



# Skills and Education Guarantee Pilot under EFSI and Erasmus+

Thematic workshop on financial instruments supporting student loans  
Prague, 11 February 2020



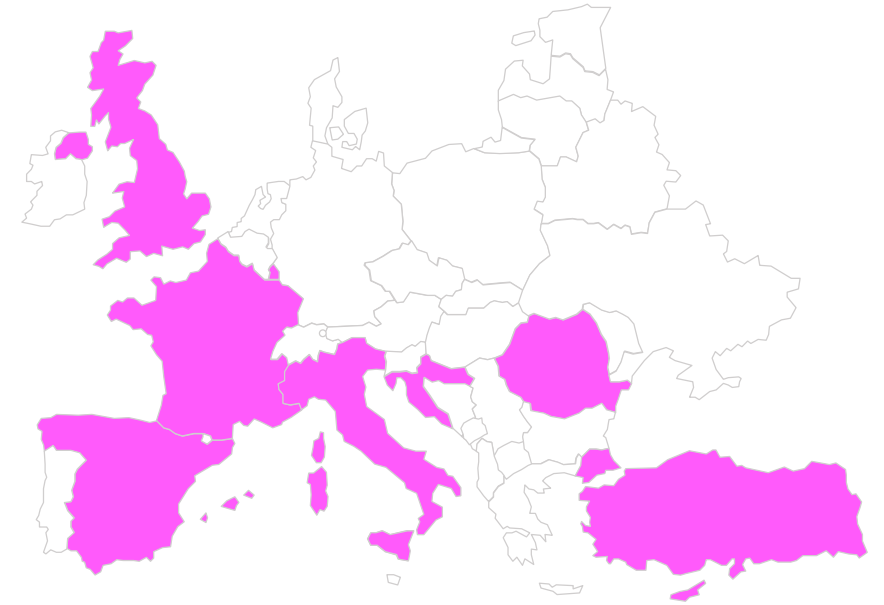
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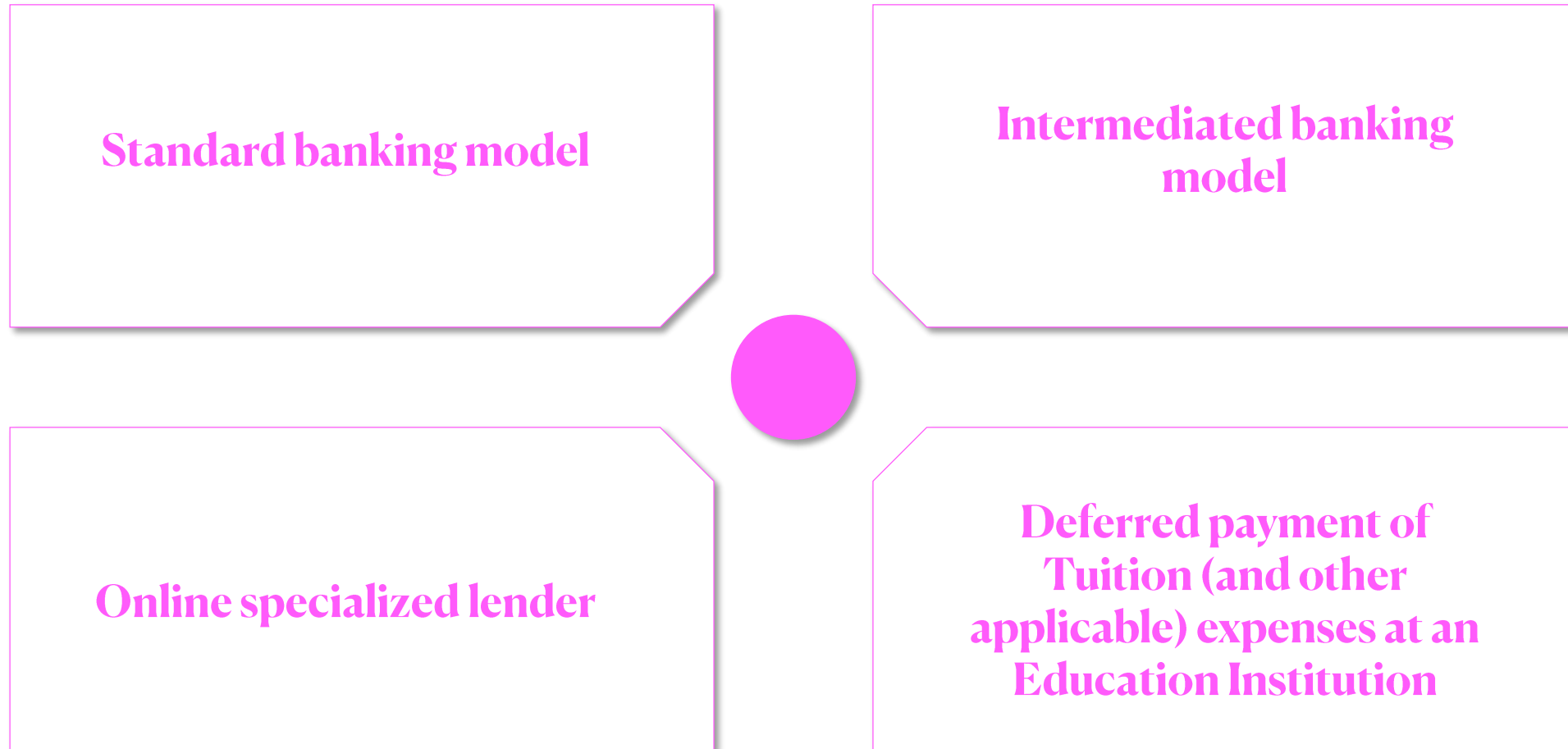
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EIF

# EIF and Student Lending: since 2014 Erasmus+ GF

- An **EU guarantee** initiative of EC **DG Education and Culture**
- Managed by EIF on behalf of the EC
- Aimed at supporting **“Mobile Master Students”**
- Providing a **15-years free-of-charge 90% capped\*** guarantee
- **10 agreements** signed to date covering **9 countries**
- **Expected** to support **1,675 students** and a total of **EUR 16.8m of student loans** by the end of the implementation period (max. single loan amount of EUR 12k for Masters of 1-year and 18k for Masters longer than 1-year)
- **Various student lending business models** supported



# EIF and Student Lending: supporting the **innovation** of the sector



# EIF and Student Lending: there is **more to be done**

- Large **untapped market** with unmet demand
- **New business models** potential
- Changing world, changing jobs, changing technology require **new skills and new competencies**
- Educational **Infrastructure** needs to be **upgraded**
- Learning at school / university is not enough – **life-long learning is required**
- Now **Education is a responsibility of everyone**; we need:
  - **Innovative providers of education**, training and related services, to grow and innovate
  - **Firms willing to invest** in strengthening their workforce skills and skills management
  - **Individuals, willing to invest in themselves**

# We could not wait for InvestEU

EC policy objective to invest  
in EU

*quality and inclusive education,  
training and lifelong learning*



**EUR 50m**  
EFSI investment in 2020



Supporting SMEs and  
key policy objectives of  
the EU by *facilitating  
access to finance*



Fund personal *development*



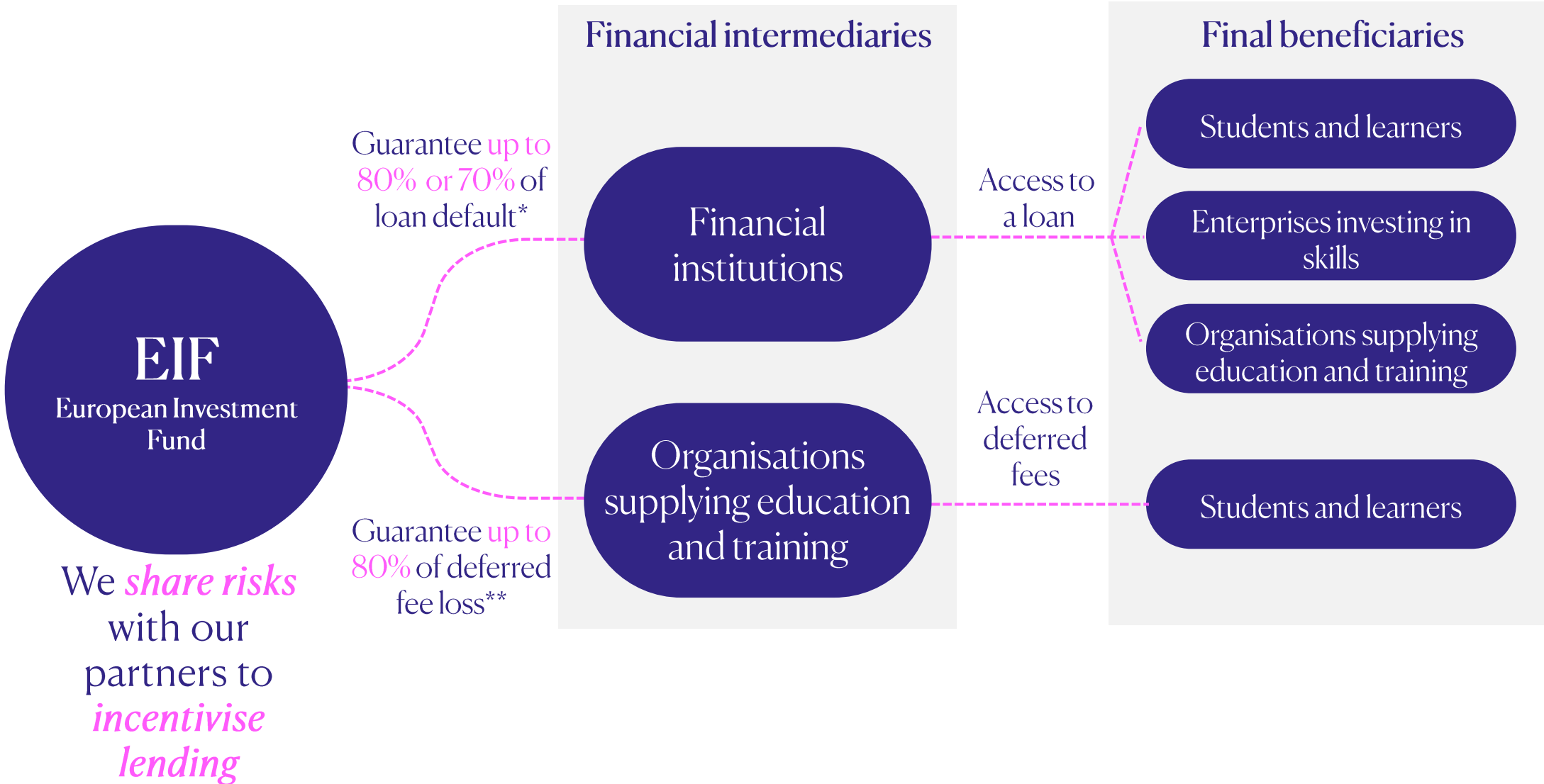
Invest in their *workforce upskilling*



Fund their *business needs,  
expand their business*

# How it works

*Risk sharing to increase access to finance*



\* Up max 25% or 20% depending on targeted category of final beneficiaries \*\* Up max 25%

# Who and What is Eligible

## Students and learners

### Who's eligible:

- Any student or adult-learner interested to complete an “eligible educational programme” in a EU Member State

### What's an “eligible educational programme”:

- programmes falling under ISCED classifications 3-8
- programmes leading to nationally recognised qualifications
- trainings in digital skills
- trainings in labour market relevant skills
- e-learning training / learning programmes irrespective of the location of the e-learning provider

### Loan amount

- Up to **EUR 30k** per student / learner

### Eligible expenses

- Tuition fees, living expenses, accomodation fees, transport expenses, text books and other expenses

### Guarantee restrictions

- **No collateral or parental (or other third party) guarantee** from the students / learners

**Guarantee rate of 80% over 15 years**  
Up to 25% cap

## Enterprises investing in skills

### Who's eligible:

- SMEs and Small Mid-Caps (<500 staff, including public entities)
- EU based

### What's an “eligible investment into skills”:

- apprenticeships
- programmes leading to nationally recognised qualifications
- traineeships
- student entrepreneurship
- digital skills
- trainings / other skills acquisition
- e-learning training / learning programmes irrespective of the location of the e-learning provider

### Loan amount & term

- Up to **EUR 2m** / investment or working capital loan
- Limited to **2x direct planned costs**
- Minimum 12 months

### Eligible expenses

- Direct costs: fees, travel & subsistence, labour, training materials & premises
- Indirect costs related to the “eligible investment into skills”

**Guarantee rate of 70% over 10 years**  
Up to 20% cap

## Organisations supplying education and training

### Who's eligible:

- Any entity/organisation of any legal form, engaged in an economic activity
- EU based

### What's an “eligible business activity or project”:

- NACE CODE P (pre-primary education, primary education, secondary education, higher education, other education, educational support activities) business activity (at least 20% of the sales/turnover to derive from an economic activity in the field of education/skills); or
- developing a NACE CODE P project

### Loan amount & term

- Up to **EUR 2m** / investment or working capital loan
- Minimum 12 months

**Guarantee rate of 70% over 10 years**  
Up to 20% cap

# To find out more

- Join us at our *training workshop* in Brussels  
For more info, contact us by mail at: *s-e-pilot@eif.org*
- Visit *eif.org* to access:
  - the *Call for Expression of Interest* (available as of February 2020)
  - the list of *selected financial intermediaries* (available Q2 onwards)
- Contact *EIF's team*:



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