



SME FINANCE
FORUM

- ACCELERATING FINANCE FOR BUSINESSES -

Global SME Finance Forum 2017 - Berlin, November 1-3

Digitization of SME Finance

Venue: InterContinental Berlin, Budapester Str. 2, 10787 Berlin, Germany

Date and time	Key theme and topics	Location
01 November		
7:00 – 18:00	Registration opens	Hotel lobby
Morning 9:00 – 12:00	Study Visits	Hotel lobby: Meet at 8:00 for morning visits and 12:00 for afternoon visits
Afternoon 13:00 – 15:30	<ul style="list-style-type: none"> • AccessHolding • Bitbond • Deutsche Bank • Deutsche Bank Labs Berlin • Fidor Bank • Funding Circle • Kontist • Mambu • Mobisol • Raisin • Spotcap • SumUp 	
16:30 – 18:30	SME Finance Forum Member Meeting (by invitation only)	Charlottenburg I and II
18:30 – 20:30	Cocktail Welcome Reception (open to all participants)	Hotel Restaurant – Hugos South
02 November		
7:00 – 8:45	Registration	Conference Foyer – The Wintergarten
8:45 – 9:15	Welcome Remarks <ul style="list-style-type: none"> • Ted H. Chu, Chief Economist, IFC • Ludger Schuknecht, Chief Economist, German Ministry of Finance 	Conference Hall – The Pavillon
9:15 – 9:45	SME Finance: A Priority for G20/GPFI <ul style="list-style-type: none"> • Natascha Beinker, GPFI Chair • Jake Hess, Research Analyst, World Bank 	Conference Hall – The Pavillon
9:45 – 10:15	Keynote: The Digitization of Payments and Innovation in SME Finance Carlos J. Menendez, President, Enterprise Partnerships for Mastercard	Conference Hall – The Pavillon
10:15 – 10:45	Networking Break	Conference Foyer – The Wintergarten
10:45 – 12:00	The Next Frontier in SME Banking <i>Highlighting innovative developments, trends, & industry recommendations for banks and fintechs to leverage digital banking to serve MSMEs.</i> Moderator: Qamar Saleem, Global Technical Lead, SME Banking Practice, IFC	Conference Hall – The Pavillon

12:00 – 13:00	<ul style="list-style-type: none"> • Rajeev Chalisgaonkar, Global Head Business Banking, Standard Chartered Bank • Matias Nunez, Executive Director of SMEs, Banco Santander Mexico • Joyce Siew Hong Tee, Group Head of SME Banking, DBS <p>Debate: Will Robots Replace Bankers as the Best Advisors for SMEs? <i>What are the advantages of robots as SME advisors and what is the next phase in bot/AI technology to revolutionize SME lending?</i></p> <p>Moderator: Silvia Pavoni, Economics Editor, The Banker</p> <ul style="list-style-type: none"> • Lázaro Campos, Co-Founder, FinTechStage • Slavoljub Dordevic, Head of Consumer and Small Business Banking, Raiffeisen Bank International • Ignacio López-Perea, Head of Distribution Models - Corporate and Commercial Banking, BBVA • Raoul Van Engelshoven, Vice President Financial Services Sector, IBM • Pau Velando, General Manager, Strands • Bing Xiao, Senior Vice President, Wells Fargo 	Conference Hall – The Pavillon
13:00 – 14:00	Lunch	Conference Foyer – The Wintergarten
14:00 – 14:30	<p>How the Fintech Revolution is Transforming SME Lending</p> <ul style="list-style-type: none"> • Anju Patwardhan, Managing Partner, CreditEase Fintech Fund 	Conference Hall – The Pavillon
14:30 – 15:30	<p>Fintech Demos</p> <ul style="list-style-type: none"> • Chekk • Crowdfcredit • Dashu • Finvoice • Mambu • OpenCBS • Verde 	Conference Hall – The Pavillon
15:30 – 16:00	Networking Break	Conference Foyer – The Wintergarten
16:00 – 16:45	<p>Vision 2022: Investment Outlook in SME Finance</p> <p>Moderator: Silvia Pavoni, Economics Editor, The Banker</p> <ul style="list-style-type: none"> • Sharmila Hardi, Senior Manager Financial Institutions Group, IFC • Roger Havenith, Deputy Chief Executive, European Investment Fund 	Conference Hall – The Pavillon
17:00 – 18:30	B2B Marketplace	Charlottenburg I and II
19:00 – 21:00	<p>Dinner & Award Ceremony BBVA Open Talent 2017 and SME Finance Forum Member Awards</p> <ul style="list-style-type: none"> • Matt Gamser, CEO, SME Finance Forum • Carlos López-Moctezuma, Head of New Digital Businesses, BBVA Bancomer • Oscar Robles, Chairman and CEO, ePesos • Hans Docter, Director for Sustainable Economic Development, Netherlands Ministry of Foreign Affairs 	Conference Hall – The Pavillon
03 November		
8:45 – 9:15	<p>Keynote on Financial Innovation in SME Finance</p> <ul style="list-style-type: none"> • Guga Stocco, Co-Founder, Koolen & Partners and Digital Bank Advisor, Banco Original 	Conference Hall – The Pavillon
9:15 – 10:15	<p>Panel: Driving Growth & Profitability in SME Finance <i>How can financial institutions drive profit and growth in the digital era as customers' demands change and competition increases?</i></p> <p>Moderator: Anju Patwardhan, Managing Partner, CreditEase Fintech Fund</p>	Conference Hall – The Pavillon

	<ul style="list-style-type: none"> • Isaac Awuondo, CEO, Commercial Bank of Africa • Dirk Elsen, Director Emerging Markets, Triodos Investment Management • Lesley Lawrence, Senior Vice President, Business Development Bank of Canada • Luca Pagetti, Head of Innovation for Corporate and SMEs, Intesa Sanpaolo • Murali Ramakrishnan, Senior General Manager and Business Head of the SME Group, ICICI Bank 	
10:15 – 10:45	<p>Networking Break</p>	Conference Foyer – The Wintergarten
10:45 – 12:00	<p>Concurrent Breakout Sessions:</p> <p>SME Credit Risk Management and Collection Strategies <i>What are some innovative tools for improving credit risk and best practice strategies from around the globe?</i></p> <p>Moderator: Anushe Khan, Associate Program Officer, IFC</p> <ul style="list-style-type: none"> • Syed Abdul Momen, Head of SME Banking, BRAC Bank • Bruce Brenkus, CRO, Spotcap • Belkacem Krimi, Risk & Compliance Leader, Funding Circle • Patrick Reily, CEO, Verde International <p>SME Product Innovations of the Future <i>What are the newest product innovations that will change the future of SME lending?</i></p> <p>Moderator: Raja Debnath, Global SME Banking Advisory Services Specialist, IFC</p> <ul style="list-style-type: none"> • Giada Monti, Head of Finance for Innovation, Intesa Sanpaolo • Balazs Topor, SME Product & Segment leader, Raiffeisen Bank International <p>Workshop – Sales Management in the Era of Digital Banking <i>What sales models work best in today’s new multi-channel set up? How can you build an activity-management based “sales machine”?</i></p> <ul style="list-style-type: none"> • Sandy Vaci, MD, Bay Devonshire Ltd <p>Workshop – Big Data: What it Really means and How to Turn it into Business Advantage <i>Join this session to learn what ‘Big Data’ really means, how you can use this responsibly to turn it into business advantage - and learn from the success of Compass Banca, one of the leading providers of consumer credit services in Italy.</i></p> <ul style="list-style-type: none"> • Leandro Guerra, Data Science Manager, Experian EMEA • Compass Banca 	<p>Charlottenburg I</p> <p>Charlottenburg II</p> <p>Charlottenburg III</p> <p>Kopenick 1+2</p>
12:00 – 13:00	<p>Lunch</p>	Conference Foyer – The Wintergarten
13:00 – 14:15	<p>Panel: Managing Fraud & Cybersecurity in SME Finance <i>How can lenders redefine their infrastructure, policies and controls in the age of digital banking and greater vulnerability to financial losses, theft of intellectual property and operational disruption?</i></p>	Conference Hall – The Pavillon

	<p>Moderator: Jack Aldane, Editor, Development Finance</p> <ul style="list-style-type: none"> • Ravi Aurora, Senior Vice President and Group Head, Global Community Relations, MasterCard • Lázaro Campos, Co-Founder, FinTechStage • Markus Gunter, CEO, N26 Bank • Alla Kramskaia, Global Leader of Advanced Analytics, Dun & Bradstreet 	
14:15 – 14:45	<p>Networking Break</p>	Conference Foyer – The Wintergarten
14:45 – 16:00	<p>Concurrent Breakout Sessions:</p>	
	<p>Disruptive Innovation: Blockchain and the Transformation of SME Finance <i>Blockchain has made financial transactions faster, cheaper, more secure and transparent. What are the different areas of SME lending where this technology is being used?</i></p> <p>Moderator: Matthew Saal, Head of Digital Finance, IFC</p> <ul style="list-style-type: none"> • Omer Ahsan, Digital Trade Chain Lead, HSBC • Allison Baller, Global Leader Mobile Payments, IBM • David Sutter, Independent Expert • Peng Zuo, President, Ginkoo 	Charlottenburg I
	<p>Non-Financial Services for Digital Banking <i>What are the best practice NFS offerings to improve portfolio quality, client retention, and customer service? How will NFS evolve in response to digitization of SME Finance?</i></p> <p>Moderator: Rachel Freeman, Advisory Manager, IFC</p> <ul style="list-style-type: none"> • Maya Margie, Head of Marketing Group, BLC Bank • Sandra Peloquin, Director International Relations at BDC & Secretary General for The Montreal Group • Tamuna Zhizhilashvili, Deputy Director of Marketing Communications and Business Banking, TBC Bank 	Charlottenburg II
	<p>Digital Technologies to Disrupt Agricultural Finance <i>What are the cutting-edge technology solutions for improved access to finance for farmers and SME agribusinesses in emerging markets? How can we utilize potential links between digital technology companies, mobile phone operators and financial institutions?</i></p> <p>Moderator: Ulrich Hess, Component leader and Senior Advisor, GIZ</p> <ul style="list-style-type: none"> • Bolaji Akinboro, CEO, Cellulant • Sebastian Mahler, Head of the Agricultural Weather Risk Management and Weather Insurance Business, gvf • Stefan Zelazny, CIO, Mobisol 	Charlottenburg III
16:00 – 16:30	<p>Closing Keynote: Demonetization and its Impact on the SME Market in India</p> <ul style="list-style-type: none"> • Vijay Chandok, Executive Director, ICICI Bank 	Conference Hall – The Pavillon
16:30 – 17:00	<p>Closing Remarks</p> <ul style="list-style-type: none"> • Matt Gamser, CEO, SME Finance Forum 	Conference Hall – The Pavillon