



Ankara
17 March, 2010
Hilton Hotel Ankara, Turkey

Programme

- 08:45 – 09:00 Registration of participants
- 09:00 – 09:10 Welcome address
Mr Marc Pierini, Ambassador, Head of the Delegation of the European Union to Turkey
- 09:10 – 09:25 European Union policies to financially support SMEs
Mr Gerassimos Thomas, Director Financial operations, programme management and liaison with the IFIs, DG Economic and Financial Affairs, European Commission
- 09:25 – 09:35 Welcome address
Mr Rifat Hisarciklioglu, Chairman, TOBB, the Union of Chambers and Commodity Exchanges of Turkey
- 09:35 – 09:50 Welcome address
Mr Ali Boğa, Undersecretary, Ministry of Industry and Trade of Turkey
- 09:50 – 10:20 Coffee break and presentation of the *Access to Finance* website
Press conference parallel to coffee break
Signature ceremony for the press (EIF – KGF)
- 10:20 – 10:40 European Union Policies to support SMEs
Mr Angelo Wille, DG Enterprise and Industry, European Commission
- 10:40 – 11:00 Competitiveness and Innovation Framework Programme (CIP), focusing on CIP Financial Instruments
Mr Vladimir Bilek, DG Economic and Financial Affairs, European Commission
- 11:00 – 11:20 Implementation of CIP financial instruments and how to apply
Mr Jose Romano, Head of Turkey & Istanbul Venture Capital Initiative, European Investment Fund
- 11:20 – 11:40 General overview of the EU SME policies and programmes applied in Turkey; CIP and SBA (Small Business Act)
Mr Yusuf İnce, Director General, Ministry of Industry and Trade of Turkey
- 11:40 – 12:00 Presentation of the Enterprise Europe Network (EEN)
Mr Tuna Şahin, Vice President, KOSGEB
- 12:00 – 12:20 EU financial instruments in Turkey: Loan guarantees
Mr Hikmet Kurnaz, General Manager, KGF
- 12:20 – 12:30 Questions and answers
- 12:30 – 13:45 Networking lunch offered**



- 13:45** **Afternoon session "Other sources of Finance"**
Moderator: Mr Güray Vural, *Sector Manager on Financial Services, the Delegation of the European Union to Turkey*
- 13:50 – 14:00 Crisis Response Package, Turkey
Mr Christos Gofas, Head of Unit, DG Enlargement, European Commission
- 14:00 – 14:15 EIB in Turkey
Mr Alain Terrailon, EIB Representative in Turkey
- 14:15 – 14:30 EBRD in Turkey – credit opportunities for SMEs
Ms Teresa Godwin-Coombs, Senior Manager EBRD
- 14:30 – 14:45 Financing SMEs: Other EU funded SME loan programmes
Mr Melih Çadırcı, German Development Bank, Project Manager
- 14:45 – 15:00 Financing SMEs: Banking sector initiatives
Mr. Yunus Esmer, Deputy General Manager, Halkbank
- 15:00 – 15:30 **Coffee break**
- 15:30 – 15:45 SMEs' access to finance problems in Turkey and possible solutions
Prof. Ramazan Aktaş, Head of the Business Administration Department, TOBB University of Economics and Technology
- 15:45 – 16:00 Financial sources available for tradesmen and craftsmen, how to improve further?
Ms Zehra Kaya, Head of Research and Development Department TESK, Confederation of Turkish Craftsmen and Tradesmen
- 16:00 – 16:15 Guarantee mechanisms of SMEs' external finance
Mr José Fernando Figueiredo, Chairman, European Association of Mutual Guarantee Societies (AECM)
- 16:15 – 16:30 Equity sources of SMEs' external finance: Venture Capital
Mr Ahmet Zeki Demir, Business Development Manager KOBİ A.S. Venture capital investment trust
- 16:30 – 16:45 Equity sources of SMEs' external finance: Business Angels
Mr Mustafa İhsan Kızıldağ, General Manager, METU Teknokent, Member of the European Business Angels Network (EBAN)
- 16:45 – 17:20 Questions and answers
- 17:20 – 17:30** **Conclusions**
Mr Vladimir Bilek, DG Economic and Financial Affairs, European Commission
- 17:30** **Coffee offered**

Working languages will be Turkish and English. Interpretation will be provided