



**Mr Madis Reinup,
Member of the Board**

Rural Development Foundation, Estonia



 #ficompass



„Road to loan“

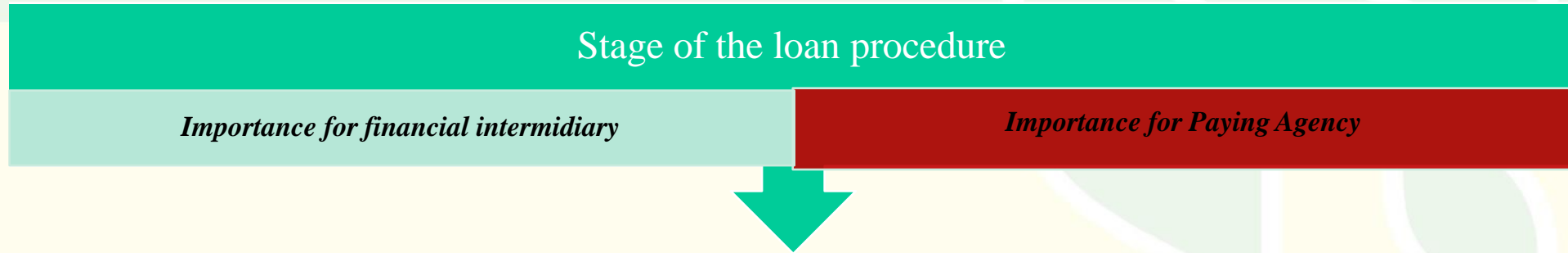
(Control) path of loan application

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Importance - meter



- Shows, how important are different steps of project management for:
FINANCIAL INTERMEDIARY or **PAYING AGENCY**
- It does not mean that priorities necessarily collide
- Both parties should have clear understanding of each others goals

Who is final recipient (FR)?

Inside target group? Trustworthy background?

Target group

What is the investment?

Eligibility of investment (EAFRD, RDP, loan product req.) Is investment logical step?

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Viable business plan?

Do we believe in business plan? Do we have enough background information (markets, know-how etc.). Will FR be competitive? Will FR be able to pay back?

Is there a business plan (in written format)?

What is the financial model?

No pre-financing, no re-financing. Co-financing scheme with banks. In what order and timeframe a loan will be paid to FR.

No pre-financing, no re-financing, co-financing with banks

What is collateral value and how will be the pricing of a loan?

Procedure for collateral assessment. Pricing of a loan considering background of FR, business plan and collateral. Aid intensity!

*Are internal procedures followed?
Aid intensity!*

Loan offer to FR!

Offer to FR, followed by loan agreement.

Loan agreement



Payment to FR

Schedule of paying out a loan. Re-evaluating collateral.

Was loan paid out?



Monitoring of investment

Was investment done (on-site monitoring and report)?
Did business started on time? Any problems and new risks?

Proof of investment



FR will pay back!

Real work!!! Long loans – many changes in macro-economy.

How much is recovered?



Dealing with „bad cases“

Sell collateral! Go to court! Make FR disappear from the market!
Recover as much as you can!



- Eligibility issue

- Pre- and re-financing

- Proof of investment



financial instruments capacity building Farming
 Rural development funding agreement EU guidance
 added technical support co-financing ex-ante assessment final
 value seminars governance intermediaries financial recipients
 leverage EAFRD fi-compass investments
 Agriculture case studies
 business plan thematic objectives Targeted coaching
 advisory services Thank you equity
 RDP guarantees life cycle combination of support
 conferences banks revolving
 fund of funds loans microfinance CAP
 manuals managing authorities factsheets
 DG AGRI Agricultural products investment strategy EIB Group