Macro-regional conference on EAFRD financial instruments for agriculture and rural development in 2014-2020

Mr Bruno Robino
Head of fi-compass
European Investment Bank

#ficompass
EIB activity in supporting the use of Financial instruments for the delivery of EAFRD:

*the fi-compass advisory platform*

Bruno Robino

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

Warsaw, 24 October 2016
<table>
<thead>
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<th>What is <em>fi-compass</em>?</th>
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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

1. Design: the ex-ante assessment, the selection of bodies implementing FIs, culminating with the signature of Funding Agreements

2. Set Up: the creation of a sound governance and management structure, including the reporting and accounting system

3. Implementation: final recipients are informed, selected and funds disbursed. Repayments are reused.

4. Winding up: repayment of funds after the end of the eligibility period and the exit strategy

the life-cycle 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
Support for all MAs

- Manuals (8) – guide on ex ante assessment, scoping FIs under EAFRD, 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’
**fi-compass knowledge hub - single entry point**

www.fi-compass.eu
**fi-compass publications**

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
**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 upcoming events

## Events Calendar

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<thead>
<tr>
<th>Date</th>
<th>Location</th>
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<tbody>
<tr>
<td>21.01.2016 (All day)</td>
<td>Ljubljana</td>
<td>Financial Instruments delivering ESI Funds / Seminar series in Member States</td>
</tr>
<tr>
<td>NEW DATE 25.01.2016</td>
<td>Valletta</td>
<td>Financial Instruments delivering ESI Funds / Seminar series in Member States</td>
</tr>
<tr>
<td>27.01.2016 (All day)</td>
<td>The Hague</td>
<td>Financial Instruments delivering ESI Funds / Seminar series in Member States</td>
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### February

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<tr>
<th>Date</th>
<th>Location</th>
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<tr>
<td>NEW DATE 02.02.2016 (All day)</td>
<td>Brussels</td>
<td>Financial Instruments under the European Social Fund (ESF) 2014-2020 Brussels, 2 February 2016</td>
</tr>
<tr>
<td>NEW DATE 03.02.2016 (All day)</td>
<td>Brussels</td>
<td>Microfinance under the European Social Fund (ESF) 2014-2020 Brussels, 3 February 2016</td>
</tr>
<tr>
<td>18.02.2016 (All day)</td>
<td>London</td>
<td>Financial Instruments delivering ESI Funds / Seminar series in Member States</td>
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<tr>
<td>25.02.2016 (All day)</td>
<td>Berlin</td>
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### March
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

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
- July 2016
- Next newsletter planned for Nov. 2016

**fi-compass newsletter #6:**
**fi-compass** – keeping in touch in social media

**FOLLOW US / SHARE**

Watch us on YouTube

**fi-compass videos:**

- Benefits of financial instruments
- Seven steps to effective ex-ante assessments for ESIF Financial Instruments
- Benefits of the FIs in EAFRD
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**
  - Ex-ante assessment guidance (available since June 2016)
  - Videos (the Smith’s)
  - Targeted Coaching
    - 8 completed or underway
    - 6 Managing authorities interested/in the pipeline

- **So far - Dublin, Vienna, Riga, Madrid, Rome**
  - About 600 participants, 64 presentations, 11 Member States speaking

- **Studies: (programming of financial instruments and price volatility)**
Forthcoming events:

- Flagship conference in Brussels – 25th November 2016
  (300 participants foreseen)

3 more events foreseen in 2017

Web-based Community for EAFRD MAs
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**fi-compass - Targeted coaching**

- Support MAs decision-making/problem-solving process
- Towards FIs barriers/bottlenecks through
- Provision of strategic and operational observations/reflections

**Options/modules:**

I. **"First coaching"** module – catalyse FI consideration, coach MAs towards a sound ex-ante assessment completion

II. **"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:**

• Wales, Bulgaria and Veneto concluded
• Scotland, Northern Ireland, Croatia, Puglia and Calabria underway
• Interested/pipeline: Slovenia, Navarra, Ireland, Campania, Sicilia, Latvia
• 30 Coaching foreseen in total
**fi-compass Targeted Coaching: the pilot phase**

Some questions addressed by the Coaches:

- How do Risk Sharing Loans and First Loss Portfolio Guarantees 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?

*It …brought us very valuable issues to think about and further develop.*

*We thank you for the great support and making us feel wiser.*

*True impact to be seen!*
Thank you

Contact:

www.fi-compass.eu
contact@fi-compass.eu