

Una manera de hacer Europa



BUENAS PRÁCTICAS

Actuaciones Cofinanciadas

Financial Instrument of guarantees for business growth.
Granted to the companies PALLET TAMA, S.L. and MOLDEADOS DE CAUCHO ÍSCAR, S.L.
Castilla y León Institute for Business Competitiveness

Programa Operativo de Castilla y León

Año 2022

Fondo Europeo de Desarrollo Regional

Best Practice presented by the Castilla y León Institute for Business Competitiveness consisting in the financial instrument of guarantees for business growth, personalised in the aid granted to the companies PALLET TAMA, S.L. and MOLDEADOS DE CAUCHO ÍSCAR, S.L.

The implementation of this instrument has implied a major change in the processing and management of aid and support for the necessary financing demanded by entrepreneurs, enabling them to take the decision to access external financing to improve their competitiveness by carrying out new investment projects. This is a Financial Instrument (FI) set up at regional level, managed by the Institute for Business Competitiveness (ICE). The final recipients are exclusively SMEs.

Its purpose is to aid access to financing for SMEs that make investments in the Autonomous Community of Castilla y León to create companies, and modernise and expand their production processes, as well as the working capital associated with such investments.

The scope of application of this aid covers the entire territory of Castilla y León. However, the Best Practice presented here focuses on projects developed by two SMEs belonging to the industrial sector. The choice of this criterion is based on the importance of SMEs in this sector, as well as their weight in both production and employment, and even in exports of products from our community.

As of December 2021, and in relation to companies in this sector, a total of 97 operations have been supported, investments have been financed amounting to €36,565,909.391, with associated loans amounting to €18,751,100.00, and guarantees have been formalised for €13,204,925.00. This provides an idea of the knock-on effect of the ERDF fund mobilised through the Financial Instrument.

The overall impact on employment, in a context of an economic slowdown, must be added to these data.

The overall impact of this Financial Instrument on our Community is significant. To date, 375 operations have been supported with this instrument; investments have been financed amounting to a total of €73,003,910.81, with associated loans of €58,489,010.00, and guarantees have been formalised for €39,577,580.74. This makes clear the knock-on effect of the ERDF fund mobilised through the Financial Instrument.

Two companies have been selected as part of this Best Practice and have received grants through the Financial Instrument.

PALLET TAMA, S.L. is a medium-sized company in the business of processing, use, manufacture, commercialisation and transport of all kinds of wood and wood by-products. Wooden pallets are its main area of business. In addition, it has its own large fleet of lorries to deliver goods. Its main facilities are located in Sanchonuño (Segovia). Its investment project consists in building a maintenance unit, a drying unit with a drying capacity of 375,000 pallets/year, and a warehouse unit, as well as machinery. The new drying process will consist in applying a high temperature to the pallets for a certain period of time to comply with the mandatory regulations for all wooden packaging destined for export. A loan was arranged to carry out this investment project, which was guaranteed by the Financial Guarantee Instrument for Business Growth, co-financed by the European Regional Development Fund, ERDF. The amount of gross aid equivalent received by this company, in the form of a guarantee, was €8,662.50.

The civil works and acquisition of machinery financed with the guarantee of a financial instrument, required due to the growing demand for dry pallets, has helped Pallet Tama become a leading company in the sector with a headcount of more than 125 professionals. Its customer portfolio includes the most important multinationals in the country in various sectors (pharmaceuticals, chemicals, paper, motor industry, food, etc.).

Also, thanks to these investments, TAMA has been approved for the manufacture of EUR UIC and EPAL EPAL pallets, which are the standardised pallets at European level. It has also been approved to produce CP pallets for the chemical industry.

With the new regulations for the treatment of wooden containers and packaging for export (the FAO ISPM 15 standard), TAMA is certified to perform phytosanitary thermal treatment according to this standard.

MOLDEADOS DE CAUCHO ÍSCAR, S.L. is a small family business that manufactures rubber and silicone products in Íscar (Valladolid). Its two main product lines are rubber discs for conveyor belts (mainly in the mining industry) and silicone wheels for profile coating, especially for doors and frames. It manufactures silicone parts, designs and produces moulds, and handles the machining of parts for different sectors. It arranged a loan to carry out an investment project, consisting in acquiring new machinery to complement its existing machinery to produce such rubber items. This operation, secured by IBERAVAL, was guaranteed by the Financial Guarantee Instrument for Business Growth, co-financed by the European Regional Development Fund, ERDF. The amount of gross aid equivalent received by this company, in the form of a guarantee, was €1,575.00.

The financed investment made it possible not only to increase the company's production, but also to diversify it with a wider range of products related, above all, to the motor industry. This has had a positive effect on job creation and consolidation of the company. Its specialisation in the rubber and silicone industry that made this investment possible, makes this company one of the leading companies in the market, with more than 800 customers all around the world.

According to the Communication Strategy for ERDF and ESF Operational Programmes in Castilla y León 2014-2020, this action is considered a good practice specifically due to:

1. High dissemination among beneficiaries, potential beneficiaries and the general public.

The management centre, the Castilla y León Institute for Business Competitiveness (ICE), has complied with its regulatory obligations and has made the results obtained known to the general public and the media.

[https://empresas.jcyl.es/web/jcyl/Empresas/es/Plantilla100/1284716350023/ / /](https://empresas.jcyl.es/web/jcyl/Empresas/es/Plantilla100/1284716350023/)

In addition to the above, information bulletins have been used to disseminate this aid through the electronic mailbox addressed to more than 11,500 potential beneficiaries.

[https://empresas.jcyl.es/web/jcyl/Empresas/es/Plantilla100/1257803989745/ / /](https://empresas.jcyl.es/web/jcyl/Empresas/es/Plantilla100/1257803989745/)

More specifically, the Financial Instrument has also been disseminated through press releases on the website of the Government of Castilla y León.

La Junta e Iberaval incorporan dos nuevos instrumentos de financiación a empresas qu... Page 1 of 7

La Junta e Iberaval incorporan dos nuevos instrumentos de financiación a empresas que movilizarán 676,3 millones de inversión hasta 2021 y permitirán mantener o crear casi 68.000 empleos

Financia, se reforzó con ADE Empleo en 2016 y en 2018 se ha ampliado con dos nuevos instrumentos cofinanciados al 50 % por el Fondo Europeo de Desarrollo Regional (FEDER) dentro del Programa Operativo de Castilla y León. Se trata del Fondo de Garantía para el Crecimiento Empresarial y el dirigido a Proyectos de I+D y Empresas Innovadoras, que movilizarán 676,3 millones de euros de inversión hasta 2021 y permitirán mantener o crear 67.946 empleos.

23 de febrero de 2018

An Institutional Publicity Campaign has also been carried out to disseminate the aid from the Financial Instrument through advertisements in the written press in the main regional newspapers and through radio ads

Importante inyección financiera para las empresas

Las SOCIEDADES de Garantía Recíproca se han revelado como un acertado instrumento para facilitar la financiación de empresas que, de otro modo, hubieran tenido serias dificultades para acceder a créditos para constituirse o para programar. Así se ha demostrado en Castilla y León, donde Iberaval que cuenta con más de 25.000 socios, concedió el pasado año más de 4.000 avales para créditos que superaron los 250 millones de euros.

Pero la efectividad de esta sociedad de garantía recíproca gana entera gracias a su estrecha colaboración con el Gobierno regional, pues el impulso al desarrollo empresarial y a la consiguiente creación de empleo crece con esta alianza. Fruto de esta colaboración, la consejera de Economía y Hacienda, Pilar del Olmo, anunció ayer la puesta en marcha de dos nuevos instrumentos financieros para un periodo de cuatro años, cofinanciados al 50% por la Unión Europea a través del programa operativo Feder. Entre ambos, movilizarán 61,6 millones con el objetivo de activar más de 676 millones de inversión empresarial y contribuir a mantener o crear 67.946 puestos de trabajo.

Uno de ellos consiste en un fondo de garantía para el crecimiento empresarial cofinanciado con 61,5 millones hasta 2021. Esta herramienta financiera contribuirá a formalizar préstamos por un importe global de 342 millones, que permitirán generar una inversión de más de 513 millones, con 51.500 empleos asociados. El fondo está especialmente dirigido a las pymes que quieren mejorar su productividad y competitividad, con el fin último de incrementar su capacidad de comercialización. El plazo de amortización va de uno a tres años, con dos de carencia y cubrirá hasta el 75% del riesgo con un importe de hasta dos millones de euros.

La segunda herramienta financiera presentada ayer por Del Olmo se dirige a potenciar la implantación en Castilla y León de negocios de base tecnológica. Este fondo de garantía de proyectos de I+D y empresas innovadoras cuenta con una dotación de 1,6 millones, que permitirán garantizar créditos por valor de 108,8 millones para movilizar inversiones de 163 millones de euros en cuatro años. Servirá también para mantener o crear 16.396 puestos de trabajo. El plazo de amortización es de entre cinco y siete años, con dos de carencia, y una cobertura de hasta el 80% para inversiones, planes de negocio y circulante que tengan aproximadamente dos millones de cuantía global.

Estos instrumentos, junto con otros puestos en marcha por la Junta y por Iberaval, llevarán ayer al presidente de la sociedad de garantía recíproca, José Rolando Álvarez, a afirmar que Castilla y León cuenta con el mejor entorno para la financiación en España. En un momento de crecimiento económico, estos estímulos son tanto más importantes para animar a los emprendedores a invertir en Castilla y León.

on the main radio stations, as well as through social networks.



ECONOMÍA | FINANCIACIÓN A EMPRESAS

La Junta e Iberaval movilizan 676 millones para pymes e I+D

Los dos nuevos instrumentos financieros presentados, cofinanciados al 50% por la UE y con duración hasta 2021, permitirán crear o mantener 67.946 puestos de trabajo en la Comunidad

«Si no se cambia la Ley se van a cerrar más centrales»

«ES EL MOMENTO DE INVERTIR», tanto Del Olmo como el presidente de Iberaval, José Rolando Álvarez, tras la firma del acuerdo anual entre Iberaval y las entidades financieras...

Junta e Iberaval movilizarán 676 millones hasta 2021 y crear o mantener 68.000 empleos

Los dos instrumentos son cofinanciados al 50 por ciento por la UE

«ES EL MOMENTO DE INVERTIR», tanto Del Olmo como el presidente de Iberaval, José Rolando Álvarez, tras la firma del acuerdo anual entre Iberaval y las entidades financieras...

It has also used social media to inform potential beneficiaries about the funding opportunities offered by European Funds in general and the Financial Instrument in particular.

Competitividad Empresarial JCYL (@empresasjcy) | Twitter

<https://twitter.com/empresasjcy?lang=es>

The latest Tweets from Competitividad Empresarial JCYL (@empresasjcy). ICE - Instituto para la Competitividad Empresarial de Castilla y León. Financiación ...

Competitividad Empresarial JCYL @empresasjcy · 14 ago.

¿Hacemos crecer tu #pyme? Instrumento Financiero de Garantías para Crecimiento Empresarial, con @IBERAVAL y cofinanciados con #FEDER:

- ✓ Creación de empresas
- ✓ Modernización
- ✓ Ampliación de procesos

Más info aquí: empresasjcy.es/web/jcy/Empre...

For its part, IBERAVAL, as the body implementing the Financial Instrument, has performed the corresponding dissemination of it through an information poster in its facilities and through its own website. It has also used

Proyecto «Construcción de nave para secadero y almacenamiento»

El proyecto «**Construcción de nave para secadero y almacenamiento**», llevado a cabo en el 2018, ha sido apoyado por el Instrumento Financiero de Garantías para el Crecimiento Empresarial puesto en marcha por la Junta de Castilla y León, a través del Instituto para la Competitividad Empresarial de Castilla y León (ICE), y el Fondo Europeo de Desarrollo Regional (FEDER), con la colaboración de Iberaval.

2. The actions incorporate innovative elements.

The way in which these innovative investments are financed for these companies through the guarantee provided by this financial instrument is a novelty in this planning period, since this type of aid co-financed with European funds had never been managed before. The FI provides a new way of disseminating the support provided by European funds, not only because the scope of the final recipients is very high, since it is aimed at all business sectors in Castilla y León, but also because through this instrument the fund manager (Sociedad de Garantía Recíproca Iberaval, S.G.R.) and all of the financial institutions operating in Castilla y León also contribute to the dissemination, thereby achieving greater visibility.

Both companies have been able to access ERDF funding through guarantees that have facilitated the financing of the investments in a different way than was previously the case, which was through aid in the form of non-repayable subsidies.

For both Pallet Tama and Moldeados de Caucho, the financing of their investment projects has been made possible or, at least, less costly, by the additional guarantees obtained through the Financial Instrument for Growth. These two investment projects, which would not have been possible or would have been more costly for both companies under the traditional system of non-refundable ex-post aid, were given access to financing. This aid in the form of a guarantee involved a much smaller administrative burden for them and for the ICE itself.

3. Adaptation of the results obtained to the established objectives

This Financial Instrument has contributed to achieving the objectives set out in the Castilla y León ERDF Operational Programme, as it has promoted the improvement of the competitiveness of both Pallet Tama and Moldeados de Caucho, facilitating access to financing for their investment projects at a lower cost and with fewer guarantees.

The time lag when granting non-refundable aid has been eliminated, as the period from applying for the guarantee by these companies to the date of signing the guaranteed loan and money becoming availability was minimal compared with the period between applying for and being paid a non-refundable grant. In that case, the companies would have had to advance the financing to be able to undertake the investments.

Access to financing for their two business projects was facilitated and a significant investment was made possible with the mobilisation of a minimum of public resources.

The two investment projects financed were carried out thanks to the collaboration between Iberaval, financial institutions and the business sector, under the umbrella of the ICE and with the ERDF's participation and financing.

4. Contribution to solving a regional problem or weakness.

The financing of the investments of these two companies through the Financial Instrument has contributed to their survival by improving access to finance for their projects, by providing loan guarantees for small companies, such as both of them, which normally have financing difficulties. Access to external financing has been facilitated for these two business projects in their initial stage, as the companies received the financing before implementing their projects.

These two companies demonstrate the instrument's contribution to solving the failures that justify it, which were highlighted in the ex-ante assessment. A contribution was made to solving the information problem between these companies and financial institutions by sharing, through the Financial Launchpad managed by

the ICE, the financing needs of these companies, the willingness of the banks to finance their projects, and the cost of this financing. The two companies thus selected the financial institution that offered them the best conditions, making it possible to finance their projects on the most favourable terms for both of them.

The traditional risk aversion of companies in Castilla y León has also been overcome. In the case of the two companies included in the Best Practice, if this instrument had not existed, they might not have carried out their investment projects.

It has also contributed to solving the problem of financial institutions' lack of interest in long-term financing. Thanks to the guarantee provided by the financial instrument, both Pallet Tama and Moldeados de Caucho were able to finance their projects through long-term loans. This meant lower costs and a lower short-term financial burden for these companies.

5. High coverage of the target population.

The number of applications received is rather high and they come from different sectors of activity. The extensive network of offices of both the Institute for Business Competitiveness and the management body IBERAVAL throughout the Community, and of the 19 financial institutions participating in implementing the Financial Instrument, allow all areas of the Community to be covered. Therefore, it can be considered that the degree of coverage of the population has been high, so the dissemination and visibility measures adopted have been adequate.

Specifically in the case of the companies that form the core of this Best Practice, they belong to the industrial sector and are located in rural areas. In the case of Pallet Tama, it is in the province of Soria, a disadvantaged area. They have had access to financing under the same conditions as those of any other sector or location in the Autonomous Community. This confirms the broad territorial and sectoral coverage of the financial instrument's support for the target population, i.e. small and medium-sized enterprises.

6. Consideration of the cross-cutting equal opportunities non-discrimination criteria, in addition to social responsibility and environmental sustainability.

These principles are taken into account in the calls for applications for aid.

As far as equal opportunities are concerned, PALLET TAMA, S.L. has 131 employees. It complies with the regulations on disability, as it has three such employees on its staff. In addition, it has a total of 18 women on its staff.

MOLDEADOS DE CAUCHO ÍSCAR, S.L. has a total of 19 women out of a total of 43 workers.

Regarding the principle of environmental sustainability, PALLET TAMA, S.L. is carrying out the investment project, consisting in a new drying process that applies a high temperature to the pallets for a certain period of time to comply with ISPM15 regulations. This is mandatory for all wooden packaging intended for export and seeks to prevent such packaging introducing and spreading of harmful organisms.

The investment project whose financing was guaranteed by the Financial Instrument, carried out by MOLDEADOS DE CAUCHO ÍSCAR S.L., consisted in acquiring new machinery to promote recycling of the waste from the raw materials used, contributing to environmental sustainability.

7. Synergies with other policies or public intervention instruments.

The Financial Instrument seeks to complement the needs of business in order to achieve project financing, while avoiding double financing of the project and being in line with other interventions.

This FI is also aligned with other regional strategies. These include: the Framework Agreement for Competitiveness and Industrial Innovation of Castilla y León 2014-2020, given the weight of the automotive and components sector in the regional economy, both in terms of maintaining and creating jobs and promoting competitiveness in the regional economy; the Master Plan for the Industrial Promotion of Castilla y León 2017-2020, which includes the general lines and basic guidelines to be followed in the coming years by the Government of Castilla y León to promote reindustrialisation and the development of industrial activity in this

Autonomous Community, within the general framework of development of the commitments made by the Government of Castilla y León in the Third Framework Agreement for Industrial Competitiveness and Innovation 2014-2020 and the Regional Strategy against Climate Change in Castilla y León 2009-2012-2020; and the Regional Plan for the Bioenergy Sector in Castilla y León, given the importance of the climate emergency and decarbonisation for the automotive and components sector. It should be recalled that one of the five goals of the RIS3 of Castilla y León 2014-2020 is to achieve 20% fewer greenhouse gas emissions, 20% renewable energy, and a 20% increase in energy efficiency.

Furthermore, the Best Practice presented is in line with national strategies: The National Reform Programme 2014 (NRP) and the Spanish Strategy for Science and Technology and Innovation 2013-2020, the Energy Saving and Efficiency Action Plan 2011-2020 and the National Action Plan for Renewable Energies (PANER).

In addition, this Best Practice is complemented by the various Community revitalisation plans such as the Economic and Demographic Revitalisation Plan for the Province of Soria, the Economic Revitalisation Plan for the Mining Municipalities of Castilla y León, intervention areas of the Territorial Development Plans (Villadangos del Páramo, Miranda de Ebro and Béjar), the Innovative Growth Plan for SMEs and Midcaps, and all those dedicated to improving the competitiveness of companies in the region.

It is also part of the Financial Launchpad, a public-private collaboration instrument, the purpose of which is to finance the business competitiveness strategy in Castilla y León.

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