



To:

European Investment Fund

Skills & Education Guarantee Pilot

37B, avenue J.F. Kennedy

L - 2968 Luxembourg

## EXPRESSION OF INTEREST

For the Guarantee for debt financing in the context of the Skills & Education Guarantee Pilot

Applicant submitting the Expression of Interest

Please complete indicating:

- Company Name
- Registration Number

Dear Sir or Madam,

Herewith we are submitting our Expression of Interest on behalf of [Applicant], (the “Applicant”) in response to the Open Call for Expression of Interest in the framework of the Skills & Education Guarantee Pilot (the “S&E Pilot” or the “EU Guarantee”) implemented by EIF. Capitalised expressions utilised herein shall have the meaning attributed to them in the above mentioned Call for Expression of Interest.

The undersigned, duly authorised to represent the Applicant, by signing this form certifies and declares:

1. that the information contained in this Expression of Interest and its Appendices is complete and correct in all its elements;
2. to have read the EIF Anti-Fraud Policy and not to have made nor to make any offer of any type whatsoever from which an advantage can be derived under the (Counter-) Guarantee Agreement and not to have granted nor to grant, not to have sought nor to seek, not to have attempted nor to attempt to obtain, and not to have accepted nor to accept, any advantage, financial or in kind, to or from any party whatsoever, constituting an illegal practice or involving corruption, either directly or indirectly, as an incentive or reward relating to signing of the (Counter-) Guarantee Agreement.

Furthermore, the undersigned represents that, as at the date of this form:

1. The Applicant, or any of its legal representatives, as the case may be, is not in any of the situations below:
  - a. it is bankrupt, is subject to insolvency or is being wound up, is having its affairs administered by a liquidator or by the courts, in this context, is in an arrangement with creditors, is having its business activities suspended or a standstill (or equivalent) agreement has been signed with creditors and validated by the

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- competent court when required by the applicable law, or is in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- b. in the past five (5) years, it has been the subject of a final judgment or final administrative decision for being in breach of its obligations relating to the payment of taxes or social security contributions in accordance with the applicable law and where such obligations remain unpaid unless a binding arrangement has been established for payment thereof;
  - c. in the past five (5) years, it or any of the persons having powers of representation, decision-making or control over it has been convicted by a final judgment or a final administrative decision for grave professional misconduct, where such conduct denotes wrongful intent or gross negligence, which would affect its ability to implement the Guarantee and which is for one of the following reasons:
    - (i) fraudulently or negligently misrepresenting information required for the verification of the absence of grounds for exclusion or the fulfilment of selection criteria or in the performance of a contract or an agreement;
    - (ii) entering into agreements with other persons aimed at distorting competition;
    - (iii) attempting to unduly influence the decision-making process of the contracting authority during the relevant "award procedure" as such term is defined in Article 2 of the Financial Regulation<sup>1</sup>;
    - (iv) attempting to obtain confidential information that may confer upon it undue advantages in the relevant "award procedure" as such term is defined in Article 2 of the Financial Regulation;
  - d. in the past five (5) years, it or persons having powers of representation, decision-making or control over it has been the subject of a final judgment for:
    - (i) fraud;
    - (ii) corruption;
    - (iii) participation in a criminal organisation;
    - (iv) money laundering or terrorist financing;
    - (v) terrorist offences or offences linked to terrorist activities, or inciting, aiding, abetting or attempting to commit such offences;
    - (vi) child labour and other forms of trafficking in human beings;
  - e. it is subject to a decision on exclusion contained in the early detection and exclusion database (the EDES database available at the official website of the EU)<sup>2</sup> set up and operated by the European Commission;
  - f. it has been, in the past five years, subject to a final judgment or administrative decision by a national court or authority that it was created with the intent to illegally circumvent fiscal, social or any other legal obligations in the jurisdiction of its registered office, central administration or principal place of business.;
2. The Applicant is established and operating in one or more of the Participating Countries;
3. In respect of (Counter-)Guarantees provided under the S&E Pilot, the Applicant is duly authorised (if applicable)<sup>3</sup> to carry out debt financing in accordance with applicable laws and regulations, or the Applicant is a guarantee scheme, guarantee institution or other financial or credit institution duly authorised, if applicable, to issue guarantees according to applicable legislation;
4. If the Applicant intends to lend directly to Final Recipients under Category A, the Applicant complies with the applicable laws or regulations implementing Directive 2008/48/EC of the European Parliament and of the Council of 23 April 2008 on credit agreements for consumers (if applicable);
5. The Applicant does not perform activities which are illegal according to the applicable legislation in the country of the Applicant.

For the purpose of the EIF Transparency Policy, as further specified in the Call for Expression of Interest, and subject to the approval of the relevant operation by the EIF Board of Directors, the [Applicant], by signing this form:

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<sup>1</sup> "Financial Regulation" means Regulation (EU, Euratom) 2018/1046 of the European Parliament and of the Council of 18 July 2018 on the financial rules applicable to the general budget of the Union, amending Regulations (EU) No 1296/2013, (EU) No 1301/2013, (EU) No 1303/2013, (EU) No 1304/2013, (EU) No 1309/2013, (EU) No 1316/2013, (EU) No 223/2014, (EU) No 283/2014, and Decision No 541/2014/EU and repealing Regulation (EC, Euratom) No 966/2012 (OJ L 193, 30.7.2018, p. 1), as it may be amended, supplemented or modified from time to time.

<sup>2</sup> <https://ec.europa.eu/edes/index#/cases>

<sup>3</sup> Not applicable to non-financial institutions (e.g. universities, vocational training center, etc.)

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**[Please tick as appropriate]**

- confirms that the Applicant agrees with the disclosure of summary information relevant to this transaction (the project name, the nature of the operation, the geographical focus and the relevant EIF-managed resources) in the Board minutes published on EIF's website, following the approval and signature of said minutes
- OR
- declares that (i) the Applicant requests the non-disclosure of summary information relevant to this transaction (the project name, the nature of the operation, the geographical focus and the relevant EIF-managed resources) in the Board minutes published on EIF's website, following the approval and signature of said minutes and (ii) such disclosure would undermine the protection of commercial interests<sup>4</sup> relevant to the operation.

Yours sincerely,

Signature(s):

Stamp of the Applicant (if applicable):

Name and position in capitals:

Applicant's name

Place:

Date (day/month/year):

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**Appendices**

Appendix 1 : Applicant Identification

Appendix 2 : Minimum Information Requirements

Appendix 3 : Know Your Customer ("KYC") documents to attach

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<sup>4</sup> Including by reason of such information being covered by a confidentiality agreement.  
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**Appendix 1 to the Expression of Interest**

APPLICANT IDENTIFICATION

INFORMATION REQUIRED	
APPLYING FOR:	<input type="checkbox"/> GUARANTEE <input type="checkbox"/> COUNTER-GUARANTEE
INTENDS TO BUILD A PORTFOLIO OF DEBT FINANCING FOR <i>(multiple choice is possible):</i>	<input type="checkbox"/> Category A <input type="checkbox"/> Category B <input type="checkbox"/> Category C
NAME:	
LEGAL FORM:	
CONTACT DETAILS:	Title: Mr/Mrs/other <b>(delete or complete as appropriate)</b> Surname: Forename(s): Function: Address: Telephone: Email:

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**Appendix 2 to the Expression of Interest**

**MINIMUM INFORMATION REQUIREMENTS**

The points below list the headings for the minimum information needed.

Please add relevant information that might have an impact on your application (specific market environment, product related, specifics regarding your institution, etc.)

**A. GENERAL INFORMATION**

N.B.: The information required below concerning the activity of the applicant institution and its products should be provided in respect of its financing of skills and education including for SMEs<sup>5</sup>, other enterprises (i.e. small mid-caps<sup>6</sup> and small public enterprises<sup>7</sup>), organisations<sup>8</sup> and private individuals.

Whenever possible, the information should concentrate on the Financial Intermediary's debt financing activities relevant to:

Category A: Students and Learners (e.g. student financing activity);

Category B: Enterprises investing in skills and skills utilisation of their workforce; and

Category C: Organisations supplying education, training, skills and related services (including kindergartens, nursery schools, early childhood services, etc.);

complying with the Final Recipient Eligibility Criteria mentioned in the Annex II to this Call for Expression of Interest.

If the Applicant is a guarantee institution, the information required relates to the guarantee products offered.

For entities which are not financial institutions please provide the corresponding information which is equivalent to the information requested below from financial entities.

Debt Financing means any type of debt financing, including income sharing loans, income contingent loans, deferred payment schemes, subordinated loans, participating loans, convertible loans, finance leases and bank guarantees.

**1. FINANCIAL INTERMEDIARY'S ACTIVITY**

1.1. General information: description of the applying institution (date of establishment, brief history, number of employees, shareholders, etc.) legal status, regulatory framework and applicable regulations, including the supervisory authority, and rating, if applicable (please add reports of rating agencies to the Application, if available).

1.2. Description and standard terms of each debt financing product targeting skills development and education attainment offered to private individuals and / or legal entities including maturity, maximum and average amount, etc. (or similar financing product in case skills development and education attainment financing is/are not standard products).

1.3. Geographical area of operation.

1.4. Branch network: number, type and size of branches.

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<sup>5</sup> SME according to the EU Definition following the Commission Recommendation 2003/361/EC – OJ L124, 20.05.2003, p. 36 as amended from time to time.

<sup>6</sup> Small Mid-cap means an enterprise within the meaning of Article 1 of the Title I of the Annex of the Commission Recommendation which

- (a) has up to 499 employees calculated in accordance with Articles 3, 4, 5 and 6 of the Title I of the Annex of the Commission Recommendation; and
- (b) is not an SME.

<sup>7</sup> Small Public Enterprise means a Small Mid-cap with 25% or more of its issued share capital directly held by public bodies.

<sup>8</sup> An organisation is considered to be any entity engaged in an economic activity, irrespective of its legal form.

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1.5. Previous experience in cooperating with international financial institutions (IFI) such as EIB, European Bank for Reconstruction and Development (EBRD), Council of Europe Development Bank (CEB).

## **2. FINANCIAL STANDING**

2.1. Annual reports for the last available three years (to be annexed to the Application).

For institutions whose losses are covered in full or in part, directly or indirectly, by the State or other public entities (such as regional or local authorities), further information and statements are requested:

- State resources (budgetary resources) available for activities related to financing of skills and education of private individuals, SMEs and other enterprises (guarantee or financing activity, not limited to the product proposed under the EU Guarantee for cover) and how it's applied (e.g. to operating expenses, loss cover, etc.)
- Planned budgetary resources for activities related to financing of skills and education of private individuals, SMEs and other enterprises (guarantee or financing activity, not limited to the product proposed under the EU Guarantee for cover)
- Are the budgetary resources allocated specifically to different products?
- How and when is the budget fixed?
- Are there budgetary/capacity limitations?

2.2. Financial Intermediary rating and rating agencies' reports (if applicable)

## **3. OPERATING PRINCIPLES**

3.1. Credit policy: abstract of internal procedures and guidelines

3.1.1. Origination (including internal client segmentation, if any)

3.1.2. Risk assessment procedures (internal rating / scoring system) including rating / scoring master scale(s)

3.1.3. Approval procedures

3.1.4. Delegation system

3.1.5. Collateral requirements

3.1.6. Monitoring

3.1.7. Recovery procedures (what steps are taken and when; which departments are involved)

3.2. Risk management: methods utilised for loss forecasting, provisioning and credit risk management on portfolio level

**4. DEBT FINANCING VOLUMES (over the most recent 5 year period classified by product/purpose, maturity range, segment), whenever possible highlighting the activity related to financing of skills and education for private individuals (e.g. student financing, etc.) and / or legal entities (e.g. debt financing to SMEs or other enterprises)**

4.1. Annual number and volume of finance granted

4.2. Total number and volume of finance outstanding at year-end for the most recent 5 years

## **5. POSITION IN THE MARKET**

## **6. INTEREST RATES AND FEES**

- 6.1. Pricing policy with regard to debt financing of skills and education by product/purpose, maturity, segment, risk category, etc.
- 6.2. Types and Levels of Fees (including up-front fees, commitment fees, etc)

## **7. IT SYSTEM**

- 7.1. Ability to comply with the Reporting requirements linked to the EU Guarantee

## **B. PROPOSAL**

### **1. PROPOSED PRODUCT(S) TO BE COVERED UNDER THE EU GUARANTEE:**

- Envisaged volumes with an EU Guarantee<sup>9</sup> over a period of 3 years; please provide the basis/assumptions for such estimate, specifying which of the three categories of the S&E Pilot will be covered:
  - Category A: Students and Learners
  - Category B: Enterprises investing in Skills and Skills utilisation of their workforce
  - Category C: Organisations supplying education, training, skills and related services (including Kindergartens, Nursery Schools, early childhood services, etc.)
- For Category A, please provide information on the envisaged complementary use of the EU Guarantee to other existing national/regional/EU support schemes in the relevant country(-ies) of operation (e.g. student loans or grant programmes), if any. If you are already operating under the Erasmus+ Student Loan Guarantee Facility ("Erasmus+ SLGF" - [https://www.eif.org/what\\_we\\_do/guarantees/erasmus+master-loan-guarantee-facility/index.htm](https://www.eif.org/what_we_do/guarantees/erasmus+master-loan-guarantee-facility/index.htm)), please also include information on how you intend to use the S&E Pilot in a complementary manner to the Erasmus+ SLGF. Please note that the EIF will assess, including based the information provided, the extent to which other available student support programmes (e.g. student loans or grant programmes) are being used, if any, and how the EU Guarantee may be used as a complementary tool.
- The envisaged pricing reduction, if any (e.g. risk margin reduction for the new product should be detailed including how it fits in the current pricing policy) as well as any additional favourable terms related to the repayment schedule of Final Recipients (e.g. grace periods, max/min maturity, etc.)
- Implementation strategy: externally (liaising with partners, marketing, etc.) and internally (necessary procedures, systems, etc.). Please also provide an estimate of the expected time needed to prepare for implementation.

*Please note that, in principle, the EU Guarantee shall lead the applicant to broadening its business activity by financing transactions that it would not have financed in the absence of the EU Guarantee. If an applicant is himself deploying a dedicated student support programme but its ability to serve market demand is restricted, the EU Guarantee may be used to support a significant increase in the volumes of such student support programme.*

### **2. MARKETING AND PROMOTION OF EU SUPPORT:**

- Please note that the Financial Intermediary will be required to promote the products offered under the EU Guarantee through its website, including concrete information on how / where to apply and contact points for Final Recipients and that all information and promotional material of the product must clearly point to the

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<sup>9</sup> Financial Intermediaries, when proposing the currency of the Guarantee Cap Amount (either in EUR or in the relevant Tradable Currency), shall consider the foreign exchange risk for Final Recipients, in particular in countries with Tradable Currency.

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support provided by the EU Guarantee.

- Please note that the Financial Intermediary will be required to explicitly inform Final Recipients that financing is made possible through the support of the EU Guarantee with the financial backing of the European Union under the European Fund for Strategic Investments and that such information needs to be prominently included either in the contractual documentation and / or in an accompanying cover letter and it shall be duly acknowledged by the Final Recipient.
- Please note that the EIF, in cooperation with the Financial Intermediary, might identify and develop case studies on Final Recipients benefitting from the S&E Pilot, which may result in a publication by the European Commission.



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**Appendix 3 to the Expression of Interest**

Know Your Customer (“KYC”) documents to attach:

- 1) Copy of extract of commercial registry or equivalent
- 2) Copy of the list of directors or other authorised representatives or equivalent
- 3) Ownership structure: overall structure up to and including information on the Ultimate Beneficial Owner<sup>10</sup> if available at the time of submission of the Expression of Interest. If not, to be provided as soon as possible in the course of the selection process.

The Applicants that have successfully completed a selection process during the last 12 months in the context of an EIF programme are invited to inquire in writing with EIF at the e-mail [s-e-pilot@eif.org](mailto:s-e-pilot@eif.org) on whether the document under point (3) above is required to be re-submitted during the selection process, provided that no changes have occurred since last submission of such information.

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<sup>10</sup> Beneficial Ownership means the ultimate ownership or control of a person according to the definition of “beneficial owner” set out in article 3(6) of Directive 2015/849 of the European Parliament and of the Council of 20 May 2015 on the prevention of the use of the financial system for the purposes of money laundering or terrorist financing (as amended, supplemented or restated), it being specified that, for the purposes of this Agreement, (i) in relation to the Financial Intermediary, the threshold of beneficial ownership is set at 10%; and (ii) in relation to the Final Recipients established in the EU, the threshold of beneficial ownership is the threshold set under the applicable laws or regulations implementing the said Directive.