### Global SME Finance Forum 2018

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

<table>
<thead>
<tr>
<th>5-Nov-18</th>
<th>Session / Format</th>
<th>Topic &amp; speakers</th>
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<tbody>
<tr>
<td>09.00 – 9.30</td>
<td>Member registration</td>
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<tr>
<td>09.30 – 12.30</td>
<td>Members meeting</td>
<td>TBC</td>
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<td>(members only)</td>
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<tr>
<td>12.30 – 14.00</td>
<td>Lunch</td>
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<tr>
<td>14.30 – 18.00</td>
<td>Study visits</td>
<td><strong>Fintechs</strong>: Adhara, Alastria, Bewater Funds, Inbonis, Traity, Trust-u, Twinco Capital</td>
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<td><strong>Banks</strong>: BBVA’s Innovation Center, Ciudad BBVA, Intesa SanPaolo, Santander</td>
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<tr>
<td>19.00 – 21.00</td>
<td>Cocktail reception</td>
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<td>(all participants)</td>
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<tr>
<td>6-Nov-18</td>
<td>Session / Format</td>
<td>Topic &amp; speakers</td>
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<tr>
<td>07.30 – 9.00</td>
<td>Registration</td>
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<tr>
<td>09.00 – 10.00</td>
<td>Welcome/Opening speeches</td>
<td><strong>Senior representatives from the Government of Spain and the IFC</strong></td>
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<tr>
<td>10.00 – 10.30</td>
<td>Keynote address</td>
<td><strong>Formalization, Innovation, and SMEs’ Growth and Productivity:</strong> what should we be</td>
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<td>talking about when we talk about formalization? What role should the financial sector play in formalization? What role is technology playing in formalization?</td>
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<tr>
<td>10.30 – 11.00</td>
<td><strong>Networking break</strong></td>
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<tr>
<td>11.00 – 11.30</td>
<td>Fireside Chat</td>
<td><strong>Role of digital payments in SME formalization:</strong> what have we learned and why is card acceptance not enough anymore?</td>
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<tr>
<td>11.30 – 12.00</td>
<td>Keynote Address</td>
<td><strong>BBVA View from the Boardroom:</strong> the roles and obligations of banks in formalizing SMEs</td>
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<td>12.00 – 13.15</td>
<td>Debate</td>
<td><strong>Should Financial Institutions go beyond financing?</strong></td>
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<td>• Is providing additional, non-financial services essential to competitiveness?</td>
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<td>• Can FIs provide the expertise necessary?</td>
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<td>• Can FIs provide necessary expertise affordably?</td>
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<td>• Can FIs provide timely additional support?</td>
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<tr>
<td>13.15 – 14.15</td>
<td>Lunch</td>
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<tr>
<td>14.15 – 15.15</td>
<td>Plenary session</td>
<td><strong>eCommerce Platforms: Formalizing access to markets</strong></td>
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<td>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.</td>
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<td>15.15 – 16.45</td>
<td>TechPitch</td>
<td><strong>Rapid fire demonstration pitches by selected startup and early stage companies</strong></td>
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<td>16.45 – 17.15</td>
<td><strong>Networking Break</strong></td>
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<td>17.15 – 18.45</td>
<td>SME Finance Marketplace</td>
<td><strong>Speed-dating with investors and fintech vendors.</strong></td>
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<td>19.00 – 22.00</td>
<td>Gala dinner + Awards + Keynote</td>
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<td>07-Nov-18</td>
<td>Session / Format</td>
<td>Plenary/ Breakout 1 (Topic &amp; speakers)</td>
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<tr>
<td>09.00 – 10.15</td>
<td>Plenary session</td>
<td><strong>Formalizing supply chains</strong>&lt;br&gt;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?</td>
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<td>10.15 – 11.30</td>
<td>Breakout sessions</td>
<td><strong>FIs' role in formalizing SME management: Priorities for improving SME growth and productivity</strong>&lt;br&gt;How digital platforms can make entrepreneurship development more timely, relevant and effective.</td>
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<tr>
<td>11.30 – 12.00</td>
<td><strong>Networking Break</strong></td>
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<td>12.00 – 13.15</td>
<td>Breakout sessions</td>
<td><strong>Formalizing SME payments processing: New horizons in transaction banking</strong></td>
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<td>13.15 – 14.15</td>
<td><strong>Lunch</strong></td>
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<td>14.15 – 15.00</td>
<td>Keynote/ Fireside Chat</td>
<td><strong>The role of regulators in encouraging the formalization of SMEs</strong>&lt;br&gt;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?</td>
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<td>15.00 – 16.15</td>
<td>Breakout sessions</td>
<td><strong>Role of DFIs in supporting growth and formalizing SMEs</strong></td>
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<td>Time</td>
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<td>Topic &amp; speakers</td>
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<td>09.00 – 14.00</td>
<td>Community of practices - by invitation only</td>
<td>TBC</td>
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<td>16.15 – 16.45</td>
<td>Networking Break</td>
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<td>16.45 – 17.15</td>
<td>Fireside chat</td>
<td>Should we return to “Big is Beautiful”? The roles of large firms in formalizing SMEs.</td>
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<td>17.15 – 17.45</td>
<td>Closing remarks</td>
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<td>19.00 – 21.00</td>
<td>Cocktail reception</td>
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<td>08-Nov-18</td>
<td>Session / Format</td>
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