



ESIF financial instruments in the 2014-2020 programming period – Opportunities for Finnish regions

Kuopio, Tuesday afternoon and Wednesday morning,
12-13 September 2017

Programme



Background

fi-compass is pleased to announce the event 'ESIF financial instruments in the 2014-2020 programming period – Opportunities for Finnish regions', taking place on 12 September (afternoon) and 13 September (morning) in Kuopio.

The objective of this event is to raise awareness among potentially interested stakeholders in Finland on how financial instruments co-funded with European Structural and Investment Funds (ESI Funds) can help achieve objectives set out in the ESIF Operational Programmes (OP).

Deploying ESIF financial instruments can be very attractive for regions to increase the impact of their ESIF interventions by mobilising other public and private resources and reusing resources paid back.

ESIF financial instruments providing products suitable to support small and medium-sized enterprises (SMEs) will be in the focus of this *fi-compass* event, in particular guarantees and equity.

Case study examples from active or already implemented financial instruments supporting SME competitiveness may be a source of inspiration for authorities in Finland and will serve as a basis of discussion. During the event, experts will explain to participants the implementation of several financial instruments from different Member States and regions.

Furthermore, an interactive workshop will provide the participants with the opportunity to deepen their knowledge and understanding on when the use of financial instruments is justified and which financial instrument products are well suited for which objectives.



Objectives

This event aims at providing participants with opportunities to:

- Enhance their awareness and knowledge about the key features, advantages and suitability of ESIF financial instruments in delivering ESIF 2014-2020 objectives,
- Learn about different financial instruments products, especially about guarantee schemes and equity schemes,
- Acquire a good understanding of the different possible implementation options for financial instruments,
- Learn from concrete examples, with special focus on financial instruments supporting SME competitiveness,
- Network with experts from DG REGIO and the EIB as well as other speakers and participants.

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.



Audience

This event is limited to participants involved or planning to become involved in the implementation of financial instruments in Finland. The main target groups are:

- ERDF and other ESIF managing authorities,
- Representatives from Ministries, e.g. the Finnish Ministry of Economic Affairs and Employment,
- Financial intermediaries,
- Regional development agencies,
- SME business federations/associations.



Methodology

The event will consist of:

- Presentations by experts from DG REGIO and the EIB,
- Case study examples from different Member States and regions,
- Question and answer sessions,
- Interactive workshop with group work,
- Opportunities to network with speakers and participants.

Venue

Regional Council of Pohjois-Savo
Maakuntatalo, Sepänkatu 1, 70100 Kuopio, Finland

> [How to get there](#)

Language

The event language will be English.

Registration

Please register online via www.fi-compass.eu.
The deadline for registration is **Thursday, 7 September 2017**.
We advise registering as soon as possible.

[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 Member States and organisations.



Agenda

Kuopio, 12-13 September 2017 (Tuesday afternoon and Wednesday morning)

Venue: Regional Council of Pohjois-Savo, Maakuntatalo, Sepänkatu 1, 70100 Kuopio, Finland

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

DAY 1

Tuesday, 12 September 2017

- 11.00 – 12.30 *Registration and lunch*
- 12.30 – 12.45 **Welcome and opening remarks**
Mr Bruno Robino, European Investment Bank
Dr Marko Korhonen, Region Mayor of Pohjois-Savo
- 12.45 – 14.15 **Opportunities offered by the 2014-20 legal and policy framework**
Dr Jörg Lackenbauer, DG REGIO, European Commission
Mr Pekka Jounila, DG REGIO, European Commission
Followed by Q&A
- 14.15 – 14.45 *Coffee break and networking*
- 14.45 – 15.15 **Introduction to financial instruments: Key features and advantages, different financial instruments products, implementation options**
Mr Bruno Robino, European Investment Bank
Followed by Q&A
- 15.15 – 15.45 **How does a guarantee scheme work?**
Mr Bruno Robino, European Investment Bank
Followed by Q&A
- 15.45 – 16.45 **Financial instruments for SME support in practice – Case study demonstrating the delivery cycle and results of a First Loss Portfolio Guarantee**
Ms Daniela Grech, Ministry for European Affairs and Equality, Malta
The Maltese case study is a useful example of an instrument providing financing packages for SMEs using assistance from the European Regional Development Fund (ERDF). It leveraged an initial ERDF investment of EUR 10.8 million to result in a total of EUR 62.3 million being invested in SMEs. Furthermore, the financial intermediary provided non-financial services such as coaching and mentoring. This extra support is considered to be extremely effective, particularly for start-ups with limited financial expertise. The representative the Ministry for European Affairs and Equality in Malta (managing authority) will describe the structure of the financial instrument, the challenges, the achievements and the lessons learned during the full life cycle of this financial instrument.
Followed by Q&A
- 16.45 – 17.00 **Question and answer session with DG REGIO and the EIB**
- 17.00 *End of Day 1*

(continued overleaf)



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DAY 2

Wednesday, 13 September 2017

08.00 – 08.05 **Recap of Day 1**

Mr Bruno Robino, European Investment Bank

08.05 – 08.20 **How does an equity scheme work?**

Ms Miglena Dobрева, European Investment Bank

Followed by Q&A

08.20 – 09.50 **Financial instruments for SME support in practice – Case study demonstrating the use of equity instruments**

Mr Charles Hamilton, Invest Northern Ireland

'Access to Finance Solutions for SMEs' in Northern Ireland are risk capital ERDF financial instruments for enhancing SME competitiveness (TO 3) established based on experiences of using financial instruments during the previous programming periods. The representative of Invest Northern Ireland (intermediate body), who was directly involved in establishing the instruments, will provide participants with hands-on insights from the process of designing, setting up and implementing risk capital financial instruments, analysing the essential practical aspects and key challenges.

Followed by Q&A

09.50 – 10.10 *Coffee break and networking*

10.10 – 12.00 **Workshop – Exploring the potential and features of financial instruments**

Ms Miglena Dobрева, European Investment Bank

Ms Anna Zurek, European Investment Bank

Mr Alessandro Valenza, *fi-compass* expert

This workshop addresses the overall rationale and methodology for designing financial instruments under ESI funds 2014-2020 and provides a comprehensive overview of:

- *The economic justification for financial instruments,*
- *Financial products.*

Participants will work in groups to discuss practical questions related to the implementation of financial instruments.

Experts from DG REGIO and the EIB will be present during the session.

12.00 – 12.25 **Presentation of the group results from the workshop and final discussion**

12.25 – 12.30 **Closing remarks**

Mr Bruno Robino, European Investment Bank

12.30 *End of the event*



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