

WOMEN'S
WORLD
BANKING'S

MISSION IS TO EXPAND
THE ECONOMIC ASSETS,
PARTICIPATION AND POWER
OF LOW-INCOME WOMEN
ENTREPRENEURS BY HELPING
THEM ACCESS FINANCIAL SERVICES
AND INFORMATION. TO ACHIEVE
THIS GOAL, WWB WORKS TO BUILD
AN EFFECTIVE GLOBAL NETWORK OF
MICROFINANCE INSTITUTIONS AND
BANKS THAT PROVIDE SUSTAINABLE
FINANCIAL SERVICES TO LOW-INCOME
WOMEN AND THEIR FAMILIES. WWB
ALSO ENGAGES POLICY MAKERS
AND OTHER KEY ACTORS TO SPUR
INNOVATION IN THE EXPANSION
OF FINANCIAL SERVICES FOR
LOW-INCOME PEOPLE.



AGENDA



Women's World Banking
and
The Ministry of Foreign Affairs of the Netherlands
Present

The 4th Annual Meeting
of the
**GLOBAL NETWORK FOR
BANKING INNOVATION in Microfinance**

June 18 – 19, 2007

Ministry of Foreign Affairs | Bezuidenhoutseweg 67, 2594 AC | The Hague

This event is hosted and sponsored by the Ministry of Foreign Affairs of the Netherlands. Special thanks go to the other event sponsors: ING Group and FMO – Netherlands Development Finance Company.

THE HAGUE, THE NETHERLANDS JUNE 18 – 19, 2007 AGENDA		
	MONDAY, JUNE 18, 2007	TUESDAY, JUNE 19, 2007
8:30	OPENING CEREMONY <ul style="list-style-type: none">MR. ROB DE VOS, Deputy Director General for International Cooperation of the Ministry of Foreign Affairs of the NetherlandsDRA. MERCEDES CANALDA, Chair of Women’s World Banking Board of TrusteesMS. MARY ELLEN ISKENDERIAN, President of Women’s World BankingMS. MARILOU VAN GOLSTEIN, Managing Director, Triodos International InvestmentsMS. MERCEDES BENAVIDES, Manager of the Global Network for Banking Innovation in Microfinance	
8:50	REVIEW OF AGENDA MS. MARY ELLEN ISKENDERIAN, President, Women’s World Banking	
9:00	UNDERSTANDING AND MARKETING TO LOW-INCOME ENTREPRENEURS CHAIR: MR. WILLIAM KRAMER, World Resources Institute PRESENTATIONS <ul style="list-style-type: none">MS. YASMINA MCCARTY, Strategy and Customer Insight, WWBMR. JAMES MWANGI, CEO and Managing Director, Equity Bank Ltd., KenyaMR. KHALIL NUNU, Saatchi & Saatchi, Jordan Q&A	INNOVATIONS IN DISTRIBUTION CHANNELS TO REACH LOW-INCOME PEOPLE MOBILE PHONE BANKING CHAIR: MR. ERIC ROBLES, General Manager, Retail and Private Banking, ING, The Netherlands PRESENTATIONS: <ul style="list-style-type: none">MR. BRIAN RICHARDSON, CEO, WIZZIT, South AfricaMS. SUSIE LONIE, M-PESA Project Manager, Vodafone Social Products and Enterprises, Kenya Q&A
10:45	TEA BREAK	TEA BREAK
11:00	LESSONS FROM OTHER SECTORS ON REACHING THE LOW-INCOME CUSTOMER CHAIR: MR. CHRISTOPHER P. BESHOURI, Associate Principal, McKinsey & Co. PRESENTATIONS <ul style="list-style-type: none">MR. VIJAY SHARMA, Business Head of Shakti, Hindustan Lever, IndiaMR. GRAHAM MACMILLAN, Director, Scojo FoundationMS. TERESA SALAZAR, CEMEX-Patrimonio Hoy, Mexico Q&A	11:15 INNOVATIONS IN DISTRIBUTION CHANNELS TO REACH LOW-INCOME CHAIR: MR. HANS DELLIEN, Manager, Microfinance Products and Services, WWB PRESENTATIONS <ul style="list-style-type: none">MS. MERCEDES BENAVIDES, GNBI Manager, WWB BANKING CORRESPONDENT MODELSMR. PANKAJ MISHRA, Vice President, Business Development, FINO, India SMART CARDS AND BACK-END NETWORKSMR. BRIAN RICHARDSON, CEO, WIZZIT, South Africa MOBILE PHONE AND TRANSACTIONS SYSTEMS Q&A
12:30	LUNCH	CONCLUSION <ul style="list-style-type: none">MS. MARY ELLEN ISKENDERIAN, President, Women’s World BankingMR. CHRISTIAAN REBERGEN, Deputy Director of the Sustainable Economics Department, Ministry of Foreign Affairs of the Netherlands
13:30	LENDING METHODOLOGIES FOR MICROFINANCE CHAIR: MR. ROBERT ANNIBALE, Director, Citigroup PRESENTATIONS <ul style="list-style-type: none">MR. HANS DELLIEN, Manager, Microfinance Products and Services, WWB COMPARATIVE FRAMEWORK OF THE RANGE OF LENDING METHODOLOGIES FROM LABOUR-INTENSIVE TO HIGH TECHNOLOGYMR. MANUEL OLAGO, Credit Manager, FWWB-Bucaramanga, Colombia THE TRADITIONAL MICROFINANCE MODELMR. GUIDO CORDERO, Vice President, Banco del Pichincha, Ecuador COMBINING TRADITIONAL MICROFINANCE WITH SPECIALIZED SCORING MODELSMR. JOSÉ ANTONIO MIRAMONTES, Director, Business Development, Banco Azteca, Mexico HIGHLY AUTOMATED LENDING MODEL WITH A FOCUS ON DATA MINING Q&A	12:45 LUNCH
		13:45 GNBI STRATEGY SESSION
14:50	PANEL TRANSITION	
15:00	INNOVATIONS IN CREDIT SCORING AND CREDIT BUREAUS <ul style="list-style-type: none">MR. ALAN MARTINEZ, ShoreBank International, USAMS. LAURA GRIFFITH, Equifax, Vice President, International Marketing, Chile Q&A	
15:45	BREAK	
16:00	ADAPTING ASSET BUILDING PRODUCTS TO MICROFINANCE CHAIR: MR. ASAD MAHMOOD, Managing Director, Global Social Investment Funds, Deutsche Bank, USA PRESENTATIONS <ul style="list-style-type: none">MR. BRAHMANAND HEGDE, Head Products and Credit, ICICI Bank, IndiaMR. GANHUYAG CH. HUTAGT, Executive Director, XacBank, Mongolia Q&A	16:45 CLOSING REMARKS
19:00	RECEPTION AND BUFFET DINNER HOSTED BY THE MINISTRY OF FOREIGN AFFAIRS, THE NETHERLANDS Location: “Kasteel de Wittenburg” in Wassenaar <ul style="list-style-type: none">MR. PAUL MENKVELD, Director of the Sustainable Economic Department of the Ministry of Foreign Affairs of the Netherlands Transportation to and from hotel courtesy of The Ministry of Foreign Affairs.	