



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	<p>Registration opens</p> <p>Study Tours</p> <p>Morning</p> <ul style="list-style-type: none"> AccessHolding Deutsche Bank Labs Berlin Fidor Bank Funding Circle Mambu Raisin <p>Afternoon</p> <ul style="list-style-type: none"> Bitbond Deutsche Bank Branch Kontist Mobisol Spotcap SumUp 	<p>Hotel lobby</p> <p>Hotel lobby</p>
<i>Buses depart the hotel at 8:00 for morning Study Tours</i>		
<i>Buses depart the hotel at 12:00 for afternoon Study Tours</i>		
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 – 8:30	Registration	Conference Foyer – The Wintergarten
8:30 – 8:50	<p>Welcome Remarks</p> <ul style="list-style-type: none"> Matthew Gamser, CEO, SME Finance Forum, IFC Dirk Schwenzfeier, Commissioner for Private Sector and Local Authorities, BMZ Ludger Schuknecht, Chief Economist, Ministry of Finance, Germany 	<p>Conference Hall – The Pavillon</p> <p>Conference Hall – The Pavillon</p>
8:50 – 9:10	<p>SME Finance: a priority for G20/GPFI</p> <ul style="list-style-type: none"> Natascha Beinker, GPFI Co-Chair, Federal Ministry for Economic Cooperation and Development, Germany Barbara Buchbinder, Senior Analyst, Ministry of Treasury, Argentina 	Conference Hall – The Pavillon
9:10 – 9:30	<p>Keynote: Digital Finance: Game Changer for Development</p> <ul style="list-style-type: none"> Jingdong Hua, Vice President and Treasurer, IFC 	Conference Hall – The Pavillon
9:30 – 10:00	Keynote: The Digitization of Payments and Innovation in SME Finance	Conference Foyer – The

<p>10:00 – 10:45</p> <p>10:45 – 12:00</p> <p>12:00 – 13:00</p>	<ul style="list-style-type: none"> • Carlos J. Menendez, President, Enterprise Partnerships for Mastercard <p>Networking Break</p> <p>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></p> <p>Moderator: Qamar Saleem, Global Technical Lead, SME Banking Practice, IFC</p> <ul style="list-style-type: none"> • Amrei Botha, Senior SME Banking Specialist, IFC • Rajeev Chalisgaonkar, Global Head Business Banking, Standard Chartered Bank • Matías Nuñez Castro, Executive Director SME, Santander México • Joyce Tee, Managing Director and Group Head of SME Banking, DBS Bank <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, Management Advisor and Board Member, Digital Payment Ventures • 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 - Europe, IBM • Pau Velando, General Manager, Strands Labs • Bing Xiao, Senior Vice President, Wells Fargo 	<p>Wintergarten</p> <p>Conference Hall – The Pavillon</p> <p>Conference Hall – The Pavillon</p>
<p>13:00 – 14:00</p>	<p>Lunch</p>	<p>Conference Foyer – The Wintergarten</p>
<p>14:00 – 14:30</p> <p>14:30 – 15:30</p> <p>15:30 – 16:00</p> <p>16:00 – 16:45</p> <p>17:00 – 18:30</p>	<p>Keynote: How Fintech Revolution is Transforming SME Lending</p> <ul style="list-style-type: none"> • Anju Patwardhan, Managing Partner, CreditEase Fintech Fund <p>TechPitch</p> <ul style="list-style-type: none"> • Chekk • CredEx Fintech • Crowdfcredit • Dashu • Finvoice • Mambu • Medici • OpenCBS • Verde <p>Networking Break</p> <p>Vision 2022: Investment Outlook in SME Finance</p> <p>Moderator: Silvia Pavoni, Economics Editor, The Banker</p> <ul style="list-style-type: none"> • Adel Meer, Principal Investment Officer, IFC • Roger Havenith, Deputy Chief Executive, European Investment Fund <p>B2B Marketplace</p>	<p>Conference Hall – The Pavillon</p> <p>Conference Hall – The Pavillon</p> <p>Conference Foyer – The Wintergarten</p> <p>Conference Hall – The Pavillon</p> <p>Charlottenburg I and II</p>

19:00 – 21:00	<p>Dinner & Award Ceremony BBVA Open Talent 2017 & <i>SME Finance Forum Member Awards</i></p> <ul style="list-style-type: none"> Matthew Gamser, CEO, SME Finance Forum, IFC Carlos López-Moctezuma, Head of New Digital Businesses, BBVA Bancomer Oscar Robles, Chairman and CEO, ePesos <p><i>Vision from the Netherlands: Better Together</i></p> <ul style="list-style-type: none"> Hans Docter, Director for Sustainable Economic Development, Netherlands Ministry of Foreign Affairs 	Conference Hall – The Pavillon
03 November		
8:30 – 9:00	<p>Keynote: 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
9:00 – 10:00	<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> <ul style="list-style-type: none"> Michael Makau, Head of Business Banking & Asset Finance, Commercial Bank of Africa Caspar Sprokel, Head of Equity, Triodos Investment Management Lesley Lawrence, Senior Vice President, Ontario Region, Business Development Bank of Canada Luca Pagetti, Head of Enterprise Innovation Department, Intesa Sanpaolo Murali Ramakrishnan, Senior General Manager and Business Head of the SME Group, ICICI Bank 	Conference Hall – The Pavillon
10:00 – 10:45	Networking Break	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, Senior Operations Officer, IFC</p> <ul style="list-style-type: none"> Syed Abdul Momen, Head of SME Banking, BRAC Bank Bruce Brenkus, Chief Risk Officer, Spotcap Belkacem Krimi, Chief Risk Officer, Funding Circle Patrick Reily, CEO and Co-Founder, 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 Lav Odorovic, Co-Founder and CEO, Penta Anatoly Popov, Senior Vice President, Sberbank of Russia Balazs Topor, SME Product & Segment Leader, Raiffeisen Bank International 	Charlottenburg I Charlottenburg II

	<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, Managing Director, 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 	<p>Charlottenburg III</p> <p>Kopenick 1+2</p>
12:00 – 13:00	Lunch	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> <p>Moderator: Jack Aldane, Editor, Development Finance</p> <ul style="list-style-type: none"> • Hemant Baijal, Vice President, Global Policy Affairs, Mastercard • Lázaro Campos, Advisor on FinTech and Banking Innovation • Sameh Elshall, Assistant Sub-Governor, Central Bank of Egypt • Markus Gunter, CEO, N26 Bank • Alla Kramaskaia, Global Leader of Advanced Analytics, Dun & Bradstreet 	Conference Hall – The Pavillon
14:15 – 14:45	Networking Break	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: Raja Debnath, Global SME Banking Advisory Services Specialist, IFC</p> <ul style="list-style-type: none"> • Omer Ahsan, Global Head of Trade Propositions , HSBC • Allison Baller, Global Leader, Mobile Payments and Blockchain, IBM • David Sutter, Head of Platform Strategy, TradelX • Peng Zuo, CEO, Ginkgo <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: Nuria Alino, Digital Financial Services for Partnerships and Innovations Lead, IFC</p> <ul style="list-style-type: none"> • Maya Margie Younes, Head of Marketing Group, BLC Bank 	<p>Charlottenburg I</p> <p>Charlottenburg II</p>

<p>16:00 – 16:30</p> <p>16:30 – 17:00</p>	<ul style="list-style-type: none"> • Sandra Peloquin, Director International Relations, BDC & Secretary General, The Montreal Group • Tamuna Zhizhilashvili, Deputy Director of Marketing Communications and Business Banking, TBC Bank <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, Manager, Insurance Sector Project and G7 InsuResilience Initiative, BMZ/GIZ</p> <ul style="list-style-type: none"> • Bolaji Akinboro, Co-Founder and CEO, Cellulant Nigeria • Sebastian Mahler, Head of the Agricultural Weather Risk Management and Weather Insurance Business, gvf • Stefan Zelazny, Chief Innovation Officer, Mobisol <p>Keynote: Demonetization and its Impact on the SME Market in India</p> <ul style="list-style-type: none"> • Vijay Chandok, Executive Director, ICICI Bank <p>Closing Remarks</p> <ul style="list-style-type: none"> • Ted H. Chu, Chief Economist, IFC • Matthew Gamser, CEO, SME Finance Forum, IFC 	<p>Charlottenburg III</p> <p>Conference Hall – The Pavillon</p> <p>Conference Hall – The Pavillon</p>
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