

Financial instrument pioneers: achievements and impact from the frontlines

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Manager 'KBC Group European Financial Instruments Competence Centre', UBB, Bulgaria

Nicolas Bouyssel Deputy Director, La Région Occitanie, France

Paolo Zaggia Head of Institutional Relations and Communication, Finlombarda, Italy

Emily Smith Head of Climate and Urban Finance Advisory Unit, European Investment Bank







Inga Beiliunienė

Head of International Relations, ILTE, Lithuania

Name

Entrepreneurship Promotion Fund (Lithuania)

Funding source

ESF (OP for the Development of Human Resources 2007-2013)

Type of FI

Loan combined with training and consultations (final recipients can also make use of other related instruments, i.e. guarantees, interest rate subsidies and subsidies for employee salaries)

Financial size

EUR 14.48 million (entirely ESF contribution)

April 2015





Kiril Velitchkov



Director 'European Projects and Fls', United Bulgarian Bank

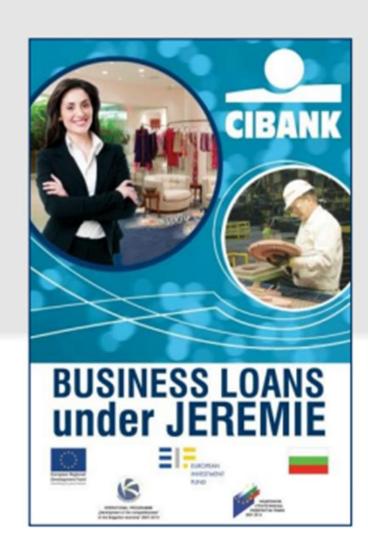


Member of KBC group

- SME focus
- Usage of 15 FIs
 (EIB; EIF, EAFRD,
 EMFF, etc.)
- 38% of the SME portfolio covered by credit guarantees

FLPG DEVELOPMENT

- Budget EUR 71m
- Utilization 86%
- 473 loans
- Average loan –
 EUR 130k
- IL/WCL 19/81%



April 2015





Nicolas Bouyssel

FI Campus 2025

Deputy Director, La Région Occitanie, France

Name

SAS JEREMIE LR (Languedoc-Roussillon - France)

Funding source

ERDF

Type of FI

Equity

Financial size

At least¹ EUR 22 million (EUR 5.5 million ERDF + EUR 5.5 million Languedoc-Roussillon Region + at least EUR 11 million from the financial intermediary SORIDEC as well as from several private co-investors)

October 2015

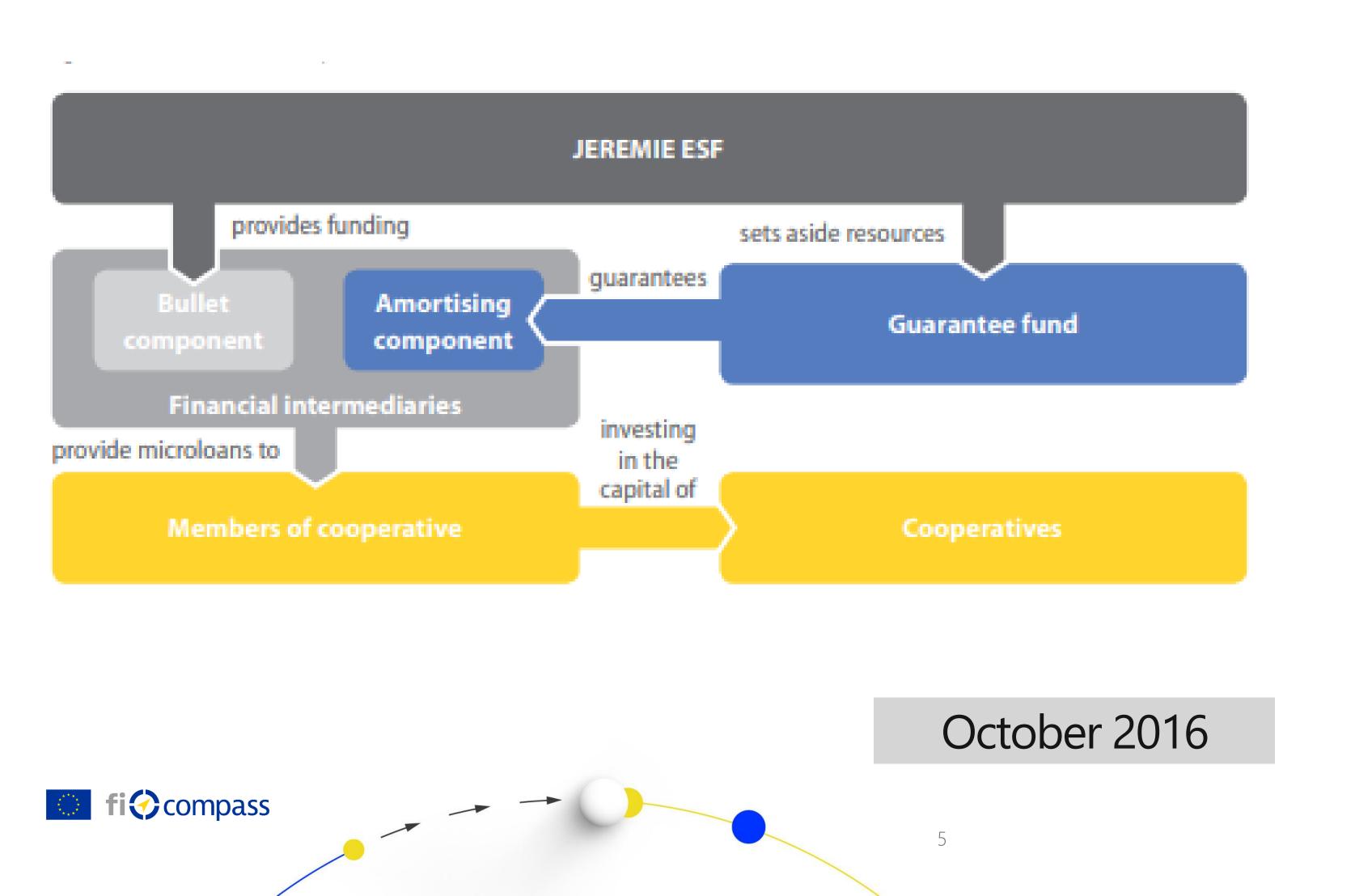




Paolo Zaggia



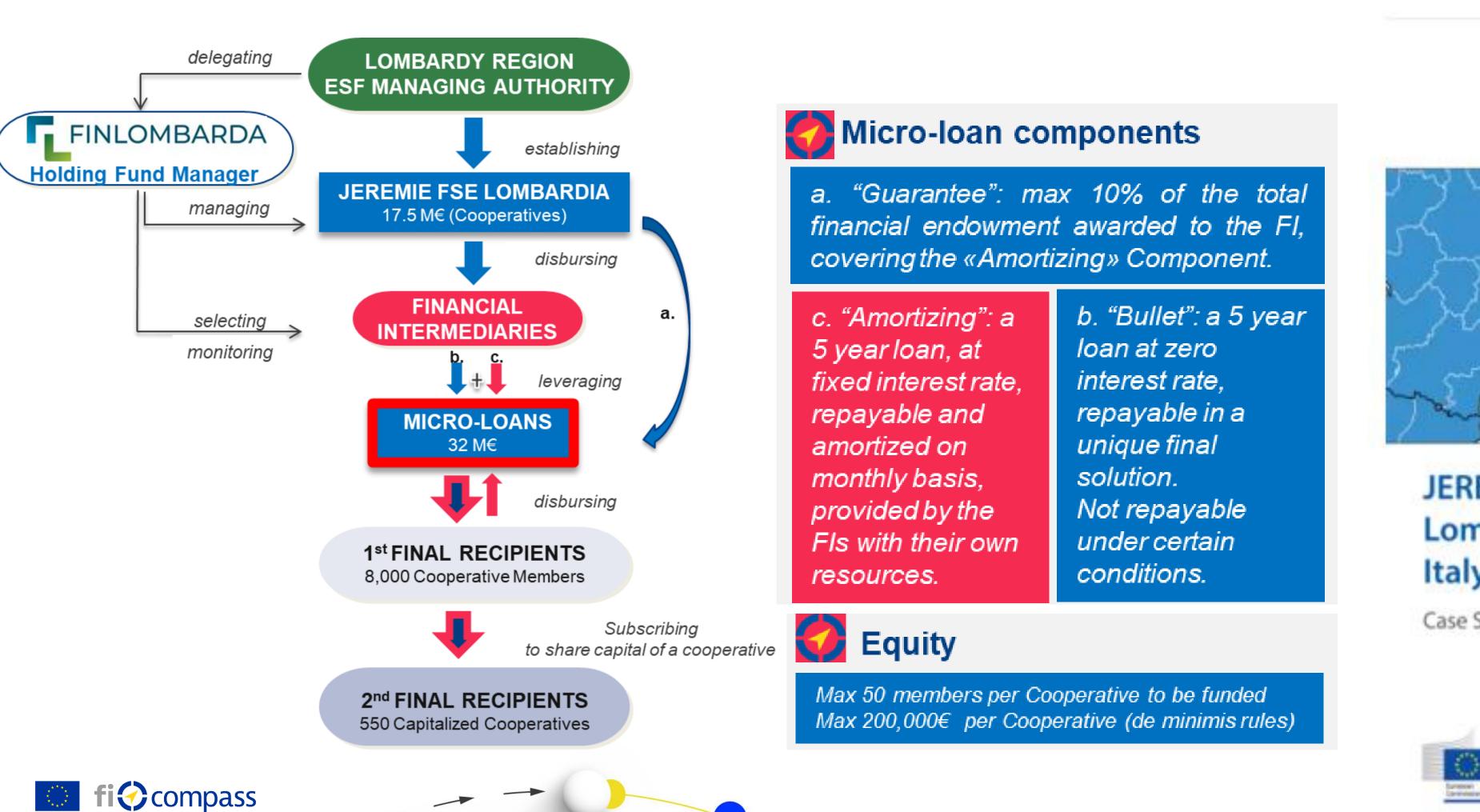
Head of Institutional Relations and Communication, Finlombarda, Italy





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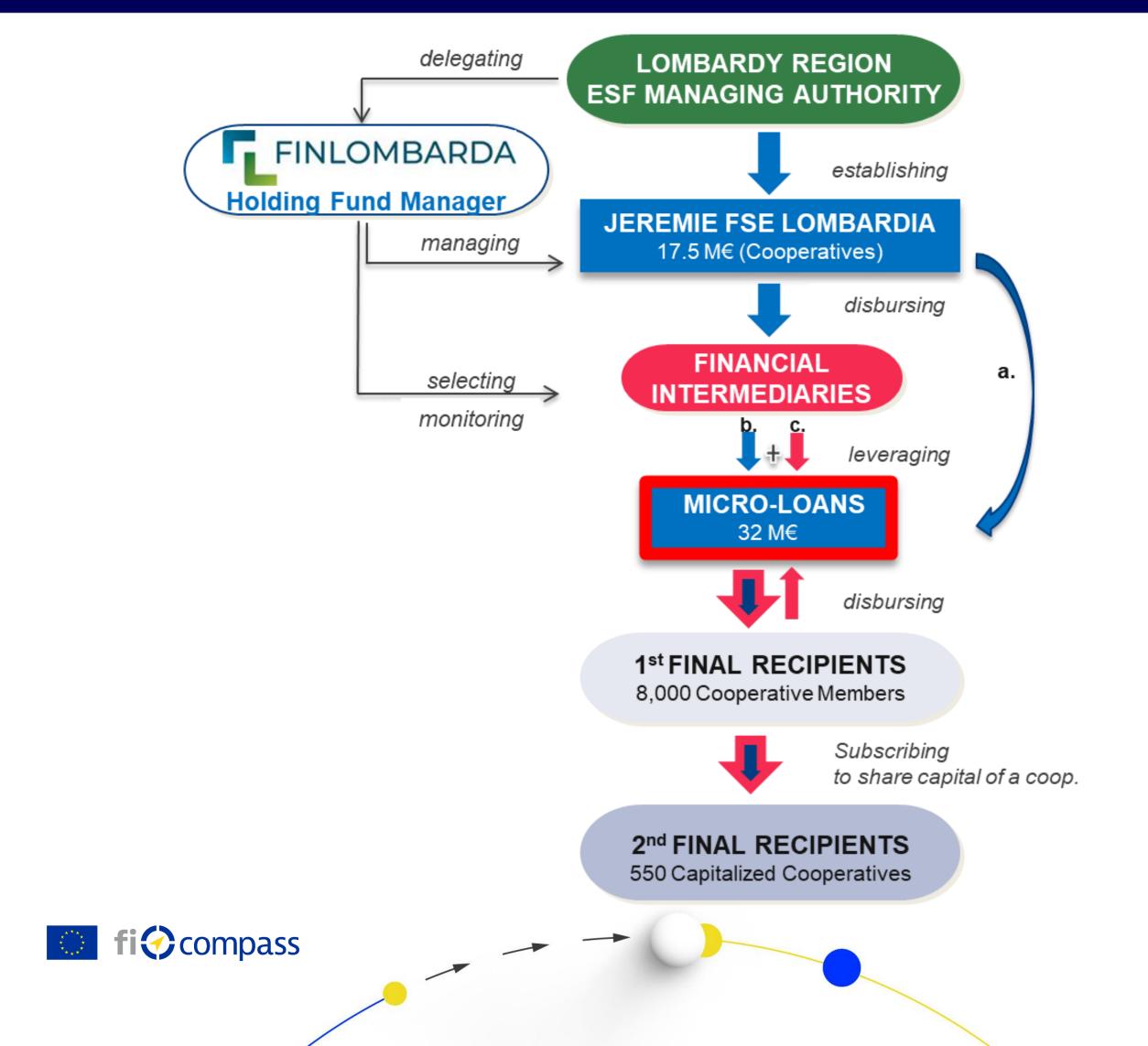
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- a. "Guarantee": max 10% of the total financial endowment awarded to the FI, covering the «Amortizing» Component.
- c. "Amortizing": a 5 year loan, at fixed interest rate, repayable and amortized on monthly basis, provided by the Fls with their own resources.
- b. "Bullet": a 5 year loan at zero interest rate, repayable in a unique final solution.
 Not repayable under certain conditions.



Max 50 members per Cooperative to be funded Max 200,000€ per Cooperative (de minimis rules)

Paolo Zaggia

Head of Institutional Relations and Communication, Finlombarda, Italy

WIN-WIN APPROACH Financial and structural strengthening of the Cooperative system as a key player and a policy instrument to support the inclusion of less favoured people in the local labour market

Recipients

- Disadvantaged people
- Member of Cooperatives
- Cooperatives
- More inclusion for the weak categories and more co-responsibility
- Creation of new job (60% women) and workplace capitalized
- Capitalization of the Cooperatives
- Culture of social capital

Policy

- European Inclusion Policy
- Reward of the social role of the Cooperatives
- Subsidiarity
- Strong impact on social system (more than 30% of Cooperatives operating in Lombardy funded by Jeremie for at least 5 years)

Public Authority

- Managing Authority
- European Commission
- Member State
- > Efficiency in the use of public resources
- A new Self-monitoring and traceability system (ecosystem)
- > A new culture for sustainable investments
- Leverage of public resources

Financial Intermediary

- Micro-loan guaranteed
- Equity
- New target customers (disadvantaged people)
- Cooperative system more reliable for banks
- More interest in Public Policy and their financial implementation







Paolo Zaggia



Head of Institutional Relations and Communication, Finlombarda, Italy

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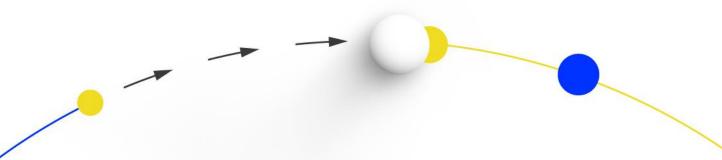
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Emily Smith



Head of Climate and Urban Finance Advisory Unit, European Investment Bank



January 2015

Methodological Advice

fi-compass will supply practical advice throughout the entire financial instrument life-cycle in line with regulatory requirements and evidence-based practice. The platform also will disseminate guidance on regulatory aspects issued by the European Commission and will develop practical tools and advice relevant to specific ESI Funds.

Knowledge management & dissemination

fi-compass' advisory services will be provided via a comprehensive web-portal which will be the entry point for the platform's users to access the information they seek to address their technical assistance needs, sign up for training and events and interact with both experts and peers.

Capacity building

fi-compass will organise activities such as training and e-learning to increase the capability, skills, and knowledge of individuals and organisations to help improve the design and delivery of financial instruments.

Marketing & communications for awareness raising

fi-compass will raise awareness of the benefits of financial instruments to managing authorities, ESIF stakeholders and the general public. It will promote exchanges and networking by organising events such as conferences and workshops.



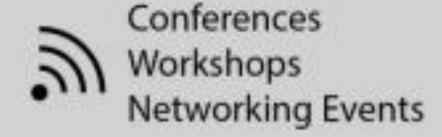
EC regulatory guidance Handbooks Factsheets Case studies Videos

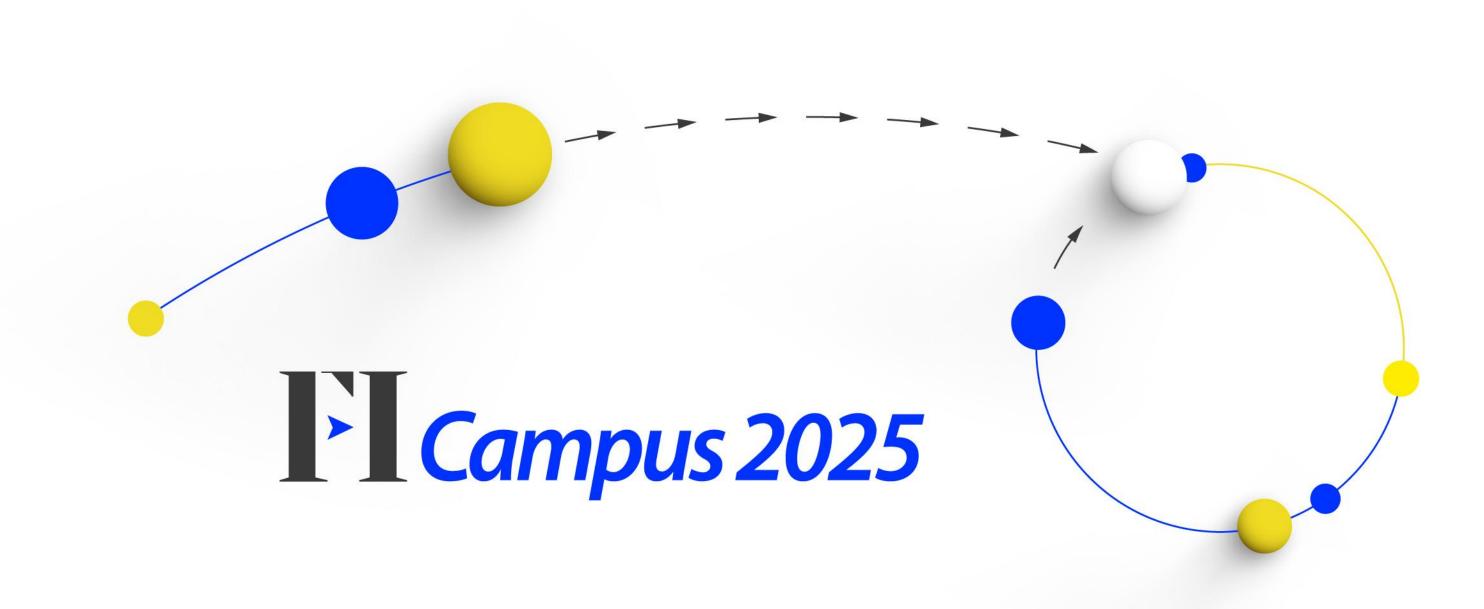


Web-portal
Newsletters
FAQs
Communications support



Training E-learning





Thank you

www.fi-compass.eu















