



25 years  
anniversary

# FECIF Facts & Figures



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the European Federation of  
Financial Advisers and  
Financial Intermediaries

## About FECIF

The European Federation of Financial Advisers and Financial Intermediaries (FECIF) was chartered in June 1999 to support and promote the role of financial advisers and intermediaries in Europe, whilst also representing them at the highest European levels.

FECIF is an independent and non-profit-making trade association that extensively assists its adviser members, who operate across Europe.

- **Based in Brussels**, FECIF is the only European body representing European financial advisers and intermediaries across the Continent.
- Via its membership, the Federation **represents more than 450,000 advisers and intermediaries**; when administration and back-office staff are included FECIF can be seen to support the activities of around 1,400,000 individuals



## 25 Years of achievements

This year FECIF is celebrating its **25th anniversary**. The association has moved on a lot since it was created in 1999 by a group of successful entrepreneurs who had started to shape financial advice across Europe.

Today FECIF is a group of associations rather than distribution networks. This has helped us become larger and more representative, but also more exposed to regulation. Thanks to the work of these years, FECIF is now recognized as a stakeholder by the European Commission.



Best example of recent achievements is the discussion on **Retail Investment Strategy (RIS)** over the past 12 months: FECIF helped identify the problems and present the position of the financial advisors, in very close co-ordination with the work of each individual association with their local regulators, in co-operation with other European associations.

Another tangible example of the importance of this advocacy is the final text of the **Insurance Distribution Directive (IDD)**. All of the major points raised by FECIF were taken on board – and the adapted text was far more appropriate and feasible than previous drafts, a result that was highly beneficial for our members.

# FECIF Activities

## Representation

It has become increasingly obvious that the financial advisory sector needs strong representation, not only to help avoid unnecessary and unworkable regulations but also to ensure a level playing field. Without such representation the working environment is likely to become biased in favour of the so called “too-big-to-fail” institutions, and possibly also automated offerings, to the detriment of many advisers and intermediaries.

FECIF intends to focus squarely on advocacy: this means carrying the voice of financial advisors to the European regulators, policymakers and the Commission, and bringing to national associations a high-level view of what is being prepared in Brussels that is likely to impact our activities.

Via its Brussels Head Office, FECIF provides strong and effective representation, lobbying stringently on behalf of its members.

## Regulatory knowledge, expertise and assistance

At the EU level it is increasingly important to understand the specifics of regulation and the manner in which it is implemented. FECIF has the understanding and experience of the various markets within Europe, the pitfalls to avoid and the “local knowledge” that can reduce time and cost for our members.

Regular updates from FECIF’s legal office in Brussels are delivered to our Members, with easy access provided to working documents from the EC, EP, ESMA, EIOPA, EBA, etc. Summary information highlights the key aspects that may affect our members, saving them time and helping to focus their efforts and activities.

Access to FECIF’s unique online database of EU directives, guidelines, regulatory technical standards, etc. is also a major membership benefit.



### Direct input to EU regulation

Our Members are able, through FECIF, to input directly to EU consultations, gaining from the power of “a single voice” to help shape legislation and implementation – using their knowledge of what is viable and appropriate to ensure that good quality advice can be delivered to clients in a manner that is appropriate and understandable to them.

### Market/product information

Details concerning market and pan-European product information are made readily available to our Members at no additional cost. The Federation’s experience and knowledge of many European countries and markets enables our Members to more easily and effectively work within their own region and/or consider other locations. Our monthly e-newsletter provides beneficial information in an easy and simple format, with further details only one click away.

### FECIF conferences, webinars and workshops

Our Members are able to attend the events that FECIF organises, at no cost. These are unique and market-leading events, often bringing together national adviser associations from across Europe along with consumer groups, MEPs, regulators and industry experts.



# Meet the new leadership



## Vania Franceschelli | Chairperson

Elected Chairwoman in 2023, Vania has served on the board since 2014. Within FECIF she also represents **ANASF**, the Italian National Association of Financial Advisors. A graduated in Law at the University of Bologna with a master's degree in Wealth Management, she has been working in finance and banking her whole career, amassing over three decades of experience as a financial advisor. She boasts EFA (European Financial Advisor), EFP (Euro. Financial Planner) and EFPA ESG Advisor certifications.



## Martin Klein | Deputy Chairman

Prominent lawyer working in Hamburg since 1997, he specialized in sales law in investments and insurance. Since 2007 he is leading **VOTUM** the German advocacy association. Martin was recently elected Chairman of the Technical Committee 475 Finance, an important body for standardization in the financial field.



## Simon Colboc | Secretary General

At the Board Meeting on 28th November 2023, Simon was elected Secretary General of FECIF. Simon has over 25 years' experience in Financial Services, both as an executive (in banking with Fortis and BNP Paribas and in insurance with Prudential Plc) and as a business consultant (with The Boston Consulting Group, Diamond Cluster and, latterly, CMI).



**St. John Coombes** (CIFSA)  
Treasurer



**David Charlet** (ANACOFI)  
Board Director



**Josep Soler Albertí** (EFPA ES)  
Board Director

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