



## **Synergies and Clustering between Maritime Projects (EASME/EMFF/2020/3.1.12) – SI2.850620**

### ***“Workshop on Financial engineering”***

**Location:** Online (Zoom).

Link provided separately to registered participants.

**Format:** The workshop will take place in two parts, with the second being exclusively for networking

**Timing:** 10:00 – 13:00 CET, 5 May 2022

**Moderator:** Cogea

**Registration link:** [https://ec.europa.eu/eusurvey/runner/financial\\_engineering](https://ec.europa.eu/eusurvey/runner/financial_engineering)

#### **Workshop Objective:**

The workshop seeks to address a shortcoming identified in many EMFF-funded projects, namely: what happens when the grant support ends?

Ideally, grants are awarded to innovative projects, products, and / or services that hold great potential, but are not yet sufficiently developed to enter the market or to raise capital from private investors. The purpose of a grant is to "nurture" these ideas until they grow mature and are ready to stand on their own feet.

However, for a number of reasons, several EMFF-funded projects often end up finishing with the grant itself. There is often limited consideration of sustaining or developing projects following grant funding.

# Agenda

Chair: Alessandro PITITTO, Cogea

## Part 1: Financial engineering challenges and options

- 10:00-10:05**    **Welcome and introduction**  
*Charlotte JAGOT, CINEA*
- 10:05-10:10**    **Policy context and investment landscape**  
*Claus SCHULTZE, DG MARE*
- 10:10-10:20**    **New technologies: funding opportunities and eligibility conditions**  
*Antonella CALVIA-GÖTZ / Alberto CASORATI, European Investment Bank*
- 10:20-10:30**    **[BlueInvest](#)**  
*Renata ALMEIDA PELOSO, PwC Luxembourg*
- 10:30-10:40**    **Funding engineering through TRLs**  
*Enric VILLARÍN, CorPower Ocean*
- 10:40-10:50**    **[Digicirc](#): Blue Economy Call**  
*María BERNABÉ, Centro Tecnológico Naval y del Mar*
- 10:50-11:20**    **Panel discussion**  
*Gauthier CLAR, CINEA and Pierre ERWES, [Blue Forward Fund](#); Chair: Alessandro PITITTO, Cogea*
- 11:20-11:35**    **Comfort Break**

## Part 2: Knowledge sharing and networking

- 11:35-11:40**    **Introduction to Part 2**  
*Alessandro PITITTO, Cogea*
- 11:40-12:25**    **Parallel breakout rooms\***  
*1. Introduction to post-grant business planning (Moderator: Anna KĘSICKA, Cogea)*  
*2. Getting market ready (Moderator: María BERNABÉ, Centro Tecnológico Naval y del Mar)*  
*3. Business valuation and equity investment (Moderator: Renata ALMEIDA PELOSO, PwC Luxembourg)*
- 12:25-12:40**    **In plenary – Summary of discussions**  
*Reporting back from rapporteurs (Rod CAPPELL/Vincent DEFAUX/Wasseem EMAM, Poseidon)*
- 12:40-12:45**    **Formal meeting close**

\* Project-beneficiaries will be assigned to breakout rooms, based on what reported on their registration forms.