

## Financial Instruments delivering ESI Funds

**Zagreb, Croatia**  
24 November 2015

**Programme**



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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 negotiations 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. More recently, the Investment Plan for Europe (COM(2014)903) has set out the objective of the overall doubling of the use of ESIF financial instruments as compared to 2007-2013 levels.

The new legal and policy framework has widened the scope of financial instruments to include all thematic objectives and all five funds - **the European Regional Development Fund (ERDF), the Cohesion Fund (CF), the European Social Fund (ESF), the European Agricultural Fund for Rural Development (EAFRD), and the European Maritime and Fisheries Fund (EMFF)**. The framework also gives more implementation options to Member States.

To support the achievement of the above objective, *fi-compass*, an integrated platform providing advice and learning opportunities to the benefit of Member States, their Managing Authorities but also a wider public has been set up by the European Commission (EC), in partnership with the European Investment Bank (EIB).

[www.fi-compass.eu](http://www.fi-compass.eu)  
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## Audience

The target audience for this seminar are ESIF Managing Authorities, other public authorities in Croatia who are directly involved in the design, implementation and promotion of ESIF financial instruments. Also welcome are public and private financial intermediaries. If capacity allows, potential final recipients and other actors supporting Financial Instruments implementation can also attend the seminar.

## Venue

The Westin Zagreb  
Kršjavgova 1  
10 000 Zagreb  
Croatia

## Language

The seminar language is English. Croatian interpretation will be offered.

## Costs

Registration is free. Participants are expected to finance their own travel and accommodation costs.

## How to book your place at the seminar?

Please register as soon as possible via [www.fi-compass.eu](http://www.fi-compass.eu). The venue capacity is planned for up to 100 participants. The deadline for the registration for this seminar is **18 November 2015**.

## What will the event offer?

Participants can expect to further their understanding of how financial instruments can help in their efforts to deliver ESIF 2014-2020 objectives.

The event in Zagreb will feature case studies on financial instruments, the opportunities offered by the 2014-20 regulatory framework, the advisory products issued by *fi-compass* to support the design and set-up of financial instruments and the latest European Commission guidance on regulatory aspects. Also more hands-on oriented workshops will be provided.

## Financial Instruments delivering ESI Funds

The purpose of the seminar is to:

- Provide Member States, Managing Authorities and other relevant ESIF stakeholders from the public and private sectors with an opportunity to learn more about the advantages, features and suitability of financial instruments in delivering ESIF 2014-2020 objectives, with a specific focus on the thematic priorities of the respective Member State;
- Provide the opportunity to learn about and discuss in depth the technical challenges that the Managing Authorities and the Member States are facing as regards the design and set up of financial instruments;
- Offer support for Member States and Managing Authorities by introducing relevant *fi-compass* learning material.

## Structure of the seminar

The seminar will consist of a plenary session and workshop sessions.

In the **plenary session**, the presentation of experiences and good practice by various authorities will take into account the thematic priorities of Croatia. New opportunities under the 2014-2020 ESIF framework as well as ESI Funds-specific considerations will be highlighted. In addition *fi-compass* products will be introduced to support Managing Authorities interested in or already taking forward financial instruments under their operational programmes.

In the two **parallel workshops**, participants will discuss in groups questions related to the implementation of financial instruments in practice. One of the workshops will focus on general advice on how to set up and design financial instruments. In the second, more in depth discussions with experts on the details and challenges of setting up and implementing a financial instrument will take place. Participants will have the opportunity to express their points of view, share their experience and clarify open questions with the experts moderating the sessions as well experts from the European Commission and the European Investment Bank Group that will attend the sessions.

## Seminar Financial Instruments delivering ESI Funds

24 November 2015 (*Tuesday*)  
The Westin Zagreb  
Kršjavičeva 1  
10 000 Zagreb  
Croatia

Moderator: **Kai Böhme**, *fi-compass* expert

**09:00**  
Registration and coffee

**09:30**  
[Welcome](#)  
**Jakša Puljiz**, Deputy Minister, Ministry of Regional Development and EU Funds

**09:45**  
[Presentation of case studies on Financial Instruments](#)  
Financial instruments in Croatia  
**Damir Gubić**, Ministry of Regional Development and EU Funds

JEREMIE experience in Languedoc-Roussillon  
**Marco Giuliani**, European Investment Fund

JESSICA experience in 3 Italian regions  
**Filippo Granara**, Equiter, Intesa Sanpaolo Group, Italy

*Followed by Q&A panel discussion with the participation of:*  
**Srđan Kovačević**, Croatian Pension Investment Company Ltd, Croatia

**10:45**  
*Coffee break*

**11:15**  
[Opportunities offered by the 2014-20 framework](#)  
**Joerg Lackenbauer** and **Robert Pernetta**, European Commission (DG REGIO)  
*Followed by Q&A*

**12:15**  
[fi-compass advisory support](#)  
**Björn Gabriel**, European Investment Bank  
*Followed by Q&A*

**12:30**  
*Lunch break*

**14:00**  
**Workshop sessions**

*Participants can choose to attend one of two parallel workshop sessions<sup>1</sup>. They will work in groups to discuss practical questions related to the implementation of Financial Instruments.*

*Experts from the European Commission, the European Investment Bank and the European Investment Fund will be present during the sessions and will be assisting participants with their expertise if needed. Croatian interpretation will be provided during both sessions.*

### Workshop 1

**Exploring the potential and features of Financial Instruments**  
This interactive training session addresses the overall rationale and methodology for designing financial instruments under ESI funds 2014-2020. It provides a comprehensive overview of the economic justification for financial instruments, exploring financial products and implementation options. This workshop is designed for participants with a general knowledge and experience of financial instruments, interested in deepening their understanding of how financial instruments work in practice.

### Workshop 2

**In-depth analysis of key aspects of Financial Instrument design**  
This interactive training session focuses on individual steps for designing financial instruments under ESI funds 2014-2020. The analysis of market failure and financial gaps, the pros and cons of debt and risk instruments and the identification of result indicators will be discussed in further detail. This session is recommended for participants with a more specific knowledge of financial instruments, interested in the details.

**16:30**  
Conclusions of the workshops

**17:00**  
End of the seminar

1. In case of a small number of participants, the sessions might be merged.

