



Role of AMIF grants for Business Development Services (BDS) in supporting TCN entrepreneurship

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Lessons learnt from the EaSI BDS pilot for migrants and refugees

Inês Rodrigues, Social Impact Mandate Design,
European Investment Fund

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Session

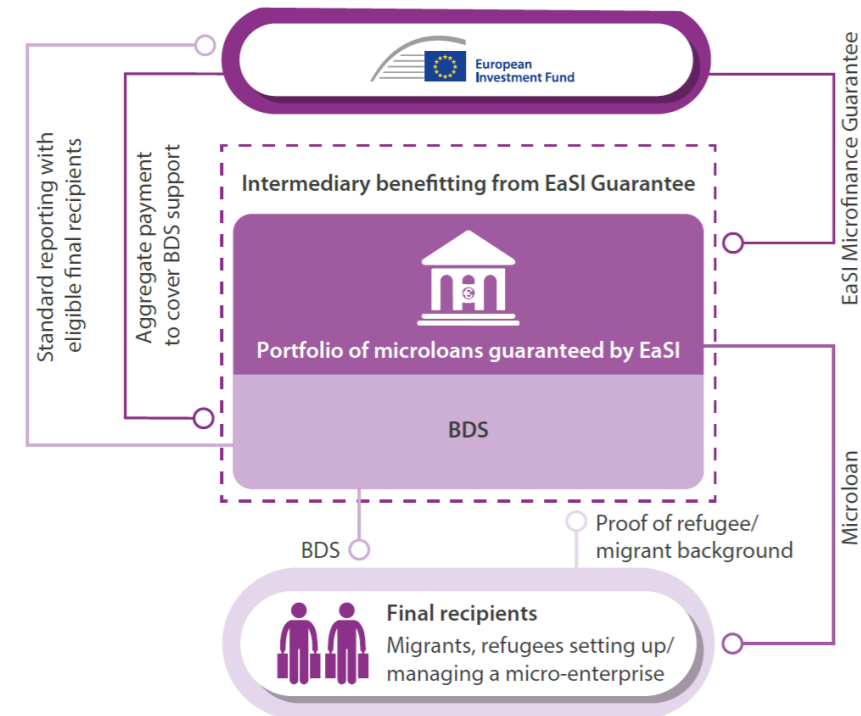
Role of AMIF grants for BDS for TCNs'

EaSI Business Development Services Pilot



EIF product targeting migrants and refugees

- Launch: 2018 through a dedicated Call for Expression of interest
- EUR 1m contribution
- Objective: to stimulate financial and social inclusion of migrants and refugees; provide partial coverage for costs incurred by financial intermediaries.
- Support services: training, mentoring, or coaching both pre-loan and post-loan
- **EUR 400m Portfolios:** Built by nine Financial Intermediaries located in eight countries (Belgium, France, Greece, Italy, Luxembourg, Netherlands, Spain and Sweden)
- **+2000 Migrants and Refugees:** included in the pilot programme as of February 2024.



Case Studies



France

Adie has served 520 TCNs under the EaSI BDS pilot.

Ukrainian refugee who recently arrived in France and aimed to establish a business specialising in the manufacturing of wooden toys.

Year of contracting: 2022

Financial support: loan of EUR 2105 (part of the portfolio of loans covered under the EaSI Microfinance guarantee).

BDS support: coaching, administrative assistance, business planning, business registration



Spain

Laboral Kutxa has served 65 TCNs under the EaSI BDS pilot.

Venezuelan national living in Spain had already owned a local Latin bakery in their home country. After migrating, they started a new business, Grupo Violeta – focusing on providing Venezuelan pastries and food with a Basque-Latin fusion.

Year of contracting: 2023

Financial support: loan of EUR 14000 (part of the portfolio of loans covered under the EaSI Microfinance guarantee).

BDS support: coaching and training sessions, including business planning

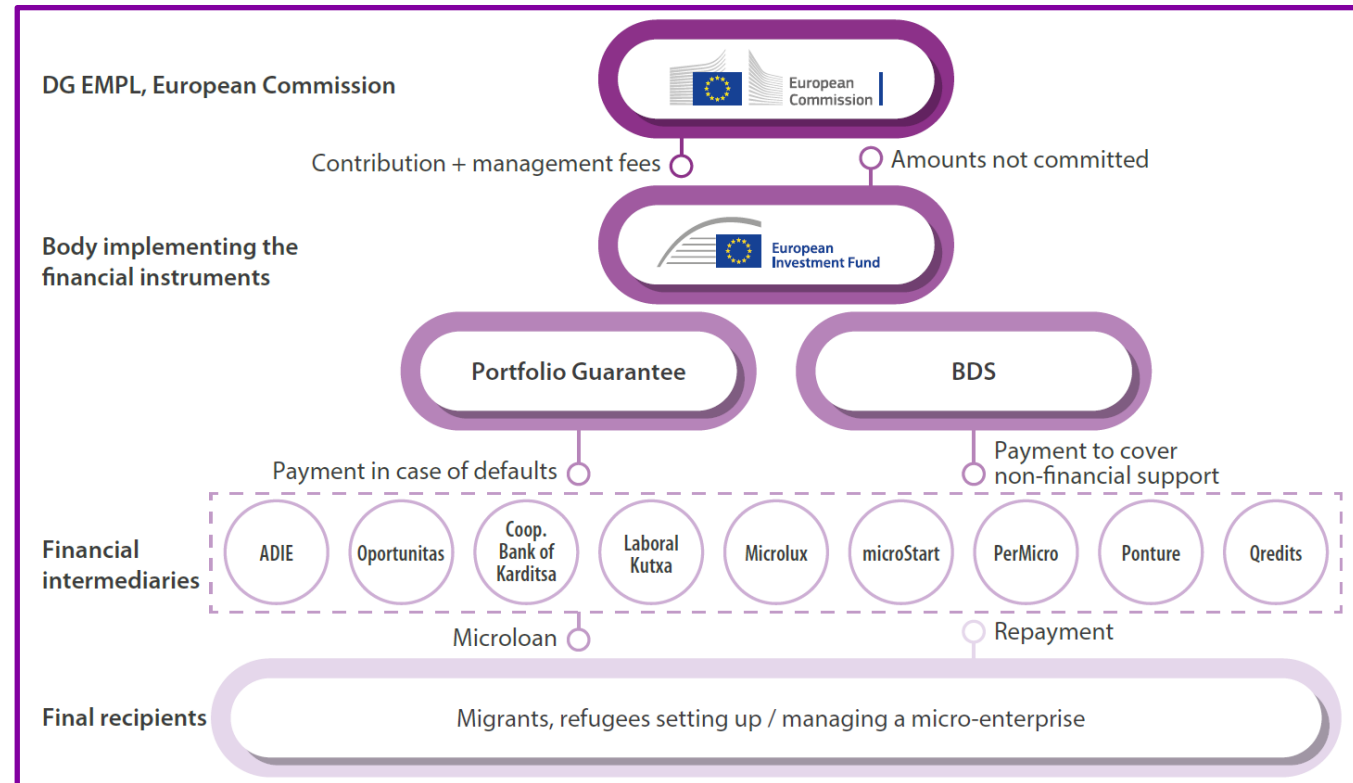
EaSI BDS Pilot Programme takeaways

Success factors:

- Raised awareness about the critical role of BDS in microfinance.
- Grant integration with microfinance made BDS more accessible
- Tailored BDS content and flexible support methods
- Partnerships with banks and other stakeholders effectively reached underserved populations

Main challenges:

- Identify viable businesses
- Complex administrative processes
- Cost misalignment
- Resource -Intensive support





Thank you!





CEB

— COUNCIL OF EUROPE DEVELOPMENT BANK —
BANQUE DE DEVELOPPEMENT DU CONSEIL DE L'EUROPE

CEB's experience in financing migrant integration through financial instruments

Nida Krasniqi, Project Officer
Council of Europe Development Bank (CEB)

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Partnerships & Financing for Migrant Inclusion (PAFMI)



- Pilot initiative funded by EU's **Asylum, Migration and Integration Fund (AMIF)**
- **Objective:** support integration of third-country nationals in EU through development of **new partnerships** and **new forms of financing**
- Four projects in **Belgium** (*MicroStart Support*), **Finland** (*City of Vantaa*), **Italy** (*Associazione Microlab*), and **the Netherlands** (Qredits):
 - Implemented by **diverse partnerships** of MFIs, public institutions, NGOs, universities, etc.
 - Promoting **employment** opportunities, **entrepreneurship**, **education**
 - **Linked to CEB loans** (incl. under InvestEU Fund)
- Extraction & dissemination of best practices & emerging lessons



PAFMI's focus on BDS (1)



Integration of migrants in Brussels through entrepreneurship and self-employment

- Information sessions and tailored support on entrepreneurship and starting a business in Belgium
- Support in drafting and finalising business plans
- Provision of microloans (incl. flexible loans) from MicroStart's own sources of funding.



PAFMI's focus on BDS (2)



EMPOWER! – Empowering Migrants in Professional Welfare and Economics

- Provision of coaching and job orientation sessions for migrants as well as assistance with the recognition of skills already acquired in the countries of origin.
- Tutorship for development of business plans for aspiring entrepreneurs
- Provision of microloans (funded by CEB-InvestEU loan to PerMicro)



PAFMI's focus on BDS (3)



Qredits Entrepreneurial Training Program for Migrants

- Entrepreneurial training for newcomers
- In cooperation with Dutch Council for Refugees & Chamber of Commerce
- In several municipalities across the Netherlands
- Provision of microloans (funded by CEB-InvestEU loan to Qredits) to program graduates who qualify





PAFMI Mid-term Report on Emerging Lessons & Best Practices

Key findings

- Results at 31 December 2023:
 - **1,048 migrants have received information** about employment and self-employment options, of which **148 received specific advice on entrepreneurship** opportunities;
 - **55 beneficiaries improved their business plan** and completed their loan dossier, of which **38 obtained a microloan**
- PAFMI success thus far is a result of:
 - a **flexible** and **multidisciplinary approach**
 - Fostering cooperation between **financial actors** and **non-financial actors**
 - **Complementarity between PAFMI grants and the CEB loans** (e.g. Qredits & PerMicro InvestEU-loans)

PAFMI Mid-term Report on Emerging Lessons & Best Practices



Emerging lessons & best practices (1)

- Translating **needs into demand** requires a lot of effort (time & funds) to achieve the targeted number of beneficiaries
- Initiatives & projects must **remain flexible** to adapt to evolving needs
- Timeline of such projects should be +2 yrs., for objectives to be achieved & impact seen
- Provision of BDS in **several languages**, incl. (beginner level of) host country language
- **Format and schedule of training** activities should suit busy people that work long hours & in shifts



PAFMI Mid-term Report on Emerging Lessons & Best Practices

Emerging lessons & best practices (2)



- **Advocacy** component should be included in all projects (to facilitate work with public institutions)
- **Partnerships:** working with different stakeholders, including migrant-led NGOs to co-create activities
- **Central role of microfinance institutions** to provide tailored BDS (individual service; language used; cultural understanding) to migrants and refugees, and advice on financial plans/loans



Thank you!





Qredits: Lessons learnt from participating in PAFMI and the EaSI BDS pilot

Evelyne Oprel, International Relations Manager,
Qredits, the Netherlands

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Target of 18 schools met!

Participants & Locations

Location	With municipality	Participants	Female	Male	Dropout
Alkmaar		13	5	8	5
Ijsselgemeenten	x	16	4	12	5
Nijmegen	x	13	6	7	2
Wageningen	x	15	0	15	8
Deventer		10	1	9	1
Den Haag	x	15	8	7	2
Maastricht	x	17	6	11	
Den Haag 2	x	13	5	8	1
Amsterdam1	x	15	7	8	2
Leiden-Pangea		14	7	7	
Rotterdam-Pangea		14	5	9	1
Heerlen/Geleen		14	3	11	
Doetinchem	x				
Amsterdam 2	x				
Emmen/Assen	x				
Groningen	x				
Nijmegen-2	x				
Roermond/Sittard					

Participants 169 57 112 27

Coaches 126 31 95



Salih wil een timmerbedrijf beginnen en Nesrin een kunstatelier: daarom zitten deze statushouders nu op les in Maastricht



Salih, Nesrin en Feliks willen graag een onderneming beginnen. – © Annemiek Mommers

- Salih Canziz (51) from Turkey
- Political refugee
- Carpentry company
- News article in local newspaper
- Received 11 carpentry assignments from this publication - before finishing the training.





AMIF-funded ATHENA project: Key lessons learnt

Mamen Soria, Entrepreneurship Advisor and Head of Women's Business Support Program, Chamber of Commerce Sevilla, Spain

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Co-funded by the European Union's Asylum, Migration and Integration Fund



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Overview of the ATHENA Project:

- Objective: **Empowering migrant women by harnessing their entrepreneurial potential** and facilitating their **social and economic integration**
- Funded by **AMIF Union Action** resources (AMIF-2019-AG-CALL)
- Duration 1 Jan 2021 – 30 April 2023 (28 months)
- Project coordinator: **Chamber of Commerce of Seville (CCSEV)** in Spain.
- Consortium of partners:
 - **INCOMA** (INternationals Consulting and Mobility Agency) from **Spain**,
 - **NOVA Onlus** (Associazione NOVA Onlus - Innovazione e Sviluppo) from **Italy**,
 - **IHK-PROJEKT** (IHK-Projektgesellschaft mbH) from **Germany**,
 - **ELIIEP/ELIAMEP** (Hellenic Foundation for European and Foreign Policy) from **Greece**,
 - **SCCIC** (SIAULIU PREKYBOS PRAMONES IR AMATU RUMAI) from **Lithuania**, and
 - **DLI** (Digital Leadership Institute) from **Belgium**.





Objectives and Activities:

Objectives:

- **Personalized Support:** Help migrant women start businesses with tailored advice and training.
- **Skill Enhancement:** Train entrepreneurship professionals and NGO workers to better support migrant women.
- **Resource Development:** Create and share entrepreneurship guides, financial guides, and policy recommendations.
- **Promote Good Practices:** Highlight effective business support services for migrant women.
- **Needs Analysis:** Understand the challenges and motivations of third-country migrant women in Europe.

Activities:

- **Project Management:** Led by CCSEV, with a Steering Committee, detailed work plan, and regular partner meetings.
- **Needs Analysis:** Conduct in-depth studies and develop/distribute guides and favourable financial resources for migrant women.
- **Training:** Provide specialized training for professionals assisting migrant women entrepreneurs.
- **Policy Advocacy:** Create and promote a Policy Recommendation Guide to influence policymakers.
- **Dissemination:** Share project outcomes widely through events, online platforms, and stakeholder engagement for sustainability.



ATHENA main results achieved:

- **251 migrant women have been beneficiaries of the project.** Through individual counselling or training.
- **67 entrepreneurship professionals or NGO workers** have been trained to adapt their services according to the needs of women entrepreneurs.
- **1 Policy Recommendation Guide, with a total of 10 recommendations** developed according to the project results and studies.
- **20 good practices, 6 action plans, 6 entrepreneurship manuals/guides, 1 guide with financial resources, 8 agreements with key stakeholders.**

The ATHENA project has concluded with higher than initially expected results that stand out in terms of numbers and significant influence on its target groups: migrant women with entrepreneurial aspirations, NGOs working with them and professionals involved in entrepreneurship support. The European dimension and added value of the project is palpable through its comprehensive approach and the depth of its numerical achievements.

Migrant women aspiring to become entrepreneurs benefited substantially from the project.



Co-funded by the European Union's Asylum, Migration and Integration Fund



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WISER (Women in Social Enterprise for Refugee integration): Women-centred Intervention for Social Entrepreneurship Resilience



- **Objective:** empowering migrant and refugee women by enhancing their skills and facilitating their integration into the labour market through social entrepreneurship
- Supported under the **AMIF Union Action** resources (2023-TF2-AG-CALL)
- Project coordinator: **Chamber of Commerce of Seville** (CCSEV) in Spain
- Duration 1 June 2023 - 31 May 2025 (24 months)
- The consortium included: **CCSEV** - Spain, **INCLUSION** - Spain, **Pro-Arbeit** - Germany, **KIZ** - Germany, **KMOP** - Greece, **ACHADE** - Greece, **PI** - Italy, **CESIE** - Italy, **Panevezys CCIC** - Lithuania, **KIG** - Poland, **SYNTHESIS** - Cyprus and **EMP** - Belgium.

Activities:

- WISER Hubs:** Adapt existing support structures to provide services such as training, coaching, mentoring, networking, advice, business development, technical assistance and links to donors/investors/business angel to potential, early-stage and established migrant women social entrepreneur.
- WISER Skills Boosters:** Empower non-EU female nationals (including beneficiaries of international protection) on relevant knowledge, skills, competences, and the mindset to plan, start, run and grow businesses that pursue social objectives and become social entrepreneurs.
- WISER Communities of Practice:** Establish two multistakeholder groups that will pursue multilateral exchanges aimed at enhancing the inclusiveness of local entrepreneurship ecosystems and the entrepreneurial potential of migrant women, following a bottom-up approach.





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PLOUTOS

Ploutos Project

Jorgos Papadakis, Managing Director,
European Microfinance Network

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Summary of the Ploutos Project

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The Ploutos project aims to develop curricula to address key obstacles faced by Third Country Nationals (TCNs) in setting up businesses. These obstacles include financial literacy, business language, social and economic integration, and business practice acceleration. The project involves partners with varying experiences from different sectors and countries, combining traditional teaching methods with coaching. Feedback suggests that experienced organizations find the curricula easy to implement, while less experienced ones find them complex. Combining training with coaching/mentoring yields better results, and creating support ecosystems is vital. Microfinance Institutions (MFIs) are highlighted as effective partners for programming EU resources due to their provision of both financial and non-financial services. High interest rates for vulnerable communities suggest a need for grants to subsidize these rates.

Overview of Ploutos Project

emn

Objective: Develop curricula to address key obstacles for Third Country Nationals (TCNs) setting up businesses.

Key Issues Addressed:

- Financial literacy and business language
- Social and economic integration through community interpretation services,
- Business practice and acceleration,
- Curricula available in 7 languages.

Project Partners:

- Public sector (local development departments, universities)
- Entrepreneurship support organizations (ESOs)

Partner Experience and Feedback

emn

Countries Involved:

- 5 High TCN presence: Sweden, Belgium, Greece, Italy
- 5 Low TCN presence: Croatia, Bulgaria

Feedback:

- 5 Experienced organizations: Curricula easy to implement
- 5 Less experienced organizations: Curricula complex

Best Practices:

- 5 Combination of training and coaching/mentoring
- 5 Allowing beneficiaries to set their own learning agenda
- 5 Forming partnerships for additional services

Role of MFIs in Supporting TCN Entrepreneurs

Microfinance Institutions (MFIs):

- 5 Provide financial and non-financial services
- 5 Establish collaborations with expert organizations

Advantages for EU Resource Programming:

- 5 Well-connected with a range of service providers
- 5 Effective in supporting TCN entrepreneurs

Addressing High Interest Rates for Vulnerable Communities

Interest Rates Reality:

- 5 High APR for vulnerable communities: 30%-70%
- 5 Illegal in many European states

Solution:

- 5 Use grants to subsidize interest rates
- 5 Support proven efficient and effective instruments
- 5 Focus on underfunded post-start-up phase services



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