



Western Balkan
Enterprise Development
and Innovation Facility

WB EDIF

5th Anniversary event, Tuesday 7 November 2017

Hills Hotel, Sarajevo, Bosnia Herzegovina

(Butmirska cesta 18., 71 000 Sarajevo)

Hosted by the European Investment Fund

AGENDA

09.00 Registration & welcome coffee

09:30 Welcome and Opening Remarks

A general high level welcome and introduction to 'set the scene' to the day and explain to the participants the structure for the various sessions.

Moderator: Ms Sue Beardsmore

Speakers

- Mr Gianluca Massimi, Head of Division, Mandate Management, European Investment Fund
- Mr Lars-Gunnar Wigemark, Head of EU Delegation to BiH and EU Special Representative in Bosnia Herzegovina
- Video-recorded welcome address by DG NEAR Deputy Director-General Ms Katarína Mathernová

10.15 WB EDIF after 5 years – a snapshot

An overview of the main challenges for the SMEs in the region shall be presented to show more broadly how WBEDIF fits into the development of the entire region for private sector development. Following this, an explanation of how the WBEDIF Platform is structured and an overall look into what it has achieved over the last 5 years shall be presented.

Moderator: Ms Sue Beardsmore

Speakers:

- Dr Dejan Erić, PhD, Professor at the Belgrade Banking Academy
- Mr Wolfgang Schlaeger, Head of Sector for Western Balkans Investment Framework, DG NEAR
- Mr Gianluca Massimi, Head of Division, Mandate Management, European Investment Fund
- Ms Nadia Petkova, Director, SME Finance & Development Regional Network, EBRD

PART 1: LOOKING BACK

We begin the day by looking in more detail at how WB EDIF has supported private sector development in the Western Balkans Region

11.00 Access to Finance for SMEs in the Western Balkans – results and lessons learned

We hear from the Managers of the three existing financial instruments: two Equity Funds (ENIF and ENEF) as well as the Guarantee Facility and one of the TA measures under WB EDIF which works directly with SMEs – the Advice for Small Businesses (ASB Programme). The Panel will discuss what were the lessons learned during the deployment of their products in the region and where they see the future lying. 20-25 minutes will be allocated at the end of the Panel to address questions from the audience.

Moderator: Ms Sue Beardsmore

Speakers

- Mr Gianluca Massimi, Head of Division, Mandate Management, European Investment Fund
- Mr Martin Godemann, ProCredit Group Funding
- Mr Fabio Serri, Senior Banker Head of SME D&F for Western Balkans, EBRD (for ENEF)
- Mr Jure Mikuž; Managing Partner at South Central Ventures, Managers of the Western Balkans Enterprise Innovation Fund (for ENIF)
- Ms Biljana Ščekić, Associate Director, ASB Regional Head for the Western Balkans, EBRD
- Mr Saša Trivić from Krajina Klas, a Bosnian SME funded under the Enterprise Expansion Fund

12.00 The process of reform in the Western Balkans – results and lessons learned

We hear from the managers of various TA projects under WB EDIF which focus on areas of policy development and reform, as well as from the European Commission on where the core areas of policy are focussing today and going forward towards EU acquis. The Panel will discuss what were the lessons learned during the deployment of their initiatives in the region and where they see the future lying. 20-25 minutes will be allocated at the end of the Panel to address questions from the audience.

Moderator: Ms Sue Beardsmore

Speakers:

- Mr Dragan Šoljan, Advisory Services Department, European Investment Bank
- Mr Roby Senderowitsch, Practice Manager, Governance Global Practice, World Bank
- Mr Reinhard Haslinger, Senior Operations Officer, Centre for Financial Reporting Reform, World Bank
- Mr Todor Milchevski, Private Sector Specialist, Trade and Competitiveness Global Practice, World Bank
- Ms Marzena Kisielewska, Head of South East Europe Division, Global Relations Secretariat, OECD

13.00 Lunch break

PART 2: LOOKING FORWARD

14.30 The Western Balkans Regional Economic Area: the role of WB EDIF

The Western Balkans Regional Economic Area (REA) aims at developing an area where goods, services, investments and skilled workers can move without obstacles. Greater economic integration will make the region more attractive and competitive. Engaging in a regional economic area sends a powerful message that the Western Balkans is a market of some 20 million consumers with enormous untapped potential. The speakers shall discuss how WBEDIF can contribute to this momentum.

20-25 minutes will be allocated at the end of the Panel to address questions from the audience.

Moderator: Ms Sue Beardsmore

Speakers:

- Mr Wolfgang Schlaeger, Head of Sector for Western Balkans Investment Framework, DG NEAR
- Mr Emanuel Salinas, Country Manager for Bosnia and Herzegovina and Montenegro, World Bank Group
- Mr Ian Brown, Head of office in Bosnia & Herzegovina, EBRD
- Mr Zdravko Ilić, Chamber of Commerce and Industry of Serbia
- Ms Dragana Đurića, Senior Expert on Competitiveness, Regional Cooperation Council

Innovation in the Western Balkans region: a deep dive

15.30 Panel 1: “From ideas to market, the valley of death and what is being done to address the gaps in capacity building as well as access to finance”

The ‘Valley of Death’ is a term commonly used in the start-up world to refer to the gap which exists for many SMEs between developing a sound venture idea and its commercialisation or attractiveness to private investors. We hear from expert speakers from the policy world working with proof of concept and Tech Transfer models; from WBEDIF’s early stage Fund – ENIF.

15-20 minutes will be allocated at the end of the Panel to address questions from the audience.

Moderator: Ms Sue Beardsmore

Speakers:

- Ms Elena Andonova; Innovation and Tech-Transfer, Joint Research Centre, European Commission
- Mr Dragan Šoljan; Advisory Services Department, European Investment Bank
- Ms Lisa Cowey; Key Expert for Technology Transfer EU4TECH Western Balkans
- Mr Jure Mikuž; Managing Partner at South Central Ventures, Managers of the Western Balkans Enterprise Innovation Fund (ENIF)

16.15 Panel 2: “a joint venture to foster innovation: an Centre of Excellence example from Sarajevo”

Centres of Excellence can provide a fantastic collaborative platform to foster cooperation between science, academia and entrepreneurs in order to support the generation of ideas and bridge the needs of industry and institutes of higher education. The speakers take the audience through a practical example from Sarajevo.

15-20 minutes will be allocated at the end of the Panel to address questions from the audience.

Moderator: Ms Sue Beardsmore

Speakers:

- Edin Mehić (serial entrepreneur, director of Networks accelerator in Sarajevo)
- Mirsad Jasarspahić (Chamber of Economy of the Federation of Bosnia Herzegovina, President)

17.00 Panel 3: “showcase SMES from the Region”

*To round out the day with some local stories, we hear from 2 SMEs and the entities that support them on their ideas and what – in their views – remains as a challenge for their further development
15-20 minutes will be allocated at the end of the Panel to address questions from the audience.*

Moderator: Ms Sue Beardsmore

Speakers:

- Mr Dragan Šoljan; Advisory Services Department, European Investment Bank
- Ms Iva Đikić, co-Founder, Virtual Reality Exposure Therapy (VRET)
- Ms Samira Nuhanović, R&D director, Social Business Incubator, Mozaik
- Ms Tamara Jović, Superwoman - a company fostered under Mozaik

17.15 Interactive wrap-up session

We conclude the day by summarising the discussions and touching back on any main themes of questions which arose from the audience during the various panels

Moderator: Ms Sue Beardsmore

18.00 Close of event and networking cocktail reception