



European Bank
for Reconstruction and Development



European Commission
Structural Reform Support Service

SME pre-listing Support Programme in Slovenia



Securities Market Agency



LJUBLJANSKA BORZA
LJUBLJANA Stock Exchange

Programme overview

- Implemented by the EBRD over a period of 24 months
- **Overall objective:**
 - Support **SMEs to access capital market** finance through IPO or corporate bond issuance and create a demonstration effect to other companies
 - Support the take-up of the newly created **Progress Market**
 - Contribute to **local capital markets development**
- Bringing together the expertise of the EBRD's **Local Currency and Capital Market Development** and **SME Finance & Development** teams, combining policy-making and capital markets expertise with 25+ years experience in capacity building of local SMEs across 30 markets

Who can apply?

- Admission is **open to a large variety of SMEs**, for instance, a family-owned business planning succession, a private company seeking additional finance or a revenue-generating start-up looking for new equity
- Open to enterprises in **all sectors except** for those operating in any sector except military activities or production, tobacco, gambling or financial services
- The Programme does **not cover the costs of undertaking the formal listing** process and companies are expected to pay for these themselves.

Eligibility criteria

- An **SME as per EU definition** of up to €50m in annual turnover or with a balance sheet total of less than €43m, and typically no more than 500 employees
- **Headquartered in Slovenia**
- Meet local and international **integrity standards**
- **Commercially viable and revenue generating**
- **Willing to operate in an transparent manner**
- **Be committed to the objective** of the Programme and be ready to work with the EBRD in a **cooperative manner**

How will it work?

Long-list selection (July – August)

2 months open call for applications via the Ljubljana Stock exchange

Short-list selection (September – October)

Workshop on listing requirements and **on-site screening visits**

Technical assistance (November – Q1 2020)

Extension of tailored **business and listing related advice**

Stage I: The longlist selection

- Open for applications until **31 August, 2018**
- Application requirements include:
 - **Application form** (to be downloaded) with contact details and other key company information in accordance with listing requirements of the Progress Market
 - Audited or unaudited **financial statements** for the last three years or where unavailable for the time since establishment of the company
 - Copy of company **registration certificate**

Application form and supporting documents to be submitted to
prelistingsupport@ebrd.com

Stage II: The shortlist selection

- Up to ten longlisted candidates will be invited for a **one-day workshop** conducted by the EBRD to better understand their ambition and readiness for accessing capital markets
- Additional half-day **on-site screening visits** by the EBRD to assess operational and managerial capacity and investment readiness
- Up to **three companies** will be selected for direct enterprise assistance

Stage III: Technical assistance & advice

Objective: Prepare the company to be performing at the required level and be ready for the process of listing/corporate bond issuance to be undertaken thereafter.

- Technical and capital markets' advice from selected from a **pool of 1000+ international experts** registered at the EBRD
- **Tailored assistance** for each shortlisted company, implemented over 12 to 18 months
- Up to 60 days of advice being mobilised & led by an experienced capital markets expert with **strong business understanding**
- **Project management** provided by the EBRD
- **Activities:**
 1. Introduce best practice, develop a value creation plan and improve competitiveness and performance
 2. Develop the capacities to present and market the company to a broader base of shareholders
 3. Develop international standards in corporate governance and financial management
 4. Introduce the IPO concept, the process and the capital market's requirements.

Thank you

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