



Workshop on small and medium enterprises' access to finance and the role of development banks in Asia and the Pacific and Latin America

United Nations Conference Center, Bangkok, Thailand
27-28 September 2017

Tentative Programme

As of 25 September 2017

Day 1	27 September 2017
08:30 – 09:00	<i>Registration</i>
09:00 – 09:25	Welcome remarks Mr. Hongjoo Hahm, Deputy Executive Secretary for Programmes, ESCAP Mr. Naoyuki Yoshino, Dean, ADBI Mr. Kim Yongbeom, Vice Chairman, Financial Services Commission, Republic of Korea (by video message)
09:25 – 10:00	Session 1. SME financing in Asia and the Pacific and Latin America: An overview This session introduces the main topics that will be addressed in the workshop by providing a brief panorama of the situation, challenges, and emerging trends in SME financing in Asia and the Pacific and Latin America. Short presentations Mr. Alberto Isgut, Economic Affairs Officer, Macroeconomic Policy and Financing for Development Division, ESCAP Mr. Esteban Pérez Caldentey, Chief, Financing for Development Unit, ECLAC
10:00 – 10:30	<i>Group photo & coffee</i>
10:30 – 12:15	Session 2. Promoting SME access to finance and addressing financial stability issues Rapid expansion of credit to consumers or SMEs could result in over-indebtedness and financial instability. Examples include the United States sub-prime crisis of 2007, India's 2010 microfinance crisis, and China's problems with peer-to-peer (P2P) lending platforms in 2016. To preserve financial stability while enhancing SMEs access to credit it is important to strengthen

	<p>financial regulations, enhance consumer protection measures, and promote financial education. This session discusses good practices and country experiences in these areas.</p> <p><i>Panel discussion on financial regulations, consumer protection and financial education</i></p> <p><i>Moderator</i></p> <p>Mr. Eliko Boletawa, Head of Policy Programs and Regional Initiatives, Alliance for Financial Inclusion</p> <p><i>Panelists</i></p> <p>Mr. Peter Morgan, Senior Consulting Economist and Co-chair, Research, ADBI</p> <p>Mr. David Myeni, Chief Executive Officer, Microfinance Unit, Ministry of Finance of Swaziland</p> <p>Ms. Karunajothi Kandasamy, Deputy Director, Financial Sector Development, Bank Negara Malaysia, and Former Deputy Chief Executive Officer, SME Corporation Malaysia</p> <p>Mr. Apenisa Tuicakau, Manager Domestic Markets, Reserve Bank of Fiji</p> <p>Mr. Carlo Ruiz Robert, Leader for Entrepreneurship, PlayBusiness, Mexico</p>
12:15 – 13:15	<i>Lunch sponsored by Asian Development Bank Institute</i>
13:15 – 15:00	<p>Session 3. Traditional and alternative business models for SME financing</p> <p>Commercial banks often view loans to SMEs as too risky and involving very high transaction costs. To reduce costs, in some countries commercial banks have attempted to expand their loans to SMEs by creating special units to lend directly to them or by outsourcing operations to MFIs. The latter approach can help lower non-performing loans by mitigating problems of asymmetric information through frequent personal interaction between borrowers and MFI loan officers. This session discusses the costs and benefits of various forms of partnerships between banks and MFIs. It also discusses the role of central banks in promoting innovative financial models for SMEs.</p> <p><i>Presentation</i></p> <p>Mr. Atiur Rahman, Former Governor of Bangladesh bank – Reflecting on the Asia Foundation’s study on “the shared roles of the central bank and commercial banks in promoting innovative financing models for SMEs”</p>

	<p><i>Panel discussion on business models for SME financing</i></p> <p><i>Moderator</i></p> <p>Ms. Tientip Subhanij, Chief, Financing for Development Section, ESCAP</p> <p><i>Panelists</i></p> <p>Mr. S. S. Mundra, Former Deputy Governor, Reserve Bank of India</p> <p>Mr. Shigehiro Shinozaki, Financial Sector Specialist, Sustainable Development and Climate Change Department, ADB</p> <p>Mr. Eduardo Zavala Barrenechea, Director of Financial Planning, National Savings and Financial Services Bank (BANSEFI), Mexico</p> <p>Mr. Raúl Hopkins, Director, Agricultural Bank (Agrobanco), Peru</p>
15:00 – 15:15	<i>Coffee</i>
15:15 – 17:00	<p>Session 4. Improving lending infrastructure for SME financing</p> <p>To further expand lending to SMEs by commercial banks and MFIs, countries' lending infrastructure – which includes credit bureaus, credit guarantees agencies and collateral registries – needs to be improved. In addition, it is important to set up centralized databases on MFIs performance, to facilitate business partnerships between banks and MFIs. This session discusses key priorities for improving financial infrastructure in developing countries to support the expansion of credit to SMEs.</p> <p><i>Panel discussion on lending infrastructure</i></p> <p><i>Moderator</i></p> <p>Mr. Peter Morgan, Senior Consulting Economist and Co-chair, Research, ADBI</p> <p><i>Panelists</i></p> <p>Mr. Naoyuki Yoshino, Dean, ADBI</p> <p>Mr. Paul Vandenberg, Thammasat University</p> <p>Mr. Jong Goo Lee, Director, Korea Credit Guarantee Fund</p> <p>Mr. Tiago Peroba Cabral, Manager of Agricultural Programme Support, National Bank for Economic and Social Development (BNDES), Brazil</p>
17:15 – 18:30	<p>Side event: The development of mobile banking platforms for financial inclusion in Viet Nam</p> <p>This side event, jointly organized by ESCAP, the Asia Foundation and UNCDF, will discuss two recent initiatives to develop mobile banking platforms for financial inclusion in Viet Nam. The first project, sponsored by the Asia</p>

	<p>Foundation and Mastercard, aims to increase and improve access to a full range of financial services provided by Vietnam Bank for Social Policies for low-income households, especially women-led microenterprises. The second project, which is supported by UNCDF's Shaping Inclusive Finance Transformations (SHIFT) Programme and DFAT, consists in the development of a novel e-wallet product for tailored for women and women run SMEs by LienVietPostBank. The event will compare both projects and discuss their potential for enhancing financial inclusion in Viet Nam and in other developing countries.</p> <p><i>Speakers</i></p> <p>Mr. Masato Abe, Officer-in-Charge, Investment and Enterprise Development Section, Trade, Investment and Innovation Division, ESCAP</p> <p>Mr. Vincent Wierda, Regional Coordinator for Asia, UNCDF</p> <p>Mr. Kim McQuay, Managing Director, Program Specialists Group, The Asia Foundation</p> <p>Mr Filip Graovac, Vietnam Deputy Country Representative, The Asia Foundation</p> <p>Mr. Quoc Su Le, Deputy Director of Vi Viet Business Center, Lien Viet Post Bank</p>
18:30 – 19:30	<i>Reception sponsored by Asia Foundation</i>

Day 2	28 September 2017
09:00 – 10:45	<p>Session 5. The role of national development banks in fostering SME access to finance</p> <p>National development banks can play a key role in improving financial inclusion for SMEs through innovative products directly or in combination with the private sector. The key question is how to provide assistance to SMEs while not distorting existing market-mechanisms and ensuring fiscal sustainability. This session will share experiences and discuss good practices of national development banks programs to foster SMEs access to finance in both Asia and Latin America.</p> <p><i>Panel discussion on the role of national development banks in SME financing</i></p> <p><i>Moderator</i></p>

	<p>Ms. Cornelia Kaldewei, Financing for Development Unit, ECLAC</p> <p><i>Panelists</i></p> <p>Mr. Esteban Pérez Caldentey, Chief, Financing for Development Unit, ECLAC</p> <p>Mr. Farhad Taghizadeh-Hesary, Keio University, Japan</p> <p>Mr. Hernando Castro Restrepo, Manager of Business Development, Business Development and Foreign Trade Bank (Bancoldex), Colombia</p> <p>Mr. N. K. Maini, Former Deputy Managing Director in charge of Small Industries Development Bank of India and Board Member of Microfinance Institutions Network</p> <p>Mr. Julio Pardave, President, Association of Small Business Groups, Peru (TBC)</p>
10:45 - 11:00	<i>Coffee</i>
11:00 –12:45	<p>Session 6. The rise of fintechs: Implications for SME finance</p> <p>Fintech companies, which provide financial services by making use of software and digital technology, have enormous potential for improving financial access of SMEs. The Asia-Pacific region has led global investments in fintechs in 2016 for the first time. However, the advancement of fintechs as an innovative solution for SME financing requires proper regulation. A major challenge to regulators is how to strike the right balance between facilitating innovation and preserving financial stability. This session discusses the opportunities and challenges of fintechs to facilitate access to finance by SMEs.</p> <p><i>Panel discussion on fintechs</i></p> <p><i>Moderator</i></p> <p>Mr. Sekyung Oh, President, Korean Finance Association</p> <p><i>Panelists</i></p> <p>Mr. Hyung Seung Yi, Director, Korea Technology Finance Corporation</p> <p>Mr. Xiaochen Zhang, President, FinTech4Good</p> <p>Mr. Takashi Hashimoto, Director, Payment and Settlement Systems Department, Bank of Japan</p> <p>Ms. Fernanda de Velasco, CFO, PlayBusiness, México</p> <p>Mr. Alexandre Guerra de Araujo, Manager, Brazilian Service of Assistance to Micro and Small Enterprises (SEBRAE), Brazil</p>
12:45-13:45	<i>Lunch sponsored by the Council on International Financial Cooperation</i>

13:45-15:30	<p>Session 7. Small group discussion – exchange of country experiences and identification of priorities</p> <p>In this session, participants from various Asia-Pacific and Latin America countries are divided into small groups to discuss the main lessons learned from the meeting, exchange experiences, and identify policy priorities for improving SME’s access to financing in their countries.</p>
15:30-15:45	<i>Coffee</i>
15:45-17:00	<p>Session 8. Conclusions and the way forward</p> <p>At the final session of the meeting, representatives from each small group will present the main conclusions of their discussions. The plenary discussion will identify future areas of cooperation among countries, regional and international organizations and development partners to most effectively support countries of Asia-Pacific and Latin America in enhancing access of SMEs to finance.</p> <p><i>Wrap-up of small group discussion</i></p> <p><i>Moderator</i></p> <p>Ms. Tientip Subhanij, Chief, Financing for Development Section, ESCAP</p> <p><i>Closing remarks</i></p> <p>Mr. Hamza Malik, Director, Macroeconomic Policy and Financing for Development Division, ESCAP</p> <p>Mr. Esteban Pérez Caldentey, Chief, Financing for Development Unit, ECLAC</p>