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BULGARIAN SMALL AND
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БЪЛГАРСКА ТЪРГОВСКО-ПРОМИШЛЕНА ПАЛАТА
BULGARIAN CHAMBER OF COMMERCE AND INDUSTRY



PROGRAMME
COMPETITIVENESS AND
INNOVATIONS IN
ENTERPRISES

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INTERNATIONAL CONFERENCE

Financial and Investment Support for SMEs – Sofia International Money Expo (SIM Expo 2024) **SOFIA – REGIONAL FINANCIAL HUB**

**08 and 09 October 2024, Sredetz Hall of Hotel "Sofia Balkan
Palace" (former Sheraton hotel), Sofia**

A G E N D A

08.10.2024 (Tuesday)

09:30 – 10:00	Registration and Welcome Coffee
10:00 – 11:00	<p>Plenary session</p> <p><i>Moderator: Mr. Vladimir TOMOV</i>, Chairman of the Investment Council to the BCCI</p> <ul style="list-style-type: none"> • Mr. Krasimir YAKIMOV, Deputy minister of innovation and growth • Dr. David SUKALINSKI, Deputy minister of economy and industry • Eng. Petar DIMITROV, Minister of environment and water (TBC) • Mr. Vladimir MALINOV, Minister of energy (TBC) • Mr. Nikola BARBUTOV, Deputy mayor of Sofia Municipality, department "European policies, international activities and tourism" • Mr. Teodor RADONOV, Manager of the regional office of European Investment Bank (EIB) • Mrs. Svetoslava GEORGIEVA – Chairman of the European Innovation Council Fund, member of the Investment Committee of InvestEU; • Mr. Tsvetan SIMEONOV - President of the Bulgarian Chamber of Commerce and Industry (BCCI); • Mr. Boyko TAKOV, PhD, Executive director of the Bulgarian Small and Medium Enterprises Promotion Agency (BSMEPA).

11:00 – 11:30	<p>Big money for the SMEs – European programs for funding SMEs</p> <p><i>Moderator: Mr. Vladimir TOMOV</i>, Chairman of the Investment Council to the BCCI</p> <ul style="list-style-type: none"> - Mrs. Iliyana ILIEVA, Deputy director in the Main directorate “European Funds for Competitiveness” with the Ministry of Innovation and Growth”
11:30 – 12:00	<p>Alternative financing and cash flow management for SMEs</p> <p><i>Moderator: Mrs. Diana MITEVA</i>, strategic advisor at “Alaric Securities” and Chairman of the Ladies Forum</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Assoc. Prof. Manyu MORAVENOV, Ph.D., Chief Executive Officer (CEO) of Bulgarian Stock Exchange (BSE) - Mr. Anton PANAYOTOV, Executive director of “Alaric Securities” investment broker - Mr. Emil POPOV, Executive director of Creston Bulmar <p>Topics for discussion:</p> <ul style="list-style-type: none"> • Financing opportunities for SMEs through the Bulgarian Stock Exchange (BSE) and the growth market – BEAM; • Bond issues as a means of financing SMEs - advantages and challenges; • Solutions for optimal cash flow management and financial planning; • Taxation and treatment of alternative forms of financing and cash flow management.
12:00 – 13:00	Lunch
	Panel discussions
13:00 – 14:00	<p>Equity investing to support business growth - Sofia as a regional financial hub</p> <p><i>Moderator: Mr. Pavel VELKOV</i>, managing partner at Morningside Hill Capital</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Mr. Hristo STOYANOV, Regional manager of European Investment Bank (EIB) for Bulgaria; - Mrs. Konstantina VOYNOVA, Head of “Equity financial instruments” department at Fund of Funds; - Mrs. Bistra KIROVA, Managing partner in “Sofia Angels Ventures”; - Mr. Tihomir DYANKOV, CIO & Partner in “Invenio Partners”; - Mr. Ivaylo GOSPODINOV, managing partner in “BlackPeak Capital”.

	<p>Topics for discussion:</p> <ul style="list-style-type: none"> • Trends in equity investing in Europe and Bulgaria in recent years. Strengths and weaknesses of equity investing for entrepreneurs and comparison with other forms of financing; • Financing opportunities in Bulgaria for startups and businesses from abroad. Funds based in Bulgaria with a regional and international investment focus; • Development of institutional investing in Bulgaria and future expectations; • Changes needed in the ecosystem to attract foreign capital; • Funds for sustainable regional development.
14:00 – 15:00	<p>Guarantee and financial instruments to support businesses</p> <p><i>Moderator: Mr. Martin GIKOV</i>, Managing partner in “Fingrow” (venture building company) and chairman of the board of “JEREMIE” (as part of European Investment Fund)</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Mr. Hristo STOYANOV, Regional manager of European Investment Bank (EIB) for Bulgaria; - Mr. Ilia KARANIKOLOV, Chairman of the board of “Bulgarian Development Bank”; - Mr. Asen YAGODIN, Chairman of Board of Directors of BSE; Member of Board and deputy executive director of Postbank; - Mr. Kiril VELICHKOV, PhD, Director of "European projects and financial instruments" in "United Bulgarian Bank" (UBB); - Mrs. Iliyana IVANOVA, Head of the department “Debt Financial Instruments” at Fund of Funds; - Mr. Nikolay TSENKOV, Manager of Municipal Guarantee Fund for SMEs (MGFSME) at Sofia municipality. <p>Topics for discussion:</p> <ul style="list-style-type: none"> • Guarantee and financial instruments to support business development; • Special role of the European and Bulgarian institutions in support and development of financial instruments for SMEs in Bulgaria; • Structuring of guarantee and financial instruments, innovations in structuring, combining with grant elements, coordination with business in structuring instruments, focus on innovative SMEs and risk sharing with intermediary banks; • State and municipal instruments for guaranteeing companies with Bulgarian and foreign participation in Bulgaria.
15:00 – 15:30	Coffee Break

15:30 – 16:30	<p>Foreign direct investment – a benefit for business and a incentives for the economy</p> <p><i>Moderator: Mrs. Gabriela DIMITROVA</i>, Director of "International Cooperation and International Organizations" at BCCI</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Mrs. Mila NENOVA, Executive Director of the Bulgarian Investment Agency (BIA); - Mrs. Maria CHRISTOVA, PhD, Chief Director of Sofia Investment Agency (SIA); - Mr. Dimitrios MICHAS, Minister Plenipotentiary at the Embassy of Greece in the Republic of Bulgaria; - Mr. Stefan DELAYE, Chairman of the French-Bulgarian Chamber of Commerce and Industry; <p>Topics for discussion:</p> <ul style="list-style-type: none"> • Bulgaria/Sofia - a desirable investment destination. Guidelines for successful investment projects; • Examples of new investments in Bulgaria; • Challenges to ensure good conditions for business; • Proposals for rapid changes in the economic environment to stimulate investment; • Examples of good practices for attracting investment.
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09.10.2024 (Wednesday)

09:30 – 10:00	Registration and Welcome Coffee
10:00 – 11:00	<p>Challenges for the development and support of the export of SMEs - financial, insurance and guarantee instruments</p> <p><i>Moderator: Mr. Filip GENOV</i>, Executive director of Construction Factoring Network (CFN) and F27</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Mr. Galabin GALABOV, Executive Director and Chairman of the Board of BAEZ AD; - Mr. Rafi SHIRINYAN, Manager of "Tradewin Factoring" EOOD; - Mr. Svetoslav GEORGIEV, Head of sales at Ebery Bulgaria; - Representative of EOS Matrix (TBC) <p>Topics for discussion:</p> <ul style="list-style-type: none"> • Insurance, financial and guarantee products to support the export of companies; • Financial payments during export – new forms and opportunities for companies; • Financial products for restructuring and development of companies.

11:00 – 12:00	<p>Financial and investment instruments for green investments</p> <p><i>Moderator: Mrs. Dochka VASILEVA</i>, PhD, Head of "Project Information and Financing" unit at the Fund of Funds</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Mr. Ivaylo ALEKSIEV, Executive Director of the Agency for Sustainable Energy Development (AUER); - Mrs. Bilyana MLADENOVA-MILEVA, ESG Manager at UniCredit Bulbank; - Mrs. Iskra YOVKOVA, Executive Director of uIMPACT; - Mrs. Angelina TODOROVA, Manager in "Green Finance & Energy Centre" at the BSE. <p>Topics for discussion:</p> <ul style="list-style-type: none"> • Financial and investment instruments to support projects for green energy, energy efficiency, water, waste, air, etc; • Promotion of the development of green energies and technologies; • Sustainable bank financing; • ESG policies and tools for sustainable business development.
12:00 – 13:00	<p>Lunch break</p>
13:00 – 14:00	<p>Investment and financial instruments to support social and youth entrepreneurship</p> <p><i>Moderator: Mrs. Dochka VASILEVA</i>, PhD, Head of "Project Information and Financing" unit at the Fund of Funds</p> <p>Participants at panel discussion:</p> <ul style="list-style-type: none"> - Prof. Dr. Tsvetana STOYANOVA, Deputy rector for Institutional and business cooperation and student policies at UNWE; - Dr. Kiril VELICHKOV, Director of "European Projects and Financial Instruments" of "United Bulgarian Bank" (UBB); - Mrs. Raina TIMCHEVA, Credit expert SME at SIS Credit; - Mrs. Gabriela DIMITROVA, Director of "International Cooperation and International Organizations" at BCCI; - Mrs. Penka STOYANOVA, Director of Business development at BCause Foundation. <p>Topics for discussion:</p> <ul style="list-style-type: none"> • Trends in the promotion of social and youth entrepreneurship in Europe and Bulgaria in recent years; • Equity and debt instruments to support youth entrepreneurship, basic parameters and requirements; • Promotion of student entrepreneurship and international student business cooperation;

	<ul style="list-style-type: none"> • What to change in the ecosystem for the development of social and youth entrepreneurship.
14:00 – 15:00	<p>Presentation of partners:</p> <ul style="list-style-type: none"> - EBURY Bulgaria, Mrs. Daniela ANGELOVA, Director of sales; - TRADEWIN Factoring, Mrs. Desislava YORDANOVA, Sales manager.