



European Commission



Comune di Roma

- **FIN URB ACT** - Thematic Network
Integrated urban actions for fostering and
financing innovative economies and SMEs



Aveiro: June 02/04, 2009

CITY OF ROME

Department XIV - Labour Policies
and Lifelong Learning Programs



CITY OF ROME

LOCAL SUPPORT GROUP

Participation at local level is a core component for developing urban sustainable development

The role of Universities for fostering innovative economies and SMEs



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SCENARIO (1/3)

- The industrial projects with high technological impact, especially the university spin-offs are often highly risky and difficult to evaluate by the traditional credit risk models or methods normally used by banks and/or other financiers.
- These methods are mainly based on a quantitative analysis, related to the most popular financial and economic criteria/ratio, and are therefore poorly effective in identifying strengths and weaknesses of the purely technological innovation that the company wants to market.
- This approach penalizes innovative businesses to access to finance.



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SCENARIO (2/3)

Hi-tech and university spin-off businesses looking for finance

Banks looking for new profitable markets

BUT



SCENARIO (2/3)

Hi-tech and university spin-off businesses:

- **Difficulty in accessing bank credit**
- **Lack of guarantees**
- **Expensive consulting costs**
- **Very long time to get soft money (grants, etc. max 50%)**

BANKS:

- **High counterpart risk profile**
- **No proper business plan evaluation models**
- **Too high procedure costs**



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CITY OF ROME - Department XIV



University of Studies “Roma Tre”
Faculty of Economics “Federico Caffè”



Unionfidi Lazio S.p.A.
Regional Guarantee Funds Management Company



Aim to provide for...



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Hi-tech and university spin-off businesses

- **75% Free Guarantees**
- **Free assistance and consulting**
- **Fast enquiry**
- **Low interest rate**

BANKS:

- **Counterpart risk mitigation**
- **Proper and shared business plan evaluation model**
- **Low managing and evaluation procedures costs**
- **Fair revenues**



**THANK YOU
FOR THE ATTENTION**



CITY OF ROME - DEPARTMENT XIV

“Labour Policies and Lifelong Learning Programmes”

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