

## FI Campus 2018

# What next for ESIF financial instruments? Creating new opportunities under the Omnibus Regulation

Brussels, 3-5 December 2018

## Speakers' Biographies



**Mr Eric von Breska**

*Director, Policy Directorate,  
Directorate-General for  
Regional and Policy (DG  
REGIO), European  
Commission*

Eric von Breska is since 2016 the Director of the "Policy" Directorate at the Directorate-General for Regional and Urban Policy (DG REGIO), European Commission, responsible for the overall policy strategy for Cohesion Policy and the preparation of the post-2020 framework. His Directorate is also responsible for the Evaluation and the European semester, for financial instruments and the relations with the EIB group and other International Financial Institutions, and Legal affairs. Eric von Breska has been working for the European Commission, DG REGIO, since 1999, responsible for socio-economic analysis of EU Member States and candidate countries. In 2004 he joined the Cabinet of Danuta Hübner, Commissioner for regional policy. He became Head of the "Economic Analysis" unit in 2010, including cohesion policy financial allocations, coordinating the work of the DG on the multiannual financial framework. He holds a PhD in political science and economics.

**Mr Simon Barnes**

*Head of Advisory Services,  
European Investment Bank*

Simon Barnes is Head of Advisory Services at the European Investment Bank (EIB). He is responsible for delivery of the principal advisory programmes managed by EIB, including the European Investment Advisory Hub (EIAH). Previously, he has held various senior posts within EIB, including most recently Director of Lending Operations in Western Europe where he was responsible for EIB financing of projects in the UK, France, Ireland, Belgium, Netherlands and Luxembourg. His experience prior to EIB was in commercial and investment banking, having held diverse roles in financing and risk management positions in Europe and Asia/Pacific.

**Mr Stefan Appel**

*Head of Financial  
Instruments and relations  
with International Financial  
Institutions Unit,  
Directorate-General for  
Regional and Urban Policy  
(DG REGIO),  
European Commission*

Stefan Appel is Head of the Financial Instruments and International Financial Institutions Relations Unit at DG REGIO since 2014. He has been working at the Directorate-General for Economic and Financial Affairs (DG ECFIN) from 1997 to 2014, where he was most recently in charge of design and support for economic adjustment programmes from 2011 to 2014 and of IFI coordination and external financial instruments from 2009 to 2011. Before joining the European Commission, Stefan Appel has been working at the Federal Ministry for Economic Affairs (1996 to 1997) and in the commercial banking sector in Germany. Stefan has studied economics at the Universities of Hohenheim and Munich.

**Ms Jacki Davis**

*Moderator*

Jacki Davis is a leading commentator and analyst on European Union affairs. She is a very experienced journalist, speaker and moderator of high-level events both in Brussels and in EU national capitals, the editor of many publications, a regular broadcaster on television and radio news programmes and documentaries commenting on EU issues, and both a Senior Adviser and member of the Governing Board at the Brussels-based think tank, the European Policy Centre. She has been based in Brussels for 25 years, and was previously Communications Director of the European Policy Centre; launch editor and editor-in-chief of E!Sharp, a monthly magazine on EU affairs launched in 2001; the launch editor of European Voice, a Brussels-based weekly newspaper on EU affairs owned by The Economist Group, from 1995-2000 (which has now become Politico); and the Brussels correspondent of a British national newspaper.

**Mr Eddy Adams***Moderator*

Eddy Adams is an expert in urban innovation, governance and employment. He is a Programme Expert with URBACT, Urban Innovative Actions and the EU Urban Development Network. He moderates the Cities Forum for the European Commission and is a member of the Urban Agenda for the EU Partnership on Jobs and Skills. A native of Glasgow, he is also an Adviser to the Social Innovation Exchange and a Fellow of the RSA.

**PLENARY SESSION ON THE OMNIBUS REGULATION, 9.45-11.15****Tuesday, 4 December 2018****Ms Oana Dordain**

*Policy Officer, Financial Instruments and relations with International Financial Institutions Unit, Directorate-General for Regional and Urban Policy (DG REGIO), European Commission*

Oana Dordain is working since 2015 on interpretation and guidance issues on financial instruments under the cohesion policy. She is also actively involved in the legislative process for ESIF financial instruments for the mid-term review. Prior to this, she worked in the audit directorate of DG REGIO and before 2010, in the audit private sector in Paris, France.

**Mr Frank Lee**

*Head of Financial Instruments Advisory Division, fi-compass team*

Frank Lee is responsible for the European Investment Bank's (EIB) contribution to the *fi-compass* platform, as well as the Bank's bespoke advisory services related to the design, set-up and implementation of financial instruments of Managing Authorities and other public bodies across Europe. Frank has been involved in the world of financial instruments since 2007, contributing to the launch of the JESSICA initiative, undertaking financial instrument feasibility studies across Europe, and eventually establishing the Bank's fund management activities in this regard. Prior to that, Frank was responsible for managing (as a fund of fund manager) and/or lending to financial instruments across Western and Northern Europe. Previous positions in EIB include senior debt investments in cities and social infrastructure projects in the UK, Ireland, Denmark, Croatia and Turkey. He is a Chartered Accountant and Chartered Financial Analyst.

## Case study and roundtable sessions 1: financial instruments for SMEs (La Réunion/EquiFund)

**Mr Bruno Robino***Head of fi-compass*

Bruno Robino is Head of *fi-compass* at the European Investment Bank (EIB), leading the team implementing a unique advisory platform on ESIF financial instruments. Combining the experience gained in the private sector, at the European Commission (EC), at the European Investment Fund (EIF) and at the EIB, Bruno cumulates more than 30 years of direct involvement in financial instruments focusing on SMEs access to finance, innovation, venture capital, debt, guarantee products, microfinance. Prior to the EIB, Bruno spent eight years at the EIF acting as Head of Region for JEREMIE operations in Italy, France, Malta, Spain. In 2000, he joined EIF carrying out investments in venture capital funds in the Benelux, the UK, France, Italy, Greece and Spain, holding several advisory board positions in various risk capital funds. In 2007, was appointed Adjunct Professor lecturing on Innovation Management at the Master of Business Administration programme of the John F. Welch College of Business - Sacred Heart University in Luxembourg. Bruno holds a Master's Degree in Business Management and an MBA.

**Mr Youssouf Cadjee**

*Chargé de mission – Ingénierie financière, Direction des Affaires Économiques, Region La Réunion, France*

Youssouf Cadjee is a Project Manager at the Regional Council of Reunion, dedicated to Economic Affairs and responsible for Financial Instruments since November 2016. Prior to that, he was partner of two consulting companies, in Réunion and Mauritius, between 2009 and 2016, whereas from 2007 to 2009 he was in charge of the reorganisation of the internal procedures of Caisse d'Épargne's overseas banks. In 2001, Youssouf joined Banque de La Réunion as Deputy Director of Inspection and Internal Audit. He's main responsibilities were related to the Compliance and Operational Risks Department as well as the supervision of money laundering and terrorist financing controls. Upon approval in 2005 of the Autorité des marchés financier (AMF, France), he was deontologist and Head of the Investment Services Control.

**Ms Emmanuelle Lacaille**

*Banque Française Commerciale Océan Indien, France*

Emmanuelle Lacaille was appointed Head of Innovation and Multichannel Banking of Banque Française Commerciale Océan Indien (BFCOI) in September 2017. Her responsibilities include digital transformation, change and projects management and multichannel banking offers development. She has been working for BFCOI since 2004 where she managed back office services in charge of loans activities (Retail and Corporate Banking) from 2013 to 2017. Prior to that she worked in the commercial function as banker then as branch manager in several places. Emmanuelle Lacaille studied accounting and graduated from Institut Technique de Banque as valedictorian in 2006. She teaches banking and finance in University of Reunion Island.

**Mr Jean-François Leprince**

*Financial Instruments –  
Western Europe, European  
Investment Bank*

Since February 2016, Jean-François Leprince is Head of Unit – Financial Instruments in Western Europe at the European Investment Bank (EIB). The activities under his responsibility include the management and the co-financing of funds in the areas of SME investment and low carbon/energy efficiency. Between 2011 and 2016, Jean-François was a senior investment manager in charge of emerging markets at EIB, and, prior to this, at the European Investment Fund (EIF). His areas of expertise cover venture capital from early stage technology investment to growth capital. Prior to joining EIF in 2006, he had spent seven years in the venture capital industry with Paris-based firms Galileo Partners and TechFund Europe, making direct investments in start-ups in various segments of the Information and Communications Technology industry. Jean-François started his career in 1992 as an international business development manager with the France Telecom group, both in the United States and in France.

**Mr George Giakoumakis**

*Mandate Relationship  
Manager, European  
Investment Fund*

Currently, George Giakoumakis' set of responsibilities includes, inter alia, the implementation of the ESIF backed EquiFund equity initiative and the promotion of European Investment Fund (EIF) activities in Greece. Working with EIF since 2000, George was originally entrusted with the financial control of a diverse portfolio of investments of substantial size covering two distinct activities (venture capital and guarantees) and having a pan-European focus. By 2006, he was dispatched to Athens as JEREMIE project manager. He has contributed to the implementation of the initiative in Greece, Lithuania, Latvia, Cyprus and Slovakia, while facilitating the solution of general issues related to the initiative. He later oversaw the deployment of JEREMIE Bulgaria from EIF Sofia office. During the last years, he has contributed to the deployment of financial instruments in Western Balkans and the Czech Republic. He holds an MA in European Integration and an MSc in Finance

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## Case study and roundtable sessions 2: financial instruments for low carbon (CAP TRI/London)

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**Mr Robert Pernetta**

*fi-compass team*

Robert Pernetta is a financial instrument advisor at the European Investment Bank. In his capacity he advises managing authorities on ex-ante assessments and the design of investment platforms. His areas of interest are low carbon economy with special focus on Energy Performance Contracting (EPC). The EIB published a practitioners' guide on the statistical treatment of EPC together with Eurostat in May 2018. He joined the EIB in 2016 coming from the European Commission where he has been working on financial instruments for regional development, transport infrastructure and energy efficiency. Robert has been in a leading position in the set-up of the European Energy Efficiency Fund. Previously to this he worked as a university lecturer in Poland and Lithuania for European Studies and International Economics. Robert Pernetta holds degrees in engineering management and Eastern European Studies.

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**Mr Kenroy Quellennec-Reid**

*Senior Lead on Financial Instruments,  
Greater London Authority  
United Kingdom*

Kenroy Quellennec-Reid is responsible for the design, set up and implementation of financial instruments at the Greater London Authority. He has worked in this area for over 16 years, using EU Structural Funds to establish investment funds that support the strategic priorities of London's Regional Government. During this time, he has led on the development of access to finance programmes to enable small businesses to access equity and debt finance. During the 2007-2013 period, working in collaboration with the European Investment Bank, he developed, and now manages, the pioneering EUR 125M London Green Fund (LGF); a fund of funds that facilitates investment in sustainable infrastructure in London. More recently, building on the successes of the LGF, he oversaw the development and launch of the EUR 560M Mayor of London's Energy Efficiency Fund that finances low carbon infrastructure. He holds a BSc in mathematics and MA in international finance.

**Ms Joanne Patrick**

*Principal JESSICA, AMBER  
Infrastructure Group,  
United Kingdom*

Joanne Patrick is a Principal within the Sustainable Energy team. Since joining Amber in 2013, her focus has largely been around the establishment and ongoing operation of Amber's EU Structural Funds. Her primary responsibility is the overall delivery of the Mayor of London's Energy Efficiency Fund so as to ensure its successful investment by 2023. Additionally, she has provided transactional expertise for the London Energy Efficiency Fund which has leveraged over GBP 430M into eleven projects across the Capital. More broadly, she is involved in the strategic growth of the Sustainable Energy sector for Amber. Prior to joining Amber, she was Of Counsel at Norton Rose Fulbright. Her field of expertise was project finance and she has over 20 years' experience in the energy and infrastructure sector working on projects in the following sectors: waste, transport, public sector buildings, energy, healthcare, education and housing. She advised private, public and lender clients on long term concession arrangements or financings. Prior to this, she qualified as a Solicitor at Pinsent Masons, having undertaken her legal courses at the College of Law in Guildford.

**Mr Peter Radford**

*Principal, AMBER  
Infrastructure Group,  
United Kingdom*

Pete Radford is a Principal in Amber's Sustainable Energy team where he primarily focuses on the management of Amber's ERDF Financial Instruments including the Mayor of London's Energy Efficiency Fund (MEEF), the London Energy Efficiency Fund (LEEF) and the Scottish Partnership for Regeneration in Urban Centres (SPRUCE). Pete has been at Amber since 2012, initially focusing on the delivery of the LEEF a 2007-2013 low carbon Financial Instrument which formed part of the London Green Fund. Prior to joining Amber he was an Associate Director in RBS' Structured Finance team where he worked on public sector and project finance transactions including investments in the smart meters, student accommodation and social housing sectors. In this role he worked on RBS' investments in Amber's LEEF and SPRUCE funds. While at RBS he was a member of the RBS UK Corporate Green Board which oversaw RBS' internal and external engagement in the sustainable energy sector.

**Mr Alain Kauffmann***fi-compass team*

Alain Kauffmann is a Financial Instruments Advisor at the European Investment Bank. He provides Managing Authorities and other public bodies across Europe (including National Promotional Banks and Institutions) with bespoke advisory services related to the design, set-up and implementation of Financial Instruments and Investment Platforms. He participates in awareness activities conducted under the *fi-compass* advisory platform and undertakes assignments under the European Investment Advisory Hub (EIAH) in relation to Investment Platforms. Over the past years, he has performed ex-ante assessments and feasibility studies for Financial Instruments across Europe. Prior to joining the EIB, Alain worked in consultancy where he helped design policy strategies, undertook public policy evaluations, and provided strategy development advice to public entities. Alain holds Master's Degrees in International Business from the CEMS programme (from HEC Paris and the Stockholm School of Economics), in Business Administration from HEC Paris, and in Public Affairs from Sciences Po Paris.

**Mr Stephane Andreani***Direction Europe, Conseiller technique, Region Hauts-de-France, France*

Stéphane Andreani is currently working as a technical advisor in the managing authority at the Directorate for Europe, Région Hauts-de-France. His fields of activity include case support and coordination: financial instruments, regional aid, project engineering. Prior to this, he was a responsible for the instructor service at Region Hauts-de-France and Région Prefecture, Nord Pas-de-Calais, dealing mainly with renewable energy, circular economy, energy efficiency, transport infrastructure and urban renewal.

**Mr Guillaume Thomé***Directeur de Participations, Finorpa Gestion, France*

Guillaume Thomé started his career in the EY merging and acquisitions department in Paris, he was mainly involved in renewable energy transactions. Recently, he joined Finorpa, regional investment fund based in Lille, where he worked on a large panel of transactions. Since 2016, he is dedicated to the development of CAP 3RI, the investment fund focused on the third industrial revolution, which is managed in partnership with Nord Capital Partenaires. The objective of CAP 3RI, backed with 40 €m and positioned on growth capital, is to invest in regional companies which bring structuring project for the territory based on energy transition and circular economy. Guillaume is Engineer from Ecole Polytechnique Paris.

### Case study and roundtable sessions 3: financial instruments for urban development (Bulgaria)

**Ms Emily Smith***Head of Unit - Bilateral Advisory Services, fi-compass*

Emily Smith leads the team responsible for the provision of the European Investment Bank's bilateral advisory services to managing authorities and National Promotional Institutions. The team supports the development and implementation of financial instruments and investment platforms across Europe and in a number of different sectors. The team also supports the delivery of elements of the *fi-compass* programme and delivers the majority of the European Investment Advisory Hub supported investment platform related activities. Prior to that, Emily was responsible for EIB's fund of funds management activities in the UK: the London Green Fund, the Northwest Evergreen Fund and the Scottish Partnership for Regeneration in Urban Centres. Prior to joining EIB, Emily worked for the Northwest Regional Development Agency on the development of the JESSICA initiative and the delivery of Urban Regeneration Company programmes.

**Mr Lazar Petrov**

*Head of Unit Financial Instruments and EU Operational Programmes, Fund Manager of Financial Instruments in Bulgaria (FMFIB)*

Lazar Petrov is a professional, who combines international experience in finance and technology. In September 2017, he took office as a Head of Unit “Financial Instruments and EU Operational Programmes” of the Fund Manager of Financial Instruments in Bulgaria. Following this he spent several years as a management consultant with a focus on technological upgrade, mostly working on projects in Norway. He specializes in project management, business and financial analysis. In his first years of professional development, he gained insights into corporate finance in Germany and Spain. Lazar Petrov graduated from the University of Freiburg (Germany) with Master degree in Economics.

**Mr Kamen Slavov**

*Head of Financial Instruments, Fund Manager of Financial Instruments in Bulgaria (FMFIB)*

Kamen Slavov joined the team of Fund of Funds in Bulgaria as Head of Financial Instruments Unit in 2016. Prior to FMFIB, spent six years at the Corporate Finance practice of KPMG in the Balkans where he participated in close to 60 projects related to M&A, fundraising, design of investment vehicles, valuations and market studies. Kamen has Specialised in Infrastructure, Financial Services and Telecommunications across SEE. Previously, he served in corporate banking, risk management and rating of large corporates at Raiffeisen and UniCredit for six years. Kamen holds a degree in accounting and a Master degree from INSEAD.

**Ms Iva Petkova**

*Department Director, Sustainable Cities Fund, Bulgaria*

Iva Petkova is a key expert for Urban Regeneration and Financial Instruments, Sustainable Cities Fund. She has over 10 years of experience in evaluation and monitoring of projects funded by SCF and ESIF. Since 2011, Iva Petkova has been involved in the implementation of the JESSICA Initiative in Bulgaria under the Fund for Sustainable Urban Development (FSUD) – an UDF for the city of Sofia. Since 2018, Mrs Petkova has been appointed a Director Department in FSUD. Iva Petkova holds a Master in European Studies and a Master in International Relations from Sofia University "St. Kliment Ohridski ". As a key expert Urban Infrastructure and Financial Instruments, Mrs Petkova takes part in the set-up and the operation of the newly selected UDF for Sofia and Southern Bulgaria – Sustainable Cities Fund.

**Mr Martin Zaimov**

*Executive Director, Regional Urban Development Fund, Bulgaria*

Martin Zaimov is the founder and director of the Regional Urban Development Fund working (under the JESSICA initiative) in 6 major Bulgarian cities since 2011. He had 4 years of municipal councillor responsibilities in Sofia - presided over the elaboration of an Urban Mobility Plan, initiated ongoing urban planning reform and the reform of neighbouring mountain nature reserve management. In addition, he spent 12 years having senior banking responsibilities in Bulgaria and Georgia. Moreover, he was the Head of Bulgaria's monetary policy for 6 years. Martin has 15 years of experience as leading liberal political activist and has studied engineering, economic and history.



## Case study and roundtable sessions 4: Social EFSI and innovative ESF financing instruments

**Mr Ando Siitam***fi-compass team*

Ando Siitam is Financial Instruments Advisor at the European Investment Bank (EIB). He is chiefly responsible for delivery of the *fi-compass* European Social Fund work stream advisory programme managed by the EIB but also involved in various social impact related initiatives. Previously, he has held various posts within the Estonian national promotional institution KredEx, primarily responsible for the management of financial instruments for SMEs and energy efficiency co-financed under the European Structural and Investment Funds. His experience prior to KredEx was in the Cohesion Policy and various other foreign assistance, having held diverse roles in the managing authority of the Structural Funds and the Cohesion Fund in the Ministry of Finance of Estonia.

**Mr Philippe Bernard-Treille***Investment Officer  
European Investment Fund*

Philippe Bernard-Treille has 15 years of experience in venture capital, private equity and impact investing. At the European Investment Fund (EIF), Philippe is focusing on the deployment of social impact instruments and impact strategies within the EU. During the past 10 years at EIF, Philippe has led and monitored investments in impact investing, payments by results, venture capital, private equity, mezzanine and growth capital funds across Europe. Prior joining the EIF, Philippe worked in investment banking in London, focusing on M&A transactions. During his entire career, Philippe has worked on various projects related to social inclusion in particular with mentally handicapped and autistic children and young people facing social exclusion.

**Ms Carla Pedro***fi-compass expert*

Carla Pedro is currently a consultant in social finance and impact investment. She was co-designer and a founding member of "Portugal Social Innovation", a EUR 150M public-driven initiative using EU Structural Funds to fund the full life-cycle of social innovation and social entrepreneurship projects, as well as to support the creation and growth of a Portuguese social investment market. Between 2013 and 2015, Carla was adviser to the Minister for Regional Development, co-leading the Portuguese 2014-2020 ESIF negotiation process with the European Commission. Between 2008 and 2013, she was a member of IBSG (Internet Business Solutions Group) at Cisco Systems, where she was one of the project leads for CUD (Connected Urban Development) – a global Cisco commitment to the Clinton Global Initiative, testing new Smart Cities concepts in 7 cities worldwide. Prior to her collaboration with Cisco, Carla has held several senior policy positions, as well as several years of experience in Consulting Management.

**Ms Teresa Bomba***fi-compass expert*

Teresa Bomba is deputy-Director of the National Centre for Pensions of the Ministry of Labour, Social Security and Solidarity in Portugal. Most recently, she was Executive Member of the Board of Portugal Social Innovation, a Mission Unit responsible for the governmental initiative Portugal Social Innovation Initiative using EU Structural Funds (ESF), where she developed and was responsible for the "Social Impact Bonds Programme". Previously, she has held several advisory and management positions within Public Administration and civil society, including Advisor of the Minister for Solidarity, Employment and Social Security, Director of the Research Unit of the Institute for Social Security and Research Analyst of the think tank Notre Europe. Main areas of expertise include European Structural and Investment Funds (ESF in particular), Social Innovation and Investment, Social Inclusion, Income and Poverty, Welfare states and the European Social Model.

**Ms Susanna Longo**

*European Project  
Management and Policy  
Officer, Finpiemonte, Italy*

Susanna Longo operates in the Unit for Financial Instruments and Grants of Finpiemonte, regional financial agency and intermediate body of European Structural and Investment Funds (ESIF) in Piedmont. She has several years of experience working on multidisciplinary projects for regional development, collaborating with regional stakeholders and supporting policy makers and the ESIF regional managing authorities for the set-up and management of policies and programmes for territorial competitiveness and innovation. Since 2009 she is in charge of EU Affairs and Projects, also acting as liaison officer to the European Commission. She participated in EU expert groups managed by the EC (e.g. Smart Specialization Platform). She supervises the participation of Finpiemonte in international projects (FP7 ERA-Nets, CIP Programme, ERDF Territorial Cooperation Programmes, H2020) and has a senior experience on international project management, supervising the technical and financial implementation. She also ensures the communication activities related to projects, and the development of dissemination tasks reaching out to the wider community at regional and international level. Susanna graduated in Institutional and Business Communication at the University of Torino.

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### Case study session 5: EAFRD combination of support – Grants and financial instruments (Lombardy)

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**Mr Mario Guido**

*fi-compass team*

Mario Guido is a Financial Instruments Advisor at the European Investment Bank (EIB). He is a member of the *fi-compass* advisory team, where he is in charge of the EAFRD work stream. Prior to joining the EIB, Mario worked at ISMEA, a public agency of the Italian Ministry of Agriculture, providing technical assistance on financial instruments and risk management tools for agricultural enterprises. During this period, he participated in the activities of the Italian Rural Network, part of the European Network for Rural Development. Mario holds a Master's Degree in Political Science and a Postgraduate Diploma in Agri-food Business.

**Mr Petr Lapka**

*Deputy Head of Unit F.3,  
DG Agriculture and Rural  
Development, European  
Commission*

Petr Lapka is deputy Head of Unit F.3: Rural Development Programmes I: Bulgaria, Slovenia, Poland and Croatia; Financial instruments, at the Directorate-General for Agriculture and Rural Development (DG AGRI, European Commission). He has been working for the European Commission since 2005 in various units dealing with Rural Development as IT project manager, financial and policy officer. In 2017 he became deputy Head of Unit F.3.

**Mr Paolo Zaggia**

*Financial products and services directorate, Finlombarda, Italy*

Paolo Zaggia is Head of Business Development Unit of Finlombarda, the in-house financial institution of Lombardy Region, is responsible for the coordination of innovative financial instruments in the framework of 2014-2020 strategic planning (ESI Funds including EAFRD), supervising audit and reporting processes in compliance with European rules. He has been working for 25 years on European Structural and Investment Funds Programming and Public Finance at European (DG AGRI), national (Ministry of Agriculture) and regional (Lombardy Region) level. He has a long-lasting experience in ESI processes planning, problem solving and management and communication skills. He is Enrolled in the National Register of Agronomists.

**Ms Stefania Stea**

*Business Development Unit, Finlombarda, Italy*

Stefania Stea has been working as Project manager in Finlombarda, an in-house financial institution of Lombardy Region, since 2012. Within the Business Development Unit, she deals with financial and technical assistance to the Lombardy Region in the implementation of Services of General Economic Interest, in particular in the field of Social Housing. Moreover, she has a strong experience in the origination and implementation of financial instruments on ESI Funds. Before joining Finlombarda, she worked for five years at Institute for Social Research (IRS, Milan) as Researcher in the Social and Health Services and Policies Area, mainly on the design, monitoring and evaluation of policies fighting poverty and social exclusion.

## PARALLEL WORKSHOP SESSIONS, 15.45-17.30

### Workshop session 1: Management verification and audit

**Moderator: Eddy Adams, fi-compass expert**

**Mr Rafael Lopez-Sanchez**

*Deputy Head of Unit C.1 'Audit Co-ordination, relations with the Court of Auditors and OLAF', Directorate-General for Regional and Urban Policy (DG REGIO), European Commission*

Rafael Lopez Sanchez is Deputy Head of Unit C.1 'Audit Co-ordination, relations with the Court of Auditors and OLAF' in DG REGIO, European Commission. This Unit has a core mission to coordinate on audit matters with national audit authorities, with Commission services and within the Directorate General, including the high-level reporting on audit activities of the Directorate, Relations with the Court of Auditors and discussion of its audit findings in the European Parliament and Council of the EU, including for the Discharge process and Relations with OLAF. Before he was Head of Sector with responsibility for the ERDF and Cohesion Fund audits in three Member States: Ireland, Portugal and Spain. He has been working in DG REGIO since 2005. From 2003 to 2005, he was working as auditor in the Directorate-General for Agriculture of the European Commission. Before joining the Commission, he was auditor in the Spanish public administration for seven years.

**Ms Vladislava Glietz**

*Team leader for audit methodology, Unit C.1 – Coordination, relations with the Court of Auditors and OLAF, Directorate-General for Regional and Urban Policy (DG REGIO), European Commission*

Vladislava Glietz is a team leader for audit methodology in Unit C.1 'Audit Co-ordination, relations with the Court of Auditors and OLAF' in DG REGIO, European Commission. The audit methodology team is responsible for the development and co-ordination of the audit methodology applied by the DG's auditors, as well as the auditors of the other ESIF DGs, and for the methodological guidance issued to the Member States. Before she was working as external auditor as well as a desk auditor in DG REGIO since 2008. Before joining the Commission, Ms Vladislava Glietz was working for the implementation of EU funds in Germany and Austria.

**Workshop session 2: *fi-compass*: taking stock and looking ahead****Moderator:** Jacki Davis, *fi-compass* expert**Speaker:** Emily Smith, Head of Unit - Bilateral Advisory Services, *fi-compass* team**Workshop session 3: State aid****Moderator:** Frank Lee, Head of Financial Instruments Advisory Division, *fi-compass* team**Mr Martin Polónyi**

*Director of the Financial Instruments and International Institutions Unit, Ministry of Finance of the Slovak Republic*

Martin Polónyi has been working in the Ministry of Finance of the Slovak Republic on the coordination of the implementation of financial instruments in the 2014-2020 programming period since June 2014. He is heading the Department of Financial Instruments and International Institutions. Before, he worked in the National Bank of Slovakia and in the European Central Bank.

**Mr Desmond Gardner**

*fi-compass* team

Desmond Gardner is a Financial Instruments Advisor at the European Investment Bank (EIB). He is a member of the *fi-compass* advisory team which seeks to support managing authorities and other stakeholders with the implementation of financial instruments under the European Structural Investment Funds. Prior to joining the EIB Desmond occupied a number of senior positions as a lawyer in the City of Manchester, working in urban development and transport, as well as in connection with the establishment of the Evergreen Urban Development Fund under the European Commission's JESSICA initiative.

**PARALLEL PANEL SESSIONS, 9.00 – 10.10****Wednesday, 5 December 2018****Financial intermediaries panel session 1 - ESIF debt instruments (loans and guarantees)****Moderator:** Frank Lee, Head of Financial Instruments Advisory Division, *fi-compass* team**Ms Dina Ferreira**

*Managing Director of IFRRU, Portugal*

Since July 2015, Dina Ferreira is member of the executive board of IFRRU 2020 a fund of funds for urban renewal and energy efficiency. Between 2006 and 2015, she was a member of the executive board of the national authority for ESIF Funds and Certifying Authority in Portugal. She also participated in the negotiation of the Portuguese partnership agreement and the Operational Programmes, in 2014. Moreover, she participated in the negotiation between the European Commission and member states concerning the revision of cohesion policy regulations 2007-2013 within the meetings of the Council of the European Union — Structural Actions group. She is a member of the Coordination Committee of the funds (COESIF and COCOF) which assists the European Commission in the implementation of the regulations. Dina has 20 years of experience in structural funds management.

**Mr Mark Scicluna Bartoli**

*Executive – EU & Institutional Affairs,  
Bank of Valetta, Malta*

Mark Scicluna Bartoli has been running the EU & Institutional Affairs section of Bank of Valletta through its Malta and Brussels offices since setting them up in 2012. He is tasked with improving access to finance for SMEs through the provision of EU funded financial instruments. Over the past years Mark has mobilised over EUR 140M in private funds for Maltese SMEs. Between 2004 and 2012 Mark was tasked with setting up the EU funding unit within Malta Enterprise which successfully tapped over EUR 45M in EU funding for Maltese enterprises. Prior to 2004 Mark worked as a consultant with Arthur D Little in Cambridge, UK and the EU Commission in Brussels. Mark studied life sciences at the University of Malta and later specialised in environmental assessment and evaluation as a Chevening Scholar at the London School of Economics and Political Sciences. On a personal level, Mark is engaged by the EU Commission and United Nations as an expert in the fields of access to finance and environment and is a member of the Board of Directors of the European Investment Fund.

**Mr Madis Reinup**

*Member of the Management Board,  
Rural Development Foundation in Estonia*

Madis Reinup is the member of the board in Rural Development Foundation of Estonia. Large part of his tasks is designing and implementing different types of financial instruments to deal with the issue of (financial) market failures for SMEs in rural areas. He has also 12 years of experience in the Ministry of Agriculture, including 6 years as Director of Fisheries. At the same period, he was also a head of Estonian managing authority of European Fisheries Fund 2007-2013, leading the process of designing and implementing of Estonian fisheries strategy and its operational programme. Madis Reinup has a degree in international and EU law.

## Financial intermediaries panel session 2 – ESIF equity instruments

Moderator: Bruno Robino, Head of *fi-compass*

**Mr Luigi Amati**

*Chairman, META Group,  
Italy*

Luigi Amati is the founder of META Group, which has gone on to grow successful businesses in sectors including financial, consulting and training and to invest in areas like health, new materials and IT. META is today an international group with over 25 years of history and a well-recognised and respected brand. Since starting a local engineering firm in Italy, he has been dedicated to find entrepreneurial patterns to drive change through innovation and eventually make the world a better place. Bringing "Knowledge to Market" is their motto. With META Advisory he has carried out over 800 assignments all over the world and trained thousands of researchers and entrepreneurs. With META Ventures they have been investing so far over EUR 100M in start-ups across Europe. META Foundation is promoting the city challenge to award the most entrepreneurial local communities. Luigi is serving as Chairman of Business Angels Europe and was a founding member of "Italian Angels for Growth", the largest Angel group in Italy, in 2007.

**Mr Alexandre Scherer**

*Investment Director,  
M Capital Partners,  
France*

Alexandre Scherer's entrepreneurial journey began in the early 90s when evaluated biotech companies across the US. Eventually this led to the co-founding of ZEFER, one of the pioneering Internet services firms that won the Harvard Business Scholl New Ventures competition and subsequently grew to a USD 125M firm and 700 professionals. After ZEFER, he focused on several entrepreneurial endeavours before joining venture capital firm Cue Ball in 2010. He conducted due diligence, deal execution, and portfolio management support in venture, early growth and scale-ups and sat on the board of Epic Burger (Chicago, Ill) and was interim CPO and CTO of Miniluxe. Most recently Alex was responsible for the day-to-day operations of an engineering school, ECAM, implementation of its strategic action plan, and management of a EUR 15M Campus Long-Range Planning, Design and Construction Plan. He is now with M Capital Partners where he oversees the venture activity and co-leads the firm's direction on funds subscribed by EIF, EIB and local authorities. He sits now on the board of Argos, ESWIN, Imactis and is an observer with Fineheart. Alex is involved across deal origination, investments and development activities on venture projects.

**Mr József Török**

*Director of Business  
Development & Startup  
Investments, Széchenyi  
Venture Capital  
Management, Hungary*

József Török is Director of Business Development & Startup Investments at Széchenyi Venture Capital Management (managing ca. EUR 220M) from 2011. Professional founder of Széchenyi Venture Capital Fund, Irinyi Venture Capital Fund, Carpathian Venture Capital Fund and National Stock Exchange Development Fund (2017). József is an external financial instruments expert working with the DG Regio and the EIB at *fi-compass* expert group since 2015. He has a hands-on role in the whole incubating and investment process of 25+ startup investments and 3 exits. Chairman of Ethics Committee at Hungarian Private Equity and Venture Capital Association (HVCA) and founder member of Hungarian Business Angels Network. Before 2011, he worked at the Managing Authority of Regional Development Programmes (National Development Fund) where his main task was developing a venture capital programme for SMEs in line with Risk Capital Guideline. In addition, he took part in several works with the State Aid Monitoring Office and, as a member of Methodical Department, with beneficiaries with staid aid, competition law or implementation.

## PARALLEL SESSIONS ON CASE STUDIES, 10.20-11.15 and 11.45-12.40

### Case study and roundtable sessions 6: financial instruments supporting RD&I (MIUR/Occitanie)

**Moderator: Bruno Robino**, Head of *fi-compass*

**Mr Maurizio  
Guglielmini**

*Key Financial Manager,  
RIF team, Equiter, Italy*

Maurizio Guglielmini started his professional career in Alfa Romeo Auto, as a plant design project manager. After a working period at Honeywell Technology Strategy Center in Minneapolis, USA, he worked for 6 years as a consultant for T&T Technology Transfer, supporting clients like Zanussi, Saipem, ENEA and others. He then joined the Special Section for Industrial Credit in Banco di Napoli S.p.A., where he was involved in technical analysis of investments for loans, public grants and project financing. He assumed the responsibility of the Industrial Credit Department in 2001 and the Corporate Commercial Department for the Southern Italy areas of Intesa Sanpaolo since 2005. In 2010 he began cooperating with Equiter S.p.A., managing JESSICA Community Funds aimed to urban regeneration and infrastructure for Sicily and Campania. He is currently in charge of for the Research and Innovation Fund.

**Mr Andrea Bua**

*Head of Unit,  
Operations  
Departments, European  
Investment Bank*

Andrea Bua joined the European Investment Bank in 2008 where he is today the Head of Unit for DFI in the Adriatic Sea Department. Before joining the EIB, Andrea spent nearly ten years in the private sector working for IBM, PricewaterhouseCoopers and Morgan Stanley in London.

Andrea graduated in Economics at the Luiss University of Rome.

**Ms Paola Del Fabro**

*Responsible for the  
Fondo Ricerca &  
Innovazione, Banco di  
Sardegna, Italy*

Paola Del Fabro is the Executive Manager of Banco di Sardegna Spa - Bper Group.

She is also Head of Corporate Finance and a long-standing expert in public subsidies and EU financial Instruments.

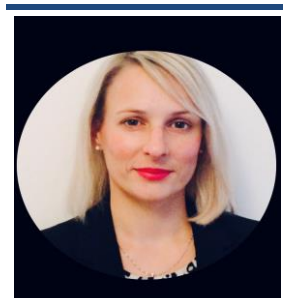
**Mr Stéphane Molinier**

*Directeur Général  
Délégué, La Région  
Occitanie, France*

Since 2016, Stéphane Molinier is Chief Executive Officer of the Occitanie Region. He is responsible for economic growth and innovation, higher education and research, agriculture and forestry. Previously, he held the function of deputy general manager of Midi-Pyrénées region and was responsible for economic growth, innovation, agriculture, European funds management and land-use planning. Graduate from an Electrical and Automation Engineering School in Toulouse, Stéphane Molinier joined France Telecom as a project manager in 1989. Then, graduated Telecommunication Engineer by the Ministry of Industry, he headed from 2000 to 2005 an industrial economic growth department of the Ministry of Industry regional directorate in Toulouse and in Paris.

### Case study and roundtable sessions 7: NPBI and multi-sector funds of funds (Hungary/Latvia/Croatia)

**Moderator: Emily Smith**, Head of Unit - Bilateral Advisory Services, *fi-compass* team

**Ms Marina  
Marasović**

*Managing Director,  
EU funds and  
financial instruments,  
Croatian Bank for  
Reconstruction and  
Development (HBOR)*

Marina Marasović has been working in the field of EU funds since 2005. For the last 10 years she is working at the Croatian Bank for Reconstruction and Development, where since 2014 she acts as Managing Director in charge of EU funds and Financial Instruments. She has been actively working with Managing authorities in setting up and implementation of financial instruments. She is also in charge of applying for and implementing of EU centralised programmes, including specialised products of EIB group. Previously she was working in public administration bodies, where she specialised in monitoring and evaluation of EU funds.

**Mr Juris Vaskāns**

*Member of the Board  
of Directors, Altum,  
Latvia*

Juris Vaskāns is a Member of the Board at ALTUM where he is responsible for the venture capital financial instruments and supporting of promotion of start-ups' eco environment. He joined ALTUM in 2015.

He is a graduate of Murjāņi Sports Gymnasium. He has studied finance in the United States of America (Eastern Michigan University) and continues MBA studies in Riga Business School.

**Ms Cecilia Gyalog**

*Director, EU  
Coordination  
Directorate, MFB  
Hungarian  
Development Bank*

Cecilia Gyalog joined the MFB Hungarian Development Bank at the beginning of 2018. The EU Coordination Directorate is responsible for coordinating the tasks related to EU funded loan and combined products. The Directorate is in direct contact with the institutions related to the implementation of financial instruments, such as managing authorities and other government departments. Its main tasks include the monitoring of the processes related to the use of EU funds, coordinating preparation for audits regarding EU funded financial instruments and supporting the preparations for the 2021-2027 programming period.

## Case study and roundtable sessions 8: ESF student loan financial instrument, Italy

**Moderator: Ando Siitam, *fi-compass* team**

**Ms Anna Maria Fontana**

*Manager in charge of  
Financial Instruments,  
Agenzia per la Coesione  
Territoriale, Italy*

Anna Maria Fontana is Head of Unit of the Office for projects and statistical instruments, innovative tools and financial engineering - Projects and Instruments Area - of the Italian Agency for Territorial Cohesion, supporting Managing Authorities in the implementation and monitoring of the financial instruments, in order to ensure the coordination with the relevant offices of the European Commission. She was Managing Authority of the National Research and Innovation Program ERFD 2014-2020 from May 2015 to April 2018 and she promoted the ESIF-funded financial instrument "MIUR R&I FoF", in close cooperation with the European Investment Bank. She has dealt with European policies and contracts for R&I and high-level education, covering the role of "national contact point" in the European network under the European Framework Programme. Anna Maria has also gained experience in the managing, monitoring and control of industrial policy, incentives for companies and financial instruments managed by the Ministry of Economic Development and Finlombarda.

**Mr Daniele Alfonsi**

*fi-compass team*

Daniele Alfonsi is a Financial Instruments Advisor at the EIB. He advises Managing Authorities and other public entities on the design, set-up and implementation of Financial Instruments and Investment Platforms. Prior to joining the EIB, Daniele worked in an equity investment and advisory company supporting the development of local infrastructures. In this context, Daniele developed relevant experience in the set up and management of financial instruments targeting urban development and energy efficiency initiatives. Daniele graduated in finance and banking.

**Mr Alessandro Apa**

*Senior Fund and  
Structuring Officer,  
European Investment  
Bank*

Alessandro Apa is a Senior Fund and Structuring Officer, in the Decentralized Financial Instruments Unit, Adriatic Sea Department, at the European Investment Bank (EIB). Alessandro joined EIB in 2009 as Head of Unit in the Financial Control Department. Since 2016 he's working in the Adriatic Sea Department of the Operations Directorate. He is in charge of the ESIF-funded Financial Instrument "MIUR Research & Innovation FoF" and he is working in close collaboration with MIUR to the implementation of the ESF-funded Financial Instrument "Student Support". Before the EIB, he spent 8 years in PricewaterhouseCoopers, managing audit assignments.





**Mr Francesco Gargani**  
Associate Partner,  
PwC, Italy

Francesco Gargani is a partner at PwC Advisory and the Leader of the Italian Capital Projects & Infrastructure practice. Francesco has over 20 years of professional experience in project management and long track record as project leader working on large-scale international assignments in the fields of Transport, Energy and Urban development. Over the last ten years, in his adviser role to the European Investment Bank (EIB), he has supported the bank in the development and implementation Financial Instruments, targeting, *inter alia*, urban development, energy efficiency and research & innovation. He has an extensive experience in evaluating EC Policies and in the design and development of Financial Instruments for the EIB, the EC and National and Local Authorities.

### Case study session 9, parts 1 & 2: EAFRD ESIF/EFSI combination of support (Nouvelle Aquitaine/Portugal)

Moderator: Mario Guido, *fi-compass* team



**Mr Michael Pielke**  
*Head of Unit F.3  
Bulgaria, Slovenia,  
Poland and Croatia;  
Financial Instruments,  
DG Agriculture and  
Rural Development,  
European Commission*

Michael Pielke is Head of Unit F.3: Rural Development Programmes I: Bulgaria, Slovenia, Poland and Croatia; Financial instruments, at the Directorate-General for Agriculture and Rural Development (DG AGRI, European Commission). In this function, he is responsible for the approval and management of the rural development programmes. He has been working for the European Commission since 2000, first in a geographical unit dealing with German and Austrian rural development programmes in DG AGRI. Between 2004 and 2006 he changed to market policy and was in charge of subjects related to meat markets and direct payments. He returned to the Rural Development Directorate as Deputy Head of Unit for Consistency of Rural Development in March 2007. The unit dealt with the development and negotiation of the 2014–2020 legal framework for rural development. In 2014, he became Head of Unit F3: Rural Development Programmes I.



**Ms Lise Chaumond**  
*Direction de  
l'agriculture, de  
l'agroalimentaire et  
de la pêche (région  
Nouvelle-Aquitaine),  
France*

Lise Chaumond is a project manager for the EAFRD mission since 2013 for the Region of Nouvelle Aquitaine and a coordinator of the Aquitaine Poitou-Charentes and Limousin Rural Development Programmes. From 2012 to 2013, she was a project manager of the EAFRD mission for the Midi-Pyrenees Region, coordinator of the devices in delegation of instruction. Lise was the European Fund Manager for the Gironde Department, from 2011 to 2012. Lise holds a Master II European Politics Engineering from Montesquieu University Bordeaux IV.



**Ms Gabriela Freitas**  
*Managing Authority  
PDR2020, Portugal*

Since 2016, Gabriela Freitas is Manager of the Managing Authority of the Rural Development Program for the Mainland. Before this professional position, Gabriela has held several leadership roles in former governments such as Chief of Staff for two Ministers of Agriculture, Rural Development and Fisheries and for the Secretary of State for Spatial Planning and Cities. She also held the position of Assistant Advisor for the Minister for Science, Innovation and Higher Education and Deputy Director of the Agro-Food Policy and Planning Office. Gabriela graduated in Agronomic Engineering from Higher Institute of Agronomy (1977).



**Mr Alessandro Gargani**

*Mandate Manager and Business Development Mandate Management Debt – Western and Southern Europe European Investment Fund*

Alessandro Gargani has been a Mandate Manager at the European Investment Fund (EIF) since 2015. He is responsible for different mandates from Managing Authorities of the European Structural and Investment Funds (ESIF). Since 2016, he is been very much involved in the EIF activities in Agriculture and in particular with EARDF. He has developed the pilot EARDF Multi-Regional Mandate in Italy from 8 Regions and has contributed to the set-up of the EFSI Combination Product managed by the EIF to combine EFSI with EARDF. He is currently the mandate manager for Guarantee Instruments in Portugal and Ireland and is supporting the exploration of financial instruments supported by EARDF in several different Countries. Before joining the EIF, he has been working in the set up and implementation of financial instruments supported by ESIF for different organizations and as Chief Executive of a Regional Promotional Bank in Italy.

## Case study and roundtable sessions 10: EMFF financial instruments for fisheries and aquaculture (Estonia)

**Moderator: Eddy Adams, fi-compass expert**



**Mr Eduard Koitmaa**

*Head of the Market Regulation and Trade Bureau, Ministry of Rural Affairs of the Republic of Estonia, Fisheries Economics Department, Market Regulation and Trade Bureau, Managing Authority of EMFF OP*

Eduard Koitmaa is the Head of the Market Regulation and Trade Bureau. Additionally, he acquired knowledge about organic farming from University Of Kassel, Germany. He launched his career at the Estonian Ministry of Rural Affairs in 2010 as an chief specialist of food surveillance. In the end of the 2012, he became member of fisheries division. Since then, Mr Koitmaa has worked on several areas which are related with managing authority of European Fisheries Fund (EFF) and European Maritime and Fisheries Fund (EMFF). He is responsible for multiannual national plans, sector development and market regulation. In addition, he is one of the leading experts for setting up a 2014-2020 financial instruments for the EMFF.



**Mr Mart Undrest**

*Board Member of Association of Estonian Fish Producer Organizations*

Mart Undrest is Board Member of Association of Estonian Fish Producer Organizations, Managing Director and Member of the board Estonian Fisheries Organization, Chairman of the Board of Estonian Fishermen Association. He started his career in Ministry of Agriculture in 2003, after that he was working in Estonian Ministry of Environment and from 2005 till 2009 he was Fisheries Attaché in Estonian Permanent Representation to the European Union in Brussels. Mart Undrest graduated in 2006 the Katholieke Universiteit Leuven with a Master's degree in Law and Criminology, (LL.M.).

## FINAL PLENARY SESSION, 12.45 – 13.00

**Moderator: Eddy Adams, fi-compass expert**

**Mr Jonathan Dennes**

*Head of Unit - Head of the Competence Centre Closure and Major Projects, Directorate-General for Regional and Urban Policy, European Commission*

Jonathan Dennes will take over as Head of the Financial Instruments and International Financial Institutions Relations Unit at DG REGIO from 1 January 2019. He has previously worked in DG REGIO on closures and major projects and relations on Cohesion Policy with Ireland, Latvia, Spain and the United Kingdom. Previously Jonathan worked in DG Competition and before that in a number of roles in the Department of Trade and Industry in London. He has a management sciences degree from Lancaster University.