



SME FINANCE
FORUM

- ACCELERATING FINANCE FOR BUSINESSES -

Global SME Finance Forum 2017 - Berlin, 1-3 November 2017

Digitalization of SME Finance

Draft agenda as of June 2, 2017

Date and time	Key theme and topics	Description
01 November 2017		
Morning and Afternoon	Study visit hosts: Access Holding, Bitbond, Deutsche Bank, Fidor, Mambu, Spotcap, SumUp	Two half-day study visits
02 November 2017		
8:00 – 9:00	<ul style="list-style-type: none"> Registration 	
8:45 – 9:15	<ul style="list-style-type: none"> Welcome remarks 	
9:15 – 9:45	<ul style="list-style-type: none"> Keynote on financial innovation in SME finance 	
9:45 – 10:15	<ul style="list-style-type: none"> Coffee Break 	
10:15 – 11:45	<ul style="list-style-type: none"> Debate: “Will robots replace bankers as the best advisors for SMEs?” 	Would you trust a robo-advisor for financial and business advice? Robots may begin disrupting service and delivery models in the SME space, but can they replace the traditional banking relationship? Experts in the field will debate the advantages of robots as SME advisors and the next phase in bot/AI technology.
11.45 – 13.00	<ul style="list-style-type: none"> The next frontier in SME banking 	Highlighting innovative developments, trends, & industry recommendations for banks and fintechs to leverage digital banking to serve MSMEs.
13:00 – 14:00	<ul style="list-style-type: none"> Lunch 	
14:00 – 14:30	<ul style="list-style-type: none"> “Digital Disruption: How the fintech revolution is transforming SME lending” 	
14:30 – 15:30	<ul style="list-style-type: none"> Fintech pitches 	Live demos by new and innovative fintechs in the digital banking market
15:30 – 16:00	<ul style="list-style-type: none"> Coffee Break 	
16:00 – 16:45	<ul style="list-style-type: none"> Investment Outlook in SME finance 	
16:45 – 18:30	<ul style="list-style-type: none"> Marketplace 	B2B introductory meetings between investors or vendors, and financial institutions and other participants
19:00 – 21:00	<ul style="list-style-type: none"> Dinner & Open Talent Competition Award 	BBVA Open Talent 2017

03 November 2017		
8:45 – 9:15	<ul style="list-style-type: none"> • Keynote 	
9:15 – 10:15	<ul style="list-style-type: none"> • Panel: Driving growth & profitability in SME finance 	<p>While banks have traditionally been the most important provider of capital to small businesses, the needs of SMEs are changing in the digital era. How can financial institutions drive profit and growth as customers' demands change and competition increases? This panel will examine innovative business models that successfully capitalize on the SME banking opportunity.</p>
10:15 – 10:45	<ul style="list-style-type: none"> • Coffee Break 	
10:45 – 12:00	<ul style="list-style-type: none"> • Break-out session: <ul style="list-style-type: none"> ○ SME credit risk management and collection strategies ○ Product innovation ○ Sales management ○ Business Analytics 	<p>High-performing banks view collections as an essential, dynamic and integral part of the credit cycle and not just the final step. During this session, participants will learn innovative tools for improving credit risk and best practice strategies from around the globe.</p> <p>This session will look at the future of SME lending and showcase the newest product innovations in SME financing.</p> <p>Digital banking has transformed both clients' needs and their behavior. How can banks apply these innovations to improve the customer experience? This hand-on workshop will examine the changing customer needs, and how to create loyalty and a strong value proposition in the digital era.</p> <p>From driving growth and sales, to better market analysis and customer management, financial institutions can capitalize on Big Data to improve and optimize decisions and performance across the firm. By embracing the opportunities of data and analytics, business intelligence can help banks reach new customers, provide more personalized service, improve profitability and reduce risk.</p>
12:00 – 13:00	<ul style="list-style-type: none"> • Lunch 	

