



## - ACCELERATING FINANCE FOR BUSINESSES -

### Partnerships and Innovation for SME Finance

Small and medium enterprises (SMEs) are crucial for job creation and economic growth in both developed and developing countries. Globally, however, approximately half of small businesses are restrained from getting off the ground or growing. Key constraints include limited access to affordable financing, unfavorable regulatory environments, and lack of suitable financial products and services, to name a few.

Financial institutions play an essential role in addressing these challenges, but cannot solve the problems alone. Partnerships are critical. Strategic partnerships allow financial institutions to provide new services to their customers, reach them in new ways, and compete more effectively with the growing number of nontraditional sources of finance.

This inaugural Global SME Finance Forum focuses on partnerships as critical component to accelerating the growth of SMEs, especially in emerging markets.

Date/Time	Session Description	Speakers	Location
<b>Saturday, November 14<sup>th</sup></b>			
17.30 – 18.00	<b>Welcome and Reception</b>	Matthew Gamser, CEO SME Finance Forum, IFC	Diamond Ballroom
18.00 – 18.30	<b>Today's Radically Different Customer</b>  Learn about the radically different behaviors and expectations of the newest generation of bank customers.	Rich Radka, Founding Partner, Claro Partners	Diamond Ballroom

Date/Time	Session Description	Speakers	Location
18.30	<b>Dinner</b>		Turquoise Restaurant
<b>Sunday, November 15<sup>th</sup></b>			
08.30 – 09.15	<b>Welcome and Preview</b>	Matthew Gamser, CEO, SME Finance Forum, IFC Dimitris Tsitsiragos, VP, IFC	Diamond Ballroom
09.15 – 10.15	<b>View from the Corner Office: SME Finance in 2030</b>  Looking 15 years into the future, how will SMEs across the world obtain the financing they need? How should financial institutions and regulators prepare for this future?	<b>Moderator:</b> Afsin Yurdakul, News Anchor, Haberturk News Channel  <b>Speakers:</b> <ul style="list-style-type: none"> <li>Isaac Awuondo, Group MD, Commercial Bank of Africa (CBA)</li> <li>Bing Xiao, Senior VP, Wells Fargo</li> <li>Jin-Yong Cai, EVP and CEO, IFC</li> <li>Sir Sherard Cowper-Coles, Chairman, UK Financial Inclusion Commission; Group Head of Government Affairs, HSBC Holdings</li> </ul>	Diamond Ballroom
10.15 – 10.55	<b>Learning from Recent Innovations: Disruption or Evolution?</b>  Many innovations in financial services have been remarkably successful. What learnings from past innovations can inform SME finance innovations in the pipeline? What are the implications for financial institutions?	<b>Speaker:</b> JP Nicols, Co-Founder, Bank Innovators Council; President and COO, Innosect	Diamond Ballroom

Date/Time	Session Description	Speakers	Location
10.55 – 11.30	<b>Networking Break</b>		Convention Center Foyer
11.30 – 12.30	<b>Launch of the SME Finance Forum's Global Membership Network</b>	<b>Speakers:</b> <ul style="list-style-type: none"> <li>Matthew Gamser, CEO SME Finance Forum, IFC</li> <li>Peer Stein, Director, WBG</li> <li>Members of the SME Finance Forum</li> <li>Gloria Grandolini, Senior Director, WBG</li> <li>Jin-Yong Cai, EVP &amp; CEO, IFC</li> <li>H.E. Cevdet Yilmaz, DPM, Republic of Turkey</li> <li>Her Majesty Queen Máxima of the Netherlands, Honorary Patron of G20 GPFI</li> </ul>	Diamond Ballroom
12.30 – 13.30	<b>Lunch</b>		Turquoise Restaurant
13.30 – 14.30	<b>Hands-On Exploration: Potential Partnerships</b>  Strategic alliances can enable financial institutions to expand the breadth and depth of their services to SMEs. Explore new approaches to assessing credit risk in this session.	<b>Risk Underwriting</b>  <b>Moderator:</b> Matthew Gamser, CEO, SME Finance Forum, IFC  <b>Panelists:</b> <ul style="list-style-type: none"> <li>Rohit Acharya, Chief Data Scientist, First Access</li> <li>Thomas DeLuca, CEO, AMP Credit Technologies</li> <li>Alan Martinez, Director, EFL Global</li> <li>Patrick Reily, CEO, Verde International</li> <li>Vivian Zhao, Senior VP, CreditEase</li> </ul>	Diamond Ballroom
14.30 – 15.25	<b>Hands-On Exploration: Potential Partnerships, continued</b>	<b>B2B &amp; Alternative Delivery Channels</b>	Diamond Ballroom

Date/Time	Session Description	Speakers	Location
	Technology is providing new delivery channels for financial services, and streamlining supply chain finance, as these fintech companies will demonstrate.	<b>Moderator:</b> Xavier Reille, Manager, IFC  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• Rajpal Duggal, Group President, Oxigen</li> <li>• Quang Nguyen, VP, Kopo Kopo</li> <li>• Peter Ollikainen, Co-Founder &amp; SVP, Mistral Mobile</li> <li>• Hector de la Garza Ramos, CEO, eFactor Network</li> </ul>	
15.25 – 15.55	<b>Networking Break</b>		Convention Center Foyer
15.55 – 17.00	<b>Hands-On Exploration: Potential Partnerships, continued</b>  Small companies often do not have strong business management skills, making them less bankable. These fintech companies are offering technology to improve the management capacity and operations of SMEs.	<b>Strengthening SMEs</b>  <b>Moderator:</b> Gloria Grandolini, Senior Director, WBG  <b>Panelists:</b> <ul style="list-style-type: none"> <li>• John Davis, MD, BCSG</li> <li>• Sean Emery, CEO, RainFin</li> <li>• Cesar J. Richardson, VP, Strands</li> <li>• Attul Sehgal, CEO, Red Zebra Analytics</li> <li>• Mike Sigal, CEO, Cashflower</li> <li>• Anatalio Ubalde, CEO, SizeUp</li> </ul>	Diamond Ballroom
17.00 – 17.30	<b>Signing Ceremony</b>		Diamond Ballroom

Date/Time	Session Description	Speakers	Location
17.30 – 19.00	<b>Fintech Exhibit and Reception</b>		Convention Center Foyer
19.00 – 20.30	<b>Gala Dinner</b>	<b>Welcome Remarks:</b> Gloria Grandolini, Senior Director, WBG	Diamond Ballroom
<b>Monday, November 16, 2015</b>			
09.00 – 09.15	<b>Recap of Day I</b>		Diamond Ballroom
09.15 – 10.30	<b>Banking Innovations</b>  Innovation is not only occurring in fintechs—some banks are investing in their own innovations. Learn why and how some banks are organizing their innovation units, and explore the implications for smaller banks.	<b>Moderator:</b> JP Nicols, Co-Founder, Bank Innovators Council; President and COO, Innosect  <b>Speakers:</b> <ul style="list-style-type: none"> <li>• Dan Balke, MD, LFS</li> <li>• Deniz Guven, Senior VP, Garanti Bank</li> <li>• Simla Unal, Marketing Director, TEB Bank</li> </ul>	Diamond Ballroom
10.30 – 11.00	<b>Networking Break</b>		Convention Center Foyer
11.00 – 12.00	<b>Post-crisis Regulatory Reforms and SME Finance</b>  Following the 2008 financial crisis, efforts to strengthen the stability and integrity of the global financial system have caused concerns	<b>Moderator:</b> Hon. Gligor Tashkovich, Minister of Foreign Investment (Ret.), Republic of Macedonia  <b>Speakers:</b>	Diamond Ballroom

Date/Time	Session Description	Speakers	Location
	about the potential unintended consequences on SME finance. What has been the experiences of different regions around the world and what options are there for adjusting balance to remove the unintended barriers to SME finance growth?	<ul style="list-style-type: none"> <li>• Giuseppe Gramigna, Economist, SME Expert</li> <li>• Prof. Njuguna Ndung'u, Former Governor, Central Bank of Kenya</li> <li>• Gianluca Riccio, Head of Strategy and Framework, CBR, Lloyds Bank; Vice-Chair of BIAC (OECD) Finance Taskforce</li> <li>• Jeffrey Anderson, Senior Advisor, SME Finance Forum</li> </ul>	
12.00-12.30	<b>Sixty Months of Change</b>  Within sixty months, eighty percent of all adults on Earth will be using a smartphone. SMEs will soon be operating within decentralized marketplaces, supported by the only tool they need—the smartphone. What should policymakers, banks and technologists do to support SMEs in this new environment?	<b>Speaker:</b> Mark Pesce, futurist	Diamond Ballroom
12.30 – 12.45	<b>Closing</b>	Matthew Gamser, CEO, SME Finance Forum, IFC	Diamond Ballroom
12.45 - 13.45	<b>Lunch</b>		Turquoise Restaurant
13.45 -16.30	<b>Meeting of SME Finance Forum Members</b> <i>(by invitation only)</i>		Diamond Ballroom

Date/Time	Session Description	Speakers	Location
16.30 – 17.30	<b>SME Finance Forum Advisory Board Meeting</b> <i>(by invitation only)</i>		Yellow Room
17.00 – 18.30	<b>Dinner</b>		La Rosetta Restaurant