



fi  compass



fi-compass event

Financial intermediaries and ESIF financial instruments – working with managing authorities on loan and guarantee instruments

Brussels, Monday, 25 June (*evening*) and Tuesday, 26 June 2018 (*full day*)

Programme





Background of the event

Debt instruments such as loan and guarantee schemes are used by the Member States and regions as the delivery mechanisms for European Structural and Investment Funds (ESIF) in the 2014-2020 programming period. By the end of 2016 more than EUR 10bn have been invested into financial instruments in a number of sectors including 'research, development and innovation' (RDI), SMEs and energy efficiency.

Financial intermediaries, including national promotional banks and institutions (NPBIs) and private sector financial institutions providing credit and guarantee products, play an important role in the implementation of such instruments across the EU. Their active involvement in debt instruments contributes to the achievement of the Member States' investment priorities and thematic objectives outlined in the Operational Programmes (OPs).

To achieve the goal of deploying instruments that meet the demand for access to finance for final recipients, a strong collaboration between the financial intermediaries and the managing authorities is necessary at all stages of the design and implementation of such instruments.

This *fi-compass* event will bring together financial intermediaries, NPBIs, managing authorities and other stakeholders to share their practical experiences in implementing ESIF financial instruments, with a focus on:

- the role of NPBIs and other financial institutions in implementation of debt instruments in 2014-2020,
- the state of play in implementing ESIF financial instruments,
- practical challenges of implementing financial instruments supporting three different Thematic Objectives (TO):

 TO 1 Strengthening research, technological development and innovation	 TO 3 Enhancing the competitiveness of small and medium-sized enterprises (SMEs)	 TO 4 Supporting the shift towards a low carbon economy in all sectors
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Objectives of the event

This event aims to provide a platform for exchange on the main topics related to implementation of ESIF financial instruments in 2014-2020, with a special focus on the perspective of financial intermediaries. This exchange will be based on three pillars:



Exchange of knowledge and know-how, through presentations and plenary discussions with experts from NPBIs and other financial institutions, as well as **presentation of case studies** of financial instruments in the current programming period with support of financial intermediaries.

In to-the-point presentations, financial intermediaries will share their experiences and discuss challenges in setting up loan and guarantee instruments with ESIF in 2014-2020;



Interactive discussion sessions on practical experiences, where financial intermediaries, managing authorities and other stakeholders will have an opportunity to exchange in smaller groups, with the help of facilitators, their experience on practical topics related to implementation of ESIF financial instruments supporting specific Thematic Objectives / horizontal topics:

- **TO 1:** Strengthening research, technological development and innovation
- **TO 3:** Enhancing the competitiveness of small and medium-sized enterprises (SMEs)
- **TO 4:** Supporting the shift towards a low-carbon economy in all sectors
- Successful collaboration between financial intermediaries and managing authorities;



Networking opportunities, bringing together financial intermediaries, NPBIs, managing authorities and other stakeholders in order to help them understand their roles and responsibilities related to loan and guarantee instruments in the 2014-2020 programming period, and to discuss how to work hand-in-hand to achieve the common goal of successfully deploying loan and guarantee instruments.

Target audience of the event

This event is designed for stakeholders involved in debt instruments in 2014-2020, especially supporting TO 1, TO 3 and TO 4:

- **Financial intermediaries, NPBIs and private sector financial institutions from across the EU;**
- **ESIF managing authorities and other authorities involved or planning to become involved in the implementation of debt instruments in the 2014-2020 programming period.**

This event can be also useful for stakeholders involved in implementation or planning implementation of debt instruments supporting other TOs.

Venue

Hotel Sofitel Brussels Europe, Place Jourdan 1, 1040 Brussels, Belgium

> [How to go there](#)

Language

The event will take place in English.

Simultaneous interpretation between English and Italian will be provided for the plenary sessions on day 2.

Online registrations

Online registration will close on **Wednesday, 20 June 2018**.

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

After registering online through the www.fi-compass.eu you will receive an automatic email acknowledging receipt of your registration. Please note that this message is not a confirmation of participation. You will be informed by a separate email as soon as possible whether or not you can attend the event. The decision depends on criteria such as available seats, targeted audience and balanced representation of Member States and 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

Day 1

Brussels, 25 June 2018 (Monday)


Address: Sofitel Brussels Europe, Place Jourdan 1, 1040 Brussels

- Until 17:30 *Arrival of participants at the venue and registration*
- 17:30 – 18:30 **Get-to-know and networking session with speakers and participants**
- 18:30 – 18:45 **Welcome**
Rachel Lancry Beaumont, Deputy Head of Unit, Policy Directorate, Directorate-General for Regional and Urban Policy, European Commission
- 18:45 – 19:15 **Key messages of the ex-ante assessment stock-taking study for ESIF financial instruments 2014-2020**
fi-compass is finalising an EU-wide stocktaking study of ex-ante assessments undertaken to date to support the use of financial instruments using ERDF and CF in the 2014-2020 programming period. In this presentation, participants will hear about the initial findings of the study and other recent developments concerning ESIF financial instruments.
Followed by Q&A
Robert Pernetta, *fi-compass* team
Moderation: **Desmond Gardner**, *fi-compass* team
- 19:15 – 21:30 **Standing dinner for participants and speakers**

Day 2

Brussels, 26 June 2018 (Tuesday)

Moderation: **Cathy Smith**, *fi-compass* expert

- 8:30 – 9:00 *Registration and coffee*
- 9:00 – 9:15 **Welcome**
- 09:15 – 10:00 **TO 1 Strengthening research, technological development and innovation – Case study MIUR, Italy**

The representatives of the fund manager and two financial intermediaries directly involved in the ERDF funded financial instrument for RDI support (TO 1) will present to participants the current status of establishing the financial instrument. The speakers will focus on the challenges of financing RDI through ERDF financial instruments and the lessons learnt how to deploy a debt instrument to support research, development and innovation.
Followed by Q&A and peer-to-peer discussion
Alessandro Apa, Senior Fund & Structuring Officer, European Investment Bank (*fund manager*)
Maurizio Guglielmini, Key Financial Manager, RIF team, Equiter, Italy (*financial intermediary*)
Pier Paolo Proietti, Head of Product Management Area, Finance Directorate for Development, Mediocredito Centrale S.p.A., Italy (*financial intermediary*)
Facilitator: **Bruno Robino**, *fi-compass* team

TO 1
Strengthening
research,
technological
development and
innovation

(continued overleaf)



Day 2

Brussels, 26 June 2018 (Tuesday)

Moderation: Cathy Smith, *fi-compass* expert

10:00 – 10:45



TO 4

Supporting the shift towards a low-carbon economy in all sectors

TO 4 Supporting the shift towards a low-carbon economy in all sectors – Case study JESSICA II, Lithuania

In this session, the fund manager and a financial intermediary will share with participants first-hand insights into their daily work and practical challenges of implementing debt instruments supporting energy efficiency in 2014-2020. The session will focus on key success factors for a good institutional collaboration and how implementation challenges, e.g. related to combination of support and state aid, are tackled jointly when they appear. The speakers will also describe the resources needed within the teams involved in the everyday work and typical challenges of a middle office.

Followed by Q&A and peer-to-peer discussion

Junona Bumelytė, Funds Officer, European Investment Bank (*fund manager*)

Mindaugas Rudys, Director of Department for Development of Financial Services, Šiaulių Bankas, Lithuania (*financial intermediary*)

Facilitator: **Frank Lee**, *fi-compass* team

10:45 – 11:30

Coffee break and networking opportunity

11:30 – 12:15



TO 3

Enhancing the competitiveness of small and medium-sized enterprises (SMEs)

TO 3 Enhancing the competitiveness of small and medium-sized enterprises (SMEs) – Case study MFB, Hungary

The fund manager and financial intermediary directly involved in the implementation of the ERDF funded financial instruments for SME support (TO 3) in the 2014-2020 programming period will describe their collaboration in the different life cycle phases, highlighting the essential practical aspects and key challenges in the process. Speakers will also share lessons learnt from implementing debt financial instruments supporting SMEs, including how grant and loan support could be combined.

Followed by Q&A and peer-to-peer discussion

Gábor Soós, Legal advisor, EU Financial Instruments Department, MFB Hungarian Development Bank

Csaba Zsarnóci, Advisor to the Chairman for EU Affairs, OTP Bank, Hungary

Facilitator: **Miglena Dobрева**, *fi-compass* team

12:15 – 12:20

Presentation of the structure of the parallel discussion sessions

12:20 – 13:45

Lunch break and networking opportunity

13:45 – 14:45

Parallel discussion sessions The 4 parallel discussion sessions will take place in different break-out rooms. Participants choose the group of their particular interest in the online registration form.	
<p>Discussion session A TO 1</p> <p>Strengthening research, technological development and innovation</p>	<p>Angela Murgia, European Investment Bank (<i>fund manager</i>)</p> <p>Pier Paolo Proietti, Mediocredito Centrale S.p.A., Italy (<i>financial intermediary</i>)</p> <p><u>Facilitator</u>: Bruno Robino, <i>fi-compass</i> team</p>
<p>Discussion session B TO 3</p> <p>Enhancing the competitiveness of small and medium sized enterprises (SMEs)</p>	<p>Gábor Soós, MFB Hungarian Development Bank</p> <p>Csaba Zsarnóci, OTP Bank, Hungary</p> <p><u>Facilitator</u>: Miglena Dobрева, <i>fi-compass</i> team</p>





Day 2

Brussels, 26 June 2018 (Tuesday)

Moderation: **Cathy Smith**, *fi-compass* expert

13:45 – 14:45

 <p>Discussion session C TO 4</p> <p>Supporting the shift towards a low-carbon economy in all sectors</p>	<p>Junona Bumelytė, European Investment Bank (<i>fund manager</i>) Mindaugas Rudys, Šiaulių Bankas, Lithuania (<i>financial intermediary</i>)</p> <p><u>Facilitator</u>: Frank Lee, <i>fi-compass</i> team</p>
 <p>Discussion session D Horizontal topics</p> <p>How to foster collaboration between financial intermediaries and managing authorities</p>	<p>Josip Grgić, Croatian Bank for Reconstruction and Development (HBOR), Croatia Alessandro Apa, European Investment Bank (<i>fund manager</i>) Maurizio Guglielmini, Equiter, Italy (<i>financial intermediary</i>)</p> <p><u>Facilitator</u>: Desmond Gardner and Anna Zurek, <i>fi-compass</i> team</p>
<p><u>Session moderators</u>: <i>fi-compass</i> experts</p>	

14:45 – 15:15 *Coffee break and networking opportunity*

15:15 – 16:00

IFIs, NPBI and other financial institutions implementing ESIF loan and guarantee instruments

In this plenary session, representatives of IFIs, NPBI as well as other financial institutions, acting as funds of funds and financial intermediaries, will discuss implementation of ESIF financial instruments in 2014-2020. This will include an exchange on the roles of these stakeholders in the deployment of financial instruments, taking into consideration the different implementation options. The panel members will share their views and ideas how to foster collaboration between the main stakeholders in order to design and set-up successful ESIF financial instruments.

Followed by Q&A

Josip Grgić, EU Funds and Financial Instruments Specialist, Croatian Bank for Reconstruction and Development (HBOR), Croatia

Gábor Soós, Legal advisor, EU Financial Instruments Department, MFB Hungarian Development Bank

Götz von Thadden, Head of Unit, Financial Instruments Baltic Sea and Northern Europe (BSNE-1), European Investment Bank

Piotr Stołowski, Head of Division Northern & Central Eastern Europe, Mandate Management – Debt, European Investment Fund

Facilitation: **Cathy Smith**, *fi-compass* expert

16:00 – 16:15

Closing remarks

Rachel Lancry Beaumont, Deputy Head of Unit, Policy Directorate, Directorate-General for Regional and Urban Policy, European Commission

16:15 – 17:00

Final networking opportunity

17:00

End of the event



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