



EAFRD financial instruments for agriculture and rural development in 2014-2020

Seminar

13 June 2016

Rome, Italy

Programme



Index

| | |
|-------------------|---|
| Context | 3 |
| Information | 4 |
| Objectives | 5 |
| Agenda | 7 |

The Europe 2020 strategy for growth and jobs called for a stronger role of financial instruments in 2014-2020. The European Council subsequently gave a mandate to the European Commission that the programming of the European Structural and Investment Funds (ESIF) should be used to significantly increase the overall EU support from these funds to leverage-based financial instruments, in particular for SMEs. An increase of the use of ESIF financial instruments, to a level almost double that of the 2007-2013 programming period, is also set out in the Investment Plan for Europe. To achieve this, the new legal and policy framework has widened the scope of financial instruments to include all thematic objectives and all five ESI funds. The framework also gives more implementation options to Member States.

Within this framework, the European Commission Directorate General for Agriculture and Rural Development (DG AGRI) has the objective to increase the use of financial instruments under the European Agricultural Fund for Rural Development (EAFRD) in terms of budget, territorial coverage and types of investment. To support the achievement of this objective, DG AGRI undertook a set of activities such as:

- the setting up, together with other Commission Services responsible for ESIF, of the *fi-compass* integrated advisory platform on financial instruments for period 2014-2020, which provides comprehensive advice and learning opportunities to the benefit of Member States, their Managing Authorities but also for the wider public. The *fi-compass* platform has been set up in partnership with the European Investment Bank (EIB).
- the signing of a Memorandum of Understanding (MoU) between the European Commission and the EIB on co-operation in the field of agriculture and rural development within the EU, in July 2014. This MoU paves the way for closer co-operation between the two institutions in various fields, including financial instruments and research & innovation.

Financial instruments can be co-funded by the EAFRD to support the investment priorities outlined in the Rural Development Programmes (RDPs) of the Member States. They can potentially support the implementation of many measures covered by the EAFRD, provided that they address an identified market gap or sub-optimal investment situation, i.e. areas where banks are unwilling to lend and/or where the private sector is unwilling to invest or finds access to financing difficult, for instance in young farmers, new agricultural businesses without sufficient credit history or assets as collateral, new technologies and products entering the market, energy and climate efficient investments, etc.

To allow the use of EAFRD resources for financial instruments, Member States have to programme these in their RDPs and implement them in their programme areas. Financial instruments may have various forms (such as loans, guarantees, equity) and cover either all economic sectors supported by the programmes or those parts of them, or types of investments, which face restricted access and/or unfavourable conditions for funding from private resources.

Audience

The target audience for this seminar are the Italian EAFRD managing authorities who are directly involved in the design, implementation and promotion of financial instruments established under EAFRD RDPs as well as farm unions, forestry associations and business associations having rural entrepreneurs as their members. Managing authorities from other MS are welcome to take part as well, as there is also an opportunity for sharing experience. Farm unions will be represented alongside private capital investors, which would allow building an understanding of how each group see investments, needs and joint co-operation.

Also welcome will be local or (macro-)regionally operating bodies implementing or considering implementing fund of funds, financial intermediaries such as banks or specialised agencies, representatives of Local Action Groups, and, if capacity allows, final recipients and other actors supporting financial instruments implementation.

Maximum 150 participants will be accepted.

Venue

Radisson Blu Hotel
Via Filippo Turati, 171
IT-00185 Rome
Italy

Language

The seminar's language is English.
Simultaneous translation to / from Italian will be provided.

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.

What will the seminar offer?

Following the first European *fi-compass* conference on financial instruments under the EAFRD which took place in Dublin ☞ on 23-24 June 2015 and the three macro-regional *fi-compass* seminars organised in Vienna ☞ (1 October 2015), Riga ☞ (29 October 2015) and Madrid ☞ (31 May 2016), DG AGRI supported by the EIB (*fi-compass*) is now organising its fourth macro-regional seminar on financial instruments under the EAFRD.

Participants can expect to further their understanding of how financial instruments can help in their efforts to deliver the objectives of the EAFRD as well as gain knowledge on previous experience with financial instruments, including in field of agriculture and agri-business.

Participants will hear concrete examples from investors, bankers and/or managing authorities on the implementation of financial instruments in agriculture and rural development, on the advisory and other support available from *fi-compass* and the EC and EIB in realising financial instruments on the ground.

Strong audience interaction is foreseen through panel sessions, questions and answers segments. Coffee breaks will further ease contact relationships and exchange of ideas.

How to book your place at the seminar?

Please register via <https://www.fi-compass.eu>.

The deadline for registration is **10 June 2016**. As there is limited capacity for the seminar, we advise registering as soon as possible.

EAFRD financial instruments for agriculture and rural development

The purpose of the seminar is to:

- Provide Member States and managing authorities with an opportunity to learn more about the advantages, features and suitability of financial instruments in delivering RDP objectives;
- To provide the opportunity to discuss in depth the technical challenges that the managing authorities and the Member States are facing at the moment as regards the design and set up of financial instruments; and
- To present the range of support available from *fi-compass*, as well as from European Commission and EIB Group co-operation in general.

EAFRD financial instruments for agriculture and rural development in 2014-202013 June 2016 (*Monday*)

Radisson Blu Hotel, Via Filippo Turati, 171, IT-00185 Rome, Italy

Moderator: Katrina Sichel**08:30**

Doors open, registration and coffee

[Welcome statements](#)**09:00****Aldo Longo**, Director, DG Agriculture and Rural Development, European Commission**Giuseppe Blasi**, Head of Department, Ministry of Agricultural Food and Forestry Policies, Italy**Luca Lazzaroli**, Director General, European Investment Bank**Roberto Moncalvo**, Vice President, COPA – COGECA*Followed by Q&A*[Memorandum of Understanding on raising investment and employment in agriculture in Italy](#)**10:00****Stefano Cocchieri**, Head of Capital Optimization Department, UniCredit S.p.A, Italy[EU support and farmers' needs](#)**10:15****Current needs and future prospects of Italian agriculture****Roberto Grassa**, Director General – Conseiller délégué CreditAgri Italia (Coldiretti)**Dino Scanavino**, President, Coordinator of Agrinsieme, Italy**10:35****EAFRD support for financial instruments – state of play****Guido Castellano**, Deputy Head of Unit, DG Agriculture and Rural Development, European Commission*Followed by Q&A and discussions***11:00**

Coffee

[Relevant cases and approaches for EAFRD financial instruments in 2014-2020](#)**11:30****Cases from the ground from managing authorities in Italy and other member states, as well as from other ESI funds****Carmelo Salvino**, President, Fincalabra S.p.A.**Claudio Maviglia**, Head of Projects & Product Development Department, Finlombarda S.p.A**Györgyi Nyikos**, Director, Hungarian Development Bank*Followed by Q&A and discussions***Ex-ante assessment methodology for financial instruments supporting agriculture****Bernd Schuh**, Director, Austrian Institute for Regional Studies and Spatial Planning*Followed by Q&A and discussions***13:00**

Lunch

14:00[European Investment Bank Group support for EAFRD financial instruments](#)**Introduction to role of the European Investment Fund****Alessandro Tappi**, Director, European Investment Fund**Role of European Investment Bank Group in supporting EAFRD financial instruments****Andrea Bua**, Head of Unit, European Investment Bank**Alessandro Gargani**, Business Development and Mandate Manager, European Investment Fund*Followed by Q&A and discussions***14:45**[Access to finance, financial instruments and private investors](#)**Raffaele Borriello**, Director General, ISMEA, Italy**Inga Balžekaitė**, Manager of Development and International Projects, Agricultural Credit Guarantee Fund, Lithuania**15:15**

Coffee

15:45[Access to finance, financial instruments and private investors \(ctd\)](#)**Andrea Limone**, Chief Executive Officer, PerMicro Spa, Italy**Francesca Natali**, Board member, META Group & Business Angels*Followed by Q&A and discussions***16:30**[Advisory support for EAFRD managing authorities on financial instruments](#)**EAFRD related *fi-compass* products in 2014-2018****Bruno Robino**, Head of *fi-compass*, European Investment Bank**Nivelin Noev**, Policy Officer, DG Agriculture and Rural Development, European Commission*Followed by Q&A and discussions***17:30**

Closing remarks

Guido Castellano, Deputy Head of Unit, DG Agriculture and Rural Development, European Commission

