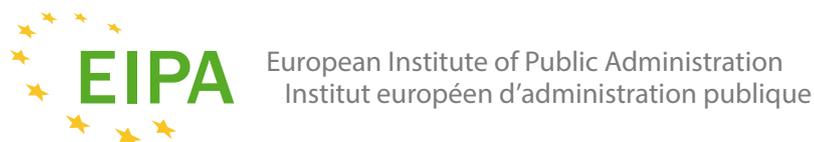


# Blending ESIF and EFSI Funding Sources: Options for Funding, Infrastructure and SME Support Operations

Brussels (BE), 23-24 May 2017



Erasmus+

[www.eipa.eu](http://www.eipa.eu)

### What is this course about?

This seminar-workshop will describe how to use European Structural and Investment Funds (ESIF) alongside the EFSI instrument, the European Fund for Strategic Investment (a part of the so-called “Juncker Plan”). EFSI exists to lever private funding into projects with a higher degree of risk.

ESI Funds (particularly Structural and Cohesion Funds) are playing a key role in co-funding large projects - vital infrastructure, productive investment in companies. EFSI is a new instrument designed to complement the role of ESIF. Notably, EFSI is so successful to date, that it is to be extended and prolonged. This course will explain how best to draw from both Funds.

The seminar will look at how EFSI works and how the funding can be accessed – what is the thinking behind EFSI, how it is structured and managed, and in what circumstances can it be used. There will be a focus on how to use EFSI with ESI Funds. We will present some examples from around the EU of where the instruments have been used together, and to examine specifically how EFSI will work in conjunction with Financial Instruments – an ESIF instrument for providing public and private sector support to companies.

We will also describe how ESI Funds are used in the implementation of major projects, whether for infrastructure or for investments in companies. The specific rules for major projects and other large projects will be outlined and there will be a detailed description of the standard tests required in order to proceed with major projects.

### How will it help you?

- Participants will leave with a clear picture of when and where EFSI might be used, how to access the funding, and how to plan it alongside ESI Funds. They will understand the procedures in place for both instruments.
- Participants will also understand how to proceed with securing EU co-finance for major projects and be familiar with the required appraisal steps, including the financial analysis, the economic analysis and the risk and sensitivity analyses.
- The seminar-workshop will include keynote presentations from senior European Commission /EIB officials, as well as expert consultant input. It will use a mix of illustrated slide-presentations, question and answer sessions and discussions. Workshops and exercises will be used in order to help fix ideas and technical procedures. There will be ample opportunity for an exchange of experiences from different Member States. It will draw together experience of a range of sectors and of the European institutions.

### Who will benefit most?

The workshop will be of particular interest to those considering or planning to use ESI Funds in conjunction with EFSI, in order to implement major projects or other large projects. These include policy makers, public officials from Managing Authorities and other departments, private sector service providers, funders and professional advisers in EU Member States, candidate countries and beyond. It should also be of interest to academics and to officials in European organisations.

# Programme

## TUESDAY 23 MAY 2017

- 08.45 **Registration**
- 09.00 **Introduction to EIPA and seminar**  
*Marco Lopriore, Expert, EIPA, Maastricht (NL)*
- 09.15 **The ESIF Funds: delivering infrastructure and SME support operations**
- ESIF priorities for 2014-2020 and sources of funding, using Financial Instruments and EFSI
  - Major projects, revenue-generating projects
  - Project appraisal principles: rationale, demand, feasibility, options
  - Financial and economic analyses: affordability, sustainability and viability
  - Discounting; calculating FNPV and FRR/IRR; ENPV
  - Cost estimations and incremental calculations
  - Risk and sensitivity analyses
  - Environmental impact; compliance
  - Using public-private partnerships
- Robin Smail, Visiting Expert EIPA and Independent Consultant (UK) (and former National Expert EC)*
- 10.45 Coffee break
- 11.15 **Blending EFSI and ESIF funding**
- The Juncker Plan and the European Fund for Strategic Investments (EFSI)
  - How EFSI works: leveraging private sector investments
  - EFSI project examples
  - Coordinating EFSI and ESIF funding
- Florentine Hopmeier, DG Economy and Finance, European Commission, Brussels (BE)*
- 12.45 Buffet lunch
- 14.00 **Financial Instruments**
- Changes to Financial Instruments supporting ESIF, 2014-2020
  - Flexible instruments for business support
  - The work of Fi-compass and FI examples from around the EU
  - Using FIs in conjunction with EFSI
- Bruno Robino, (tbc), Head of Fi-compass, Financial Instruments Advisory Division, EIB, Luxembourg (LU)*
- 15.30 Coffee break
- 15.50 **Financial Analysis and Viability tests**
- Financial sustainability and financial viability tests
  - Investment costs, working capital
  - Fixed and variable operating costs
  - Establishing the counterfactual and using incremental costs and revenues
- Robin Smail*
- 17.00 **Workshop: building a spreadsheet for the financial analysis**  
*Robin Smail*
- 18.00 **End of first day**

## WEDNESDAY 24 MAY 2017

- 09.15 **Revenue-generating projects – the rules and the grant calculation**
- Eligible and non-eligible costs
  - Revenues, tariffs, polluter-pays principle
  - New options for the grant calculation for revenue-generating projects
- Robin Smail*
- 10.00 **Exercises with the new methods for calculating discounted net revenue and the grant for revenue-generating projects, 2014-2020**  
*Robin Smail*
- 10.40 Coffee break
- 11.00 **Economic viability test; risk and sensitivity analyses**
- From financial to economic appraisal: assessing socio-economic costs and benefits, shadow prices, conversion factors
  - Externalities and willingness-to-pay
  - CBA versus employment creation
  - Risk and sensitivity analyses
- Robin Smail*
- 11.45 **The future of major projects 2014-2020**
- Notifications/Applications to the European Commission
  - Phasing major projects between programming periods
  - Coordinating ESIF co-funded Major Projects with funding from the European Fund for Strategic Investments (EFSI)
- Witold Willak, Deputy Head of Unit, Unit F1 – Competence Centre Closure and Major Projects, DG Regional and Urban Policy, European Commission, Brussels (BE)*
- 13.00 Lunch
- 14.00 **Issues for completing the major projects application form and major project appraisal, 2014-2020**
- Commission experiences and main issues for major projects
  - Issues for the financial and economic appraisals
  - Issues for the risk and sensitivity analysis
  - Sector issues
  - Your checklist
- Witold Willak*
- 15.15 Coffee break
- 15.30 **Exercise with identifying economic benefits and project risks**  
*Robin Smail*
- 16.10 **Conclusion and seminar feedback**
- Blending Structural Funds and Public-Private Partnerships
  - Using cost-effectiveness analysis
- Robin Smail*
- 16.30 **Close of seminar**

# General Information

## Programme

The programme will commence on Tuesday 23 May at 09.00 and finish on Wednesday 24 May at 16.30.

## Course venue

Regione Campania  
8th floor  
Avenue De Cortenbergh, 60  
1000 Brussels

[Directions](#)

## Working language

The course will be conducted in English.

## Fee

EIPA members' fee\*: €995

Regular fee: €1100

The fee includes documentation, two lunches and refreshments. Accommodation and travel costs are at the expense of the participants or their administration. Note that reductions cannot be accumulated. For more information: <http://seminars.eipa.eu> (Training courses - Discount policy)

\* EIPA members can take advantage of a reduced fee; this is available to all civil servants working for one of EIPA's member countries (i.e. AT, BE, BG, CY, CZ, DK, FI, FR, DE, GR, HU, IE, IT, LT, LU, MT, NL, NO, PL, PT, ES, SE, UK), and civil servants working for an EU institution, body or agency.

## Meals

Lunches will be served at a restaurant in town. Should you require a special menu (e.g. vegetarian, diabetic), please inform the Programme Organiser so that this can be arranged.

## Registration

Kindly complete the online registration form which can be found on EIPA's website <http://seminars.eipa.eu> before **2 May 2017**.

Your name and address will be part of EIPA's database for our mailing purpose only. If you do not want to be included in our mailing database, please tick the box on the registration form.

## Confirmation

Confirmation of registration will be forwarded to participants on receipt of the completed registration form.

## Payment

Prior payment is a condition for participation. Please indicate the method of payment on the registration form. For cancellations received within 15 days before the activity begins, we will have to charge an administration fee of €150 unless a replacement participant is found.

## Cancellation policy

EIPA reserves the right to cancel the seminar up to two weeks before the starting date. EIPA accepts no responsibility for any costs incurred (travel, hotel, etc.). For more information: <http://seminars.eipa.eu> (Training courses - Cancellation policy).



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