

PROGRAMME

EUROPEAN MICROFINANCE WEEK 2008

Frontier Issues in Microfinance Opportunities and Challenges for European Actors

12th – 14th November 2008
Abbaye Neumünster, Luxembourg



EUROPEAN
MICROFINANCE
PLATFORM

NETWORKING WITH THE SOUTH

Dear Members and Conference Participants,

Welcome to the annual European Microfinance Week conference. The purpose of Microfinance Week is to bring together e-MFP members and interested parties to share knowledge and experience, to network and promote synergy.

The diversity and complementary nature of e-MFP membership makes it a unique platform with significant impact for the microfinance sector. Over the years, our membership has grown rapidly and new actors continue to emerge in our forum. We hope you will use Microfinance Week as an opportunity to engage on key issues and further develop cooperation and collaboration. This is your event. Enjoy it!

Thanks to the tremendous response from our call for papers and speakers e-MFP has a comprehensive and detailed programme arranged for participants. In addition we would like to highlight three key events in the week:

The **2nd European Microfinance Award**, a prize of €100,000 will be given at an awards ceremony at the new European Investment Bank building on Wednesday. All conference participants are invited to attend this event held under the patronage of Her Royal Highness the Grand Duchess of Luxembourg with the European Commissioner for Development, Louis Michel; the President of the European Investment Bank, Philippe Maystadt and the Luxembourg Minister for Development Cooperation and Humanitarian Affairs, Jean-Louis Schiltz.

The **General Meeting of Members** will take place on Thursday afternoon during which the e-MFP Board of Directors will be partially renewed. After only two years in operation our membership has grown from 20 to 100 members and we are counting on your active participation at this meeting.

The **Microfinance Speed Business Evening** is a novel dinner event geared to networking which will be held in the Hotel Royal on Thursday evening. It offers a chance to relax and get together with the key players of the microfinance sector. We hope you will all attend and make sure you have registered to participate!

The European Microfinance Platform acknowledges the generous support the Luxembourg Ministry of Foreign Affairs – Development Cooperation provides to European Microfinance Week.

We would like to wish you a profitable European Microfinance Week and hope you enjoy your stay in Luxembourg.

Axel de Ville, Chairman

Christoph Pausch, Executive Secretary

WEDNESDAY 12 NOVEMBER : WORKING GROUP DAY

8:30 REGISTRATION

9:00 WORKING GROUP SESSIONS OPEN TO ALL PARTICIPANTS

INNOVATION FOR RURAL OUTREACH WG

Room A 11

Value chain financing for producers and SME's

Moderator: M. Mensink, Terrafina

Speakers:

S. Habyalimana, SNV Rwanda *Capacity Building for Value Chain Financing*

B. Wampfler, IRC/CIRAD *Guide on facilitating linkages between MFI's and Producer organizations*

M. Mees, SOS Faim *Voicing the financial needs of producer groups*

R. Jessop, GTZ Thailand/Icon Institute GmbH *Strategic and practical value-chain financing project approach – Thailand case*

A. M. Valdés, CIDR *CIDR's experience in Value Chain financing*

M. Mensink, Terrafina *Terrafina and ICCO's experience with Value chain financing*

SOCIAL PERFORMANCE WG

Room A 21 (E/F translation)

Assessment of Responsible Investment in Microfinance

Moderator: C. Lapenu, CERISE/e-MFP

Speakers:

First session: *Involvement of Social investors in promoting SPM*

M. Berger, Sidi *SPM – the role of the Social investors – case study in Madagascar*

N. Blondeau, Incofin *SPM – the role of the Social investors*

E. Sers, Planet Rating *Social ratings and the investors: why, who to ask, what for?*

S. Brown, Grameen Foundation *Summary of the discussion with the North American investors – Nov 4 meeting in Washington DC*

Discussion: *Should investors be involved in SPM? Why? All? How?*

Second session: *How to value the work of the investors in promoting SPM and Responsible investment?*

R. Ritter, responsAbility *The Principles for Responsible Investing*

J. Glisovic-Mezieres, CGAP *MIV disclosure guidelines: towards assessment of responsible investing*

C. Lapenu and A. Ambert, CERISE *SPI for the investors – criteria for assessment with a perspective from the field*

K. Verhagen, Anthos bank *A framework for assessing/rating the private investors*

Discussion: *Do we need to value the work of the investors in promoting SPM? Why? How?*

RESEARCH WG

Room A 13

Frontier issues in microfinance research.

Moderator: M. Hudon, CERMI

Speakers:

R. Øystein Strøm, Østfold University College *Microfinance Mission Drift?*

A. Ashta, Burgundy School of Business *Usury legislation and microfinance outreach*

A. Vanroose, CERMI, Solvay Business School, Université Libre de Bruxelles *What macro factors make microfinance institutions reach out?*

B. Armendariz, Harvard University *Microfinance in the midst of a financial crisis: Where do we stand?*

R. Mersland, University of Agder *The MFI's choice of loan methodology, repayment and business model*

S. Morvant, FARM Foundation *Lending groups' strategies to make microfinance more flexible: evidence from Mexico and India*

R. B. Swain, Uppsala University *Does microfinance lead to asset creation?*

T. Randøy, University of Agder *The Impact of Internationalization on Microfinance Institutions' Performance*

M. Hudon, CERMI, Université Libre de Bruxelles *What is a socially-responsible MFI?*

LINKING BANKS AND MFIS WG

Room Chapelle (E/F translation)

Linking Banks & MFI's – hurdles in a dynamic market

Moderator: P. Goodman, Symbiotics

Speakers:

J. Glisovic-Mezieres, CGAP *Survey "CGAP MIV Benchmark 2008"*

Challenges in the distribution of Microfinance Investment Vehicles (Panel discussion)

C. Speckhardt, responsAbility

M. Schneider, Deutsche Bank

E. de Lutz, BNP Paribas

R. Dominicé, Symbiotics *Regulatory frameworks on foreign direct investments in microfinance*

13:00 LUNCH AND PLAZA

14:15 OPENING SESSION

Room A 21 (E/F translation)

A. de Ville, Chairman e-MFP *The role of e-MFP in the global microfinance industry: challenges and opportunities*

C. Velasco, Co-Founder and Director, Pro Mujer International in Latin America
Expectations of Latin American MFIs towards European Microfinance actors

M. Toure, General Manager UM-Pamecas Senegal *Expectations of African MFIs towards European Microfinance actors*

P. Sakellaris, Vice-President EIB *Microfinance: fluctuat nec mergitur?*

R. Mersland, Consultant and Researcher *Overview of the European Microfinance Week agenda*

15:30 BREAK

**16:00 SOCIALLY RESPONSIBLE MICROFINANCE -
PRESENTATION OF THE THREE FINALISTS
OF THE 2ND EUROPEAN MICROFINANCE AWARD**

Room A 21 (E/F translation)

Moderator: Cor Wattel, Terrafina/e-MFP

**17:00 TRANSFER TO EUROPEAN INVESTMENT BANK PREMISES FOR THE CEREMONY
OF THE 2ND EUROPEAN MICROFINANCE AWARD**

Atrium of the European Investment Bank (new building)
98 Boulevard Konrad Adenauer
L-2950 Luxembourg

18:00 2ND EUROPEAN MICROFINANCE AWARD CEREMONY

The ceremony will be chaired by Her Royal Highness the Grand Duchess of Luxembourg, in the presence of the Minister for Development Co-operation and Humanitarian Affairs, Mr. Jean-Louis Schiltz; the European Commissioner for Development and Humanitarian Aid, Mr. Louis Michel and the President of the European Investment Bank, Mr. Philippe Maystadt.

The award ceremony will be followed by a reception.

Closing 20:45, Bus shuttles to hotels

THURSDAY 13 NOVEMBER : FRONTIER DAY

8:30 REGISTRATION

9:00 FRONTIER ISSUES

OPENING THE FRONTIER WITH TECHNOLOGY

Room A 21 (E/F translation)

Moderator: Eric Duflos, CGAP

Speakers:

R. Caplehorn, PayPal Europe

B. Hap, Technologies sans Frontières

S. Juergens, Millicom International Cellular s.a.

A. Bajaj, DFID

Conclusions: J-L. Schiltz, Minister for Development Cooperation and Humanitarian Affairs

SOCIAL RESPONSIBILITY IN MICROFINANCE PRACTICE

Room A 11

Moderator: R. Janssen, MicroNed

Speakers:

L. de Canniere, Incofin *The role of private investors on social responsibility and social performance - the case of Incofin*

M. Adler, KfW *Dimensions of responsible finance in microfinance practice*

Minh Huy Lai, Planet Finance *Social Responsibility - the MFI inside perspective*

A. Koning, EU/ACP MF Programme/CGAP *Responsible Finance - the 'What', 'Why' and the 'How'*

REACHING THE VULNERABLE, PART 1

Room Chapelle (E/F translation)

Moderator: H.D. Seibel, KGFE/e-MFP

Speakers:

C. S. Reddy, APMAS *Self Help Groups (SHGs) in India: Reaching the vulnerable with Micro financial Services*

K. Nurcahya, ProFI *Lembage Perkreditasi Desa in Bali - a sustainable system of village credit institutions*

A. Riès and G. Chauvière le Drian, AFD *Microfinance interventions in fragile states? Good practices and difficulties. Experience of the Agence Française de Développement*

FRONTIER ISSUES IN MF FUNDING

Room A 13

Moderator: F. Bakx, Rabobank Foundation

Speakers:

E. Karrer and Y. Lüscher, Credit Suisse *Regulation (Basel 2) and microfinance funding*

P. van Hedel, Rabobank *Funding for microfinance housing - the case of RABOBANK*

A. Kravchenko, Finca *Navigating in a jungle of MIVs - the perspective of an MFI*

THE CREDIT CRUNCH INFLUENCE ON MICROFINANCE

Room A 22

Moderator: K. Hay, Luxflag

Speakers:

R. Annibale, Citigroup

J.-P. Klumpp, Blue Orchard

E. Schröder, Invest in Visions

R. Dominicé, Symbiotics

All the speakers will give their perspectives on the impact of the credit crunch on microfinance

10:30 BREAK

11:00 FRONTIER ISSUES

FOOD CRISIS AND ITS IMPACT ON MICROFINANCE **Room A 21** (E/F translation)

Moderator: B. Armendariz, Harvard University

Speakers:

J.-H. Fraslin, FERT/ICAR *Financing family farming: a tool to reduce the impact of food crisis (examples from Madagascar)*

S. Gishyan, ACBA Bank- Credit Agricole *Unique Experience of Universal Bank ACBA-Credit Agricole in Microfinance*

E. Duflos, CGAP *Impact and implications of the food crisis on microfinance*

B. Wampfler, CERISE/Suprago *'Crises alimentaires' : quels enjeux pour la microfinance?*

MICROINSURANCE AND SOCIAL PROTECTION

Room A 22

Moderator: V. Faber, ADA

Speakers:

J. Pott, Aga Khan *The Role of Commercial Private Sector Microinsurance in Social Protection*

H. Oostingh, Oxfam-Novib *The contribution of microinsurance to social protection: A critical rights based view*

V. Kalavakonda, World Bank *World Bank's experience with microinsurance*

REACHING THE VULNERABLE, PART 2

Room Chapelle (E/F translation)

Moderator: T. Defense, SOS Faim

Speakers:

I. Ignatieva, Concern *Linkages between livelihoods security programs (safety nets) and MFIs*

A. Woitzik, consultant *Graduating beggars via microloans - a case study from Bangladesh*

F. Bwire, Amfiu *Integrating disabled people in mainstream MFIs - a case study from Uganda*

INNOVATIONS IN LOCAL CURRENCY RISK MANAGEMENT

Room A 11

Moderator: E. Bumsteinas, EIB/e-MFP

Speakers:

A. Avedisian, CYGMA *Cyigma: A Comprehensive Solution to Emerging Markets Foreign Exchange Risk Management*

B. Cox, MFX Solutions *Managing currency risk in volatile times: A microfinance industry approach*

J. Zuidberg, TCX *The Currency Exchange Fund: Cutting the Gordian Knot of Currency Hedging*

C. Parant, Microfix *Microfix: the Foreign Exchange hedging tool available to all MFIs*

12:30 LUNCH AND PLAZA

14:00 JOINT INITIATIVES

JOINT INITIATIVES OF EUROPEAN MICROFINANCE ACTORS:

LESSONS LEARNED AND FUTURE OPPORTUNITIES Room A 21 (E/F translation)

Moderator: C. Pausch, e-MFP

H. Abels, BlueRhino *Conclusions from the European Microfinance Directory*

C. Lapenu, CERISE/e-MFP *The e-MFP Social Performance WG and the making of 'European Dialogue'*

D. Quien, ADA *The GRASS – Rating fund initiative*

C. Schmitz, SIDI *FEFISOL*

N. Kerdougli, RMSF *Risk Management*

**JOINT INITIATIVES OF EUROPEAN MICROFINANCE ACTORS:
LESSONS LEARNED AND FUTURE OPPORTUNITIES**

Room A 22

Moderator: N. Jaspers, TRIAS/e-MFP

R. Hogervorst, BlueRhino *Conclusions from the European Microfinance Directory*

F. Bakx, NPM *The Dutch Microfinance Platform*

K. Moors, BRS *MF and microinsurance toolkits and the collaboration between BRS-ADA-Incofin*

S. Cornacchia, SIDI *FOPEPRO*

16:00 BREAK

16:30 e-MFP GENERAL MEETING OF MEMBERS

Room A 21 (E/F translation)

18:00 TRANSFER TO EVENING EVENT

18:30 MICROFINANCE SPEED BUSINESS EVENT + DINNER

Hotel Royal

12 Boulevard Royal

L-2449 Luxembourg

Tel: +352 24 16 16 704

Bus shuttles to hotels

FRIDAY 14 NOVEMBER : PEER DAY

8:30 REGISTRATION

9:00 PEER GROUPS PREPARING OPPORTUNITIES AND CHALLENGES FOR ALL OTHER PEER GROUPS

Questions to be discussed in the peer sessions are:

1. What are the main microfinance frontier issues on which your peer group is working?
2. How do you, as a peer group, avoid duplication of work and facilitate cross-organizational learning and joint efforts? Could e-MFP be of any support for this? How?
3. What would be your recommendations to the other peer groups in order to become more involved in microfinance frontier issues?

RESEARCHERS

Room A 13

Moderator: M. Hudon, CERMI

Speakers:

Susan Johnson, Bath University and Isabelle Guerin, IRD/IFP

BANKS AND FINANCIAL INSTITUTIONS

Room A 22

Moderator: E. Bumsteinas, EIB/e-MFP

NGOS

Room A 21 (E/F translation)

Moderator: C. Lapenu, CERISE/e-MFP

CONSULTANTS

Room A 11

Moderator: M. Johansson/S. Siebenbrock, FSFM/e-MFP

GOVERNMENT AGENCIES

Room Chapelle (E/F translation)

Moderator: A. Koning, EU/ACP MF Programme/CGap

10:30 BREAK

11:00 PEER GROUPS RECOMMENDATIONS TO OTHER PEER GROUPS AND DEBATE (PLENARY)

Moderator: A-F. Lefèvre, WSBI/e-MFP **Room A 21 (E/F translation)**

12:00 CLOSING SESSION

Keynote speaker: Challenges for European microfinance actors (tbd)

Closing remark: e-MFP Board member **Room A 21 (E/F translation)**

12:30 LUNCH + PLAZA

14:00 ROOMS REMAIN AVAILABLE BY PRIOR ARRANGEMENT

PRACTICAL INFORMATION

CONFERENCE VENUE:

Abbaye de Neumünster
28 rue Münster
L-2160 Luxembourg
Tel : +352 262052-1

TRANSPORT

Bus shuttles will run to and from the conference hotels to the conference venue and conference events. The bus shuttles will operate from the hotels each morning from 8:00 – 9:00.

LANGUAGE

The main language of the conference will be English but there will be translation facilities into French and English available in Room A21 and Room Chapelle.

COMMUNICATIONS

There is Wifi access at the Abbaye de Neumünster. Two computers will be available on the second floor in the Café Microfinance.

LUNCH

Lunch will be served in the Cloisters.

PLAZA

The Plaza will take place during lunch in the Cloisters.

CAFÉ MICROFINANCE

Situated on the second floor, Café Microfinance is available on the 13th and 14th November for all participants who need a meeting place, a quiet place to work and of coursea coffee! Two computers are at participants' disposal.

CONTACT DETAILS

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