



**SECRETARIAT OF THE CONFERENCE ON INTERACTION
AND CONFIDENCE BUILDING MEASURES IN ASIA**

**СЕКРЕТАРИАТ СОВЕЩАНИЯ ПО ВЗАИМОДЕЙСТВИЮ
И МЕРАМ ДОВЕРИЯ В АЗИИ**

№ EC/SME/1072

The Secretariat of the Conference on Interaction and Confidence Building Measures in Asia (CICA) presents its compliments to the CICA Member States and, with the reference to the Secretariat's Note Verbal № EC/SME/259 dated 5 March 2022, has the honour to convey herewith the Concept paper and registration forms to the online CICA Seminar "Production cooperation and sales: opportunities for increasing the sales of products of small and medium enterprises (SMEs) in the CICA area" which will be held by the Russian Federation in its capacity as Coordinator of CICA CBMs in "Development of Small and Medium sized Enterprises" priority area on 27-28 September 2022. **English is working language of the Seminar.**

*Enclosure: as
stated on 5 p.*

Secretariat would appreciate receiving a completed registration forms of participants by 20 September 2022

The Secretariat avails itself of this opportunity to renew to the CICA Member States the assurances of its highest consideration.

Nur-Sultan, 25 August 2022



**MEMBER STATES
OF THE CONFERENCE ON INTERACTION AND
CONFIDENCE BUILDING MEASURES IN ASIA**



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**СЕКРЕТАРИАТ СОВЕЩАНИЯ ПО ВЗАИМОДЕЙСТВИЮ
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№ EC/SME/1072

*Приложение:
упомянутое,
на 5 л.*

Секретариат Совещания по взаимодействию и мерам доверия в Азии (СВМДА) свидетельствует свое уважение государствам-членам СВМДА и, со ссылкой на ноту Секретариата № EC/SME/259 от 5 марта 2022 г., имеет честь направить Концепцию семинара «Производственная кооперация и сбыт: возможности для расширения сбыта продукции субъектов малого и среднего предпринимательства (МСП) на пространстве СВМДА», который будет проведен 27-28 сентября 2022 г. Российской Федерацией, являющейся координатором мер доверия в приоритетной области «Развитие малого и среднего предпринимательства». **Английский является рабочим языком семинара.**

Секретариат был бы признателен за получение заполненных регистрационных форм участников семинара к 20 сентября 2022 г.

Секретариат пользуется случаем, чтобы возобновить государствам-членам СВМДА уверения в своем высоком уважении.

город Нур-Султан, 25 августа 2022 г.



**ГОСУДАРСТВА-ЧЛЕНЫ
СОВЕЩАНИЯ ПО ВЗАИМОДЕЙСТВИЮ И
МЕРАМ ДОВЕРИЯ В АЗИИ**

Қосымша:
аталған 5 п.

Азиядағы өзара іс-қимыл және сенім шаралары кеңесінің (Азия Кеңесінің) Хатшылығы Азия Кеңесінің мүше мемлекеттеріне өзінің зор ілтипатын білдіре отырып, Хатшылықтың 2022 жылғы 5 наурыздағы № ЕС/SME/259 нотасына қосымша ретінде, 2022 жылдың 27-28 қыркүйегінде «Шағын және орта кәсіпкерлікті дамыту» басым саласындағы сенім шараларының үйлестірушісі ретінде Ресей Федерациясы өткізетін Азия Кеңесі «Өндірістік ынтымақтастық және сату: Азия Кеңесінің аймағында шағын және орта кәсіпкерлік өнімдерін сатуды ұлғайту мүмкіндіктері» онлайн семинарының тұжырымдама мен тіркеу нысандарын жолдауды өзіне мәртебе санайды. **Семинардың жұмыс тілі – ағылшын тілі.**

Хатшылық қатысушылардың толтырылған тіркеу нысандарын 2022 жылдың 20 қыркүйегіне дейін жіберуді сұрайды.

Хатшылық осы мүмкіндікті пайдалана отырып, Азия Кеңесінің мүше мемлекеттеріне өзінің зор ілтипатын тағы да растайды.

Нұр-Сұлтан қаласы, 2022 жылғы 25 тамыз

**АЗИЯДАҒЫ ӨЗАРА ІС-ҚИМЫЛ ЖӘНЕ
СЕНІМ ШАРАЛАРЫ КЕҢЕСІНІҢ МҮШЕ
МЕМЛЕКЕТТЕРІ**

**Concept paper of seminar “Production cooperation and sales:
opportunities for increasing the sales of products of small
and medium enterprises (SMEs) in the CICA area”**

Seminar relevance:

Developing production cooperation of small and medium enterprises of CICA Member States, searching for new partners, and establishing sustainable contacts become even more relevant amidst disruptions of international production supply chains, as well as financial and economic uncertainties, including those caused by the COVID-19 pandemic. Meanwhile, the emerging environment opens new opportunities for producers from CICA Member States to utilize their capacities given the newly vacant niches.

Date: 27-28 September 2022

Format: Online.

Goals:

- Raising awareness of producing SMEs of CICA Member States about the measures of financial and non-financial support in Member States of the Conference;
- Facilitating contacts between interested companies of CICA Member States;
- Promoting the integration of SMEs of CICA Member States into international supply chains.

Objectives:

- Discussing opportunities to market products, finding suppliers of component parts, and developing production supply chains;
- Ensuring that entrepreneurs learn about existing financial and non-financial support measures in CICA Member States;
- Presenting opportunities of CICA Member States for establishing interaction between SMEs, including various digital platforms;
- Arranging business-to-business meetings between interested companies of CICA Member States.

Event will consist of two sessions:

- Session 1 will include presentations and subsequent discussion on searching for opportunities to develop cooperation of entrepreneurs of CICA Member States.

- Session 2 will be held in a business-to-business format. In order to find partners, each Member State participating in the seminar is encouraged to identify in advance a list of companies, both major ones and SMEs, interested in developing cooperation and entering the markets of other CICA Member States, describing their activity, products and services offered, and requests for partners. Based on the information collected, the hosts will compile a list of partners-counterparties and allocate a time slot to establish a direct contact between them.

Hosted by: Ministry of Economic Development of Russia, “SME Corporation” JSC.

“SME Corporation” JSC maintains an ongoing dialogue with entrepreneurs, assists in restructuring supply chains, finding new markets and trading partners.

Participants: SMEs of CICA Member States, representatives of regional executive authorities of CICA Member States, SME development institutions of CICA Member States, representatives of business communities and business associations of CICA Member States, representatives of chambers of commerce of CICA Member States, representatives of industry associations of CICA Member States.

Working language: English.

Seminar programme

**Production cooperation and sales: opportunities for increasing
the sales of products of small and medium enterprises (SMEs) in the CICA area**

27-28 September 2022

Online

Goal of event: Developing cooperation of SMEs in the CICA area, searching for new markets

Hosts of seminar: Ministry of Economic Development of Russia, “SME Corporation” JSC.

27 September 2022

Time (Moscow, GMT+3)	Event
10.00-12.00	Session 1. Searching for opportunities to develop cooperation of entrepreneurs of CICA Member States <i>Moderator: “SME Corporation” JSC</i>
10.00-10.10	- Opening remarks by the hosts
10.10-10.20	- Measures to support cooperation of SMEs of CICA Member Countries (<i>Russia</i>)
10.20-10.30	- Opportunities for increasing the sales of products of SMEs in the CICA area (<i>Russia</i>)
10.30-10.40	- Presentation of opportunities of the SME-Russia Digital Platform and the Production Cooperation and Sales service for SMEs (<i>Russia</i>)
TBC	- [Statements by representatives of CICA Member States]
11.50-12.00	Q&A

	<p style="text-align: center;">Panelists:</p> <ul style="list-style-type: none"> - SMEs of CICA Member States; - Representatives of regional executive authorities of CICA Member States; - Representatives of SME development institutions of CICA Member States; - Representatives of business communities and business associations of CICA Member States; - Representatives of chambers of commerce and industry associations of CICA Member States.
12:00-12:10	Break
TBC	Session 2. Negotiations with partners
	<i>Business-to-business negotiations of SMEs with companies – potential partners (including major ones) representing markets of CICA Member States</i>
	<p>In order to find partners, each Member State participating in the seminar is encouraged to identify in advance a list of companies, both major ones and SMEs, interested in developing cooperation and entering the markets of other CICA Member States, describing their activity, products and services offered, and requests for partners (the corresponding registration form is enclosed).</p> <p><i>Following the requests of the companies, a programme of bilateral meetings will be prepared additionally.</i></p>

28 September 2022

TBC	Continued Session 2. Negotiations with partners
	<i>Business-to-business negotiations of SMEs with companies – potential partners (including major ones) representing markets of CICA Member States</i>
	<p><i>Following the requests of the companies, a programme of bilateral meetings will be prepared additionally.</i></p>



**CONFERENCE ON INTERACTION
AND CONFIDENCE BUILDING MEASURES IN ASIA**

**REGISTRATION FORM
CICA online Seminar**

**“Production cooperation and sales: opportunities for increasing
the sales of products of small and medium enterprises (SMEs) in
the CICA area”**

(27-28 September 2022, online, 10.00 AM by Moscow time, GMT+3)

CICA Member State	
Title and First Name (Mr./Mrs./Ms.)	
Last Name	
Organization /Position	
Email /Phone <i>(the link to join the seminar will be sent to the indicated email)</i>	
<i>Please indicate your interest in participating in the second session of the seminar (B2B negotiations)</i>	
Comments (if any)	

Please complete ***(type in, do not use handwriting)*** and return this registration form to s-cica@s-cica.org no later than 20 September 2022

Focal point for queries: Sholpan@s-cica.org

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