



EAFRD Guarantee Fund in Portugal – Caixa Geral de Depósitos' perspective

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Credit demand distribution

Project distribution by credit amount and region



- ✓ Strong concentration of credit applications between 25 000 € and 500 000 €
- ✓ Smaller projects in the Northern and larger projects in the Southern regions of the country

Amount	Number of proposals submitted		
	North	South	Grand Total
25.000€ - 99.000€	45%	16%	33%
100.000€ - 249.000€	32%	29%	31%
250.000€ - 499.000€	13%	25%	18%
500.000€ - 999.000€	4%	15%	9%
1.000.000€ - 2.499.999€	5%	14%	9%
2.500.000€ - 3.000.000€		1%	1%
Grand Total	100%	100%	100%

Credit demand distribution

Project distribution by sub-sector and region



- ✓ Overall, 4 sub sectors stronger in credit demand (and in investment dynamics)
- ✓ Animal production (mostly dairy cattle) and fresh fruit stronger in the northern region; Olives, orchards (mostly of dry fruits), and vegetables in the southern region; vineyards and wine plants across two regions

Row Labels	Number of proposals submitted		
	North	South	Grand Total
Animal production	30%	10%	22%
Olives	0%	16%	7%
Dry Fruits	17%	29%	22%
Fresh Fruits	22%	15%	19%
Berries	7%	1%	5%
Vegetables	5%	10%	7%
Grains	1%	4%	2%
Ornamentals	2%	0%	1%
Vineyards	12%	11%	12%
Diversified	2%	3%	2%
Herbs and Spices	1%	1%	1%
Grand Total	100%	100%	100%

Credit demand distribution

Project distribution by amount and sub-sector



- ✓ Overall, most projects fall into below 500 000€ categories
- ✓ Projects above 500 000€ are mainly orchard (dry and fresh fruits, and vineyards), mostly in the southern region

Amount	Number of proposals submitted											
	Animal production	Berries	Diversified	Dry Fruits	Fresh Fruits	Grains	Herbs and Spices	Olives	Ornamentals	Vegetables	Vineyards	Grand Total
25.000€ - 99.000€	35%	75%	50%	29%	33%	0%	0%	25%	50%	33%	30%	33%
100.000€ - 249.000€	30%	13%	25%	18%	36%	100%	50%	50%	0%	42%	25%	31%
250.000€ - 499.000€	30%	0%	25%	21%	6%	0%	50%	17%	0%	8%	25%	18%
500.000€ - 999.000€	3%	13%	0%	13%	12%	0%	0%	8%	50%	8%	5%	9%
1.000.000€ - 2.499.999€	3%	0%	0%	16%	12%	0%	0%	0%	0%	8%	15%	9%
2.500.000€ - 3.000.000€	0%	0%	0%	3%	0%	0%	0%	0%	0%	0%	0%	1%
Grand Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Credit demand distribution

Project distribution by operating measure

- ✓ Overall, dominant concentration of applications in measures 3.1.3 and 3.2.3
- ✓ Higher percentage of 3.1.3 vs 3.2.3 in north than in South
- ✓ Higher % of applications in 3.3.3 in South than in North, but opposite happens in terms of value (greenfield poultry, and fresh fruit warehouses projects in north, and partial dry fruit and wine processing unit projects in south)

Row Labels	Number of credit applications		
	North	South	Total
3.1.3	49%	20%	36%
3.2.3	44%	71%	56%
3.3.3	6%	10%	8%
Grand Total	100%	100%	100%

Row Labels	Amount of credit applications		
	North	South	Grand Total
3.1.3	30%	12%	18%
3.2.3	47%	80%	70%
3.3.3	22%	7%	12%
Grand Total	100%	100%	100%



Credit line adequacy and implementation issues

Overall feedback



Advantages

- Adequacy in financing and grace period terms and flexibility
- Fairness of pricing policy
- Collateral request reduction
- Reduction of bank's risk, which makes approval easier

Room for improvement

- High complexity of credit process, as compared to other agribusiness credit facilities
- High complexity of reporting procedures
- Still some issues related to the time sequence of EAFRD and RDP subsidies contracting (possible solutions not obvious mostly due to RDP regulations)



Thank you!

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