



*The Meeting place for Finance, Investors, Business Leaders, National, Regional and Local Administrations
looking at funding possibilities in the new European Regions*

The 3rd Conference on FINANCING REGIONAL DEVELOPMENT In Acceding Countries, Candidate and Potential Candidate Countries

Learn from the EU, IFIs, Donors and Private Sector how to benefit from the funds available!

- ***Highlighting finance from the EU and the other International Organisations
– a comprehensive overview of the funding sources available
(Structural Funds, Cohesion Funds, etc.)***
- ***Featuring the increasing role of Regional Funds***
- ***How innovation, SMEs, infrastructure and Public Private Partnership
are significantly impacting on Regional Development***

A 2-day International Conference and Exhibition in

BUCHAREST



JW MARRIOTT[®]
BUCHAREST GRAND HOTEL

28 & 29 November 2006

Simultaneous translation in English ↔ Romanian

European Finance Convention Foundation

Brussels Head Office: Lenneke Marelaan 30, B - 1932 Zaventem

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Financing Regional Development in the New Europe

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Introduction

This forthcoming 3rd Conference on Financing Regional Development is an informative event and pre-operative session intended to various sectors involved in financing Regional Development.

The European Finance Convention intends, with this Conference, to provide the audience with practical information on how to benefit from the numerous facilities available in order to speed up and improve sustainable development of the Regions located in countries which have recently acceded, those in accession process and those that will follow.

With the new period of Regional funding possibilities starting in 2007, the proposed agenda will provide the participants with first hand information on how to best prepare them for the new period after 2006 by listing a wide-ranging overview of current funds (from classical Regional funds to funds for specific business sectors).

Indeed, national experts have already started to address Regions on the decisive steps to be taken well on time, in order to make sure that future national plans will take into consideration the objectives of the respective Regions.

Our top-level speakers will guide the audience on both days through the jungle of open questions related to existing funding possibilities and will prepare them for the selection, application and management of such projects.

Who should attend?

The programme of this Conference is specially designed for:

- Representatives of Regions in the Acceding Countries, Candidate Countries and Potential Candidate Countries
- Representatives of towns and local governments
- SMEs, companies and business associations (national and regional)
- Various agencies, Chambers of Commerce, research and technology parks
- Consultants and legal offices
- Financial intermediaries, banks, rating agencies, etc.

Our high-level speakers are coming from both the public and private sectors. It includes:

- European and International Institutions
- Regional/National Administrations
- Companies/Consultants
- Financial Institutions
- Investment and Donors Agencies



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Programme and Speaker Invitees

Tuesday 28 November 2006

08.30 - 09.00 Registration and welcome coffee

09.00 - 10.00 *Welcome Address*
Adriean Videanu,
Mayor of the City of Bucharest

Keynote Address
Mircea Nicu Toader,
Secretary of State for Local Communities,
Romanian Ministry of Public Administration and Interior

Opening Address

Anca Daniela Boagiu
Minister of European Integration, Romania

Welcome Comments

Onno Simons,
Deputy Head of Delegation, European Commission

EU FUNDING OPPORTUNITIES FOR THE REGIONS AND FOREIGN DIRECT INVESTMENTS

• *Funding opportunities available as New Member States (EFRD, ESF, Cohesion Fund)* • *The new funding opportunity IPA (instrument for pre-accession assistance) for Candidate and Potential Candidate Countries* • *Foreign Investments as a catalyst for regional development* • *A practical guide on how to apply for fundings*

10.00 - 11.30 **Sebastian Vladescu,**
Minister of Public Finance,
Romania

Nicolae Danila,
Chief Executive Officer,
Banca Comerciala Romana, Romania

Erich Unterwurzacher,
Head of Unit, Directorate General Regional Policy,
European Commission

A **Senior Representative** from Directorate General
Enlargement, **European Commission**

Zsolt Nagy,
Minister for Communications and Information
Technology, Romania

Georgi Stoev,
State Expert and Secretary of the "Regional
Development" OP WG, Ministry of Regional
Development and Public Works, Bulgaria

Kvetoslava Botkova,
Head of Municipalities and Specialized Financing,
Komerční Banka, Czech Republic

11.30 - 12.00 Coffee break and networking

FUNDING AND OTHER FACILITIES FOR SUPPORTING INFRASTRUCTURE / TRANSPORT / ENERGY

• *Improving infrastructure to boost regional development* • *EU support for energy, environment and transport*
• *Waste and Wastewater management* • *US supportive activities* • *Technical assistance* • *EBRD support* •
*Municipal Developments Funds and infrastructure project financing, Bond issuance and local government access to
the capital markets.*

12.00 - 13.30 **Cormac Murphy,**
Head of Lending Operations in Bulgaria, Romania
and Cyprus, South East Europe Department,
European Investment Bank

Hildegard Gacek,
Country Director Romania,
EBRD

Sebastian Radocea,
Senior Associate,
Tuca Zbarcea & Asociatii, Romania

Atila Korodi,
Secretary of State for EU Integration,
Ministry of Environment and Water Management,
Romania

Rainer Freund,
Head of Center Podgorica, Montenegro,
European Agency for Reconstruction

Valentin Miron,
Managing Partner,
VMB Partners

Fernando Mayorga,
Managing Director, FitchRatings, Spain

13.30 - 14.30 Buffet luncheon hosted by **Banca Comerciala Romana**

THE ROLE OF IT / INNOVATION / SMEs IN THE REGIONAL DEVELOPMENT

• *JEREMIE - a programme to support SMEs, Microfinance* • *The EU Grant Advisory Programme* • *The Hidden Value
of Industrial Property Rights - could it be unlocked for SMEs?*

14.30 - 16.00 **Dan Nicula,**
General Manager,
Bucharest-Ilfov Regional Development Agency, Romania

Philippe Darquier,
Team Coordinator,
EBRD TAM Programme, Romania

Bogdan Cocora,
Managing Director,
S&T, Romania

Alexandru Borcea,
President, ARIES,
ICT Association, Romania

Wilfried Grommen,
General Manager Business Strategy, Microsoft Europe
EMEA, Belgium



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Eugenia Nicolae,
Head of Bureau,
Romanian Patent Office, Romania

Marc Schublin,
Head of JEREMIE,
European Investment Fund, Luxembourg

A **Speaker** from the **private sector**

16.00 - 16.30 Coffee break and networking

PPP PROJECTS TO FACILITATE REGIONAL DEVELOPMENT

• *Role of IFIs in financing PPP projects – direct loans to local authorities and municipal companies, equity investments, credit lines and guarantees* • *Building a valuable approach for PPP-IPA projects* • *EU Funding, infrastructure finance and PPP – results achieved and challenges ahead.*

16.30 - 18.00 **Angelo Dell'Atti,**
General Manager, Private Enterprise Partnership,
Southeast Europe Infrastructure,
International Finance Corporation,
World Bank Group, Bulgaria

Arthur Schankler,
Senior Banker,
EBRD, Czech Republic

Benoit P. Blarel,
Country Manager of the World Bank,
Romania Office

Oswald Hutter,
Expert infrastructure and Public Private Partnerships,
Stability Pact for South Eastern Europe, Belgium

Gulden Turkoz-Cosslett ,
UNDP Resident Representative,
Albania

A **Speaker** from the **private sector**
(A successful showcase from EU or the Region)

Alessandro Merlo,
International Public and Infrastructure Finance,
Banca OPI, Italy

19.00 Cocktail hosted by **TUCA ZBARCEA ASOCIATII** and **VMB Partners** for all delegates, speakers, sponsors and invitees at the Parliament Palace.

Wednesday 29 November 2006

08.45 - 09.15 Welcome coffee

09.15 - 09.30 *Opening Address*
Antonio de Blasio,
Member of the European Parliament,
Committee on Regional Development, Hungary

FACILITATING REGIONAL DEVELOPMENT AND INCENTIVES

• *Flat Tax Success Story Slovakia* • *A view from a Rating Agency* • *Requirements to attract and facilitate foreign investments.*

09.30 - 11.00 **Lianu Costin,**
General Director, Export Promotion Directorate
Coordinator of National Export Strategy

Dan Orodan
Deputy General Manager, Express Finance IFN
S.A., CHF Group

Ana Maria Mihaescu,
Chief of International Finance Corporation, Romania

A **Speaker** from the **private sector**

Mario Torrisi,
Councillor responsible for Sicilian Region-Presidency, Italy

11.00 - 11.30 Coffee break and networking

SUSTAINABLE TOURISM DEVELOPMENT AS A TOOL FOR ECONOMIC DEVELOPMENT / RURAL DEVELOPMENT

11.30 - 13.00 **Harald Jahn,**
Head of Division, Manufacturing Industry & Commercial
Services, Project Directorate, European Investment Bank,
Luxembourg

Željka Tankosić-Kelly,
Deputy Resident Representative/ Head of the United
Nations Development LO Podgorica, Montenegro

A **Speaker** from the **European Agency for Reconstruction**

Nicolae Flaviu Lazin,
State Secretary,
Ministry of Agriculture, Forest and Rural Development,
Romania

13.00 Buffet luncheon hosted by **Sicilian Region-Presidency**



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PLEASE FAX TO +32 2 733 64 40

ADMINISTRATIVE DETAILS AND TERMS

FEES

Fees are listed in the Registration Form and include participation in the Conference, refreshments and coffee breaks, luncheons, cocktails and documentation material as well.

REGISTRATION

Full payment is required prior to the Conference and can be made by cheque or bank transfer. Also send or fax completed registration form and payment advice to the following address: 30/8 Lenneke Marelaan, 1932 Zaventem, Belgium - Fax: +32 2 733 64 40 - e-mail: info@euroconvention.com

PAYMENT

Please send SWIFT payment (SWIFT CODE: KREDBEBB) to E.F.E.C. BRUSSELS SPRL, account in EURO n° 437-6221771-35, IBAN Code: BE57 4376 2217 7135 c/o KBC Bank, avenue de Tervueren 16BA, 1040 Brussels, Belgium.

Alternatively, we will welcome your cheque made payable to European Finance Convention Foundation and mailed to the following address: 30/8, Lenneke Marelaan, 1932 Zaventem, Belgium.

CANCELLATION

Cancellations must be received in writing by November 7, 2006 and will be subject to 50 % administrative charge. In case of cancellation after this date, you will be liable for the full Conference fee. A substitute delegate will be accepted at any time, but please notify the Organisers before the Conference.

TRAVEL AND ACCOMMODATION

Delegates are also responsible for the arrangement and payment of their own travel and accommodation. A block of rooms will be set aside for delegates at the JW Marriott Bucharest. Details will be sent to you, when you are registered to the Conference, for direct booking with the hotel.

VENUE

The Conference will take place in the JW Marriott Bucharest, Calea 13 Septembrie No. 90, Bucharest 5, Romania

Tel.: (+40) 21 403 0000 – Fax: (+40) 21 403 1001

ü <http://marriott.com/BUHRO>

LANGUAGES

The working language of the Conference will be English and Romanian.

SPONSORSHIP OPPORTUNITIES

Limited opportunities still exist to host presentations, cocktail or for exhibition/display space. Please enquire for availability.

For further information, we welcome your call to

Tanguy de Craecker (Brussels Office)

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REGISTRATION FORM

Yes, I would like to register for "Financing Regional Development" to be held in Bucharest on 28 & 29 November 2006

DELEGATE DETAILS

Please complete in block capital letters

using one form per person and photocopying for extra delegates

First name Mr./Ms.

Surname

Company

Position

Address

ZIP City

Country

VAT nr

Phone

Fax

e-Mail

CONFERENCE FEES

(please tick the box ☐)

- | | | | |
|----|---|---|-------|
| .. | Registering 1 delegate for the Conference | € | 1.300 |
| .. | Registering 2 delegates from the same company / Organisation for the Conference | € | 1.950 |
| .. | Registering 3 delegates from the same company / Organisation for the Conference | € | 2.500 |

For 4 delegates or more, please contact us for a special discount

SPECIAL DISCOUNT FOR SME MEMBERS OF ARIES

Delegates from a Local, Regional or National Government located in CEE / SEE / RUSSIA / CIS / Balkan / Caucasus are entitled to apply for this special reduced registration fee:

- | | | | |
|----|---|---|-----|
| .. | Registering 1 delegate for the Conference | € | 200 |
| .. | Registering 2 delegates from the same SME company being member of ARIES | € | 350 |
| .. | Registering 3 delegates from the same SME company being member of ARIES | € | 450 |

For 4 delegates or more, please contact us for a special discount

METHODS OF PAYMENT

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| .. | By bank transfer to E.F.E.C. BRUSSELS SPRL, account in EURO n° 437-6221771-35, IBAN Code: BE57 4376 2217 7135 c/o KBC Bank, avenue de Tervueren 16BA, 1040 Brussels, Belgium.(SWIFT CODE: KREDBEBB) |
| .. | Cheque made payable to European Finance Convention Foundation, 30/8, Lenneke Marelaan, B - 1932 Zaventem, Belgium |

Date:----- Signature:-----

(Please note that in completing this registration form, you undertake to adhere to our cancellation and payment terms)

E.F.E.C. BRUSSELS SPRL and the European Finance Convention Foundation reserve the right to alter or amend the content of the programme, the venue and/or the speakers, in case of unforeseen circumstances