

EU4Business in Georgia

EIB Group:

From Access to Finance towards Inclusive Growth

18 December 2019, 9:30 – 12:30

Venue: Tbilisi Marriott Hotel, 13 Shota Rustaveli Ave

The European Investment Bank (EIB) Group invites to an interactive seminar to discuss how to increase access to finance for Georgian Micro, Small- and Medium Enterprises (MSMEs). The latest key findings of an EIB study on Access to Finance and SMEs finance in Georgia, based on a proprietary EIB Bank Lending Survey, will also be presented.

Agenda:

09:00 **Registration and welcome coffee**

09:30 **Welcome Remarks**

Mr Maciej Czura, Head of EIB Regional Office Tbilisi

09:40 **Presentation SME Finance Challenges, Opportunities, Impact**

Mr Luca Gattini, Sr. Economist, Economics Department, EIB

10:00 – **Panel 1: Public Policy and Interventions**

10:45 *Moderated by Ms Mariam Lashkhi, Deputy Chairperson, GITA*

Panellists:

Ms Natela Turnava, Minister of Economy and Sustainable Development

Mr Koba Gvenetadze, Governor, National Bank of Georgia

Mr Vincent Rey, Head of Cooperation of the European Union

Ms Marion Hoenicke, Head of Banks Division, Neighbouring Countries, EIB

10:45 ******* Coffee break *******

11:00 **Presentations EIB Group support to access to finance**

Mr Andreas Berkhoff, Sr. Loan Officer Neighbouring Countries, EIB

11:15 – **Panel 2: Private Sector Perspective**

12:15 *Moderated by Ms Mariam Lashkhi, Deputy Chairperson, GITA*

Panellists:

Mr Nikoloz Kurdiani, Deputy CEO, TBC Bank

Mr Zurab Masurashvili, Head of SME, Bank of Georgia

Mr Alex Matua, General Director ProCredit Bank Georgia

Mr Zaza Pirtskhelava, CEO, Credo Bank

Mr Ilia Revia, CEO, Crystal

Mr Dominik Papenheim, Programme Officer, Delegation of the EU

Mr Andreas Berkhoff, Sr. Loan Officer Neighbouring Countries, EIB

12:15 **Concluding remarks**

Ms Marion Hoenicke, Head of Banks Division, Neighbouring Countries, EIB

12:30 **Networking lunch**

** Live interpretation between English and Georgian will be provided throughout the event*



Background Information

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Background

MSMEs are the backbone of the Georgian economy and contribute to job creation and economic growth. Despite significant progress in creating a conducive policy environment and a prioritization of MSME-driven policy by the government in the recent years, MSMEs still report difficulties in accessing finance as one of their key constraints.

The EU is supporting the implementation of Georgia's MSME development strategy and helping local enterprises to reap the benefits of the Association Agreement, including the Deep and Comprehensive Free Trade Area (DCFTA). As the EU Bank, the EIB Group is providing loans, guarantees and technical assistance via financial intermediaries to promote private sector development. Panellists will be asked an initial question, followed by a moderated discussion.

Description of Panel 1: Public Policy and Interventions

The first panel will discuss the state of access to finance of Georgian MSMEs and the role of the public policy interventions. Such interventions include the legislative and institutional framework, promotional programs and donor supported programs such as EU4Business. Panellists will be asked to provide their perspective on lessons learned over the recent years, current trends and an outlook on policy priorities for 2020.

Description of Panel 2: Private sector perspective

The second panel will focus on the role of the private sector in promoting MSMEs access to finance and contributing to the sustainable and inclusive economic growth. Panellists will share their operational experience, drawing on concrete examples for the impact of financed projects. They will discuss current challenges in reaching out to MSMEs, strategies to overcome them, and expectations with regard to public sector interventions to support their actions. The initial interventions by the panellists will be followed by a moderated discussion.

Audience

The seminar is targeting representatives from the public sector, the EU, banks and financial institutions and the private sector. Around 60 participants are expected, and press will be invited.