



# **Second European fi-compass conference on financial instruments under the European Agricultural Fund for Rural Development**

***Katrin Sturm, Secretary General of AECM***

Brussels, Belgium

Friday, 25<sup>th</sup> November 2016

# Content:

1. Introduction: AECM and its members
2. Member Statistics of Agricultural Sector
3. SIAGI / France & VDB / Germany

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- 1. Introduction: AECM and its members**
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# AECM – The European Association of Guarantee Institutions

Founded in 1992 by 5 members from

- Belgium, France, Germany, Italy & Spain

In 2016

- 41 members in 25 countries (21 = EU)

Total volume of outstanding guarantees (end of 2015)

- approx. 81 billion EUR

New production in terms of volume in 2015

- approx. 29 billion EUR

# AECM – The European Association of Guarantee Institutions

Total number of outstanding guarantees (end of 2015)

- approx. 3 million guarantees

New production in terms of number in 2015

- approx. 700.000 guarantees

Range of average size of guarantee in portfolio (end of 2015)

- Austria: 163.000 €
- Turkey: 7.800 €

Range of member size in volume (end of 2015)

- Italy: 41,72%
- Luxembourg: 0,00%

# AECM's mission



**Representation  
of interests of  
member  
organizations**

(particularly at EU level)



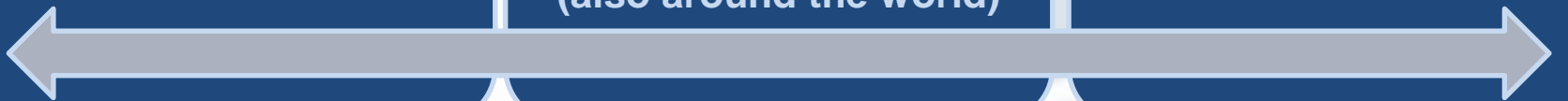
**Platform to  
exchange best  
practices /  
knowledge /  
experience  
among the  
members**

(also around the world)

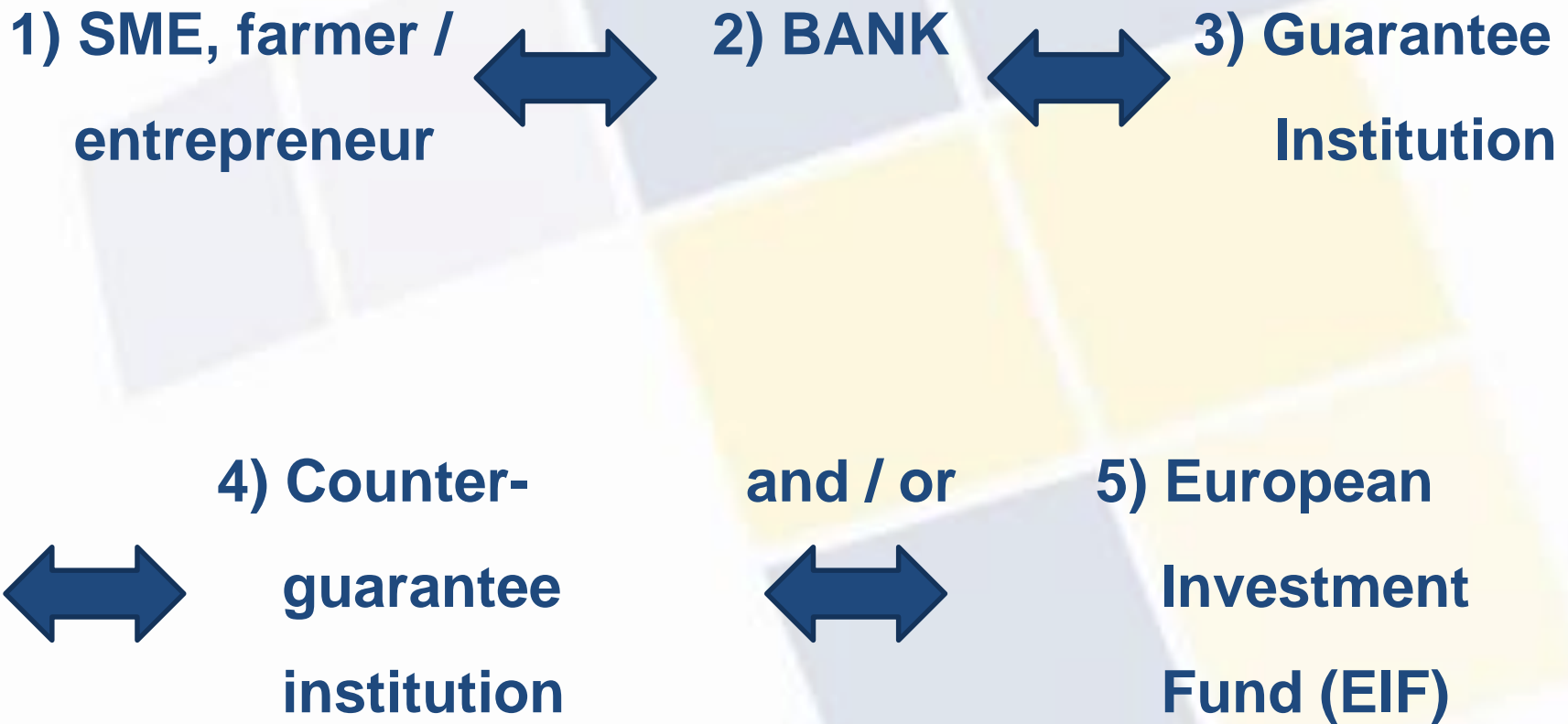


**Promotion of  
the guarantee  
instrument at all  
levels**

(EU / OECD / World Bank  
/ FAO / G20...)



## Provision of guarantees: who is involved in Europe



# AECM - facts, figures & role

AECM's members working in the agricultural sector:



Garfondas / Lithuania



FRC / Romania



The Netherlands Enterprise Agency /The Netherlands



Fund of Small Enterprise Credit Assistance of Moscow / Russia



Agrogarante / Portugal



Guarantee Fund of the Autonomous Province of Vojvodina / Serbia



FGCR / Romania



CESGAR / Spain



FNGCIMM / Romania



KGF / Turkey



# AECM - facts, figures & role

AECM's members working in the agricultural sector:



Total = 20 members

- **AECM's annual seminar in Madrid / Spain on 02 June 2017: 'Global Conference on Guarantee Schemes for SME Financing'**
  - **1 panel on: 'Guarantees Schemes for Agri Value Chains'**
  - **Speakers envisaged from:**
    - **Mozambique,**
    - **Sri Lanka,**
    - **Italy**

# AECM – Member Statistics

## AECM's statistics of members working in the agricultural sector: Working Group 'Agriculture'

- AECM has several Working Groups in place (State Aid, Banking Supervision,...) and Agriculture
- Total of 12 countries are represented in the WG Agriculture
- These countries are:                      &                      (SIAGI & VDB)



## AECM – Member Statistics

AECM's statistics of members working exclusively in the agricultural sector:



AVHGA / Hungary



ISMEA / Italy



Garfondas / Lithuania



Agrogarante / Portugal



FGCR / Romania

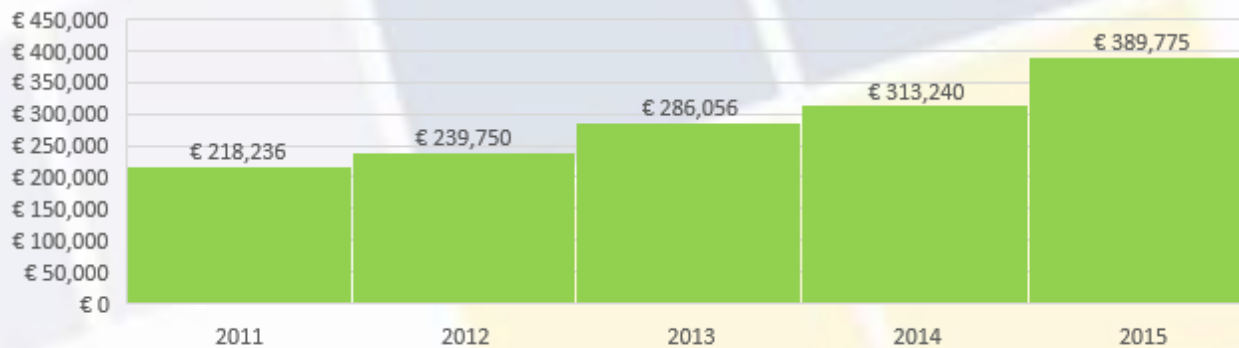
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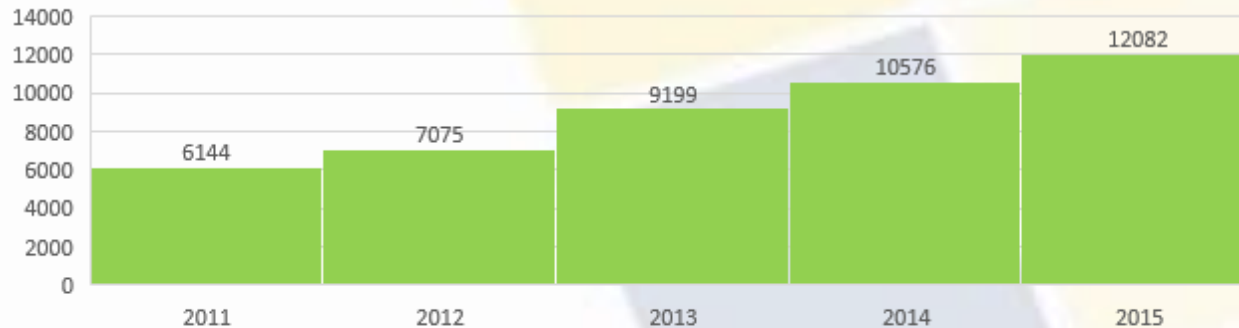
# AECM – Member Statistics

AECM's statistics of members working in the agricultural sector:  
Data evolution for AVHGA (HUN) : Guarantee activity

**Total volume of outstanding guarantees (in portfolio) AVHGA (HUN)  
evolution (in '000€)**



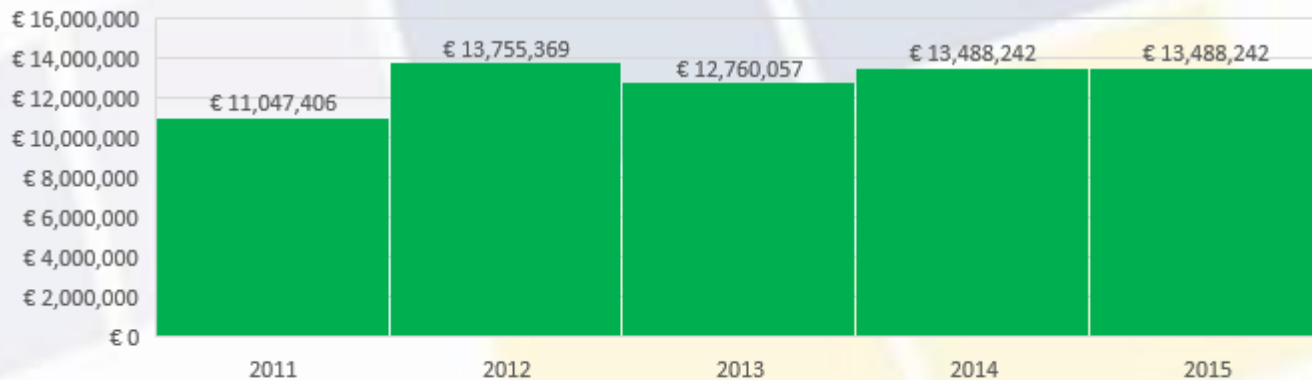
**Total number of outstanding guarantees (in portfolio) AVHGA (HUN)  
(in units)**



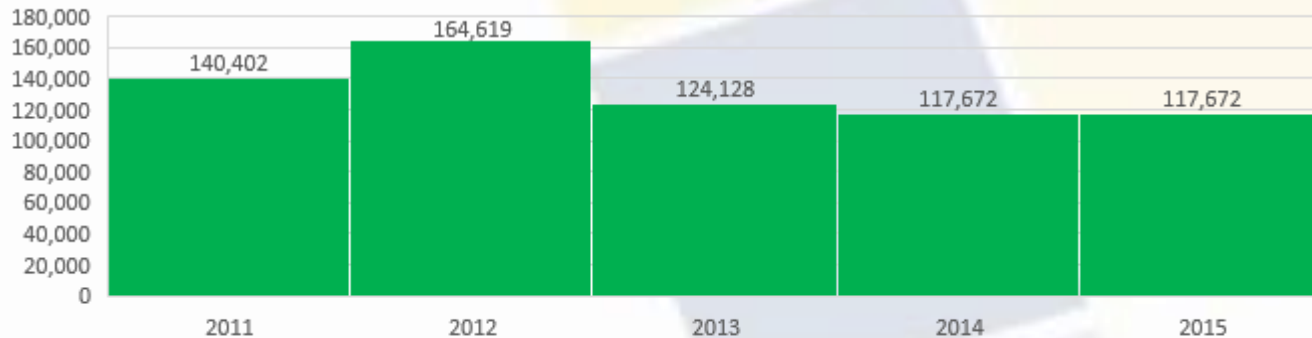
# AECM – Member Statistics

AECM's statistics of members working in the agricultural sector:  
Data evolution for ISMEA (ITA) : Guarantee volume

**Total volume of outstanding guarantees (in portfolio) ISMEA (ITA)**  
(in '000€)



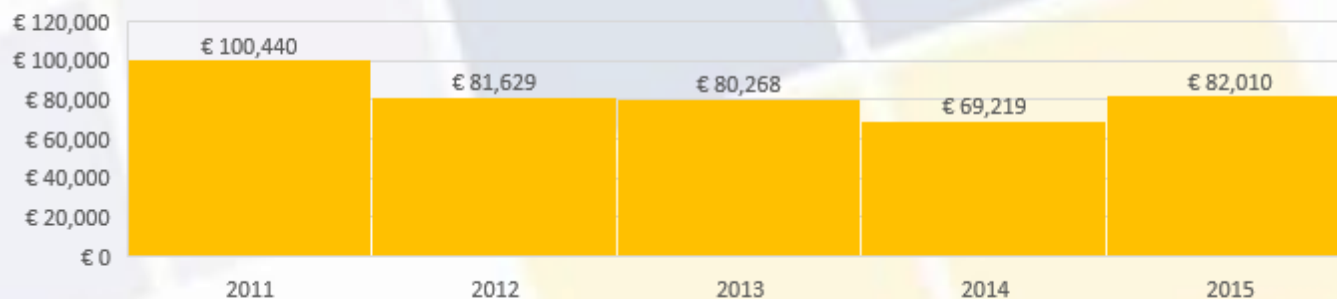
**Total number of outstanding guarantees (in portfolio) ISMEA (ITA)**  
(in units)



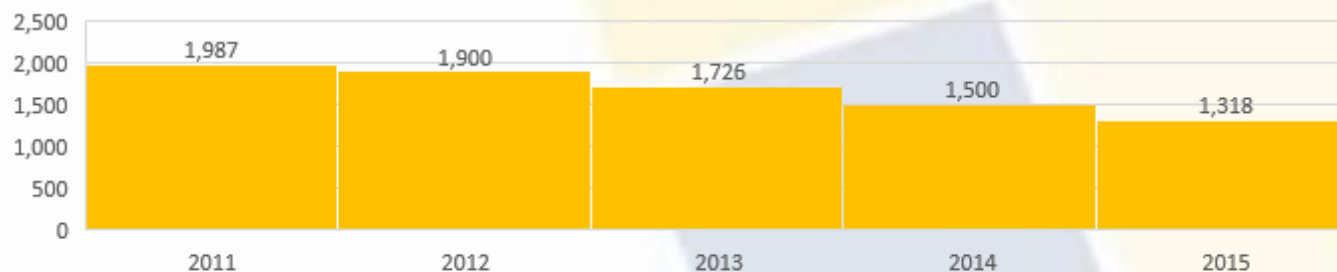
## AECM – Member Statistics

AECM's statistics of members working in the agricultural sector:  
Data evolution for Garfondas (LIT) : Guarantee activity

**Total volume of outstanding guarantees (in portfolio) Garfondas (LIT)  
(in '000€)**



**Total number of outstanding guarantees (in portfolio) Garfondas (LIT)  
(in units)**

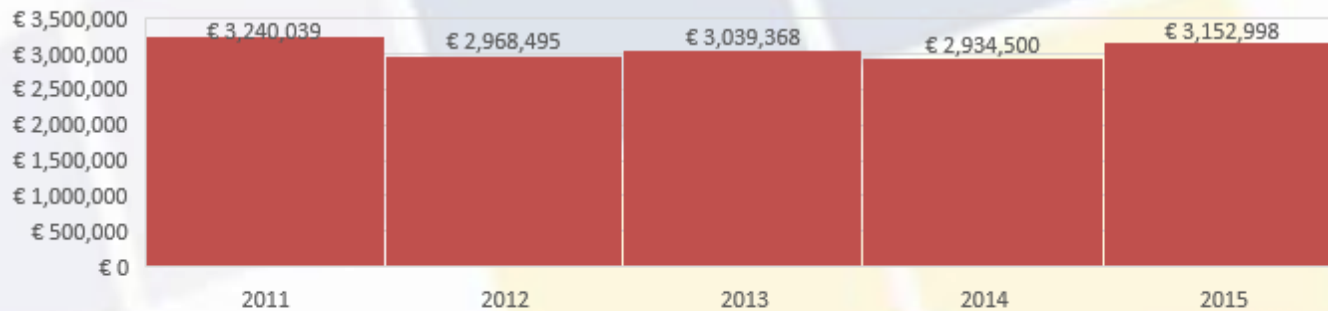




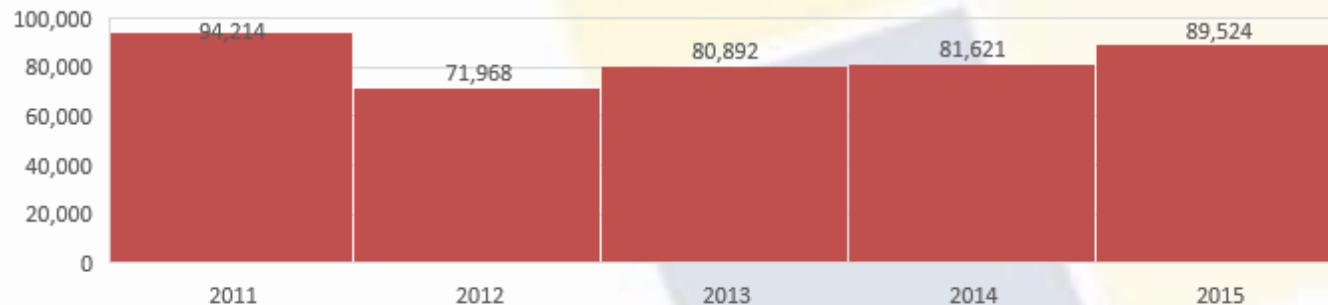
# AECM – Member Statistics

AECM's statistics of members working in the agricultural sector:  
Data evolution for AGROGARANTE (POR) : Guarantee activity

**Total volume of outstanding guarantees (in portfolio) Agrogarante (POR) (in '000€)**



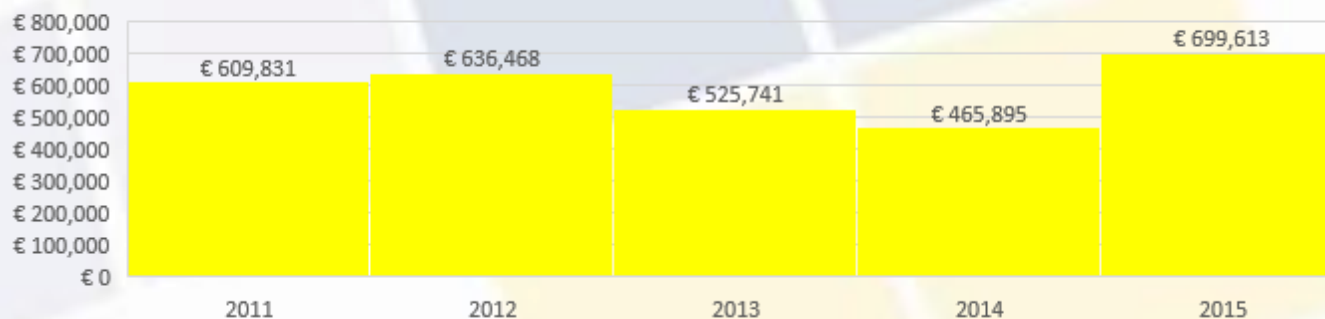
**Total number of outstanding guarantees (in portfolio) Agrogarante (POR) (in units)**



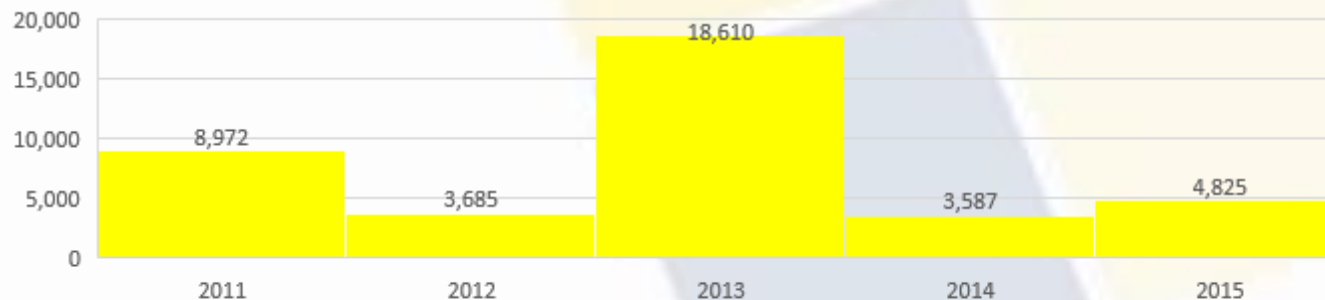
# AECM – Member Statistics

AECM's statistics of members working in the agricultural sector:  
Data evolution FGC-Rural (ROM)

**Total volume of outstanding guarantees (in portfolio) FGC-Rural (ROM) (in '000€)**



**Total number of outstanding guarantees (in portfolio) FGC-Rural (ROM) (in units)**



## AECM – Member Statistics

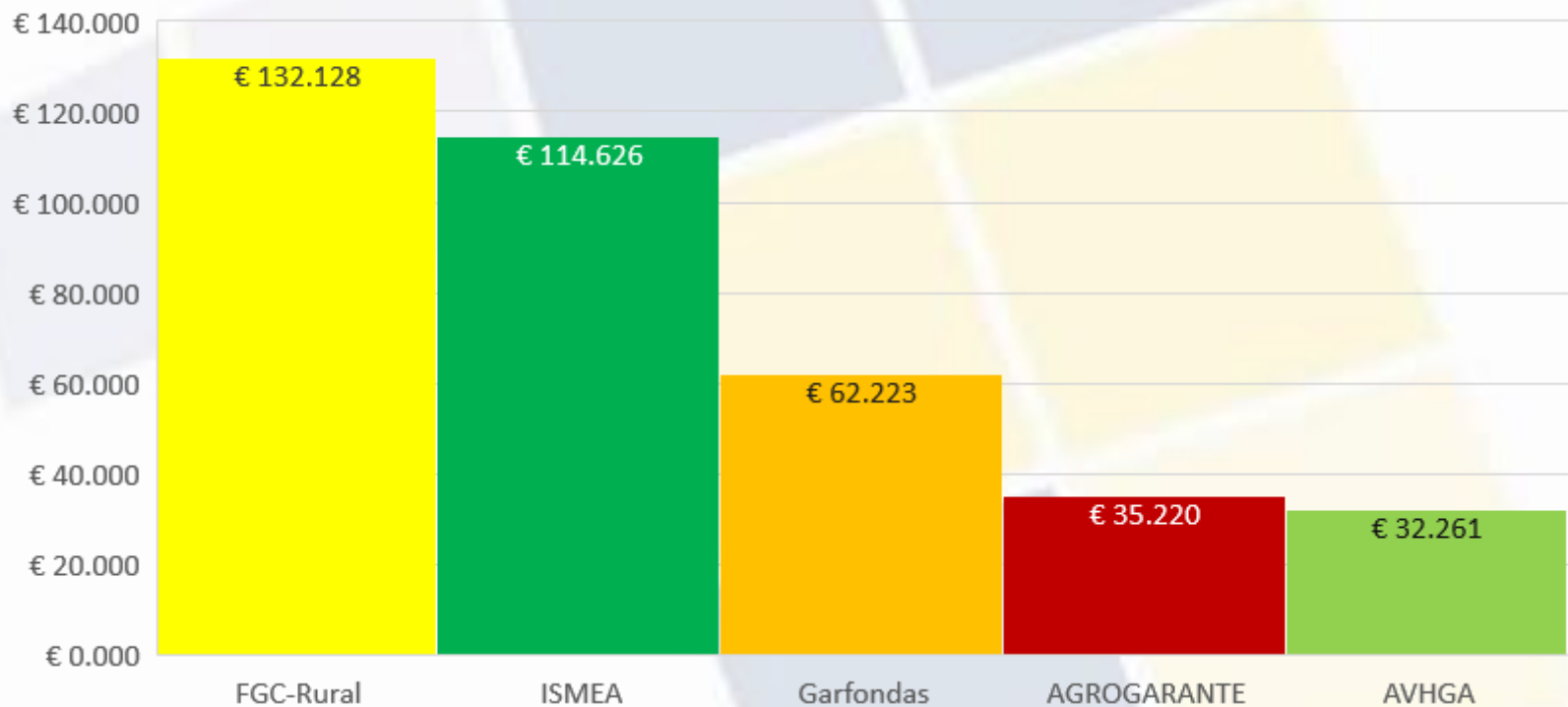
AECM's statistics of members working in the agricultural sector:  
maximum guarantee coverage

- AVHGA (HUN) → guarantee of up to 80%, max. 2.5 mio. €
- ISMEA (ITA) → guarantee of up to 70%, max. 1 mio. € (micro and small enterprises) / 2 mio. € (medium-sized enterprises)
- Garfondas (LIT) → guarantee of up to 80%, max. 1.6 mio. €
- AGROGARANTE (POR) → guarantee of 50% to 75%, max. 1.5 mio. € to 4.5 mio. €
- FGC-Rural (ROM) → guarantee of up to 80%, max. 2.5 mio. €

# AECM – Member Statistics

AECM's statistics of members working in the agricultural sector:  
Average size of guarantee

Average size of guarantee (in portfolio) in 2015



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**Thank you for  
your  
attention!**

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