



**Istanbul:
Draft Seminar Programme,
17 October 2014**

**Breaking down barriers:
Guarantees, an international
perspective**

Istanbul: Public session of the General Assembly
and First Session of the annual Seminar

Hotel Conrad, Istanbul, Turkey

Thursday, 16 October 2014, from 14:30 to 17:30

14h30 -14h35: Welcome by José Fernando Figueiredo, AECM Chairman

14h35 – 16h00: AECM news from the members

- New products: Microfinancing facility with guarantee, Dariusz Kacprzyk, *President of the Management Board of BGK, Poland*
- New products: Mezzanine finance and guarantees, Andrus Treier, *CEO of KredEx Fund, Estonia*
- New products: Letter of intent for a guarantee and guarantees for equity, Darko Liović, *President of the Managing Board of HAMAG BICRO, Croatia*
- New products: Crowdfunding: Where to position guarantees?, Michel Cottet, *Managing Director of SIAGI, France*
- Presentation of the AECM scoreboard, Bernard Jehin, *Member of the Board of Directors and Chairman of the Working Group on Statistics and Studies of AECM*



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16h00 – 17h30: Implementation of the EU Financial Instruments of the new programming period 2014 to 2020 -How to use EU programmes?

- Jean-David Malo, *Head of Unit SMEs, Financial instruments and State Aid, Directorate General Research and Innovation, European Commission*
- Astrid Bartels, *Policy Officer, Unit SME Access to Finance, Directorate General Enterprise and Industry, European Commission*
- Jean-Claude Depoisier, *Vice-President of the Fédération Nationale des Socama, France*
- Georgios Floros, *Head of equity and guarantee financial instruments, Unit Financing of innovation, competitiveness and employment policies, Directorate General Economics and Financial Affairs, European Commission*
- Gunnar Mai, *Head of COSME Guarantee Facility, European Investment Fund (EIF)*

Questions & answers

17h30: Closing of the meeting by the Chairman of AECM



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Istanbul: Seminar Programme

“Breaking down barriers: Guarantees, an international perspective”¹

Hotel Conrad, Istanbul, Turkey

Friday, 17 October 2014 from 08:30/ 09:00 to 17:30

MORNING SESSION

8h30 – 9h00: Registration

9h00 – 09h30: Opening session – welcome of participants

- José Fernando Figueiredo, Chairman of AECM
- Abdülkadir Akgül, President of TESKOMB
- Ali Fuat Taşkesenlioğlu, CEO of Halkbank
- Nurettin Canikli, Minister of Customs and Trade
- Ali Babacan, Deputy Prime Minister

09h30 – 09h45: European SME Policy: old foundations, new perspectives

- Joanna Drake, Director SMEs and Entrepreneurship, Directorate-General Enterprise and Industry, European Commission

¹ Note: Some speakers still need to confirm their participation.



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09h45 – 11h45: SMEs' access to finance – the international perspective

Moderator: Joanna Drake, *Director SMEs and Entrepreneurship, Directorate-General Enterprise and Industry, European Commission*

- Pedro Pereira Gonçalves, *Secretary of State Entrepreneurship, Portugal*
- Alessandro Tappi, *Head of Guarantees, Securitisation and Microfinance, European Investment Fund (EIF)*
- Sergio Arzeni, *Director of the Centre for Entrepreneurship, Small and Medium-sized Enterprises (SMEs) and Local Development of the Organisation for Economic Co-operation and Development (OECD)*
- Giuseppe Gramigna, *Chief Economist at the Small Business Administration (SBA), United States*
- Geun Woo Seoh, *Chairman & CEO of Korea Credit Guarantee Fund (KODIT), Korea*
- Motohide Hashimoto, *Executive Director of the Japan Finance Corporation, Japan*
- Rym Ayadi, *Senior fellow at the Centre for European Policy Studies (CEPS), Brussels and Professor HEC Montreal, Canada*

Commentator: José Fernando Figueiredo, *Chairman of AECM and President of SPGM/ SGM, Portugal*
Questions & answers

11h45 – 12h15: SMEs' access to finance in Turkey

- Ismail Kalender, *Directorate General of Co-operatives, Ministry of Customs and Trade*
- Erdal Erdem, *Deputy General Manager of Halkbank, Artisans and SME Banking*

12h15 – 13h45: Lunch Break



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AFTERNOON SESSION

13h45 – 14h45: Recent development of guarantee schemes across the world: Africa and America

Moderator: Kurt Leutgeb, *Head of Guarantees and Subsidies, Austria Wirtschaftsservice Gesellschaft mbH (aws), Austria*

- Taoufiq Lahrach, *CFO & General Counsel of the Caisse Centrale de Garantie (CCG), Morocco*
- Giuseppe Gramigna, *Chief Economist at the Small Business Administration (SBA), United States*
- Francisco Martinotti Sormani, *President of the Asociación Latinoamericana de Instituciones de Garantía (Aliga), Perú*
- Alessandro Bozzo Toselli, *Deputy Manager of the State Guarantee SME Fund (FOGAPE), Chile*
- Pablo Pombo González, *Secretary General of the Iberoamerican Network of Guarantees (REGAR)*

14h45 – 15h45: Recent development of guarantee schemes across the world: Europe and Asia

Moderator: Ilias Skamnelos, *Sr. Financial Sector Specialist, Finance and Markets Global Practice, World Bank Group*

- JongMan Park, *Executive Director of Korea Technology Finance Corporation (KOTEC), Korea*
- Datuk Wan Azhar Wan Ahmad, *President and CEO of the Credit Guarantee Corporation Malaysia Berhad, Malaysia*
- Galina Izotova, *CEO of the Russian Credit Guaranty Agency, Russia*
- Fabio Petri, *President of Assoconfidi, Italy*
- Zoltán Urbán, *CEO of Garantiqa Hitelgarancia Zrt., Hungary*

15h45 – 16h00: Coffee break



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16h00 – 17h00: International cooperation – setting up/ development of guarantee schemes – case studies

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

- João Miguel Sousa Branca, *Executive member of the Board of SPGM, Portugal*
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Silvano Honório Campos de Araujo, *Administrator of the Fundo de Garantia de Crédito, Angola*
- Giorgio Venceslai, *Executive Director Società gestione fondi per l'agroalimentare (SGFA/ISMEA), Italy*
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Altankhuyag Shagj, *Executive Director of the Credit Guarantee Fund, Mongolia*
- Pedro Pisonero Pérez, *Director General of IBERAVAL, Spain*
- Maja Tomanič-Vidovič, *Managing Director of the Slovene Enterprise Fund (SEF), Slovenia* and
Radivoja Krčmar, *Director of the Guarantee Fund of the Republic of Srpska, Bosnia and Herzegovina*

Questions and answers

17h00 – 17h30: Internationalisation of SMEs – a case study

- Remzi Simsek, *Entrepreneur, GSW Maschinenbau GmbH, Germany/ Turkey*
- Guy Selbherr, *Executive Director/ CEO of Bürgschaftsbank Baden-Württemberg, Germany*

17h30: Closing of the event by the Chairman of AECM