



SME FINANCE
FORUM

ANNUAL REPORT

2022



GPFI

Global Partnership
for Financial Inclusion



MANAGED BY

IFC

**International
Finance Corporation**
WORLD BANK GROUP

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ACRONYMS

ABAC	APEC Business Advisory Council
AFI	Alliance for Financial Inclusion
Agri-SMEs	Agricultural Small and Medium Enterprises
APEC	Asia-Pacific Economic Cooperation
APFF	Asia-Pacific Financial Forum
B2B	Business-to-Business
CEO	Chief Executive Officer
CoP	Communities of Practice
DFI	Development Finance Institution
DMD	Deputy Managing Director
FCS	Fragile and Conflict-affected Situations
GB-TAP	Green Bond Technical Assistance Program
GDP	Gross Domestic Product
GPFI	Global Partnership for Financial Inclusion
ICCR	International Committee on Credit Reporting
IDA	International Development Association
IFAD	International Fund for Agricultural Development
IFC	International Finance Corporation
IT	Information Technology
MD	Managing Director
MENA	Middle East and North Africa
MSMEs	Micro, Small and Medium Enterprises
OECD	Organisation for Economic Co-operation and Development
POS	Point-of-Sale
QDB	Qatar Development Bank
SMEFF	SME Finance Forum
SMEs	Small and Medium Enterprises
SVP	Senior Vice President
UK	United Kingdom
UNCDF	United Nations Capital Development Fund
We-Fi	Women Entrepreneurs Finance Initiative
W-SME	Women-Owned Small and Medium Enterprises

FOREWORD



2022 was a turbulent year in global markets, and SMEs all over the world have been dealing with soaring inflation, disrupted supply chains and volatile foreign currency markets. And yet, we have been inspired by how our members have risen to the challenge, with dozens of new partnerships, technologies and

business models, all helping to reduce the cost and increase the availability of SME finance. Members have been building next-generation supply chain finance platforms, scaling green finance for SMEs, using big data and AI to provide working capital to the unbanked, rolling out collateral-free lending and so much more. In all this work, we are excited to be your partner for another year.

Since our network's launch in November 2015, we have grown from a few dozen committed, early adopters into a global community that includes more than 240 banks, non-bank financial institutions, FinTech companies, development banks, and others. Over the past 7 years, we have maintained a growth rate of just under 15 percent in terms of year-on-year net membership, thus demonstrating the value of the SME Finance Forum's services in knowledge exchange, networking and public-private dialogue.

Highlights from 2022 include:

- During the 2022 Global SME Finance Forum, we focused on "Harnessing Digitalization for Sustainable and Inclusive SME Finance." It was an honor to host 330 senior executives from 180+ banks, development finance institutions, FinTech companies, and regulatory agencies from 60+ countries on September 19th to 21st in Phnom Penh, Cambodia. In addition, we hosted an invitation-only live stream of the event and 280+ SME finance professionals representing our members attended virtually from around the world. This year's conference was one of the most successful flagship events to date. Our heartfelt thanks and appreciation to co-host National Bank of Cambodia for their partnership and hospitality and to the Association of Banks in Cambodia for their exceptional support.
- For the fifth year, the Global SME Finance Awards recognized the achievements of financial institutions and FinTech companies in delivering outstanding SME products and services. Congratulations to the winners and to all the Honorable Mentions and a special shout-out to entrants operating in IDA and FCS contexts!
- We held 28 virtual knowledge-sharing events, attended by more than 3,100 participants engaging on key topics such as digital banking, sustainable finance, payments innovation, data analytics, supply chain finance, SME lending and social impacts and gender data gaps, among others. Among those events, we delivered 5 open webinars, 10 marketplace live sessions and 9 virtual communities of practice on Risk

Management, Women's Entrepreneurship Finance and Agrifinance.

- In May, we co-hosted a virtual regional event with member QDB on Credit Guarantees: A Path to Sustainable SME Recovery at the 6th International MENA Credit Guarantee Conference. This event gathered 288 participants from 140 institutions and 62 countries within and outside the MENA region.
- We held a virtual event on Going Beyond Finance to Help SMEs Digitalize and Recover from Covid to accompany the launch of a new G20 database of digital innovations in MSME financing. Today, that database contains over 100 case studies and is a living, evolving resource, open for both exploration and for submission of new cases from around the world.
- We co-organized two APEC virtual workshops on leveraging private sector investment to promote MSMEs and on improving the infrastructure for supply chain financing, during which members had the opportunity to present.
- We also co-sponsored the GPFI workshop on "New Approaches to Closing Finance & Data Gaps for Women-Led Businesses" in July, which is contributed to GPFI's key priority of improving data on SME financial inclusion world-wide.
- We continue providing discounts for members wanting to attend major meetings run by our partners, including LendIt, Money2020, Finovate and Fintech Nexus, among others.

Our members continue to tell us that our network is making a positive difference. The results of the 2022 SME Finance Forum Member Survey show this impact in five important ways. Through participation in the Forum's activities, 68 percent of members who responded affirmed that they acquired new knowledge that was useful for their work; another 31 percent fostered new business partnerships; some 37 percent engaged in a productive dialogue with policymakers; despite the depression in markets, 9 percent made or received new investments; and 34 percent of members affirmed that they adopted new practices.

Members have mixed feelings about the coming year. While Covid-19 is receding as an issue, it has been replaced by geopolitical disruptions. Meanwhile, climate change and natural disasters have also become greater causes of concern. And on top of all that, I am writing this in the middle of nasty bank runs that might be isolated, but also might prove another source of wider instability. SMEs are resilient, as we have seen, but they and their financiers will be tested for yet another year. Regardless of what happens, the SME Finance Forum remains committed to working to expand SME access to finance.

A stylized, handwritten signature in dark blue ink that reads "Matthew Gamser".

Matthew Gamser

Chief Executive Officer, SME Finance Forum
Chief Operations Officer, International Finance Corporation

SME Finance Forum

Annual Review



ABOUT THE SME FINANCE FORUM

The SME Finance Forum works to expand access to finance for small and medium-sized businesses. The Forum operates a global membership network that brings together financial institutions, technology companies, and development finance institutions to share knowledge, spur innovation, and promote the growth of SMEs.



"The SME Finance Forum has done great work in building a global network to build partnerships between different stakeholders."

H.M. Queen Máxima of the Netherlands

Why is Small Business Finance a Big Deal?

MSMEs are at the heart of
job creation, accounting for:



9/10

of all businesses
worldwide



1/2

of global Gross
Domestic
Product (GDP)



2/3

of all jobs
worldwide

By the year 2030, **600 million** jobs will need to be created to absorb the growing global workforce.

MSMEs need financing to grow: 131 million, or 41 percent, of formal MSMEs in developing countries have unmet financing needs.

The unmet demand for credit among MSMEs is estimated to be **US\$4.5 trillion**.

Women-owned businesses account for **23 percent** of MSMEs and **32 percent** of the financing gap.

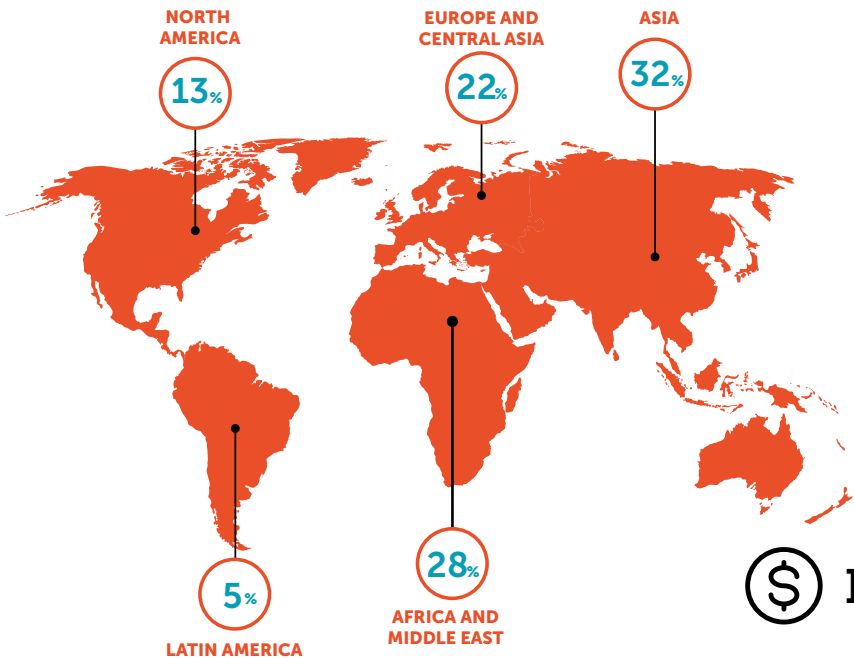
"It's more important than ever for private enterprise, governments and consumers to all come together to help support small businesses."

Doug Bland, SVP, Global Credit,
PayPal

MEMBER NETWORK

210 members operate worldwide, serving more than **23 million MSMEs**, and providing more than **US\$141 billion** in financing.

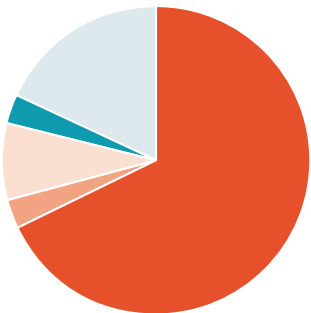
By region



"We highly appreciate your unwavering efforts for SMEs globally. It will bring ...real momentum in [to] the global economy."

Naresh Kumar Singh, Director of Internal Audit Office, Phongsavanh Bank

By asset size



By sector

67% Financial Institution

33% FinTech Company

< US\$ 1 billion	68%
US\$ 1-2 billion	3%
US\$ 2-5 billion	8%
US\$ 5-10 billion	3%
> US\$ 10 billion	18%



253 Members and Industry Partners

Members (210)

360 DigiTech
 360tf
 4G Capital
 ACBA Bank
 Access Bank
 Access Holding
 Access to Finance Rwanda
 Accion
 Acremac
 Advans
 Afreximbank
 Afriland First Bank
 AGFUND
 Al Raedah Finance
 Alpha Bank
 Amaritha
 American Express
 Ant Financial
 Apoidea
 Asante
 Awash Bank
 Bahrain Development Bank
 Banco Atlantida
 Banco Português de Fomento
 Banco Solidario
 Banhcafe
 Bank of Oromia
 Bank Saudi Fransi
 Banking Circle
 BanQu
 Baobab
 Basix Sub-K
 BBVA
 BCB
 BHD Leon
 BII
 Bitbond
 BNDES
 BNI Europa
 BPB Bank
 BRAC Bank
 BTPN
 C2FO
 CAF
 Cambodia Post Bank

CAPEM
 Cash Director
 CEDB
 CGCE
 City Bank
 Cogebanque
 Co-op Bank of Kenya
 CreditEnable
 CreditInfo
 CRIF
 Daun Penh Specialized Bank
 DBS
 Development Bank of Namibia
 Development Bank of Nigeria
 Development Bank of Rwanda
 DFC
 Digivation
 Du Xiaomen
 Ecobank
 eFactor
 eFishery
 EHDA
 EIB
 EIF
 Equity Bank
 ESAF
 Experian
 Farmerline
 Fawry
 FCMB
 FDI
 FEDECREDITO
 Feidai
 Fern Software
 FGC
 Fidelis
 FIMBank
 FINCA
 FinDev Canada
 Fintech Group
 FintechOS
 First Bank Nigeria
 FMO
 FNB
 FOGABA
 F-Road
 FSD Kenya

Funding Options
 Funding Societies
 G5 Innonet
 Ghazanfar
 Gojo & Co.
 GRAB
 HackFund
 Hattha Bank
 HPB - Zhaoxi
 HPD Lendscape
 I&M Rwanda
 ICD
 IDB Invest
 IDLC
 Inbonis
 Infini
 Intesa Sanpaolo
 Investree
 Ipoteka
 Islamic Development Bank
 ITC Geneva
 ITFC
 JD Digits
 JUMO
 Kafalah
 Karandaaz
 KGF
 KhanBank
 Khushhali Bank Limited
 Kobia
 KODIT
 Koltiva
 Kountable
 Lidya
 Linklogis
 LUCY
 Madfoeat
 Madison Finance
 Mambu
 Mastercard
 Mastercard Foundation
 Medical Credit Fund
 MEII
 Mercado Libre
 Mexedia
 MIB
 MIZA

Mutual Trust Bank
 NanoPay
 National Microfinance Bank
 NCBA
 Nomanini
 Ontology
 Opportunity Network
 Palestine Investment Bank
 PaperSoft
 Paypal
 Phongsavanh
 Polymath Ventures
 PRASAC
 Prime Bank
 Proparco
 Qatar Development Bank
 Q-Lana
 Raiffeisen Bank International
 Rakuten
 RCBC
 Retail Capital
 Rong360
 RootAnt
 Sathapana
 SecureNow
 Security Bank
 SIDBI
 Silver Lining
 SimpleCredit
 Sinapi
 Slovene Enterprise Fund
 SME Bank Cambodia
 SMERA
 Social Development Bank
 Societe Ivoirienne de Banque
 SOFIHDES
 Sopra
 Spartan
 Standard Chartered Bank
 State Bank of India

Stellar
 Strands
 SunTrust
 Talino Venture Labs
 Tam Finans
 Tamwilcom
 TEB
 Topicus
 TransCapital
 Trefi
 Triodos
 TrueMoney
 Tyme
 Tysys Capital Group
 U Gro Capital
 UBX
 Ukrgasbank
 United Commercial Bank
 Vcita
 VISA
 WeBank
 Wells Fargo
 Wing
 XacBank
 Yanal
 Ycash
 Yemen Loan Guarantee

Industry Partners (43)

ABCD (Brazil)
 ADFIMI
 Association of Development Financing
 Institutions in Asia and the Pacific
 (ADFIAP)
 Banking Association of South Africa
 (BASA)
 BFA
 CAFI
 CapitalPlus Exchange

Centre for Finance, Technology and
 Education (CFTE)
 China Village and Township Bank Forum
 DLAI
 EESPA
 EMPEA
 FCI
 FEBIS
 FELABAN
 Fintech Indonesia
 Fintech Saudi
 Global Alliance for Banking on Values
 Global Banking Alliance for Women
 Global Banking Education Standards
 Board
 Global SME Policy Network (GSPN)
 Global Steering Group for Impact
 Investment
 ICSB
 Inclusive Finance Network Luxembourg
 (InFiNe)
 INSME
 Lendit
 Making Finance Work for Africa
 MEDICI
 Microfinance Centre (MFC)
 Montreal Group
 NCFA
 REGAR
 SAFIN
 SME Banking Club
 SUGEF
 The Financial Alliance for Women
 Trade Finance Global
 Tribe
 US Chamber of Commerce
 WBAF
 We Mean Business Coalition
 Women's World Banking
 World Business Chamber

MEMBER SERVICES



Learn

Acquire New Knowledge

Webinars

Communities of Practice

Marketplace Live Sessions

Leader Dialogues

Member Portal

SME Datasets

Online Resources



Link

Forge New Business Partnerships

Annual Conference

SME Finance Virtual Marketplace

Immersion Programs

Study Visits



Lead

Engage in High-level Discussions

Connections with Policy Makers and Regulators

Connections with IFC Thought Leaders

Voice in Key Policy Bodies: G20, APEC/ ABAC, OECD and Basel Institutions

Global SME Finance Awards

"The knowledge we've gained from being a member of the SME Finance Forum, and the relationships we've developed, particularly with fintechs, have been invaluable."

Isaac Awuondo, Chairman, NCBA Group

"I'm a big believer in harnessing technology to improve performance, efficiency, compliance and reliability. It's win-win-win: better business performance, more jobs, greater inclusion, better lender performance and better capital deployment."

Patrick Reily, Co-Founder, Uplinq

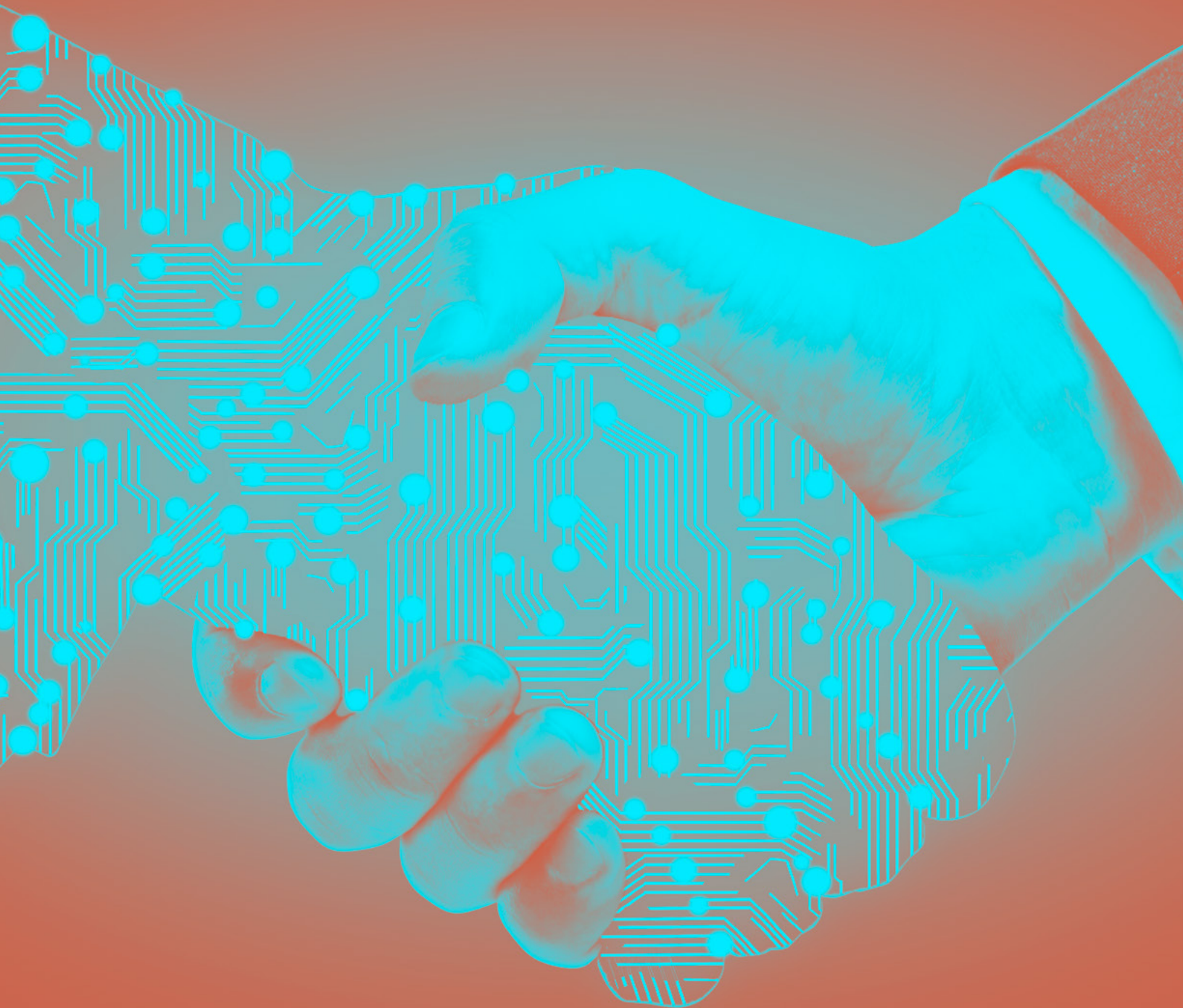
"Meeting international experts at the SME Finance Forum offers the opportunity to learn about the latest trends, best practices and most advanced technologies and solutions supporting sustainable and inclusive SME financing across all ecosystems."

Edoardo Borsari, Managing Director, Strands

The results of the 2022 Member Survey show that, through participation in the SME Finance Forum's activities, **68 percent of respondents acquired new knowledge about SME banking** that was directly relevant to their work; **31 percent formed new business partnerships**; **37 percent engaged in a productive dialogue with policymakers**; **34 percent adopted new practices**; and **9 percent made or received one or more investments** that began with participation in the SME Finance Forum.

2022:

*Digitalization for Sustainable
Growth*





Learn

Facilitating Knowledge-sharing

> Conferences

The SME Finance Forum's conferences attract industry leaders from banks and FinTech companies, as well as regulators, policymakers and development financiers. These events feature interactive panels and working groups, FinTech demonstrations, a business-to-business (B2B) marketplace, networking sessions and study visits to high-performing institutions.

Global SME Finance Forum 2022: Harnessing Digitalization for Sustainable and Inclusive SME Finance

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From September 19-21, 2022, more than 330 leaders and senior executives from 60 countries and over 180 banks, FinTech companies and regulatory agencies participated in the Global SME Finance Forum 2022, in Phnom Penh, Cambodia. More than 280 participants, mostly from member institutions, also joined the sessions virtually. The theme of the event was "Harnessing Digitalization for Sustainable and Inclusive SME Finance." Co-hosted by the National Bank of Cambodia and the SME Finance Forum, top-tier experts explored the power of digital transformation in promoting inclusive, sustainable

and responsible finance for MSMEs—the backbone of the world's economies. Technologies such as the Internet of Things, 5G bandwidth, Big Data, blockchain, AI and machine learning among others, can serve as powerful tools to build resiliency, flexibility, and sustainability of MSMEs, thereby strengthening the world's economies.

During the Global SME Finance Forum 2022, over 60 speakers shared their experiences, good practices and approaches in supporting the SME sector's finance and growth across myriad countries and regional markets. The discussion focused on how big data, AI, machine learning and other evolving and emerging digital technologies can enable financiers to serve more SMEs faster, more efficiently and with increased innovation. The sessions covered a wide range of topics, including supply chain finance, green and sustainable finance, financial inclusion, policies and regulations, technology and innovation and credit guarantee. Those interested could access the video recordings from the sessions through the Forum's Vimeo Channel. The event also served as a networking platform for the participants. In the post-event survey, 86% of the respondents affirmed that the conference was a business development opportunity for them and may lead to potential business partnerships.



**GLOBAL
SME FINANCE
FORUM 2022**



Co-hosted by
ធនាគារជាតិ នៃ កម្ពុជា
NATIONAL BANK OF CAMBODIA
Riel. Stability. Development.

PHNOM PENH, CAMBODIA 19-21 SEPTEMBER

On the first day of the global event, the SME Finance Forum organized five study tours to ACLEDA Bank, Cambodia Post Bank, Credit Bureau of Cambodia, Hattha Bank and Wing Bank. The study visits allowed participants from across the world to learn about the latest developments and innovations in the Cambodian and Southeast Asian financial sectors. Over 130 professionals attended the tours.

The flagship annual event was followed by three training sessions: GSS Bonds Executive Training, Trade Finance and Financial Integrity Training and Responsible Finance Training. The sessions are highly practical and specially designed for practitioners in the field. 178 professionals attended the three training sessions.

"To be part of the SME Forum 2022 was a transformational experience in many ways. It was interesting to learn about several SME business models around the world, in particular Asian, African and regional DFI players."

Bruno Laskowsky, Director, BNDES

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"The event was very fruitful and has given me deeper insights, in particular on the prospects of SME financing."

M.B.L Khan, Manager, SIDBI

6th International MENA Guarantee Conference 2022 - Virtual Event

May 23-24, 2022, in partnership with the Qatar Development Bank, the SME Finance Forum hosted the 6th International MENA Guarantee Conference 2022 under the theme "Credit Guarantees: A Path to Sustainable SME Recovery." The conference convened over 288 leading credit guarantee experts and practitioners, alongside SME finance specialists and industry professionals from over 140 institutions, to discuss the performance and experiences of credit guarantee agencies in addressing the financial needs of SMEs during and post the COVID-19 era, with a

"The 6th edition of International MENA guarantee conference was well organized, fruitful and enriched with much updated information. I was happy also that YLG was part of its community to transfer the Yemeni experience of this industry to others, and I would like to express my sincere appreciation to the SMEFF for its amazing organizing to this event."

Rami M. Al-Sabri, Managing Director, Yemen Loan Guarantee Program



6TH INTERNATIONAL MENA GUARANTEE CONFERENCE 2022

CREDIT GUARANTEES: A PATH TO SUSTAINABLE SME RECOVERY

23 & 24 MAY 2022

sustainable recovery approach. More specifically, individual sessions tackled digitalization, green finance, risk management and supply chain. The conference included English, French and Arabic translations.



> Webinars

Since 2015, the SME Finance Forum has organized monthly webinars for its members. This program features curated content, including industry experts from leading banks, development finance institutions and innovative FinTech companies who share their views and experiences of the SME finance field. In 2022, the webinar program attracted over 482 professionals from over 232 institutions.

- > **January 26th: Open Webinar - COVID-19 and New Cyber Risk;**
- > **February 2nd: Open Webinar - Business Support Services for Women-Led MSME;**
- > **April 13th: Open Webinar - The Future of Finance for Women SMEs;**
- > **June 22nd: Open Webinar - SME Lending & Social Impact in India;**
- > **November 23rd: Open Webinar - Bank-Fintech Partnerships to Bridge the SME Finance Gap.**

"I can't tell you how much it has meant to me, particularly as we've been going through this crisis, to be able to join these dialogues with other practitioners."

André Simon, President & CEO, FINCA Impact Finance

> Communities of Practice

Given the strong interests of and requests from members, the SME Finance Forum has launched Communities of Practice (CoP) to allow experts and practitioners from member institutions to share knowledge and good practices in their respective areas. Most importantly, members openly share challenges that they face in their own institutions and, in so doing, help one another explore the most suitable solutions based on their experiences. More than 485 professionals from 236 institutions in the industry participated in the virtual sessions.

AgriFinance

This CoP gathers a group of experts and practitioners who discuss and document recent innovations in the sector. The objective is to promote learning and sharing of good practice examples that help members improve their services to agri-SMEs. The deep-dive workshop sessions cover various aspects: green finance, alternative data, Platforms connecting farmers to inputs and markets, long-term finance, insurance solutions, cooperatives, gender, rebuilding agrifinance systems post COVID-19 and agriculture value chain finance.

- > **January 19th: Webinar on Assessing Climate Risk for Agriculture**
- > **April 20th: Climate Smart Agricultural Finance**
- > **December 14th: Partnerships with AgTech Platform: Exploring Win-Win Models.**

Women's Entrepreneurship Finance

The objective of the Women Entrepreneurship Finance CoP is to effectively share knowledge and best practices as well as tools and innovative products to facilitate increased services to women-owned SMEs (W-SMEs). To examine how best to build a sustainable CoP, the SME Finance Forum organized the first meeting in 2020. Its purpose was to discuss and agree on priority areas of focus, as well as how to best structure the CoP to serve members in building a sustainable community that can effectively share lessons learned on how to increase financial service provision to W-SMEs. Sessions included:

- › **March 23rd: Bundling Strategies towards Sustainable Growth**
- › **June 29th: Algorithmic Bias in Women-MSMEs Credit Scoring: Insights & Solutions**
- › **November 30th: Building Resilient W-MSME Portfolios – Client Acquisition and Growth Strategies**

Risk Management

The Risk Management CoP, a member-only community, aims to bring together professionals and risk management experts from member institutions of the SME Finance Forum. Together, they share knowledge, experiences and good practice examples with their peers. The scale and complexity of financial institutions and the pace of their financial transactions demand that they employ sophisticated risk management techniques and monitor rapidly changing risk exposures. At the same time, advances in information technology (IT) innovation and solutions have lowered the cost of acquiring, managing and analyzing data. This has in turn enabled considerable, ongoing advances in risk management at leading institutions. Financial institutions in emerging market countries are also increasing their focus on risk management to build more robust and sound financial systems. As such, they will be able to remedy weaknesses that exposed by the recent crisis. Sessions included:

- › **February 23rd: From Judgment to Scorecard – Key First Steps**
- › **June 8th: Alternative Data on New Customers**
- › **November 16th: Risk Management - ESG Risk Monitoring Using AI**

> Digital Resources

By December 2022, the SME Finance Forum website's library included over 5,100 digital resources, with over 2,600 publications, articles and blogs related to SME finance, among other topics. A total of 11,000 visitors have navigated the website on an average monthly basis, with 316,420 page views during the year, 75% of which were new visitors.

Our social media channels have also seen a substantial increase in usage in 2022. The SME Finance Forum's Discussion Group on LinkedIn added over 1,400 new members, reaching 16,995 connections as of December 2022. The Group gathers bankers, investors, FinTech experts and SME finance practitioners who use the channel to share knowledge and information.

The SME Finance Forum's LinkedIn Corporate Page, meanwhile, increases the organization's visibility on LinkedIn, improving brand awareness, and generating new leads, thereby spurring interest in SME finance activities. As of December 2022, there were 7200 followers, up from 4,800 followers a year ago.

Additionally, the SME Finance Forum's Twitter account generated 160k impressions and added over 200 new followers, reaching over 7,300 followers as of December 2022. The account is used as a resource to share the latest news, events, and articles with SME finance supporters, members and partners.

Finally, our electronic newsletter in 2022 had 19,139 contacts. The mailing database open rate during the year was 23% which means an increase of 6% vs. 2021.

Accelerating
Finance
for SMEs



Find a
business
partner



Become a
Member



Attend an
event



Case
Studies



Browse
our
library

> Data Sites



KNOWBEL
AWARDS

**FY22 KNOWbel
Awards Recipients**



Team Category



The SME Finance Forum Team

SME Finance Forum team quadrupled the amount of virtual knowledge sharing and networking services to meet the demand from our clients in 2021. More than 4,000 professionals from 1,000+ institutions participated in the forum's activities. Specifically, they shared knowledge by mobilizing 248 industry leaders from 173 institutions in 59 events: 19 webinars, 16 Leader Dialogues, global and regional conferences, 10 Member Spotlights, 5 Marketplace sessions, 7 Community of Practice meetings on Risk Management, Agrifinance, and Women Entrepreneurs Finance.

> IFC Knowbel Award

In March 2022, the SME Finance Forum was awarded the KNOWBel Awards as a Runner Up in the Team Category!

The KNOWbel Awards is an IFC initiative that recognizes teams and individuals within the institution for demonstrating exemplary knowledge-sharing practices that increase collaboration and impact. Of the over 200 submissions, the SME Finance Forum was recognized for its knowledge behaviors and practices in 2021, as well as the impact it has had on its members.



Jessica Elaine Alfaro



Carina Cecilia Carrasco



Mohan Chen



Marie-Sarah Chataing



Marcus Blakesley
Chenevix-Trench



Gillette Conner



Antony Costantin



Matthew Gamser



Lesly Goh



Jade Christian Hachem



Martin Holtmann



Martin Hommes



Minerva Adei Kotei



Khristyna L. Kushnir



Houn Thy



Link

Fostering Partnerships

> Contact Brokering

The SME Finance Forum provides one-on-one contact brokering services for member banks and FinTech companies. Such assistance helps them to leverage new market opportunities, form mutually beneficial partnerships and/or expand their knowledge of SME finance. According to the results of the 2022 SME Finance Forum's Annual Member Survey, 31 percent fostered new business partnerships and 9 percent made or received new investments.

"Learning, linking and leading — all three of them — I would put a check box on, and also for the quality of participants as well as the openness."

Sameer Vakil, CEO, GlobalLinker

>SME Finance Virtual Marketplace

In response to member requests for more networking opportunities, the team created the SME Finance Virtual Marketplace, an online matchmaking and networking platform. The development of this platform was made possible by the support of GlobalLinker, one of the Forum's founding members. Since its launch until December 2022, the Marketplace digital platform has added 736 users from 376 institutions. It also includes more than 155 listings of products and services for SMEs.

The marketplace sessions are scheduled monthly and feature a series of institutions who present their products/services. Following the presentations, participants can reach out directly to the presenting

- > January 12th: FINCA, REGMIFA, Lendable, Verdant Capital, IsDB, G5 Capital
- > February 16th: Asenso Finance, Fintech Group, Fyndoo, Nomanini, Rubix Data Sciences
- > March 9th: F-Road, ITC, Tugende, Zal Group
- > May 4th: 4G Capital, AccessHolding, Banking Circle, Convergence, Development Bank of Nigeria, Fintech Group, Ontology, Tsys
- > June 1st: Access Bank, Lucy, Secure Now
- > July 6th: BNDES, CGC-Egypt, Ecobank, FCMB, FirstBank, Standard Bank
- > August 3rd: Thirteenth Session – WeBank, CreditInfo Group, Demyst, AECM
- > October 5th: ClickPesa, ITFC, Gojo & Company, Maalexi, FeenPOP
- > November 9th: AIForesee, Bankograph, JUMO
- > December 7th: AuxCode, NowNow, Tiger Analytics, Uplinq

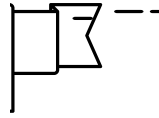


SME FINANCE
FORUM

POWERED BY
GLOBALLINKER

SME Finance
Marketplace

Promoting Partnership for SME Finance



Lead

Supporting Policy Discussions and Recognizing Best Practices

> Shaping SME Finance Policy

Bringing the Private Sector Perspective to the G20's Global Partnership for Financial Inclusion

The SME Finance Forum is an implementing partner of the Global Partnership for Financial Inclusion (GPFI). As such, it participates and actively contributes to SME finance policy discussions, along with other international organizations, such as the Alliance for Financial Inclusion (AFI), the Organization for Economic Co-operation and Development (OECD), the United Nation's International Fund for Agricultural Development (IFAD) and the United Nations Capital Development Fund (UNCDF). Policy discussions also engage regulators and regional industry associations. According to the 2022 Annual Member Survey, 37 percent of respondents engaged in a productive dialogue with policy makers.

In 2022, the SME Finance Forum continued to lead the GPFI's work on SME financial inclusion during the Indonesia G20 Presidency, as well as its transition to the India Presidency in December 2022. During this time, the Forum led the creation of a new, living database of cases of innovative examples of digital financial inclusion for MSMEs, focusing particularly on innovations that go beyond just credit to support MSME recovery and growth. The SME Finance Forum also collaborated with the We-Fi team to host a webinar on the UK model for improving the collection of gender disaggregated data, which is leading to further help adapt the UK's We-Fi Code approach to G20 and non-G20 countries.

The SME Finance Forum continues to participate in the Asia-Pacific Financial Forum (APFF), in which the twenty-one member countries of the Asia-Pacific Economic Coordination (APEC) and their private sector leaders from its Business Advisory Council (ABAC) work to improve financial market infrastructure in the region.



Overarching themes during 2022 included promoting cross border data sharing and governance and further workshops on making SMEs more sustainable through the greening of SME financing.

The Forum continued its work as a representative of the International Committee on Credit Reporting (ICCR), which this year focused on the following topics: Balancing Inclusion and Overindebtedness; the Role of Credit Reporting Systems; Global Landscape Survey of the use of Alternative Data in Credit Risk Assessment; Role of Cross-Border Credit

Information Sharing in Facilitating Financial Inclusion of Refugees; Key Principles for Effective Regulation and Supervision of Credit Reporting Service Provider; and Responsible Use of Technology in Credit Reporting.

The Forum also continued to serve on the World Economic Forum's Digital Currency Governance Consortium, which in 2022 held several regional roundtable meetings on this topic, bringing together regulators and the private sector.



> Global SME Finance Awards 2022

In 2018, the SME Finance Forum launched the Global SME Finance Awards, an annual competition recognizing financial institutions and FinTech companies for their outstanding achievements in delivering exceptional products and services to their SME clients. Endorsed by the GPFI, the Global SME Finance Awards also provide an opportunity for institutions to showcase and share their good

practices and knowledge, thereby helping the wider SME finance community to learn from their examples. At the Global SME Finance Forum in 2022, the fifth annual Global SME Finance Awards competition culminated in the announcement of the winners during the Global SME Finance Forum Award Ceremony on September 20, 2022. The jury received and examined more than 140 applications.



"We are excited to receive this Platinum Award for Product Innovation of the year. We enable end consumers in Africa to choose the most affordable financial services provided through our Marketplace of over 300 financial cooperatives."

Vincent Tumwijukye, CEO, Future Link Technologies



The full list of winners for 2021 is as follows:

Product Innovation of the Year

- 🏆 Platinum - FutureLink Technologies (FLT)
- 🏆 Gold - Receivables Exchange of India Ltd (RXIL)
- 🏆 Silver - Funding Options
- 🏆 Silver - Industrial Bank of Korea (IBK)

Responsible Digital Innovator of the Year

- 🏆 Platinum - Funding Societies | Modalku
- 🏆 Gold - Sub-K Impact Solutions Ltd
- 🏆 Silver - Medical Credit Fund

Best Financier for Women Entrepreneurs

- 🏆 Platinum - Equity Building Society
- 🏆 Gold - Access Bank Plc.
- 🏆 Silver - Cambodia Post Bank Plc.

SME Financier of the Year

Africa:

- 🏆 Silver - Equity Building Society
- 🏆 Silver - Access Bank Plc.

Asia:

- 🏆 Platinum - DBS Bank
- 🏆 Gold - Industrial Bank of Korea (IBK)
- 🏆 Silver - U GRO Capital Ltd
- 🏆 Silver - Cambodia Post Bank Plc.
- 🏆 Silver - ACLEDA Bank Plc.

Europe:

- 🏆 Silver - Banka për Biznes J.S.C. (BPB)

Latin America and the Caribbean:

- 🏆 Gold - Caja Huancayo
- 🏆 Silver - BizCapital
- 🏆 Silver - Banco Atlántida

Sustainable Bond of the Year

- 🏆 Platinum - NMB Bank Plc.
- 🏆 Gold - Symbiotics
- 🏆 Silver - Produbanco

This is a newly added category in partnership with the GB-TAP (Green Bond Technical Assistance Program) to identify institutions that demonstrate a sustained commitment to serving the SME sector in their market(s) through social, green or sustainability bonds.

Honorable Mentions

PRODUCT INNOVATION OF THE YEAR

Inbonis Rating
PT Bank Rakyat Indonesia Tbk
The City Bank Ltd
PT Amarta Mikro Fintek
India Factoring and Finance Solutions Pvt Ltd
I&M Bank (Rwanda) Plc
Shanghai Huangpu Red Star Micro-Credit Co., Ltd.
Bank of Rizhao
ICICI Bank
Equity Group Holdings Plc
Linklogis Inc.
National Cash Transfer Company
Dashu Creditech
Intesa Sanpaolo



Wing Bank (Cambodia) Plc
BRAC Bank Ltd
Nabil Bank Ltd
European Bank for Reconstruction and Development (EBRD)
JUMO
ACLEDA Bank Plc.
United Commercial Bank Ltd
360tf
MIB African Solutions Ltd
Bank of Africa BMCE Group
Société Financière Haïtienne De Développement S.A. (SOFIHDES)
Yemen Loan Guarantee Program
Islamic Corporation for the Development of the Private Sector "ICD", Islamic Development Bank "IsDB" Group

RESPONSIBLE DIGITAL INNOVATOR OF THE YEAR

JUMO
4G Capital
AB Bank Zambia
National Microfinance Bank
A. TREDs (Trade Receivable Discounting System)
Ltd- Invoicemart
YSys for Fintech & Smart Humanitarian Solutions
Korea Credit Guarantee Fund

BEST FINANCIER FOR WOMEN ENTREPRENEURS

Banco Nacional De Costa Rica
BRAC Bank Ltd
Caspian Impact Investment Private Ltd
Development Bank of Nigeria

SME FINANCIER OF THE YEAR – AFRICA

Baobab Group
Ecobank Transnational Incorporated
I&M Bank (Rwanda) Plc

SME FINANCIER OF THE YEAR – ASIA

Nabil Bank Ltd
Islami Bank Bangladesh Ltd
IDLC Finance Ltd
United Commercial Bank Ltd
The City Bank Ltd
BRAC Bank Ltd
Prime Bank Ltd
Hattha Bank Plc.

SME FINANCIER OF THE YEAR – MENA

Morocco Guarantee and Enterprise Finance Corporation (TAMWILCOM)
Kafalah SME Loan Guarantee Program

SME BANK OF THE YEAR – MENA

Kafalah SME Loan Guarantee Program



>Leader Dialogues

In 2022, the SME Finance Forum continued interviewing CEOs, senior executives of financial institutions and technology companies, as well as financial sector regulators through the initiative called "Leader Dialogues". These are a series of one-on-one interviews focusing on a wide range of issues that are critical to the development and growth of MSMEs around the world.

During the Global SME Finance Forum Conference in 2022, eleven senior executives were interviewed as part of the Leader Dialogues, sharing their insights on assorted topics:

- > Robin Bairstow, Managing Director at I&M Bank - Future of SME Finance in Rwanda after the COVID Pandemic;
- > H.E. Achille Bassilekin III, Minister of SME, Social Economy, and Handicrafts - SME Development in Cameroon;
- > Manfred Borer, CEO of Koltiva - Integration of Fintech in Agribusiness in the COVID and Post-COVID Era;
- > Ongki Wanadjati Dana, President Director & Commissioner of BTPN - Capacity Building and the Mindset-Shift in SME Finance;
- > Danang Kusuma, Head of Digital Partnership for Investree - Strategic Partnerships with Banks and Fintech Businesses;
- > Petr Polach, Head of Corporate and Sustainable

"For us as a government, the SME Finance Forum is really important because it gives us insights on what's moving the market for SME Finance."

Ambassador Hans Docter, Director for Sustainable Economic Development, Netherlands Ministry of Foreign Affairs

Finance of Raiffeisen Bank International AG – Importance of ESG and Its Applications

- > Michael Schlein, President and CEO of Accion - Importance of Digitalization in Post-COVID-19 Reconstruction;
- > H.E. Chea Serey, Director General of the National Bank of Cambodia - Women Empowerment and Women's Access to Finance in Cambodia;
- > Carrie Suen, Senior Advisor for Ant Group - Tourism Sector Growth and Digitalization after COVID-19 Pandemic in Singapore;
- > Joyce Tee, Managing Director for DBS Group Holdings - How COVID-19 Has Transformed the SME Finance Space; and
- > Aria Widyanto, Director & CRSO of Amarta - Amarta's Shift toward Fintech.

Videos of the Leader Dialogues are viewable on SME Finance Forum's [Vimeo channel](#).

Budget

The annual operating costs of the SME Finance Forum amounted to US\$2.1 million for the year 2022, distributed as follows:

SME FINANCE FORUM OPERATING COSTS (US\$)	
<ul style="list-style-type: none"> › Webinars › Immersion Visits and Study Visits › Annual Global Conference › Community of Practices › Research and Analytics 	1,100,000
<ul style="list-style-type: none"> › Databases and Websites › G20/GPFI Support 	530,000
› Consultant and Contractual Services	470,000
TOTAL	2,100,000

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The goal is to keep operating costs low, while expanding revenues from membership fees and sponsorships to cover costs.

In 2022, the SME Finance Forum generated US\$1.5 million in membership dues and sponsorships, representing around 71 percent of the SME Finance Forum's operating costs for the year.

As the SME Finance Forum strives to become financially self-sustainable, it would like to gratefully acknowledge the generous support and contribution of its donors, particularly:



Meet the Team



Matthew Gamser
CEO



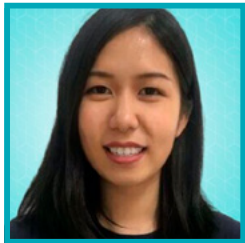
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Khristyna Kushnir
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Ming Li
Financial Sector Specialist



Hourn Thy
Head of Operations

Governing Council



Thomas DeLuca
Global POS Lending
Tribe Lead, ING



Jay Singer
SVP, Global SME
Products, Mastercard



Isaac Awuondo
Chairman, NCBA
Group



Manuela Adl
Senior Manager, Financial
Institutions Group, IFC



Magda Bianco
Co-Chairs, G20 GPFI



Anna Zelentsova



Syed Abdul Momen
DMD and Head of SME,
BRAC Bank Limited



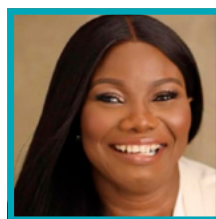
Sameer Vakil
CEO, GlobalLinker



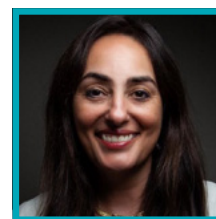
Rachel Freeman
Chief Growth
Officer, Tyme



Jesse Weinberg
Head of SME
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Ayodele Olojede
Head of Emerging
Business, Access
Bank



Nadia Sood
CEO, CreditEnable



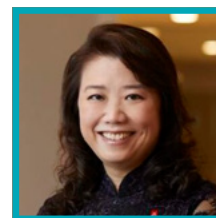
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Joyce Tee
MD, Head of Institutional
Banking Group, DBS China

SME Finance Forum's Ambassadors

East Asia and Pacific Region



Lesly Goh

Senior Advisor, former Chief Technology Officer, World Bank Group

Middle East and North Africa Region



Khalil Nasr

Vice-Chairman of Palestine Investment Bank and Chairman of Société Générale, Cyprus

South Asia Region



Sanjeev Goel

Founder and Managing Head, Global Value Creation Partners

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North America Region



Patrick Reily

Co-Founder, Uplinq

Europe Region



Alberto Sánchez Navalporto

Co-Founder and CEO, INBONIS RATING

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