



XII Foro
Iberoamericano
de Sistemas de Garantía
y Financiamiento para
la Micro y Pyme

Program

XII Latin American Forum on Guarantee and Financing Systems for Micro and Small Businesses

12 to 14 November, 2007, Santiago, Chile

SUNDAY, 11 NOVEMBER, 2007

16:00 - 21:00 **ACCREDITACION**

Prat Hall, Hotel Sheraton San Cristóbal.

MONDAY, 12 NOVEMBER, 2007

08:30 - 10:00 **INAUGURATION**

08:30 - 09:20 Inauguration.

Representatives of the Organizing Committee of the XII Latin American Forum on Guarantee and Financing Systems of the Latin American Guarantee Network (REGAR):

- José Luis Mardones, BANCOESTADO CEO, FOGAPE manager.

- Rommel Acevedo, Secretary General, Latin American Association of Financial Institutions for Development (ALIDE).

- Ambassador Ms. Floria Caricote Lovera, Permanent Secretary of the Economic System For Latin America and The Caribbean (SELA).

- Julio Valles, IBERAVAL CEO, Reciprocal Guarantee Company (IBERAVAL SGR).

09:20 - 09:40 Some words from Enrique Iglesias, Secretary General of the Latin American Secretariat (SEGIB).

09:40 - 10:00 **Welcome words by Chilean Authority**

- Alejandro Ferreiro, Minister of Economy.

10:00 - 10:10 **Coffee Break**



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10:10 - 11:40

**FIRST PANEL:
“GUARANTEE AND FINANCING SYSTEM FOR MICRO AND SMALL
BUSINESSES IN CHILE”.**

Chair

**Rommel Acevedo, Secretary General, Latin American Association of
Financial Institutions for Development (ALIDE)**

10:10 - 10:30

“Small Company Guarantee Fund: FOGAPE – BANCOESTADO’S Vision,
Manager”.
- José Manuel Mena, BancoEstado CEO.

10:30 - 11:00

“Progress in implementation of Chilean Reciprocal Guarantees Institutions and
their organization”.
- Rossella Cominetti C., Ministry of Economy representative.
- Guisepppe Pezzetto Eurofidi CEO, EUROFIDI representative.

11:00 - 11:20

“CORFO Guarantee program, Investment Guarantee Fund: FOGAÍN”.
- Marcelo Gonzalez, CORFO.

11:20 - 11:40

“Control and supervision of guarantee systems, guarantee evaluation and
weighting”
- Gustavo Arriagada, Superintendent of Banks and Financial institutions.

11:40 - 12:00

Coffee Break.

12:00 - 13:20

**SECOND PANEL:
RELEVANT PLAYERS RELATED TO GUARANTEE AND FINANCING
SYSTEMS IN CHILE”.**

Chair

**Gonzalo Capriles, Management Unit Coordinator of the IBERPYME
Program . Economic System of Latin America and The Caribbean (SELA).**

12:00 - 12:20

“The Financial System: Impact of Guarantee Systems on Banking.
Experience of the Financial System in relation to the FOGAPE”.
Alejandro Alarcón ABIF CEO.

12:20 - 12:40

“Success factors in Financing Micro and Small Businesses”
- Jaime Pizarro, BancoEstado Micro and Small Business Manager .

12:40 - 13:00

“Nace y Renace Programs”
- Marcos Castro, - BCI Banca Pyme Manager .

13:00 - 13:20

“Vision of the Unions”
- Roberto Zuñiga, CONAPYME.

13:20 - 15:00

Buffet Lunch at Hotel Sheraton.

15:00 - 18:30

**THIRD PANEL: “PRODUCTS AND SERVICES IN THE LATIN AMERICAN
GUARANTEE SYSTEMS”.**

Chair

Sergio Lamas, President of Supervisory Commission, Garantizar SGR.



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- 15:00 - 15:20** "Need of guarantees and financing for businesses from the viewpoint of their internalization".
- Sebastián Arias. Advisor to IBERAVAL, SGR, Advisor and Delegate, GRUPO INDAL (Castilla and León, Spain), with presence in Latin America.
- 15:20 - 15:40** "International Guarantee Scheme: presentation of the final scheme".
- Edgard Coquis, FOGAPI CEO (Perú).
- 15:40 - 16:00** "New development products of the Buenos Aires Province Guarantee Fund, SA (FOGABA)".
- Nestor Pata. FOGABA Administration and Operations Manager.
- 16:00 - 16:20** "Guarantee products for the Colombian agricultural sector of the Agricultural Guarantee Fund (FAG)".
- Luis Fernando Criales. FINAGRO President.
- 16:20 - 16:40** "Guarantee Programs as a credit redirecting instrument".
- Mario de la Vega, NAFIN Product Development Manager.
- 16:40 - 17:00** **Coffee Break.**
- 17:00 - 17:20** "Private guarantee system portfolio reinsuring".
- Alessandro Bozzo, FOGAPE (Chile).
- 17:20 - 17:40** "FONPYME: Public re-strengthening for the Venezuelan SGR system" - Ms. Jesly Lusinchi President of SGR Aragua.
- 17:40 - 18:00** "Trust in the Mexican guarantee system".
- Gustavo Meléndez, Director General of Business Promotion, Mexico's Ministry of Economy.
- 18:00 - 18:20** "Advances in rating / scoring methodology in the Spanish reciprocal guarantee company system (SGR)".
- Juan Manuel García, Advisor to the SGR of the Valencia Community
- 18:20 - 18:40** "Guarantee Risk Management System of the FNG, SA, : Presentation of final results on technical expected loss models".
- Luis Enrique Ramirez, Financial Vice-president of the National Guarantee Fund, SA (FNG, SA).
- 18:40 - 18:45** **End of First Day.**

TUESDAY, 13 NOVEMBER, 2007



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09:00 - 10:40 **FOURTH PANEL: “GUARANTEE SYSTEMS: VISION OF MULTILATERAL ORGANIZATIONS AND DEVELOPMENT BANKING”.**

Chair **Nicola Angelucci, President of the Latin American Association of Financial Institutions for Development (ALIDE) and of the Intersectorial Investment Bank (BMI).**

09:00 - 09:20 “Innovative Experiences in Access to Finance: Market-Friendly Roles for the Visible Hand”.
- Sergio Schmukler Lead, Economist Development Research Group, The World Bank”.

09:20 - 09:40 "IIC, the Inter American Investment Corporation of the IDB and its support to the Latin American guarantee systems ".
- Carlos Roa, Coordinator of Financial Institutions and Structured Finance (IIC).

09:40 - 10:00 "CAF action to facilitate access to SME's financing ".
- Mauricio Yopez, Vice-president of Financial Systems (CAF).

10:00 - 10:20 “BCIE’s support to guarantee systems in Central America”,
- Representative of Multisectorial Investment Bank BMI, by delegation of the Inter American Bank of Economic Integration (BCIE).

10:20 - 10:40 “Guarantee systems from the Latin American Development Banking Viewpoint”.
- Rommel Acevedo Secretary General, Latin American Association of Financial Institutions for Development (ALIDE).

10:40 - 11:00 **Coffee Break**

11:00 - 12:40 **FIFTH PANEL: “PROGRESS AND NEWS ABOUT GUARANTEE SYSTEMS IN LATIN AMERICA”.**

Chair **Alfredo Herrero Calvo, IBERAVAL SGR General Manager.**

11:00 - 11:15 “Pilot project on re-entrepreneurship, its relationship to Chilean guarantee schemes”.
- Raúl Rivera, President of Pro-Innovation Forum.

11:15 - 11:30 "Progress in Ecuador’s Guarantee System ".
- Iván Tobar, CFN CEO, and Amulfo Salme, CNF executive.



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- 11:30 - 11:45** “Status of Brazil’s guarantee project”.
- Dr. Carlos Alberto Dos Santos, Managing and Finance Director of SEBRAE Nacional.
- 11:45 - 12:00** “Recent reforms to Portuguese SPGM legislation”.
- Jose Fernando Figueiredo, Chief Executive Officer (CEO) of Sociedade de Investimento, S.A., (SPGM) “holding” do Sistema Nacional de Garantia Mútua, manager of Fundo de Contragarantía Mútuo (FCGM), and Chief Executive Officer of 2 Portuguese SPGM’s.
- 12:00 - 12:15** “Costa Rica’s Development Banking System bill including modifications to the guarantee system”.
- Pedro A. Morales, Industrial Policy and SME Advisor, Costa Rican Chamber of Industries.
- 12:15 - 12:30** “The Serra Gaúcha Credit Guarantee Association (AGC), a public-private initiative in Brazil”.
- Fernando Vial, AGC Chief Executive Officer.
- 12:30 - 14:30** **Buffet lunch at Hotel Sheraton.**

14:30 - 16:10 **SIXTH PANEL: “DEVELOPMENT AND PERSPECTIVES OF GUARANTEE SCHEMES/SYSTEMS IN LATIN AMERICA”.**

Chair **Pablo Pombo, Technical Secretary of the Latin America Guarantee Network (REGAR)**

- 14:30 - 14:50** Presentation of report on “development and perspectives of guarantee systems in Latin America, Spain and Portugal”.
- Horacio Molina and Jesús N. Ramírez , ETEA Foundation for development and cooperation.
- 14:50 - 15:30** Development and perspectives of two public scheme systems.
- Juan Carlos Duran, President of Fondo Nacional de Garantía de Colombia, SA FNG.
- Kedson Pereira, CEO of the Diretoria de Micro e Pequenas Empresas do Banco do Brasil, administrador del Fundo de Aval para a geração de Emprego e Renda (FUNPROGER).
- 15:30 - 16:10** Development and perspectives of two mixed (private/private) guarantee systems: SGR systems.
- Argentina: Guillermo Rothlisberger, Advisor to Board of Directors of GARANTIZAR, SGR.
- El Salvador: Roger Alfaro, President of GARANTIAS y SERVICIOS, SGR, SA of CV.
- 16:10 - 16:30** **Coffee Break**



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16:30 - 18:00 **CLOSING CEREMONY**

- 16:30 - 18:00**
- FOGAPE (presentation of conclusions)
 - REGAR – Technical Secretary
 - IBERAVAL Sociedad de Garantía Recíproca (Iberaval SGR),
Economic System in Latin America and The Caribbean, SELA,
Latin American Association of Financial Institutions for Development,
 - ALIDE,
 - AECM President

18:00 - 19:30 **REGAR SUMMIT.**

21:00 - 24:00 **CLOSING DINNER.**

WEDNESDAY, 14 NOVEMBER, 2007



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CEREMONY FOR THE ORGANIZATION OF THE LATIN AMERICAN ASSOCIATION OF GUARANTEE INSTITUTIONS (ALIGA).

International Guarantee Systems Outlook From Continental Guarantee Confederations.

Chairs

Pablo Pombo, Founding President of the European Reciprocal Guarantee Association (AECM) and Alessandro Bozzo, FOGAPE Manager.

08:30 - 08:50

“The KOREA CREDIT GUARANTEE FUND (KODIT) and the Asian Credit Supplementation Institution Confederation (ACSIC)”.
- Mr. Yong Pyung Park, Team Manager of KODIT of KOREA.

08:50 - 09:10

“Guarantee systems in the EU”.
- José Fernando Figueiredo, President of the European Association of Reciprocal Guarantees, EARG.

09:30 - 09:50

“Presentation by the Latin American Guarantee Institutions (ALIGA)”.
- Representative of the ALIGA Promoting Board, and of the acts pertaining to its organization

10:00 - 11:00

ALIGA ORGANIZATION CEREMONY.



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Organizers

The XII Latin American Forum on Guarantee and Financing Systems for Micro and Small Businesses will take place in Santiago, Chile, and is organized by FOGAPE-BancoEstado as the counterparty of the REGAR sponsoring institutions: SELA Permanent Secretariat, responsible for the IBERPYME Program management unit, the Latin American Association of Financial Institutions for Development (ALIDE), and IBERAVAL SGR.

The forum has a Seminar-Workshop format the purpose of which is to allow its participant to increase knowledge and information and facilitate the learning thereof. It is an event based on the exchange of Latin American information on and experiences with guarantee and financing systems/entities for Micro and Small Businesses. It is also intended to become an opportunity for experts from Latin America and other parts of the world to interact in order to evaluate the best practices and experiences carried out by Latin American, Portuguese and Spanish guarantee entities and systems in favor of Micro, Small and Mid-size businesses.