

FINANCIAL FACILITIES FOR SMEs -II

FINANCIAL INSTRUMENTS

PROVIDED BY INTERNATIONAL FINANCIAL INSTITUTIONS FOR SUPPORTING SMEs

Kiev, 24th – 25th May 2012

Cosmopolite Hotel

First day, morning session

09.30 Registration

10.00 Welcome speeches, introduction

H.E. Mr. Mykola Melenevsky, *Deputy Ukraine Central European Initiative National Coordinator*

Ms. Daniela Biadene, *Junior Executive Officer, Office for the Central European Initiative Fund at the European Bank for Reconstruction and Develoapment*

Mr. Yuri Tretiak, *Executive Director National Association of Regional Development Agencies (NARDA)*

Mr. Genady Rusanov, *Project Manager Association of Economic Development of Ivano – Frankivsk*

Mr. Andrea Domeniconi, *Head of the Economic and Commercial Office, Embassy of Italy in Ukraine*

Mr. Michele Feletig, *Head of SMEs Assistance, Informest*

11.00 Training Structure Presentation

Mr. Andrea Maccanico, *Informest*

- FIT4SME structure and targets description
- Introduction of participating Institutions, Companies and speakers
- Training session schedule and rationale

11.20 Coffee Break

11.30 Government TPO experience with IFI, BSO and SME

Ms. Laura Granara, *Head of the Industrial Collaboration Office National Institute for Foreign Trade*

- General presentation of ICE, Government Trade Promotion Organization dedicated to Trade Promotion, SME development and Internationalisation
- Presentation of ICE's activity in conjunction with IFIs
- Partnership experienced with BSOs in promoting opportunities in relation with IFIs' activities

12.00 EBRD Advisory Services and Financial Instruments

Mrs Natalia Makova, *Regional Coordinator SBS Team, EBRD Kiev,*

- EBRD Instruments for SMEs Support: Business Advisory Services and Enterprise Growth Program (former TAM/BAS)
- EBRD Instruments for SMEs Support: Financial Instruments available in Moldova and Belarus

12.30 Ukraine MSME Lending Programme

Mr. Holger Wiefeld, *Country Programme Manager, Internationale Project Consult IPC GmbH*

- Ukraine MSME Lending Programme
- EBRDs' Lending Programme in Ukraine

13.00 Lunch Break

Afternoon Session

14.00 Informest Assistance and Services to SMEs

Mr. Michele Feletig, *Head of SMEs Assistance, Informest*

14.20 SME credit lines financed with International Financial Institutions and managed by local commercial Banks

Introduction Mr. Andrea Maccanico, Informest

15.00 BC ProCredit Bank SA Moldova

Mr. Dumitru Strogoteanu, Head of Treasury

15.30 Ukrexim Bank (tbc)

15.50 Q&A

16.00 Conclusions

moderator: Mr. Andrea Maccanico, Informest

Second Day

10.00 Strategies for selecting and assisting qualified SMEs

Andrea Maccanico, *Informest*

- Overview on eligibility criteria for TA and/or access to finance

10.30 *Coffee break*

11.00 Approaching IFIs

Andrea Maccanico, *Informest*

- IFI approach: Who, Where, When

11.30 Practical session: applying for a TA and/or financial support

Andrea Maccanico, *Informest*

- How to fill an IFI application form and/or edit a project presentation

13.00 FIT4SMEs Pilot Action

13.15 Conclusions