

# Global SME Finance Forum 2016

19-21 September

Beijing, China

Time	Session
MONDAY, SEPTEMBER 19	
10.00 – 14.00	<b>Study visits</b> (members only) <ul style="list-style-type: none"> <li>• CreditEase</li> <li>• DHGate</li> <li>• Bank of China</li> </ul>
15.00 – 15.10	<b>Welcome</b> <ul style="list-style-type: none"> <li>• Matthew Gamser</li> </ul>
15.10 – 15.30	<b>Keynote</b> <ul style="list-style-type: none"> <li>• Ning Tang, president and CEO of CreditEase</li> <li>• President and CEO of Bank of China (TBC)</li> </ul>
15.30-17.15	<b>Concurrent Fintech Sessions</b> <i>Financial institutions often face similar challenges as they seek to expand their services to small businesses. During these sessions, explore technology solutions designed to overcome these challenges, expand services offered to small business customers, or to streamline existing services.</i>
	<b>Trade and Supply Chain Finance</b> <ul style="list-style-type: none"> <li>• Roger Thomas Moyes, senior advisor, Mekong Business Initiative</li> <li>• Hector de la Garza, CEO, eFactor (TBC)</li> <li>• Clive Isenberg, Managing Director, Octet trading</li> <li>• Rob Grimberg, CEO, CTC</li> </ul>
	<b>Big Data and Risk Management</b> <ul style="list-style-type: none"> <li>• Kaylene Alvarez, principal operations officer, IFC (TBC)</li> <li>• Patrick Reilly, CEO, Verde International</li> <li>• Thomas Deluca, CEO, AMP Credit Technology</li> <li>• Thierry Sanders, CEO, MEKAR</li> </ul>
	<b>Nonfinancial Services</b> <ul style="list-style-type: none"> <li>• Rachel Freeman, Manager, IFC</li> <li>• Pau Velandó, General Manager, Strands</li> <li>• Sameer Vakil, CEO, Digivation</li> </ul>

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	<ul style="list-style-type: none"> <li>• Debbie Watkinds, Managing Director, FernSoftware</li> <li>• Anatalio Ubalde, CEO, SizeUp</li> </ul> <p><b>Payments and Remittances</b></p> <ul style="list-style-type: none"> <li>• Moderator (TBC)</li> <li>• Dawei Liu, VP, Credit Ease</li> <li>• Tomas Snitka, Head of Business Development, TransferGo</li> <li>• Rajpal Duggal, Group President, Oxigen</li> </ul>
17.15 – 18.45	<p><b>The Marketplace</b>  <i>Sign up for one-on-one introductory meetings with leading investors and/or financial technology providers.</i></p>
18.45 – 20.30	<p><b>Welcome Reception</b></p>
<p><b>TUESDAY, SEPTEMBER 20</b></p>	
9:00 – 9:30	<p><b>Welcome Remarks</b></p> <ul style="list-style-type: none"> <li>• Matthew Gamser, CEO, SME Finance Forum</li> <li>• Vivek Pathak, Director, IFC EAP</li> <li>• Marcos Brujís, Global Director, IFC</li> <li>• Yulu Chen, Deputy governor, PBOC (TBC)</li> </ul>
9:30 – 10:45	<p><b>Impact of Global Economic Volatility on SMEs</b>  <i>What effects are all the rapid changes in the global economy having on small businesses, especially in emerging economies? Are they exposed or sheltered? We start the conference from the perspective of the small businesses we want to grow.</i></p> <ul style="list-style-type: none"> <li>• Dong He, deputy Director, IMF (TBC)</li> </ul>
10.45 – 11.15	<p><b>Break</b></p>
11:15 – 12:30	<p><b>Headwinds and Tailwinds in SME Finance Regulation</b>  <i>Even as banks are implementing changes to comply with Basel III, “Basel IV” regulations are on the horizon. What impact are the Basel III regulations having in various markets? Are they helping or hurting financial services to SMEs, especially in emerging economies? And what’s in store with Basel IV?</i></p> <ul style="list-style-type: none"> <li>• Carol Realini, Author and pioneering women fintech investor</li> <li>• Dr. Nachiket Mor, Board member, Reserve Bank of India</li> <li>• Kened Nyoni, Director, Bank of Tanzania (TBC)</li> <li>• José Fernando Figueiredo, Chairman SPGM</li> </ul>

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	<ul style="list-style-type: none"> <li>• Tony Hadley, VP, Experian</li> <li>• Rana Kapoor, CEO, Yes Bank (TBC)</li> </ul>
12.30 – 13.40	<b>Lunch</b>
13:40 – 14:00	Ling Hai, co-president, Asia Pacific, MasterCard
14.00 – 15:30	<p><b>Blockchain and Distributed Ledger Technology: A Game Changer for SME Finance?</b></p> <p><i>“Blockchain,” and “distributed ledger” are often described as the new frontier in financial services. But what is it? How does it work? What advantages does it have over current systems? What’s been the experience so far of financial institutions that are embracing it – what are the learnings? And how do regulators react to this new technology?</i></p> <ul style="list-style-type: none"> <li>• <i>Michael Casey, Senior Advisor, MIT Media Lab</i></li> <li>• <i>Pete Stephens, global head of regulatory architecture &amp; APAC CTO, UBS AG</i></li> <li>• <i>John Schindler, Financial Stability Board (TBC)</i></li> <li>• <i>Pindar Wong, Chairman, VeriFi</i></li> <li>• <i>Jack Lee, Managing Partner, HCM International Co &amp; FnConn</i></li> <li>• <i>Hanna Qiu, General Manager, Qianhai Credit Bureau</i></li> </ul>
15.30 – 16.00	<b>Break</b>
16.00 – 18.00	<p><b>Case Studies: International Good Practices to Expand SME Finance</b> Concurrent sessions</p> <hr/> <p><b>Topic: Financing Women Entrepreneurs</b> <i>One-third of private businesses are owned or operated by women – and yet 80% of those needing credit can’t get as much they need. Women-owned businesses face the same challenges as other SMEs, plus more due to legal constraints and social norms. Learn how banks have turned lending to women entrepreneurs into a competitive advantage.</i></p> <ul style="list-style-type: none"> <li>• <i>Inez Murray, CEO, GBA</i></li> <li>• <i>Karyl Akilian Momjian, Head of Branch Management, BLC Bank</i></li> <li>• <i>Bank of Luoyang, (TBA)</i></li> <li>• <i>Sergey Smirnov, Deputy Chairman, Bank Center Invest</i></li> <li>• <i>HBL Bank (TBA)</i></li> </ul>

Time	Session
	<p>Topic: <b>Asset-Based Lending: Moving Beyond Reliance on Fixed Assets Collateral</b> is a major constraint limiting lending to SMEs as many cannot prove ownership of land, the traditional form of collateral. But most SMEs have other assets such as receivables and inventory. Learn from financial institutions and fintechs who have mastered this method of providing much-needed credit to SMEs.</p> <ul style="list-style-type: none"> <li>• Simon Thomson, Finance Sector Development Expert, Finn Thomson</li> <li>• Andrew McKerrow, Senior Product Manager, Bank of New Zealand</li> <li>• Wan Jun, CEO, Lionbridge</li> <li>• Rob Grimberg, CEO, Capital Tool Company</li> </ul>
	<p>Topic: <b>Workshop: Customer Input in New Product Design</b>  <i>“Start with the customer” is the common wisdom in designing new products and services. In this hands-on workshop, you will experience two very different methodologies for incorporating the customer perspective. Note: this session ends at 18.30.</i></p> <ul style="list-style-type: none"> <li>• Jay Singer, Senior VP, MasterCard</li> <li>• John Won, Program Director, IDEO</li> <li>• Annie Wu, Communication Designer, IDEO</li> </ul>
	<p>Topic: <b>Angels &amp; VCs: Alternative Financing Sources</b>  <i>Start-ups rely on family and friends for capital, in part because financial institutions find them too risky. Yet some financial institutions are finding innovative ways to fund start-ups, as have angel investors and venture capitalists. In this session, we’ll explore different approaches to providing start-up SMEs the extra capital they need to grow.</i></p> <ul style="list-style-type: none"> <li>• Tugce Ergul, Executive Director, Angel Labs</li> <li>• Li Feng, Co-founder and Partner, FreeS Fund</li> <li>• Sheel Mohnot, Partner, 500 Startup</li> <li>• Dan Rosen, founding partner, Commerce Venture</li> <li>• Triodos (TBC)</li> </ul>
18.00 – 19.00	<b>Free time</b>
19.00 – 21.30	<b>Dinner</b>
<b>WEDNESDAY, SEPTEMBER 21</b>	
9.00 – 9.15	<b>Recap of Day 1 highlights</b>

Time	Session
9.15 – 10.15	<p><b>Global Trade and Supply Chain Finance: New Trends, Challenges and Opportunities</b></p> <p><i>Supply chain finance is often called the win-win-win—where all parties stand to gain. So why, despite its rapid growth in recent years, is trade and supply chain finance still a largely untapped opportunity? We'll hear a range of perspectives from those engaged in trade and supply chain finance, including the global regulating body, about the challenges and opportunities. The session will also include examples illustrating how advances in technology platforms are helping.</i></p> <ul style="list-style-type: none"> <li>• Qamar Saleem, Senior SME Banking Specialist, IFC</li> <li>• Venkatesh Somanathan, Director   Global Head, Supplier Finance Solutions, Deutsche Bank AG</li> <li>• Rajeev Chalisgaonkar, Standard Chartered Bank</li> <li>• Prime Revenue (TBC)</li> </ul>
10.15 – 10.45	<b>Break</b>
10.45 – 12.00	<p><b>Artificial Intelligence: Impact on Financial Sector and SME Finance</b></p> <p><i>What do robots have to do with SME finance? Perhaps a lot – perhaps too much for our own comfort. Experience how artificial intelligence and machine learning is poised to change the financial services industry, including SME finance.</i></p> <ul style="list-style-type: none"> <li>• Matthew Saal, Principal Industry Specialist, IFC</li> <li>• Pau Velando, General Manager, Strands</li> <li>• Dr. Lingyun Gu, CEO, IceKredit</li> <li>• 3Golden (TBC)</li> <li>• Bank of communication (TBC)</li> </ul>
12.00 – 12.45	<p><b>Looking Ahead</b></p> <ul style="list-style-type: none"> <li>• Carol Realini, Author and pioneering women fintech investor</li> </ul>
12.45 – 1.00	<p><b>Closing Remarks; Adjournment</b></p> <ul style="list-style-type: none"> <li>• Matthew Gamser, CEO, SME Finance Forum</li> </ul>
1.00- 2.30	<b>Lunch</b>
2.30 – 4.30	<b>SME Finance Forum Membership Meeting</b>
4.30 – 6.00	<b>SME Finance Forum Board Meeting</b>