



AIDE MEMOIRE

for

ADFIMI-ODB

Joint Regional Seminar

on

‘SME DEVELOPMENT’

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

Crowne Plaza Hotel, Muscat, Oman

13 – 15 February 2017

Background:

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

Confirmed Speakers:

- H.E. Dr. Ali bin Masoud Al Sunaidy, *Minister of Commerce and Industry / Deputy Chairman of Development Committee of Oman / Chairman of SME Authority of Oman / Chairman of Raffd Fund*
- H.E. Ghulam Murtaza Khan Jatoi, *Chairman SMEDA / Minister of Industries and Production, Pakistan*
- Mr. Khaled Mohammed Al-Aboodi, *CEO, Islamic Corporation for the Development of Private Sector (ICD)*
- Mr. Recep Biçer, *President, KOSGEB, Turkey*
- Dr. Muhamed Zulkhibri, *Senior Economist, IRTI/IDB*
- Mr. Hasan Kimya Bolat, *CEO, İş Leasing, Turkey*
- Datuk Mohd. Radzif Mohd. Yunus, *Managing Director, SME Development Bank, Malaysia*
- Dr. Abdul Aziz bin Mohammed Al Hinai, *CEO, Oman Development Bank*
- Mr. Tariq Bin Sulaiman Al Farsi, *CEO, Al Raffd Fund Oman*
- Dr. Morteza Naderi, *Director, Bank Industry and Mine, Iran*
- Mr. Sher Ayub Khan, *CEO, SMEDA, Pakistan*
- Dr. Abdulhasan Al-Dairi, *Chairman, Bahrain SMEs Society*
- Dr. Osama Rayis, *Africa City of Technology, Sudan*
- Mr. Ozan Acar, *Head of Department, Sectors and Entrepreneurship, The Union of Chambers and Commodity Exchanges of Turkey (TOBB)*
- Mr. Özer Balkız, *Deputy Secretary General, MÜSİAD*
- Mr. Burak Saygılı, *Assistant Manager, Industrial Development Bank of Turkey*
- Mr. Khalid Al Haribi, *Head of Public Authority for SME Development, Riyadh*
- Mr. Nizamuddin Arshad, *Assistant Manager, Office of Financial Stability, Central Bank of Kuwait*
- Mr. Imran Ahmad, *Additional Director, SME Banking, Housing & SME Finance Department, State Bank of Pakistan*
- Dr. Shahid Qureshi, *Director, AMAN-Centre for Entrepreneurship Development, IBA, Karachi, Pakistan*
- Mr. Burak Saygılı, *Assistant Manager, Industrial Development Bank of Turkey*

Invited Speakers:

- Mr. Sutam Al-Qusaibi, *CEO, Bahrain Development Bank, Bahrain*
- Mr. Abdelkarim Ibrahim Al Nafie, *Director General, Saudi Industrial Development Fund, Saudi Arabia*
- Mr. Ali Khajah, *CEO, The Industrial Bank of Kuwait, Kuwait*
- Mr. Gordon McConnell, *Manager, Entrepreneurship Centre – King Abdullah University of Science and Technology (KAUST)*
- A speaker from *Bank Keshavarzi*



Tentative Schedule
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DAY 1 (13 February 2017)	
Time	Program
09.00 – 09.30	Registration
09.30 – 09.45	Opening Remarks – Oman Development Bank
09.45 – 10.00	Opening Remarks – ADFIMI
10.00 – 10.30	Inauguration Address: <ul style="list-style-type: none"> – H.E. Dr. Ali bin Masoud Al Sunaidy, <i>Minister of Commerce and Industry / Deputy Chairman of Development Committee of Oman / Chairman of SME Authority of Oman / Chairman of Raffd Fund</i>
10.30 – 11.00	Photo Session – Coffee Break
<u>Session 1</u> 11.00 – 11.30	Keynote Speech on “The Present Status and Future Prospects for SME’s in the Middle East”
<u>Session 2</u> 11.30 – 13.00	Special SME Agendas: <ul style="list-style-type: none"> • Digital SMEs • Role of SMEs in achieving Sustainable Development Goals • SME Development Issues from SME perspective • Financing and Developing SMEs
13.00 – 14.00	Lunch Break
<u>Session 3</u> 14.00 – 15.20	Country Experiences <ul style="list-style-type: none"> • Turkey • Oman • Turkey • Malaysia
15.20 – 15.40	Coffee Break
<u>Session 3 (Contd.)</u> 15.40 – 17.00	Country Experiences (Continued) <ul style="list-style-type: none"> • Iran • UAE • Saudi Arabia • Bahrain
End of day 1	

DAY 2 (14 February 2017)	
<u>Session 4</u> 09.00 – 09.30	Keynote Address on Traditional and Alternative Finance Models: Status, Issues, Prospects, Challenges
<u>Session 5</u> 09.30 – 11.00	Country Experiences on SME Development <ul style="list-style-type: none"> a. SMEDA's Experience b. KOSGEB's Experience c. Riyadh's role in SME Development d. SME Activities of Kuwait SME Fund
11.00 – 11.30	Coffee Break
<u>Session 6</u> 11.30 – 13.00	Financing for Innovation & Incubators: <ul style="list-style-type: none"> • Incubation in Bahrain • Role of non-financial advisory services in SME Development • Definition of SMEs: How to avoid hindrance to international SME financing?
13.00 – 14.00	Lunch Break
<u>Session 7</u> 14.00 – 14.40	Innovation and SMEs: <ul style="list-style-type: none"> • Demand Economy and SMEs • Development of Entrepreneurship in Saudi Arabia
<u>Session 7 (Contd.)</u> 14.40 – 15.30	Innovation and SMEs (Continued): <ul style="list-style-type: none"> • New Approaches to SME and Entrepreneurship Financing
15.30 – 16.00	Coffee Break
<u>Closing Session</u> 16.00 – 16.30	Summary
16.30 – 17.00	Evaluation and Certificate Ceremony
<u>Social Dinner</u> 19.00 – 21.00	Social Dinner
End of day 2	

DAY 3 (15 February 2017)	
<u>Panel Discussion 1</u> 09.00 – 10.15	New Innovative tools for SME Financing
10.15 – 10.45	Coffee Break
<u>Panel Discussion 2</u> 10.45 – 11.30	Strategic Issues of SME Development
11.30 – 12.00	Seminar findings by the Secretary of the Seminar
12.00 – 12.30	Concluding Remarks
<u>Social Programme</u> 14.00 – 18.30	Social Programme and short tour around Muscat

ADFIMI-ODB
Joint Seminar on
‘SME DEVELOPMENT’
to be held at Crowne Plaza Hotel, Muscat, Oman
on 13 – 15 February 2017

GENERAL CONDITIONS

Candidates should be in good health. Participants are expected to take **medical insurance** coverage in their home countries to cover their travel and stay in **Oman**.

It will be the responsibility of the participants to make their own arrangements to secure visas for entry into **Oman**. Therefore, the participants are urged to check with the relevant authority for their visa requirements and apply as soon as possible. ODB will assist participants in the issuance of visas.

VENUE

The meeting will take place at Crowne Plaza Hotel. This is a 5 star hotel. For those participants requiring accommodation; accommodation rates at The Crowne Plaza Hotel (event venue) and Ramee Guestline Hotel (800 meters from event venue) are given below. You are kindly advised to mention ADFIMI-ODB’s Programme in order to be entitled for the rates below. Participants wishing to stay at the mentioned hotels are requested to contact the hotel directly for room bookings. Obviously, participants wishing to stay elsewhere may do so at their discretion. However, the participants staying at the Ramee Guestline Hotel will be eligible for a free shuttle service between the hotel and the venue.

NUMBER OF PARTICIPANTS

Up to 60 persons

APPLICATION:

Applications should be made by filling the attached form and submitting it to ADFIMI’s e-mail address below preferably before **26.01.2017**.

SEMINAR EXPENSES

Registration is free of charge.

ADFIMI’s responsibility will be limited to the following:

- Softcopies of Seminar notes (in USB Flash drive/e-mail)
- Lunches and coffee breaks during the seminar
- Transfers between the airport and the hotel
- Shuttle transfers between the proposed hotels and the venue

You are requested to inform ADFIMI of your flight details by filling in the nomination form and sending it to ADFIMI as soon as possible.

Hotel Contact Details		
Name of Hotel	Crowne Plaza Hotel** (Event Venue)	Ramee Guestline Hotel*** (800m from venue)
Single Standard Room	OMR 90* per room per night	OMR 40* per room per night
Double/Twin Room	OMR 96* per room per night	OMR 45* per room per night
Executive Suite		OMR 85* per room per night
Contact Person	Ms. Cherry Nalog Group Coordinator	Ms. Shobhana Biyani, Manager Sales & Marketing
Telephone	+968 24660660	+968 97056319 / 92144772
Email	cherry.nalog@ihg.com	salesoman@rameehotels.com

OMR: 1 Omani Riyal \approx 2.6 USD

*The prices include buffet breakfast

** The mentioned room rate for Crowne Plaza Hotel is on Bed and Breakfast basis and **exclusive** of 8% Service Charge, 4% Tourism Tax and 5% Municipality Tax and is quoted in Omani Riyal

*** The mentioned room rate for Ramee Guestline Hotel is on Bed and Breakfast basis and **inclusive** of all taxes and is quoted in Omani Riyal

If you have any questions regarding the seminar, or the nomination and selection procedures, please do not hesitate to contact ADFIMI.

Nuri Birtek
Secretary General

<p><u>ADFIMI's Contact Details:</u> Address: Saka Mehmet Sk, No:13, Kat: 2, Sultanhamam, Eminönü, 34116, İstanbul, Turkey Web site: http://www.adfimi.org E-mail: adfimi@adfimi.org , info@adfimi.org Phone: + 90.212.526 51 26 – 27 Fax: + 90.212.526 51 28</p>	<p><u>ADFIMI's US Dollar Account Details:</u> Account No: 53000734 IBAN:TR92 0001 2009 8480 0053 000 734 Bank: Turkiye Halk Bankası Sultanhamam Branch (Code: 848) Address: Eminönü, İstanbul, Turkey SWIFT: TRHBTR2A (Head Office)</p>
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