

EUSAIR StEP PROJECT

1st Session on Financial Dialogue: Setting the Stage for the EUSAIR Financial Facility

24 September 2026—10:00-11:30 | Mode: Online, in English | Duration: 90 minutes

DRAFT

The workshop

The first session of the EUSAIR Financial Dialogue workshop series focuses on **building a shared understanding and institutional consensus around a future EUSAIR Financial Facility and Financial Matchmaking Platform in the perspective of Enlargement**. As the inaugural workshop of a series, it focuses on setting out conditions and requirements for the EUSAIR Financial Facility and the Financial Matchmaking Platform that supports it. Subsequent workshops will address sectoral requirements and national promotional and private bank financial instruments, illustrated by case examples. The agenda for follow-up sessions will be shaped by inputs from this first session.

Proposed Agenda (90 Minutes)

Time allocation	Speakers	Content
10:00-10:10	Opening & Framing--	
	Italian Presidency – (TBC)	Welcome and Greetings from the Italian Presidency Priorities of the <i>Italian Presidency</i> of EUSAIR.
10:10-10:30	Setting the stage for a Financial Facility	
	Moderator <i>Sergio Garribba – Coordinator of EUSAIR Pillar 2, sub-group on Energy – (TBC)</i>	Introducing the concept of an EUSAIR Financial Facility as a lean coordination and enabling structure to help turn priority project ideas into bankable proposals, provide key information on available funding instruments, connect project promoters with existing funding programmes and financial institutions, and strengthen the EUSAIR project pipeline in the perspective of Enlargement.
	Marche Region-- <i>StEP Technical Assistance Team</i>	The EUSAIR StEP Financial Dialogue series and the key role of the Marche Region in Financial Dialogue The role of Financial Dialogue in helping unlock opportunities for funding strategic priorities and Flagship initiatives in EUSAIR.
10:25-10:35	EBRD Perspective from Serbia	
	<i>Milena Popovic Martinelli, Associate Director for Regional Policy & Strategy for Central and South-Eastern Europe (TBC)</i>	Role of EBRD in bridging the gap between public-sector reform needs and private-sector investment opportunities.

10:35-10:45	EBRD Perspective from London HQ	
	<i>Donald Mishaxhiu, Regional Head of Infrastructure for the Western Balkans, Romania and Bulgaria</i>	The critical role of EBRD in Funding infrastructure and availability of new strategic instruments for connecting the Western Balkans Improving alignment between strategies and funding opportunities for developing large Transport Infrastructure (rail, road and ports) and Connectivity in the region
10:45-10:55	EIB Perspective from Albania	
	<i>Alessandro de Concini, Head of EIB Representation</i>	The role of the EIB in the Western Balkans funding to support the Acquis in Albania and other Candidate countries EIB Global's support to Albania and North Macedonia in unlocking new funding for green projects and climate resilience initiatives
10:55-11:05	EUSDR Perspective Funding Enlargement & shared priorities	
	<i>Nicole Hauder Evaluation Officer, Danube Strategy Point</i>	Strengthening practical synergies between EUSAIR and EUSDR to tap into funding resources to support enlargement and address shared priorities in candidate countries EUSDR experience with the <i>Seed Money Facility</i> and how EUSAIR and EUSDR could cooperate in a EUSAIR Funding Facility, creating synergies with EBRD and EIB in relevant countries
11:05-11:20	Interactive Session — Live Polling	
	StEP Team / Speakers and online participants <i>(facilitated by JEF)</i>	Mentimeter/Slido polling on project support needs, financial instrument priorities and future engagement of IFIs Feedback on features of a Financial Facility and Matchmaking platform—a matchmaking environment in which a project pipeline responding to a macro-regional priority can encounter the instruments and institutions that could fund it
11:20-11:30	Synthesis & Next Steps	
	StEP Team	Live read-out of polling results; Roadmap for upcoming thematic sessions; signalling of the launch of the Managing Authorities network as a bridge to the embedding workstream.