

EaSI Technical Assistance

NEWSLETTER #1

Quarterly Project Newsletter – First Edition – April 2017

Dear Readers,

Our first project newsletter introduces EaSI TA's key achievements since the project's start, and announces project updates and future events. In particular, we are pleased to share that the EaSI TA's second Call for Expression of interest is still open. Eligible institutions can apply by May 19, 2017. The Call for Expression of interest with all annexes can be found [here](#). The EaSI TA project has gained a lot of traction since its start; we'd like to share key milestones relevant for both direct beneficiaries and the wider microfinance sector. We're happy to announce that three successful EaSI TA events have already taken place in the first quarter of 2017 in Italy, Serbia, and Poland. Many more are planned for the rest of the year. Below you can also see the feedback from beneficiaries of the project. Finally, we conclude with a short introduction of the EaSI TA project and key links.

Enjoy the reading and stay tuned for further project news!

Kind Regards,
Your EaSI TA team

EaSI TA News



The Code Steering Group formally recognised that [ADIE](#) (France), [Microfinance Ireland](#) and [PerMicro](#) (Italy) comply with the [European Code of Good Conduct for Microcredit Provision](#), based on the recommendations of the independent evaluator, Microfinanza Rating. Together with [Qredits](#) (Netherlands), which became the first certified European microcredit provider in December 2016, the three organisations will receive a Certificate for compliance, which underlines that they are operating according to best practice in the European microfinance market. Compliance with the Code gives access to beneficiaries to guarantees and TA programmes made available through the European Commission.

EaSI TA 2nd Call for Expression of Interest

If your institution is a microcredit provider (greenfield microfinance institution, non-bank microcredit provider, guarantee-granting institution on a licensed bank) operating in one of the EU Member States, Albania, FYROM, Iceland, Montenegro, Norway, Serbia or Turkey, you can **apply now** for the 2nd EaSI TA Call. **Deadline: May 19, 2017.**

The second EaSI TA Call is also open to MCPs that have previously applied for the first Call. All relevant information including a template for expression of interest can be downloaded from the [fi-compass website](#).



Testimonials from CODE beneficiaries

Elwin Groenevelt, the General Director of Qredits: "Qredits is proud to be the first European microfinance institution to receive the certificate for compliance with the Code of Good Conduct. We encourage other microcredit providers to implement the Code of Good Conduct in order to bring the alternative financing sector to a higher level professionally and for our joint interests to be represented well at a European level. We are grateful also for the guarantees and programmes made available through the European Commission in support of this sector and feel it is only fair to have to meet the requirements of the Code in order to continue benefitting from these programmes."

Events



Since the beginning of 2017, fi-compass/EIB has organised three EaSI TA events.

The year was kicked-off with an EaSI TA Workshop on Measures supporting Microcredit for Credit Guarantee Institutions in Milan on January 18, 2017.

On March 14, there was a full day event in Belgrade entitled “Making it happen for small entrepreneurs – Microfinance!”, which was followed by an EaSI TA workshop “EU Support Instruments for Microfinance” in Warsaw on March 23, 2017.

In the months ahead, a number of EaSI TA workshops and seminars will take place across Europe as part of pre-existing events:

20th anniversary MFC Annual Conference “Horizon 2037: Fair Finance for All” | 24-26 May 2017, Sarajevo (Bosnia & Herzegovina)

14th EMN Annual Conference “Financial Education to Empower Citizens. All Aboard!” | 22-23 June 2017, Venice (Italy)

Stay tuned for more updates about upcoming events via fi-compass’s [Events calendar](#).



Event Testimonials

Martina Grigorova, Head of Business Lending, Investor Relations and Social projects at SIS Credit during the EaSI TA Workshop in the 3rd European Microfinance Forum in Rome (October 2016): *“In Bulgaria we have legislation in place, but it is ineffective and by consequence we are put in the same pot as quick cash lenders. We need a higher quality regulation. If we could get the EU Code certification, we would be able to differentiate ourselves from the shark lenders.”*

Marian Teteci, Patria Credit during the EaSI TA Workshop in Sofia (November 2016): *“Main things to remember about EaSI TA & Code should be the opportunity to set up better rules inside MFIs for their own business sustainability based on free TA and in the same way gaining access to EU financial instruments to support their future growing.”*

Key Milestones



Some of the key accomplishments of the programme to date are:

- ✓ Since the beginning of the project in mid-2015, **34 MCPs from 12 countries have been selected** and are receiving institutional assessment or rating, as well as tailored trainings designed to increase the quality of their internal processes.
- ✓ **41 MCPs** receive technical assistance to implement the European Code of Good Conduct for Microcredit Provision.
- ✓ Since the start of the Programme, **37 EaSI TA workshops and seminars** were organized with an overall audience of more than **1,000 practitioners** in Albania, Bulgaria, Czech Republic, France, Germany, Hungary, Italy, Luxembourg, Poland, Serbia, Slovak Republic, and the UK.

About EaSI TA

EaSI Technical Assistance (TA) is the primary source of capacity building support for microcredit providers (MCPs) operating in the EU and other eligible European countries. It offers a suite of professional services including institutional assessment or rating of the MCP, consulting services to strengthen institutional capacity and eliminate operational weaknesses, and support for the implementation of the EU Code of Good Conduct for Microcredit Provision. In addition, the programme organizes and implements tailored events designed to spread good practice in the wider European microcredit sector, as well as a dedicated Helpdesk.



Testimonials from EaSI TA beneficiaries

Gabriella Sedon, Managing Director of Heves, Hungary: *“The training was far above our expectations. It gave us useful knowledge and skills that will help us in the future to do our job even more professionally and to fulfil the requirements of the EaSI TA programme. Both trainers were very experienced, gave us very useful advice in the areas of Good Governance, Social Performance, Investors’ Relations and Strategic Planning. In addition, they noted our weaknesses and helped us specify additional areas of improvement for our organization.”*

Filippo Chiesa, Compliance & European Funds team of PerMicro, Italy: *“Very useful – we really appreciate the flexible approach of Frankfurt School and fi-compass with regards to our needs. The training fully addressed the specific requirements of PerMicro in the areas of Branch and HR management, Credit management and Communication and Marketing. The training also helped discover some other weaknesses and space for improvement, which we would like to deal with in 2017. PerMicro has adopted as daily routine all the skills and knowledge delivered in the training.”*

Laura Gabriela David, Head of Business Development for good.bee Credit, Romania: *“EaSI TA was very useful for good.bee Credit and it addressed a series of areas that need improvement from which, we and our clients will benefit in the long run. These areas included Good Governance, Social Performance, Improvement of staff operational efficiency, Sales skills for loan officers and Credit analysis for micro-clients in the agro sector. We considered it to be a success and as a proof of that good.bee Credit applied for the second Call as well.”*

EaSI Links

More information about [EaSI TA](#)
Sign up to the [EU Code of Good Conduct](#)
Submit an [expression of interest for EaSI TA](#)

[EaSI financial instrument or EIF's page](#)
[EaSI TA Helpdesk](#)
Support for [microfinance & social enterprises](#)

For further questions about:

EaSI TA and Code TA, please contact easi.ta@fs.de
EaSI Financial Instruments, please contact easi@eif.org
EaSI Rating, Assessments & Code Evaluations, please contact easi.ta@microfinanzarating.com