



# GLOBAL SME FINANCE FORUM 2018 05 - 07 November 2018 MADRID **SPAIN**

#SMEFF18

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## Global SME Finance Forum 2018

Melia Castilla Hotel &  
Convention Center,  
Madrid, Spain

### *Reaching the Informal: The Role of Finance in Improving Growth and Productivity of SMEs*

5-Nov-18	Session / Format	Topic & speakers
09.00 – 9.30	Member registration	
09.30 – 12.30	Members meeting (members only)	TBC
12.30 – 14.00	Lunch	
14.30 – 18.00	Study visits	<b>Fintechs:</b> Adhara, Alastria, Bewater Funds, Inbonis, Traity, Trust-u, Twinco Capital <b>Banks:</b> BBVA's Innovation Center, Ciudad BBVA, Intesa SanPaolo, Santander
19.00 – 21.00	Cocktail reception (all participants)	

6-Nov-18	Session / Format	Topic & speakers
07.30 – 9.00	Registration	
09.00 – 10.00	Welcome/Opening speeches	<b>Senior representatives from the Government of Spain and the IFC</b>
10.00 – 10.30	Keynote address	<b>Formalization, Innovation, and SMEs' Growth and Productivity:</b> what should we be talking about when we talk about formalization? What role should the financial sector play in formalization? What role is technology playing in formalization?
10.30 – 11.00	<i>Networking break</i>	
11.00 – 11.30	Fireside Chat	<b>Role of digital payments in SME formalization:</b> what have we learned and why is card acceptance not enough anymore?
11.30 – 12.00	Keynote Address	<b>BBVA View from the Boardroom:</b> the roles and obligations of banks in formalizing SMEs
12.00 – 13.15	Debate	<p><b>Should Financial Institutions go beyond financing?</b></p> <ul style="list-style-type: none"> <li>• Is providing additional, non-financial services essential to competitiveness?</li> <li>• Can FIs provide the expertise necessary?</li> <li>• Can FIs provide necessary expertise affordably?</li> <li>• Can FIs provide timely additional support?</li> </ul>
13.15 – 14.15	<i>Lunch</i>	
14.15 – 15.15	Plenary session	<b>eCommerce Platforms: Formalizing access to markets</b> eCommerce has increasingly played crucial roles in enabling SMEs to expand their businesses and to improve their competitiveness. The panel will share their experiences and insights into how ecommerce could formalize access to markets for SMEs especially those from less developed economies, the challenges and proposed solutions.
15.15 – 16.45	TechPitch	Rapid fire demonstration pitches by selected startup and early stage companies
16.45 – 17.15	<i>Networking Break</i>	
17.15 – 18.45	SME Finance Marketplace	Speed-dating with investors and fintech vendors.
19.00 – 22.00	Gala dinner + Awards + Keynote	

07-Nov-18	Session / Format	Plenary/ Breakout 1 (Topic & speakers)	Breakout 2 (Topic & speakers)	Breakout 3 (Topic & speakers)
09.00 – 10.15	Plenary session	<b>Formalizing supply chains</b> The session will explore how to create supply chain markets in emerging countries that benefit local SMEs. How can markets become more formally structured through supply chain development? What are the challenges and opportunities for SMEs and for their larger buyers? What are the roles of financial institutions, including both banks and fintechs, in supply chain development?		
10.15 – 11.30	Breakout sessions	<b>FIs' role in formalizing SME management: Priorities for improving SME growth and productivity</b> How digital platforms can make entrepreneurship development more timely, relevant and effective.	<b>Formalizing women entrepreneurs' access to markets, networks and mentors</b> Why the best finance programs must go well beyond financing.	<b>The role of insurance in formalizing SMEs' risk management.</b> How can adding insurance for property, health, trade and other aspects of business improve the growth prospects of SMEs.
11.30 – 12.00	<i>Networking Break</i>			
12.00 – 13.15	Breakout sessions	<b>Formalizing SME payments processing: New horizons in transaction banking</b>	<b>SME risk management: Leveraging big data and innovation</b> What are the opportunities and obstacles for banks and for alternative financial institutions?	<b>AI/Machine learning for SMEs</b> Why AI is now not only something for banks to take on, it's increasingly essential, and affordable, for SMEs themselves. What are the keys to effectively bringing AI into small businesses?
13.15 – 14.15	<i>Lunch</i>			
14.15 – 15.00	Keynote/ Fireside Chat	<b>The role of regulators in encouraging the formalization of SMEs</b> What can regulators and global standards setting bodies do to encourage SMEs to be more structured, efficient and productive? What incentives can they offer to promote better supplier, customer, investor and employee management by SMEs?		
15.00 – 16.15	Breakout sessions	<b>Role of DFIs in supporting growth and formalizing SMEs</b>	<b>Beyond digital transformation</b>	<b>Formalizing small farmers: Digital innovation and agribusiness</b>

		How various instruments, including blended finance, are utilized to encourage formalization.	How to help SME clients go digital, and ease the way to more formal operations.	How is this transforming production, marketing and risk management.
16.15 – 16.45	<i>Networking Break</i>			
16.45 – 17.15	Fireside chat	<b>Should we return to “Big is Beautiful”?</b> The roles of large firms in formalizing SMEs.		
17.15 – 17.45	Closing remarks			
19.00 – 21.00	Cocktail reception			
08-Nov-18	<b>Session / Format</b>	<b>Topic &amp; speakers</b>		
09.00 – 14.00	Community of practices - by invitation only	TBC		