

EFSE ANNUAL MEETING 2010

8 TO 10 JUNE 2010

OHRID



GROWING RESPONSIBLY – GROWING RESPONSIBILITY

www.efse.lu

Agenda as per 4 June 2010

The European Fund for Southeast Europe (EFSE) is a unique Public-Private Partnership initiative based on an innovative investment structure. Development finance is mutually provided by donors, international finance institutions and private institutional investors.

In 2009, the Fund has continued on its strong sustainable growth trajectory, reaching a total investment portfolio of EUR 579 million with 58 partner lending institutions. EFSE, as a flagship initiative in development finance, is dedicated to serving microenterprises, small businesses as well as low-income private households. Four years after its inception, the Fund as the biggest microfinance investment fund has gained worldwide recognition as a true public-private partnership, a model which has already begun to be replicated around the globe.

EFSE is a development finance initiative supported by:



European Investment Fund
as Trustee for
European Commission



Federal Ministry
for Economic Cooperation
and Development



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Agency for Development
and Cooperation SDC

Austrian
Development Cooperation

Danida



SAL. OPPENHEIM



Registration of participants

Wednesday, 9 June 2010, 8.30 – 9.00

Welcome Desk at Metropol Lake Resort, Ohrid

The Annual Meeting will be opened

Tuesday, 8 June 2010

19.30 Cocktail Reception

Metropol Lake Resort / Restaurant Bellevue

20.00 Dinner

Metropol Lake Resort / Restaurant Bellevue

Business attire

Hosted by Oppenheim Asset Management Services, Luxembourg, EFSE Fund Manager

Wednesday, 9 June 2010
Conference Hall at Metropol Lake Resort, Ohrid

9.00 – 9.30	Opening and welcome addresses	<i>Conference Hall Biljana</i>
	Gerhard Schumann-Hitzler, Director, Directorate D – Resources, European Commission Friederike Kärcher, Desk Officer for Serbia and Kosovo, Federal Ministry for Economic Cooperation and Development, BMZ Prof. Dr. Eva Terberger, First Vice President, Evaluation Department Financial Cooperation, KfW	
9.30 – 11.00	Opening panel with Central Bank Representatives Growing Responsibly – Growing Responsibility	<i>Conference Hall Biljana</i>
	Moderator: Prof. Dr. Eva Terberger, First Vice President, Evaluation Department Financial Cooperation, KfW	
	Panellists: Dimitar Bogov, Vice Governor, National Bank of the Republic of Macedonia Radovan Jelašić, Outgoing Governor National Bank of Serbia Michael Klein, Former Chief Economist, IFC Helen Alexander, Managing Director, ProCredit Holding	
	In presence of the other Central Bank Governors of the EFSE target region	
11.00 – 11.30	Coffee break	<i>Pre-Conference Area</i>
11.30 – 12.00	Growing Responsibly – Growing Responsibility in the EFSE region	<i>Conference Hall</i>
	Dr. Klaus Glaubitt, Chairman of the EFSE Board of Directors Sylvia Wisniwski, Chief Operating Officer for EFSE	
12.00 – 13.00	EFSE Signing ceremony Introduction by Monika Beck, Member of the EFSE Board of Directors Signing of Partner Lending Institutions Loan Contracts	<i>Conference Hall Biljana</i>
	Introduction into another responsible finance investment initiative in the region: Green for Growth Fund, Southeast Europe (GGF) Dominique Courbin, Head of Division, European Investment Bank	
	GGF Signing ceremony Introduction by Dominique Courbin, Head of Division, European Investment Bank Signings: OeEB Commitment Agreement and Partner Institutions Loan Contract	
13.00 – 14.30	Lunch break	<i>Restaurant</i>

Parallel workshop sessions**Panel I**

Addressing responsible finance for micro and small enterprises and private households

Panel II

Understanding the institutional challenges presented by the current crisis

Panel III

Promoting a responsive and responsible financial sector in times of crisis

Panel I*Conference Hall Samoa***Addressing responsible finance for micro and small enterprises and private households**

Moderator: Kristin Duchâteau, Head of Department Advisory Programs,
Oesterreichische Entwicklungsbank AG

- Preventive measures and coping strategies for client over-indebtedness
Nejira Nalić, Director Mi-Bospo, Chair of Association of MFIs in BiH (AMFI)
- Promoting local currency lending
Emma Aller, Client Advisor, Cygma
- Challenges of foreign exchange lending
Ala Polustanova, Head of Retail Products Development and Management, Moldova Agroindbank
- Financial education and literacy
Liljana Shkodra, Deputy Head of Retail Banking Group, BKT, Albania
- Investors' role in promoting responsible finance
Milena Bertram, Manager, EFSE Development Facility

Panel II*Conference Hall Biljana***Understanding the institutional challenges presented by the current crisis to commercial banks and micro institutions**

Moderator: Hanns-Martin Hagen, Chief Financial Sector Economist, KfW

- Managing challenges on various fronts: Experiences from an investor's portfolio
Henry Russell, Director Financial Institutions, EBRD
- Prudent forward-looking funding strategies to reengage in responsible growth
Alenka Smerkolj, Senior Director, NLB Group
- New focus in credit risk management: work-outs and restructuring
Ella Beavers, Country Director, FINCA Kosovo
- MFIs being challenged: lessons learned from Eastern Europe
Marie-Paule Claes, Senior Investment Officer, IFC
- Business models under stress
Elvira Lefting, Chief Investment Officer for EFSE

Panel III

Conference Hall Labino

Promoting a responsive and responsible financial sector in times of crisis

Moderator: Cornelis van Aerssen, Investment Officer, Financial Institutions, FMO

- Regulatory adjustments to balance macroeconomic and financial sector stability
Ardian Fullani, Governor, Bank of Albania
- Role of credit bureaus
Britta Klatte, Manager International Cooperation, Schufa
- Evolving microfinance sector: balancing diversity and consolidation
Jasmina Glisovic-Mezieres, Microfinance Specialist, CGAP
- Investors' role in supporting a stable and responsibly growing financial sector
Prof. Dr. Eva Terberger, First Vice President, Evaluation Department Financial Cooperation, KfW
- Risk mitigating financial products: micro insurance
Raymond Risler, Emerging Consumer / Microinsurance, Zurich Financial Services

16.00 – 16.30

Concluding and closing panel

Conference Hall Biljana

After 17.00

Networking opportunity

18.30

Cultural event

20.30

Dinner

Thursday, 10 June 2010
Conference Hall at Metropol Lake Resort, Ohrid

9.00 – 12.30

Technical Workshops

I. Analysing and managing currency risk

Douglas Philip Buyskes, Vice President, TCX
Othmane Boukrami, Vice President, TCX
Jorge Santisteban, Director of Hedging Services, MFX

II. Managing credit risk

Donna Nails, Independent Consultant
Paula Storch Tjossem, Independent Consultant

III. Good corporate governance in challenging times

Catherine Lawton, Director EMEA Corporate Governance Consulting, Nestor Advisors

12.30 – 14.00

Lunch (Optional)

Departure

EFSE – EUROPEAN FUND FOR SOUTHEAST EUROPE

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