



**AECM Seminar**  
**Official Programme**  
**Marriott Hotel Berlin, Germany**  
**18 - 20 June 2015**

**18 JUNE 2015**

**Public session and first session of the Annual Seminar**

**14:00 – 14:15 Welcome**

- Chairman of AECM

**14:15 – 14:45 Ceremony for the outgoing President and members of the Board of Directors of AECM**

**Presentation of the members of the new Board of Directors of AECM**

**14:45 – 15:30 Panel on the activities of AECM**

Moderator: **Bernhard Sagmeister**, CEO, Austria Wirtschaftsservice (aws), Austria

- Overview of the activities 2014 to 2015, **José Fernando Figueiredo**, Special Honorary Chairman of AECM, President of IFD and of SPGM
- Overview of the activities of the working groups:
- Working group on Agriculture, **László Tóth**, AVHGA/ Hungary
- Working group on Banking Supervision, **Enrico Gaia**, Assoconfidi/ Italy
- Working group on SME Policy, **Pedro Pisonero Perez**, CESGAR/ Spain
- Working group on State Aid, **Guy Selbherr**, VDB/ Germany
- Working group on Statistics and Studies, **Bernard Jehin**, Sowlfin/ Belgique
- Working group on Structural Funds, **Audrius Zobotka**, INVEGA/ Lithuania

**15:30 – 16:00 Coffee Break**

**16:00 – 17:30 Panel on the priorities of the Juncker Commission: What's in for SMEs' access to finance?**

**Moderator: N.N.**

- **Miguel Gil Terte**, European Commission, Member of the Cabinet of Vice-President Jirki Katainen:  
„The investment plan for jobs and growth in Europe – an introduction“ – tbc.
- **José Manuel Fernandes**, Member of the European Parliament – The European Fund for Strategic Investments (EFSI):



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„What does the European Parliament do for SMEs' access to finance?“ – confirmed.

- **Eva-Maria Meyer**, German Federal Ministry of Finance, Deputy Director General European Policy:  
„Boosting jobs, growth and investment – a European or a national task?“ – confirmed.
- **José Rolando Álvarez Valbuena**, President of the Confederación Española de Sociedades de Garantía Recíproca (CESGAR):  
„Expectations of the guarantee institutions towards the new Commission“
- **Liane Buchholz**, Association of German Public Banks/ Bundesverband Öffentlicher Banken (VÖB), Managing Director and member of the Board of the European Association of Public Banks (EAPB):  
„Building a Capital Markets Union: How to kick-start growth and to increase options for financing for SMEs?“ – confirmed.
- **Peter Faross**, Secretary General of the European Association of Craft and Small and Medium-Sized Enterprises UEAPME:  
„SMEs' requests to the Juncker Commission“ – confirmed
- **Questions & answers**

17:30

**Closing of the meeting and end of public session**



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**AECM SEMINAR: Guarantees For Innovative SMEs: Ways to Prosperity**

**MORNING SESSION**

**08:30 – 09:00**    **Arrival / Registration / Coffee**

**09:00 – 09:30**    **Welcome and opening statements:**

**The new Googles, Amazons, Apples and co – are guarantee institutions courageous enough to finance them?**

- **Chairman of AECM**
- **Guy Selbherr**, President of the Association of German Guarantee Banks (Verband Deutscher Bürgschaftsbanken – VDB)

**09:30 – 09:45**    **Opening remarks: Does one-size of SME policy fit all SMEs – also innovative ones?**

- **Matthias Machnig**, Secretary of State, German Federal Ministry for Economy and Energy

**09:45 – 11:00**    **Panel: Innovation financing – are SMEs less innovative than big companies? – How to unlock their full potential**

Moderator: **N.N.**

- **Kristin Schreiber**, Deputy SME envoy and Director for Entrepreneurship and SMEs, Directorate-General Internal Market, Industry, Entrepreneurship and SMEs, European Commission:  
„How does the European Commission promote innovative SMEs?“ – confirmed.
- **Pier Luigi Gilibert**, CEO European Investment Fund (EIF):  
„The role of the EIF in promoting innovative SMEs“ – confirmed.
- **Hans Peter Wollseifer**, President of the German Confederation of Skilled Crafts and Small Businesses/ Zentralverband des Deutschen Handwerks (ZDH):  
„SMEs problems in getting access to finance for innovation“ – confirmed.
- **Fabio Petri**, President of Assoconfidi/ Italy, Guarantee institutions:  
„A key factor in financing innovation“

**11:00 – 11:30**    **Coffee Break**



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**11:30 – 11:45**

**Impulse statement: Investing in innovation – where do we stand in Europe?**

- **Jörg Zeuner**, Chief Economist, KfW (Kreditanstalt für Wiederaufbau) Bankengruppe – tbc.

**11:45 – 13:00**

**Panel: Global benchmarking and cross learning**

Moderator: **José Fernando Figueiredo**, special Honorary Chairman of AECM with special mandate for international relations, President of IFD and of SPGM

- **Lucia Cusmano**, Centre for Entrepreneurship, Small and Medium-sized Enterprises (SMEs) and Local Development, Organisation for Economic Co-operation and Development (OECD):  
“Building a conducive environment for innovative SMEs” – confirmed.
- **Pietro Calice**, Senior Financial Sector Specialist Finance & Markets, World Bank Group:  
“Principles for Public Partial Credit Guarantee Schemes for Small and Medium Enterprises in Emerging Markets and Developing Economies” – confirmed.
- **Pablo Pombo González**, Founding President of AECM, Secretary General of the Iberoamerican Network of Guarantees (REGAR):  
“Support and opportunities for innovative and growing SMEs from a Latin American perspective”
- **Giuseppe Gramigna**, Chief Economist at the Small Business Administration (SBA), United States  
“Creative Financing Options for innovative, young and fast growing companies – the US example” – confirmed.
- **Motohide Hashimoto**, Executive Director, Japan Finance Corporation (JFC), Japan:  
“Supporting innovative SMEs’ access to finance: a key factor for a successful economy – the Japanese example” – confirmed.
- **Alessandro Bozzo Toselli**, Deputy Manager, State Guarantee SME Fund (FOGAPE), Chile:  
“Supporting innovative SMEs’ access to finance: a key factor for a successful economy – the Chilean example” – confirmed.

**13:00 – 14:30**

**Lunch Break**



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**AFTERNOON SESSION**

**14:30 – 16:00 Break out sessions: Innovation financing as a business opportunity – examples of successful choices**

Parallel workshops A and B:

**Workshop A:** Real life stories for promoting innovation with a special focus on innovative ways to use structural funds in promoting innovation - from the design of a programme to the implementation and realisation

Moderator: **Virginie Poncet**, Head of International Consulting Activities, Development and International Affairs Department, Bpifrance/ France

- **Rudolf Niessler**, Director at the DG REGIO — Regional and Urban Policy, European Commission – tbc.
- **Silvia Ciornei**, President FNGCMM, Romania
- **Jacek Szugajew**, Vice-President, Bank Gospodarstwa Krajowego (BGK), Poland
- **Audrius Zobotka**, Director General, INVEGA, Lithuania
- Entrepreneur

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**Workshop B:** The role of COSME and Horizon 2020 in promoting innovation - from the design of a programme to the implementation and realisation

Moderator: N.N.

- **Jean-David Malo**, Head of Unit SMEs, Financial instruments and State Aid, Directorate-General for Research and Innovation, European Commission – tbc.
- **Astrid Bartels**, Policy Officer, Unit SME Access to Finance, Directorate-General Internal Market, Industry, Entrepreneurship and SMEs, European Commission– confirmed.
- **Vincent Van Steensel**, Head of Portfolio Guarantees, European Investment Fund (EIF) – confirmed.
- **Gilbert Rebeyrole**, President of the Fédération Nationale des SOCAMA, France
- **Kurt Leutgeb**, Head of Guarantees and Subsidies, Austria Wirtschaftsservice (aws), Austria

**16:00 – 16:30 Coffee Break**



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<b>16:30 – 17:00</b>	<b>Wrap-up workshops</b>
<b>17:00 – 17:15</b>	<b>Presentation of AECM annual event in 2016</b>
<b>17:15 – 17:30</b>	<b>Closing Remarks &amp; Group Photo</b>