



# EIB activity in supporting the use of Financial instruments for the delivery of EAFRD: *the fi-compass* advisory platform

**Mario Guido**

*fi-compass*, Advisory Services, European Investment Bank





1. What is *fi-compass*?

2. What does *fi-compass* offer?

3. EAFRD and *fi-compass*

4. Targeted coaching for EAFRD MAs

# What is *fi-compass*?



1

Step-by-step process guidance

throughout the entire FI life cycle consistent with regulatory provisions, evidence-based practice and the realities of ESIF Managing Authorities.

2

Learning opportunities

to further the necessary understanding and skills in the market.

3

Targeted awareness raising and networking

for Managing Authorities, the general public, potential bodies implementing FIs, private and public investors interested in co-investment opportunities, entrepreneurs or enterprises, or for other potential final recipients.

4

Access to a single knowledge hub

to ensure (timely and targeted) availability of information and advice.



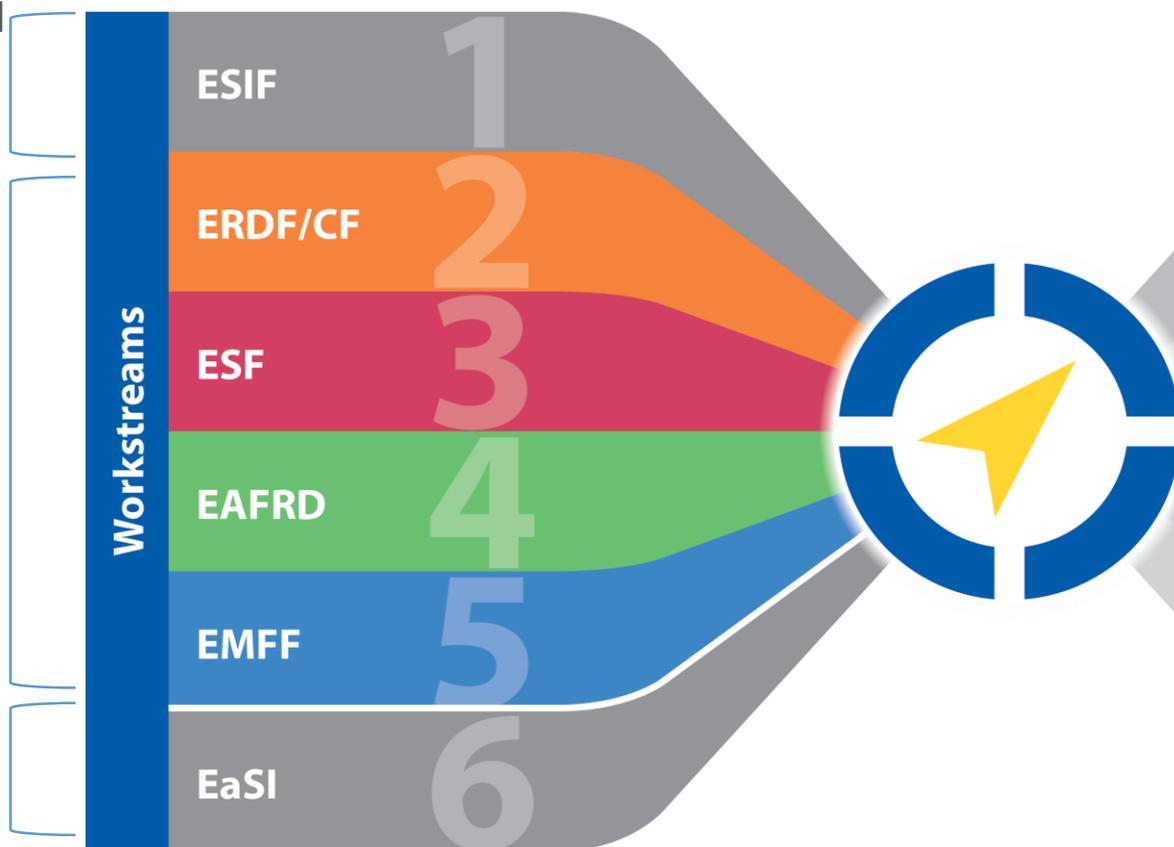
# How is *fi-compass* delivery structured?



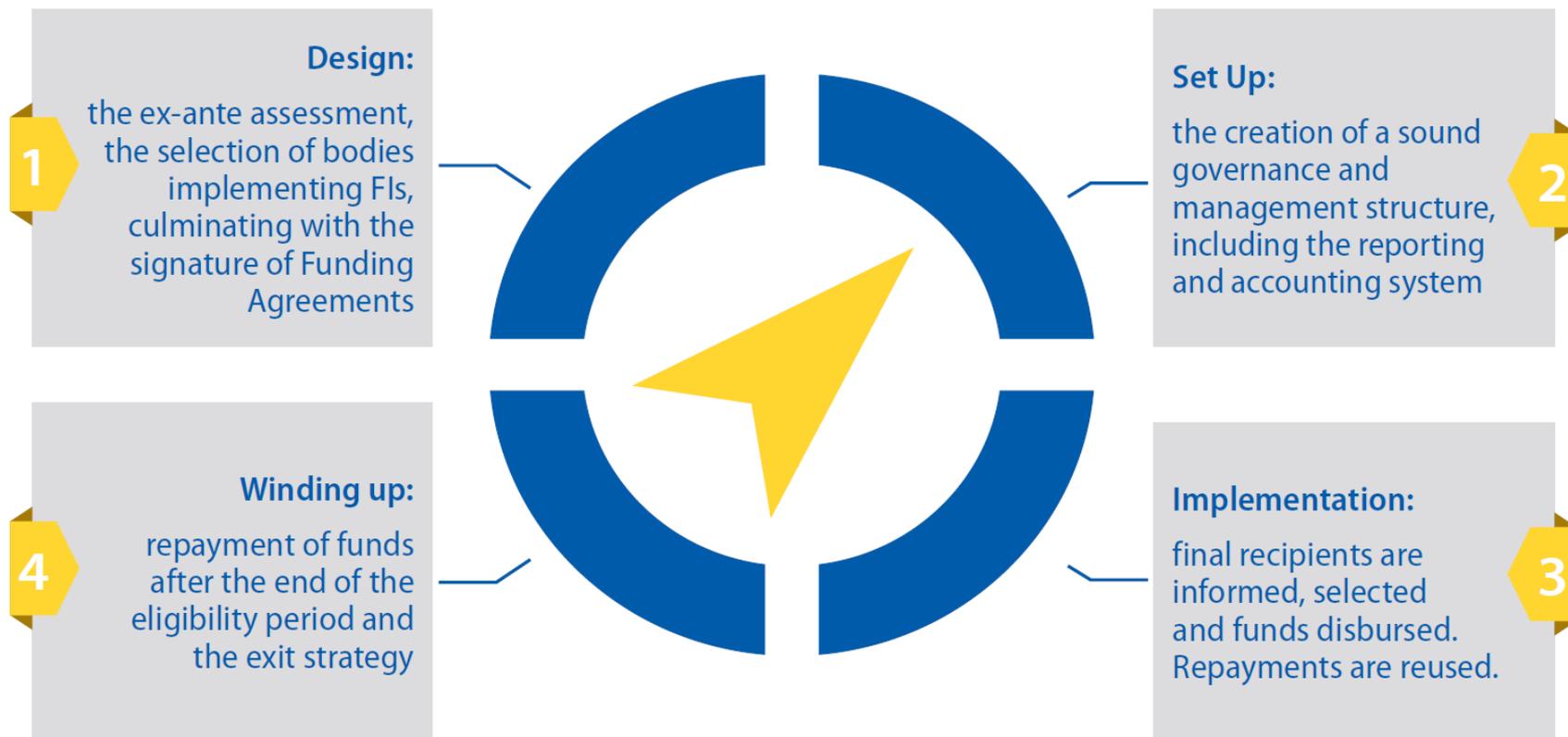
Awareness raising on ESIF FI  
General advice regarding  
ESIF common framework  
and FIs lifecycle

ESI Fund-specific advice,  
taking into account past  
FIs experiences, Fund-  
specific rules, sector  
needs and final recipients  
profiles

Continuation of JASMINE  
microfinance support  
2007-13



# The financial instruments lifecycle



the lifecycle stages of ESIF financial instruments





1. What is *fi-compass*?

2. What does *fi-compass* offer?

3. EAFRD and *fi-compass*

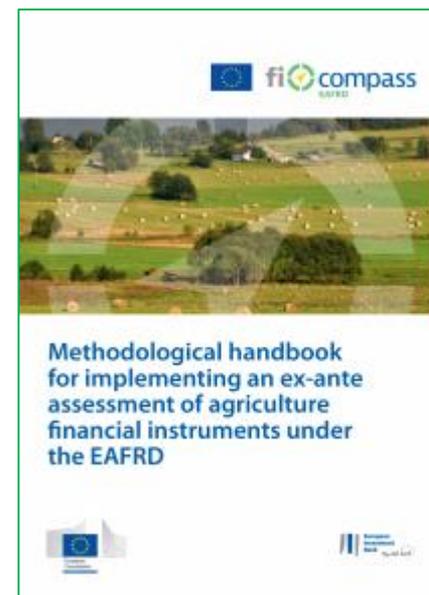
4. Targeted coaching for EAFRD MAs

# *fi-compass*: “Building the FIs knowledge base and community”

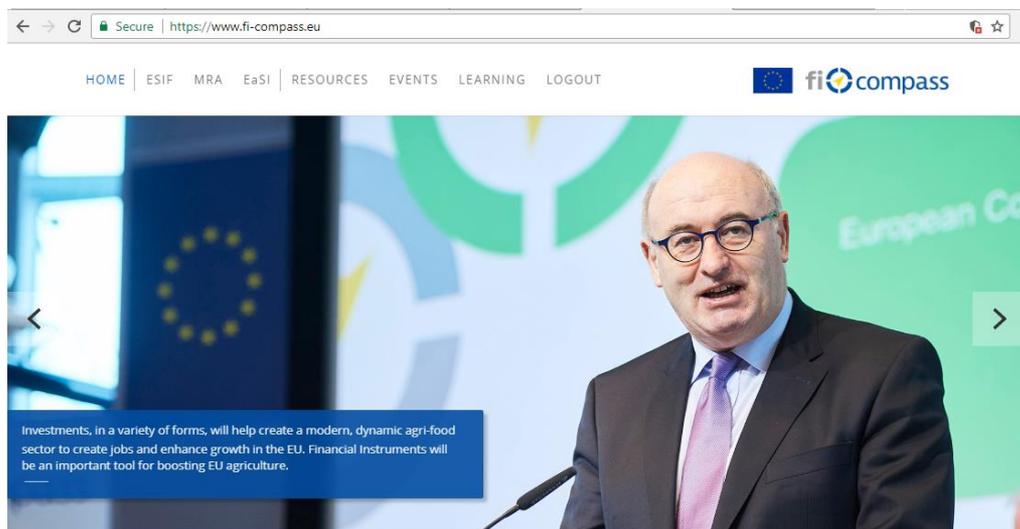


## Support for all MAs

- Manuals (9) – guide on ex ante assessment, scoping FIs under EAFRD, EMFF and ESF
- 30 case studies on FIs
- 13 ‘how to’ factsheets
- Training videos
- Events across Europe and in most Member States - FI promotion, networking, exchange of experiences and learning
- Establishment of an ‘FI community’



# fi-compass knowledge hub - single entry point



## WELCOME TO FI-COMPASS

fi-compass is a platform for advisory services on financial instruments under the European Structural and Investment funds (ESIF) and microfinance under the Programme for Employment and Social

## ESIF Financial Instruments

Financial Instruments co-funded by the European Structural and Investment Funds (ESIF) are an efficient way to invest in the growth and development of people and businesses across the EU. They can be set-up by Member States and regions to invest available ESIF funding through financial products such as loans, guarantees, equity and other risk-bearing mechanisms that support projects on the ground.

## EaSI microfinance

EaSI microfinance is part of the Employment and Social Innovation (EaSI) Programme. It aims to increase the accessibility of finance for vulnerable groups, micro- and social

## Guides



## Case studies



## Audio-visual material



## Access to future and past events



[www.fi-compass.eu](http://www.fi-compass.eu)



# fi-compass publications

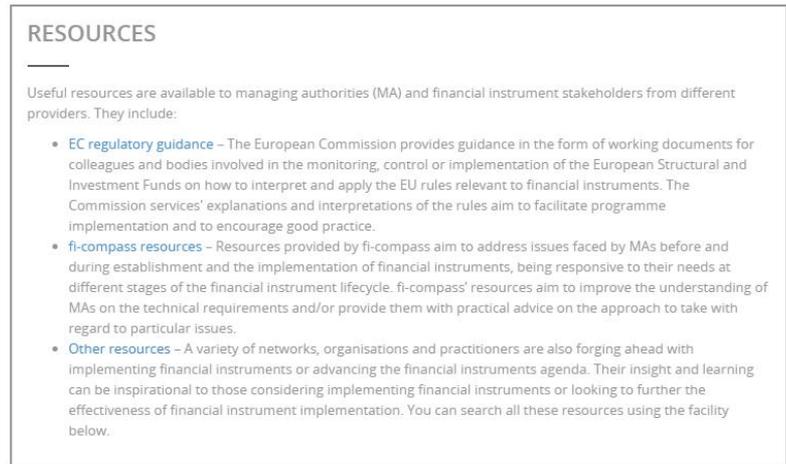
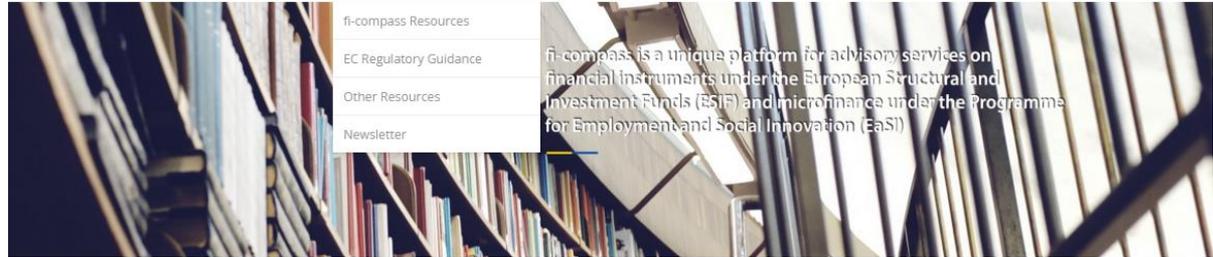


HOME | ESIF | MRA | EaSI | RESOURCES | EVENTS | LEARNING | LOGOUT



## Different types of publications

- EC Regulatory Guidance
- *fi-compass* resources, e.g. manuals, brochures, case studies
- Other resources



## Some publications available also in multiple languages

Example of The European Agricultural Fund for Rural Development (EAFRD))



Description:  
Financial instruments co-funded by the European Agricultural Fund for Rural Development are a sustainable and efficient way to invest in the growth and development of people, businesses and resources in the agriculture and forestry sectors as well as in the rural economy. They can support a broad range of development objectives to the benefit of a wide range of recipients with the potential for funds to be reused for further investments.

Country: EU28  
Source: fi-compass  
Objective: 1 Methodological advice  
Responsibility: EIB  
FI phase: design

Download:  
[BG](#) [CS](#) [DA](#) [DE](#) [EN](#) [EL](#) [ES](#) [ET](#) [FI](#) [FR](#) [HR](#) [HU](#) [IT](#) [LT](#) [LV](#) [MT](#) [NL](#) [PL](#) [PT](#)  
[RO](#) [SK](#) [SL](#) [SV](#)



# fi-compass events



- FI promotion, networking, exchange of experiences and learning
- Different types of events
  - Member State-specific events in nearly all MS; ca. 80-100 participants
  - ESI Fund-specific seminars (ERDF/CF; EAFRD; ESF); series of 3 events for each ESI-Fund in different EU locations, ca. 100-120 participants
  - EU conferences (ESIF general; EAFRD; ESF): 1-2 day events, up to 300 participants



# fi-compass events – past events section



General information about the event

## ABSTRACT

fi-compass offers a Targeted Coaching service about financial instruments to interested managing authorities under the European Agricultural Fund for Rural Development (EAFRD). Within this service, a workshop for the EAFRD managing authority in Andalucía was organised in Seville on 23 October 2017.

The Targeted Coaching service from fi-compass is designed to help build capacity about financial instruments for managing authorities that use the European Agricultural Fund for Rural Development (EAFRD). This coaching provides knowledge and confidence to help EAFRD managing authorities to 'get going' with financial instruments. It is designed in a way that addresses the specific needs of each participating managing authority over a three-month period. More information about the service can be found [here](#).

[Picture gallery](#)

The workshop agenda in ES and EN can be found [here](#).

## Final agenda

Event photos, for some events also **video impressions** such as short video interviews with speakers and participants



## Seminar for the EAFRD managing authority in Andalucía, Seville, 23 October 2017



Picture: Event overview

effective exchange with the audience, expert presentations were followed by question and answer rounds moderated by Bruno Robino, Head of fi-compass Unit, Advisory Services, European Investment Bank (EIB).

The workshop was officially opened by Gaspar Llanes Díaz-Salazar, Secretary General of Economy, EAFRD Managing Authority, Junta de Andalucía, who presented the policy relevance and importance of financial instruments for the regional development and for boosting research and innovation in the local economy. Nivelin Noev, DG Agriculture and Rural Development (DG AGRI), European Commission, shared with participants the current status in relation to financial instruments for agriculture and the rural development policy orientations for 2014-2020. Stefan Mathesius, Head of Financial Instruments Unit, Agencia de Innovación y Desarrollo de Andalucía (IDEA), explained to the audience the recent experience and lessons learnt of the JEREMIE initiative in Andalucía.



Picture: Nivelin Noev, DG AGRI, European Commission

Instruments in the Occitanie Region, France, Agricultural Multi-Regional Guarantee Platform for Italian farmers and the Estonian Loan Fund.

The Targeted coaching workshop for the EAFRD managing authority in Andalucía was organised on 23 October 2017 in Seville, Spain as part of the fi-compass targeted coaching on financial instruments for managing authorities under the European Agricultural Fund for Rural Development (EAFRD).

The full day workshop was attended by representatives from the EAFRD Managing Authority, Paying Agency, Certification Body and the regional Ministry for Agriculture in Andalucía as well as other stakeholders involved in the Andalucía Rural Development Programme (RDP) in 2014-2020. During the workshop, participants had an opportunity to delve into the technicalities of EAFRD financial instruments in the current programming period. To facilitate an



Picture: Gaspar Llanes Díaz-Salazar, EAFRD managing authority, Junta de Andalucía, Spain

Further workshop presentations addressed the main building blocks of the ex-ante assessment process (Eugenio Saba, EIB) and the concrete experience from the ex-ante assessment process carried out recently in Andalucía (Ricardo Pedraz, Analistas Financieros Internacionales).

Experts from DG AGRI and the EIB presented also the possibilities for combination between grants and financial instruments, payment cycle, assurance and audit trails for financial instruments under the EAFRD.

An important part of the workshop were practical insights into EAFRD case studies from the programming period 2014-2020 such as the **guarantee financial**

Presentations (for some event also available as audio or video files)

## SEMINAR FOR THE EAFRD MANAGING AUTHORITY IN ANDALUCÍA, SEVILLE, 23 OCTOBER 2017

Title	Speakers
Financial Instruments for agriculture under the EAFRD in the 2014-2020 programming period – Current status and political guidelines	Nivelin Noev, DG AGRI, European Commission
Management of financial instruments in Andalucía: Previous experience, JEREMIE initiative	Stefan Mathesius, Head of Financial Instruments Unit, Agencia de Innovación y



# fi-compass newsletter



The Beacon Winter 2017

## “The Beacon”, a quarterly newsletter

- April 2015
- July 2015
- Oct 2015
- December 2016
- March 2016
- July 2016
- October 2016
- December 2016
- April 2017
- The Beacon Summer 2017
- The Beacon Winter 2017



The Beacon Winter 2017

View in the browser



### 'FI Campus' attracts more than 300 participants

Our three day event entitled FI Campus was held in Brussels from Wednesday, 29 November to Friday, 1 December 2017. Its focus was on financial instruments under the European Structural and Investment Funds (ESIF) in the 2014-2020 programming period, and the event was aimed especially at ESIF managing authorities, financial intermediaries, regions, cities and their stakeholders.

[Read more](#)

### Toolkit



European Commission guidance published on implementation options for financial instruments under Article 38(1)(b) of the Regulation (EU) 2013/1651 on the management of

to choose between several implementation options for financial instrument(s), as appropriate. The purpose of this new guidance note is to explain the implementation options for the management of financial instruments under Article 38(1)(b) of the

### Journal



Financial Instruments as a delivery mechanism for European Structural and Investment Funds post 2013

organised by the European Commission's Directorate-General for Regional and Urban Policy - DG REGIO during the European Week of Regions and Cities. Entitled 'Financial Instruments as a delivery mechanism for European Structural and

[www.fi-compass.eu/newsletter/beacon-winter-2017-1](http://www.fi-compass.eu/newsletter/beacon-winter-2017-1)





1. What is *fi-compass*?

2. What does *fi-compass* offer?

3. **EAFRD and *fi-compass***

4. Targeted coaching for EAFRD MAs

# Raising awareness & capacity building events



- ❑ **Specific guidance and support for EAFRD MAs**
  - ✓ Fund specific publications (Handbooks, case studies etc.)
  - ✓ Learning Videos
- ❑ **Targeted Coaching**
  - **25 managing authorities** reached so far
- ❑ **9 Events so far: Dublin, Vienna, Riga, Madrid, Rome, Warsaw, Brussels, Tallinn, Paris**
  - ✓ More than 1200 participants, 100 different presentations, 15 Member States speaking



- ❑ **Upcoming event: EAFRD *fi-compass* annual conference**  
**Sofia, 5 - 6 June 2018**



# Latest *fi-compass* publications



This report offers a first look into the financial gap for agricultural enterprises for short-term and for medium and long-term loans. It is based on established European Commission methodology (Ex-ante assessment of the EU SME Initiative, 2013) and incorporates improved calculations.

Gap is estimated between EUR 7.06 billion and EUR 18.60 billion



EAFRD

This case study features a financial instrument from France's Occitanie Region using resources from the 2014-2020 EAFRD. It is implemented through a fund of funds structure managed by EIF. Funding of EUR 27 million is expected to support more than 1 000 final recipients.

## Promotional leaflet on the SME Initiative for EAFRD Managing Authorities



## Brochure on Targeted coaching for EAFRD Managing Authorities



This Estonian loan fund supporting micro, small and medium-sized enterprises in the agricultural sector and wider rural economy was funded from the 2014-2020 EAFRD RDP. This instrument seeks to fill a market gap in financing for rural enterprises, whose access to credit is currently constrained by un-favourable conditions such as high interest rates, short repayment periods and high collateral requirements.



# Latest *fi-compass* videos



## M6EAFRD – Animated video

*Filling gaps in agricultural and rural finance*



## M6EAFRD – Video case study

*Loans for rural development 2014-2020*

Estonia



# Exploring future opportunities - ongoing *fi-compass* studies



- ❑ Study on **programming of financial instruments in EAFRD RDPs** (to be published soon)
- ❑ **Potential for EAFRD financial instruments in rural infrastructure** (ongoing)
  - ❑ assessing the existing gap related to infrastructure investments in rural areas and how financial instruments might help increase the EAFRD impact
- ❑ **'Flexible' financial products for farmers** (ongoing)
  - ❑ Phase I: First analysis of the potential for a FI embedding 'flexible' mechanism for the repayment schedule of the underlying financial products
  - ❑ Phase II: Scoping of 'flexible' financial products already available on the market and analysis of the possible role of public support to promote such instruments
- ❑ **Guarantee and counter-guarantee needs for agricultural enterprises** (ongoing)
  - ❑ Interest of the banking sector in possible EU funded guarantee instruments for agriculture and market potential for counter-guarantee products





1. What is *fi-compass*?

2. What does *fi-compass* offer?

3. EAFRD and *fi-compass*

4. Targeted coaching for EAFRD MAs

# fi-compass targeted coaching



Objective

- Support MAs decision-making/problem-solving process
- Address FIs barriers/bottlenecks through tailored advice
- Provide strategic and operational observations/reflections

Options/  
modules

- **"First coaching" module** – catalyse FI consideration, coach MAs towards a sound ex-ante assessment completion
- **"Advanced coaching" module** – act as sounding board/challenger to improve performance, leveraging EIB Group knowledge to advance implementation

How

- **Information exchange, Video conferences, Workshops**

State of  
play

- **25 Managing Authorities** in: UK, Italy, France, Bulgaria, Spain, Croatia, Slovenia, Slovakia



# Considerations so far



## Encouraging feedbacks from MAs:

1. “It brought us very valuable issues to think about and further develop... We thank you for the great support and making us feel wiser.”
2. “All the info provided has been helpful and gave us deeper insight into the implementation options for using a financial instrument within our national RDP. After the coaching we found our knowledge base grew stronger, and along with that, interest about financial instruments increased throughout the MA.”
3. “It was reassuring to know that everything we asked about during the coaching was important and we were not made to feel like our lack of knowledge was a hindrance. It was very useful to learn from practical examples about how others have used financial instruments and what different options could be available.”



4. “ it has been a great experience and pleasure for us... Really a great experience, very useful and would recommend it to everybody who starts working on FIs.”



**Thank you**

**Contact:**

[www.fi-compass.eu](http://www.fi-compass.eu)

contact@fi-compass.eu

