XXIX FORO
IBEROAMERICANO
Sistemas de Garantías y Financiamiento PYMES
GARANTÍAS DEL FUTURO:
INNOVACIÓN × ESQUEMAS INTELIGENTES
Y DESARROLLO SOSTENIBLE.
17 - 18 de Setiembre 2026
Ciudad de Arequipa × Perú
Organizan
FOGAPI
REGAR
Patrocinan
BID
Mejorando vidas
CAF
BANCO DE DESARROLLO
DE AMÉRICA LATINA
Y EL CARIBE

From protecting loans to enabling innovation

How guarantees can support key technologies

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Standard finance can miss new ideas

Standard finance

- Past results
- Physical assets
- Stable income

Financing gap

New technology

- Limited history
- Knowledge-based assets
- Future income

Finance is becoming more standard. Innovation is not.

Knowledge is hard to use as collateral

What do innovative companies invest in?

Traditional investment

- Buildings
- Machines
- Equipment

Innovation investment

- Research
- Software
- Data
- Patents

Easy to see and value

Valuable, but hard to use as collateral

A good technology is not always easy to finance.

Guarantees share risk. They do not remove it.

Guarantee institution
- Clear share of risk
- Public purpose

New financing

Innovative company
- Good project
- Own commitment

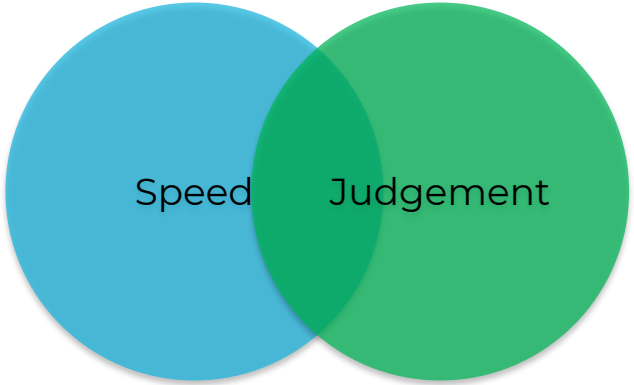
Bank
- Client knowledge
- Private finance

A guarantee does not replace
- A good business case
- Bank responsibility
- Private equity

A guarantee should make new financing possible.

Austria combines speed and expert judgment

- Digital process
- Better data
- Faster decisions



- Project knowledge
- Risk expertise
- Clear responsibility

Fast and sound decisions → Good innovation can reach finance

Company | Bank | Guarantee institution → Each partner keeps a clear role

Digital tools help. Expert judgment still matters.

Austria turns global findings into practice

Three global findings. Three practical lessons.

Austrian lesson:		Global finding:
Set clear risk limits	→	Good governance supports more activity
Use technology with care	→	Digital tools are a top priority
Prove the added value	→	Impact is often not measured

Global evidence shows the direction. Practice shows how to act.

From protecting loans to enabling innovation

Four priorities:

1. **Create new financing**
   Bring in private capital
2. **Understand technology risks**
   Use the right expertise
3. **Combine speed and control**
   Keep clear responsibility
4. **Measure the real impact**
   Prove what changed

Innovation needs private finance. Guarantees help make it possible.

Thank You

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