



**UNIONFIDI**  
**LAZIO**

**SOCIETA' REGIONALE DI GARANZIA FIDI**

***Ljubljana, July 2009***

***Marketing & Special Projects***



# *Unionfidi Lazio S.p.A.*

## Società regionale di garanzia



The managing guarantee funds agency established by Regione Lazio with the aim to facilitate access to credit and support SMEs development

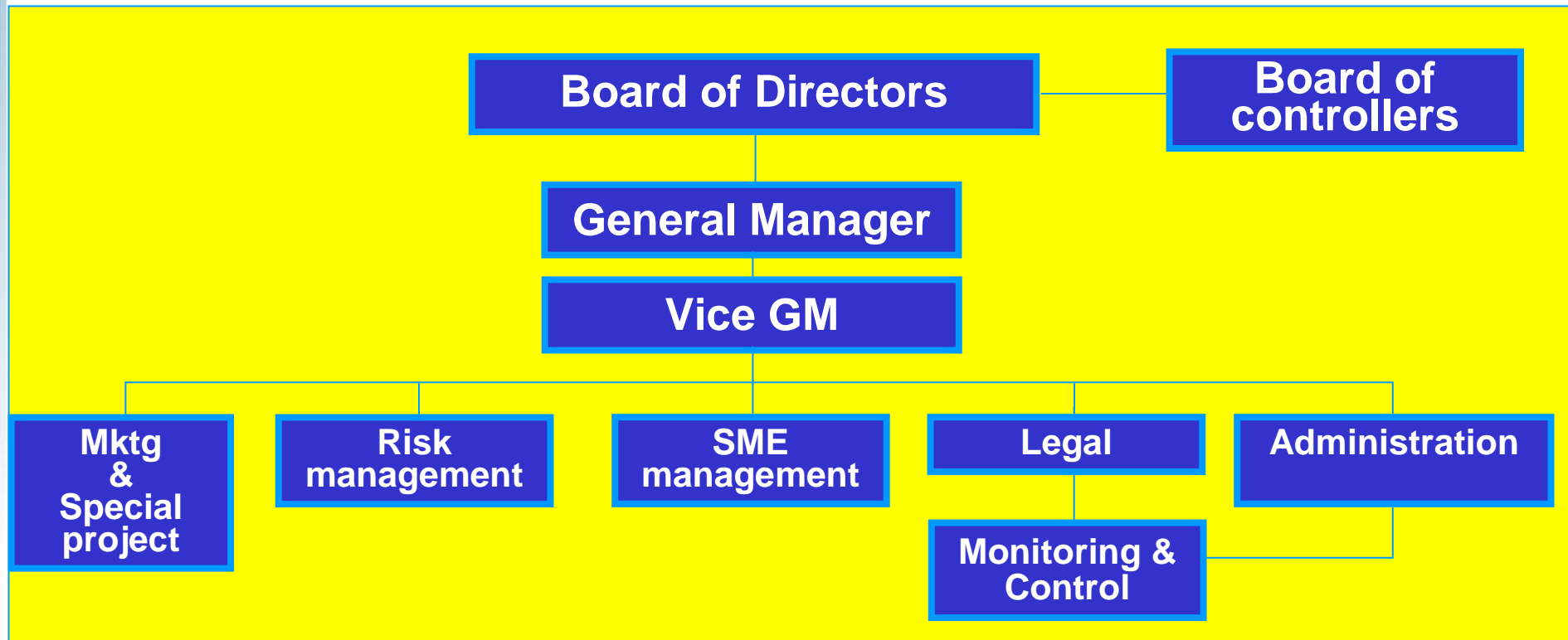


# Partners





# Organization





# ***Competencies and Certifications***

**RATING – FICHT Ratings**

**Internal training**

**IT intensive**

**Annual audit certificate and procedures certification**

**Certificated risk management capacity by *MCC***



# National and International Partnerships



## Universities

University of Trieste  
University of Roma “*La Sapienza*”  
University “*F. Caffè*” Roma Tre



## Partnerships

G.E.I.E. Eurodevelopment  
(20 development agencies from 6 UE countries)



## Cooperations

Bank Risk Management Dpts  
BGK Poland



# *Mission and Objectives* (1/2)

## MISSION

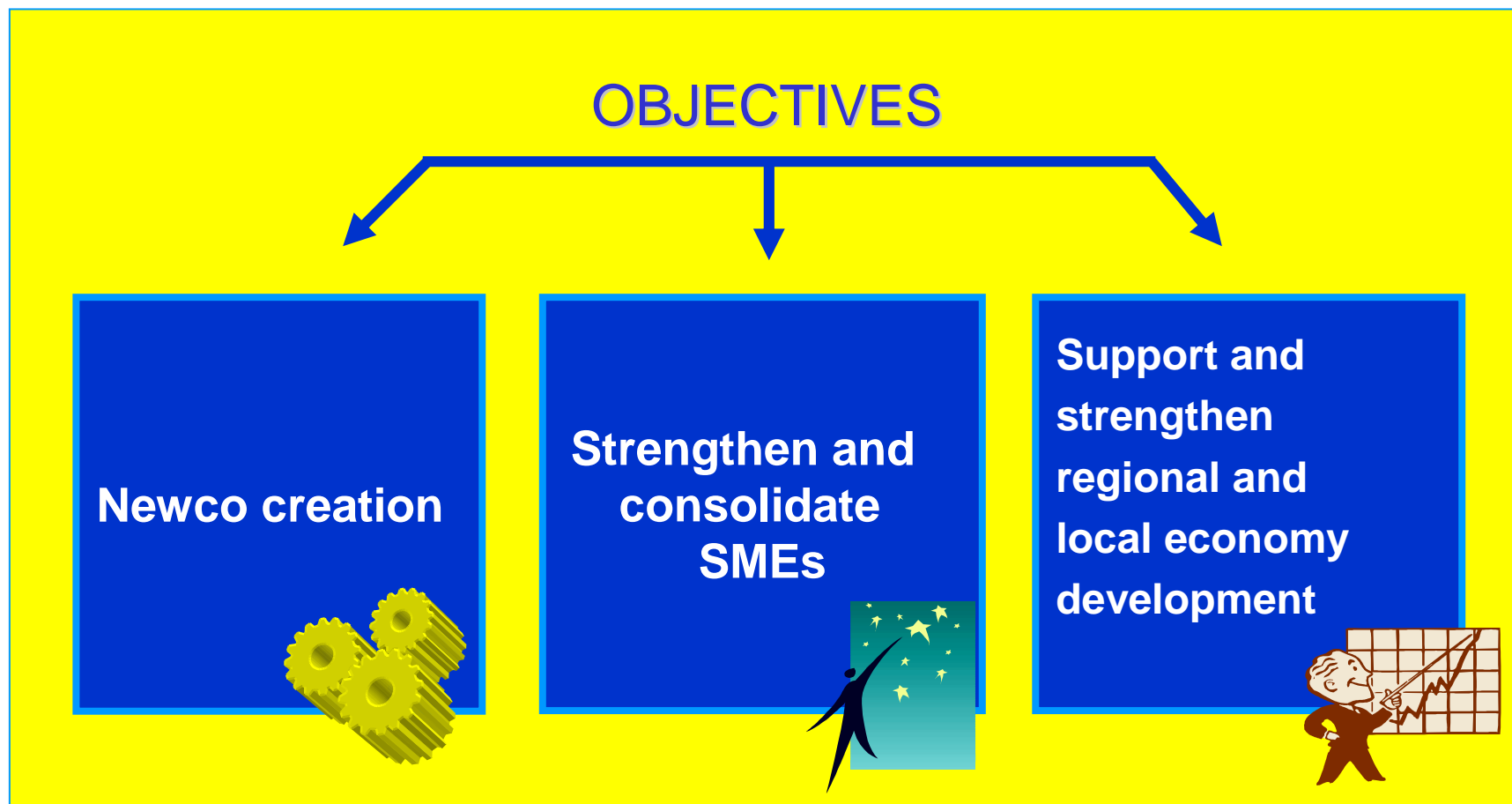
**Facilitate credit access to SMEs through guarantee schemes at the best conditions, but also .....**

**Supporting SMEs  
facing  
banking system**

**Using banking financial  
resources to support  
M/L term investments  
to strengthen regional  
development**

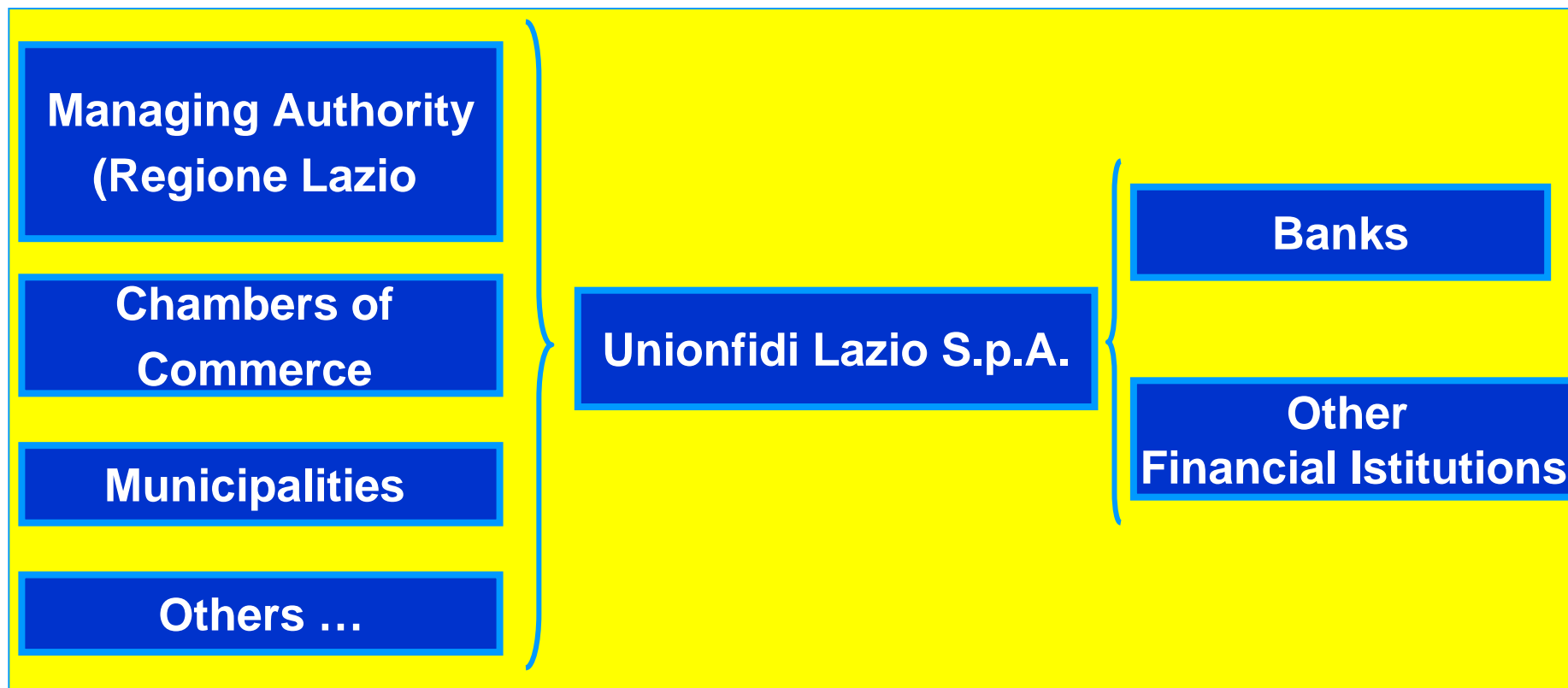


# *Mission and Objectives* (2/2)



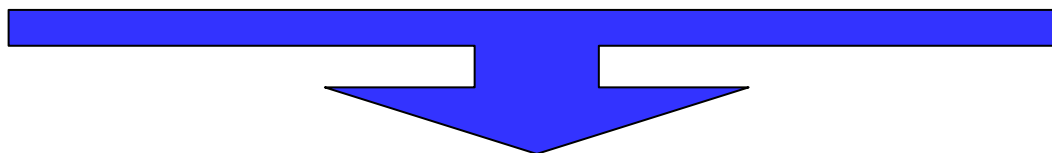


# *Guarantee Fund Lending*





# *Basel II Compliance*



**Unionfidi guarantee  
Basel II compliant**

- **Direct** (first priority claim)
- **Explicit** (strictly linked to a specific exposition)
- **Irrevocable** (no frustration clause)
- **Unconditional** (no conditions)



# *Unionfidi Lazio Rating system*

**Fixed multiplier → Rating system**

**Fixed multiplier LEVERAGE 1/ 20**

**Modular multiplier LEVERAGE 1/400 (Rating)**



# ***Unionfidi guarantee effect on counterpart risk mitigation***

**Unionfidi guarantee reduces:**

**Risk-weighted to 20% (Lazio region rating A-)**

**Capital requirement**



# ***Guarantee and Coguarantee Characteristics***

**50% Collateral**  
of exposure – Direct guarantee

**Guarantees pooling**

**Extra collateral up to 25/30%**  
of exposure – Direct co-guarantee

**First priority claim guarantee**  
(activation of collections processes)



# **Beneficiary**

## **All SMEs\*:**

- **Based in Lazio region**
- **Active in the following business sector:**
  - **Agriculture**
  - **Handcraft**
  - **Commerce**
  - **Industry**
  - **Service and Tourism**

*(\*) EU Commission Recommendation 2003/316/CE*

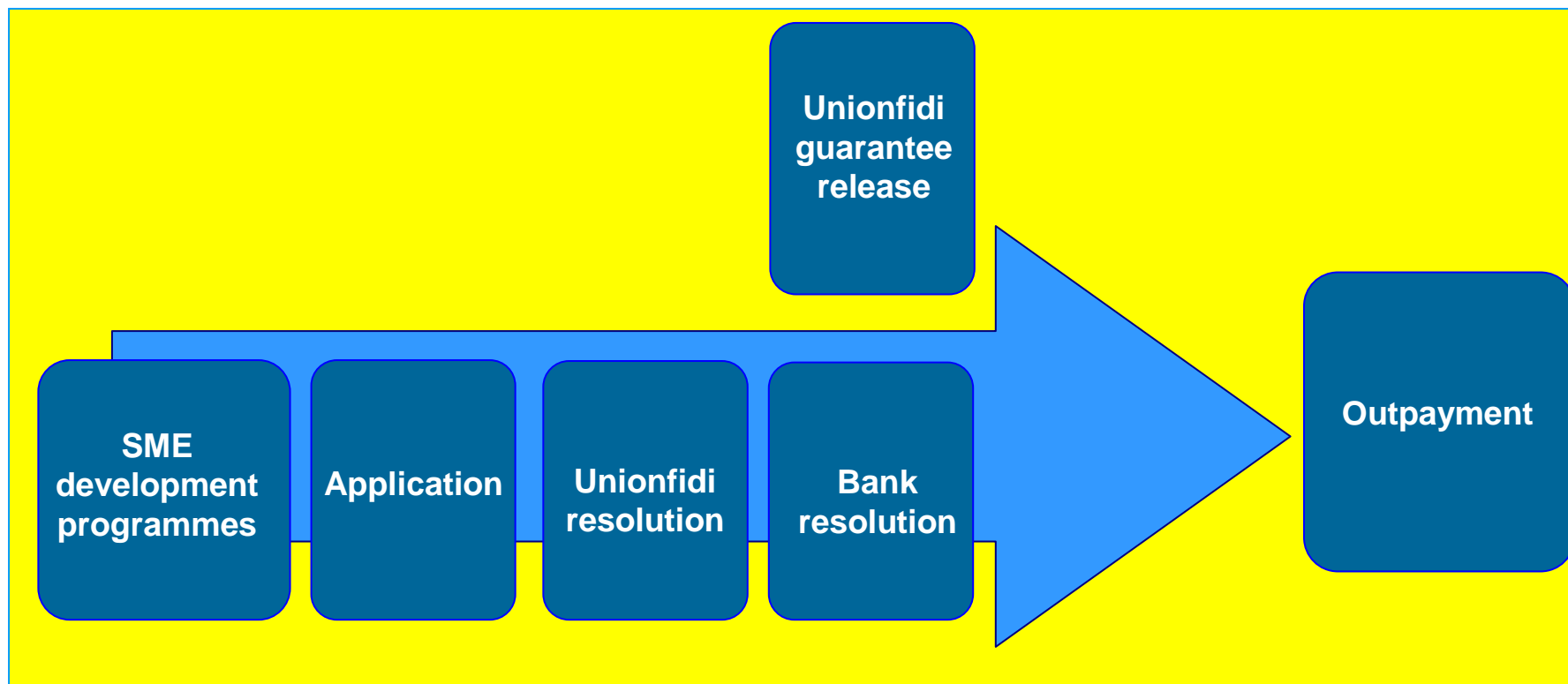
# **Operations**

- **SME development programmes (M/L term)**
- **Consolidation short term debt (account overdraft)**



# ***Integrated operational tools***

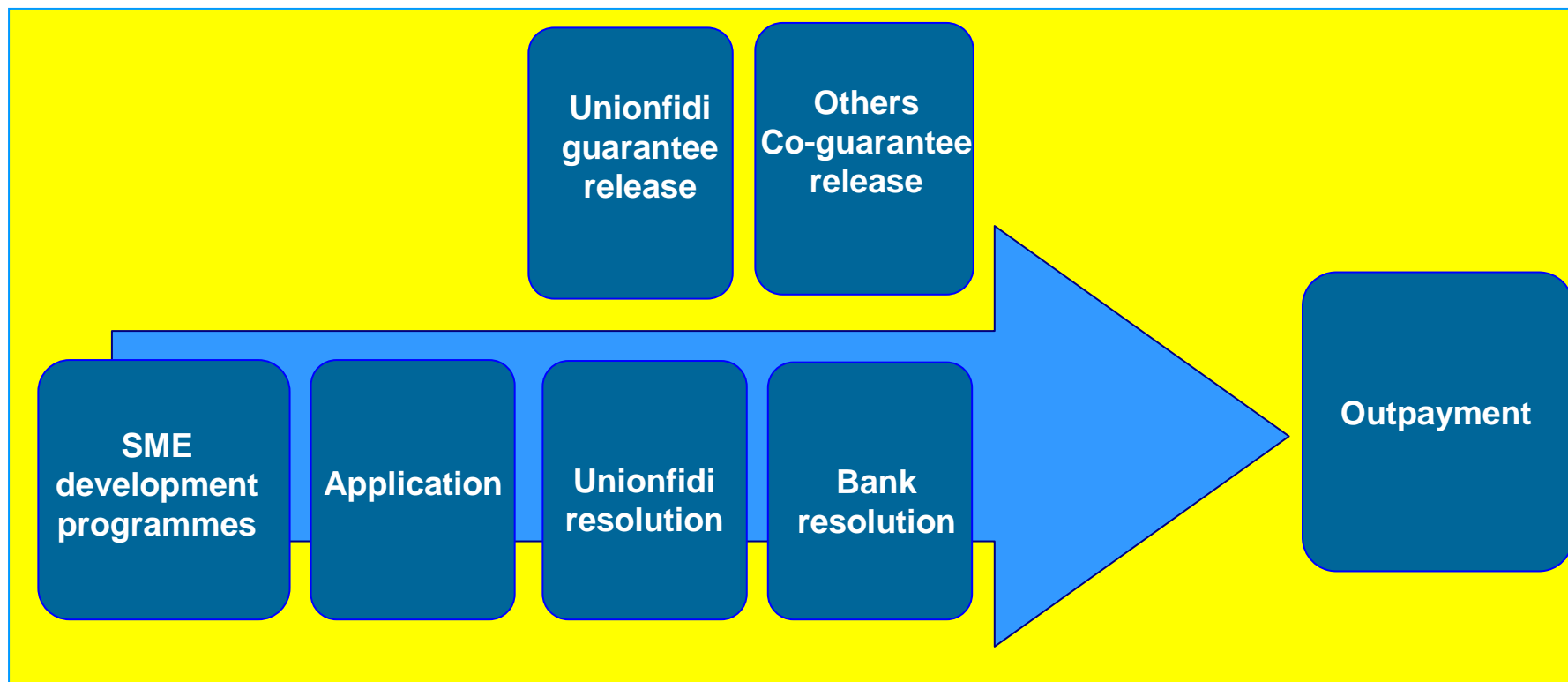
## ***1 - Direct guarantee***





# *Integrated operational tools*

## *2 - Direct Co-guarantee*



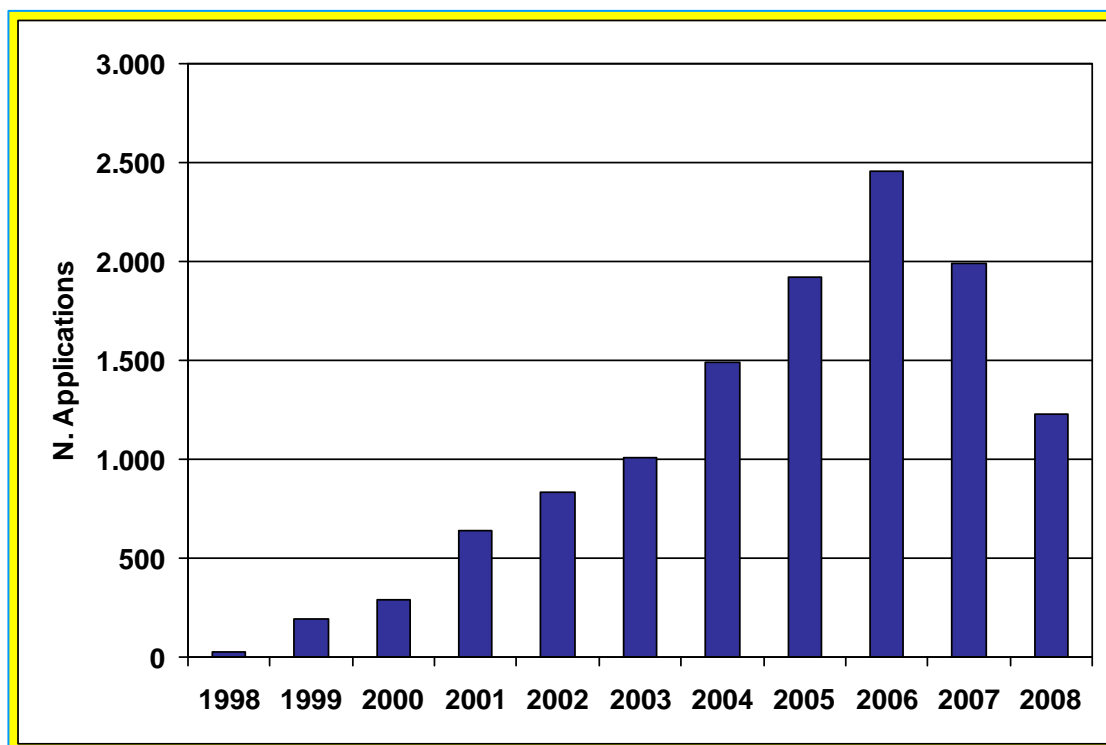


## *Some figures*





# Applications per year



YEAR	N. applications
1998	24
1999	191
2000	292
2001	637
2002	836
2003	1.010
2004	1.491
2005	1.925
2006	2.459
2007	1.992
2008	1.224
<b>TOTAL</b>	<b>12.081</b>



# ***Unionfidi Lazio S.p.A.***

## ***Performances***

<b>General historic report</b> (up to date 31.12.2008)	
<b>Supported SMEs</b>	<b>N. 6.149</b>
<b>Tot Loans</b>	<b>€399.718.752</b>
<b>Tot guarantees</b>	<b>€197.694.797</b>
<b>Tot New investments</b>	<b>€600.440.642</b>
<b>Losses</b>	<b>€735.866</b>
<b>Default rate</b>	<b>0,37%</b>



# ***Funds managed by Unionfidi Lazio S.p.A.***

- Guarantee and Co-guarantee Fund - Regione Lazio L.R. 11/97
- Guarantee Fund – UE/DOCUP 2000/2006 Ob2
- Consolidation and development - Rome Municipality and Regione Lazio
- Guarantee and Co-guarantee Fund - Rome
- Co-guarantee Guarantee Fund for Agriculture sector - Regione Lazio
- Chamber of Commerce of Frosinone - Co-guarantee Fund
- Guarantee Fund for Cultural heritage, services, promotion and live Entertainment Industry
- L.R. 46\02 FIAT Crisis – Regione Lazio L.R. 46/02
- Guarantee Fund for Racket prevention - Regione Lazio L.R. 23/01
- Guarantee Fund for Housing Policy - Regione Lazio
- Guarantee Fund for Advances on Servizio Sanitario Regionale credits - Regione Lazio
- Guarantee Fund for Advances on Local Public Administration credit - Regione Lazio
- Co-guarantee Fund – Municipality of Fiumicino
- Co-guarantee Fund – Municipality of Pomezia

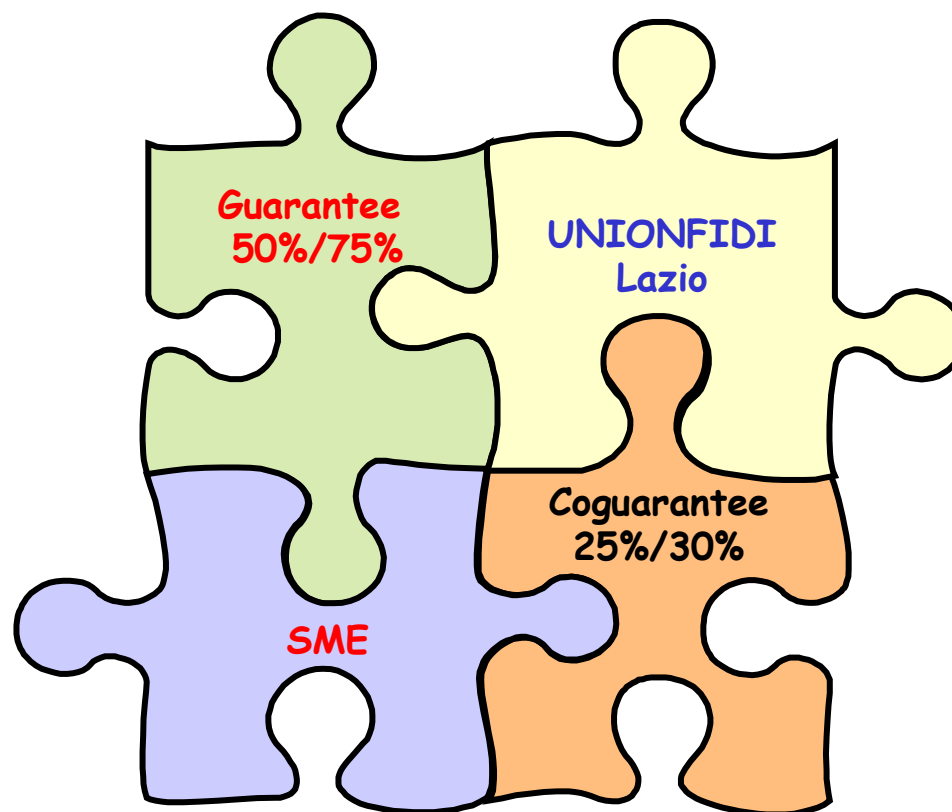


# Access to Credit



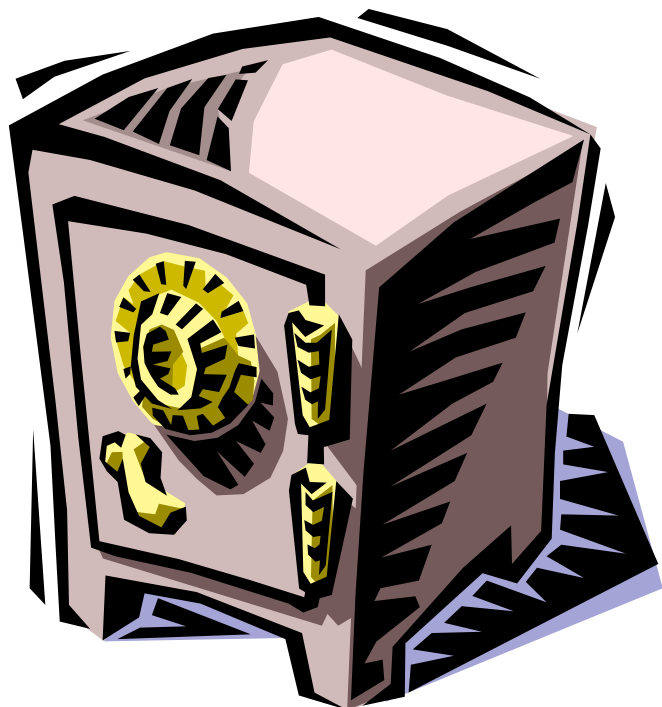


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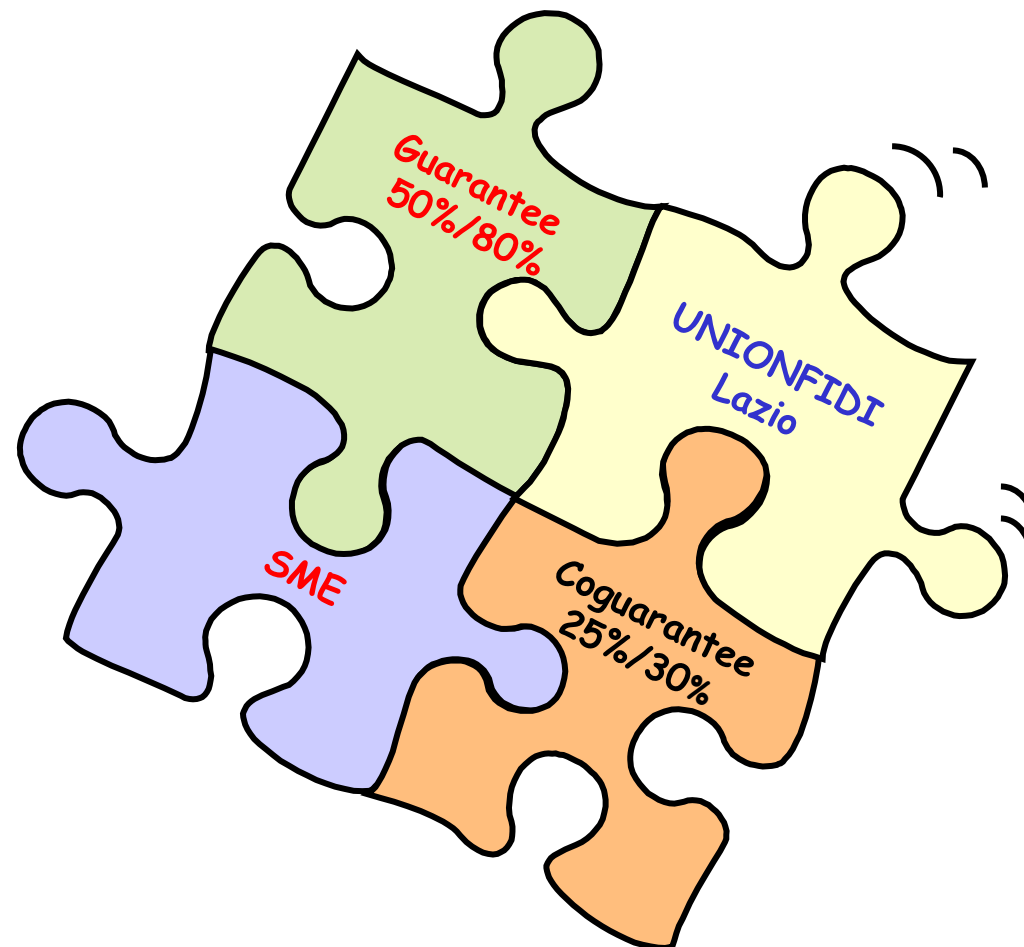




# Access to Credit



**BANK**





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