

## B2B EVENT

### *Open4Business: Made in the Western Balkans, Supported by the European Union*

**Date:** Thursday 5 October, 2023

**Venue:** Morning session: Hotel Aleksandar Palace, Bul. 8mi Septemvri br. 15, 1000 Skopje, North Macedonia (+ hybrid).

Afternoon session: Multiple locations in all six capitals (see below).

#### **DRAFT AGENDA**

08:30 - 09:00 **Registration at the following link:** <https://open4business-made-in-western-balkans.b2match.io/>

09:00 - 09:20 **OPENING REMARKS – Skopje (Hybrid)**

- Fatmir Besimi, Minister of Finance (tbc)
- David Geer, Head of EU Delegation to North Macedonia
- Video message by Gert Jan Koopman, Director-General, European Commission Directorate General for Neighbourhood and Enlargement Negotiations

Moderator: Ms. Ana Zafirova

09:20 - 09:40 **KEYNOTE ADDRESS - Skopje (Hybrid)**

- Holger Schröder, European Commission Head of Unit, Western Balkans Regional Programmes, Economic Investment Plan
- Branko Azeski, President of Economic Chamber of Commerce and Deputy President of WB6 CIF

Moderator: Ms. Ana Zafirova

09:40 - 10:40 **SESSION I – EIF – Partnering with banks: how EU support can make a difference for SME resilience and access to finance - Skopje (Hybrid)**

- Marco Guiliani, Mandate Manager, EIF
- Alessandro De Concini, Country Manager - Lending operations in the Western Balkans, EIB
- Representative from ProCredit Bank AD Skopje
- Representative MSME having received financing under the scheme
- Q&A

Moderator: Procredit Bank AD Skopje

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- 10:40 - 11:00 **Coffee break**
- 11:00 - 12:00 **SESSION II – EBRD – How EU, EBRD and local financial institutions join forces to boost competitiveness of the SMEs in the Western Balkans through finance and advice - Skopje (Hybrid)**
- Arita Hasani, Principal Banker, Financial Institutions
  - Leonora Kusari, Principal, SME Finance & Development
  - Giovanni Vaccari, Project Consultant
  - Q&A
- Moderator: Ms. Nina Nedanoska, Deputy President of the Board of Directors of Sparkasse Bank AD Skopje
- 12:00 - 13:00 **SESSION III – Financing green investments: KfW and GGF's engagement in the Western Balkans - Skopje (Hybrid)**
- Robert Sharlamanov, Senior Portfolio Specialist/Coordinator, KfW Development Bank
  - Slaven Popovic, Senior Investment Officer, Finance in Motion
  - Muharrem Inan, Head of Treasury, BKT Kosovo and Suad Bakal, Executive Director, BKT Kosovo (tbc)
  - Representative MSME having received financing under the scheme
  - Q&A
- Moderator: Mr. Bilal Sucubasi, CEO and President of the Managing Board, Halkbank AD Skopje
- 13:00 - 13:30 **CLOSING REMARKS - Skopje (Hybrid)**
- Holger Schröder - European Commission
- 13:30 - 14:45 **NETWORKING LUNCH** – in all capital cities
- 14:45 - 17:45 **Business - Financiers Matchmaking** – in all capital cities

#### Event locations:

- Skopje, Hotel Aleksandar Palace (Bul. 8mi Septemvri br. 15)
- Tirana, Europe House (Papa Gjon Pali II Street).
- Sarajevo, Foreign Trade Chamber, (Branislava Đurđeva 10)
- Pristina, Chamber of Commerce, (Str. Nena Tereze Nr. 21)
- Podgorica, Chamber of Economy, (Novaka Miloseva 29/II)
- Belgrade, Chamber of Commerce, (Resavska 13-15).

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