



fi  compass



fi-compass event series

Thematic workshops on ESI Funds financial instruments

Financial instruments for enhancing SME competitiveness in the programming period 2014-2020

Brussels, Tuesday, 14 March 2017

Programme





Background of event

Implementation of ESI Fund financial instruments for the 2014-2020 programming period is underway. Experiences from these active financial instruments can be a source of inspiration and basis of discussion for practitioners who are interested in advancing with similar financial instruments. One of the thematic objectives offering strong potential for financial instruments is Thematic Objective 3: 'Enhancing the competitiveness of SMEs' (TO3).

Following the [first thematic fi-compass workshop](#) on ESI Fund co-financed risk capital financial instruments supporting TO 3 which took place in Luxembourg on 16 November 2016, *fi-compass* is organising a **second thematic workshop on financial instruments for enhancing SME competitiveness in the programming period 2014-2020 on 14 March 2017 in Brussels.**



Objectives

The purpose of the workshop is to:

- Provide participants with an opportunity to learn from the experiences of other Member States and regions in implementing financial instruments to support TO3 in the programming period 2014-2020;
- Create a forum for participants to share their own experiences and progress in implementing financial instruments supporting SME competitiveness;
- Enable participants to exchange on a peer-to-peer basis with the speakers and other participants on ways to deal with technical challenges that they face regarding the design, set-up and implementation of financial instruments for SMEs.



Methodology

During the workshop, national representatives from managing authorities, an intermediate body and a financial intermediary, as well as European Investment Bank Group (EIB Group) experts, will take participants through the different phases of the life cycle when designing and implementing financial instruments for enhancing SME competitiveness, based on two case studies:

- **FOSTER TPE-PME in the Occitanie region, France, and**
- **Access to Finance Solutions for SMEs in Northern Ireland.**

The event will consist of:

- Presentations by experts from the managing authorities, an intermediate body, financial intermediaries and EIB Group experts;
- Question and answer sessions and peer-to-peer discussions following each of the case study sessions; and
- Networking opportunities with speakers and participants.



Audience

This thematic workshop is designed especially for managing authorities and other stakeholders from all EU Member States directly involved in the design, set-up and implementation of financial instruments related to TO3. Participants' number will be limited in order to encourage peer interaction.

Venue

Hotel BLOOM!, Rue Royale 250, 1210, Brussels, Belgium

> [How to get there](#)

Language

The event will take place in English. Interpretation into French will be available.

Registrations

Please register online via www.fi-compass.eu.

The deadline for registration is **Thursday, 9 March 2017.**

[Click here to register to this event](#)

After registering online through the www.fi-compass.eu website, registrants will receive an automatic email acknowledging receipt of their registration. This message is not a confirmation of participation. Within two weeks after application, the registrants will be informed by a separate email whether or not they can attend the event. The decision will be based on available seats, targeted audience and balanced representation of organisations.

Costs

Registration is free. Participants are expected to finance their own travel and accommodation costs. In case of unforeseen circumstances such as force majeure or low participant numbers, the event might be moved to a different date or cancelled. In this case, registered participants will be informed immediately via email. The reimbursement of travel and accommodation expenses or work hours lost will not be possible.



Agenda

Brussels, 14 March 2017 (Tuesday)

Hotel BLOOMI, Rue Royale 250, 1210, Brussels, Belgium

Moderator: Pieter Coppens, European Investment Bank

9:00 – 9:30 Registration and coffee

9:30 – 9:35 Welcome

Pieter Coppens, European Investment Bank

9:35 – 11:00 **FOSTER TPE-PME in the Occitanie region, France**

Aubin Bonnet, European Investment Fund

Stéphane Molinier, Région Occitanie

Thierry Armand, Banque Populaire du Sud

The Occitanie region was created in 2016, merging the former French regions of Languedoc-Roussillon and Midi-Pyrénées. Representatives from the new region's managing authority and financial intermediaries as well as the European Investment Fund will take participants through the process of establishing financial instruments in their region during the 2014-2020 programming period. These speakers will describe step-by-step the different implementation phases and how lessons learnt from 2007-2013 were taken into consideration to further expand the successful use of ESIF financial instruments in 2014-2020. This includes: expanding the thematic scope of the financial instrument; increasing the volume of the financing; getting more intermediaries involved; creating more instruments targeting different final recipients; establishing a financial instrument during the challenging time of a regional merger; and the process of sharing experience with personnel from the new regional authorities who had less practical experience in the topic.

11:00 – 11:30 **Coffee and networking**

11:30 – 12:30 **Q&A and peer-to-peer discussion**

Facilitator: Bruno Robino, Head of *fi-compass*, European Investment Bank

On the basis of the case study from France, participants will have the opportunity to discuss with the speakers and other peers participating in the seminar the opportunities and challenges of implementing financial instruments for SME competitiveness.

12:30 – 14:00 **Lunch break and networking opportunity**

14:00 – 15:30 **Access to Finance Solutions for SMEs in Northern Ireland**

Maeve Hamilton, Department of Economy, Northern Ireland

Charles Hamilton, Invest Northern Ireland

Representatives of the managing authority (Department of Economy, Northern Ireland) and the intermediate body (Invest Northern Ireland), who were directly involved in setting up the financial instruments for SMEs in Northern Ireland, will provide participants with hands-on insights from the process of designing, setting up and implementing risk capital financial instruments for enhancing SME competitiveness (TO 3), analysing the essential practical aspects and key challenges.

15:30 – 16:20 **Q&A and peer-to-peer discussion**

Facilitator: Bruno Robino, Head of *fi-compass*, European Investment Bank

On the basis of the case study from Northern Ireland, participants will have the opportunity to discuss questions with the speakers regarding the established financial instruments and to exchange with other peers participating in the seminar on their state of play, practical experiences and/or plans to launch financial instruments supporting SME competitiveness in their Member State or region.

16:20 – 16:30 **Final remarks**

Pieter Coppens, European Investment Bank



fi-compass event series

Thematic workshops on ESI Funds financial instruments

fi-compass provides new learning opportunities for those directly involved in the design, set-up and implementation of financial instruments. This includes a series of workshops on financial instruments for ESI Funds in the programming period 2014-2020 that support specific thematic objectives and sectors.

These workshops share the experience of managing authorities, financial intermediaries and final recipients and take participants through the different phases of the life cycle of designing and implementing a thematic / sector focused financial instrument and allow for direct interaction between participants:

- Representatives from managing authorities showcase their experiences in establishing financial instruments and their considerations when undertaking the ex-ante assessment, designing the financial instrument, engaging with other funders / investors and running the financial intermediary selection process. Public procurement and State aid challenges, where applicable, may be particularly interesting to highlight in this regard;
- Financial intermediaries give their feedback and share their experiences in 'bidding' for the management of the financial instrument, and securing co-financing as appropriate. They might also set out their experiences and challenges in targeting and assisting potential final recipients in preparing their projects for financing, mobilising technical support, grant and/or other resources to fund the projects;
- Where possible, final recipients elaborate on the benefits they see in obtaining financing from the financial instrument, how this can help to catalyse their project, as well as the challenges experienced in meeting collateral, reporting and monitoring requirements required by the financial intermediary.

We invite stakeholders directly involved, or planning to become involved, in the implementation of financial instruments supporting specific thematic objectives to stay in touch with *fi-compass* and attend our upcoming thematic

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