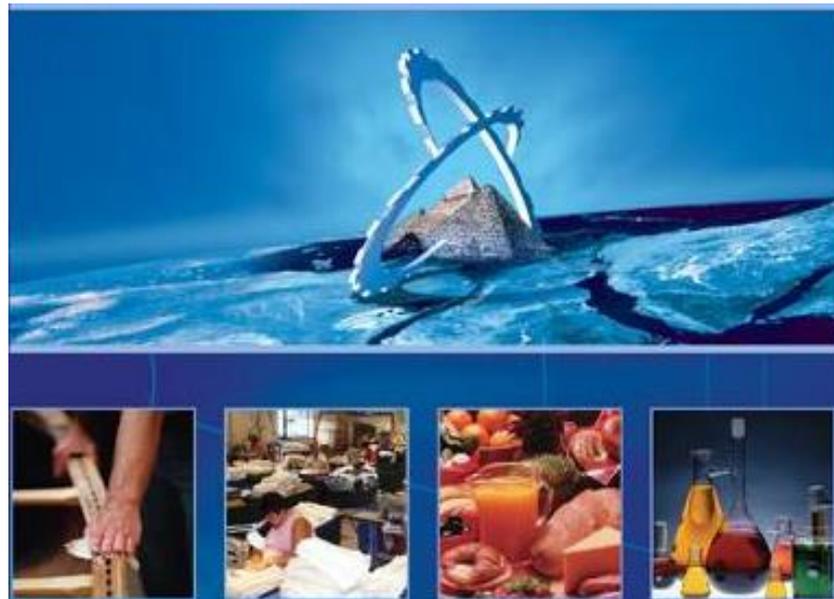


**1st Meeting of the COMCEC Trade
Working Group
(Country Programme for SME
Development in Egypt)**

**Ankara
June 20th, 2013**

**Industrial Modernization Centre
(IMC)**



Main Strategic Components

- Create an enabling environment conducive to SMEs development with special focus on supply chain and export development.
- Undertake specific interventions with the aim of increasing the competitiveness and building the capacity of SMEs to contribute to employment generation, increasing exports and economic growth.

Creating an Enabling Environment

- Strengthening the capacity of appropriate institutional structures.
- These institutions will define responsibilities, engage capacities already available in one area of society as a means of addressing capacity shortcomings in other areas and ensure a comprehensive integrated approach.
- It will build on the existing capacity of national institutions and foster co-ordination, not only between local and national authorities, but also between government institutions, civil society and donors. It will create the necessary synergies and links with ongoing and planned government programs.

Targeted Interventions

Undertake targeted interventions with the aim of fulfilling the following objectives:

- Development of Small and Medium Enterprises
- Human Resources development
- Access to Finance for SMEs
- Capacity building for government institutions, Business support Organizations, financial institutions and Civil society organizations
- Establish and maintain a certified database and follow up system.

Egypt priorities in the Near Term Plan for SMEs Development

- I- Reducing the administrative burden and simplifying the regulatory environment for SMEs
- II- Capacity building in best practices in SMEs management
- III- *Strengthening* access to finance and guarantee mechanisms for SMEs
- IV- Improving entrepreneurship policies, including women's entrepreneurship
- V- Facilitating public contracting, public-private partnerships and procurement for SMEs
- VI- Expanding the capacity of SMEs to integrate in global value chains

IMC's Priority Programmes for SMEs Development

- Programme 1: Development of Small and Medium Enterprises to enhance economic development
- Programme 2: Vertical Integration of Industry, Enhancing Innovation and Technological Development
- Programme 3: Export Development
- Programme 4: Human Resources Development
- Programme 5: Supporting Faltering Factories

Programme 3: Export Development

1. Improvement of the Competitiveness of Existing Exporters:
 - Exports' Audit and Export Managers' Training
 - Develop and implement Export Strategies
 - International Potential Markets Research
2. Development of New SME Exporters
3. Support the Formation/promotion of Export Consortia specially in the following sectors Textile, furniture, leather, Agro and Food and creative industries.
4. Provision of Export Related Quality Services e.g International Standards Compliance and Quality Systems.

Export Supporting Institutes

- Export Development Fund
 - Support export councils in developing their export plans and penetration of new markets
- Egyptian Commercial Services
 - Provides export opportunities and FDI to the Egyptian investors
- Industrial Modernization Centre
 - Assist industrial firms in multiple domains targeting export readiness (Planning, quality, ... etc)
- Foreign Trade Training Centre
 - Train local staff on international marketing and export development
- Export Credit Guarantee Company
 - Provides comprehensive services and support to exporters to assist them manage, protect and finance their receivables.
- Technology Centers
 - Support know how transfer and introducing new technologies as deemed by international markets

Thank you