

Co-Hosted By



Conference: January 26-27, 2010 • Interactive Workshops: January 28, 2010
Venue: Grand Copthorne Waterfront Hotel, Singapore

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Microfinance Investments in Asia

Capturing The Untapped Potential of Asian Markets & Attracting International Investors



Your Speaker Faculty Includes:

- Central Bank of the Philippines
- Grameen Foundation
- Ministry of Economy and Finance, Cambodia
- Standard Chartered Bank
- KfW Development Bank
- Asia Foundation
- Asia Development Bank
- IBM Global Business Services
- World Bank EAP Region
- RDI China
- Deutsche Bank
- BlueOrchard Investments Sarl
- IFC
- Cambodia Microfinance Network
- Unitus Capital
- Opportunity Australia
- Bellwether Microfinance Fund
- Tameer Bank
- Minlam Asset Management
- SKS India
- Bill & Melinda Gates Foundation
- Advans Group
- State Bank of Pakistan
- MIX Market
- Deloitte Consulting
- CARD
- BNP Paribas
- Bangladesh Rural Advancement Committee (BRAC)
- The Foundation for Development Cooperation (Singapore)
- Aureos
- BlueOrchard Finance S.A.
- Hashoo Foundation
- Ford Foundation
- Symbiotics
- Kashf Foundation
- Aavishkaar Goodwell
- ASA
- Symbiotics
- TIAA-CREF
- BWTP
- IFMR Trust
- Indian School of Business
- CDC Group
- FMO

Over 50 Speaker Faculty Members Include:



Jennifer Meehan
CEO for the Asia Region
Grameen Foundation



Prashant Thakker
Global Business Head –
Microfinance
Standard Chartered Bank



Jean-Philippe De Schrevel
CEO
BlueOrchard Investments Sarl



Roshaneh Zafar
CEO
Kashf Foundation



Aminur Rashid
Director
(Operations)
ASA



Chandula Abeywickrema
Chairman
BWTP



Dr. Jaime Aristotle B. Alip
Founder and Managing
Director
CARD MRI



Noritaka Akamatsu
Senior Advisor
Asia Development Bank

See inside for a complete faculty list

Every session delivers unmissable information to drive your microfinance strategy:

- ✓ Examine **regulation and policy** across Asia to find out how it will affect microfinance growth
- ✓ Find out about accessing **capital markets** from **Grameen Foundation, CARD** and other microfinance leaders
- ✓ Analyse the latest **results & opportunities** in Cambodia, India, China, Bangladesh, Vietnam and across the Asia region
- ✓ Identify effective strategies for promoting microfinance to **high net worth individuals**
- ✓ Learn how key **foundations, institutional investors** and **development banks** are planning to invest in Asia
- ✓ Find out how **private equity, debt and equity funds** are targeting microfinance across the region
- ✓ Evaluate optimal **exit strategies** for investments in Asian microfinance
- ✓ **Don't Miss:** Two interactive workshops: Book for both to learn the latest on **driving transparency** in microfinance portfolio AND to learn how to develop offerings that **attract the leading investors**

Official Partners:



BlueOrchard
Microfinance Investment Managers

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**Hanson
W A D E**

Microfinance Investments in Asia

January 26-27, 2010 • Interactive Workshops: January 28, 2010 • Grand Copthorne Waterfront Hotel, Singapore

Save The Date In Your Diary – Book Your Place at Microfinance Asia 2010 Today

Two-thirds of the world's population and perhaps the widest range of approaches to providing microfinancial services to the rural and the un-banked sector can be found in Asia. Yet you and your peers agree that there is still a substantial need for increased access to finance to enable long term poverty reduction and sustained economic growth.

Join the brightest minds in your industry at **Microfinance Asia 2010** to find out how to promote the financial viability of microfinance as an alternative asset class and as a source of impactful social change; Don't miss your opportunity to find out what's working across the region and how the best social and financial yields are being achieved.

13 reasons To Attend Microfinance Asia 2010:

- 1 53+ Experts Give You The Information You Need:** You'll meet and get to know the Who's Who of international and regional microfinanciers: If you're an MFI, bring plenty of business cards because you'll be meeting new funding sources and investors
- 2 Standard Chartered's** panel on accessing capital markets offers you views from foundations, investors and commercial banks - learn about the latest debt/equity/PE and other products
- 3 Hear from the CEO (Asia) of Grameen Foundation:** Learn about Jennifer Meehan's view on access to capital markets, and the challenge of PR for microfinance institutions.
- 4** All market participants represented: From leading international foundations to global commercial banks; technology and payment facilitators; multilateral development finance institutions to grass roots MFIs. Its simple: This is **the only event in Asia that you need** to attend in order to make the highest level contacts and access the latest, most promising social and financial opportunities
- 5** Are you looking to **make or benchmark investments**? Don't miss the chance to find out about the projects yielding highest social and financial returns across the region and to cultivate and strengthen your contacts. This is an unmissable opportunity to educate your partners on the way in which you allocate funds and the type of reporting you need
- 6** How is regulation changing in different regions of Asia and what is the affect on microfinance growth? Get viewpoints from speakers including **Central Bank of the Philippines, State Bank of Pakistan, Cambodian Ministry of Economy and Finance** and the **Asia Foundation**
- 7 KfW, CDC and FMO** talk Exit Strategies: Make sure you're in the room to find out how they envisage the market developing and the most likely forms of exit from major investments
- 8** Find out how **Ford Foundation** and the **Bill & Melinda Gates Foundation** are planning to invest across the region: How do they evaluate opportunities and ensure that they get measurable social as well financial returns?
- 9** Learn about investment policies and risk management measures being deployed by **Scott Budde** of **TIAA-CREF**, **Chandula Abeywickrema** from **BWTP** and **Jean-Luc Perron**, Managing Director of **Grameen Credit Agricole Microfinance Foundation**
- 10** For MFIs seeking in-depth assistance with either **securing new sources of funds** or **establishing effective loans pricing** and credit risk management, take a look at the 2 workshops on January 28th: You'll walk away with deep information that will immediately transform your institution's strategy
- 11** Impressive satisfaction ratings: At each event, our team is consistently told that the content, the networking and the speaker faculties we offer are unsurpassed anywhere else
- 12** Join China-specialists from **RDI China, Asia Development Bank** and the **World Bank** to find out how sustainable microfinance is, and how developing regulation may affect growth
- 13** Evaluate the best route to establishing an investment-ready institution by joining the panel discussion with **Nadeem Hussain**, President of **Tameer Bank**, **Vikram Akula** of **SKS India** and **Steven Duchatelle** from **Advans Group**

Meet Your Speaker Faculty:

- Jimenez Eduardo, Microfinance Consultant **Central Bank of the Philippines**
- Jennifer Meehan, CEO for the Asia Region, **Grameen Foundation**
- Chou Yannak, Deputy Director, Financial Industry Department - Specialist Microfinance Sector, **Ministry of Economy and Finance, Cambodia**
- Jean-Luc Perron, Managing Director, **Grameen Credit Agricole Microfinance Foundation**
- Tamara Cook, Program Officer, Financial Services for the Poor, Global Development, **Bill & Melinda Gates Foundation**
- Prashant Thakker, Global Business Head – Microfinance, **Standard Chartered Bank**
- Haje Schütte, Vice President, Division Chief for Financial and Private Sector Development, Asia, **KfW Development Bank**
- Dr. Bruce Tolentino, Director of Economic Reform and Development Programs/ Chief Economist, **Asia Foundation**
- Noritaka Akamatsu, Senior Advisor, **Asia Development Bank**
- Alexander Bloch, Associate Partner, Banking Center of Competency, **IBM Global Business Services**
- Wang Jun, Lead Financial Sector Specialist, **World Bank EAP Region**
- Du Xiaoshan, Deputy Director, **RDI China**
- Henk Nijland, Manager Micro & Small Enterprise Finance, **Netherlands Development Finance Company – FMO**
- Betty Wilkinson, Regional Director, **Asia Development Bank**
- Asad Mahmood, Managing Director Social Responsible Investments, **Deutsche Bank**
- Jean-Philippe De Schrevel, CEO, **BlueOrchard Investments Sarl**
- Roland Dominicé, Executive Director, **Symbiotics**
- Deepak Khanna, Expert Microfinance Asia, **IFC**
- Hout Ieng Tong, Chairman, **Cambodia Microfinance Network**
- Rob Dunn, CEO, **Opportunity Australia**
- Nadeem Hussain, President, **Tameer Bank**
- Ying Qian, Senior Financial Economist, Financial Sector and Industry Division, **Asia Development Bank**
- Ron Dadina, Managing Director & Senior Credit Officer, **Minlam Asset Management**
- Vikram Akula, Founder & President, **SKS India**
- Steven Duchatelle, Head of Investments, **Advans Group**
- Saleem Ullah, Director Development Finance Support Department **State Bank of Pakistan**
- Blaine Stephens, COO & Director of Analysis, **MIX Market**
- Dr Holger Kern, Head of Financial Services and Private Equity South East Asia, **Deloitte Consulting**
- Alain Levy, Head of Microfinance for Asia, Eastern Europe and Latin America, **BNP Paribas**
- Dr. Jaime Aristotle B. Alip, Founder and Managing Director, **Center for Agriculture and Rural Development Mutually Reinforcing Institutions (CARD MRI)**
- Eric Savage, Managing Director, **Unitus Capital**
- Dr. Mahabub Hossain, Executive Director, **Bangladesh Rural Advancement Committee (BRAC)**
- Jamie Bedson, Asia Regional Representative, **The Foundation for Development Cooperation (Singapore)**
- Jean-Pierre Klumpp, CEO, **BlueOrchard Finance S.A.**
- Nilesh Mehta, Managing Partner – Asia, **Aureos**
- Sarah Hashwani, Chairperson, **Hashoo Foundation**
- William Smith, Programme Director Thailand & Vietnam, **Ford Foundation**
- Rajitha Vinnakota, Investment Analyst Asia, **Symbiotics**
- Alberto Jimenez, Global Business Advisor for the Financial Services Sector, **IBM Global Business Services**
- Diego Concha, CEO, **Prisma MFI**
- Roshaneh Zafar, CEO, **Kashf Foundation**
- Alexander Bloch, Associate Partner, Banking Center of Competency, **IBM Global Business Services**
- Vineet Rai, Director, **Aavishkaar Goodwill**
- A.K.M Aminur Rashid, Director (Operations), **ASA**
- Jerome Savelli, Regional Manager, **Symbiotics**
- Bruce J. MacDonald, Senior Vice President, Communications , **ACCION International**
- Scott Budde, Managing Director, **TIAA-CREF**
- Chandula Abeywickrema, Chairman, **BWTP**
- Puneet Gupta, Senior Vice President, **IFMR Trust**
- Dr. Reuben Abraham, Executive Director, Centre for Emerging Markets Solutions, **Indian School of Business**
- Hiti Singh, Investment Manager, Alternatives, **CDC Group**
- Jurgen Rigterink, CIO, **FMO**
- Viswanatha Prasad, Managing Director, **Bellwether Microfinance Fund**

DAY ONE - January 26, 2010

8:00 Coffee & Registration

8:15 **Chair's Opening Remarks**

Ray Ferguson, Regional CEO, Singapore and South East Asia
Standard Chartered Bank

8:45 **The Role Of Regulators And Policy Makers In The Development Of Microfinance In Asia**

Regulatory environment is a key factor in the development of inclusive financial sector. It also dictates local and international investor interest in the Microfinance sector. What is required from the regulators and the policy makers to scale up outreach?

Moderator:

Prashant Thakker, Global Business Head – Microfinance
Standard Chartered Bank

Panellists:

Jimenez Eduardo, Microfinance Consultant
Central Bank of the Philippines

Saleem Ullah, Director Development Finance Support Department
State Bank of Pakistan

Chou Vannak, Deputy Director, Financial Industry Department - Specialist Microfinance Sector
Ministry of Economy and Finance, Cambodia

Dr. Bruce Tolentino, Director of Economic Reform and Development Programs/ Chief Economist
Asia Foundation

9:30 **Exploring Asia Development Bank's Investment Model & Activities Across The Region**

Join Noritaka Akamatsu for a review of Asian microfinance and his thoughts on how ADB can support key projects and the development of the sector in Asia. With structural changes to ADB's team enabling a bigger focus on microfinance, this is your opportunity to learn about the types of projects that ADB aims to invest in. You'll also find out about ADB's broader view on the challenges and opportunities across the region.

Noritaka Akamatsu, Senior Advisor of the Officer of Regional Economic Integration
Asian Development Bank

10:00 **Investment Opportunities And Regulatory Framework In China: Enabling Current Microfinance Projects To Evolve Into Sustainable Financial Institutions**

Although there has been a high volume of microfinance projects in China, there has been some discussion about the need for a clear legal framework to establish the involvement of commercial financial institutions. With change being driven by the government, join this panel to examine what type of reform is most likely – and to evaluate the medium to long term prospects for Chinese microfinance .

Moderator:

Wang Jun, Lead Financial Sector Specialist
World Bank EAP Region

Panellists:

Du Xiaoshan, Deputy Director
RDI China

Ying Qian, Senior Financial Economist, Financial Sector and Industry Division
Asia Development Bank (Awaiting final confirmation)

10:40 Coffee & Morning Networking Break

11:15 **Private Banking And Microfinance: Effective Strategies Of Promoting Microfinance To High Net Worth Individuals**

Asia today leads on wealth creation with a higher number of Asian Individuals joining the HNI club every year. However, investments in the social sector in general and in the financial inclusion sector in particular has not kept pace with the developments in Europe and Americas. This session looks to learn from the experience of Banks and fund managers from the west as well as seek views from the Wealth Managers in Asia to promote Microfinance through the Private banking platform. You'll evaluate the different instruments

that private investors will consider and look at how to position your fund or institution for maximum response.

Panellists:

Asad Mahmood, Managing Director Social Responsible Investments
Deutsche Bank

Jean-Philippe De Schrevel, CEO
BlueOrchard Investments Sarl

Jean-Pierre Klumpp, CEO
BlueOrchard Finance S.A.

12:00 **Examining The Factors That Attract Investors To MIVs: Assessing The Risks & Opportunities That Are Driving The Growth of Microfinance**

The startling growth of microfinance has resulted in over 100 microfinance funds, which have grown to attract over USD 6 billion of private and institutional wealth worldwide. They differ in structure, strategy, instruments, risk and return, but all target the same objective of reaching out to economically active poor. This key note examines the 2009 CGAP MIV Survey and assesses the risks and opportunities that have driven the growth of the microfinance fund industry.

Roland Dominicé, Executive Director
Symbiotics

12.40 Lunch

2:00 **Regional Focus South East Asia: Current State of the Market and Potential Investment Opportunities**

There are a variety of approaches that the government and private sector have used to increase access to financial services in South East Asia. From mobile banking to mainstream banks serving the rural populations, this session aims to explore the current market practices, models, and opportunities in the Mekong region, Thailand, Philippines, Indonesia and Malaysia.

Deepak Khanna, Expert Microfinance Asia
IFC

Hout leng Tong, Chairman

Cambodia Microfinance Network

2:40 **Building An Investment Ready Microfinance Institution**

For an MFI seeking to maximise its double bottom line and attract future investments, the target capital structure will depend on a number of variables to be considered in the transformation process. Join the panel of experts to discuss these in detail including:

- Institutional ideology
- Business model selection
- Investor relations and fund raising considerations
- Regulatory and fiscal environment
- Reporting and medium-long term growth

Moderator:

Rob Dunn, CEO
Opportunity Australia

Panellists:

Nadeem Hussain, President
Tameer Bank

Vikram Akula, Founder & President
SKS India

Steven Duchatelle, Head of Investments
Advans Group

3:20 Afternoon Coffee & Opportunity to Network

3:50 **Mix Market Update: Performance Analysis Of The Asian Market**

Blaine Stephens, COO & Director of Analysis
MIX Market

4:20 **Assessing Private Equity Investment Opportunities In Microfinance**

Access to Private Equity represents an emerging opportunity for the Asian microfinance sector, which has so far relied on foundations and commercial bank funding to drive market growth. With debate growing about how PE financing and business models

could lead to MFIs focusing more on returns than their social objectives, you need to find out how the PE sector views the regional opportunity. Join this panel to learn about the expectations of leading PE firms and how you can target and attract PE funding. Don't miss the opportunity to find out how PE deal structures may drive expansion in Asian microfinance.

Dr Holger Kern
Head of Financial Services and Private Equity South East Asia
Deloitte Consulting

Nilesh Mehta
Managing Partner – Asia
Aureos

Henk Nijland
Manager Micro & Small Enterprise Finance
Netherlands Development Finance Company – FMO

4:50 **Capitalizing On The Transformative Power Of Technology To Drive Microfinance**

For MFIs planning to grow and expand their reach, technology is the key enabler for improving back office systems and processes to make growth a real possibility. Wise selection and adoption of technology allows MFIs to free up resources while focusing on expansion. Better processes and reporting also lead to improved risk management: The end result is streamlined, sophisticated business able to attract and retain funding and achieve strong growth. Join the panel to learn about new advances in technology – find out how even small and medium-sized MFIs can benefit from upgraded systems and processes.

Moderator:
Alexander Bloch
Associate Partner, Banking Center of Competency
IBM Global Business Services

Panellists:
Alberto Jimenez, Global Business Advisor for the Financial Services Sector
IBM Global Business Services

Diego Concha, CEO
Prisma MFI

5: 40– 7:15 **Evening Reception Hosted by**



DAY TWO - January 27, 2010

8:30 Chair's Opening Remarks
Ranjan Ghosh, Managing Director and Regional Head South and SE Asia, Financial Institutions,
Standard Chartered Bank

8:45 **Challenges And Opportunities As Microfinance Sector Taps Into The Global debt And Equity Capital Markets**

In some Asian economies, financial services providers at the bottom of the pyramid are already a significant part of financial infrastructure. In others, we are already seeing early signs of integration of the Microfinance sector with the formal financial sector. As the sector matures and accesses capital from the global equity and debt capital markets, what are the challenge and opportunities? Through examples in the Asian markets, this session aims to explore issues that MFIs and investors need to be aware of?

Confirmed Moderator:
Prashant Thakker, Global Business Head – Microfinance
Standard Chartered Bank

Panellists:
Dr. Mahabub Hossai, nExecutive Director
Bangladesh Rural Advancement Committee (BRAC)

Jennifer Meehan, CEO for the Asia Region
Grameen Foundation

Dr. Jaime Aristotle B. Alip, Founder and Managing Director
(CARD MRI)

Puneet Gupta, Senior Vice President
IFMR Trust

Ron Dadina, Managing Director & Senior Credit Officer
Minlam Asset Management

Eric Savage, Managing Director
Unitus Capital

9:35 **Evaluating The Contribution And Future Role Of Multilaterals & Development Financial Institutions (DFIs) In The Development Of The Microfinance Sector In Asia**

Join panellists to find out how multilaterals view the growing microfinance market in Asia. Explore the remit and investment plans of leading development finance institutions – how does it fit in with other investment priorities, and what type of funding is available. Understand their plans for initiating or growing funds, and learn about their expectations of market and institutional governance structures.

Moderator:
Jamie Bedson, Asia Regional Representative
The Foundation for Development Cooperation (Singapore)
and Lead Coordinator
The Banking with the Poor Network Secretariat

Panellists:
Jurgen Rigterink, CIO
FMO

Haje Schütte, Vice President, Division Chief for Financial and Private Sector Development, Asia
KfW Development Bank

10:15 Morning Coffee & Opportunity to Network

10:45 **Leveraging Support From Foundations To Development The Asia Microfinance Sector**

With foundations willing to explore a broad range of investments, MFIs and other investors need to understand their funding decision making models and the returns expected. With a firmer focus on social returns on investments, what evidence do foundations require to make an initial investment or to confirm that their investment is paying off? What types of projects are they most interested in supporting? Examine the experience of these foundations and learn how to secure funds and work more effectively with this industry group.

Panellists:
Sarah Hashwani, Chairperson
Hashoo Foundation

William Smith, Programme Director Thailand & Vietnam
Ford Foundation

Tamara Cook, Program Officer, Financial Services for the Poor, Global Development
Bill & Melinda Gates Foundation (Tentatively Confirmed)

11:25 **Regional Focus South Asia: Exploring Investment opportunities and Regulatory Framework**

The South Asian subcontinent comprising of India, Bangladesh and Pakistan is paradox. It is home to some of the largest and most efficient Microfinance Institutions in terms of outreach and impact and yet the region has the one of the highest concentrations of people below the poverty line and the financially excluded. The demand and the challenges to meet it are huge. The session aims to explore potential opportunities and challenges of making successful investments in South Asia.

Moderator:
Rajitha Vinnakota, Investment Analyst Asia
Symbiotics

Suggested Panellists:
Roshaneh Zafar, CEO
Kashf Foundation

Vineet Rai, Director
Aavishkaar Goodwell
A.K.M Aminur Rashid, Director (Operations)
ASA

12:15 Networking Lunch

1:30 **Evaluating Optimal Exit Strategies for Investments in Asian Microfinance**

Liquidity and exit options are critical if microfinance is to become an attractive investment asset class. We speak to existing investors in Microfinance and understand their investment philosophies and risk return models as well and explore exit strategies for investments in Microfinance.

Moderator:
Haje Schütte, Vice President, Division Chief for Financial and Private Sector Development
Asia KfW Development Bank

Panellists:
Hiti Singh, Investment Manager, Alternatives
CDC Group

Jurgen Rigterink, CIO
FMO

Viswanatha Prasad, Managing Director
Bellwether Microfinance Fund

2:10 **Examining The Challenge of PR: Does Microfinance Have an Image Problem?**

Microfinance 'bubbles' in India, increasing calls for impact studies, the Compartamos 'schism' - does all this add up to a public relations for microfinance? If so, what might it mean for investment opportunities? A panel of communications directors from some of the world's largest microfinance organizations examine whether the industry has responded appropriately to media scrutiny and criticism, and what actions are under way to work together to build awareness and help the sector reach scale.

Moderator:
Bruce J. MacDonald, Senior Vice President, Communications
ACCION International

Panellists
Jennifer Meehan, CEO for the Asia Region
Grameen Foundation

Vineet Rai, Director
Aavishkaar Goodwell

2:50 Afternoon Coffee & Opportunity to Network

3:20 **Identifying The Robust Investment Policies and Risk Management Measures Required to Construct a Microfinance Portfolio**

As the microfinance industry matures, increasing pressure is placed on MFIs by investors to manage complex risk with more sophisticated tools and reporting. Learn from industry leaders about the expectations of investors: What are the governance structures, loans policies and risk mitigation strategies that they expect to see? What types of risk management tools and techniques are emerging in Asia?

Panellists:
Scott Budde, Managing Director
TIAA-CREF

Chandula Abeywickrema, Chairman **BWTP** & Deputy General Manager - Marketing & Retail Banking
Hatton National Bank Ltd

Jürgen Hammer, Chief Investment Officer
Grameen Crédit Agricole Microfinance Foundation

Alain Levy, Head of Microfinance for Asia, Eastern Europe and Latin America
BNP Paribas

4:00 **Industry Debate: Exploring How To Increase Participation in the Sector by Asian Investors**

At the end of 2008 it was estimated that total funds invested in Microfinance amounted to USD6.5Bn. Reviewing the breakdown of different investors shows that Asian investors are conspicuous by their absence, however. This seems even more out of place considering that Asia is the largest Microfinance market in the world and Asian MFIs are some of the strongest and the most efficient in terms of outreach and impact. With Microfinance being one of the few asset classes that have yielded positive returns during the crises, the question is what is keeping the Asian investor away? This session explores the possible reasons but more importantly debates what can be done to raise the interest with the Asian institutional and private investor.

Moderator:
Ranjan Ghosh, Managing Director and Regional Head South and SE Asia, Financial Institutions
Standard Chartered Bank

Panellists To Include:
Dr. Reuben Abraham, Clinical Assistant Professor and Executive Director, Centre for Emerging Markets Solutions
Indian School of Business and a board member of **SEDF**

4:50 Chair's Closing Remarks

5:00 Close of Conference

MICROFINANCE INVESTMENTS IN ASIA IS CO-HOSTED BY:



Standard Chartered PLC, listed on both London and Hong Kong stock exchanges, ranks among the top 25 companies in the FTSE-100 by market capitalisation. The London-headquartered Group has operated for over 150 years in some of the world's most dynamic markets, leading the way in Asia, Africa and the Middle East. Its income and profits have more than doubled over the last five years primarily as a result of organic growth and supplemented by acquisitions. Standard Chartered aspires to be the best international bank for its customers across its markets. The Bank derives more than 90 per cent of its operating income and profits from Asia, Africa and the

Middle East, generated from its Wholesale and Consumer Banking businesses. The Group has over 1600 branches and outlets located in over 70 countries. The extraordinary growth of its markets and businesses creates exciting and challenging international career opportunities.

Leading by example to be the right partner for its stakeholders, the Group is committed to building a sustainable business over the long term and is trusted worldwide for upholding high standards of corporate governance, social responsibility, environmental protection and employee diversity. It employs more than 70,000 people, nearly half of whom are women. The Group's employees are of 125 nationalities, of which 68 are represented among senior management.

Increasing access to financial services is an integral part of Standard Chartered's focus on building a sustainable business. Since its commitment to fund the sector for USD 500 M over 5 years at the Clinton Global Initiative in September 2006, Standard Chartered has already funded USD450 million to the sector supporting 52 MFI partners and a number of Microfinance investors across 22 countries in Asia, Africa and the Middle East. Standard Chartered provides a full range of banking products and services to microfinance institutions, supporting them to multiply their outreach and impact to the unbanked across Asia and Africa. Leveraging our capabilities in the Americas and Europe, we work with development organizations and social investors to increase the flow of funds to the microfinance sector. Across our markets, we invest in technical assistance initiatives and influence regulatory policy in the sector.

www.standardchartered.com/sustainability/access-to-financial-services/microfinance/en/index.ht

Post Conference Workshops • January 28 2010

Workshop A: 9.00 – 12.30

Building Transparent Pricing Into The Global Microfinance Industry

Commercial financial markets often have regulations on transparent pricing, or truth-in-lending, but this is a rarity in microfinance. Determining the true price of microfinance products is almost never done and generally yields quite surprising results – True rates are often two to three times higher than quoted rates.

With such a significant lack of transparency, there is no known "market price". This means consumers cannot make informed decisions, managers have trouble setting the price of their products, and investors often don't know the price of the products they are indirectly funding until they see the rates show up in the headlines of a journalist expose article. Find out about how the microfinance industry is beginning to correct this market imperfection to enable better growth and sustainability.

Workshop Leader



Chuck Waterfield
CEO & Founder
MicroFinance Transparency

Chuck Waterfield has 25 years experience in microfinance, with a mixture of practical field experience (six years starting MFIs in both Haiti and Bolivia) and experience leading network strategy development (serving as microenterprise director for both MEDA and for CARE International). He developed Microfin, the most popular financial planning software in the microfinance industry and teaches business planning courses around the world, with more than 3,000 microfinance professionals having been trained in his courses. His current work as an independent consultant includes clients across the industry. Currently on faculty of Columbia University School of International and Public Affairs, he was formerly on the faculty of the Boulder Microfinance Training Program for ten years and Southern New Hampshire University's Microenterprise Development Institute for eight years. In addition to Microfin, he has a broad range of products and publications including the SEEP FRAME Tool, the CARE Credit and Savings Sourcebook, and CGAP Handbook on Management Information Systems. In 2008, he founded MicroFinance Transparency and works part-time in the institution as he continues his other responsibilities.

Attend the workshop and examine the following points:

- ✓ How and why has transparent pricing emerged over the past 40 years in developed countries? What benefits does transparency offer?
- ✓ Exploring the reasons why microfinance has been trapped into practicing non-transparent pricing
- ✓ Understanding the implications that non-transparency is having on the reputation of the industry as well as on individual institutions
- ✓ Understanding the mechanics of calculating Annual Percentage Rates, Effective Interest Rates, and knowing the difference between the two
- ✓ Understanding the current efforts underway to quickly shift the global microfinance industry to pricing transparency

Workshop B: 1.30 – 5.00

Financing Strategies For MFIs: The Essential Checklist For Successful Investor Relationship Management

The boom in microfinance has attracted a steady stream of institutional investors over the past ten years leading to increased financing opportunities for microfinance institutions. This workshop guides microfinance institutions as they begin the process of forming relationships with the investor community.

You'll review the process that investors consider when investing in microfinance institutions, throughout the session you'll go through each step from the origination of a transaction and initial due diligence to financial terms negotiations.

Each participant will leave the workshop with a sophisticated checklist of the elements necessary to successfully attract financing from MIVs worldwide.

✓ **Learning more about investors: a profile of the microfinance investment market**

- Identifying the different types of investors (commercial, subsidized, public, private) and understanding how MIVs are structured (distribution network, individual investors)
- Examining the microfinance debt market today: Landscape of microfinance debt per country and region – evaluating how different types of MFIs and MIVs can access and offer different volumes and structures of debt

Workshop Leaders



Rajitha Vinnakota
Investment Analyst Asia
Symbiotics

Rajitha Vinnakota is Symbiotics' Investment Analyst for South and East Asia and is in charge of the investment unit in Singapore after working as a consultant for the Research team. Prior to joining Symbiotics, Rajitha was a High Yield Research Associate at Wachovia Capital Markets. She also worked as an Analyst in Wachovia's Institutional Investor Management group. Rajitha also taught English in the Dominican Republic. She holds an MBA from INSEAD; an MSc in Economic History from the London School of Economics and a BA in Public Policy from Duke University.



Jerome Savelli
Regional Manager
Symbiotics

Jérôme Savelli is regional manager for Europe, Africa and Asia. Before joining Symbiotics in 2006, he worked for Deloitte & Touche as junior auditor in the financial institutions department and as regional risk project manager for Société Générale Investment Banking in Hong Kong, China. He subsequently worked for three years as director of Initiative Development-Ghana, a microfinance NGO delivering credit, savings and training services to urban poor in Accra, Ghana. Jérôme holds a degree in Business Administration from the ESSEC Business School, Paris.

- What returns (social and financial) do investors expect? How do investors expect to be able to track and measure the social returns on their investments? How should MFIs structure their businesses and reporting structure to give clarity?
- ✓ **Starting a relationship with an investor: due diligence process and credit origination**
 - Examining the different steps of credit risk assessment: desk review, credit risk, social responsibility
 - What is the loan origination process? Examining funding needs assessment, brokerage, deal negotiation, deal origination
- ✓ **Cultivating the investor – investee relationship: transparency and relationship returns**
 - What is a fruitful relationship from the investor's point of view? Transparency rules / communication, monthly monitoring
- ✓ **What return or additional support services can microfinance institutions expect from investors?**
 - Evaluating the benefits of brokerage services : Gaining exposure to different MIVs, fast and transparent process, accessing benchmarking data (Syminvest)

Each attendee will be encouraged to submit their challenges ahead of the workshop so that the session can be tailored to your specific requirements.

OFFICIAL PARTNERS



Symbiotics is a leading investment advisor and information service provider for the microfinance industry, offering innovative and professional investment services to microfinance investors and fund managers. Over 15 funds use Symbiotics' information, advisory and management services to reach out to more than 100 micro-banks in emerging economies and about 200'000 micro and small enterprises. Created in 2004 in Switzerland,

Symbiotics is composed of more than 30 microfinance experts and has offices in Geneva, Mexico and Singapore.
www.symbiotics.ch/en/index.asp



BlueOrchard is a leading commercial microfinance investment manager, providing credit and equity to microfinance institutions in emerging countries. It presently has nearly USD 1 billion assets under management and works with about 150 partner microfinance institutions (MFIs) in about 50 countries. While supporting the development of small enterprises, the microfinance investment vehicles managed by BlueOrchard have

continuously generated stable returns since over 10 years. In Asia, BlueOrchard is presently partnering with over 50 MFIs in 15 countries. As at September 2009, BlueOrchard Finance S.A. has disbursed loans to 51 MFIs; while BlueOrchard Investments has invested in the capital of 2 MFIs and 1 fund. The total amount of outstanding loans is USD 247 millions, representing 34% in BlueOrchard overall debt portfolio. The total amount invested in capital represents USD 10 million. With a potential for growth estimated at USD 300 billion, there are still a lot of valuable opportunities to be seized in the microfinance sector. Microfinance institutions will require significant amounts of funding from private sources. BlueOrchard is committed to facilitate a well-managed flow of capital between private investors and the microfinance industry.) Contact us at communication@blueorchard.com or see www.blueorchard.com for more information.



IBM Global Services offer a complete outsourcing information system (IS) so that the MFI's can focus on their main business: handling client relationships and providing financial services to the unbanked. The Microfinance Processing Hub provides an end-to-end technology solution for microfinance institutions, including a functionally rich and scalable core banking platform, interoperability with payment and remittance networks, and robust/secure data center services.

This innovative service offering from IBM is delivered over a shared infrastructure thereby dramatically reducing costs per account. Without an up-front investment on the part of MFIs, IBM's Hub offering gives access to a sophisticated and mission-appropriate core banking technology enabling growth for microfinance institutions and the industry in general.



ACCION 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. ACCION's

partner microfinance institutions today are providing loans as low as \$50 to poor men and women entrepreneurs in 23 countries in Latin America, Asia, Africa and the United States.

Who You Will Meet:

Microfinance Asia brings together central banks & policy makers, commercial banks & asset managers, private and institutional investors, foundations & family offices. Attending the conference gives you the opportunity to find out how the market can and will develop by attracting both regional and international investment. You will develop new contacts, and re-establish old contacts with Chief Investment Officers, Managing Directors, CEOs, Heads of Risk, and Board members representing the following types of companies:

- Foundations & Grant-Making Charities
- MFIs
- MIVs
- Technology Providers
- Consultants
- Development Banks
- NGOs
- Commercial Banks
- Asset Managers
- Private Banks
- Family Offices

Partnership Opportunities

If you have a solution or service that would add value to the microfinance community, or if you would like to highlight the work you are doing in this area, talk to Miles Harley about becoming a partner of the conference.

He is available to discuss how you could work with us and can be contacted on **+44 203 141 8701**.

You can also email him at **miles.harley@hansonwade.com**

Attendees at last year's Microfinance events

"I enjoyed the conference very much – it was great to see some old friends and meet new ones. You lined up a good group of speakers who kept things focused and relevant" **Eric Savage, Unitus Capital**

"Congratulations on a great conference. Usually I attend for the networking, but the presentations were substantive and thought provoking" **Monica Brand, Frontier Investments, ACCION International**

"I have to congratulate you on running a very professional event." **Eamon Scullin, Fern Software**

MEDIA PARTNERS



Microfinance Investments in Asia

Hanson
W A D E

Conference: January 26-27, 2010 • Interactive Workshops: January 28, 2010
Venue: Grand Copthorne Waterfront Hotel, Singapore

Priority Code: 512 - SY

DISCOUNTS

Book with a colleague and claim your discount:

- 10% discount – 2 delegates
- 15% discount – 3 delegates
- 20% discount – 4 or more delegates

**Please note that discounts are only valid when two or more delegates from one company book and pay at the same time.*

PURCHASE CONFERENCE DOCUMENTATION

If you are unable to attend, you may purchase the conference documentation in soft copy for \$649.

You will receive the documentation immediately after the conference. Documentation orders can only be processed on receipt of credit card details.

VENUE & ACCOMMODATION

Grand Copthorne Waterfront Hotel
392 Havelock Road
Singapore 169663

Accommodation:

Grand Copthorne Waterfront Hotel is one of Asia's premier 5* hotels. It is ideally situated on the corner of Havelock Road and Kim Seng Road. Along the banks of the historic Singapore River, the Central Business District (CBD) is just minutes away and the hotel is easily accessible to the entertainment areas of Chinatown and famous Orchard Road.

Overnight accommodation is not included in the registration fee. To book accommodation please call: +65 6233 1122 or book online at www.grandcopthorne.com.sg

TERMS & CONDITIONS

Full payment is due on registration.

Cancellation and Substitution Policy: Cancellations must be received in writing. If the cancellation is received more than 14 days before the conference attendees will receive a full credit to a future conference. Cancellations received 14 days or less (including the fourteenth day) prior to the conference will be liable for the full fee

A substitution from the same organisation can be made at any time.

Changes to Conference & Agenda: Hanson Wade reserves the right to postpone or cancel an event, to change the location or alter the advertised speakers. Hanson Wade is not responsible for any loss or damage or costs incurred as a result of substitution, alteration, postponement or cancellation of an event for any reason and including causes beyond its control including without limitation, acts of God, natural disasters, sabotage, accident, trade or industrial disputes, terrorism or hostilities

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PRICING Pay by November 15th To Secure Early Bird Discount

Packages	EARLY BIRD	Standard Prices
Conference Only (two days)	US\$2149 (save \$250)	US\$2399
Conference Plus Workshops (three days)	US\$2797 (Save \$300)	US\$3097
MFIs & MIVs		
Packages	EARLY BIRD	Standard Prices
Conference Only (two days)	US\$1949 (save \$250)	US\$2199
Conference Plus Workshops (three days)	US\$2497 (Save \$300)	US\$2797
Foundations & Registered Charities		
Packages	EARLY BIRD	Standard Prices
Conference Only (two days)	US\$1349 (Save \$250)	US\$1599
Conference Plus Workshops (three days)	US\$1997 (Save \$300)	US\$2297

The conference fee includes lunch, refreshments and course documentation. The fee does not include travel or hotel accommodation.

7% Goods and Services Tax will be charged to all Singapore GST-registered companies

DELEGATE DETAILS

Please complete fully and clearly. Please photocopy for additional delegates.

Title: _____ Forename: _____

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Number of delegates Amount: \$ _____

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