

GLOBAL SME FINANCE FORUM 2019
The Convergence of the Real and Financial Sectors in SME Finance

Increasingly, the largest and/or fastest growing SME financiers globally did not start out as banks. Whether from tech companies, logistics firms, commodities traders or even Fast-Moving Consumer Goods distributors, competition from the real sector is getting stronger and stronger for the SME business. The real sector firms come into SME financing armed with substantial data resources and analytical skills. How is the traditional financial sector to deal with this? Is it all threat, or is there also an opportunity from these new entrants?

This year's Global SME Finance Forum will examine the different ways in which the real sector has entered the SME finance space, and the various ways in which financiers and regulators are coping with the "new kids on the block."

October 7, 2019	Session/ Format	Topic			
07.00 – 09.00	Registration				
09.00 – 09.15	Welcome and opening				
09.15 – 09.45	Keynote				
09.45 – 10.45	Plenary	Views from the executive offices: Real and financial sector partnerships for SME financing: <ul style="list-style-type: none"> - Why partnerships matter - How partnerships work - Have they achieved the intended results/impacts - Lessons learned for better and more impactful partnerships 			
10.45 – 11.15	Networking break				
11.15 – 11.45	Keynote	How new technologies and innovation accelerate convergence of the real and financial sectors in SME finance			
11.45 – 12.45	Debate	Are real sector firms REAL THREATS to financial institutions?			
12.45 – 13.45	Lunch				
13.45 – 14.15	Fireside chat	The convergence of the real and financial sectors: Views from the investors			
14.15 – 15.15	Plenary	Future of SME financing: Roles of real sector players			
15.15 – 16.15	Breakout	Tech firms in SME finance	Logistic firms in SME finance	Big buyers and sellers	Alternative financing: Overcoming crowdfunding challenges in emerging countries
16.15 – 16.45	Networking break				
16.45 – 17.15	Fintech demo	Giving the floor to a curated selection of fintechs for 7 min pitches			

17.15 – 18.30	Marketplace	Connecting participants with investment firms or individual investors through 15-minute one-on-one introductory meetings			
19.00 – 22.00	Global SME Finance Awards	Announcing the winners of the Global SME Finance Awards 2019 which recognize outstanding achievements of financial institutions and fintech companies in delivering exceptional products and services to their SME clients			
8 October 2019					
09.00 – 09.30	Keynote				
09.30 – 10.00	Plenary	Policy implications of the convergence of real and financial sectors: <ul style="list-style-type: none"> - How policy and regulations can ensure a level playing field for all key actors - Should regulations be proportionality and institution-based or activity-based 			
10.00 – 10.30	Networking break				
10.30 – 12.15	Breakout	Transaction banking	Convergence in agrifinance	Convergence in SME insurance	Convergence in supply chain finance
12.15 – 13.15	Lunch				
13.15 – 14.45	Breakout	SME banking strategy	Convergence in women's finance	Convergence in SME insurance	Convergence in supply chain finance
14.45 – 15.45	Plenary	Staying digitally relevant through BaaS: How financial institutions can leverage BaaS to compete and grow			
15.45 – 16.15	Networking break				
16.15 – 17.15	Plenary	Data governance: Balancing data potential with privacy protection			
17.15 – 17.45	Closing	New issues in convergence: How to improve risk management with more digital data on the movement of goods and the quality of soils			
19.00	Reception (TBC)				
9 October 2019					
09.00 – 12.00	Members meeting				
12.00 – 13.00	Networking lunch (members only)				
13.30 – 17.00	Study visits: Learning best practices from highly respected peers: fintech innovations and good practices in SME banking and non-financial services from local financial institutions				
10 October 2019					
09:00 – 12.00	Community of practice (CoP)	Risk management	SME banking strategy		