

EMGN 3rd Annual Conference Co-organized with CGC Egypt

Guarantee Schemes in the Mediterranean: Pillars of Today's Stability, Actors for Tomorrow's Prosperity

12 December 2022

Marriott Mena House – Khalifa Ball Room – Cairo

6 Pyramids Road Cairo, 12556

Introduction

Governments all over the world are confronting a complex situation with conflicting challenges including high levels of uncertainty, high inflation rates, energy crunch, climate change impacts, trade slow-down etc. While all economic clusters are hit badly by this situation, the SMEs cluster, the backbone of all economies, received the hardest hit. This situation has requested immediate and effective involvement by the governments to mitigate the effects of these challenges and secure SMEs' business continuity for the sake of market stability.

The guarantee industry, an industry of over USD 2 trillion size by the end of 2021, was categorized by policymakers as the most reliable tool capable of establishing the best financing environment for SMEs and securing their access to favorable and cheaper finance. The industry was also favored by policymakers for its ability to maximize the utilization of public resources and limit the burden on public budgets. A fact that has placed guarantee as one of the most targeted tools by all governments to achieve their plans vis-à-vis the current economic challenges.

As such, guarantee institutions all over the world and across their different networks had been working on finding the right and unconventional means to play this pivotal role and support their governments through this very challenging timing.

*It is within this context that EMGN (the Euro-Mediterranean Guarantee Network) organizes its third annual conference "Guarantee Schemes in the Mediterranean: **Pillars of Today's Stability, Actors for Tomorrow's Prosperity**". The event will allow participants to discuss how policy-makers view the role of guarantee schemes in mitigating current risks and uncertainties, how guarantee schemes are ready to handle their diversified role with a special focus on green-finance and innovative products of equity, and finally how guarantee institutions can secure their financial sustainability with the forecasted high risks and expanded role.*

Program

Local Time (Central African Time (CAT), UTC +2)

09:30 – 09:45 Opening Session

Dr. Abdulrahman A. Al-Hamidy – Arab Monetary Fund (Virtual)

Ambassador Nasser Kamel, Secretary General, Union for the Mediterranean (UfM) (Virtual)

Ms. Nagla Bahr, Lead Representative, EMGN & Managing Director, CGC-Egypt

09:45 – 10:00 Group Photo

10:00 – 11:15 Session 1 – Navigating Uncertain Times: *Policy maker's View of the role of the Guarantee Schemes in supporting SMEs' growing vulnerabilities*

Confronted with an uncertain and difficult environment, Small and Medium-Sized Enterprises (SMEs) are grappling to get their heads above water and secure their business continuity while facing high probabilities for defaulting or possibilities of insolvency, among others. Financial institutions will be more inclined to head to this sector with all these increased risks. Against this grim economic outlook, what are the ingredients they need to activate the market? What are policymakers and partners' financial institutions expecting from the guarantee schemes? And what does the guarantee schemes need from policymakers and financial partners to address the critical issue of high-risk coverage and high rates of insolvency?

Moderation: Mr. Roger Albinyana, Managing Director, (IEMed). Advocacy and Event Coordinator, (EMGN)

Panelists

Mr. Nabil Badr, Deputy Director of Banking Supervision, Bank Al-Maghrib, Morocco Representative, Central Bank of Egypt, Egypt

Mr. Tarek Fayed, Union of Arab Banks

Mr. Habib Attia, Senior Financial Sector Specialist, Arab Monetary Fund (tbc)

Mr. Tahar Ben Hatira, President Directeur General, SOTUGAR, Tunisia

11:15 – 11:45 Break

11:45 – 13:00 Session 2 – Greening Guarantee Schemes – for Green Finance

One of the important priorities of the COP27 held in Egypt was to secure the needed finance to meet climate targets requirements and challenges of limited information, high risk, financial products innovation to meet longer paybacks or high upfront costs. The guarantee schemes are foreseen as one of the most capable tools to unlock finance for SMEs investing in low-carbon, green economic sectors, through specific green loan guarantees. This session will aim at presenting the output of a group of guarantee institutions led by the World Bank that developed the standards needed for t guarantee institutions. It will present the needed foundations to enable guarantee institutions to integrate climate change considerations into the strategic direction and day-to-day operations of the guarantee schemes. The contribution of GSs in mainstreaming green finance will be at the heart of the discussions.

Presentation: Ms. Catiana Garcia-Kilroy, Lead Financial Sector Specialist & Ms. Ghada Waheed Ismail, Financial Sector Specialist, World Bank

Moderation: Ms. Nagla Bahr, Lead Representative, EMGN & Managing Director, CGC-Egypt

Panelists

Mr. Mohammed Al-Jafari, Director General, Jordan Loan Guarantee Corporation (JLCG), Jordan

Ms. Virginie Poncet, Representative, European Association of Guarantee Institutions (AECM)

Mr. José Fernando Figueiredo, Co-coordinator, Global Network of Guarantee Institutions (GNGI)

Mr. Javier Vázquez Duran, Head of the Financial Institutions Unit, Nacional Financier, Mexico

13:00 – 14:30 Lunch**14:30 – 15:45 Session 3 – Guarantee Institutions in Face of Innovative Products**

With the current market turmoil and the need to support the continuity of businesses and the creation of job opportunities, with new unprecedented challenges increasing the risk of finance, making it difficult for SMEs and certain clusters as start-ups and innovative industries to get favorable conditions and properly priced finance. Guarantee mechanisms can play a vital role in encouraging financial institutions and investors to mobilize more risk-averse finance and investment capital by applying newly developed products and structures to meet these new challenges and risk forms. In this context, the session will present different practices implemented by the guarantee schemes to meet the NEW market characteristics. Whereas, equity products, technology-based products and change in structure & business model as well as application of digital, had been part of many innovative techniques, guarantee schemes developed and applied to be able to meet the NEW and pave the way for SMEs to continue and overcome the current global economy pressures.

Moderation: Dr. Khater Abi Habib, Chairman, General Manager, Kafalat S.A.L., Lebanon

Panelists

Ms. Virginie Poncet, Head of International Expertise Activities, Bpifrance, France

Dr. Jae Sik Lee, Director/Technology Appraisal Department (KOTEC), Korea

Mr. Constant NZI, Deputy Group CEO and Group CRO, African Guarantee Fund, Kenya

Mr. Taoufiq Lahrach, Directeur Général Délégué, Tamwilcom, Morocco

CGC Team (Risk & Digital), CGC Egypt

15:45 – 16:15 Break**16:15 – 17:30 Session 4 – Guarantee Schemes & Financial Sustainability**

This session will discuss the sustainability of the guarantee institutions that have expanded their role to better support SMEs' access to finance. It will present different practices implemented by governments and financial institutions as well as the guarantee schemes themselves to secure this sustainability. Examples from the Euro-Mediterranean region of institutions changing their nature will be presented, as well as the opportunities of establishing a regional counter-guarantee scheme in the region. Finally, the roles of international/bilateral institutions in providing this security layer for guarantee institutions to play safely their envisioned role will be discussed.

Introduction and moderation: Mr. Hayder Al-Bagdadi, Head of the GIZ Project on Financial Inclusion in MENA, GIZ – TA Coordinator, (EMGN)

Panelists

Mr. Bernd Leidner, Managing Director, LANDT Group – EMGN/AMF Initiative supported by GIZ

Mr. Adham Khattaby, National Expert, KfW Development Bank

Ms. Atika Ben Maid, Head of Unit, Natural Resources & Sustainable Finance, AFD

Ms. Reem El Saady, Regional Manager, SME Finance & Development, EBRD

Representative, African Development Bank (tbc)

17:30 – 17:45 Closing Words

Ms. Nagla Bahr, Lead Representative, EMGN & Managing Director, CGC-Egypt

Mr. Hayder Al-Bagdadi, Head of the GIZ Project on Financial Inclusion in MENA, GIZ – TA Coordinator, (EMGN)

Mr. Roger Albinyana, Managing Director, IEMed - Advocacy and Event Coordinator, EMGN

- With English-French-Arabic simultaneous translation -



EURO-MEDITERRANEAN GUARANTEE NETWORK

The Euro-Mediterranean Guarantee Network was launched in 2012 following several meetings during 2011-2013 at the Secretariat of the Union for the

Mediterranean in Barcelona (Spain), the CGSs representatives from the Southern and Eastern Mediterranean (Algeria, Egypt, Jordan, Lebanon, Morocco, Tunisia and Palestine), the European Guarantee Association (AECM) and UfM officials. The Euro-Mediterranean Guarantee Network (EMGN) is promoted by the Euro-Mediterranean Economists Association (EMEA), the European Institute of the Mediterranean (IEMed) and with the support of

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). Visit our website: www.emgn.eu

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