



# *fi-compass* advisory platform: Support for financial instruments under the EAFRD

**Bruno Robino**

**Kieran Kearney**

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





1.

**What is *fi-compass*?**

2.

**Already available from *fi-compass* 1.0 (2014-16)**

3.

***fi-compass* 2.0 (2016-18)**

4.

**Targeted coaching for EAFRD MAs**



# What does *fi-compass* offer?

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 & skills in the market

3

**Targeted awareness raising and networking**

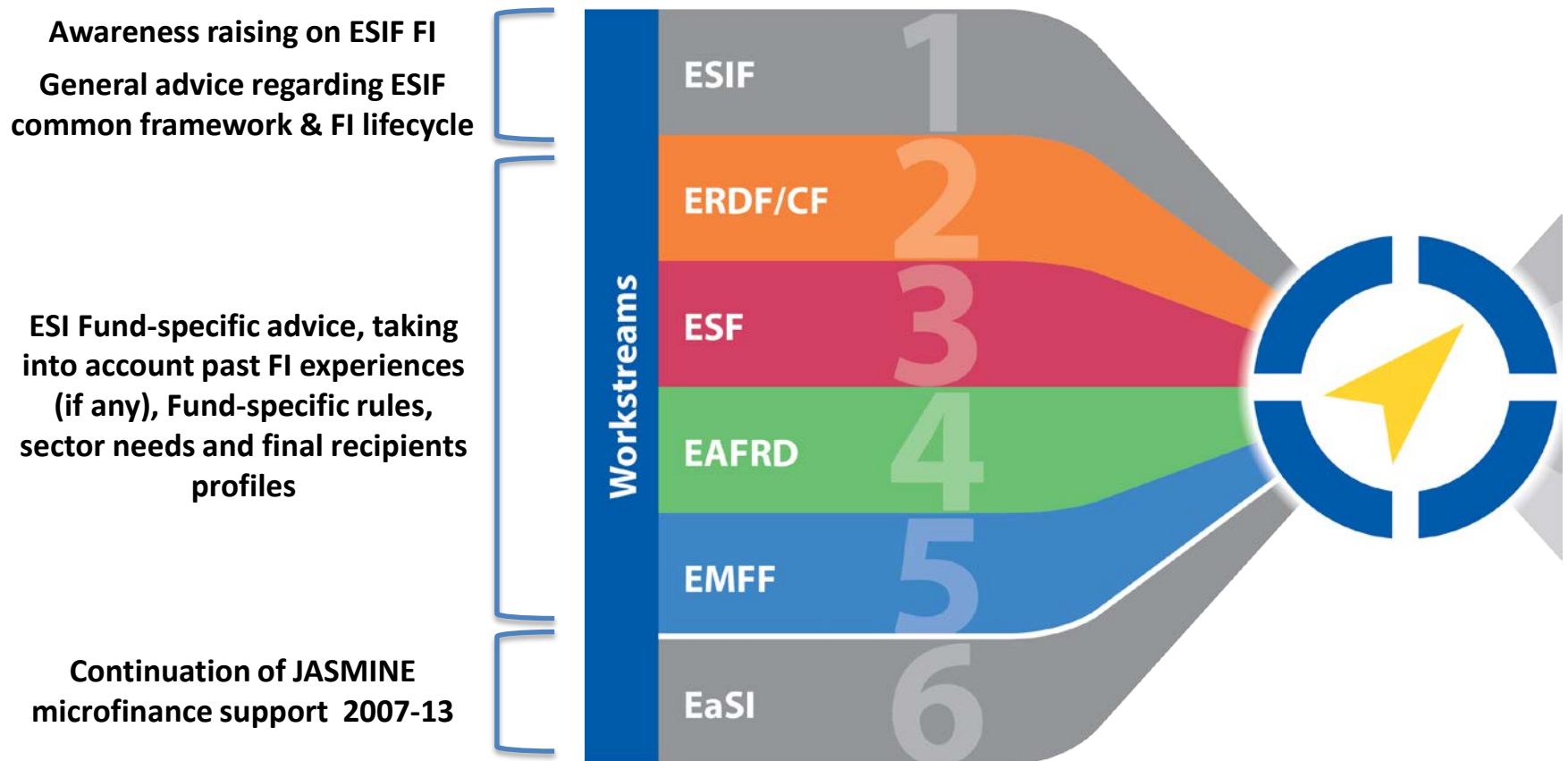
for Managing Authorities, the general public, potential bodies implementing FIs, private and public investors interested in co-investment opportunities, entrepreneurs or enterprises, or for other potential final recipients.

4

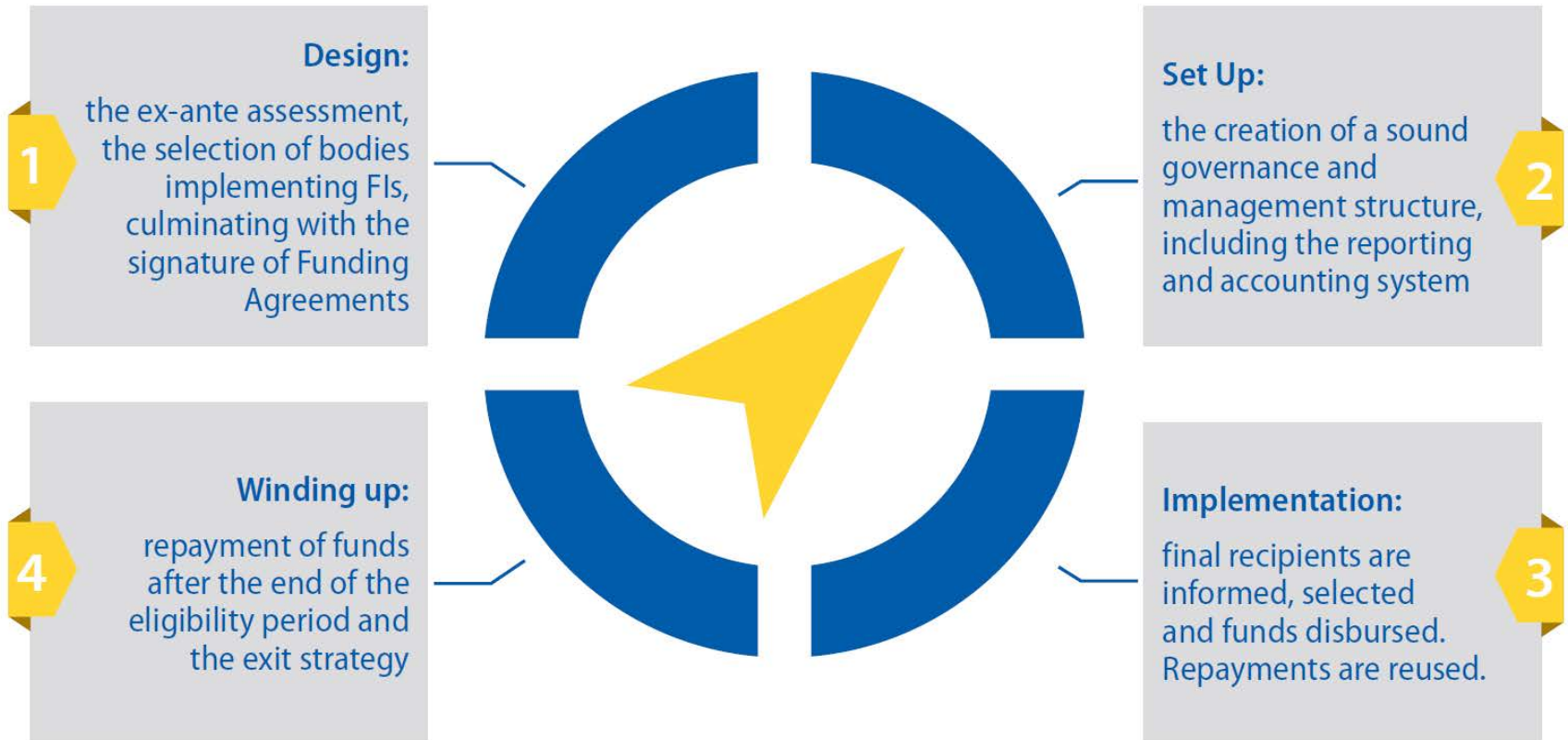
**Access to a single knowledge hub**

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

# How is *fi-compass* delivery structured?



# The financial instruments lifecycle



the life-cycle stages of ESIF financial instruments



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3. *fi-compass 2.0 (2016-18)*

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# *fi-compass 1.0: “Building the FI knowledge base and community”*



## **Support for all MAs**

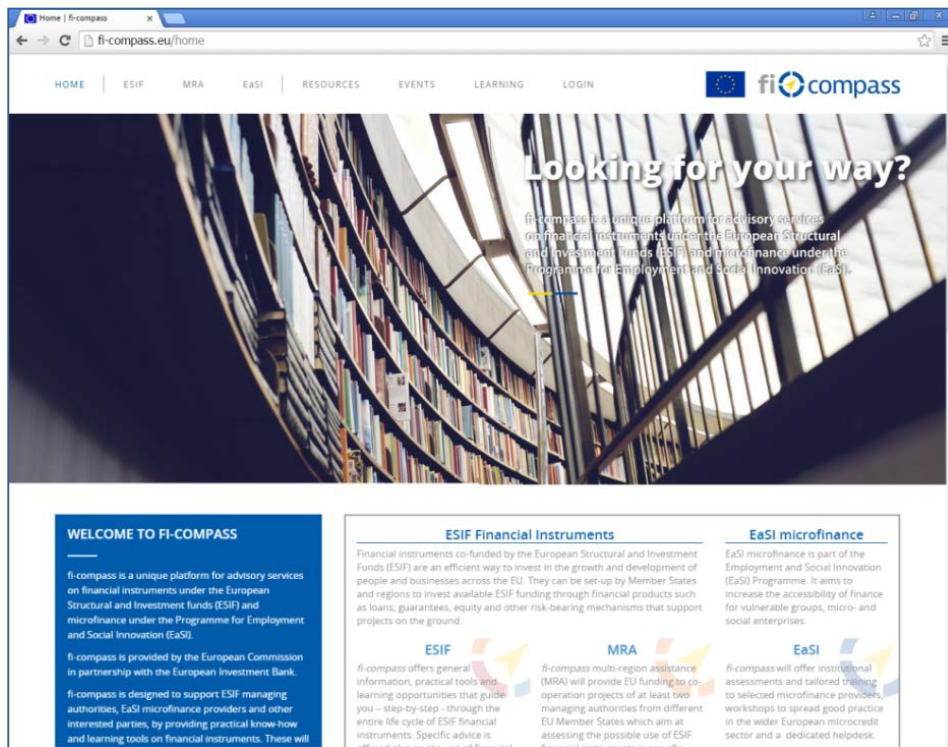
- Manuals (8) – guide on ex ante assessment, scoping FIs under EMFF and ESF
- 14 case studies on FIs
- 11 ‘how to’ factsheets
- Training videos
- Events across Europe and in most Member States - FI promotion, networking, exchange of experiences and learning
- Establishment of an ‘FI community’

## **Specific guidance and support for EAFRD MAs**

- General awareness raising on EAFRD financial instruments
- Ex-ante assessment guidance
- Videos
- Targeted coaching pilot (3 MAs)
- Study on FIs potential under EAFRD (2016+)
- Capacity building events:
  - European conference, Dublin 23/24 June
  - Vienna, 1 October 2015
  - Riga, 29 October 2015



# fi-compass knowledge hub for ESIF FIs - single entry point



## Guides



## Case studies



## Audio-visual material



## Access to future and past events



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



# fi-compass publications



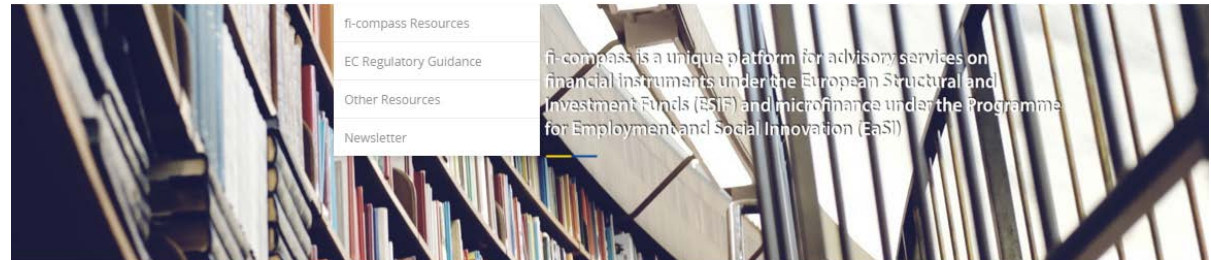
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## Different types of publications

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

Some publications available also in multiple languages



### RESOURCES

Useful resources are available to managing authorities (MA) and financial instrument stakeholders from different providers. They include:

- **EC regulatory guidance** – The European Commission provides guidance in the form of working documents for colleagues and bodies involved in the monitoring, control or implementation of the European Structural and Investment Funds on how to interpret and apply the EU rules relevant to financial instruments. The Commission services' explanations and interpretations of the rules aim to facilitate programme implementation and to encourage good practice.
- **fi-compass resources** – Resources provided by fi-compass aim to address issues faced by MAs before and during establishment and the implementation of financial instruments, being responsive to their needs at different stages of the financial instrument lifecycle. fi-compass' resources aim to improve the understanding of MAs on the technical requirements and/or provide them with practical advice on the approach to take with regard to particular issues.
- **Other resources** – A variety of networks, organisations and practitioners are also forging ahead with implementing financial instruments or advancing the financial instruments agenda. Their insight and learning can be inspirational to those considering implementing financial instruments or looking to further the effectiveness of financial instrument implementation. You can search all these resources using the facility below.

### Factsheet (The European Regional Development Fund (ERDF))



**Description:**  
Financial instruments co-funded by the European Regional Development Fund are a sustainable and efficient way to invest in the growth and development of people and businesses in EU regions and cities. 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  
**Objective:** 1 Methodological advice  
**Responsibility:** EIB  
**FI phase:** design

**Download:**  
BG CS DA DE EL EN ES ET FI FR HR HU IT LT LV MT NL PL PT  
RO SK SL

# 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

Final agenda

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

### ABSTRACT

A series of Member State events on financial instruments delivering ESI Funds was opened in Bratislava on 02 October 2015. A total of 25 such national events in nearly all Member States are planned for the next five months.

The seminar aimed to:

- provide Ministries, Managing Authorities and other relevant ESI stakeholders from the public and private sectors with an opportunity to learn more about the advantages, features and suitability of financial instruments in delivering ESI 2014-2020 objectives, with a specific focus on the thematic priorities of the Slovak Republic;
- provide the opportunity to learn about and discuss in depth the technical challenges that the stakeholders are facing as regards the design and set-up of financial instruments;
- offer support for Member States and Managing Authorities by introducing relevant fi-compass learning material.

The seminar in Bratislava featured case studies on financial instruments, the opportunities offered by the 2014-2020 regulatory framework, the advisory products issued by fi-compass to support the design and set-up of financial instruments. In addition, two hands-on oriented workshops were provided.

[The final agenda](#)  
[Photo Library](#)

### Seminar: Financial Instruments delivering ESI Funds, Bratislava, 2 October 2015

Bratislava was the stage for the first national fi-compass event, where participants from Slovakia and a few neighbouring countries explored the potential of using financial instruments to deliver 2014-2020 ESI objectives in the local and regional context. Similar seminars will be held in most other Member States during the next five months. The seminar provided the participants with practical information, including case studies and regulatory clarifications, on how financial instruments can help in their efforts to deliver ESI 2014-2020 objectives.

Ivan Lesay, the Slovak State Secretary from the Ministry of Finance welcomed the guests. Three case studies on financial instrument implementation from Slovakia and Poland were presented to provide practical insights for the use of financial instruments.

Martin Polányi from the Slovak Ministry of Finance highlighted Slovakia's commitment to using financial instruments in 2014-2020 and illustrated the steps towards the set-up of the funds of funds. Two other cases featured experiences from the 2007-2013 period and lessons learned.

Other examples showcased included the Slovak State Housing Development Fund contributions to improved insulation of residential buildings, and a Polish financial instrument of particular relevance for ESI stakeholders supporting social enterprises.

These examples were complemented by a detailed presentation on the key novelties, implementation options and guidance provided by the European Commission, the European Investment Bank described what fi-compass can do to help Member States move forward with ESI financial instruments.

Afternoon sessions featured two workshops on both general features of financial instruments as well as an in-depth analysis of their design. During several roundtable sessions, participants engaged in discussions and exercises with moderators and representatives from the European Commission and the European Investment Bank.

Participants had plenty of networking opportunities, where many discussions focused on the specifics of the Slovak context for implementing financial instruments. Please check our [events page](#) for the full calendar of fi-compass seminars.

### VIDEO INTERVIEWS FROM PARTICIPANTS

### FINANCIAL INSTRUMENTS DELIVERING ESI FUNDS, BRATISLAVA, 2 OCTOBER 2015

Title	Speakers
Welcome	Ivan Lesay, State Secretary of the Ministry of Finance of the Slovak Republic
Presentation of case studies on Financial Instruments	
Financial Instruments in Slovakia: State of Play	Martin Polányi, Department of Financial Strategy for Economic Growth, Ministry of Finance of the Slovak Republic
State Housing Development Fund (ESSIFCA Slovakia)	Michaela Kolářová, Head of EU Structural Funds Section, State Housing Development Fund, Slovak Republic
Loan Fund for Social Economy (European Social Fund)	Joanna Wardzińska, Vice President, Social and Economic Investment Company TISE S.A. (Financial Intermediary), Republic of Poland
Opportunities offered by the European Commission (DG REGIO) 2014-20 framework	
fi-compass advisory support	Pieter Coppens, European Investment Bank

presentation audio video case study file not yet available

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



## fi-compass quarterly newsletter (“the beacon”):

- **April 2015**
- **July 2015**
- **Oct 2015**
- **Dec 2015**
- **March 2016**
- Next newsletter planned for May 2016

## fi-compass videos:

- **Benefits of financial instruments**
- **Seven steps to effective ex-ante assessments for ESIF Financial Instruments**
- **Benefits of the FIs in EAFRD**



The Beacon - December 2015

 fi-compass

The Beacon December 2015 [View in the browser](#)  

**Sharing the risk of business investments: lessons from the fi-compass case study library**  
EU Member States are being encouraged to revolve European Structural and Investment Funds (ESIF) through the adoption of financial instruments. Lessons learned from the successes of existing financial instruments that use ESF support can provide valuable experience, and fi-compass is involved in sharing this experience through advisory products such as case studies.  
Our most recently published case study features a venture capital (VC) co-investment instrument from the Languedoc-Roussillon region in France. [Read more](#)

**Toolkit** [New European Commission guidance note on management costs and fees for financial instruments implemented according to Article 38\(4\)\(b\)](#)  
The new guidance note explains the novelties and contains an example for the calculation of thresholds. [Read more](#)

**Journal** [Second meeting of the fi-compass expert group](#)





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3. ***fi-compass 2.0 (2016-18)***

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## Support for all MAs

What?

- Thematic approach – ESIF/EFSI, low carbon, RDI
- Addressing implementation challenges

How?

- Real-life cases and ‘ask the expert’ approach and communities of practice
- Development of supporting materials – scoping studies, quick guides, learning videos
- Regulatory guidance related workshops/events





## **Support for EAFRD MAs**

- ‘Targeted coaching’ service to help MAs overcome barriers/bottlenecks to implementation
- Conclusion of scoping study into FI implementation
- Learning videos, ‘how to’ factsheets, real-life cases
- Web-based Community network for EAFRD MAs
- Capacity building seminars and conferences – Madrid 31/5, Rome 13/6 and Brussels Conference 25/11, others tbc
- Emerging needs from the Scoping study to be addressed - potential ‘off the shelf’ products

# fi-compass knowledge hub - single entry point



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## Looking for your way?

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

### WELCOME TO FI-COMPASS

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

fi-compass is provided by the European Commission in partnership with the European Investment Bank.

fi-compass is designed to support ESIF managing authorities, EaSI microfinance providers and other interested parties, by providing practical know-how and learning tools on financial instruments. These will

### 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 enterprises.

### ESIF

fi-compass offers general information, practical tools and learning opportunities that guide you - step-by-step - through the entire life cycle of ESIF financial instruments. Specific advice is

### MRA

fi-compass multi-region assistance (MRA) will provide EU funding to co-operation projects of at least two managing authorities from different EU Member States which aim at assessing the possible use of ESIF

### EaSI

fi-compass will offer institutional assessments and tailored training to selected microfinance providers, workshops to spread good practice in the wider European microcredit sector and a dedicated helpdesk.

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### SEARCH

Search term required

Topic: -Any-

Theme: -Any-

Country: -Any-

SEARCH

### UPCOMING EVENTS

27 MAY 15 Brussels  
Financial Instruments for delivery of the ERDF and the Cohesion Fund

02 JUN 15 Vienna  
Financial Instruments for delivery of the ERDF and the Cohesion Fund

09 JUN 15 Warsaw  
Financial Instruments for delivery of the ERDF and the Cohesion Fund

See the calendar

### NEWS

21 APR 15 The new advisory hub online  
The new fi-compass webportal is NOW LIVE! The platform is offering a wide...

21 APR 15 The Investment Plan explained  
This article explains the role of ESIF financial instruments in reaching...

21 APR 15 EaSI microfinance advice - Call for  
Under fi-compass, selected European microfinance providers can benefit...

See the news

### LATEST RESOURCES

Title

EC Regulatory Guidance (Guidance for Member States on Article 37(4) CPR, Support to enterprises/working capital)  
EC

fi-compass Work Programme 2015

Case study (First Loss Portfolio Guarantee)

See all resources

### VIDEO

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

fi-compass newsletter #4: <https://www.fi-compass.eu/newsletter/beacon-march-2016-0>

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Platform for advisory services on financial instruments and microfinance provided by @EIBtheEUbank and @EU\_Commission #ficompass #financialinstruments

fi-compass.eu

13 Photos and videos



Tweets Tweets & replies Photos & videos

fi-compass Retweeted  
EU Social @EU\_Social - Jan 17  
Coming up on Thu: #ESDE2015 conf on employment & social dev'ts in Europe. Watch it live: [ec.europa.eu/social/main.js...](http://ec.europa.eu/social/main.js...)



22 5

fi-compass @ficompass - 17h  
Financial Instruments delivering ESI Funds – Next seminars in Valetta 25/01, The Hague 27/01 and London 18/02 [fi-compass.eu/events/list](http://fi-compass.eu/events/list)

22 5

fi-compass @ficompass - Jan 19  
Flagship fi-compass events will focus on the European Social Fund #ficompass

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Trends

- #hsm10
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- high school musical
- Stacey Dash
- #ntas



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# How it works



*Support the decision-making/problem solving of the MAs towards FI barriers/bottlenecks through providing strategic and operational observations/reflections as well as action-oriented facilitation*

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 with view to improve performance, leveraging EIBG knowledge to advance implementation

How:

- Information exchange
- Video conferences
- Workshops

Next steps

- Closing the pilot phase (Bulgaria, Veneto and Wales)
- Pipeline (first up: Scotland, Croatia, Latvia, Northern Ireland...)

# Experience from the Pilot phase



Some questions addressed by the Coaches

- How do Risk Sharing Loans (RSL) and First Loss Portfolio Guarantees (FLPG) work in detail and practice?
- In a portfolio guarantee instrument, what is the meaning of a capped and uncapped guarantee?
- What are the methods and possibilities to maximise the beneficial terms and conditions for farmers?
- What are advantages and disadvantages of certain practices – eg prescriptive clauses and provisions?

*Feedback from pilot MAs is positive.  
Anecdotal evidence of enhanced  
knowledge and awareness.  
True impact to be seen!*







## Contact:

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

contact@fi-compass.eu

