



Ex-ante Assessment Methodology for FIs in Agriculture under the EAFRD

fi-compass seminar – Riga October 29th 2015
B. SCHUH (OIR)



CONTENT

- Setting the frame – why ex-ante assessment of FIs in Agriculture
- Content of the ex-ante assessment (compulsory elements according to CPR)
- Some examples from the handbook



Before MAs support FIs in the agricultural sector, they are required to conduct an ex-ante assessment, *‘which has established evidence of market failures or suboptimal investment situations, and the estimated level and scope of public investment needs, including types of financial instruments to be supported’*. CPR, Regulation (EU) No 1303/201, Article 37 (2).



Agriculture, the „special case“*:

- banks' reluctance to agricultural risk exposure (due to seasonality, low level of predictability, insufficient level of guarantees);
- low profitability;
- lack of credit history of farmers;
- financial service providers are often not interested in micro enterprises and investment loans less than 100 000 EUR
- long term (7+ years) investment loans are sometimes not offered;
- Different opinion of valuating the collateral fairly;
- no sector specific knowledge in banks;
- alternative financing options (venture capital etc) are missing.

* source: presentation at the Financial instruments under ESI Funds 2014-2020 conference, Brussels, 19/01/2015
Martin Scheele, Head of Unit H.1 "Consistency of rural development", DG AGRI

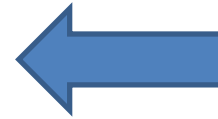
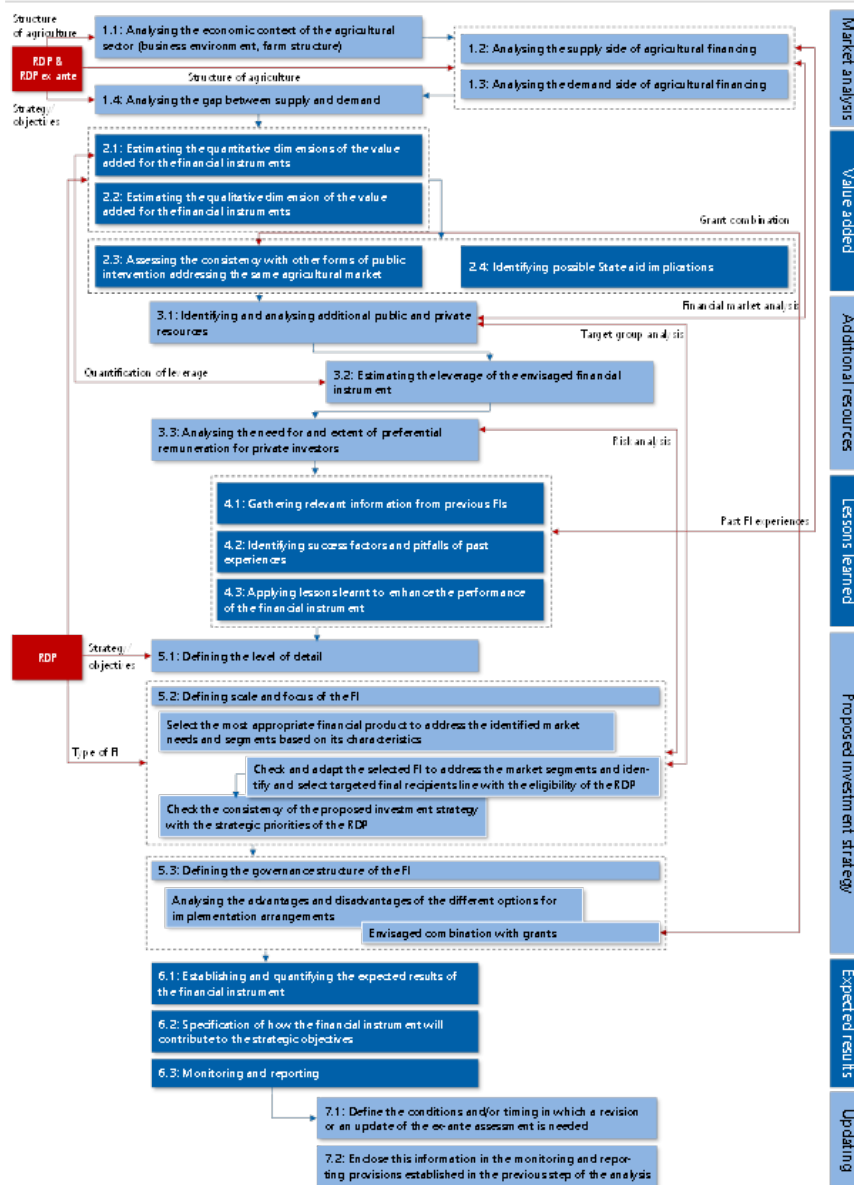


- **Step 1 on the market analysis** addresses policy areas and priorities relevant to agriculture and provides the reader with guidance on the assessment of the macroeconomic context, type and size of market failures and suboptimal investment situations, farm structures, the demand and supply gap and specifics of agriculture subsectors.
- **Step 2** advises on carrying out a **check of the value added** of an agricultural FI as well as state aid implications and advices on minimising distortion and overlap.
- **Step 3** advices methodologies to **estimate additional public and private resources** potentially to be raised by the FI (leverage effect) and provides the reader with appropriate methods.
- **Step 4** offers advice on identifying **lessons from** ex-ante assessments or similar instruments carried out in **the past** and provides guidance on implementing these lessons in a structured and systematic way for the agricultural sector.

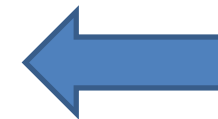


- **Step 5** draws specific attention to the achievement of consistency between the FI and the RDP's strategy , delivers guidance on developing a **proposed investment strategy and describes advantages and disadvantages of different types of financial products** or combination of support; furthermore it draws specific attention to the achievement of consistency between the FI and the RDP's strategy .
- **Step 6** advises the reader on how **results** should be specified in the context of **contributing to the RDP's objectives**; and finally
- **Step 7** provides advice on **revising and updating the ex-ante assessment** in case of changing market conditions.

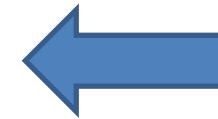
SET-UP OF THE HANDBOOK



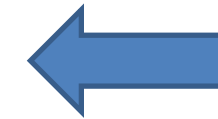
Step-by-step guidance through the process of the ex-ante assessment (structured sub-steps)



Agricultural and agricultural sub-sector specifics pointed out (e.g. annual crops, dairy farming, horticulture etc.)

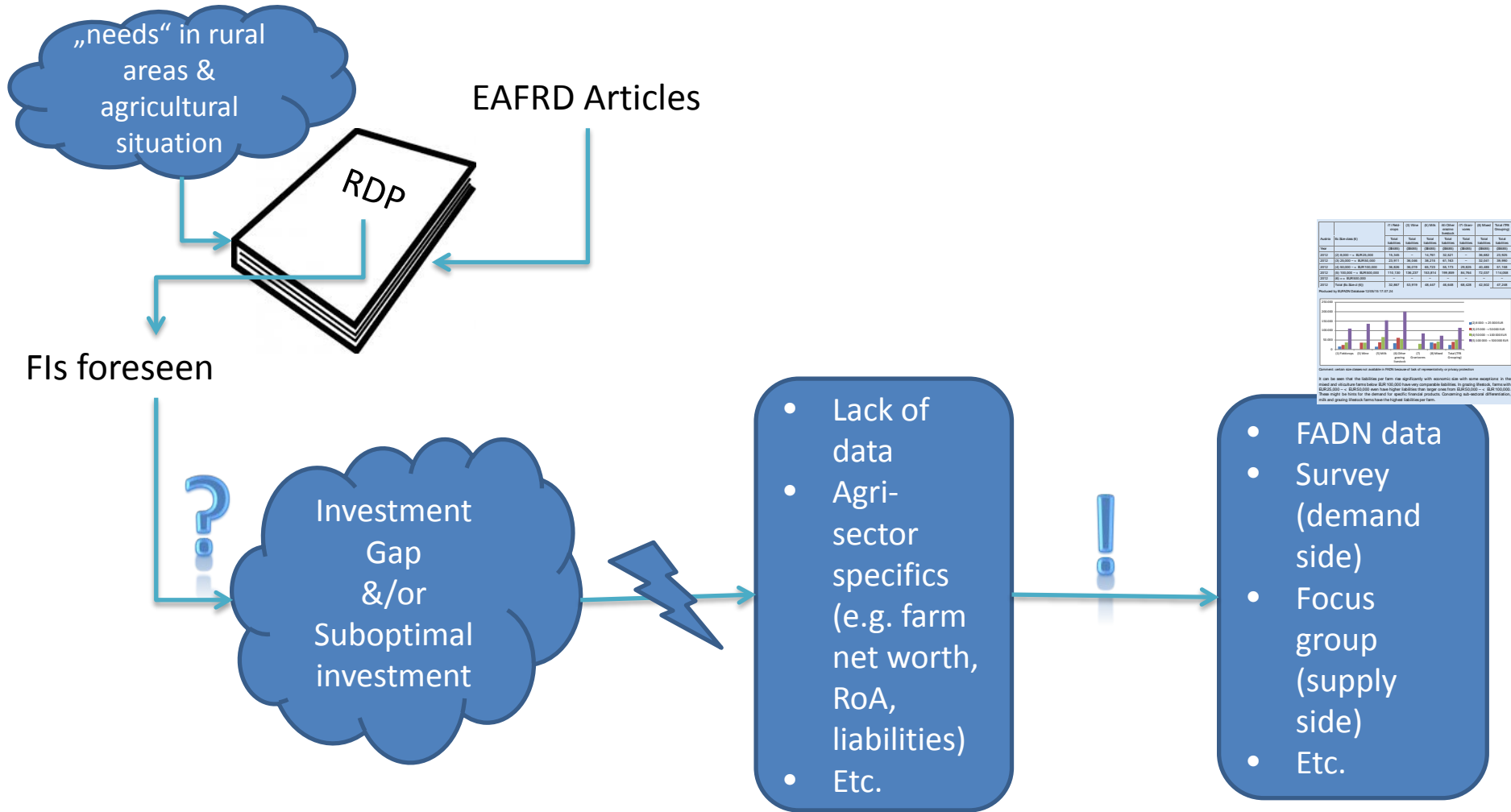


examples to illustrate each step (partly from MA experiences)



Agriculture specific sources and templates (surveys, ToR) for the ex-ante assessment

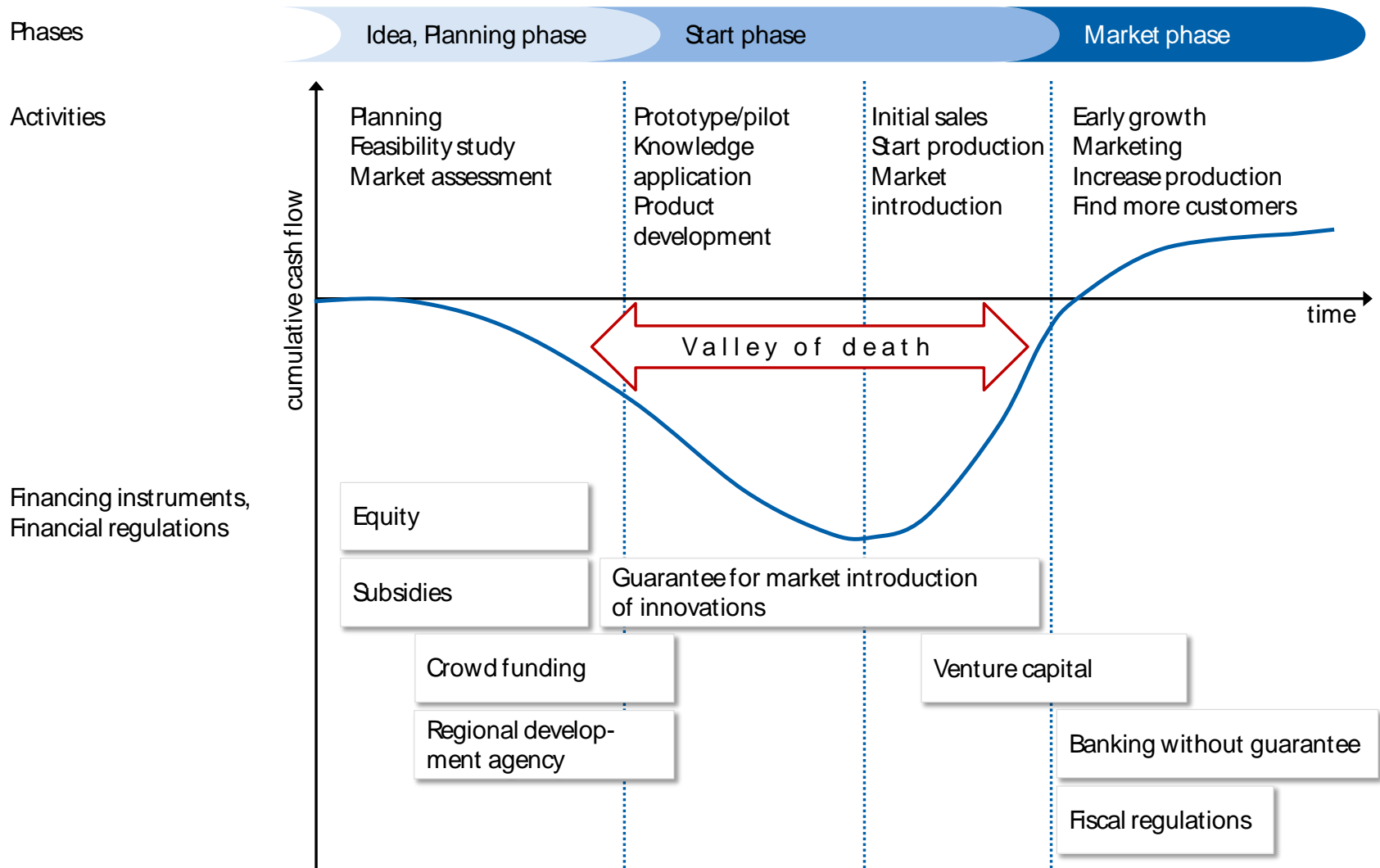
EXAMPLE: THE ESTIMATION OF THE INVESTMENT GAP



Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Total	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000	100000
...

Bar chart showing data for 2014-2025. The chart has three series: 'FADN data', 'Survey (demand side)', and 'Focus group (supply side)'. The y-axis represents values from 0 to 100,000. The x-axis represents years from 2014 to 2025.

EXAMPLE: SCALE AND FOCUS OF THE PROPOSED INVESTMENT STRATEGY





Thank you

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