



# SME FINANCE FORUM

- ACCELERATING FINANCE FOR BUSINESSES -

KNOWLEDGE  
EXCHANGE AND DATA

NETWORKING  
AND CONVENING

ADVOCACY  
AND POLICY CHANGE



MANAGED BY

**IFC**

International  
Finance Corporation  
WORLD BANK GROUP

# The Challenge



SMALL BUSINESSES ACCOUNT FOR OVER **95%** OF BUSINESSES WORLDWIDE AND PROVIDE **>50%** OF ALL JOBS. YET **200 million** BUSINESSES WORLDWIDE DON'T HAVE THE FINANCING THEY NEED TO INVEST, GROW, AND CREATE NEW JOBS.

## About the SME Finance Forum

**B**ringing together the brightest minds from the public and private sectors, the SME Finance Forum works to expand access to finance for small and medium businesses. The Forum operates a global membership network made up of financial institutions, technology companies, and development finance institutions to share knowledge, spur innovation, and promote the growth of SMEs. The SME Finance Forum was established in 2012 by the G20, and is managed by IFC (International Finance Corporation).

### MEMBER SERVICES

Privileged Access to SME Finance Events

Monthly Webinars

Online Library with 2,500+ Resources

Engaged LinkedIn Group with 6,000+ Professionals

SME Finance Data

Policy and Business Briefs for Bank and Fintech CEOs

Member Spotlight Highlighting Innovations in SME Finance

Exchange Visits to High-Performing Institutions

Communities of Practice on Key Issues

Benchmarking Against Peer Groups

Marketplace / Bulletin Board for Members Buying / Selling Services

Member Directory

Link to Global Organizations and Policy-Making Bodies (G20, AFI, OECD, World Economic Forum, APEC / ABAC)

# Member Dues



ASSET SIZE	ANNUAL FEE
US\$10 billion and above	US\$25,000
US\$5 billion - US\$10 billion	US\$20,000
US\$2 billion - US\$5 billion	US\$15,000
US\$1 billion - US\$2 billion	US\$10,000
US\$1 billion and below	US\$5,000



## CALENDAR OF EVENTS

### > WEBINARS

**JAN 28 / Financial Management Solutions for SME Banking Customers** – Join Strands and the Commercial Bank of Africa to learn about the financial management tools they offer for banks and their SME clients.

**FEB 24 / Value-Chain Finance** – Learn how to optimize scale, profitability and risk in value chain financing.

**MAR 16 / Cross-Border Support for SMEs** – What are some hedging strategies financial institutions and their SME clients can adopt to mitigate the impact of currency fluctuations in cross-border lending?

**APR 20 / Sales and Customer Management in SME Banking** – What can banks do to better understand and meet their SME customers' needs? How can banks maximize cross-sell opportunities?

**MAY 18 / Financing Women-Owned Enterprises** – Around a third of the SMEs worldwide are owned by women. How can financial institutions and fintech companies cater better to women, and create profitable financial products and services?

**JUN 15 / Islamic Finance** – What is the business case for Islamic finance? What are the innovations that will help financial institutions better serve this market segment?

**JUL 20 / Bitcoin and Block-Chain / Decentralized Ledger Technology** – Experts explain how distributed ledger technology will transform financial intermediation. Join a discussion to learn about the implications for your bank.

**AUG 17 / Risk Management and Early Warning Systems in SME Banking** – How can banks adopt digital tools to radically improve the consistency of credit decisions? What strategies can they adopt to reduce risk and set up early warning systems?

**SEP 7 / Big Data for SME Finance** – How can banks and fintech companies take advantage of alternative data (e.g. mobile phone usage, electronic transactions, social media records) to make lending decisions and ensure customer privacy and data security?

**OCT 19 / Developing an Effective SME Collection Strategy** – What are some debt recovery strategies, processes, and tools banks / financial institutions can use to improve SME collections?

**NOV 16 / Emerging Trends in Crowdfunding / P2P Finance** – Discussion on recent trends in crowdfunding including equity crowdfunding, laws / regulations and potential for expansion of marketplace lending in emerging countries.

**DEC 14 / SME Loan Process Automation** – How can financial institutions use technology to speed up the lending process and increase SME loan volume?

### > ANNUAL MEMBER EVENT <

**GLOBAL SME FINANCE FORUM 2016**  
SEPTEMBER 19-20, CHINA

Bringing together senior leaders from financial institutions, development finance institutions, non-bank investors (angel investors and venture capitalists), fintech companies, policymakers and regulators for two days of high-level discussions on the key issues and emerging trends in SME finance.

"It's a forum in the literal Latin, Roman sense of the word: a place where people meet and exchange ideas and goods."

Sir Sherard Cowper-Coles, Group Head of Government Affairs, HSBC

"You learn a lot of things. You get to know what the rest of the world is doing. You share experiences. Most importantly, you get to find opportunities where you never thought they existed."

Issac Awuondo, Group Managing Director, Commercial Bank of Africa

"The SME Finance Forum connects industry thought leaders and key decision makers to help SMEs all around the world gain access to the finance they need to grow their businesses."

Diane Wang, CEO, DHGate

"Banks speak to other banks. Regulators are getting much better at speaking to other regulators and tech firms talk to tech firms. But getting them all to talk to each other is really important and rather unusual. When they come together and think about the problem together, you really see progress."

Edward Glassman, Group Executive, Global Commercial Products, MasterCard

**Interested in becoming a member?**

**CONTACT US**

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