
OPERATIONAL TRAINING SESSIONS

INGA BALZEKAITE – DEPUTY MEMBER OF THE BOARD OF DIRECTORS WITH THE RESPONSIBILITY FOR THE OPERATIONAL TRAINING SESSIONS



aecm
EUROPEAN ASSOCIATION OF GUARANTEE INSTITUTIONS

OPERATIONAL TRAINING SESSIONS (OTS)

- Purpose: Spread the knowledge that is being accumulated among our members and the market
- Frequency: Twice per year
- Number of participants: 25-50
- Budget: The sessions should be self-sustained and not burden the AECM budget
- Sponsorships: These are very welcomed and the priority is given to sponsors recommended by the respective hosts of each session

OVERVIEW OF RECENT OTS

- **Venue: 15-16 October 2015 - Zagreb, Croatia**
- **Hosted by HAMAG-BICRO**
- Topic: **Innovations in Credit Guarantee Schemes: A way to success**
- Participation: 44 participants from 24 AECM members / 8 speakers
- External speakers: EC / EIF / Zagrebacka Banka / Science and Technology Park of the University Rijeka
- Sponsor: Galileo Network

- **Venue: 9-10 May 2016 - Vilnius, Lithuania**
- **Hosted by Invega and ACGF**
- Topic: **Guarantee products and risk assessments**
- Participation: 45 participants from 20 AECM members / 12 speakers
- Sponsor: Siauliu Bankas AB

THE UPCOMING OTS

- Venue: 15-16 September / Warsaw, Poland
- Hosted by BGK
- Topic: Communication with banks
- Preparing the session: A questionnaire is prepared in order to collect information on the way our members communicate with banks - Hopefully this exercise will help us identify best practices

- Venue: Spring 2017 / in Manchester, UK
- Hosted by the British Business Bank
- Topic: To be determined

TOPICS OF INTEREST EMERGING FROM OTS

- **Communication with the banks**
- **Exchange of experience with guarantee instruments funded through SF**
- **Guarantee products – Specificities according to targeted beneficiaries:**
 - Start-ups vs more mature businesses
 - Micro companies vs small or medium
 - Crowdfunding financing
- **Guarantee products – Specificities according to type of guarantee and form of financing:**
 - Individual vs portfolio guarantees
 - Crowdfunding financing vs more traditional financing
- **Guarantee products – Implementation issues:**
 - State aid schemes for guarantees (when beneficiaries are SMEs, big companies or agricultural sector)



Guarantee schemes – principles

HOW ARE WE BENEFITING FROM OTS?

OTS allow us to:

- Spread the knowledge and share the best practices
- Get feedback from external experts
- Exchange views on current technical issues our members are facing
- Promote a constant capacity building process for our colleagues and our institutions
- Bring our people together
- Create a lively and sustainable knowledge-transfer platform
- Network with market stakeholders and lobby in favour of AECM and our guarantee instruments
- Strengthen our visibility in the market
- Expose our AECM strategy among our people that actually do the work and get feedback from them
- Eat Katrin's tasty chocolates

BETTER IS THE ENEMY OF GOOD

We want to constantly improve our trainings

- We need your constant feedback
- Let us know of experts in the market that would bring value to our trainings
- We want you to flag any issues that are pressing and need more technical approach
- Involvement of international organisations and international financial institutions (EC, World Bank, OECD, FAO, EBRD, EIB)
- Involvement of more AECM members, and more importantly those members who have not been so active in AECM activities (you know who you are!!!!)
- Seek more sponsors and especially EU sponsorship