Slovak Business Agency
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SLOVAK BUSINESS AGENCY is crucial, and is the oldest specialized non-profit organization for the support of SMEs. Slovak Business Agency was founded in 1993 by a common initiative of the EU and the Government of the Slovak Republic. It is the unique platform of public and private sectors.

**SMALL AND MEDIUM ENTERPRISES**

**ENTREPRENEUR SUBJECTS**
- SMEs: 99.9%
- Others: 0.1%

**JOB OPPORTUNITIES**
- SMEs: 25%
- Others: 75%

**GDP & VALUE ADDED**
- SMEs: 50%
- Others: 50%
**ACTIVITIES**

- **FINANCIAL TOOLS**
  - Microloan Programme
  - Venture Capital Funds

- **STATE PROGRAMS**
  - Startup Boost Programme
  - SMEs Monitoring and Research
  - Programme for Successful Business Practice and Business Education Support
  - Education and Counseling Support Programme for selected groups of Interested in Business

- **INTERNATIONAL PROJECTS**

- **EUROPEAN ENTERPRISE NETWORK**

- **BETTER REGULATION CENTER**
  - National Business Center for Bratislava region NP
  - National Business Center for other regions NP
  - Business Environment Analysis
  - „Internationalization“ NP EG
  - Better Regulation Center

- **ESIF PROGRAMS**
MICROLOAN PROGRAMME

The Microloan Programme has been running since 1997

- **applicants who meet the criteria:** meeting the definition of micro/small entrepreneur, Slovakia residency, annual turnover up to 10 mil. €
- **the amount of microcredit:** 2 500 – 50 000 €
- **maturity of microloan:** from 6 months up to 4 years (optional grace period for the initial/first payment up to 6 month)
- **interest rate:** 1,13 % - 9,03 % (average rate of provided microloans is 5 %)
- until today, we have provided more than 2 000 loans in total amount more than 37 mil. €, was created more than 3 000 work places and 5 000 maintained jobs
MICROLOAN PROGRAMME ++

✓ we provide loans even to entrepreneurs without business history
✓ we provide loans even from the amounts of 2 500 €, which are not cost effective for commercial banks
✓ we are able to accept a higher risk than other financial institutions
✓ we are rating the history of SEs as well as their business plan, that makes us able to finance even beginning entrepreneurs or entrepreneurs with new/innovative activites
✓ microloan is financially accessible (fees and bank rate)
✓ offers delay off payments
✓ individual set up of credit repayment, depends on the business character
✓ we are able to link the financing with education, mentoring, counseling and international activities support
STARTUP BOOST PROGRAMME

STARTUP SHARKS – initiative for improving the conditions for startups, with the aim to increase the chance of innovative and competitive business ideas and intentions success on the market.

FOR:
✓ general public
✓ beginning and existing entrepreneurs, mainly startups, primarily within 3 years since business start, matching the SMEs definition

This initiative is provided through startup support scheme (De minimis support scheme), and the Startup Boost Programme declared by the Ministry of Economy and financed from the State Budget.
STARTUP BOOST PROGRAMME

INDIVIDUAL INTERNATIONAL EVENTS

- **91** supported SMEs
- **133** SMEs contracts
- **9** individual contracts
- **697 112 €** Σ financial assistance

HOME EVENTS (Roadshow, TechMatch)

- **42** SMEs
- **1227** individuals
- **7182 €** Σ financial assistance / ment.

- **133** supported SMEs
- **1236** supported individuals
SMEs MONITORING AND RESEARCH

RATED AREAS:

- Development of SMEs entrepreneurship
- SMEs development dynamics – uprise, demise, survival rate
- SMEs economic and financial index
- SMEs foreign-business activities
- SMEs gender and age structure
- Innovation activity, high-tech indicators, ICT usage in SMEs
- Access to financing – external financial sources usage (SBA surveys, EC)
- Small Business Act implementation monitoring
- Slovak SMEs sector comparison to other EU states
SMEs MONITORING AND RESEARCH

BASIC INFORMATION MATERIALS ABOUT SMEs

ANNUAL:
✓ SMEs status report
✓ Guide of SMEs support initiatives

QUARTAL:
✓ Basic administrative steps when starting business
✓ Legislation list with impact on SMEs
✓ Legislation changes overview

MONTHLY:
✓ Businessman’s calendar

ANALYSIS AND SURVEYS

REGULAR:
✓ SMEs status in foreign business
✓ Analysis of SMEs financial performance indicators
✓ Analysis of gender and age composition of SMEs
✓ Global Business Monitoring
✓ Analysis of uprise and demise of SMEs

IRREGULAR:
✓ Analysis of SMEs financing
✓ Analysis of support measure of SMEs
PROGRAMME FOR SUCCESSFUL BUSINESS PRACTICE AND EDUCATION SUPPORT

GOAL
Strengthen the public interest in entrepreneurship through:
✓ business ambitions stimulations
✓ development of entrepreneurial skills
✓ promoting successful entrepreneurs and their businesses, products, ideas, public-private partnerships and their initiatives that support business development and business thinking

SUBJECT
Succesfull SMEs business stories presentations, realization of activities oriented on increasing the motivation to start a business, promotion of business as a carrier alternative to a regular job

E.g.: Businesswoman of Slovakia, International Exhibition for Business and Franchising ...
EDUCATION AND COUNSELING SUPPORT PROGRAMME FOR SELECTED GROUPS OF INTERESTED IN BUSINESS

GOAL:
Contribute to fulfilling the Small Business Act principles – European policies principles supporting SMEs, supporting the establishment of new businesses, motivate and prepare the general public and those interested to open a new business and its successful operation and managing.

SUBJECT:
Helping through consultancy and educational services, focused on the building of entrepreneurial skills.

FORM:
✓ free and discounted (subsidized) information and expert counseling
✓ help and support in business plans development (incl. financial and marketing), in requesting Labour Offices for contribution to self-employment activities (trade)
✓ short-term, 3 – 5 days long free educational courses focused on business start („My first business plan“, „I set up my own business“, „Business fundamentals“)
EDUCATION AND COUNSELING SUPPORT PROGRAMME FOR SELECTED GROUPS OF INTERESTED IN BUSINESS

STATISTICS

<table>
<thead>
<tr>
<th>Service</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultancy/HOURS</td>
<td>61307</td>
</tr>
<tr>
<td>Consultation/No.</td>
<td>33213</td>
</tr>
<tr>
<td>Business Plans/No.</td>
<td>4922</td>
</tr>
<tr>
<td>Training Course/No.</td>
<td>624</td>
</tr>
<tr>
<td>Graduates of Courses</td>
<td>11644</td>
</tr>
<tr>
<td>New Enterprises</td>
<td>13410</td>
</tr>
</tbody>
</table>
INTERNATIONAL PROJECTS

We are implementing international projects since we were established. A special department of international activities was established in 2007.

GOALS:

✓ expand our portfolio of services in the terms of international dimension/activities by implementing international projects
✓ transfer of best practice examples from international project implementation to state support/SMEs aid

MAIN ACTIVITIES:

✓ international cooperation development
✓ research, preparation and implementation of pilot projects for opening Small Business Act topics
# INTERNATIONAL PROJECTS STATISTICS

<table>
<thead>
<tr>
<th>MEMORANDUM OF COOPERATION</th>
<th>42 partners</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>No. OF FOLLOWING PROGRAMS</strong></td>
<td>54</td>
</tr>
<tr>
<td>WE APPLIED</td>
<td>167 international projects</td>
</tr>
<tr>
<td>SUCCESSFULLY IMPLEMENTED</td>
<td>47 projects from 2007</td>
</tr>
<tr>
<td>PROJECT PARTNERS</td>
<td>139 from 28 countries</td>
</tr>
<tr>
<td>BUDGET FOR SLOVAK BUSINESS AGENCY</td>
<td>11 916 000 €</td>
</tr>
<tr>
<td>DURING 23 YEARS WE HAVE SERVED</td>
<td>42 000 SMEs</td>
</tr>
</tbody>
</table>
ENTERPRISE EUROPE NETWORK

SUPPORTS:
✓ entrepreneurship
✓ innovations
✓ research

OFFERS SERVICES IN MORE THAN 50 COUNTRIES AND HELPS TO:
✓ find business partners and technology partners within EU
✓ promote companies, products, technologies
✓ efficiently draw European Resources
✓ find up to date EU calls and tenders
✓ commercialize new technologies and research results
✓ orientate themselves in EU legislation
✓ get information about entrepreneurship in EU member states
✓ comment EU legislation and rules in the field of entrepreneurship
BETTER REGULATION CENTER

MISSION:

✓ reducing the disproportionate regulatory burden on businesses
✓ improving the business environment in Slovakia

PRIMARY ACTIVITY:

✓ SMEs test performance
  ✓ assessing and quantifying the effects of legislation materials on SMEs
  ✓ identifying alternative solutions to reduce the regulatory burden of SMEs
  ✓ consultations with SMEs representatives

✓ participation in the Standing Working Commission of the Legislative Council of the Government of the Slovak Republic

✓ creation of proposals and steps to reduce the regulatory burden for enterprises to increase their competitiveness
From 1 October 2016, the Commission has submitted:

- the regulatory proposals submitted to the Commission increased administrative costs by € 8.4 mil. €
- 377 unique materials, of which 185 with impact on business environment (BE)

PROCESS SUCCESS STORIES:

• The number of proposals that are in line with the process is increasing (about half of unique materials Submitted to the Commission is inconsistent). The process of consultation with BE is now more frequent in phase of materials setup (BRC recommended the consultation on 59 materials). Objectively quantified costs on BE.
SUCCESS STORIES:

✔ identifying the overburden of SMEs associated with the public service remittances provided by RTVS
✔ reducing inadequate qualification requirements for child carers under 3 years of age (counting the practice of women over 50), refining regulations of nurseries (smaller share of professional staff, more children on 1 employee)
✔ reaching a compromise when combining graduate practice and agreement (now possible by 2 different employers)
✔ initiative on better employment and business conditions for foreigners in Slovakia (confirmation liberalization of the possibility to fill a job, proof of income of tradesmen - foreigners for temporary residence issues)
✔ initiative for a better electronic reporting system for accommodated foreigners by accommodating units
✔ initiatives through ex-post cost-benefit analysis: legal analysis and comparison
✔ with the modification in EU countries, proposing alternatives, calculating the financial burden and identifying gold-plating at EU directives transposition in the case of:
  ✔ cross-border posting of workers and illegal employment
  ✔ health service
✔ expert assessment of proposals in survey: Bureaucratic Nonsense of the Year 2017
NATIONAL BUSINESS CENTER

A WIDE PORTFOLIO OF SERVICES PROVIDED UNDER ONE ROOF

TARGET GROUP:

✓ interested in entrepreneurship
✓ existing growing SMEs at different stages of their business life cycle

Not merely informations but also support and space for your own growth, for cooperation and development of your own Business Plan.

Planned concept transfer to Slovak Regions – 2017.
NATIONAL BUSINESS CENTER

ACCELERATION

NON-BUSINESSMEN
✓ business plan work-out
✓ seminars and workshops
✓ professional counseling
✓ networking
✓ accelerator

BUSINESSMEN
✓ individual long term professional counseling
✓ office space
✓ virtual incubator services
✓ finding your business angel

INCUBATION

NON- & BUSINESSMEN
✓ foreign internships
✓ combined internships
✓ international professional events
✓ networking
✓ meetings with investors and potential partners

BUSINESSMEN
✓ participation in foreign exhibitions and fairs
✓ Individual counseling and events
✓ Focused on the growth and expansion of business on: slovak market, EU market, global markets

INTERNERSHIP

GROWTH
THANK YOU FOR YOUR ATTENTION!

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Slovenská republika

www.sbagency.sk