



Ministerstwo
Funduszy
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Equity (VC) instruments implementation: Polish experience

*Financial Instruments for the SMEs from West Region
April 5, 2022, Timișoara.*

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- Venture capital in Poland
- VC instruments in the national and regional operational programmes
- Smart Growth OP 2014 – 2020 VC instruments and 2021-2027
- Key issues in implementing VC instruments

VC investments in Poland 2011-2021

Value of investments (EUR m)

The transaction summary does not include SoftBank's investment in eObowiac due to the Company's affiliation with the listed CCC. The value of DocPlanner's round is the authors' estimate.



(1) Source of archive data 2011-2018: Invest Europe;

(2) Megarounds that distort the statistical picture are presented separately (see: outlier);

(3) The megaround is presented as a separate bar, representing 100% of the value of all investments in a given year.

Sources of capital

Share of private and public-private funding in 2021

Value of transactions



Number of transactions



Share of funding from international and Polish funds in 2021

Value of transactions



Number of transactions



VC instruments in Poland

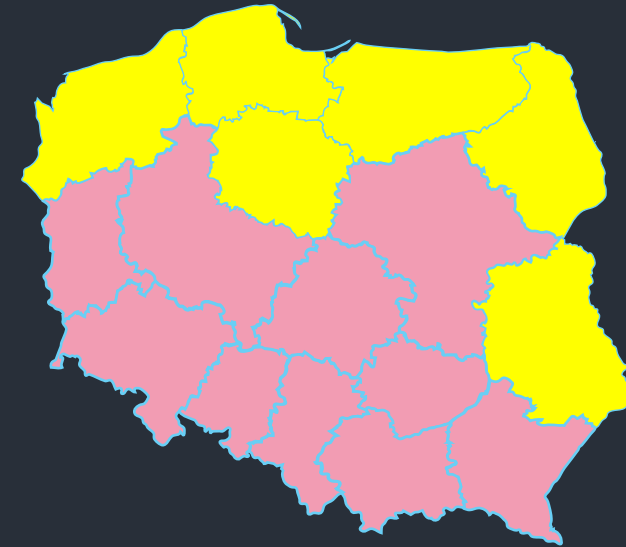
National level



Total investment budget: **EUR 508 million:**

- ERDF: **EUR 290 million;**
- private co-financing: **EUR 218 million**

Regional level



Total investment budget: **EUR 50 million:**

- ERDF: **EUR 39 million;**
- private co-financing: **EUR 11 million**

VC on national and regional level

National level

- fund of funds structure
- maximum value of a equity investment in SME: from **PLN 4 million to 60 million** (depending on the instrument)
- obligation to implement a significant part of an investment project **in Poland**
- More diverse instruments:
 - commitment-based VC funds + coinvestments schemes;
 - pari-passu and state aid instruments (with different levels of assymetry)
 - corporate venture capital (CVC)

Regional level

- fund of funds structure
- maximum value of a equity investment in SME: **PLN 5 million**
- obligation to implement a significant part of an investment project in the **given region**
- only commitment-based VC funds
- only pari-passu instruments

Use of investment budgets at the end of 2021

National level

- CVC: 34%
- Open innovation: 32%
- Starter: 36%
- Biznest: 38%
- KOFFI: 21%
- **on average: 32%**

Regional level

- pomorskie 18%
- lubelskie 53%
- kujawsko-pomorskie 35%
- zachodniopomorskie 92%
- podlaskie 48%
- warmińsko-mazurskie 73%
- **on average: 41%**

Smart Growth OP 2014 - 2020 VC instruments

instrument	profile	private co-financing	scheme	investment ticket
Starter	seed, start-up	min. 20%	commitment scheme	up to PLN 4 million
Biznest	seed, start-up	min. 50%	coinvestment scheme	up to PLN 4 million
Open Innovations	early stage, growth	min. 40%	commitment scheme or coinvestment scheme	from PLN 5 million up to PLN 60 million
KOFFI	growth, expansion	min. 50%	commitment scheme	up to PLN 60 million
CVC	growth, expansion	min. 50%	commitment scheme	up to PLN 60 million

VC instruments in 2021 – 2027 period

- similar allocation value
- continuation of VC instruments from the period 2014-20 (with some modifications);
- possibility of a pilot scheme combining VC and grant in one operation

Key issues in implementing VC instruments

Profit-oriented private investors vs policy®ulations

Investments (incl. geographical) restrictions

Size/costs of VC funds

Quality of fund managers (LPs)

Availability of private investors (GPs)

Availability of start-ups (!)

Thank you!

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