

ANNEX 2 to the Call for Expression of Interest No JER-010/2

Funded Risk Sharing Financial Instrument for Microfinance: Description and Selection Criteria

Part I: Description of the Financial Instrument

Capitalised expressions utilised herein shall have the meaning attributed to them in the above mentioned Call for Expression of Interest.

1 Rationale

The proposed Financial Instrument for microfinance is specifically destined to support Micro-enterprises as defined in the Commission Recommendation 2003/361/EC in Sicily Region through Micro-loans.

The purpose of the Financial Instrument is twofold; it:

- 1) provides funding to the Financial Intermediary to support new lending to Micro-enterprises located in the Sicily Region; and
- 2) shares the risk of new Micro-loans.

Furthermore, the Financial Instrument as proposed aims to:

- a. create or support entrepreneurship at its early stages;
- b. support Micro-lending (up to EUR 25 000), a category which often experiences finance restrictions due to the relatively high administrative costs.

The Financial Instrument will be allocated to Micro-enterprises with a particular emphasis on artisans and retail trade, but excluding the possibility to lend with the following indicative but not exhaustive purposes:

- access to social housing;
- finance professional training,
- support to relocation,
- acquire household appliances;
- finance consumer goods;
- recover expenses due to injuries.

2 Structure

JEREMIE Holding Fund funds will be provided by EIF (acting in its own name but on behalf of the Sicily Region) to selected Financial Intermediaries pursuant to individual Operational Agreements. Subject to the risk-sharing element set out below, the Financial Intermediary undertakes to repay to EIF the disbursed amount and any interest accrued thereon.

The Financial Intermediary further undertakes to originate a new Micro-loan portfolio partly funded from the initially disbursed funds¹. The origination, due diligence, documentation and

¹ Repaid amounts will be returned to the Holding Fund.

execution of the Micro-loans will be performed by the Financial Intermediary in accordance with a pre-set origination model agreed with EIF but otherwise applying all normal standard procedures of the Financial Intermediary.

In this context, the Financial Intermediary shall have the sole direct client credit relationship with each Micro-enterprise.

Each Financial Intermediary will be responsible (in compliance with its internal operating guidelines) for the handling of payments, the ongoing monitoring, the reporting to EIF as well as the management and realisation of collateral backing the newly originated Micro-loan portfolio.

EIF's repayment claim under the Operational Agreement will be decreased, contingently on losses occurring under the originated Micro-loan portfolio (under agreed conditions and at a predetermined ratio), thereby providing a risk-sharing element to the Financial Intermediary.

3 Indicative Summary of Transaction Terms

These indicative terms are an outline of the principal terms and conditions for the Financial Instrument described herein, which are subject to change and non-exhaustive. This document is intended to provide a basis for discussions and does not constitute an offer nor a binding commitment – either implicit or explicit – on the part of EIF or any entity.

When used in this section, the term “EIF” means EIF acting through the JHF.

Structure	Funded risk sharing financial instrument.
Governing law and language	The terms of the Funded Risk Sharing Financial Instrument for Microfinance shall be in the English language and shall be governed by the laws of England.
Form	Operational Agreement for co-funding of a loan portfolio and risk sharing thereof on a loan by loan basis.
Limitation of liability	Liability of EIF vis-à-vis each Financial Intermediary will be limited to the amounts disbursed to such Financial Intermediary under the relevant Operational Agreement.
Co-financing rate	In addition to the funding provided through the JHF, the Financial Intermediary shall provide co-financing of at least 50% on a loan by loan basis.
Risk sharing rate	EIF and the Financial Intermediary will share the risk on each loan financed by the facility on a <i>pari passu</i> basis. Accordingly, EIF will cover up to 50% (anyhow in line with the co-financing proposed) of the losses on a loan by loan basis.
Eligible Micro-enterprises	<p>Micro-enterprises (including individual entrepreneurs/self employed persons) as defined in the Commission Recommendation 2003/361/EC, excluding “firms in difficulty” within the meaning of Art. 45 of Reg. 1828/2006 and within the meaning of Article 2.1 of the Community guidelines on State aid for rescuing and restructuring firms in difficulty (OJ C 244, 1.10.2004, p. 2), as amended or substituted by future Community guidelines.</p> <p>A number of industries will be supported, except:</p> <ol style="list-style-type: none"> a. Arms production and trading; b. Gambling; c. Tobacco; d. Human cloning; e. Genetically modified organism; f. Undertakings active in the fishery and aquaculture² sectors, as covered by Council Regulation (EC) No 104/2000; g. Undertakings active in the primary production agricultural

² In the case where an eligible loan is provided within the scope of the De Minimis Regulation, undertakings active in the fishery and aquaculture sectors (not only in the primary production) are not eligible
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	<p>products, as listed in Annex I to the Treaty on the Functioning of the European Union;</p> <p>In case the Financial Instrument is implemented within the scope of the <i>De Minimis</i> Regulation, the following additional excluded sectors will also apply:</p> <p>h. Excluded sectors presented in Article 1 (c-g) of the De Minimis Regulation³.</p> <p>The Micro-enterprises must be established and operating in the Sicily Region.</p>
Purpose of financing	<p>Micro-enterprises, including start-up, with a particular emphasis on artisans and retail trade with the exclusion of the following indicative but not exhaustive purposes:</p> <ul style="list-style-type: none"> • access to social housing; • finance professional training, • support to relocation, • acquire household appliances; • finance consumer goods; • recover expenses due to injuries.
Micro-loan and amount	<p>A Micro-loan shall be a loan to a Micro-enterprise with a maximum principal amount not exceeding EUR 25,000.</p> <p>Eligible Micro-enterprises could potentially apply more than once for loans allocated in the context of this Financial Instrument provided that the maximum aggregated loan amount of EUR 25,000 is respected.</p>
Eligible forms of Micro-enterprise financing	<p>Investment, development and/or expansion loans may finance tangible and intangible assets, as well raw materials, stocks, goods, services, etc, with the exception of salaries, rent and other operating costs. The underlying loans need to have a fixed repayment schedule - i.e. credit lines are not eligible.</p>
Currency of Micro-loans	<p>Micro-loans to be denominated in EUR only.</p>
Micro-loan Maturity	<p>Minimum 12 months and maximum 4 years, including a grace period of up to 1/3 of the loan maturity (for capital repayment), if any. Only amortising Micro-loans are eligible.</p>
Maximum Loan Portfolio	<p>The maximum aggregate notional amount of newly originated loans that may be co-financed by the JHF and the Financial Intermediary and covered by the Financial Instrument, as agreed in the Operational Agreement.</p>
Availability period	<p>Up to 24 months from date of signature of the Operational Agreement.</p>
Origination Model	<p>Newly originated Micro-loans to be covered by the Financial Instrument are automatically included in the portfolio subject to</p>

³ Commission Regulation (EC) No 1998/2006 of 15.12.2006 on the application of Articles 87 and 88 of the Treaty to *de minimis* aid (Official Journal of the European Union L379 of 28.12.2006, p.5), as amended, (the "*De Minimis* Regulation").

	<p>pre-set loan inclusion criteria defined on a loan-by-loan basis.</p> <p>Micro-loans provided under this Financial Instrument should be fully disbursed to Eligible Micro-enterprises within 24 months from the date of signature of the agreement between the selected Financial Intermediary and the respective Eligible Micro-enterprise.</p>
Risk sharing arrangements	<p>Cover of losses on a loan by loan and <i>pari passu</i> basis by EIF acting through the JHF and the Financial Intermediary. EIF's repayment claim under the Operational Agreement will be reduced accordingly.</p>
Loss Cover	<p>EIF's liability will be limited to its share of the residual losses (on the principal amount only) calculated at the applicable risk sharing rate.</p>
Default definition	<p>Applicable default definition of the Financial Intermediary in the context of Basel II.</p>
Disbursement under the Operational Agreement	<p>Disbursement in several tranches, either ex ante or ex post, based on actual utilisation.</p> <p>Decision on whether funding will be provided to the Financial Intermediary ex ante or ex post will be taken by EIF on the basis of EIF's assessment regarding the credit ability of the selected Financial Intermediary (as concluded during the evaluation/due diligence process).</p>
Financial covenants and counterparty risk mitigants	<p>On the basis of EIF's assessment of the counterparty risk of the selected Financial Intermediary (as concluded during the evaluation/due diligence process), EIF will request appropriate financial covenants and undertakings by the selected Financial Intermediary under the Operational Agreement.</p> <p>EIF reserves the right to determine the collateral or risk mitigants to be provided by the selected Financial Intermediary under the Operational Agreement, including, subject to local law requirements, rating triggers, pledges or negative pledges.</p>
Repayment under the Operational Agreement	<p>Repayments would occur regularly (e.g. quarterly) mirroring (i) principal repayments (on a pro rata basis on the basis of the co-financing rate), and (ii) any recovered amount (according to the risk sharing rate), of the underlying Micro-loans. EIF's repayment claim will be reduced/written-off in proportion to the losses occurring under the risk-shared portfolio.</p> <p>Re-utilisation of the JEREMIE funds is not possible.</p>
Pricing and collateral requirements	<p>Micro-loans provided under this Financial Instrument will be offered to the Eligible Micro-enterprises on the basis of the pricing and collateral policy submitted by the selected Financial Intermediary under the Expression of Interest (c.f. quality assessment criteria).</p> <p>To be noted that the JHF will not apply any interest rate on the amounts lent to the Financial Intermediary for as long as these amounts are on-lent to the Eligible Micro-enterprises under Micro-loans, thereby allowing a reduction of the overall interest rate to be charged to the Eligible Micro-enterprises.</p>

Other terms and conditions (if applicable)	Other terms and conditions for the new Micro-loans originated under the Financial Instrument should be applied by the Financial Intermediary in accordance with the policies submitted under the Expression of Interest.
Management Fees	Financial Intermediaries might receive a Management Fee in accordance with applicable rules ⁴ but not exceeding 4% on an annual basis for their origination and servicing of the portfolio. The Management Fee shall be calculated as a percentage of the pro rata share (i.e. on the co-funding contributed by EIF acting through the JHF) on the average outstanding amount (i.e. disbursed and not repaid) of the Micro-enterprises loan portfolio.
Interest due	The Financial Intermediary shall pay interest at a commercial interest rate, as agreed with EIF under the Operational Agreement on the following funds provided under the Financial Instrument: <ol style="list-style-type: none"> 1. Funds disbursed to the Financial Intermediary, but not yet disbursed to Micro-enterprises (in the case of funding provided ex ante to the Financial Intermediary); 2. Repayments collected by the Financial Intermediary from Micro-enterprises but not yet transferred to the EIF.
Reporting	Financial Intermediaries shall provide EIF with quarterly information in a standardised form and scope, which will be defined by EIF. An indicative reporting template is provided along this Call for information. Regular controls and verifications will be performed by EIF in order to ensure compliance with the specifications and provisions of this Financial Instrument.
State Aid requirements	In case the Financial Instrument is implemented within the scope of the De Minimis Regulation ⁵ , the Financial Intermediaries shall be responsible for ensuring compliance of the underlying loans with the provisions of such regulation (taking into consideration existing National rules and procedures). In this context, they shall be responsible for the calculation of the Gross Grant Equivalent ("GGE") and also for following the appropriate monitoring procedure as this is stipulated in article 3 of the <i>De Minimis</i>

⁴ In particular Article 43, para.4 of the Commission Regulation (EC) No. 1828/2006 of 8.12.2006 setting out rules for the implementation of Council Regulation (EC) No 1083/2006 laying down general provisions on the European Regional Development Fund, the European Social Fund and the Cohesion Fund and of Regulation (EC) No 1080/2006 of the European Parliament and of the Council on the European Regional Development Fund (Official Journal of the European Union L371 of 27.12.2006) as amended from time to time, including by Commission Regulation (EC) No 846/2009 of 1.9.2009 amending Regulation (EC) No 1828/2006 setting out rules for the implementation of Council Regulation (EC) No 1083/2006 laying down general provisions on the European Regional Development Fund, the European Social Fund and the Cohesion Fund and of Regulation (EC) No 1080/2006 of the European Parliament and of the Council on the European Regional Development Fund (Official Journal of the European Union L250 of 23.09.2009).

⁵ Commission Regulation (EC) No 1998/2006 of 15.12.2006 on the application of Articles 87 and 88 of the Treaty to de minimis aid (Official Journal of the European Union L379 of 28.12.2006, p.5), as amended, (the "De Minimis Regulation").

⁶ Requirement needed if the pricing is below market terms only, i.e. in case of discount.

	<p>Regulation.</p> <p>For the calculation of the GGE, the Financial Intermediaries will be required to match each Eligible Micro-loan with the reference table presented in the Commission's Communication 2008/C 14/02, as it is amended from time to time.⁶ .</p>
Monitoring and Audit	<p>Financial Intermediaries and the relevant Micro-enterprises (final beneficiaries) shall agree to allow and to provide access to their premises and to documents related to the relevant Financial Instrument for the representatives of the Italian Republic, the European Commission (including the European Anti-Fraud Office (OLAF)), the Court of Auditors of the European Communities, EIF and any other authorised bodies duly empowered by applicable law to carry out audit and/or control activities. To that effect, the Financial Intermediaries shall also include appropriate provisions in each agreement with the Micro-enterprises.</p> <p>Financial Intermediaries shall agree to comply with monitoring and audit controls and prescriptions contained in the specific manual called "Descrizione dei sistemi di gestione e controllo a norma dell'art. 21 del Regolamento (CE) n. 1828/2006 della Commissione dell'8 dicembre 2006".</p>
Publicity	<p>Financial Intermediaries, in line with applicable law and Structural Funds publicity provisions, shall carry out adequate marketing and publicity campaigns aimed at making the JEREMIE initiative known to the Micro-enterprises in the Sicily Region.</p> <p>In particular, the selected Financial Intermediary will be contractually required to:</p> <ul style="list-style-type: none"> • Product labelling: The name of the product should clearly point to JEREMIE (e.g. "JEREMIE Co-financing Instrument"); • Promote JEREMIE and the Financial Instrument through its website; • Insert a promotional billboard inside all branches promoting this Financial Instrument; • Make at least two promotional publications in the newspapers; • Make available promotional leaflets in all branches promoting this Financial Instrument; • Comply with the Communication Plan of the Regione Siciliana (Piano di Comunicazione – P.O. FESR Sicilia 2007/2013 – CC2007IT 161 011 – Decisione C (2007) 4242, approvato in data 9 gennaio 2008 e alla Circolare n. 3598 del 16 febbraio 2007 "Modalità di allestimento del materiale informativo e pubblicitario da osservare nell'attuazione di investimenti materiali, immateriali e di servizio nella Regione Siciliana". • All documents concerning this Financial Instrument, including amongst others, loan applications, loan agreements, promotional material to the Micro-enterprises,

	<p>etc, will contain a statement mentioning that part of the financing comes from European Regional Development Fund (ERDF) and also national resources - Appropriate text and logos is envisaged to be provided to the selected Financial Intermediary during the phase of contractual negotiations;</p> <ul style="list-style-type: none"> • Financial benefit: The financial benefit, if any, encouraged by the competitive offer submitted under this Expression of Interest, should be identified at the time of signature of the loan contract and formally communicated to the Micro-enterprises. The financial benefit offered should also be used as a marketing tool from the Financial Intermediary.
Additional Structural Fund requirements	<p>This Financial Instrument is funded by EU structural funds and it is therefore subject to structural funds regulation and requirements, some of which have already being presented in this Annex, here above (e.g. Monitoring and Audit, Publicity, Reporting etc). It should be noted however that more detailed information on actions necessary to ensure compliance of operations linked to this Financial Instrument with all structural funds requirements (e.g. retention of documents, environmental protection, equality and non discrimination) will be provided to and discussed with the selected Financial Intermediaries during the contractual negotiations process.</p>
Additional regional legislation requirements	<p>Operational agreements shall make reference to agreements (protocolli di intesa) signed by Sicily Region and Italian Police.</p>

Part II: Selection Criteria for the Financial Instrument

1. ELIGIBILITY CRITERIA		System of appraisal
		Yes/ No
1.1.	<p>Credit institution authorised to carry out business in the Sicily Region under the applicable regulatory framework.</p> <p>To be noted that joint ventures and also consortia can express their interest as long as (i) each of the joint venture or consortia members is a credit institution authorised to carry out business in Italy under the applicable regulatory framework, (ii) they indicate/nominate one coordinating entity as a contractual counterpart for the EIF for the entire term of the Operational Agreement (in case of selection) , and (iii) all members of the joint venture and/or consortia assume joint and several liability for all applicable obligations. Such Applicants are required to submit one, joint Expression of Interest.</p>	
1.2.	Ability to deliver in the Sicily Region.	
1.3.	The Expression of Interest is prepared in accordance with Annex 1 to the Call for Expression of Interest. All necessary supporting documents are provided (in the form requested if specified).	
1.4.	The Expression of Interest is duly signed.	
1.5.	The Expression of Interest is completed and submitted in English.	
1.6.	The Expression of Interest is submitted both by registered mail and e-mail.	
1.7.	The Expression of Interest is submitted within the Deadline.	
1.8.	The Expression of Interest addresses all the items of the Financial Instrument, including any special conditions set out in the relevant parts of the Financial Instrument description (Part I of this Annex).	

2. QUALITY ASSESSMENT CRITERIA	MAX SCORE
<p>2.1. In case of externally rated Financial Intermediaries, actual external rating by at least one of the following rating agencies: (i) Moody's Investor Service Limited, (ii) Standard & Poor's, a division of The McGraw-Hill Companies, Inc. or (iii) Fitch Ratings Ltd, taking into account any change of the rating within the last two years.</p> <p>In case of other Financial Intermediaries, the quality of key financial ratios (a preliminary assessment of the financial standing and credit ability of the Financial Intermediaries will be performed on the basis of key financial ratios calculated from the audited financial statements submitted).</p>	5
<p>2.2. Commitment of the Financial Intermediary to put in place the Financial Instrument in the Sicily Region. Priority will be given to Applicants who propose the largest number of lending transactions in relation to the amount provided by the Financial Intermediary. General quality of the project proposal and implementation strategy submitted under the Expression of Interest.</p>	5
<p>2.3. Pricing policy of the Financial Intermediary, to be charged on its funded portion under the Financial Instrument, as submitted under the Expression of Interest, taking into account any reduction on its standard pricing policies.</p>	12
<p>2.4. Ability to operate in all the provinces of the Sicily Region coupled with a good knowledge of the region and a wide network (so-called Filiali or Sportelli) of financial activities throughout the Sicily Region.</p>	12
<p>2.5. Other terms and conditions to be applied on this Financial Instrument, as submitted by the Financial Intermediary under the Expression of Interest.</p> <p>Financial Intermediaries are invited to consider offering improved other terms and conditions (compared to their standard policies).</p>	12
<p>2.6. Co-financing rate, i.e. percentage of the funding to be provided by the Financial Intermediary (minimum 50%).</p>	12
<p>2.7. Coaching, mentoring or guidance provided to Micro-enterprises will constitute an added value.</p>	6
<p>2.8. Level of Management Fees requested by the Financial Intermediary.</p>	12
<p>2.9. Detailed assessment of the Financial Intermediary's financial standing with regard to capital adequacy, provisions, liquidity, other financial ratios, its capacity to service outstanding loan portfolio, the quality of its existing Micro-enterprises portfolio and the rate of its non performing loans, etc. Also assessment of the Financial Intermediary's organisational structure and corporate governance.</p>	10
<p>2.10. Detailed assessment of the Financial Intermediary's credit ability and risk management with regard to credit policy (internal procedures and guidelines), origination, risk assessment (rating/scoring), loan approval procedures, collateral requirement, recovery procedures, risk management and monitoring, etc.</p>	10
<p>2.11. Quality of IT systems, reporting mechanisms, monitoring procedures and controls and assessment of overall ability of the Financial Intermediary's to comply with the Financial Instrument's reporting and monitoring requirements.</p>	4

