



GOOD PRACTICES - CASE IDENTIFICATION /1ST LEVEL ANALYSIS

1. Good Practice title:

Croatian Agency for SMEs, Innovation and Investments (HAMAG BICRO) offers four different measures under its guarantee program, and these are: “EU novice”, “Growing together”, “Energy renovation of public sector buildings” and “Portfolio guarantee”.

Since the program itself offers no actual microcredit, but is used to increase chances of gaining credit, it can be counted in the category of mitigating the negative effects of financial exclusion.

2. Territory of implementation/application (country/region/...)

Croatian Agency for SMEs, Innovation and Investment implements its guarantee program country wide.

3. Timeframe:

year of introduction: 2013

year of termination: 0000

(leave 0000 if ongoing)

4. Brief description of the promoting organization:

HAMAG BICRO was created by merging of the Croatian agency for SMEs and Investments (HAMAG INVEST) and Business and Innovation Agency of Croatia (BICRO) in 2014, with the aim of supporting the development of small and medium-sized enterprises, improving the innovation process and encouraging investments.

5. Main objective of the initiative:

The main objective of the initiative is for HAMAG BICRO to analyse the financial documents and economic justification of the project in order to ascertain if a guarantee can be given. The issued guarantee can then be used by SMEs to increase their chances in loan negotiations.

6. Brief explanation of the initiative:

- “EU Novice” offers guarantees to SMEs which are in business up to five years, and it can cover up to 80% of total loan amount,
- “Growing Together” offers guarantees to SMEs which are in business up to 2 or 5 years, depending on the sub-measure,
- “Energy renovation of public sector buildings” offers guarantees on credits intended for achieving energy efficiency,
- “Portfolio guarantee” offers guarantees on the portfolio of creditors to cover up to 30% of the total loan amount of the borrower.



7. Target group and measures to involve the target group:

The main target group are SMEs that have difficulties with applying for credit in order to finance their business ideas.

8. Innovativeness:

Credit guarantees by HAMAG BICRO can, alongside helping with loan negotiations, help in reducing of the interest rate by up to 1% when working with HAMAG BICRO partner banks and institutions.

9. Outcomes:

During 2013 a total of 317 guarantees were issued in total value of 46.306.533,65 EUR. The following year there were 259 guarantees issued valued at 40.048.128,26 EUR. In 2015 a total of 346 guarantees were issued with a total value of 41.138.538,89 EUR. In 2016 so far there were 57 guarantees issued valued at 7.153.256,71 EUR, with monthly information updates.