

ADFIMI-ODB JOINT REGIONAL SEMINAR ON SME DEVELOPMENT

Crowne Plaza Hotel, Muscat, Oman
13-15 February 2017



To be held under the patronage of
H.E. Dr. Ali bin Masoud Al Sunaidy,
Minister of Commerce and Industry

SMEs are a fundamental part of the economic fabric in developing countries, and they play a crucial role in furthering growth, innovation and prosperity. More than 95% of enterprises in the Organisation for Economic Co-operation and Development (OECD) area are SMEs. These enterprises account for almost 60% of private sector employment, make a large contribution to innovation, and support regional development and social cohesion.

Financial constraints are higher in developing countries in general, but SMEs are particularly constrained by gaps in the financial system such as high administrative costs, high collateral requirements and lack of experience within financial intermediaries. Increased access to finance for SMEs can improve economic conditions in developing countries by fostering innovation, macro-economic resilience, and GDP growth. Increased SME growth has a direct effect on GDP growth due to increased output, value added and profits. SME growth also impacts GDP indirectly, through increased innovation and macro-economic resilience of the overall economy. Although nearly half of all start-ups will fail within 5 years, a few of them will grow to become large firms, and replace incumbents. This process yields positive structural changes to the economy, can lead to large productivity gains, and is shown to be linked to GDP growth.

Finally, a stronger SME sector can bolster a country's resilience by broadening and diversifying the domestic economy, thereby reducing the vulnerability to sector-specific shocks and fluctuations in international private capital flows.

ADFIMI will organise a seminar in collaboration with Oman Development Bank in order to review the state of SME Development and Finance, exchange information among NDFIs of IDB member countries.

Objectives of the seminar are to:

- Strengthen rapport among development finance institutions in IDB member countries
- Analyse the current issues and difficulties being faced by the SMEs in the Middle East
- Examine entrepreneur development policies and good practices.
- Discuss the importance of ICT in SME development
- Share the strategies of SME development in different countries
- Disseminate good practices in innovation, in today's changing ecosystem.
- Contribute towards use of Islamic financing in SME development
- Share good practices and experiences of other countries

Keynote Speakers



Mr. Khaled Al-Aboodi

Chief Executive Officer of (ICD)
Islamic Development Bank (IDB) Group, Saudi Arabia

Mr. Khaled Al-Aboodi joined the Islamic Development Bank (IDB) Group in November 2001 as Deputy Director General of the Islamic Corporation for the Development of the Private Sector (ICD), the Private Sector arm of IDB.

Since 2007 till now, Mr. Khaled Al-Aboodi is the Chief Executive Officer of (ICD). Mr. Al-Aboodi has over 20 years of experience serving the developing Finance industry in the Middle East and USA. He started his tenure with Ministry of Finance & National Economy of Saudi Arabia in 1982 as an Economic Researcher, served as Director of the Environment Unit, Acting Director of the International Financial Institutions Department.

In 1995 he moved to Washington DC to serve as Assistant to the Saudi Executive Director at the World Bank; and was later appointed Alternate Executive Director for Saudi Arabia at the World Bank Board until 2000. Later in 2000, he joined the Saudi Public Investment Fund (Ministry of Finance) as Senior Economist where he was in charge of several privatization operations.



Prof. Dato' Dr. Mohd. Azmi Omar

Director General of IRTI
Islamic Development Bank (IDB) Group, Saudi Arabia

Prof Dato' Dr Mohd. Azmi Omar, the Director General of IRTI, has over three decades of experience in teaching, research, consulting and academic administration related to the Islamic financial services industry. Prior to joining IRTI, Prof Dato' Omar has served as Deputy Rector (Academic and Research) and Dean, Faculty of Economics and Management Sciences, and Dean of Islamic Banking and Finance Institute of the International Islamic University Malaysia (IIUM).

Prof Dato' Omar holds a Doctorate in Finance from the University of Wales, Bangor, United Kingdom, a Master of Business Administration and a Bachelor of Science (Finance) degree from the Northern Illinois University, United States of America. His areas of specialization include Islamic Banking and Finance, Islamic Capital Markets, Managerial and Corporate Finance, Portfolio Management and Investment Analysis and Financial Statement Analysis.

Prof Dato' Omar is a well-known consultant in the field of Islamic banking and has been extensively consulted by organizations, such as, EONCAP Islamic Bank Berhad, Bank Rakyat Malaysia, Amanah Ikhtiar Malaysia, Silverlake Systems, Commerce International Merchant Bank (CIMB), KAF Discount House, Aseam Bankers Berhad, Permodalan Bank Simpanan Nasional Berhad and the Islamic Development Bank of Brunei among others.

A widely respected teacher and researcher, he has conducted numerous research projects and supervised more fifteen doctoral students in the field of Islamic banking and finance. He has published articles in refereed journals, conference proceedings and chapters in books besides presenting papers at international seminars and conferences,

In recognition of his distinguished track record, he was honored with an award by the Sultan of Pahang in 2006 and later another award by the Sultan of Kelantan in 2007. Both awards carry the honorific title "Dato".

Confirmed Speakers

Name	Designation	Institute	
H.E. Ghulam Murtaza Khan Jatoi	Minister of Industries and Production of Pakistan and Chairman of the Board of Directors, SMEDA	Ministry of Industries & Production Government of Pakistan	
Dr. Abdul Aziz bin Mohammed Al Hinai	CEO	Oman Development Bank, Oman	
Datuk Mohd. Radzif Mohd. Yunus	CEO	SME Development Bank of Malaysia	
Mr. Recep Biçer	President	KOSGEB (Small and Medium Business Development and Support Administration), Ankara	
Mr. Hasan Kimya Bolat	CEO	İş Leasing, Istanbul	
Ms. Hana Abdulmohsen Al-zuhair	Vice CEO	Prince Sultan Fund for women Development	
Dr. Osama Rayis	Director General	Africa City of Technology, Sudan	
Dr. Abdulhasan Al-Dairi	Chairman	Bahrain SMEs Society, Bahrain	
Mr. Khalid Al Haribi	Head of Riyada	Riyada, Oman	
Dr. Özer Balkız	Deputy Secretary General	MÜSİAD (Independent Industrialists' and Businessmen's Association), Istanbul	
Dr. Morteza Naderi	Director, Training and Research Division	Bank of Industry & Mine, Iran	

Confirmed Speakers

Name	Designation	Institute	
Mr. Ozan Acar	Head of Department, Sectors and Entrepreneurship	The Union of Chambers and Commodity Exchanges of Turkey (TOBB)	
Mr. Ahmed Al Hajri	Manager Corporate Branch	Oman Development Bank	
Mr. Burak Saygılı	Manager	Industrial Development Bank of Turkey (TSKB), Turkey	
Mr. Ali Al Zaa'bi	Assistant General Manager	Oman Development Bank	
Mr. Eid Khair Mohammed Al Balushi	Assistant General Manager	Oman Development Bank	
Ms. Amira Ahmed Al Zadjali	Assistant General Manager	Raffd Fund, Oman	
Dr. Shahid Qureshi	Assistant Professor and Program Director	AMAN Centre for Entrepreneurial Development, IBA, Karachi, Pakistan	
Mr. Nizamuddin Arshad	Assistant Manager	Office of Financial Stability, Central Bank of Kuwait	
Mr. Imran Ahmad	Additional Director	State Bank of Pakistan, Karachi	
Dr. Sheikh Ghazali Abod	Chief Operating Officer	SME Development Bank of Malaysia	
Mr. Mohammed Al Amri		Raffd Fund, Oman	

ADFIMI – Oman Development Bank Joint Regional Seminar on “SME DEVELOPMENT”

Muscat, Oman, 13-15 February 2017

SCHEDULE

DAY 1 (13 February 2017):	
Time	Program
09.00 – 09.30	Registration
09.30 – 09.45	Opening Remarks by Dr. AbdulAziz Al-Hinai, CEO of Oman Development Bank
09.45 – 10.00	Opening Remarks by Vice Chairman of ADFIMI – Datuk Mohd. Radzif Mohd. Yunus, Group Managing Director, SME Development Bank, Malaysia
Session 1 10.00 – 10.30	Keynote Speech on “The Present Status and Future Prospects for SME’s in the Middle East” by Mr. Khaled Mohammed Al-Aboodi, CEO, Islamic Corporation for the Development of Private Sector (ICD)
10.30 – 11.30	Photo Session – Coffee Break
Session 2 11.30 – 13.00	Country Experiences Moderator: Dr. AbdulAziz Al-Hinai, CEO of Oman Development Bank (tbc) <ul style="list-style-type: none"> • Turkey – The Role of Leasing in Supporting SME Growth by Mr. Hasan Kimya Bolat, CEO, İş Leasing • Oman – Mr. Ahmed Al Hajri, Manager Corporate Branch, Oman Development Bank • Malaysia – The Challenges of SMEs: Intervention in a Competitive Marketplace - A Malaysian Experience by Dr Sheikh Ghazali Abod, Chief Operating Officer, SME Development Bank
13.00 – 14.00	• Lunch Break
Session 2 (Con- td.) 14.00 – 15.00	Country Experiences (Continued) <ul style="list-style-type: none"> • Iran – The Development and Financing of SMEs in I.R. Iran: The Role of the Bank of Industry and Mine (BIM) by Dr. Morteza Naderi, Director, Bank Industry and Mine • Turkey – Mr. Burak Saygılı, Manager, Industrial Development Bank of Turkey (TSKB)
15.00 – 15.30	Coffee Break
Session 3 15.30 – 17.00	Special SME Agendas Moderator: Mr. Hasan Kimya Bolat, CEO, İş Leasing <ul style="list-style-type: none"> • Digital SMEs by Dr. Osama Rayis, Africa City of Technology, Sudan • SMEs and Women Empowerment: The case of Prince Sultan Fund for Women Development by Ms. Hana Abdulmohsen Al-Zuhair, Vice CEO of Prince Sultan Fund for Women Development, Saudi Arabia • Role of SMEs in achieving Sustainable Development Goals by Mr. Ozan Acar, Head of Department, Sectors and Entrepreneurship, The Union of Chambers and Commodity Exchanges of Turkey (TOBB) • SME Development Issues from SME perspective by Mr. Özer Balkız, Deputy Secretary General, Independent Industrialists’ and Businessmen’s Association (MÜSİAD)
Social Dinner 19.00 – 21.00	Gala Dinner
End of day 1	

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DAY 2 (14 February 2017):	
Time	Program
Session 4 09.00 – 09.30	Keynote Address on Traditional and Alternative Finance Models: Status, Issues, Prospects, Challenges by Dato' Prof. Dr. Mohamed Azmi Omar, Director General of IRTI
Session 5	Country Experiences on SME Development Moderator: Mr. Harith Harun, Managing Director & CEO of Maldives Islamic Bank <ul style="list-style-type: none"> • SMEDA's Experience by H.E. Ghulam Murtaza Khan Jatoi, Chairman SMEDA/Minister of Industries and Production, Pakistan and by Mr. Sheharyar Tahir, General Manager, SMEDA, Pakistan • KOSGEB's Experience by Mr. Recep Biçer, President, Small and Medium Business Development and Support Administration (KOSGEB), Turkey • Financing and Developing SMEs in Oman by Ms. Amira Ahmed Al Zadjali, Assistant General Manager of Financial Programs, Al Raffd Fund Oman
11.00 – 11.30	Coffee Break - Networking Break
Session 5 (Contd.) 11.30 – 12.30	Country Experiences on SME Development (Continued) <ul style="list-style-type: none"> • Riyada's role in SME Development by Mr. Khalid Al Haribi, Head of Public Authority for SME Development, Riyadh • Supporting SMEs in Kuwait by Mr. Nizamuddin Arshad, Assistant Manager, Office of Financial Stability, Central Bank of Kuwait
12.30 – 13.30	Lunch Break
Session 6 13.30 – 15.30	Innovation, Incubation and Entrepreneurship Moderator: Mr. Quazi Shairul Hassan, Managing Director, Saudi-Bangladesh Industrial and Agricultural Investment Company Limited (SABINCO) <ul style="list-style-type: none"> • Incubation in Bahrain by Dr. Abdulhasan Al-Dairi, Chairman, Bahrain SMEs Society • Role of non-financial advisory services in SME Development by Mr. Imran Ahmad, Additional Director – SME Banking, Housing & SME Finance Department, State Bank of Pakistan • Entrepreneurship and Innovation as a tool to promote SMEs by Dr. Shahid Qureshi, Director, AMAN-Centre for Entrepreneurship Development, IBA, Karachi • New Approaches to SME and Entrepreneurship Financing by Mr. Burak Saygılı, Manager, Industrial Development Bank of Turkey
15.30 – 16.00	Coffee Break
16.00 – 17.00	Evaluation and Certificate Ceremony
End of Day 2	

DAY 3 (15 February 2017):	
Time	Program
Panel Discussion 1 09.00 – 10.15	New Innovative tools for SME Financing Moderator: Mr. Mohammed Al Amri, Raffd Fund and Mr. Khalid Al Haribi, Head of Public Authority for SME Development, Riyadh, Oman <ul style="list-style-type: none"> • Mr. Ali Al Zaa'bi, Assistant General Manager, Strategy, Risk and Business Development, ODB • Mr. Eid Khair Mohammed Al Balushi, Assistant General Manager, Corporate Banking, ODB • Datuk Mohd. Radzif Mohd. Yunus, Managing Director, SME Development Bank, Malaysia • Ms. Hana Abdulmohsen Al-Zuhair, Vice CEO of Prince Sultan Fund for Women Development, Saudi Arabia
10.15 – 10.45	Coffee Break
Panel Discussion 2 10.45 – 11.30	Strategic Issues of SME Development Moderator: Mr. Khalid Al Haribi, Head of Public Authority for SME Development, Riyadh, Oman <ul style="list-style-type: none"> • Mr. Recep Biçer, President, Small and Medium Business Development and Support Administration (KOSGEB), Turkey • Dr. Abdulhasan Al-Dairi, Chairman, Bahrain SMEs Society • Dr. Osama Rayis, Africa City of Technology, Sudan • Mr. Özer Balkız, Deputy Secretary General, Independent Industrialists' and Businessmen's Association (MÜSİAD)
11.30 – 12.00	Seminar findings by Rapporteur of the Seminar, Mr. Imran Ahmad, Additional Director – SME Banking, Housing & SME Finance Department, State Bank of Pakistan
12.00 – 12.30	Concluding Remarks
Social Programme 14.00 – 18.30	Social Programme and short tour around Muscat
End of Day 3	

IDB

The Islamic Development Bank (IsDB) is an international financial institution established in December 1973 and began operations on 20 October 1975. The purpose of the Bank is to foster the economic development and social progress of member countries and Muslim communities individually as well as jointly in accordance with the principles of Islamic Law. The functions of the Bank are to participate in equity capital

and grant loans for productive projects and enterprises besides providing financial assistance to member countries in other forms for economic and social development. The Bank is authorized to accept deposits and to mobilize financial resources through Shari'ah compatible modes.

IDB has been rated for the 10th consecutive year by the highest AAA rating by Moody's as well as by the other two leading international rating agencies, S&P and FITCH and is currently the highest rated institution in the Muslim World and one of the highest rated MDBs.

IDB's Contact Details:

Address : 8111 King Khalid St. Al Nuzlah Al Yamania Dist. Unit No. 1, Jeddah 22332-2444, Kingdom of Saudi Arabia

Web site : [http:// www.isdb.org](http://www.isdb.org)

Phone : +966 12 6361400

Fax : + 966 12 6366871



IRTI

Mr. Khaled Al-Aboodi joined the Islamic Development Bank (IDB) Group in November 2001 as Deputy Director General of the Islamic Corporation for the Development of the Private Sector (ICD), the Private Sector arm of IDB.

Since 2007 till now, Mr. Khaled Al-Aboodi is the Chief Executive Officer of (ICD). Mr. Al-Aboodi has over 20 years of experience serving the developing Finance industry in the Middle East and USA. He started his tenure with Ministry of Finance & National Economy of Saudi Arabia in 1982 as an Economic Researcher, served as Director of the Environment Unit, Acting Director of the International Financial Institutions Department.

In 1995 he moved to Washington DC to serve as Assistant to the Saudi Executive Director at the World Bank; and was later appointed Alternate Executive Director for Saudi Arabia at the World Bank Board until 2000. Later in 2000, he joined the Saudi Public Investment Fund (Ministry of Finance) as Senior Economist where he was in charge of several privatization operations.

IRTI's Contact Details:

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ICD

The Islamic Corporation for the Development of the Private Sector (ICD) is a multilateral development financial institution and is part of the Islamic Development Bank (IsDB) Group.

ICD was established in November 1999 to support the economic development of its member countries through the provision of finance for private sector projects, promoting competition and entrepreneurship, providing advisory services to the governments and private companies and encouraging cross border investments.

ICD has an authorized capital of \$4 billion. Currently, the shareholders of ICD are the IsDB, 53 Islamic countries and five public financial institutions. ICD fosters sustainable economic growth in its 53 member countries by financing private sector investment, mobilizing capital in the international financial markets, and providing advisory services to business and governments. ICD financing projects are selected on the basis of their contribution to economic development considering factors such as job creation, Islamic finance development, contribution to exports etc. ICD also provides advisory services to governments and private sector groups on policies designed to encourage the establishment, expansion and modernization of private enterprises, development of capital markets, best management practices and to enhance the role of the market economy. ICD operates to complement the activities of the IsDB in member countries and also that of national financial institutions.

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Oman Development Bank

Oman Development Bank (ODB), the leading development financing institution in the Sultanate, has been a key partner in spearheading the nation's economic and social development. Oman Development Bank has started functioning in the year 1977 in the sectors of industry, agriculture, fisheries, oil & mining. In 1981, a specialized bank for agriculture and fisheries was established in the name of Oman Bank for Agriculture and Fisheries (OBAF).

In 1997, the two banks were merged to form Oman Development Bank (SAOC). ODB strives hard to foster the nation's development by actively participating in the government's continued efforts to enhance economic and social development. ODB is a leading financier to the small and medium enterprises (SME) sector, providing financial assistance for a range of development activities as well as working capital finance to private enterprises.

ODB witnessed a new phase in financing small and medium projects in all development sectors under one umbrella, offering soft loans at interest rates not exceeding 3% while providing interest-free loans up to RO 5,000 to small investors and craftsmen

Royal Decree No. 18/2006 was promulgated amending Royal Decree No. 18/97 and its supplements. With this, the lending limit was increased to a maximum of RO one million per loan to cover selected economic sectors.

ODB greatly and clearly contributes to the creation of employment opportunities and to the success of such projects in the Sultanate through financing, technical support, and the expertise of its staff.

ODB's Contact Details:

Address : Oman Development Bank Building Central Bank District, 3077 Muscat, OMAN

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ADFIMI

Established in 1986, ADFIMI, Association of National Development Finance Institutions in Member Countries of Islamic Development Bank, is an international non-profit association serving around 50 members in 19 countries with headquarters in Istanbul. The main objective of ADFIMI is to establish networking and solidarity among its members and capacity building of its member institutions. In this context, ADFIMI organizes seminars / workshops / conferences for its members in various cities in its region (like Istanbul, Karachi, Kuala Lumpur, Amman, Tehran, Baku, Cairo, Ouagadougou, Asghabat, Beirut, Dakar, Sarajevo, Prishtina, Lome, Dushanbe, Damascus, Khartoum, Dhaka, Girne, Islamabad, Kuwait City, Antalya, Tirana, Kampala, Dubai, Almaty, Maldives, Tunis).

ADFIMI aspires to be "a forum for development".

ADFIMI's Contact Details:

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