approved customer limit</p>	<p>Exports businesses of all sizes</p>	<p>Based on creditworthiness her creditor (export company)</p>	<p>Eurobank https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-eksoteriko-diethnes-emporio/xrimatodotisi-paraggelias-eksagogis</p>	<p>Offer to export business liquidity facilitating the against her production process in a structured way of financing and can be combined with other financing products e.g. OAEP EXTROVERSION</p>

<p>12. Premature payments of Guaranteed Credits in Suppliers</p>	<p>Not time constraints apply</p>	<p>-Buy first ones materials from inside and outside with the issuance of guaranteed credits</p>	<p>1) Credit for clearance of danger country and counterparty to suppliers 2) Payment suppliers the cash for collateral discounts in the unit prices of the commodity 3) Payment until one year. 4) It does not burden companies' balance sheets with borrowing</p>	<p>Healthy Outbound Businesses each of size that have the prospect of increasing turnover</p>	<p>Depending on the financial data her business and credit assessment</p>	<p>https://www.nbg.gr/el/corporate/international-trade/trade-finance/import-solutions</p> <p>https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes / sunallages-me-to- eksoteriko-diethnes- emporio/proeksoflisi-prothesmiakis-enegguas-pistosis</p> <p>https://www.piraeusbank.gr/el/Megales-Epiheiriseis/transaction-banking/Trade - Solutions/Diethnes-Emporio</p>	<p>The product helps avoid prepayments cash payments ensuring liquidity for inelastic obligations. Combines with Provider Programs International guarantee Organizations.</p>
<p>13. Early payments of export credit guarantees</p>	<p>Not time constraints apply</p>	<p>Order Pre-Funding Early payment of established business receivables covered by confirmed secured credits exports.</p>	<p>1) Certificate of clearance of danger country and counterparty to the exporters 2) Payment exporters to cash enabling them to offer their customers commercial credit improving their competitiveness. 3) Commercial credit until</p>	<p>Exports businesses which sell against export credit guarantees</p>	<p>It depends from her country and the bank issuing the export credit</p>	<p>https://www.nbg.gr/el/corporate/international-trade/trade-finance/export-solutions</p> <p>https://www.alpha.gr/el/epixeiriseis/epaggelmaties-kai-epixeiriseis/diethnes-emporio/trade-finance/propliromi-enegguon-pistoseon-eksagogon</p> <p>https://www.eurobank.gr/el/bus i_ ness/corporate-banking/corporate-</p>	<p>The product ensures</p> <ol style="list-style-type: none"> 1) her erasure of credit market and counterparty risk 2) her liquidation of accrued claims 3) combined with pre-financing for her preparation

			<p>one year.</p> <p>4) Not are committed limits of businesses, balance sheets are not burdened with borrowing</p>			<p>anagkes/sunallages-me-to-exoteriko-diethnes-emporio/proeksoflisi-prothesmiakis-enegguas-pistosis</p> <p>https://www.piraeusbank.gr/el/M_egales-Epiheiriseis/transaction-banking/Trade-Solutions/Diethnes-Emporio</p>	<p>her order</p> <p>4) helps to improve competitiveness and her penetration in new markets</p>
<p>14. Discounted financing (Forfeiting) export business requirements.</p>	<p>Not time constraints apply</p>	<p>Liquidity of business claims expiration date.</p>	<p>Business requirements covered: From guarantees, secured credits pending credits, tri-guaranteed securities. Erasure danger country and counterparty Expiration: up to one year</p> <p>Form of financing: Discount without reduction Company limits are not bound , balance sheets are not burdened with borrowing.</p>	<p>Exports businesses that have regular due business requirements.</p>	<p>Not exists it depends from the country of origin of the claim.</p>	<p>https://www.nbg.gr/el/business/international-trade/solutions/lyseisxrimatodoti-siseisagvgn-ejagvgn</p> <p>www.abcfactors.gr/gr/proioda-kai-upiresies/</p> <p>https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes / sunallages-me-to- eksoteriko-diethnes- emporio/proeksoflisi-prothesmiakis-enegguas-pistosis</p> <p>http://www.piraeusbank.gr/en/epiheiriseis-epaggelmaties/ypiresies-epixeiriseon/trapezikes-ypiresies/diakanonismos-eisagogon-eksagogon-epixeirision</p>	<p>The product covers individual business requirements or framework contracts related to regular and repeated sales abroad. It comes together with Warranty Programs.</p>



<p>15. Reverse discount financing (Approved Invoice Discounting)</p>	<p>Not time constraints apply</p>	<p>Payment of settled invoices to suppliers raw materials</p>	<p>Irrevocable Commitment : Purchase and payment of invoices of a certain amount to suppliers as collateral for the provision of trade credit. Duration transactions : up to one year. Form financing : 100% Discounting without reduction to the supplier Erasure danger country and Greek company without to are committed the limits of suppliers.</p>	<p>Every business with constants suppliers.</p>	<p>Depending with the financial data of the business.</p>	<p>https://www.nbg.gr/el/corporate/international-trade/trade-finance/import-solutions https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-exoteriko-diethnes-emporio/proeksoflisi-prothesmiakis-enegguas-pistosis http://www.piraeusbank.gr/en/epitheiriseis-epaggelmaties/ypiresies-epixeiriseon/trapezikes-ypiresies/diakanonismos-</p>	<p>The product covers export businesses with stable strategic suppliers and repeat purchases. Provides access in commercial credit with controlled costs by freeing up liquidity. It is possible to synchronize obligations with the requirements. It helps to increase its cycle tasks</p>
			<p>Substitution of insurance credit from the suppliers, the cost of which is transferred to the Greek companies.</p>			<p>eisagogon-eksagogon-epixeirision</p>	<p>which requires additional liquidity. It is combined with the International Programs organizations</p>

<p>16. values to be collected with shipping documents</p>	<p>Not there is a certain period of disposal</p>	<p>(For Importers) Provides assurance regarding the delivery of the goods for the Supplier and the implementation of their predetermined payment method for the Importer.</p> <p>(For exporters) - Ensuring the delivery of the goods under the terms that the company has agreements with customers foreign</p>		<p>Small and medium and large enterprises</p>		<p>https://www.nbg.gr/el/corporate/international-trade/import-export/documentary-collection(1)</p> <p>https://www.alpha.gr/el/epixeiris/eis/epaggelmaties-kai-epixeiriseis/diethnes-emporio/eisagoges-eksagoges</p> <p>https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-exoteriko-diethnes-emporio/diaxeirisi-fortotikon-eggrafon</p> <p>https://www.piraeusbank.gr/el/epixeiriseis-epaggelmaties/ypiresies-epixeiriseon/trapezikes-ypiresies/diakanonismos-eisagogon-eksagogon-epixeirision</p> <p>https://www.pancretabank.gr/business/lyseis-gia-epaggelmaties/eisagoges-exagoges</p>	<p>(For importers):</p> <ul style="list-style-type: none"> -Reduction their time and cost of managing a Value. -Wide range of Correspondents in all markets avoiding the mediation of third-party banks. -Monitoring of business obligations and informational statements. <p>(For exporters):</p> <ul style="list-style-type: none"> -Exact recording the agreed terms in the collection order to the foreign bank. -Monitoring of the delivery stages of shipping documents, acceptance /version credit securities and collection with your notification. - Immediate credit of interbank payments.
--	--	--	--	---	--	--	---

17. Export factoring	It doesn't exist	Effective management and	Funding of extroverts businesses	Small and medium and large enterprises	Depending with the data of the business	http://www.nbgfactors.gr/gr/export-factoring.htm	up to 100% coverage of the credit
----------------------	------------------	--------------------------	----------------------------------	--	---	---	-----------------------------------

	specific period of disposition	collection of receivables, contributing to the observance of the agreed times collection Funding, management and collection of the claims from debtors of the business, in Greece and abroad Appraisal and insurance foreign debtors	via direct discounting of open credit receivables with parallel insurance of approved receivables in the No-Reduction service			https://www.alpha.gr/el/epixeiriseis/trapeziki-epixeiriseon/xrimatodotiseis/factoring-forfaiting www.abcfactors.gr/gr/proioda-kai-upiresies _ https:// www.piraeusbank.gr/el/Epixeiriseis-Epaggelmaties/Ypiresies-Epexeiriseon/Trapezikes-Ypiresies/Factoring http://www.eurobankfactors.gr/Factoring.aspx	danger -Cover in case of bankruptcy of the exporter - Longer credit period - Repayment within predetermined limits - Cost limitation - Funding of claims your at their birth - Improvement business liquidity- Increasing bargaining power-Expanding business turnover
--	--------------------------------	--	--	--	--	--	---

<p>18. Guaranteed credits</p>	<p>no specific period of disposal</p>	<p>-Means payment for greater assurance of commercial transactions</p> <p>-Ensuring cargo loading within a predetermined time, with agreed terms and conditions between buyer and supplier.</p> <p>Indirect way of financing by providing larger commercial credit to the buyer</p>	<p>-The Buyer (Applicant of the Credit) signs a contract with him seller and then applies to his Bank for the opening Guarantee Credit.</p> <p>-The Issuing Bank approves the opening her credit and sends it to the Bank of the Seller (Beneficiary).</p> <p>-The Seller's Bank (Advising bank) informs its customer about the content of the Credit Guarantee.</p> <p>-The seller looks at the details of the credit guarantee and if they do not match with the contract signed then calls for amendments.</p> <p>-THE Seller accepts the terms of the credit,</p>	<p>Small and medium and large enterprises</p>	<p>Depending with her business</p>	<p>https://www.nbg.gr/el/corporate/_international-trade/import-export/letters-of-credit</p> <p>https://www.alpha.gr/el/epixeiris/eis/epaggelmaties-kai-epixeiriseis/diethnes-emporio/trade-finance/eneggues-pistoseis</p> <p>https://www.eurobank.gr/el/business/corporate-banking/corporate-anagkes/sunallages-me-to-exoteriko-diethnes-emporio/pistotikes-epistoles</p> <p>https://www.piraeusbank.gr/el/Megales-Epiheiriseis/transaction-banking/Trade-Solutions/Diethnes-Emporio</p>	<p>For Importers</p> <p>Trade credit guarantees are tools that ensure the delivery of the goods within a predetermined time and with terms and conditions agreed upon by principal (Importer) and beneficiary (foreign Supplier).</p> <p>They enable because of the collateral that provide of payment to avoid prepayments</p> <p>For Exporters</p>
--------------------------------------	---------------------------------------	---	---	---	------------------------------------	---	--



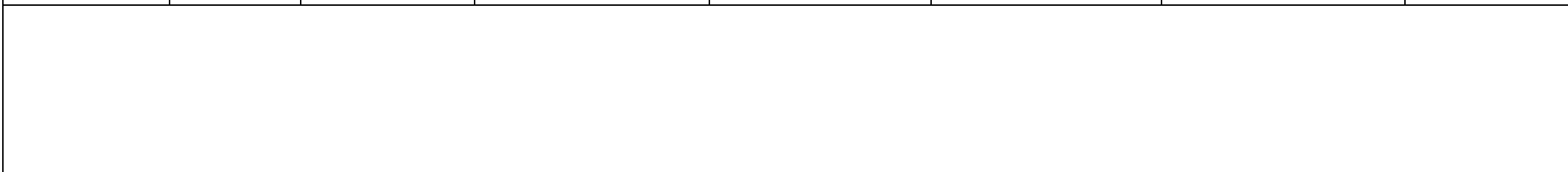
			conveys the goods, and sends the necessary documents in Bank of (Advising bank)				<p>Ensuring appropriate terms in the company's Export Credits and the safe their execution</p> <p>Advantages of secured loans</p> <p>-Warranty payment for seller</p> <p>-Guarantee for buyer that the payment will only take place if they are observed the terms of the credit guarantee</p>
--	--	--	---	--	--	--	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





<p>19. Reverse factoring</p>		<p>Its modern form financial tool (Reverse Factoring (or Reverse Factoring), to release working capital, taking advantage of the possibility of better credit terms from the suppliers</p>	<ul style="list-style-type: none"> Improving the cash ratio streams. Securing supplier financing on preferential terms 	<p>Medium and large enterprises</p>	<p>Depending with the business</p>	<p>http://www.nbgfactors.gr/gr/reverse-factoring.html</p> <p>www.abcfactors.gr/gr/proioda-kai-upiresies/ _</p> <p>https://www.eurobank.gr/el/business/proionta-kai-upiresies/proionta-upiresies/xrimatodotiseis/kefalaiο-kinesis/factoring</p> <p>http://www.eurobankfactors.gr/Factoring.aspx</p>	
-------------------------------------	--	--	--	-------------------------------------	------------------------------------	--	--



PANEL 5: Electronics platforms banks for enhancement export activity businesses

Service title	Dispositi on period, chronicle s Limitations	Purpose of service	Characteristics service	Eligible businesses	Information and Detailed description	Special information
---------------	--	--------------------	-------------------------	---------------------	--------------------------------------	---------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>1. "Alpha Web International Trade»</p>	<p>no time restrictions on availability of</p>	<p>Online international trade transactions</p>	<p>Integrated management solution commercial transactions</p> <ul style="list-style-type: none"> - Online handling import-export operations, credit guarantees - Online update in every stage of the transaction 	<p>Small ones - medium ones and big ones businesses</p>	<ul style="list-style-type: none"> -Electronics management imports -Update on of tasks international trade – export statistics -Electronics compliance files and transaction history - Ability to create approval levels accordingly with company characteristics 	<p>https://www.alpha.gr/el/epixeiriseis/myalpha/diethnes-emporio / alpha-web-international-trade</p>
<p>2. "Alpha International Trade" web portal</p>	<p>Not availability time restrictions apply of the service</p>	<p>Portal for business expansion abroad</p>	<ul style="list-style-type: none"> -Tracing purchase – target -Locating partners around the world -- Tool calculation customs duties – wearer – cost exports / imports etc -Access in 25,000 investigations purchase per country / industry - Online update for above from 200 countries - Update data (values currency etc) 	<p>Small, medium and large businesses</p>	<p>-Free access in large part of services her platform</p>	<p>https://www.alpha.gr/el/epixeiriseis/myalpha /diethnes-emporio / alpha-international-trade</p> <p>Creation Profile at web portal www.alphainternationaltrade.gr for access to an international partner network 24 hours a day</p>

<p>3. Network platform "Export gate"</p> <p>https://www.exportgate.gr/en</p>	<p>Not there are time restrictions on the availability of the service</p>	<p>With the award-winning international trade portal Exportgate.gr we help them Greek and Cypriot businesses to network globally Buy and look for product synergies their in Worldwide. Access to sophisticated tools and sources of specialized information is given for the dynamic development of their commercial activity.</p>	<p>Trade Portal- www.exportgate.gr</p> <ul style="list-style-type: none"> • Exploring new markets and countries of interest • Update for business opportunities in countries of interest • update for trade issues and international regulations in countries of interest <p><u>Trade Club</u></p> <ul style="list-style-type: none"> • Ability to network with trusted collaborators abroad through the digital network of international trade - Trade Club Alliance - in which major international banks participate • Conducting business transactions with above from 15 thousand companies - customers partner banks in 40 countries • Access in directory reliable business partners • Targeted business proposals based on of company profile 	<p>Very small, small, medium and large businesses</p>	<p>-Access via her creation profiles from interested businesses</p> <p>https://www.exportgate.gr/en/create-profile</p> <p>Trade Club</p> <p>https://resources.exportgate.gr/</p> <p>Trade Portal</p> <p>www.exportgate.gr</p>	<p>https://www.exportgate.gr/en</p> <ul style="list-style-type: none"> • Update trends and developments in global market for over 180 countries. • Investigation of young people business opportunities worldwide • Acquisition know-how by specialized consultants (Ask the Experts). update for financial solutions and services that suit the Needs her business and facilitate export her activity • Application for Joining the new international business network Trade Club. The Trade Club Alliance is one of the largest international trade networks. Supported by international banking organizations in above from 40 countries. Exportgate.gr joins the Trade Club Alliance through Eurobank's strategic partnership with Banco Santander. • Network with potential partners from around the world. The members of Exportgate.gr use modern tools networking to identify potential partners for their products abroad.
--	---	---	---	---	---	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





<p>4. Go international</p>	<p>no time limit on the availability of the product</p>	<p>Networking of Greek export businesses with potential importers from abroad.</p> <p>Go International program sub the auspices of of the Greek Ministry of Foreign Affairs, in collaboration with the biggest exporters and others carriers of Greece, such as:</p> <p>Panhellenic Association of Exporters (PSE)</p> <p>Association of Exporters of Northern Greece (SEVE)</p> <p>Link Exporters of Crete (SEK)</p> <p>Business and Industry Association (BSE)</p> <p>Link of Greek Tourism Enterprises (you are)</p>	<p>Each Business Shipping includes:</p> <ul style="list-style-type: none"> -B2B business meetings in the form of Partenariat -Business cooperation forum 		<p>https://www.eurobank.gr/el/omilos/etairiki-koinoniki-euthuni/kainotomia-kai-epixeirimatikotita / http://www.go-international.gr/en/</p>	<p>Program implementation in collaboration with exporters and other agencies in Greece</p> <ul style="list-style-type: none"> - Realization 880 business missions in 27 countries <p>From the 2010 they have Happen 8 Go International Business Missions: Bucharest, Romania 2010, Nicosia, Cyprus 2011, Belgrade, Serbia 2011, Bucharest, Romania 2012, Moscow, Russia 2013, Athens, Greece 2016, Crete, Greece 2017 and Thessaloniki, Greece, 2018.</p> <p>In 13,000 and most B2B meetings we have made contact with:</p> <p>740 Greek export businesses.</p> <p>1,070 buyers from 37 countries abroad – Russia, China, Canada, United Kingdom, Germany, France, Italy, Sweden, Netherlands, Belgium, Spain, Austria, Romania, Serbia, Cyprus, Poland, Iraq, Croatia, Hungary, Jordan, Bosnia , Slovenia, Moldova, Montenegro, Lebanon, Egypt, Syria, USA, Finland, Portugal, United Arabic Emirates, Switzerland, Bulgaria, Thailand, Malaysia, Morocco, S. Africa</p>
-----------------------------------	---	---	--	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





<p>5. Network platform "we.trade" Eurobank</p>	<p>no time limit on the availability of the product</p>	<p>Digital platform trade finance based in technology blockchain-Business interconnection network that brings together originating businesses from 50 countries for trade)</p>	<p>-Provision digital solution cutting edge for international trade transactions Inception operation platform since October 2018</p>	<p>Small, medium and large businesses</p>		<p>-Application technology blockchain for broad coverage of international markets -Ability collateral transaction from banks but also bank financing.</p>
---	---	--	---	---	--	--

<p>6. i-bank Trade Finance</p>	<p>no time limit on the availability of the product</p>	<p>Online transactions & Services Cross-Border Trade</p>	<p>Complete online management solution , i monitoring and completing cross-border trade transactions Personalized references</p>	<p>Small - medium and large businesses</p>	<p>Electronics management transactions Digital documents and documents Transaction history Flexible authorizing model</p>	<p>https://www.nbg.gr/el/corporate/international-trade/trade-finance/import-solutions</p>
---------------------------------------	---	---	---	--	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





PANEL 6: SCHEDULE period NSRF 2007-2013 (EPAE) Closed programs and are listed only for general update

Title financing	Information points	Purpose financing	General information financing	Time constraints	Eligible expenses	Beneficiaries from the program until (30/11/2016)	Detailed descriptions of funding programs	Special information
-----------------	--------------------	-------------------	-------------------------------	------------------	-------------------	---	---	---------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





<p>State Aid Program " Extroversion - Competitiveness of Business ", within the framework of the E.P. S.A. of NSRF 2007-2013.</p>	<p>Gen. Industry Secretariat www.qgb.gr and EFEPAE www.efepae.gr. Additional information from the internet sites www.ypoian.gr, www.antonistikotita.en, www.espa.gr, www.StartupGreece.ov.gr</p>	<p><u>Strengthening of extroversion of SMEs</u> : Promotes the strengthening of extroverted entrepreneurship as a key option for upgrading production basis of the country to goods and services of high added value</p>	<p>The provided incentives from the Program take the form of financial support for the implementation of specific business plans. Funding , after the completion of the project, concerns non-reimbursable grants of eligible costs. The aid rate it ranges from 40% to 45% for each enterprise, depending on its size, and up to 50% for each SME if it participates in partnerships. The overall amount of Public Expenses amount up to €45,000,000.00 . which is respectively distributed as follows:</p> <ul style="list-style-type: none"> • by 50% for business plans submitted individually or collaboratively from existing micro and small businesses, • against 30% for business designs, 	<p>1. Closed program to submit proposals. Submission of proposals from 10-03-2011 up to 14-06-2011. Expenditure eligibility until 31-12-2015</p>	<p>High budget projects are strengthened investment from €30,000.00 up to €250,000.00. The rate of public aid Financing ranges from 40% up to 45% for each business, depending on its size, and up to 50% for each small and medium business if it participates in partnerships . A wide range of actions is covered such as:</p> <ul style="list-style-type: none"> • Mechanical Equipment for the final stages of production, IT / telecommunication costs , • Design, certification actions and product and packaging compliance • actions in markets – targets, • Actions of Technical and Advisory Support Actions • Protection or Acquisition Actions and use of patents, intellectual 	<p>Current completions 467 businesses with Total Sponsored p/y €52,274,949.26 and Total D.D. 23,782,693.31 €. Existing or under construction manufacturing activities, environmental business exploitation activities and selected activities (existing or under construction) provision of services.</p>	<p>With the program :</p> <ul style="list-style-type: none"> ➢ The strengthening of extroverted entrepreneurship and upgrading is promoted her production base of the country to goods and services with high added value. ➢ SMEs are strengthened and supported conditions the large enterprises, operating in manufacturing, construction, services and selected trade sectors to start/continue outward competitiveness and business their action. ➢ The large and the commercial enterprises are eligible provided that in addition to their own investment plan they will collaborate on outward-facing activities with at least two (2) very small, small or medium-sized enterprises and with at least one (1) very small or medium-sized enterprise, the commercial enterprises. Groups (of at least three) Very Small, Small are also supported and Medium enterprises with an additional grant provided that except from their own distinct investment plan, they will also cooperate with each other with the aim of undertaking extroverted activity. 	<ul style="list-style-type: none"> ➢ The Program supports, through a grant, companies that offer or intend to offer products and services of high added value in international markets and aims to improve the international competitiveness of Greek businesses. Innovative elements have been incorporated into the program such as, the right to participate - for the first time - from a wide range of economic activities, - constructions, wholesale, services (eg health services) -, the provision of incentives for him planning and undertaking joint actions extroverted orientation by businesses. ➢ These innovations seek more than just support of businesses, but the starting point of a potential extroversion movement that will change the perceptions of Business in our country. ➢ At the same time, incentives are given to the companies that will participate in the Program, yes develop partnerships between them that will enable them to exchange experiences and create synergies, strengthening their competitive position in international markets. They are getting stronger the very small, small and medium-sized manufacturing enterprises
--	--	--	--	--	---	--	---	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





					property and			and - subject to conditions - the
--	--	--	--	--	--------------	--	--	--------------------------------------

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





individually or collaboratively submitted from existing medium-sized enterprises

- and 20% for the business plans, individually or collaboratively submitted by large enterprises under the terms and conditions of this Program.

transfer of know-how in European and international level

- Actions to integrate specialized personnel and human resources

large and the commercial enterprises.

➤ It is worth noting that 65 cooperative schemes emerged from the proposals submitted, in which they participate 156 businesses, of which 56 eventually joined cooperative schemes in which they participate 136 companies with main common energy participation in Exhibitions abroad. Examining partnerships per category, is noted that 11 large companies participate in the Program, which among other things have as a condition to cooperate with at least two manufacturing small and medium-sized enterprises, 43 commercial enterprises that have, among other conditions, to cooperate with at least one small and medium manufacturing business and 2 cooperative schemes consisting of at least three manufacturing plants small and medium enterprises.

➤ Within the year 2017 it will be carried out by GGB accounting overall evaluation of the Program, in order to export them as necessary conclusions & policy directions.

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





Title financing	Information points	Purpose financing	General information financing	Time constraints	Eligible expenses	Beneficiaries from the program until (11/30/2016)	Detailed program descriptions	Special information
							financing	

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





<p>State Aid Program Program "Extroversion - Competitiveness of Business (II) in the context of the EP S.A. of NSRF 2007-2013.</p>	<p>Gen. Industry Secretariat and EFEPAE www.qgb.gr www.efepae.gr. Additional information from the internet sites www.ypoian.gr, www.antonistikotita.gr, www.espa.gr, www.StartupGreece.gov.gr</p>	<p>The Program supports the extroverted and competitive presence of Greek businesses at an international level, especially SMEs. The main objective of the program is to create conditions and possibilities for the strengthening of extroversion youth entrepreneurship and existing, mainly manufacturing, Small and Medium Enterprises but also big ones businesses to selected branches of economic activities (construction, service provision, wholesale, health, culture), as central selection for its productive upgrade economy for goods and high services added value, with quality, environmental awareness, integration knowledge and innovation.</p>	<p>The provided incentives from the Program take the form of financial support for the implementation of specific business plans. Funding , after the completion of the project, concerns non-reimbursable grants of eligible costs. The overall amount of Public Expenses amount up to €38,244,442.41. The aid rates vary from 30% up to 55 %.</p>	<p>1. Closed program to submit proposals. Submission of proposals from 05-08-2013 up to 10-10-2013. Expenditure eligibility until 31-12-2015</p>	<p>The eligible budget of investment plans ranges from €20,000.00 € up to €200,000.00 €, the €100,000 for specific sectors. The eligible actions concern new products / services or products / services in general in new markets and include investments that fall into the following categories: • Mechanical Equipment – Special Facilities • IT / telecommunications actions • Design, certification actions and product and packaging compliance . • Actions (other than studies) of display in markets – targets. • Technical and Advisory Support Actions . • Actions (other than studies) of protection or acquisition and</p>	<p>Current completions 408 businesses with Total Sponsored p/y €36,304,638.92 and Total D.D. €15,575,159.51. Eligible businesses will implement investment plans that will help them become present and competitive in the international markets through the acquisition of international certifications, promotion and promotion in third countries of modern systems and methods marketing, design and development of products, services and packaging, equipment modernization, etc.</p>	<p>Eligible is all the new and existing very small, small, medium and large enterprises, which are active in Greece and started operations before from her August 1, 2012 in the sectors of manufacturing, construction, services as well as selected sectors of trade. - Additional special eligibility conditions apply the / and amount of aid rate depending on the size of the business, whether the investment plan includes collaborations with other businesses, etc. -The eligible budget of the investment projects varies from €20,000.00 to €200,000.00 euros, or 100,000 euros for specific people branches. -In order to cover the private participation, the investors can use their own resources and/or a bank loan. The loan to be used may be supported by financial tools of NSRF, such as e.g. provision of guarantee by ETEAN SA for obtaining an investment loan or receiving a letter of guarantee, providing business loans with a low interest rate and favorable terms.</p>	<p>This is the second phase of the specific program, following the successful announcement of the previous one phase. The Program supports the extroverted and competitive presence of Greek businesses at the international level, especially SMEs. - Within of year 2017 an overall evaluation of the Program will be carried out by the GGB , in order to draw necessary conclusions & policy directions.</p>
--	---	--	--	--	---	---	---	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





use of patents,
intellectual
property and
transfer of know-
how to European
and international
level.
•Actions

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





					development of specialized personnel and human resources (only for new small and very small businesses). •Others Actions (only for new small and micro businesses).			
Title program or form financing	Period of disposition, chronicles limitations	Purpose financing	Financing features	Eligible businesses	Minimum – maximum funding amount	Beneficiaries from the program until (30/11/2016)	Information and Analytics description	Special information

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>ETEAN SA:</p> <p>PROFESSIONAL FUND (TEPIH I)</p> <p>ACTION - SUBFUND: "EXTROVERSION"</p>	<p>2011-2015 _</p> <p>Action active until 30-6-2015.</p>	<p>State enhancement:</p> <p>Loans to SME with a low interest rate for the implementation of investments designs with the aim of extroversion (including those included in government aid programs or the Investment Law).</p>	<p>Partner bank: Eurobank Interest rate: 4.23%. Duration loans: 5-10 years. Installment repayment intervals : quarterly. Possibility of administration grace period up to 2 years (with interest). Administrative cost (envelope): €800.</p>	<p>media with the following KAD: CAD 10 (specific codes) – 33 (ie all processing, except for certain ineligible codes 10 and 11 the who are not funded by ERDF but from EBRD), 35.30.21, 41-43, 46, 58-59 , 61, selected activities of codes 62, 63, 70, 71, 74, 82, 86, 96.</p>	<p>30,000 euro – 300,000 euro</p>	<p>Accounts action items "Extroversion" of TEPIX:</p> <ul style="list-style-type: none"> - Final date for contracting loans: 31-7-2015. - Final co-investment relationship with a bank (Eurobank): 1:1. - Final P/Y Public Expenditure: 43.78 million euros. - Final amount committed to finance the action (from TEPIX and bank): 87.57 million euros. - Total number of applications: 386. - Final number of contracted loans: 223. - Number of disbursed loans (31.10.2016): 222. - How much of loan disbursements (31.10.2016): 85.89 million euros. 	<p>Information: http://www.etean.gr/PublicPages/PastProgram.aspx?ID=68</p> <p>Action active until 30-6-2015.</p>	<p>Eligible expenses:</p> <ul style="list-style-type: none"> - Purchase and installation of mechanical equipment and other equipment. - Management, warehouse, merchandise, inventory, automation, control systems, modern telecommunication systems, CRM applications, e-business (ebusiness), online store - shopping, electronic equipment, GPS, webcams, PDA's, etc. - Quality assurance costs, product certification, adoption of environmental management systems. - Expenses projection in target markets. - Technique and advisory support, cooperation
--	--	--	--	--	-----------------------------------	---	---	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



						- Final participation amount fund in disbursements (31.10.2016): 42.87 million euros.		with research and university institutions, etc. - Protection, and use of patent and intellectual property, transfer of knowledge, development of prototypes. - Construction, expansion, modernization of buildings, special auxiliary facilities, well as the cost of shaping the environment, of the investment budget. - Purchase of materials, goods, packaging and services which are absolutely related with the investment plan, products and/or purchases up to its budget of investment de
--	--	--	--	--	--	---	--	---

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme





Cash desk & Form financing	Information	Characteristics her action		
---	--------------------	-----------------------------------	--	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme



<p>"Upgrading micro & small businesses with the development of abilities their in new markets"</p> <p>The Action co-financed from the European Fund Regional Development (ERDF) of the European Union and by nationals resources.</p> <p>(Subsidy)</p>	<p>Operational program "Competitiveness, Entrepreneurship and Innovation (EPANEK)</p> <p>http://www.antonistikotita.gr/epanek/index.asp</p> <p>Office Information EYD EPANEK: Ave. Mediterranean 56, Athens.</p> <p>Phone: 801 11 36 300 (8.00 a.m - 7.00 pm)</p> <p>Email: infoepan @ mou .gr</p> <p>Web Sites: www.antonistikotita.gr www.espa.gr</p> <p>Points Information EFEPAE & Partners: www.efepae.gr</p>	<p>Enhancement existing ones very small ones and small businesses aiming to expand into new markets.</p> <p>THE p/y her action rises in €310m The aid of this action is available within the framework of Regulation (EU) no. 1407/2013 (de minimis regime).</p> <p>The action was announced on 11.2.2016. The submission started at 7.4.2016 and closed on 8.7.2016.</p> <p>They are subsidized investment designs from € 15,000 - € 200,000 with her condition not exceed the total turnover of 2015</p> <p>Funding covers 40% of eligible costs and is increased by 10%, reaching 50% in case recruitment new personnel.</p> <p>Submitted only an investment proposal per VAT NUMBER., exclusively in a single Region.</p> <p>THE period implementation her investment cannot exceed (24) months from the date of issuance of the Incorporation Decision.</p> <p><i>Closed program, is listed for more general information</i></p>	<p>Beneficiaries businesses:</p> <ol style="list-style-type: none"> Existing small and micro businesses where are legally active in the following sectors: <ul style="list-style-type: none"> Agri-food / Industry Food Energy Supply chain Chain Cultural and Creative Industries (CGI) Environment Technologies Information technology and Communication ICT Health Materials – Constructions. They have two or more closed managerial uses until 31/12/2015 New businesses that do not fall into the above category of existing ones and they have established until 31/12/2015. They have until 31/12/2015 activity in one at least eligible for the KAD action Operate as SA, Ltd., O.E., E.E., I.K.E., N.E.P.A., Individual Business, Social Cooperative Enterprise of Law 4430/2016, Cooperative and to comply or undertake to comply if they are approved in monographic or bigraphic form books of Law 4308/2014 Not they face difficulties, within the meaning of EU rules for state aid, according to the article 3 par. 3 case d of Regulation 1301/2013 They are not under bankruptcy, 	<ol style="list-style-type: none"> Buildings, others facilities and surrounding space up to 40% Environmental protection facilities & energy & water savings up to 100% Machinery – Equipment& ICT up to 90% Materials expenses until 100% or €100,000 <ul style="list-style-type: none"> Development & Certification of quality assurance systems & environmental management Actions for patenting and intellectual property protection at national, European and international level or for the acquisition and use of patents and for the transfer of know-how Projection – promotion of businesses in target markets Expenses technique support for the conclusion of cooperation contracts with foreign companies or Joint-Ventures, concerning new markets or new products / services Certification & standardization of finals products/services according to recognized standards (e.g. CE) Payroll cost employees (existing and/or new staff) up to 40% of the p/u of the business plan or up to € 24 thousand for 2 Annual Work
---	--	--	---	--

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A "Greece-Bulgaria 2014-2020" Cooperation Programme



liquidation the forced management.
 8. Not pending in weight their recovery
 of state aid.

Units (AUUs)

The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme





The FINANCIAL INSTRUMENTS project is co-funded by the European Regional Development Fund (ERDF) and by national funds of the countries participating in the Interreg V-A “Greece-Bulgaria 2014-2020” Cooperation Programme

