



Training Course on SMEs Guarantees Support Systems

9 and 10 July 2012 – Port of Spain, Trinidad

A. Background and justification

Guarantees are mechanisms traditionally used by the financial system to cover the risk of financial operations. More recently they have been recognized as useful to overcome problems of information asymmetry between lender and borrower, as described in the scientific literature. This instrument is considered in the standards for regulating the solvency of financial institutions and incorporated into credit risk assessments. Therefore, the expected effect of guarantees is a reduction in capital requirements and provisions of financial institutions.

Obviously, one of the most recommended actions to facilitate SME access to credit is the strengthening of guarantee systems in the region, increasing levels of support for financing, creating regional mechanisms for guarantees, refinancing and reinsurance, and diversifying types of customers.

SELA has actively participated for fifteen years in the organization of annual forums on guarantee and financing of SMEs, which has meant a recognition of the role the institution has played in this matter.

B. Objectives

1. Gain knowledge and disseminate the progress in establishing innovative guarantee systems and instruments for financing SMEs in the region;
2. Encourage the development of new institutional and instrumental initiatives for guarantees and financing SMEs in the region;
3. Promote the training of officials and businessmen on the creation and implementation of guarantee systems at request of Member States.

First Day: 9 July

8:30 Opening of the Event

9:30 Conference on public policies for guarantee s ystems. Pablo Pombo, Ibero-American Guarantee Network (REGAR)

11:00 Refreshments

11:15 Experiences of the ACS in international consulting, cooperation and coordination of actions. Association of Caribbean States (ACS)

11:50 Developing SME Characteristics in the Regio n. Trinidad and Tobago Stock Exchange

12:15 Questions and Answers

12:45 Lunch



14:00 **The management model for a guarantees society and for a guarantees fund system.** Mauricio Beltrán, National Guarantees Fund (FNG) of Colombia.

15:30 **Questions and Answers**

16:00 Refreshments

16:15 **Access to the State's purchases through a guarantees system.** Edgard Coquis FOGAPI.

17:15 **Closing session for the day**

Second Day: 10 July

8:30 **Magisterial Conference on prospects and challenges for guarantee systems in Latin America.** Pablo Pombo, Ibero-American Guarantee Network (REGAR)

10:00 Refreshments

10:15 **Refinancing in a system of guarantees.** Mauricio Beltrán, National Guarantees Fund (FNG) of Colombia.

11:15 **The management model of a reciprocal guarantees institutions: public – private capital.** Edgard Coquis FOGAPI.

12:15 **Questions and Answers**

12:30 Lunch

14:00 **I PANEL: Public Policies to support SMEs in the Caribbean Countries.** Trinidad and Tobago International Financial Centre, Ministry of Finance of Suriname, Ministry of Industry and Commerce of Jamaica, Ministry of Finance of Colombia.

14:45 **II PANEL: Finance, the major constraint to SME Competitiveness.** CARICOM, Caribbean Association of Small and Medium Enterprises (CASME) and Small Business Association Caribbean of Barbados.

15:30 Refreshments

16:00 **III PANEL: Conclusions and recommendations discussion.** CARICOM, ACS, CASME, Pablo Pombo and the Government of Trinidad and Tobago

17:00 **Closing session**