



# Action Framing Conference Transforming Financial Market for Small Businesses

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February 26, 2020

Dhaka, Bangladesh

Grand Ball Room, Radisson Blu Water Garden

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**Business Finance for the Poor in Bangladesh** - Over the last 5-years, the Business Finance for the Poor in Bangladesh (BFP-B) programme, a £25m facility, has been working with the Government of Bangladesh, regulators, commercial financial institutions, and technology companies to disrupt their business environment, and make real the commercial business case to expand finance for small business in Bangladesh – not through compulsion and compliance but through incentives and enablement.

**Changes Achieved** – These investments have resulted in 5 new regulations that make 7 million small businesses commercially attractive to banks, financial technology companies, microfinance institutions, impact investors, and capital market exchanges.

Additionally, 15 new business models have been generated from 36 investments. These demonstrate without doubt the commercial business case of serving the small business segment with insights on how to reduce risk, cut acquisition costs and increase life-time value of small business clients.

*"The purest form of  
insanity is to leave  
everything the same  
and the same time  
hope that things will  
change"*

- Albert Einstein

**Results** - These innovations in regulation and business models have generated big changes by:

- reducing time to approve loans from 45 days to 2 days
- reducing time to disburse loans from 15 days to 2 days
- incorporating the use of social media and mobile usage data sets in the risk underwriting process
- releasing additional £115 million financing to small businesses
- creating first time access to financial services for over 300,000 small businesses
- triggering £19 million additional investment by the private sector

**Conference** - The 1-day conference brings together the lessons – good and bad – from regulatory and business model innovations. The objectives are:

- to spur wider adaption and replication among financial institutions, regulators, funders and other players in the financial system
- to catalyse additional support to maintain momentum for sustained innovation

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# Programme Agenda

9:30 am - 10:00 am	Registration and refreshments
10:00 am - 10:20 am	Welcome remarks  Ahmed Jamal Deputy Governor, Bangladesh Bank Project Leader, BFP-B Project
10:20 am - 10:40 am	Keynote session- Moving the needle on financial inclusion  Presenter Feisal Hussain Team Leader BFP-B The session will cover major achievements and lessons from BFP-B assisted policy reforms and investments for commercial providers, government and development partners
10:40 am - 11:30 am	Address by guests  Chief guest Md. Ashadul Islam Senior Secretary FID, Ministry of Finance  Special guest Jim McAlpine Acting Country Representative DFID, Bangladesh  Special guest Eamon Cassidy Managing Director Nathan, London
11:30 am - 12:45 pm	Session 1- Harnessing digital transformation The session will focus how targeted and sequential digital transformation can dramatically reduce cost of customer acquisition and risk underwriting for financial institutions  Moderator Buddhika Samarasinghe Head of Global Practices Nathan, London  Panelist Mominul Islam CEO IPDC Finance Limited  Panelist Arfan Ali Managing Director Bank Asia Limited  Panelist Shyamol B Das Chief Digital Officer Brac Bank Ltd.  Panelist Vince Paar General Manager Asia Pacific Tiatax (TBC)
12:45 pm - 2:15 pm	Lunch and Networking

2:15 pm - 3:15 pm

Session 2- Adoption of omni channel distribution model

The session will highlight how financial institutions are gaining a competitive edge through deeper understanding of customer behaviour from a combination of physical and digital channels.



Moderator

Feisal Hussain  
Team Leader  
BFP-B



Panelist

Kamal Quadir  
CEO  
bKash Limited



Panelist

Farzana Chowdhury  
Managing Director & CEO  
Green Delta Insurance  
Company Limited



Panelist

Mashrur Arefin  
Managing Director  
City Bank



Panelist

Dr. Hasan Imam  
Chairman  
Bangladesh SME  
Corporation Ltd.

3:15 pm - 4:15 pm

Session 3- Creating a blended finance architecture for catalysing impact investment in Bangladesh

The session will focus on creating a foundation for non-debt based financial instruments and what more needs to be done to attract impact investors



Moderator

Arafat Hossain  
Manager  
BFP-B



Panelist

Arif Khan  
CEO & Managing Director  
IDLC Finance Limited



Panelist

Azad Chowdhury  
CEO  
AIM Steps Limited



Panelist

Sharawat Islam  
Managing Director Bangladesh  
Truvalu Group



Panelist

Nirjhor Rahman  
CEO  
Bangladesh Angels

4:15 pm - 4:45 pm

Refreshments

4:45 pm - 5:45 pm

Session 4- Role of market facilitators

The session will identify what government and donor actions are required to further catalyse private sector investment in expanding financing for small businesses



Moderator

Eamon Cassidy  
Managing Director  
Nathan, London



Panelist

Arijit Chowdhury  
Additional Secretary  
FID, Ministry of Finance



Panelist

Manfred Fernholz  
Team Lead  
European Commission



Panelist

Anir Chowdhury  
Policy Adviser  
Azi



Panelist

Dongdong Zhang  
Principal Financial  
Sector Specialist  
ADB



Panelist

Afsana Islam  
Deputy Team Leader  
Growth & Private  
Sector Development  
DFID

5:45 pm -6:15 pm

Prayer and Coffee Break

6:15 pm -7.00 pm

Award ceremony - Recognising and celebrating public and private sector innovators

- Tech for the future
- Connecting people
- Impact market builder
- BFP-B excellence
- Special recognition



Chief Guest

Shahriar Alam  
State Minister  
Foregin Affairs  
Gov. of Bangladesh



Guest of Honor

Md. Ashadul Islam  
Senior Secretary  
FID, Ministry of Finance



Special Guest

Aftabul Islam  
Director  
Bangladesh Bank  
Investment Committee, Chair  
BFP-B

7.00 pm -8.00 pm

Cultural show, closing remarks and dinner