



Business Information
In A Global Context

*"Excellent content delivered by top professionals in the field!
Level of detail was good for those of us who are in the industry.
Networking breaks are very good, too."*

Megan Fielding, Head, Strategic Partnerships, Microplace

6th Annual Microfinance Investment Summit

Up to
24.0 CPD

**Global initiatives to capitalise on partnerships
and maximise both business and social returns**

5–8 July, 2011 • Hotel Warwick Geneva, Switzerland

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Join the top international leaders of the industry from: **Cameroon, Gauteng, Ghana, Kenya, Morocco, Rwanda, Tunisia, Zimbabwe, Belgium, Finland, France, Italy, Luxembourg, The Netherlands, Russia, Spain, Switzerland, UK, India, Pakistan, Brazil, Mexico and USA**

2011 brings back the **Microfinance Investment Summit** in threefold! This four day summit takes a deep dive into the **microfinance challenges and opportunities in Africa**; brings you the **newest microfinance developments taking place on a global scale** and offers you a focus day on the **latest, most innovative initiatives in microinsurance**. Join an unparalleled showcase of leaders who will share their experiences and insights on:

- Capitalising on international partnerships to build a successful microfinance market in Africa
- Sourcing your capital to promote MSE finance in Africa
- Maximising your private equity investments to leverage further returns
- Establishing the best approaches to catalyse potential partnerships for MFIs
- Identifying and implementing the instruments that can make currency hedging a market for all countries
- Bringing social performance to the front to ensure responsible finance
- Injecting innovation into microinsurance distribution models to increase penetration and lower costs
- Incorporating the right strategies to make microinsurance beneficial to the market and viable for providers

There is no doubt that both the microfinance and microinsurance markets are continuously evolving: private equity investments are growing, SME finance is expanding in developing countries and current microinsurance distribution models are becoming more and more innovative.

But with this progress come the challenges in the form of newly enforced legislation, cut-throat competition and the everyday barriers that today's economy provides. What impacts one country can impact us all. This summit will focus on addressing each challenge and taking the necessary steps to overcome them. Join our panel of **Thought Leaders – Financial Institutions, DFIs, IFIs, Private Equity Investors, Fund Managers, MFIs, MIVs and all other major stakeholders** – who will share their experiences and disclose the tried and tested strategies that have made them the leaders they are today:

The MCF – Winners of the SME Finance Challenge – Demonstrate how to successfully provide access to finance for SMEs in developing countries

AfDB – Highlight their current initiatives on supporting the microfinance industry in Africa

FEFISOL Microfinance Fund – Reveal how to optimise your social investments for sustainable industry growth

Women World's Banking – Uncover how going beyond traditional distribution channels can be both beneficial and cost-effective

Join us for:

MICROFINANCE AFRICA: CLOSING THE GAP – 5th July 2011

MICROFINANCE INVESTMENT SUMMIT – 6th & 7th July 2011

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And much more!

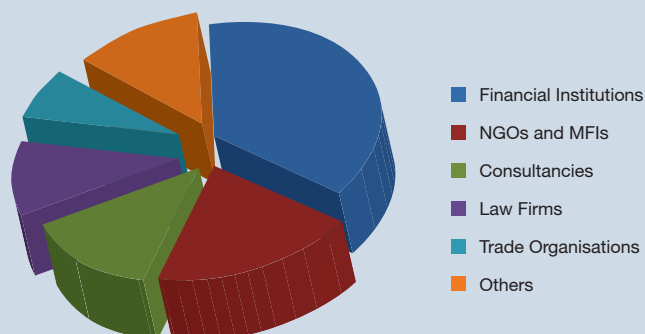
You cannot afford to miss the only industry gathering that will give you the tools to arm yourself with **best practice strategies to maximise all opportunities in microfinance**. This is the **ONE** event where the **networking counts, relationships are forged and deals are made**.

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Pete Sparreboom
Programme Director, **World Microfinance Forum Geneva (Switzerland)**

MICROFINANCE AFRICA: CLOSING THE GAP

Best practice investment strategies to optimise sustainability, growth and impact in Africa

EXECUTIVE BRIEFING – Tuesday, 5th July, 2011

8.30 Registration and Coffee

9.05 Chairperson's Welcome and Opening Remarks

Brian Kuwik
Vice President & Program Manager
ACCION International

9.15 Uncovering the Developing Path of Microfinance in the Land of Opportunity

Moderator:

Edvardas Bumsteinas
Investment Officer, Africa, Caribbean and Pacific Department
European Investment Bank

Sajeev Chakkalal
Director, Origination & Client Coverage
Standard Chartered

Michael Edberg
Managing Director, Investments
MicroVest Capital Management

Brian Kuwik
Vice President & Program Manager
ACCION International

- Evaluating Africa's current economic landscape
 - what are the possibilities and the limits?
- Analysing the key legal changes that have a direct impact on the microfinance environment
- Working towards a solution for cross-jurisdictional legislation
 - what is being done to create a positive framework in microfinance?
 - what are the country-specific challenges?
 - how have these been overcome?
- Is there any political intervention in the makings?
- Why is Africa so under-represented by international funders?
- Identifying the major challenges for the African microfinance market:
 - lack of capital
 - transparency
 - currency swaps
 - competition
- What measures do financial institutions need to take to ensure that they are not all lending in the same space?
- Funding for infant MFIs
 - what criteria do small and medium-sized MFIs need in order to obtain funding from investors?
- What strategies do MFIs need to be incorporating in order to enhance financial sustainability?
- Evaluating current developments for growing the industry:
 - greenfield banks
 - deposit-collecting institutions
- Uncovering experiences of NGOs which have been recently regulated
 - what effect have they had on the market to date?
- Examining the current roles of:
 - SME Finance
 - equity investing
- Debating Consumer Lending vs. Responsible Finance
 - what are the advantages of consumer lending?
 - how is it beneficial to the industry?
 - what does this mean in terms of responsible finance?
- Assessing microfinance on a macro level:
 - what steps can be taken to improve the infrastructure?
 - what new products are available with regards to the operational environment?
- Exploring the future of microfinance in Africa
 - what measures can be taken to significantly decrease competition?
 - technology: what is in the pipeline?
 - how can this propel the microfinance sector into continued development and growth?
 - what will this mean for both investors and MFIs?

10.20 Morning Refreshments

11.00 Capitalising on International Partnerships to Build a Successful Microfinance Market in Africa

Moderator:

Hans Ramm
Policy Advisor – Financial & Private Sector Development
Federal Department of Foreign Affairs (FDFA) &
Swiss Agency for Development and Cooperation (SDC)

Edvardas Bumsteinas
Investment Officer, Africa, Caribbean and Pacific Department
European Investment Bank

Admir Imami
Executive Vice President
Corporation Financiere Europeene S.A

- Assessing the legal environment from an investor's perspective
 - what are their views on investing in Africa?
 - to what extent is Africa considered to be a potentially lucrative market?
 - what are the main challenges investors face?
- Which regulations directly affect international funders?
 - are these sufficient to discourage capital investment?
- What realistic measures do regulators need to take to improve microfinance?
 - what can local investors do to help make the transition smoother?
- How regulators and investors can work together to decrease political instability and accelerate microfinance
 - maximising microfinance by sourcing capital through international channels
- What are the strategies local investors should consider to attract global investors?
 - the appeal of self-financing in terms of:
 - mobilised savings
 - deposits
- Which sub-regions are open to international funding partnerships?
 - what types of partnerships are open to them?
- What are the challenges involved with forming global partnerships?
 - how are investors currently overcoming these hurdles?
- What is the government's role in these partnerships?
- Creating long-term international partnerships to capitalise on sustainable growth
 - establishing clear objectives for both sides to align partnership benefits
 - working together to maximise opportunities
- What feasible developments lie ahead?

12.00 Reviewing MFI Governance and Leadership in Less Regulated Financial Markets

Frank Bakx
Microfinance Advisor
Terrafina Microfinance

- Weighing up the pros and cons of:
 - cooperative vs. non-cooperative MFIs
 - foreign ownership vs. local ownership of MFIs
- Gaining a deeper understanding of MFI governance
 - what is the balance of power between the Board and its executives?
- Addressing non-enforcement of regulations and directives by supervisors and central banks
- Determining gender issues:
 - reviewing the challenges of female leadership, female executives and female clients
- What is the potential capacity building for future MFI leaders?

12.30 **Networking Lunch**

2.00 **Supporting the Establishment of Capital Markets to Develop Long-Term Sustainability and Optimise your Margin**

Moderator:

Michael Edberg
Managing Director, Investments
MicroVest Capital Management LLC

Mark Allegretti
Senior Managing Partner
New Frontier Capital Advisors

Carole Maman
Financial Sector Manager
BIO

Royston Braganza
CEO
Grameen Capital

- Establishing best practice approaches for raising capital
 - investing in microfinance dedicated funds
 - risk-sharing
 - what types of partnerships are open to lenders?
 - direct equity
 - what are the pros and cons?
 - intermediary financing
 - decreasing the risks by incorporating mezzanine support
 - convertible loans
 - converting MFIs from debt to equity
 - specific examples of successfully completed transformations
 - issuing debt in Africa
 - is there a viable investor base in-country or are they all offshore?
 - private equity
 - what makes this approach so attractive to investors?
 - what kind of investments are PE firms looking for?
 - how do they identify the best bets for maximum profit?
- What expectations can private equity investors have in terms of a good investment?
 - what are their requirements for injecting more equity into MFIs?
 - what are the goals they are looking to attain?
 - what are the current benefits and barriers for a broader geographic footprint across Pan-Africa?
- What individual responsibilities do the government, investors and MFIs have in driving the sustainability of the market?
- How can capital markets be used more aggressively to scale up microfinance in Africa?

CAPITAL MARKETS PANEL

3.15 **Scaling Up Capacity Building Efforts to the Financial System for the Benefit of Poor and Low-Income People in Africa**

Rafael Jabba
SME Banking and Microfinance, Private Sector Department
African Development Bank

- Gaining insight to the Micro-Finance Trust Fund (MTF)
- Exploring the MTF's areas of intervention:
 - operational and financial transparency
 - product and delivery channels for both the urban and rural population
- Launching Call for Proposals in order to:
 - increase the quality and frequency of audits
 - enhance product development in:
 - the agriculture/agro-value chain
 - microinsurance
- Assessing the eligible beneficiaries:
 - retail institutions
 - market infrastructure institutions
- Developing a transparent and effective legislative government
- Real world examples from the MTF

KEYNOTE PRESENTATION

3.55 **Afternoon Refreshments**

4.15 **MSE – The Bridge from Microfinance to Banking**

Moderator:

Pierre van Hedel
Managing Director
Rabobank Foundation

Handson Maeresera
Head of Microfinance
CBZ Bank

Zain Latif
Principal
TLG Capital

These days, financial institutions have put a lot of focus into the MSE marketplace; but how can MSE finance be optimised in Africa? What are today's opportunities and threats? Join a panel of leading authorities who will explore the potential of MSE finance in Africa; the profitable ways to support this significant sector and how to align microfinance with MSE finance to create a more stable market.

- Promoting MSE finance in Africa
 - what are the comparative advantages for MSE financing?
 - analysing the main risks involved
- What are best practice approaches that investors need to take to fund MSEs?
 - risk-sharing
 - offering direct equity to MSEs
 - setting up MSE funds
- Initiatives that are taking place in different regions
 - what are the country-specific challenges?
 - how have these been overcome?
- How can MSE finance be complementary to microfinance?
- How can one best balance the other from an investor's perspective?
- Who are the MSEs in Zimbabwe?
 - what is the extent of development of the sector in Zimbabwe?
 - how can MSEs revive the economy in Zimbabwe?
 - what are their needs?
 - what are their limitations?
 - how can we address these challenges?
- Specific examples of sourcing capital for Africa – Innovative MSE finance initiatives taking place today

MSE FINANCE PANEL

5.15 **The Future of MFIs – Injecting Cashless Banking at the Heart of Microfinance**

Cameron Goldie-Scot
Business Development
Musoni *

- Gaining a better understanding of Musoni and its role in microfinance
- Reviewing the technical aspects of partnership – The functionality of the back office system
- How Musoni utilises M-PESA to improve both front end and back end efficiency
- Making the most of customer feedback for:
 - faster disbursements
 - flexible repayments
 - improved security
- Lessons learned from the first year of operations
- What are the next stages now that the model has been proved?

MOBILE BANKING CASE STUDY

5.55 **Chairperson's Closing Remarks**

6.05 **Close of Executive Briefing**

MICROFINANCE INVESTMENT SUMMIT

Conference Day One – Wednesday, 6th July, 2011

8.30 **Registration and Coffee**

9.05 **Chairperson's Welcome and Opening Remarks**

Royston Braganza
CEO
Grameen Capital

9.15 **Fundamental Weaknesses in Microfinance and How We Can Improve the Industry**

Asad Mahmood
Managing Director, Global Social Investment Funds
Deutsche Bank

The microfinance industry is facing its biggest crisis in its history – From India to Bosnia. Microfinance's pendulum has swung from being considered an angel to being regarded as the devil. The reality is somewhere in the middle.

Excessive drive for profit and the related high growth have left the industry disconnected to its clients and its mission and exposed it to increasing political and media risk. Lack of product innovation and focus on credit product has only weakened microfinance: its relationship to the clients it serves and the potential it has for providing essential services to the poor segment of the population.

The industry has and is setting up various initiatives that will change microfinance for the better in the next two to three years. The outlook of microfinance can be greatly enhanced if customer service is once again made paramount.

10.00 **Steering Microfinance Back on the Path to Growth**

Moderator:

Bob Bragar
General Counsel
Oikocredit

Jayshree Venkatesan
Head of Origination
IFMR Mezzanine Finance Pvt. Ltd.

Pierre van Hedel
Managing Director
Rabobank Foundation

Mikhail Mamuta
President
The Russian Microfinance Centre

Damian von Stauffenberg
CEO
MicroRate

- Re-emerging from the financial crisis and taking stock of microfinance today
 - does microfinance still have a heart or has it turned greedy?
- Exploring current investment opportunities
 - where are the emerging regions?
 - how easy are these regions to penetrate in terms of:
 - legal environment
 - political status
 - microfinance practices
- Examining the economic climate's effect on:
 - SME finance
 - social investments
 - responsible finance
- Promoting responsible finance with regards to:
 - overindebtedness
 - client protection
 - transparency

- what are the initiatives today which are addressing these concerns?
- What impact has the new legislation in Andhra Pradesh had on microfinance on both a national and global level?
- How are MFIs in India reducing their rates and costs and still remaining sustainable?
- Gaining insight to the similarities and differences between the current overindebtedness crisis in India and the Bolivia crisis several years ago
 - how did Bolivia overcome these challenges?
 - what Bolivian experiences can be of direct use to assisting microfinance in India today?
- What can be expected for India in the months ahead?
 - what are the lessons learned for other countries?
- Implementing emerging instruments to generate and diversify additional income
 - what software is being tried and tested to advance the industry?
- What is the current role of mobile technology in the microfinance marketplace?
- How can mobile banking be optimised?
 - acquiring a long-term view of your investments
- Refocusing your approach to ensure a positive response in a difficult environment
- A review of new loan products
 - how are they structured?
 - how these products can:
 - improve collection
 - innovate disbursement

11.25 **Morning Refreshments**

11.45 **Global MFI Governance Survey**

Pete Sparreboom
Programme Director
World Microfinance Forum Geneva

- An overview of current Microfinance governance needs and initiatives:
 - assessing the key risks in corporate governance today
- Establishing current industry initiatives to improve governance
 - equipping microfinance providers to manage and avoid crises
- Incorporating stronger self-reported data on governance
- Gaining insight to WMFG Global Governance Survey
 - objectives
 - methodology
- Conclusion
 - Q & A, feedback from investors and practitioners in audience

12.05 **Capitalising on Private Equity Investments to Leverage Further Returns**

Moderator:

Vineet Rai
Founder and CEO
Avishkaar

Mark Allegretti
Senior Managing Partner
New Frontier Capital Advisors

Luca Torre
Board Member, Club Microfinanzas, Co-Founder & Co-CEO, Ambers&Co Capital Microfinanzas

- What expectations can private equity investors have in terms of a good investment?
 - how challenging is it to fulfill them?
- What are their requirements for injecting more equity into MFIs?
 - what are the pros and cons?
 - what are the objectives they are looking to achieve?

KEYNOTE ADDRESS

GLOBAL MICROFINANCE LANDSCAPE PANEL

DISCUSSION SESSION

PRIVATE EQUITY DISCUSSION

- Examining the advantages and limitations for investing private equity funds with regards to:
 - structured debt
 - valuations
 - regulatory risks
 - aiding exits in equity financing
 - what are today's exit mechanisms?
- How can investors diversify their implementation of equity?

1.00 **Networking Lunch**

2.30 **Striking the Balance between Financial and Ethical Responsibilities**

Jürgen Hammer
Chief Investment Officer
Grameen Crédit Agricole Microfinance Foundation

Dominique Falque
Founder
IDFI

Bernadette Blom
Partner
Goodwell

- What are the constraints of local currency issues today?
 - Managing currency risk
 - what are the social and financial implications?
 - Who should shoulder the currency risk?
 - implementing creative strategies to guarantee that MFIs don't bear the brunt
 - How can investors mitigate their own risks?
 - when should they be prepared to take on local currency exposure?
 - An analysis of interest rates
 - examining transparency and absolute levels
 - Examining alternatives to main street return and exit expectations
 - Evaluating instruments that can make currency hedging a market for all countries

3.20 **Afternoon Refreshments**

3.40 **Ensuring Sustainability for the MFIs You Invest in**

Dr. Koenraad Verhagen
Independent Advisor, SME financing and Microfinance Investments

- An overview of the Principles for Investors
 - do the principles themselves make sense?
- What impact have the principles had on investor practices?
- How have they reduced the negative effects of microfinance to date?
- What measures have been taken to certify that the investor community lives up to these principles?

4.20 **Paving the Path for a More Effective Investment Infrastructure**

Moderator:

Damian von Stauffenberg
CEO
MicroRate

Mohammed Belmaachi
Directeur General
JAIDA

Aldo Moauro
Executive Director
MicroFinanza Rating

INVESTMENT INFRASTRUCTURE PANEL

Deborah Drake
Vice President
ACCION International

- Assessing today's progress on building existing investment structures
 - what kind of ratings are being performed?
- Pinpointing the tools investors need in order to:
 - enhance research
 - optimise due diligence
- Identifying scenarios related to financial infrastructure for microfinance institutions
- Increasing transparency for all the players
- Reviewing the changes in pricing infrastructure and its ongoing impact on the industry
- Is the infrastructure inadequate to sustain good governance under the present context?
- What do financial institutions expect from the government?
 - how can regulators help to strengthen infrastructure?

5.35 **Chairperson's Closing Remarks**

5.45 **End of Day One**

Conference Day Two – Thursday 7th July, 2011

8.30 **Registration and Coffee**

9.05 **Chairperson's Welcome and Opening Remarks**

Bob Bragar
General Counsel
Oikocredit

9.15 **Building Institution Capacity to Enhance Opportunities and Foster Growth**

Moderator:

Damian von Stauffenberg
CEO
MicroRate

Gideon Asare Ampofo
Manager
Sunrise Microfinance

Admir Imami
Executive Vice President
Corporation Financiere Europeene S.A

Irene Banda Mutalima
CEO
ECLOF International

Dr. Justin Bomda
CEO
ADAF/MC2 Microbank Network

In today's microfinance market, too many funds are being allocated to too few institutions. Many infant MFIs are being financially excluded due to lack of history, experience and being considered as too much of a risk factor. Join an invited panel of leaders from both sides debating the key challenges regarding how MFIs can compete in saturated markets and where the solutions may lie.

- Determining the measures that MFIs can take to overcome their lack of history and experience challenges
- Identifying the best approaches to raise the visibility of infant MFIs and catalyse potential partnerships
- Examining funding alternatives:
 - gaining financial access to grants
 - preparing MFIs for multiple lending

MFI FUNDING PANEL

CURRENCY RISKS ROUNDTABLE

PRINCIPLES FOR INVESTORS



- monitoring each individual covenant to ensure you stay above the law
- setting up the right systems to track quarterly reportings
- Uncovering the criteria that MFIs need to be considered eligible for funding
 - what are the expectations of investors in terms of:
 - business plan
 - social and financial objectives
 - portfolio
 - governance
 - operations
 - staff management
 - technology
 - interest rates
- What are the main obstacles MFIs are encountering for ticking every box?
- Exploring strategies that enable investors and MFIs to meet in the middle:

MFIs

- Limiting risk by proving commercial viability and social performance
- Protecting clients against overindebtedness whilst still remaining solvent
- Best practice examples of obtaining repayments from customers
- Increasing transparency for lenders
- Enhancing reporting activities to demonstrate tangible results
- What can MFIs expect from investors in return?
 - employing investor know-how to optimise recruitment, training and expertise
 - upgrading technology to scale up outreach

Investors

- What are some reasonable expectations for optimising MFIs?
 - supporting MFIs who do not have the bandwidth to deploy your minimal capital criteria
 - helping tier 2 MFIs grow and be investment-ready
- Outlining the minimal accepted requirements for MFIs to be considered a sound investment
- Applying both due diligence and credit risk to institutions that are not being covered
- Setting up a framework to give MFIs more structure and monitor their progress

10.50 Morning Refreshments

11.30 Ensuring MFIs are Investment-Ready to Enable Growth and Generate Appropriate Financial and Social Returns

Marcus Fedder
Managing Partner
Agora Microfinance Partners LLP

- An overview of the MFI landscape
 - what are the current opportunities?
- Reviewing the MIV landscape
- Understanding the potential investors
 - what are investors interested in?
 - what are their main objectives?
 - what kind of returns do investors need to see?
 - what information are they typically looking for?
- Identifying the minimum acceptable criteria for MFI investments
- How can “infant” MFIs that do not tick all the boxes be assisted?
 - overcoming the lack of history and experience challenges
- The importance of Social Performance Management
- What should MFIs be looking for as added value from their investors?
 - equity investors
 - debt investors
 - the importance of gaining access to longer term local currency funding
- The key role of technology

- specific examples of how technical assistance is being implemented to strengthen MFI infrastructure
- Uncovering new, global MFI models: what practices are working best?

12.00

Promoting SME Finance to Create a More Sustainable Market

Moderator:

Zubyr Soomro
Chairman, Pakistan Advisory Council, **Acumen Fund**
Director, **Pakistan Poverty Alleviation Fund**

Admir Imami
Executive Vice President
Corporation Financiere Europeene S.A

Mikhail Mamuta
President
The Russian Microfinance Centre

Pierre Carpentier
Investment Director
Investisseur & Partenaire Pour Le Developpment

Dr. Mika Vehnamäki
Economic Adviser, Department for Development Policy
Ministry for Foreign Affairs of Finland (Finland)

- What solutions are made available for loans that go beyond microfinance?
- Uncovering the growth of SME finance
 - what are the benefits to this approach?
- Examining the main risks involved
- Defining the right approach to provide adequate funding for SMEs
 - risk-sharing
 - mezzofinance
 - setting up loans with medium-term maturities
 - providing refinancing to financial institutions tailored to SMEs
- What is the best approach for SME finance in developing countries?
- Banks vs. MFIs – Which entity would be the most commercially viable partner?
 - assessing MFIs and their levels of development
 - to what extent are they already involved in SME finance?
 - how can their capabilities be improved?
- Exploring a different approach – Setting up SME funds at a local level
 - what are the pros and cons for financing SMEs directly?
 - how does this approach help in serving the missing middle?
- Examples of successful initiatives taking place in SME finance today

SUSTAINABLE SME FINANCE PANEL

1.15

Networking Lunch

2.45

Assessing the Opportunities and Challenges of Social Impact Investment for Sustainable Industry Growth

Moderator:

Dominique Falque
Founder
IDFI

Hans Ramm
Policy Advisor – Financial & Private Sector Development
Federal Department of Foreign Affairs (FDFA) & Swiss Agency for Development and Cooperation (SDC)

Daniel Dax
General Manager
LuxFLAG

Dorine Putman-Devilee
President Social Ethical Funds
Netherlands Bankers Association
Manager Institutional Relations, **ASN Bank**

Hugo Couderé
Managing Director
Alterfin cvba

Monique Dolging-Vogelenzang
Executive Director
Medical Credit Fund

- Where do socially responsible investments fit into the microfinance arena?
- Determining which countries are advanced in promoting social investments
- Evaluating today's social impact investments and their effects on the industry
- Bringing social performance to the front to ensure responsible finance
 - incorporating innovative products to optimise social performance models
 - optimising risk analysis for social sectors
 - increasing transparency
- Expanding the social performance measurement and indicators to impact monitoring
 - reporting
 - socially responsible finance
- Integrating the triple bottom line to demonstrate tangible results from the perspective of MIVs
- An examination of the Vehicles Disclosure Guidelines
 - how the guidelines have improved assessment of:
 - the risk and return profile
 - the social orientation of individual MIVs
 - how have MIVs aligned their reporting standards to these guidelines?
 - to what extent have investors benefited?
- Reviewing the degrees of social impact investments – From minimalistic to extreme
 - socially responsible investments
 - what are the variables and criteria that funders are looking for in order to invest?
 - implementing outreach into programmes to meet both social and business objectives
 - incorporating credibility, scale and value into the programme to meet social performance goals
 - what is the adequate return on investment for a social investor?
 - social business investments
 - analysing the strategies social businesses need to take to support developing countries
 - understanding the legal environment to better identify the right investments
 - reviewing the framework of the target country
 - what are the benefits and constraints?
 - acquiring the means and the backing to maximise development and growth
- What role does social responsibility play in the decision-making process of financial institutions?
- Gaining insight to mainstream investors and social impact investing: what are the incentives?
- Examining private equity models for social impact investing
- Analysing the influence of non-financial drivers in market value
- What are the results of measuring and collecting for standardised industry performance to date?
 - examining the evidence of social performance indicators in terms of financial stability
- Current examples for investing in socially high impact projects and creating an investable return

4.20

Afternoon Refreshments

4.40

What does the future hold for microfinance?

Moderator:

Noor Aftab
Director Finance & Co-founder
Shahina Aftab Foundation

Zubyr Soomro
Chairman, Pakistan Advisory Council, Acumen Fund
Director, Pakistan Poverty Alleviation Fund

Mark Campanale
Director, Social Stock Exchange
Advisor, Halloran Philanthropies

Bryan T. Wagner
Vice President
Morgan Stanley Global Sustainable Finance

- To what extent is it still profitable to invest in microfinance?
 - where can funds come from to meet the full demands of microfinance?
 - do the financial returns outweigh the costs?
- Examining the financial risks
 - how can these risks be better managed?
- How suitable are today's interest rates, given the health of the industry?
 - what the rates say about the development of a microfinance market
- In what way can microfinance still be considered an emerging asset class?
- Balancing the demands of social and commercial returns
 - how can investors ensure that both these needs are met?
- What are the lessons learned from the financial crisis in India?
- Reviewing the use of technology and innovation
 - how has this furthered the microfinance landscape?
- Assessing media impact on the microfinance industry
 - has the lack of attention affected the landscape's performance, sustainability and growth?
- What can be done to continue sustainable growth?
- Aligning microfinance with the Millenium Development Goals
 - addressing the greatest challenges of the world today:
 - how can microfinance help us achieve MDGs?
- What expectations can financial institutions have with respect to their investments?
 - how can they progress from here?
- What is forecasted to happen in the next few years?

5.40

Chairperson's Closing Remarks

5.50

Close of Conference

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ACCION International is a private, nonprofit organization with the mission of giving people the financial tools they need –

microenterprise loans, business training and other financial services – to work their way out of poverty. A world pioneer in microfinance, ACCION was founded in 1961 and issued its first microloan in 1973 in Brazil. For more information, please visit www.accion.org.

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Member of the Bradesco Organization and founded 75 years ago, Bradesco Insurance and Pension Plan Group is the largest insurance conglomerate in Latin America.

Aside from being the pioneer in selling products with the micro-insurance concept and philosophy in Brasil, it also operates mini and midi-insurance, all within current Brazilian rules. The group, which sold over thirteen million policies in such segments, is the only Brazilian representative in the Microinsurance Network, the largest worldwide study group on the subject. www.bradescoprevidencia.com.br

Microinsurance Focus Day – Friday, 8th July, 2011

Implementing successful programmes to optimise profit, manage risk,
and maximise innovation in microinsurance

8.30 **Registration and Coffee**

9.05 **Chairperson's Welcome and Opening Remarks**

Dr. Jim Roth
Co-Founder and Partner
LeapFrog Investments Ltd.

9.15 **Reviewing Today's Viable Options for Investing in Microinsurance**

Moderator:

Mosleh Uddin Ahmed
CEO
Microinsurance Research Centre and Migrants' Remittance Research Centre

Michael Dalby
Business Development Director
AllLife (Pty) Ltd

Eugênio Velasques
Executive Director, BSP Affinity & Head of Microinsurance
Bradesco Seguros e Previdência

Bert Opdebeeck
Microinsurance Programme Coordinator
BRS

- An overview of the microinsurance landscape and its role in the current marketplace
- Assessing today's microinsurance programmes
 - to what extent have they impacted low income populations?
 - strategies to develop a sustainable and viable programme
 - how successful are these programmes?
 - maintaining the right balance between social commitment and financial return
- Determining success factors for microinsurance in emerging markets
 - promoting enrolment and renewal of policies
 - uncovering innovative developments in distributing microinsurance products
 - comparing the effectiveness of the strategies distributors are employing today
- Clarifying the current regulatory environment
 - are today's regulations sufficient?
 - what are the initiatives to meet and overcome the current regulation restrictions?
- Weighing the opportunities and threats of investing in microinsurance
 - investment and risk mitigation needs of microinsurance providers
 - market opportunities for investors

10.30 **Morning Refreshments**

11.10 **How to Make Microinsurance Beneficial to the Market and Viable for Providers – Two Sides of the Microinsurance Coin**

Moderator:

Jeanna Holtz
Chief Project Manager, Microinsurance Innovation Facility
International Labour Organization

ILO ROUNDTABLE DISCUSSION

Michal Matul
Research Officer, Microinsurance Innovation Facility
International Labour Organization

Pranav Prasad
Grant Officer, Microinsurance Innovation Facility
International Labour Organization

Client Perspective

- How to better understand client value from microinsurance products
 - assessing microinsurance products on different dimensions
- How can the client value be improved?
 - evidence from Kenya, India and the Philippines

Supplier Perspective

- How viable are microinsurance products and what are the key profitability drivers?
 - assessing the financial performance of five different insurance companies
- Balancing business viability and client value

12.30

Gaining a Deeper Understanding of the Mexican Government's Participation in the Development of Microinsurance

Dr. Manuel Lobato
Head of the Insurance, Pensions and Social Security Unit
Ministry of Finance and Public Credit

Join a leader in the industry who will uncover the efforts made by the Federal Government to strengthen the culture of microinsurance and broaden its coverage to low-income households:

- Introducing microinsurance as a feasible option to make coverage mechanisms available for low-income households
- Highlighting the government's action as a promoter and catalyst in the design and development of the microinsurance market
- Analysing the institutional efforts made by the Federal Government to extend the use of microinsurance as a tool for management and risk transfer
- Reviewing developments of the microinsurance market as a result of public policies adopted by the Federal Government
- Understanding the challenges governments face to foster microinsurance development

1.10

Networking Lunch

2.10

First in First out – Lessons Learned from the Short Life of a Microinsurance Agency

Peter Wrede
Microinsurance Actuary
The Agha Khan Development Network

- Evaluating the pros and cons of the agency business model
- Uncovering the challenges and pitfalls on the way to sustainability and impact
- Is there a business case?
 - experiences of the first microinsurance agencies in Pakistan and Tanzania

2.50

Microinsurance – Charity or Business?

Toon Bullen
Programme Director, Center for Cooperative Financial Services
Nyenrode Business Universiteit

- Employing microinsurance as a tool for both economic and social developments
 - assessing these developments from an historic and contemporary viewpoint
 - specific examples from the Center for Cooperative Financial Services

3.50 **Afternoon Refreshments**

4.10 **Optimising Micropension Provisions in Developing Countries**

Boudewijn Sterk
Programme Manager, Pension & Development Network
WorldGranny

- Gaining insight to the process of global ageing
- Assessing the impact of global ageing in developing countries
 - in what way is this related to social policy?
- Analysing measures to combat the effects of global ageing through micropensions
- Specific examples from The Pension and Development Network
 - lessons learned from Mongolia, Central America, India and the Philippines

4.50 **Injecting Innovation into Current Distribution Models to Increase Penetration and Lower Costs**

Moderator:

Dominique Falque
Founder
IDFI

Mosleh Uddin Ahmed
CEO
Micropension Research Centre and Migrants' Remittance Research Centre

Anna Gincherman
Director for Microfinance Products
Women World's Banking

Sanjeev Chandran
Vice President, International Business
ICICI Lombard

INNOVATION IN DISTRIBUTION CHANNELS PANEL

- Aligning used economic forces and infrastructure within your local target market to successfully increase penetration
- Reviewing the common distribution channels:
 - standard channels
 - MFIs
 - brokers
 - NGOs
 - local banks
 - innovative channels
 - mobile phones
 - community centres
 - churches
 - supermarket chains
 - internet
- Weighing the pros and cons of distribution models appropriate for reaching your target market
 - the partnership model
 - the agency model
 - the micro – agent model
 - combined models
- Overcoming the lack of technological infrastructure to increase outreach
- Looking beyond traditional distribution channels to benefit from more innovative and cost-effective options
- Which updates and improvements are necessary to maximise our distribution efficiency?
 - offering combined products through one channel
 - promoting entire portfolios through every channel
 - minutely increasing the commission rate of your partners
 - incentivising existing customers for recommendations
- Promoting enrolment and renewals
- Creating an insurance culture in a local target market of low-income households
- Best practice examples and lessons learned

5.50 **Chairperson's Closing Remarks**

6.00 **End of Focus Day**

**Speakers provisionally confirmed*

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“Useful feedback for investors, especially on the future of MIVs.”

Caroline Kanso, Relationship Manager, Co-operative Bank

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- MFIs

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