



ASSOCIATION OF EUROPEAN BUSINESSES

ul. Krasnoproletarskaya 16, bld. 3 • 127473, Moscow • Russian Federation
Tel.: +7 (495) 234 2764 • www.aebrus.ru • Fax: +7 (495) 234 2807

“Managing finances in crisis times”

organized by
the AEB Small and Medium-Sized Enterprises Committee

Tuesday, 4 December 2012
09:00 – 14:00 (registration from 8:30)

Open event

Location: AEB Conference room,
Krasnoproletarskaya str., 16 bldg. 3, Entrance 8, Floor 4
Moscow, 127473, Russian Federation



Platinum Sponsor of the event:

8:30 – 9:00 Registration and coffee

9:00 – 9:20 Welcome addresses

Frank Schauff, AEB CEO

Orlin Efremov, AEB SME Committee Chairman, General Director, Manutan

9:20 – 10:40 **Panel 1: Working capital (chaired by Alex Medlock, General Director, TMF-Group Russia)**

Review of the overall financial market situation for SMEs

Alexander Shamray, Head of Analytics and Forecasts, Research Department,
OJSC SME Bank

Factoring

Dmitry Osintsev, Commercial Director, NFK

AEB SPONSORS 2012

- 1C:BIT • Allianz IJSC • Alstom • Bank Credit Suisse (Moscow) • Bank WestLB Vostok ZAO • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance
- CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGC • Eni S.p.a
- Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • HeidelbergCement • In2Matrix, LLC • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • Leroy Merlin Vostok • MAN Truck & Bus AG • MasterCard
- Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group
- OBI Russia • Oranta • Peugeot Citroen Rus • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER
- Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Telenor Russia AS • TMF Russia • Total E&P Russie •
- Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

Short-term financing for SMEs

Nadezhda Karisalova, Vice-President VTB 24 (JSC),
Small Business Enterprise Service Department

Attraction of direct investments fund to capital

Dmitry Levin, Director, PriceWaterhouseCoopers

10:40-11.00

Coffee Break

11:00 – 12:30

Panel 2: Long-term financing (chaired by Orlin Efremov, General Director, Manutan)

Direct financing programs for SMEs + private equity investment of the EBRD

Kristoffer Laurson, Principal Banker, European Bank for Reconstruction and Development

Be ready for the investor questions: practical aspects of financial and tax Due Diligence

Chet Bowling, Partner, Alinga Consulting Group

Long-term financing for SMEs

Roman Lesokhin, Director, Department of small businesses, Nomos-Bank –TBC

Venture investment for SMEs

Konstantin Dzhimbinov, Partner, RB Partners

12:30 – 13:00

Closing remarks:

Alex Medlock, General Director, TMF-Group Russia

Orlin Efremov, AEB SME Committee Chairman, General Director, Manutan

AEB SPONSORS 2012

•1C:BIT • Allianz IJSC • Alstom • Bank Credit Suisse (Moscow) • Bank WestLB Vostok ZAO • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance
• CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel O&G • Eni S.p.a
• Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • HeidelbergCement • In2Matrix, LLC • ING Commercial Banking
• INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • Leroy Merlin Vostok • MAN Truck & Bus AG • MasterCard
• Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group
• OBI Russia • Oranta • Peugeot Citroen Rus • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER
• Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Telenor Russia AS • TMF Russia • Total E&P Russie •
Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company