



Welcome





MUNICIPAL GUARANTEE FUND FOR SMALL AND MEDIUM ENTERPRISES





01

Municipal Guarantee Fund

02

Guarantee programs for SMEs

03

Accelerator Startup Sofia

OUR SUCCESS IN NUMBERS



SUPPORTED SMES:

The Fund has supported over **700 SMEs**



TOTAL GUARANTEE PORTFOLIO:

The Fund has issued guarantees for credits for over **BGN 140 million**



TOTAL VOLUME OF GUARANTEES:

The Fund has issued guarantees for SME's for over **BGN 37 million**

ABOUT THE FUND



The Municipal Guarantee Fund for SMEs (MGFSME) is a **unique financial instrument** launched and developed by Sofia Municipality in **support of the entrepreneurship and innovation ecosystem** in one of the fastest growing capitals in Europe. It aims at **raising the competitiveness and success rate of SMEs in Sofia** and applying the "Think Small First" principle at the heart of the municipal economic policy.

The Fund has the mission of providing **loan guarantees for SMEs** who have an economically sound project but cannot secure sufficient bankable collateral.

In 2018 the Fund launched FISP – **Financing Innovative Start-ups Program**, which is a new guarantee scheme additional to the already successful **General Guarantee Scheme** which has been existing in the last 10 years.

By funding different types of innovative start-ups MGF will ensure that **high potential SMEs stay and grow in Sofia** taking full advantage of the Single Market and becoming key drivers for local economic growth and job creation.

As a full member of the large family of **Vienna Economic Forum** and AECM – the **European Association of Guarantee Institutions**, the Sofia Municipal Guarantee Fund for SMEs bridges the Bulgarian SMEs with the vast European knowledge and experience and aids Sofia's transformation into developed technological and innovative capital in Europe

NATIONAL AND INTERNATIONAL RECOGNITION



MEMBER OF



FUND'S GUARANTEE PROGRAMS

GENERAL PROGRAM

- Guarantees up to 50% up to 150 thousand BGN
- Maximum warranty period - 84 months
- To comply with the SME Act
- The headquarters or activity must be on the territory of the Sofia Municipality
- Have a collateral with a liquidation value as assessed by the bank for at least 60% of the loan amount.
- Fees under the Fund's internal rules in the absence of 100% collateral by first mortgage of real estate, pledge of government securities, cash deposit or other low-risk liquid collateral.

FUND'S GUARANTEE PROGRAMS

FISP PROGRAM

- Guarantees up to 50% up to 30 thousand BGN
- Maximum warranty period - 60 months
- Enterprise created no more than 3 years ago or already successful ones providing innovative projects and business proposals
- To comply with the SME Act
- The headquarters or activity must be on the territory of the Sofia Municipality
- Collateral worth at least 60% according to the bank's assessment of the value of the loan

FOUNDERS OF ACCELERATOR STARTUP SOFIA



Municipal Guarantee Fund for SME's



Sofia Investment Agency (InvestSofia)



Programme Europe of Sofia Municipality

ACCELERATOR STARTUP SOFIA



- **The beginning**

First edition: 2018/ 2019 г., 13 projects

Second edition: 2021/ 2022 г. with Decision № 748/ 28.10.2021 г. of Sofia City Council

- **Purpose**

To provide an access to financing for innovative, start-up and social entrepreneurs on the territory Sofia Municipality and to help accelerate their innovation potential

- **Funding**

BGN 100 000 taken from the budget of MGFSME (11 projects)

- **Criteria for participating in Accelerator Startup Sofia**

- To be registered under the Commercial Law
- Meet the definition of an SME under the SME Act
- The headquarters and the project should be on the territory of Sofia Municipality
- Individuals with a permanent and/or current address on the territory of Sofia Municipality, within the project implementation period, must register a legal entity on the territory of Sofia Municipality

PILOT PROGRAM OF SOFIA MUNICIPALITY FOR ACCELERATED ACCESS TO FINANCING FOR INNOVATIVE, START-UP AND SOCIAL ENTREPRENEURS IN SOFIA



ACCELERATOR STARTUP SOFIA



Grant scheme initiated by combining different financial instruments by Sofia Municipality



Innovation Strategy for Smart Specialization of Sofia



24 approved candidates meeting the criteria and supported by Sofia Municipality



WHAT KIND OF COMPANIES PARTICIPATE IN THE PROGRAM?



Social enterprises



Innovative companies



Startups



WHAT DOES INNOVATION MEAN AND HOW WE CAN RECOGNIZE IF A PROJECT MEETS THE ACCELERATOR CRITERIA?



Product innovation



Process innovation



Marketing innovation



Organizational innovation

PRIORITIES



Women entrepreneurs:

With a Bachelor degree in the field of the project



Projects of:

Men and women under 35 or over 55 years old



Projects with:

Social and ecological effect from the realization of the innovative idea



Projects:

Creating new jobs for the unemployed



Startups:

Created no more than 3 years ago



Innovative products:

Introduced by already proven and established SME's



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