

# Deliverable 3.2

**D 3.2**

**Identification, Recording and Evaluation of all modern Financial Instruments/Funds currently available in the cross-border area**

**Identification, Recording and Evaluation of all suitable existing SMEs located in the cross-border area that can apply for funding from modern financial instruments**

**Networking activities, B2B activities, promotion of synergies between businesses in the cross-border area**

**Organization of 4 Specialized Educational Seminars & Workshops (max. 20 participants/Workshop) in Komotini, Greece**

**D 4.2**

**Establishment of a flexible Private Finance Support Mechanism**

# Financial Instruments in the cross-border area



HISTORICAL DATA



- ✓ BANK LOANS
- ✓ PRIVATE DEBT
- ✓ VENTURE CAPITAL
- ✓ PRIVATE EQUITY
- ✓ CROWDFUNDING
- ✓ BUSINESS ANGELS



METHODOLOGICAL  
FRAMEWORK



EVALUATION MATRIX-BASIC  
ELEMENTS OF TOOLS

# Identification, Recording and Evaluation of all suitable existing SMEs



Questionnaire creation



Finding and contacting  
SME businesses



Sending a questionnaire  
to local businesses and  
chambers



Personal interviews with  
local businesses



Results and conclusions  
of the conducted survey



Methodological  
framework – grouping of  
SMEs



Evaluation matrix –SMEs  
vs basic elements of  
tools

# Provisional Questionnaire Results

42 answers

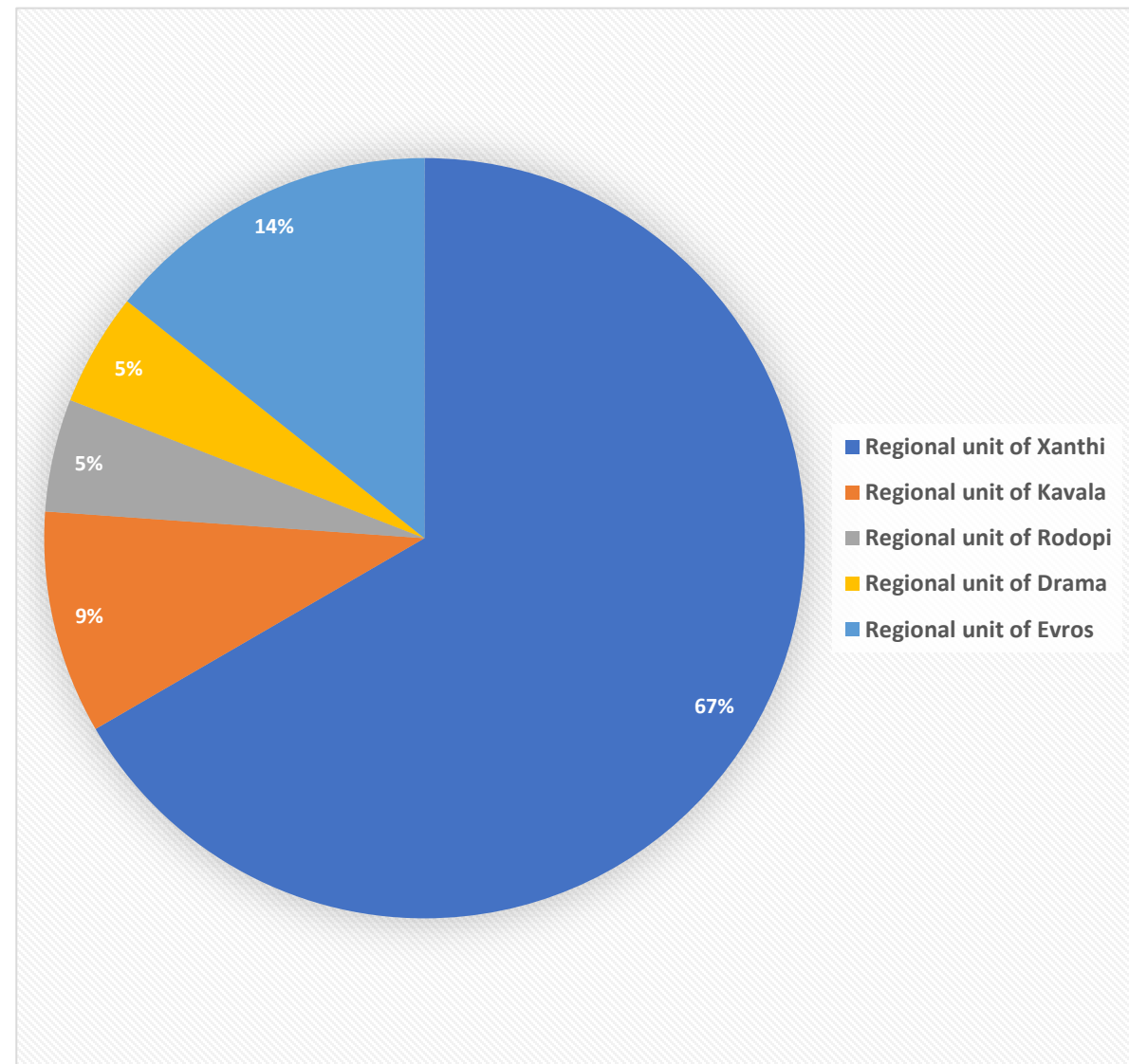
Regional unit: Xanthi  
(66.7%)

**Activity:**  
Manufacturing  
Industry, Tourism,  
Retail Trade (14.3%)

**Company Size:** Very  
small (71.4%)

**Financing:**  
Commercial banks -  
Loan (48.8%)

**Provision Of  
Products-services In  
Bulgaria 14.3%**





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	Institution	Country	Total Eligible Budget	Allocated Funds	Paid Out Expenditure
<b>Project Beneficiary 2 (PB2)</b>	DEMOCRITUS UNIVERSITY OF THRACE - DEPARTMENT OF ECONOMICS	<b>Greece</b>	<b>128.475,00 €</b>	<b>108.750 €</b>	<b>18.719,31 €</b>

PAID OUT EXPENDITURE



# TO DO

- Definition of Verifier
- Contract with verifier
- Organize event and workshops
- Completion of deliverables





THANK YOU