



How to adapt to a new regulatory regime – integrating the EU from a regulator's perspective



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MEDREG – CEER Roundtable; Grasse, 19 November 2013



Supported by the European Union

Integrating ... – a multi-dimensional challenge

- EU regulators aiming at multiple moving targets
- NRAs burdened with specific domestic issues
- New MS having to bridge the two domains
- EU accession proved to be the decisive motive/step in providing real regulatory assumptions
- Adapting on the move



Croatia – 1 July 2013

- ... and the morning after ?
- Running towards the stadium is different than the ball game itself
- Difficult domestic market(s)
- Political scene – difficult divorce
- Market opening live
- Adapt the exec framework:



Croatia – regulatory woes

- Changing the national Law on regulation (XI-2012) meant an introduction of EU principles in regulatory governance
 - Happy to give away pricing responsibility ...
 - ... questioning financial independence
 - Supporting full cost coverage ...
 - ... would prefer no changes in regulated tariffs
 - In other words – nothing that has not already been seen (or could not have been expected)
- The challenge to establish a position of respect – looking to customers as allies (deliver benefits !)



Integrating

- Participate
- Prioritize (domestic AND EU)
- Continue capacity buildup
- Bring specific experience
- Keep the old friends while getting new ones





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