

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
8.00 – 9.30	Member registration	<i>Hall Principal/Lobby</i>
9:30 – 12.30	Members meeting <i>Hidalgo</i>	For SME Finance Forum Members Only
12.30 – 14.00	Lunch	<i>Cervantes</i>
14.30 – 18.00	Study visits <i>Meet in Hall Principal/Lobby (Transportation provided)</i>	Fintechs: Adhara, Bewater Funds, Inbonis, MyTripleA, Traity, Twinco Capital Banks & Other: BBVA's Innovation Center, Ciudad BBVA, Ciudad Grupo Santander, Experian, Intesa SanPaolo

19.00 – 21.00	Cocktail reception (all participants)	<i>El Prado</i>
6-Nov-18	Session / Format	Topic & speakers
07.30 – 9.00	Registration	<i>Hall Principal/Lobby</i>
09.00 – 10.00	Welcome/Opening speeches <i>Auditorium</i>	<ul style="list-style-type: none"> • Matthew Gamser, CEO – SME Finance Forum • Ana de la Cueva Fernández, Secretary of State for Economic and Business Affairs – Spain • Georgina Baker, Vice President, Latin America & Caribbean, and Europe & Central Asia – IFC
10.00 – 10.30	Keynote address <i>Auditorium</i>	<p>Formalization, innovation, and SMEs' growth and productivity: 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?</p> <ul style="list-style-type: none"> • Matthias Kröner, Founder and CEO – FIDOR Bank
10.30 – 11.00	<i>Networking break</i>	<i>Exhibition Hall</i>
11.00 – 11.30	Fireside Chat <i>Auditorium</i>	<p>Role of digital payments in SME formalization: What have we learned and why is card acceptance not enough anymore?</p> <ul style="list-style-type: none"> • Moderator: Manuela Adl, Senior Manager, Financial Institutions Group – IFC • James Anderson, Executive Vice President, Commercial Products – MasterCard
11.30 – 12.00	Keynote Address <i>Auditorium</i>	<p>BBVA view from the Boardroom: SME's access to finance and regulation: The roles and obligations of banks in formalizing SMEs</p> <ul style="list-style-type: none"> • José Manuel González-Páramo, Executive Board Director – BBVA
12.00 – 13.00	Debate <i>Auditorium</i>	<p>Should Financial Institutions go beyond financing? Is providing additional, non-financial services essential to competitiveness? Can FIs provide the expertise necessary? Can FIs provide necessary expertise affordably? Can FIs provide timely additional support?</p> <ul style="list-style-type: none"> ○ Moderator: Lazaro Campos, Co-Founder – FinTechStage ○ José Carlos García de Quevedo, Chairman – Instituto de Crédito Oficial ○ Margarete Biallas, Specialist, Digital Finance Services – IFC ○ Prateek Shrivastava, Vice President, Digital, Global Advisory Solutions – Accion

		<ul style="list-style-type: none"> ○ Robert Ochola, Director Strategy and International Cooperation – African Export-Import Bank ○ Matias Nunez Castro, Executive Director of SMEs – Banco Santander Mexico ○ Jack de Mooij, Area Lead Platform Strategy – ING
13.00 – 14.00	Lunch	<i>Cervantes and El Prado</i>
14.00 – 15.00	Plenary session <i>Auditorium</i>	<p>eCommerce Platforms: Formalizing access to markets 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.</p> <ul style="list-style-type: none"> ● Moderator: Nuria Aliño Perez, Principal Digital Specialist, Digital Financial Services, Financial Institutions Group – IFC ● Andrew Watkins-Ball, Founder & CEO – JUMO ● Zhaoli Meng, Dean – JD Finance Research Institute ● Denise Leonhard, Senior Director of Global Corporate Strategy – Paypal
15.00 – 16.30	TechPitch <i>Auditorium</i>	<p>Introduction of AFIN – Rachel Freeman, Advisory Manager, Financial Institutions Group – IFC</p> <p>Moderator: Rostan Schwab, Africa Head, Fintech Investments – IFC</p> <p>Rapid fire demonstration pitches by selected startup and early stage companies</p> <ul style="list-style-type: none"> ● Jumo ● Basware ● Novicap ● Inbonis ● Guppy ● LendLedger ● MyTripleA ● Ricult ● Twinco Capital ● Traity ● Bewater Funds ● Gigas ● Invyo
16.30 – 17.00	Networking Break	<i>Exhibition Hall</i>
17.00 – 18.30	SME Finance Marketplace	Speed-dating with investors and fintech vendors

	<i>Castilla</i>			
18.30 – 19.30	Pre-dinner cocktails <i>Hall Tapices</i>	Enjoy pre-dinner cocktails, hors d'oeuvres & local entertainment		
19.30 – 22.30	Gala dinner + Awards + Keynote <i>Los Tapices</i>	<ul style="list-style-type: none"> • Mario Pardo, Head of Enterprise Clients – BBVA • Hans Docter, Director for Sustainable Economic Development – Netherlands Ministry of Foreign Affairs • Natascha Beinker, GPFI Co-Chair – Federal Ministry for Economic Cooperation and Development, Germany 		
07-Nov-18	Session / Format	Plenary/ Breakout 1 (Topic & speakers)	Breakout 2 (Topic & speakers)	Breakout 3 (Topic & speakers)
8.00 – 17.00	Registration	<i>Hall Principal/Lobby</i>		
09.00 – 10.15	Plenary session <i>Auditorium</i>	<p>Formalizing supply chains 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?</p> <ul style="list-style-type: none"> • Moderator: Martin Hommes, Operations Officer – IFC • Qamar Saleem, Global Technical Lead, SME Banking Practice – IFC • Syed Samar Hasnain, Executive Director, Development Finance Group – State Bank of Pakistan • Enrique Jimenez, Head of Supply Chain Finance – Demica • Carlos García, General Manager of Santander Factoring and Confirming S.A. and President of the Spanish Factoring Association (AEF) 		
10.15 – 11.30	Breakout sessions	<p>FIs' roles in formalizing SME management: Priorities for improving SME growth and productivity How digital platforms can make entrepreneurship development more timely, relevant and effective.</p> <p>Room: Hidalgo</p>	<p>A discussion on the business case and opportunities for 'Upscaling women entrepreneurs' Why the best finance programs must go well beyond financing.</p> <p>Room: Castilla</p>	<p>The role of insurance in formalizing SMEs' risk management How can adding insurance for property, health, trade and other aspects of business improve the growth prospects of SMEs.</p> <p>Room: Auditorium</p>

		<ul style="list-style-type: none"> • Moderator: Martin Holtmann, Manager, Digital Finance & Microfinance – IFC • Ayhan Albeyoglu, SME Banking Strategic Planning and Marketing Group Director – TEB • Markus Lyyra, Director, Cloud Partners – Basware • Jack de Mooij, Area Lead Platform Strategy – ING 	<ul style="list-style-type: none"> • Moderator: Natalia Bhatia, Gender Lead, South Asia – IFC • Ayodele Olojede, Head, Emerging Business – Diamond Bank • Mehruba Reza, Senior Product Manager of Women Banking Segment TARA – BRAC Bank • Fung Kai Jin, Head of SME Banking – VP Bank • Sherif Elbehery, Head of SMEs & Micro Finance – Banque Misr 	<ul style="list-style-type: none"> • Moderator: Susan Holliday, Principal, Industry Specialist Insurance – IFC • Wolfgang Buecker, Head, Financial Sector Development – GIZ • Dawn Miller, Senior Vice President – Chubb • Ankur Mehrotra, Managing Director – Grab • Charles Ruelle, Chief Innovation Officer – Euler Hermes • Joyce Tee, Managing Director and Group Head of SME Banking – BS Bank
11.30 – 12.00	Networking Break	Exhibition Hall		
12.00 – 13.15	Breakout sessions	<p>Formalizing SME payments processing: New horizons in transaction banking</p> <p>Room: Auditorium</p> <ul style="list-style-type: none"> • Moderator: Qamar Saleem, Global Technical Lead, SME Banking Practice – IFC • Rajeev Chalisgaonkar, Global Head, Business Banking – Standard Chartered Bank • Clara Garcia Benedito, Global Solutions – BBVA • Esra Krvrak, Subject Matter Expert/SME Banking 	<p>Opportunities and risks of using new technologies in credit scoring – will this lead to improved financial inclusion?</p> <p>What are the opportunities and obstacles for banks and for alternative financial institutions?</p> <p>Room: Castilla</p> <ul style="list-style-type: none"> • Moderator: Paula Leynes Felipe, Senior Risk Management Specialist, East Asia and Pacific – IFC • Fernando Sanchez, Principal Consultant, 	<p>AI/Machine learning for SMEs</p> <p>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?</p> <p>Room: Hidalgo</p> <ul style="list-style-type: none"> • Moderator: Kaiser Naseem, Banking and Digital Transformation Advisory Services – IFC, Europe and Central Asia

		<ul style="list-style-type: none"> • Devrim Tavil, International Head of SME Banking – BNP Paribas 	<p>Experian Decision Analytics – Experian-Iberia</p> <ul style="list-style-type: none"> • Ankur Mehrotra, Managing Director – Grab • Kathleen Yaworsky, Senior Manager, Digital Strategy & Data Analytics – Accion • Syed Abdul Momen, Head of SME – BRAC Bank 	<ul style="list-style-type: none"> • Luis Rodriguez, Chief Product and Innovation Officer – Strands • Leandro Guerra, Data Science Manager – Experian EMEA • Matthew Gladstone, Country Ambassador Spain – Revolut • David del Ser, Director – BFA AI Studio
13.15 – 14.15	Lunch	<i>Cervantes and Pelicano</i>		
14.15 – 15.15	Plenary Session <i>Auditorium</i>	<p>The role of regulators in encouraging the formalization of SMEs 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?</p> <ul style="list-style-type: none"> • Moderator: Lazaro Campos, Co-Founder – FinTechStage • Paul Andrews, Secretary General – International Organization of Securities Commissions • Raed H. Charafeddine, First Vice Governor – Central Bank of Lebanon • Ignacio Jaquotot, Head of the International Subsidiary Banks Division – Intesa Sanpaolo Group 		
15.15 – 16.30	Breakout sessions	<p>Role of DFIs in supporting growth and formalizing SMEs</p> <p>Room: Castilla</p> <ul style="list-style-type: none"> • Moderator: Francois Lecavalier, Senior Vice President, Corporate Development – BDC • Rachel Freeman, Advisory Manager, Financial Institutions Group – IFC • Pascal Lagarde, Executive Director, Strategy, 	<p>Beyond digital transformation: How do banks truly embrace Digital to serve SMEs better</p> <p>Room: Auditorium</p> <ul style="list-style-type: none"> • Moderator: Raja Debnath, Global SME Banking Advisory Services Specialist – IFC • Chris Yao, Vice President, General Manager of Strategy and 	<p>Fintech and formalization of SME agribusinesses How is this transforming production, marketing and risk management.</p> <p>Room: Hidalgo</p> <ul style="list-style-type: none"> • Moderator: Panos Varangis, Head, Agrifinance – World Bank Group • Fadzayi Musanhu, Research Analyst,

		<p>Development and International Affairs – Bpifrance</p> <ul style="list-style-type: none"> • Rosanna Sarkeyeva, Regional Manager Eastern Europe, Caucasus & Central Asia – Triodos • James Polan, Vice-President, Small and Medium Enterprise Finance Department – OPIC 	<p>International Business – JD Finance</p> <ul style="list-style-type: none"> • Joyce Tee, Managing Director and Group Head of SME Banking – DBS Bank • Benjamin Dellal, Global Head of Unsecured Lending & RBB – HSBC 	<p>Transaction Advisory Services – EY</p> <ul style="list-style-type: none"> • Gabriel Torres, Co-Founder and Chief Strategy Officer – Ricult • Esther Muiruri, Associate Director, Agribusiness – Equity Bank
16.30 – 17.00	Networking Break	Exhibition Hall		
17.00– 17.30	<p>Fireside chat</p> <p>Auditorium</p>	<p>Should we return to “Big is Beautiful”? The roles of large firms in formalizing SMEs.</p> <ul style="list-style-type: none"> • Moderator: Martin Holtmann, Manager, Digital Finance & Microfinance – IFC • Ted Chu, Chief Economist – IFC • Quan Yu, General Manger, Risk Management – Mybank 		
17.30-18.00	<p>Closing remarks</p> <p>Auditorium</p>	<ul style="list-style-type: none"> • Sharmila Hardi, Senior Manager, Financial Institutions Group – IFC 		
19.00 – 21.00	<p>Cocktail reception</p> <p>BBVA Innovation Center</p>	<p>Hosted by the BBVA Innovation Center: Prior Registration Required</p>		
08-Nov-18	Session / Format	Topic & speakers		
8:30 – 10:00	<p>Advisory Board meeting</p> <p>Cibeles</p>	By invitation only		

9:30-13:30	Communities of Practice El Jardín	By invitation only
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