

# Global SME Finance Forum 2016

19-21 September

Beijing, China

Time	Session
MONDAY, SEPTEMBER 19	
09.00 – 13.00	<b>Study visits</b> (members only) <ul style="list-style-type: none"> <li>• CreditEase</li> <li>• DHGate</li> <li>• Bank of China</li> </ul>
14.00 – 14.10	<b>Welcome</b> <ul style="list-style-type: none"> <li>• Matthew Gamser</li> </ul>
14.10 – 14.30	<b>Keynote</b> <ul style="list-style-type: none"> <li>• Ning Tang, president and CEO of CreditEase</li> <li>• Vice President of Bank of China (TBC)</li> </ul>
14.30-17.15	<b>Fintech Sessions</b> <i>Financial institutions often face similar challenges as they seek to expand their services to small businesses. During these sessions, explore technology solutions designed to overcome these challenges, expand services offered to small business customers, or to streamline existing services.</i>
14.30 – 15.25	<b>Big Data and Risk Management</b> <ul style="list-style-type: none"> <li>• Rachel Freeman, Manager, IFC</li> <li>• Patrick Reily, CEO, Verde International</li> <li>• Thomas Deluca, CEO, AMP Credit Technology</li> <li>• Thierry Sanders, CEO, MEKAR</li> <li>• Alan Martinez, Director of Advisory Services, EFL</li> <li>• Huan Chen, Chief Strategy Officer, Credit Ease</li> <li>• Kevin Guo, Co-founder &amp; CEO, Dianrong</li> </ul>
15.25-15.40	<b>Stretch Break</b>
15.40 – 16.35	<b>Nonfinancial Services</b> <ul style="list-style-type: none"> <li>• Raja Debnath, Global SME Banking Specialist, IFC</li> <li>• Pau Velando, General Manager, Strands</li> <li>• Sameer Vakil, CEO, Digivation</li> </ul>

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16.35 – 17.15	<ul style="list-style-type: none"> <li>• Debbie Watkins, Managing Director, FernSoftware</li> <li>• Anatalio Ubalde, CEO, SizeUp</li> <li>• Ashim Banerjee, Founder, IDMission</li> </ul>
	<p><b>Payments and Remittances</b></p> <ul style="list-style-type: none"> <li>• Roger Thomas Moyes, Senior Advisor, Mekong Business Initiative</li> <li>• Tomas Snitka, Head of Business Development, TransferGo</li> <li>• Rajpal Duggal, Group President, Oxigen</li> <li>• Rob Grimberg, Director, Capital Tool Company</li> <li>• Nai Sheng Yao, VP, JD Finance (TBC)</li> </ul>
17.15-17.30	<b>Break</b>
17.30 – 19.00	<p><b>The Marketplace</b>  <i>Sign up for one-on-one introductory meetings with leading investors and/or financial technology providers.</i></p>
19.00 – 20.30	<p><b>Welcome Reception</b></p> <p><b>What FinTech can learn from Pharma and Why SMEs are counting it</b></p> <ul style="list-style-type: none"> <li>• Michael Turner, President and CEO, PERC</li> </ul>
<b>TUESDAY, SEPTEMBER 20</b>	
9:00 – 9:30	<p><b>Welcome Remarks</b></p> <ul style="list-style-type: none"> <li>• Matthew Gamser, CEO, SME Finance Forum</li> <li>• Vivek Pathak, Director, IFC EAP</li> <li>• Marcos Brujjs, Global Director, IFC</li> </ul>
9:30 – 10:30	<p><b>Impact of Global Economic Volatility on SMEs</b>  <i>What effects are all the rapid changes in the global economy having on small businesses, especially in emerging economies? Are they exposed or sheltered? We start the conference from the perspective of the small businesses we want to grow.</i></p>
10:30 – 10:45	<b>Member Recognition</b>
10.45 – 11.15	<b>Break</b>

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11:15 – 12:15	<p><b>Global Trade and Supply Chain Finance: New Trends, Challenges and Opportunities</b></p> <p><i>Supply chain finance is often called the win-win-win—where all parties stand to gain. So why, despite its rapid growth in recent years, is trade and supply chain finance still a largely untapped opportunity? We’ll hear a range of perspectives from those engaged in trade and supply chain finance, including the global regulating body, about the challenges and opportunities. The session will also include examples illustrating how advances in technology platforms are helping.</i></p> <ul style="list-style-type: none"> <li>• Qamar Saleem, Senior SME Banking Specialist, IFC</li> <li>• Venkatesh Somanathan, Director, Global Head, Supplier Finance Solutions, Deutsche Bank AG</li> <li>• Anna Jones, Standard Chartered Bank</li> <li>• Peter Chin, Executive Vice President, Premium Technology</li> </ul>
12.15 – 13.40	<b>Lunch</b>
13:40 – 14:00	<p><b>Keynote</b></p> <p>Ling Hai, Co-president, Asia Pacific, MasterCard</p>
14.00 – 15:30	<p><b>Blockchain and Distributed Ledger Technology: A Game Changer for SME Finance?</b></p> <p><i>“Blockchain,” and “distributed ledger” are often described as the new frontier in financial services. But what is it? How does it work? What advantages does it have over current systems? What’s been the experience so far of financial institutions that are embracing it – what are the learnings? And how do regulators react to this new technology?</i></p> <ul style="list-style-type: none"> <li>• Michael Casey, Senior Advisor, MIT Media Lab</li> <li>• Peter Stephens, Global Head of Regulatory Architecture &amp; APAC CTO, UBS AG</li> <li>• Pindar Wong, Chairman, VeriFi</li> <li>• Jack Lee, Managing Partner, HCM International Co &amp; FnConn</li> </ul>
15.30 – 16.00	<b>Break</b>
16.00 – 18.00	<p><b>Case Studies: International Good Practices to Expand SME Finance</b></p> <p>Concurrent sessions</p>
	Topic: Financing Women Entrepreneurs

Time	Session
	<p>One-third of private businesses are owned or operated by women – and yet 80% of those needing credit can't get as much they need. Women-owned businesses face the same challenges as other SMEs, plus more due to legal constraints and social norms. Learn how banks have turned lending to women entrepreneurs into a competitive advantage.</p> <ul style="list-style-type: none"> <li>• Inez Murray, CEO, GBA</li> <li>• Karyl Akilian Momjian, Head of Branch Management, BLC Bank</li> <li>• Yanping Fu, Vice President, Bank of Luoyang, China</li> <li>• Sergey Smirnov, Deputy Chairman, Bank Center Invest</li> </ul>
	<p><b>Topic: Asset-Based Lending: Moving Beyond Reliance on Fixed Assets</b>  <i>Collateral is a major constraint limiting lending to SMEs as many cannot prove ownership of land, the traditional form of collateral. But most SMEs have other assets such as receivables and inventory. Learn from financial institutions and fintechs who have mastered this method of providing much-needed credit to SMEs.</i></p> <ul style="list-style-type: none"> <li>• Simon Thomson, Finance Sector Development Expert, Finn Thomson</li> <li>• Andrew McKerrow, Senior Product Manager, Bank of New Zealand</li> <li>• Wan Jun, CEO, Lionbridge</li> <li>• Rob Grimberg, Director, Capital Tool Company</li> </ul>
	<p><b>Topic: Workshop: Customer Input in New Product Design</b>  <i>"Start with the customer" is the common wisdom in designing new products and services. In this hands-on workshop, you will experience two very different methodologies for incorporating the customer perspective. Note: this session ends at 18.30.</i></p> <ul style="list-style-type: none"> <li>• Jay Singer, Senior VP, MasterCard</li> <li>• John Won, Program Director, IDEO</li> <li>• Annie Wu, Communication Designer, IDEO</li> </ul>
	<p><b>Topic: Angels &amp; VCs: Alternative Financing Sources</b>  <i>Start-ups rely on family and friends for capital, in part because financial institutions find them too risky. Yet some financial institutions are finding innovative ways to fund start-ups, as have angel investors and venture capitalists. In this session, we'll explore different approaches to providing start-up SMEs the extra capital they need to grow.</i></p> <ul style="list-style-type: none"> <li>• Tugce Ergul, Executive Director, Angel Labs</li> <li>• Li Feng, Co-founder and Partner, FreeS Fund</li> <li>• Sheel Mohnot, Partner, 500 Startup</li> </ul>

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	<ul style="list-style-type: none"> <li>• Mirjam Janssen, Regional Manager, Triodos Investment Management, (TBC)</li> <li>• Nigel Bath, Director, Rakuten Financial Services</li> </ul>
18.00 – 19.00	<b>Networking</b>
19.00 – 21.30	<b>Dinner</b> <ul style="list-style-type: none"> <li>• Ghada Teima, Lead Financial Sector Specialist, IFC</li> </ul>
<b>WEDNESDAY, SEPTEMBER 21</b>	
9.00 – 9.15	<b>Recap of Day 1 highlights</b>
9.15 – 10.15	<b>Headwinds and Tailwinds in SME Finance Regulation</b> <i>Even as banks are implementing changes to comply with Basel III, “Basel IV” regulations are on the horizon. What impact are the Basel III regulations having in various markets? Are they helping or hurting financial services to SMEs, especially in emerging economies? And what’s in store with Basel IV?</i> <ul style="list-style-type: none"> <li>• Carol Realini, Author and pioneering women fintech investor</li> <li>• Dr. Nachiket Mor, Board member, Reserve Bank of India</li> <li>• Augustino Hotay, Manager Licensing, Policy and Operations Review, Directorate of Banking Supervision, Bank of Tanzania (TBC)</li> <li>• José Fernando Figueiredo, Chairman SPGM</li> <li>• Tony Hadley, VP, Experian</li> </ul>
10.15 – 10.45	<b>Break</b>
10.45 – 12.00	<b>Artificial Intelligence: Impact on Financial Sector and SME Finance</b> <i>What do robots have to do with SME finance? Perhaps a lot – perhaps too much for our own comfort. Experience how artificial intelligence and machine learning is poised to change the financial services industry, including SME finance.</i> <ul style="list-style-type: none"> <li>• Matthew Saal, Head of Digital Finance, IFC</li> <li>• Dr. Andreas Kind, Global Labs, Financial Services &amp; Security / Head of Shanghai Lab, IBM</li> <li>• Pau Velando, General Manager, Strands</li> <li>• Dr. Lingyun Gu, CEO, IceKredit</li> </ul>
12.00 – 12.45	<b>Looking Ahead</b> <ul style="list-style-type: none"> <li>• Carol Realini, Author and pioneering women fintech investor</li> </ul>

Time	Session
12.45 – 1.00	<b>Closing Remarks; Adjournment</b> <ul style="list-style-type: none"><li data-bbox="467 275 1084 310">• Matthew Gamsler, CEO, SME Finance Forum</li></ul>
1.00- 2.30	<b>Lunch</b>
2.30 – 4.30	<b>SME Finance Forum Membership Meeting</b>
4.30 – 6.00	<b>SME Finance Forum Board Meeting</b>