



REPUBLIC OF ESTONIA  
MINISTRY OF RURAL AFFAIRS

# Estonian experience with FI for the fisheries and aquaculture sector

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# Ex-ante assessment

- **No big difference in financial market gaps for different sectors (fisheries, agriculture)**
- **No access to loans (microfinance)**
- **Banks are not interested in: new enterprises; micro enterprises; investment loans under 100 000 EUR**
- **Long-term investment loans not offered**
- **Different opinion of valuating collateral fairly (from view of the sector)**
- **No sector-specific knowledge in banks**
- **Alternative financial market (risk capital *etc*) is missing**

# FI for the fisheries and aquaculture sector supported through the EFF 2007-2013

- **Loan for producers organisations**
  - Max 500 000 EUR
  - SMEs
  - Co-financing with banks (diminish banks risks)
  - Market based rate
  
- **Loan for aquaculture development**
  - Max 500 000 EUR
  - SMEs
  - Co-financing with banks (diminish banks risks)
  - Market based rate

# FI for the fisheries and aquaculture sector supported through the EMFF 2014-2020

## Investment loan for aquaculture development

- 10 000 – 400 000 EUR
- Micro/small/medium enterprises
- At least 50% collateral
- Subsidised rates from 2%

## Long – term investment loan for fish processors

- 100 000 – 500 000 EUR
- Micro/small/medium enterprises
- 30/70 co – financing with banks
- At least 80% collateral
- Market based rate

## Growth loan for fish processors

- 10 000 – 100 000 EUR
- Micro/small enterprises
- At least 50% collateral
- Subsidised rates from 2%

# Conclusions

- **Grant system is well known**
- **Grant system is much more popular in the fisheries sector than FI**
- **FI much more suitable from taxpayer view**
- **More beneficiaries when implementing FI**
- **FI is not always alternative to a grant**