



INNOVATIVE PATHWAYS
FOR EUROPEAN MICROFINANCE



10th EMN Annual Conference

25 - 26 JUNE 2013

STOCKHOLM

SWEDEN

In partnership with



With the support of



and media partnership of



Innovative Pathways for European Microfinance

The 10th EMN Annual Conference will focus on finding concrete innovative solutions to the challenges facing the microfinance industry in Europe, as regards to the market needs, organizational designs that support strategic innovation and growth as well as innovative funding instruments to suit the specific needs of MFIs.



Why innovation for Microfinance in Europe?

The EU microfinance market is of growing importance as a market segment with a potential to counter poverty and unemployment while fostering financial and social inclusion. BUT the sector does not use its full potential to meet the needs of the growing and diverse market, partly due to lack of clear market positioning, business models that allow outreach and limited availability of financial instruments that respond to the specific needs of microfinance institutions.

In 2011, the European Microfinance Institutions provided 204.080 loans to support the development of

self-employment and microenterprises, representing a total of €872 M. At the same time, the Euro zone seasonally-adjusted unemployment rate was 11.7% in October 2012. This shows that there is still a gap to be filled.

The Conference will focus on finding concrete innovative solutions to the aforementioned challenges. Therefore, a 48hr Innovation Race will be organized during the conference.

Inventing tomorrows MFI world learning from Sweden



A century ago, Sweden was among the poorest nations in Europe. It is a small country, home to just 0.14 percent of the global population. Yet today, it is a world leader in innovation. The Innovation Union Scoreboard 2012, an index published by the European Commission, ranks Sweden as one of the leading countries for innovation among EU member states. Reasons for this include a historic tradition of inventors, a commitment to gender equality, and a strong belief in the individual. Close collaboration between research

institutes and the private and public sectors is another key factor, setting the foundation for global Swedish companies like AstraZeneca, Ericsson, and Volvo. Innovation is closely linked to research and development. Sweden is one of Europe's top three spenders in this area, investing 3.6 percent of GDP in R&D in 2009. Compare this with the EU-wide target of 3% GDP investment by 2020, and it's clear that Sweden is ahead of the game.



The Innovation Race for European Microfinance will consist of four groups of around five persons each (a total of 20 participants); a back office team with appropriate experts and associated partners on and off site, and a broader back-office consisting of all participants at the Conference.

The Innovation Race facility will be set up in the same premise which houses the Conference, which is the Clarion Hotel Stockholm. This allows Conference participants to pass by and watch what's happening in the race in real time.

48-Hour Innovation race

The race will be documented with the help of a film team. The team will produce short videos during the race unveiling work spells and explaining how it all works. Some clients will be briefly interviewed. These mini-interviews will serve to launch the plenary session on the outcomes of the Race, in the morning of June 26, during the EMN Annual Conference. Videos will form different short films that will be posted online.

The Innovation Race is sponsored by VINNOVA, the Swedish Governmental Agency for Innovation Systems.

An Innovation arena for a new microfinance world!



EMN 2013 Conference is a forum for innovation and solutions. Over 300 participants are expected to attend, including EMN member organizations, Microfinance practitioners, Investors, Banks, European policy makers and other stakeholders.

Between the different activities, we want to highlight the special invitation by the City of Stockholm for the Gala Reception and Dinner that will take place in the Blue Hall from the City of Stockholm Town Hall, where traditionally is celebrated the Nobel Prize Gala Dinner.

If you want to learn more about innovation and innovative processes from experienced innovators, or participate in the innovation race, learn from successful microfinance practitioners, meet potential investors, exchange with policy makers, meet organizations with whom to partner, showcase your Microfinance organization and be up to date with the latest developments and opportunities in the Microfinance Sector in Europe, come and join us in Stockholm!

Programme

24th june

INNOVATION RACE 	9h00 - 12h30	48h Innovation Race	 ROOM C10
	12h30 - 13h30	 Lunch and networking	
	13h30 - 16h30	48h Innovation Race	 ROOM C10



9h00 - 12h30	48h Innovation Race	ROOM C10
12h30 - 13h30	Lunch and networking	
13h30 - 16h30	48h Innovation Race	ROOM C10

9h00	Presentation by NEEM	ROOM B12
9h10	Word of welcome EMN President	ROOM B12
9h20	Opening Ceremony VINNOVA	ROOM B12
9h40	Opening key note speech Maria Nowak, ADIE	ROOM B12

10h30 - 11h00 Coffee break and networking

10h30	Press Conference <small>CONDITIONAL ACCESS</small>	ROOM C58
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11h00 Interactive debates

ROOM B12

Innovative organizational business models in MF

MODERATOR
Emmanuel Moyart,
ACP/EU Microfinance

PANELISTS
Faisel Rahman, Fair Finance
Andrea Limone, Permico
Roman Weissmann, Microbank
Stelian Minoiu, UNCAR
Lipo Jokinen, Finnvera

ROOM C58

Innovative ways to raise funds and attract new investments

MODERATOR
Mayada El Zoghbi, CGAP

PANELISTS
Riccardo Aguglia, EIF
Fabio Malanchini, Impact Finance
Jürgen Hammer, Grameen Credit Agricole
Jonas Ahlén, Storebrand

12h30 - 13h30  Lunch and networking


13h30 Interactive debates

 ROOM B12

Microfinance
Back to the future...
the European microfinance
in 2033?

MODERATOR
Jan Evers, evers&jung

PANELISTS
Georgie Friederichs, Qredits
Patrick Sapy, microStart
Bogdan Merfea, PatriaCredit
Flavio Salviato, FEBEA

 ROOM C58

Innovative technology
services provision

MODERATOR
Baptiste Venet, LEDa, UMR
DIAL-Paris Dauphine

PANELISTS
Eugène Danilkis, Mambu
Yves Eonnet, Tagattitude
Yasmine Hamraoui, Babyloan
Nagy Andras, ZOFEF

15h00 - 15h30  Coffee break and networking

15h30 Research and Good Practices Awards Ceremonies  ROOM B12

 Microfinance Good Practices Award
in collaboration with
Fondazione Giordano Dell'Amore

 European Microcredit Research Award
in collaboration with
Fundación Nantik Lum


16h30 Closing of first Conference day  ROOM B12










17h30  Bus transfers to Gala Dinner from the Clarion Hotel





18h00 Standing Buffet Reception at the Stockholm City Hall

HOSTED BY
Mr. Ulf Fridebäck, Vice president of the Stockholm City Council

The City of Stockholm is pleased to host a buffet reception at the Stockholm City Hall for the participants of the 10th EMN Annual Conference. The City Hall, with its imposing facades and interior in National Romantic style, is one of the best known buildings in Sweden. It is also famous for the celebration of the annual Nobel Prize banquet.

20h00  End of Reception
Bus transfer from Stockholm City Hall to Clarion Hotel

9h00		Innovative products and services for Microfinance. Conclusions & results from the 48hr Innovation Race Kaj Mickos, Innovation Plant	 ROOM B12
10h15		Special speech Annie Lööf, Swedish Minister of Enterprises	 ROOM B12
10h45 - 11h15		Coffee break and networking	
11h15		Breakout parallel sessions	
	 ROOM C8	Microfinance initiatives supporting clients MODERATOR Maria Nowak , ADIE SPEAKERS Vincent Stulen , Qredits Patrick Sapy , microStart Flaviu Lese , RoCredit Maroun Aoun , IFS Rådgivning	 ROOM C5 Green microfinance, a European reality? MODERATOR Marion Allet , PAMIGA SPEAKERS Davide Forcella , Post-doctoral researcher at FNRS Adisa Dracic , Partner Microcredit Foundation Altin Muca , FondiBESA j.s.c.
	 ROOM B12	How to increase outreach towards specific target groups? MODERATOR Aldo Moauro , MicroFinanza Rating SPEAKERS Marie Anna Bénard , CERISE Teodora Chifor , RomCom Grégoire Heaulme , ADIE	 ROOM C10 The European Progress Microfinance Facility Reloaded: How can it work for you? MODERATOR Michael Unterberg & Mirko Bendig evers&jung SPEAKERS Andrea Maier , DG Empl/EC Western-European MFI benefiting from Progress Eastern-European MFI benefiting from Progress
	 ROOM V11	1st Meeting of Microfinance Networks in Europe ONLY BY INVITATION	

12h30	Presentation of 2014 EMN 11th Annual Conference Helena Mena, Millenium bcp	 ROOM B12
12h45	Closing key note speech Beatriz Armendáriz, University College London	 ROOM B12
13h15	Closing remarks EMN aisbl President	 ROOM B12
13h30 - 14h30	 Lunch and networking	



During both days, the attendees will have the opportunity to discuss individually with a group of experts on the implementation of the **European Code of Good Conduct for Microcredit Provision (CGC)** within their institution.

 ROOM G15

What are your experiences with the **European Progress Microfinance Facility**? Does it fit to your funding needs? If yes, did it deliver on your expectations? If not, what needs to be improved? Evers & jung invites you to participate in the process of redesigning the facility for the new EU funding period. Make your voice heard at the Progress Microfinance desk.

 ROOM G16

 Interpretation services (only English to Romanian) during the conference will be available only for the events celebrated in the Room B12

16h00  **Transfer to Field Visit: "Historical Canal Tour" by boat**

Sessions contents and objectives

Interactive Debates 1 & 2

25TH JUNE 2013 - 11H00 TO 12H30

Innovative organizational business models in MF

The Microfinance sector needs to consider alternative business and organizational models in order to achieve sustainability. The partnership with financial institutions, the relationship with public administrations or the MFI shareholding structure, are all factors that define different ways of doing microfinance in Europe. The main purpose of the debate will be to present different business models in Europe, analyzing the way these had to adapt their different structures to their particular contexts, often setting up innovative business models or new microfinance services better suited to a challenging environment.

Innovative funding sources and new investments attraction

The Microfinance sector in Europe needs to consider alternative funding sources for its further development in the near future. Are the current funding sources (public funds at national or European level, MIVs, donors, etc.) adequate for this challenge? The main objective of the debate will be to analyze the current funding alternatives available for MFIs and to discuss about the new trends in funding sources and investment attraction in the sector and how well these can fit the needs of the MFIs in Europe.

Interactive Debates 3 & 4

25TH JUNE 2013 - 14H00 TO 15H30

Back to the future... European microfinance in 2033?

How can we prepare ourselves for the social, economic and technology changes to come during the next 15 or 20 years? How can the sector take advantage of these new things to come that will have a decisive impact in our lives and in our work?... maybe we just need a bit of imagination and some doses of realism? The main purpose of this debate will be to carry out together a sort of clairvoyant exercise that, in an informal way, can take us to some realistic conclusions about how the microfinance sector will be in 20 years from now (2033), and most importantly, to check if we are ready for these changes to come.

Innovative technology services provision for MFIs

MFIs are increasingly experiencing difficulties to track their clients, develop a strong MIS and be up-to-date with technology provision. The microfinance market in Europe is developing and competition is rising. In this context, how can we best support MFIs? How can we better track clients' history? And speed-up the lending process to facilitate the work of the officers? This panel aims at raising awareness about the latest tools/services, based on technology, that exist in Europe to support practitioners. We will see what these products can deliver, how they can be best implemented and by whom, and in which contexts. Participants are invited to raise as many questions as they might have!

Breakout Parallel Sessions

26TH JUNE 2013 - 11H15 TO 12H30

Green Microfinance, a European reality?

Green microfinance (eg. energy poverty, waste treatment, etc.) initiatives are often taken in southern countries. According to a study published by WWF & VIGEO (2010), 99.9 % of the environmental impacts of financial institutions are indirect, caused through the activities they finance.

The EU and its Member States are committed to protecting the environment and to developing a sustainable, low-carbon economy with more "green" jobs. What is the role for European microfinance actors? Is there an unmet demand? The main objectives of this workshop are: to draw a panorama of on-going green microfinance initiatives in Europe; and to understand the benefits, advantages, constraints and challenges whilst implementing a green microfinance programme. A practitioner's testimonial.

How to increase outreach towards specific target groups?

The potential trade-off between sustainability and outreach is one of the key issues in recent debates on microfinance which are characterized by conflicting opinions. An important question is what the search for sustainability implies for the traditional goals of MFIs in terms of outreach to the poor. The objectives of the panel are to investigate the relationship between outreach and sustainability; to understand the principal dimensions of outreach (and how to measure it); and to inform on concrete strategies for targeting specific target groups and depressed areas.

Microfinance initiatives supporting clients

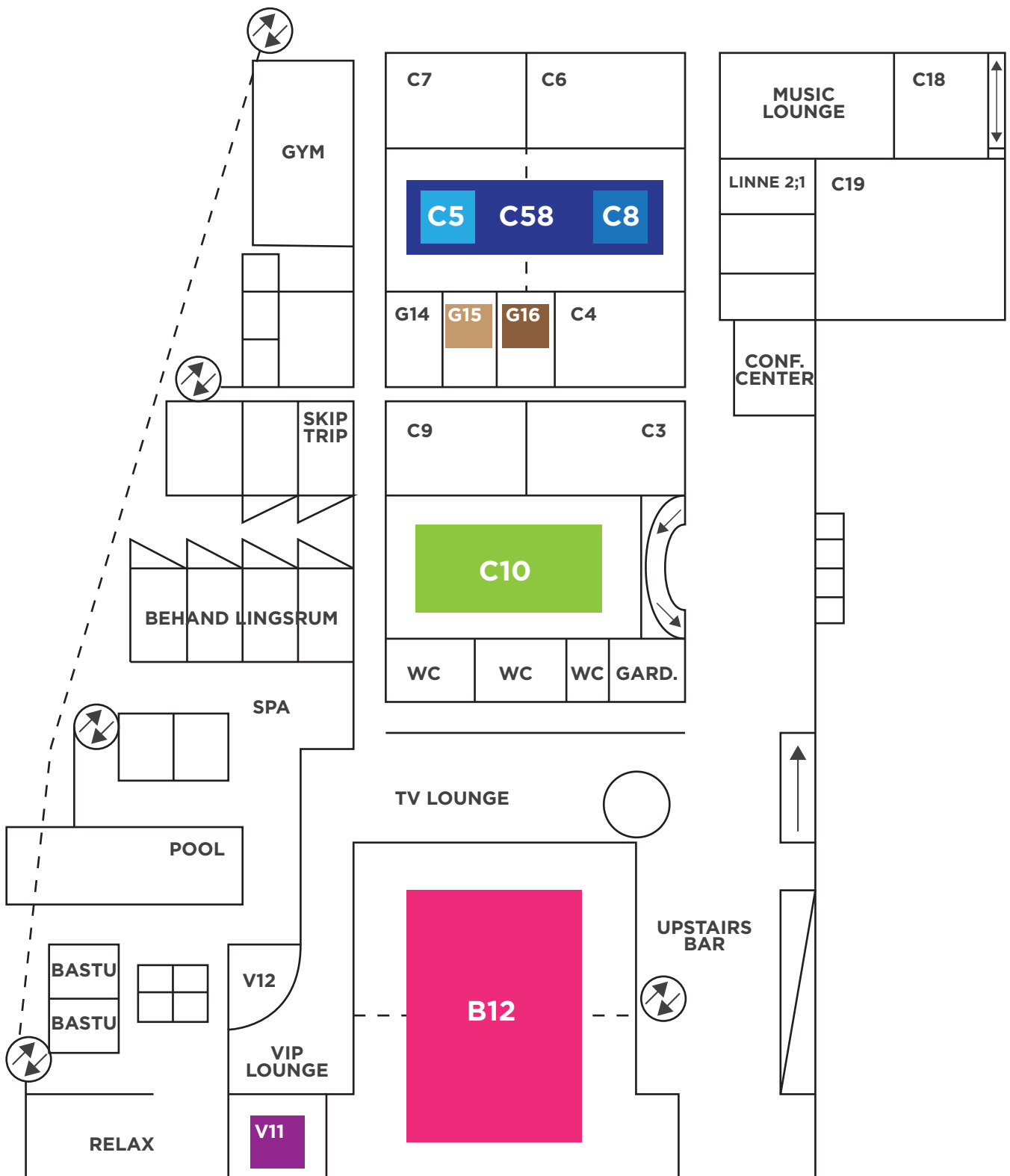
Microfinance is not only about the institutional side: it's also, and first of all, about clients. Indeed, the success of a microfinance institution depends on the success of its clients. Today's major issue in microfinance are client overindebtedness, business survival and client protection. Yet these shouldn't overshadow other crucial problems often encountered by clients and that relate to the loan application, administrative requirements, savings plans, etc. The objectives of this workshop are to discuss about loan application processes and how to ease them; to see how to provide clients with savings services and maximize budget management; to analyze which tools/services can be implemented by East- and West-European MFIs to help their clients.

The European Progress Microfinance Facility Reloaded: How can it work for you?

evers & jung is conducting a study on behalf of the European Commission, DG Employment, Social Affairs and Inclusion, to prepare the new EU facility for microfinance in Europe (under the Programme for Social Change and Innovation –PSCI). This workshop offers MFI the opportunity to share their experiences with Progress Microfinance, express their needs and hopes for the new instrument.

Map of the venue

CLARION HOTEL STOCKHOLM



Speakers



Maria Nowak

FOUNDER PRESIDENT, ADIE / CHAIRWOMAN, ADIE INTERNATIONAL

Graduated of Institut des Etudes Politiques, and postgraduated of the London School of Economics, Maria has pursued a career in Development, working for the Agence Française de Développement. As Director of Policies and Research, she transferred the Grameen Bank approach to West Africa. In 1991, she started the first microlending programmes in Central Europe while initiating a similar programme in France with the Association à l'Initiative Economique, which she founded and of which she was Chairwoman until 2011. She was co-founder and the first president of two resource centers: MFC (1996) and EMN (2003). Between 2000 and 2002, she was a Special Adviser to Laurent Fabius, Minister of Economy, Finance and Industry. She is currently Chairwoman of Adie International, board member of MicroStart and Taysir. She is also Doctor Honoris Causa of the University of Leuven, Officier de la Légion d'Honneur and Commandeur de l'Ordre du Mérite.



Kimwaga Joyce

MANAGING DIRECTOR, NEEM

Joyce is the Managing Director of NEEM (Network for Entrepreneurs from Ethnic Minorities) and project manager for a microfinance programme in Sweden. She has accumulated skills working with grassroots and international agencies such as ILO, UNICEF as a training expert in small business skills development focusing on employment creation for women. Since 2005, Joyce has managed a consultancy firm, Upendo Enterprise, which offers tailor-made learning packages and tools for developing strategies towards self-employment. As a result of her work she has developed three training manuals (one in Tanzania, where she comes from, and two in Sweden).



Stelian Minoiu

DIRECTOR, U.N.C.A.R.S.

Director of the supervision direction of the National Association of Credit Unions from Romania (U.N.C.A.R.). During all his professional experience, Stelian was mainly working on economic and financial models and their implementation via computer programming. During the last years, Stelian promoted the project of involving credit unions in microfinance, having in view their financial structure and social roll. In the past micro-credits was hidden in the credit unions portfolio as personal loans. Now, credit unions implemented micro-credit as an explicit product and this contributes at their competitive advantage.



Andrea Limone

CEO, PERMICRO

Andrea is the CEO of PerMicro, a company engaged in microcredit that operates all over Italy: PerMicro has 12 branches in 11 Italian cities, manages around 20 projects in Italy, has 32 employees and till now it has disbursed more than 1.000 microloans to people excluded from the traditional banking system. Previously Andrea was responsible for northwest Italy at the Project Office of Banca Etica, the first Italian ethical bank, he was loan officer for Mag2 Finance, an ethical finance cooperative, and researcher at Giordano Dell'Amore Foundation



Roman Weissmann Bermann

RISK DIRECTOR, MICROBANK

Roman has a Degree in Economics (Barcelona University) and also a title of the Executive Programme in London School of Economics (Decision Making and Corporate Finance and Strategy). Roman started his career in 1997 working in PriceWaterhouseCoopers, a consultancy firm, involved in risk management projects in several financial entities. He then moved to Barclays plc (Madrid and London) as head of credit risk models, and finally to Banesto (Santander Group) as global risk management division deputy director. In 2008, Roman started working for CaixaBank as risk director within the global risk management division, and since October 2012, he is risk director in Microbank (a 100% CaixaBank's subsidiary).



Ilpo Jokinen

VICE-PRESIDENT, FINNVERA

Ilpo has been working in Finnvera Plc since 2005. His main responsibilities have been developing and executing of risk management policy and structure, risk assessment methods as well as monitoring risk level of Finnvera's domestic finance. Prior to this position he has been working in several posts on the development of Finnvera's financing operations. Ilpo has a master's degree in economic sciences from the University of Tampere. He has been Finnvera's representative in several EU related SME financing projects and participated actively to co-operation with Finnvera's sister institutions and European organizations.



Emmanuel Moyart

PROGRAMME COORDINATOR, ACP/EU MICROFINANCE

Emmanuel, a former banker, has an experience of more than 15 years in microfinance. He has worked in a number of developing countries, but also in Europe, acquiring a vast experience of the many forms and shapes of financial inclusion. Emmanuel is presently the coordinator of ACP/MICROFINANCE, a programme financed by the European Commission and dedicated to extending the outreach of financial inclusion in Sub-Saharan Africa, the Caribbean and the Pacific.



Mayada El-Zoghbi

SENIOR MICROFINANCE SPECIALIST, CGAP

Mayada is a senior microfinance specialist and the manager of CGAP's Donor and Investor Team, based in Paris. With over 16 years of experience in microfinance, Mayada brings operational, management, research, and funder advisory experience to CGAP. She is also a member of the CGAP Operational Management Team and Regional Manager for the Middle East and North Africa region. She holds a master's degree in international affairs from SIPA at Columbia University and a bachelor's degree in business from the University of Minnesota



Riccardo Aguglia

SENIOR INVESTMENT MANAGER, EIF

Riccardo joined EIF as senior investment professional in the microfinance team in 2010. He is a microfinance expert with strong expertise in the field of socially oriented financing to disadvantaged groups. After years spent in Italy dealing with Government projects addressed to SMEs and self-employed people, from 2004 to 2009 he managed the Microcredit Loan Fund at Fair Finance in London. He has also long experience as a consultant, dealing with more policy related issues. Riccardo is a chartered Certified Accountant and Registered Auditor and holds an MSc in Economics and Banking from the University of Lecce, Italy.



Fabio Malanchini

MANAGING DIRECTOR, IMPACT FINANCE

Holding a Master of Science Degree from Bocconi University, Fabio worked in the Department of Economics at Bocconi University and as a consultant in the field of microfinance. He found both Microfinanza, a consulting firm specialized in microfinance and finance for development, and MicroFinanza Rating, a rating agency specialized in the microfinance sector. In 2010 he has co-funded Impact Finance Management, an asset manager specialized in impact investing. He has worked in more than 45 countries. He held the position of Executive Director at Microfinanza and MicroFinanza Rating and he is currently Managing Director of Impact Finance Management.



Jonas Ahlen

INVESTMENT MANAGER, STOREBRAND

Ahlén is an investment manager for Alternative Investments & Fund Selection with Storebrand, which is one of the largest private investors in microfinance. Storebrand has invested in micro-finance since 2006 and is now looking to expand into other sectors of developing markets. Jonas was previously a program manager for the loan and guarantee programs at SIDA (Swedish International Development Cooperation Agency). He also previously worked with international investment banks in London. Ahlén holds a BSc in Economics from Uppsala University.



Jürgen Hammer

CHIEF INVESTMENT OFFICER, GRAMEEN CREDIT AGRICOLE MICROFINANCE FOUNDATION

From 1986 to 2006, Jürgen worked in investment banking (Deutsche Bank, Banco Santander, Crédit Lyonnais) and specialised in interest-rate products in emerging countries. In 2006 he decided to take advantage of these experiences and use his expertise on markets to help develop microfinance funds (EFSE Fund in Frankfurt, JAIDA fund in Morocco). In March 2008, he joined the Grameen Crédit Agricole Microfinance Foundation as the investment policy and portfolio manager. Jürgen holds an MBA in International Business from City University of New York, as well as a Master's degree in Applied Economics from Université de Paris-Dauphine.



Dr. Jan Evers

MANAGING DIRECTOR, EVERS&JUNG

Jan is an expert analyst and researcher in retail banking and SME finance. He has 15 years of international experience and has published articles and books on start-up finance, micro-lending, SME banking and regional economic development. His clients included the EC, the German government, ILO, OECD, German cities and regions and many banks. In 2001 he founded the company evers&jung, now a leading think tank in SME finance and start up advice in Germany. In 2002, Jan was awarded a doctorate for his academic work on relationship systems of banks in SME from the University of Eichstätt. Jan's main working areas are entrepreneur solutions, the future of start-up support and digital advice. He is a founding member of the EMN and served on the Board of Directors for three years.



Patrick Sapy

MANAGING DIRECTOR, MICROSTART

Patrick is graduated from the Institute of Political Sciences and from the Universities of Paris & Strasbourg. He joined Adie, one of the main European Microfinance Institution, in 1993, as a Credit Officer. After a few years in retail banking Banques, he came back to Adie as Regional Manager in Paris (2001) where he developed 8 new branches. He became Adie's CFO and then, Director of Partnerships in 2003 until 2008. In 2010, he launched microStart, a microfinance Institution in Brussels, with the support of Adie, BNP Paribas Fortis and the EIF. microStart has two branches in Brussels and after a two years pilot period, is opening four new branches in Belgium in 2013 and 2014.



Georgie Friederichs

SENIOR POLICY ADVISOR, QREDITS

Georgie has a master degree in economics of the Free University of Amsterdam. Georgie's former functions include; Manager of Microcredits at Senter Novem (now part of the Dutch Government Agency 'Agentschap NL') where she was responsible for the creation and management of the Dutch knowledge center of microfinance and the Dutch microfinance guarantee pilot, project leader for deregulation issues (health care, consumer policies) at the Ministry of Economic Affairs, and Financial Policy Advisor at the Dutch Ministry of Finance. As Senior Policy Advisor of Qredits, Georgie is responsible for policy related issues, subsidies, European contacts (funding etc.).



Bogdan Merfea

GENERAL MANAGER, PATRIA CREDIT

Based on his extensive activity in the fields of academic education, consultancy and banking, Bogdan gained relevant experience in management. He approached innovative and entrepreneurial spirit during his entire career. Within 2001-2005, he managed the Brasov branch of Raiffeisen Bank, and as of April 2005, he was appointed to manage the development of the retail network of Raiffeisen Bank in Romania. In 2008 he became the manager of the Raiffeisen subsidiary in Kosovo. He is now appointed General Manager of Patria Credit, aiming to extend the microfinance activity in the geographic exclusion areas over the Romanian territory.



András Nagy

MANAGING DIRECTOR, ZCFEP

András Nagy (M. Sc.) was born in 1973, in Zalaegerszeg, Hungary. He graduated at the Economic Faculty of University of Pécs (company finance and marketing) and in the International Training Center for Bankers as EU expert and trainer. He led a consulting company, and from 2009, he is the Managing Director of the Zala County Foundation for Enterprise Promotion. He is also vice president of HMN. He is dealing with Business and SME support.



Baptiste Venet

ASSOCIATE PROFESSOR, PARIS DAUPHINE, DIAL

Baptiste is Associate Professor of economics in Paris-Dauphine University. He is a member of the DIAL research lab. He is also a CERMi (Centre for European Research in Microfinance) member. He works on Development finance, Microfinance and Mobile banking. He also works on migrants and aid effectiveness. He recently wrote (with F. Arestoff) a research paper in which he investigates the impacts of Orange Money M-banking services on Malagasy users' financial behavior such as savings and money transfers.



Eugene Danilkis

FOUNDER AND CEO, MAMBU

Eugene is a founder and current CEO of Mambu. Mambu aims to democratize banking by making banking technology accessible to every organization no matter how big or small. We believe ubiquitous access to financial services will enable individuals and emerging enterprises to pursue economic opportunities and sustainably improve their communities. Eugene has a bachelor in Computer Science, a master in Human Computer Interactions and has previously worked on the software controlling the Canadarm2 on the ISS.



Yasmine Hamraoui

HEAD OF MICROFINANCE DEPARTMENT, BABYLOAN.ORG

Graduated from Ecole de Commerce and from a Master in Sustainable Management, Yasmine has quickly developed a sense of international openness partly due to her education carried abroad. She has marked an interest in social and economic development issues at an early stage. She first worked for UNICEF in Italy, then for Ashoka in the field of social entrepreneurship. Since three years, Yasmine has been working for Babyloan and is now in charge of the follow-up and development of partnerships with microfinance institutions.



Yves Eonnet

CEO, TAGATTITUDE

Yves Eonnet was educated in France and in America. After a scientific undergraduate degree, he obtained a Master of Law from Paris Law school. After 20 years in Payment Industry, including 10 years in charge of innovation at Schlumberger/Gemalto, Yves is a recognized expert in electronic transactions. As CEO and co-founder of Tagattitude, Yves developed a revolutionary payment and banking platform called TagPay that is 100% cell phone centric, using patented technologies. TagPay is now installed in 20 countries and paves the way to mobile money in emerging countries.



Kaj Mickos

PROFESSOR, INNOVATION PLANT

Kaj is a Professor Emeritus in Innovation Techniques with a background as a professional inventor. He has started 15 companies and has over 30 patents. He has focused his research on how to create production systems for innovations and how to make innovation processes more time efficient, less costly and more accurate. He has developed a model and a method in how to achieve this called "The Innovation Plant model".



Annie Lööf

SWEDISH MINISTER FOR ENTERPRISE

Mrs. Annie Lööf is Swedish Minister for Enterprise and Party Leader for the Centre Party since 2011. Her areas of responsibility include business development, competition development, innovation, regional growth and entrepreneurship. Previously, she was a member of the Swedish Parliament ("Riksdag") between 2006-2011. During these years, Annie Lööf was a member of the Parliamentary Committee on Finance and of the Parliamentary Committee on the Constitution, and 1st Deputy Group Leader for the Centre Party Group in the Riksdag. Annie Lööf holds a Master's degree in Law from Lund University, Sweden.



Flaviu Lese

GENERAL MANAGER, ROCREDIT

Flaviu has an experience of over 18 years in the finance and banking systems. He obtained an administrator position for an insurance company, a leasing company and in 2007 he founded ROCREDIT IFN SA where he holds for the moment the General Manager position. His involvement in Rocredit to the operational level and administrative level has as base his desire to develop the microfinance sector and continuous growth for the clientele's access to the services offered by this sector both for Small and Micro businesses and individuals located in rural and urban areas.



Vincent Stulen

PROGRAM MANAGER, QREDITS MICROFINANCIERING

Vincent (27 years) is Project Manager at Qredits, Microfinance in the Netherlands. Vincent has a master degree in Business Administration of the Twente University. As a Project Manager of Qredits, he is involved in projects concerning IT, financial administration, reporting, screeningtools, marketing and communication. One of the main projects was the development of MicroNET. MicroNET is Qredits' main (webbased) application. Since 2011 he focused on the development of tools for business development services, like E-learning and the integration of social media.



Marion Allet

SENIOR PROGRAMME OFFICER - ENVIRONMENT & MICROFINANCE, PAMIGA

Graduated from Sciences Po and the European Microfinance Programme, Marion has developed expertise in "green microfinance", undertaking a PhD in economics and management on "Microfinance and the Environmental Bottom Line" within CERMi. She developed a tool to assess the environmental performance of MFIs (MEPI), for which she received the European Microcredit Research Award. Marion worked with PlaNet Finance on a project of access to renewable energies and energy efficiency through microfinance (Morocco, Egypt). Since February 2013, she joined PAMIGA and supports member MFIs in developing financial products to facilitate renewable energy access for rural African populations.



Altin Muca

PROF. ASS., DIRECTOR OF MARKETING, DEVELOPMENT & TRAINING, FONDI BESA J.S.C.

Prof.Ass.Dr.Altin MUÇA is an economist with 21 years of work experience, holder of an MBA degree (2000) and of a PHD (2003). Altin has a deep knowledge of Albania's microfinance sector, its development and its transformation over the years. He is Lector in International Marketing and International Business, and is co-author of the book "Marketing Management", published in 2000, and of "International Marketing" and "International Business" published in 2009. He also is author and co-authors of several articles and researches in microfinance.



Davide Forcella

POSTDOCTORAL RESEARCHER AT FNRS

Davide obtained his PhD in physics in 2008 at the International School for Advanced Studies (ISAS/SISSA) and the Master in microfinance in 2012 in the European Microfinance Programme (EMP). Davide has been working as researcher in various universities and research centres, such as the CERN in Geneva, the ENS in Paris and the ULB in Brussels. He is currently a Postdoctoral Researcher at the Fonds de la Recherche Scientifique (FNRS) in Belgium. His research in microfinance focusses on green microfinance and sustainable development. Davide has been working on the assessment and developing of green microfinance programs in Nicaragua and Cambodia. He is presently leading a research on Green Microfinance initiatives in Europe on behalf of EMN.



Adisa Dracic

HEAD OF DEVELOPMENT, PLANNING AND PREPARATION OF PROCESS, PARTNER MICROCREDIT FOUNDATION

Adisa works for Partner for almost 12 years. She gained valuable experience working with numerous international organizations, such as Oxfam UK, Danish Refugee Council, IFOR etc. Prior to her current position, she worked as Product Development Officer and Branch Manager at Partner. Besides being Project Manager for the project related to energy efficiency, Adisa is involved in other international projects: "Rural Employment Generation Activity project" and "Solar Energy as the Future of Sustainable Development", being implemented in cooperation with USAID. Adisa is also a member on Partner's Team of Trainers.



Aldo Moauro

CEO, MICROFINANZA RATING

Aldo is a founder member, current shareholder and CEO of MicroFinanza Rating. He has carried out more than 100 rating and assessment missions and has been leading the technical evolution of MFR services and assessment tools. Aldo directly supervises the activities of the Management Team, Social Rating Department and Rating Committee Unit. Before joining MicroFinanza Rating, Aldo worked for 4 years at ETIMOS, in charge of the microfinance investments portfolio. Economics graduate, he directed his professional experience towards SMEs and microfinance. He pursued his specialization at the Colorado University by attending the Boulder Microfinance Program, and at the Goethe University in Frankfurt on the Theoretical and Technical Innovations in Microfinance and Rural Finance.



Teodora Chifor

ROMCOM

Teodora is specialized in microfinance services in Europe and currently works at ROMCOM, one of the ancient Microfinance Institution in Romania and in Eastern Europe. She works in loan department directly with the clients, and on products development and loans analysis. In 2009 Teodora graduated the European Microfinance Master at Solvay Brussels School of Economics and previously she graduated Sciences Po Paris. She has special interest on targeting excluded clients in Europe (mainly Roma population and rural population). She keeps some time for non-profit and entrepreneurial projects, too.



Grégoire Heaulme

ADIE

Grégoire graduated from ESPEME Business and Management School, majoring in Finance and studied marketing and finance in Hofstra University, New York. After several years of experience in the private sector, in distribution companies, in Ireland and in France, Grégoire has worked for NGOs in developing countries: in Madagascar, in the Republic of Guinea as Financial Manager and Country Representative of ESSOR, as Program Manager in Cambodia where he launched Chamroeun Microfinance, one of the leading social MFI in the country and then as Head of Asian Programs of Entrepreneurs du Monde. Since January 2012, he is Adie's Marketing Director.



Marie Anna Bénard

PROJECT OFFICER, CERISE

Marie Anna is Project Officer at CERISE, a knowledge exchange network for microfinance practitioners. She specializes in social performance and client protection. She is in charge of developing the CERISE social audit tool, SPI, and providing assistance to its users. Before joining Cerise in 2011, she acquired several experiences in microfinance: in Bolivia, where she took part in implementing the transformation plan of a rural MFI and conducted researches on green Microfinance, and at a microfinance consulting company providing TA to an international network of MFIs. Marie Anna has a Master's degree from the University of Paris-Dauphine and is graduated from the European Microfinance Program.



Michael Unterberg

SENIOR RESEARCHER AND CONSULTANT, EVERS&JUNG

Michael is a senior researcher and consultant in microfinance, SME finance and entrepreneurship. He is a political scientist graduated from the Universities of Mainz and Hamburg. Since 2003 he was engaged, on behalf of evers & jung, in different EU-funded projects on the development of policy measures to foster microfinance in Europe. On the national level he managed different evaluation projects on national and regional microcredit programs. Recently he was in charge of conducting the EMN Overview Survey for 2010 and 2011. Michael is conducting a study on behalf of DG Employment on imperfections in the area of microfinance and options how to address them through an EU financial instrument.



Mirko Bendig

RESEARCHER AND CONSULTANT, EVERS&JUNG

Mirko Bendig is a researcher and consultant in microfinance and entrepreneurship. He graduated in international economics from the University of Göttingen. In his PhD thesis, he analyzed participation patterns in microfinancial markets in Ghana and Sri Lanka. Since 2007, he has been engaged, on behalf of evers&jung, in different EU-funded projects to analyse and foster microfinance in Europe, e.g. the Overview of the Microcredit Sector in the European Union 2010-2011. Currently, he is carrying out a study on behalf of the European Commission, DG Employment, Social Affairs and Inclusion, to prepare the new EU facility for microfinance in Europe.



Andrea Maier

DG EMPLOYMENT/EU

Andrea has been working for the EU DG Employment, Social Affairs and Inclusion for the past 4 years. Since August 2010, she has been working for the European Progress Microfinance Facility. Since 2013, she has been leader of the entrepreneurship and microfinance team in the unit for 'Youth Employment, Entrepreneurship and Sectoral Employment Challenges'. She is also responsible for the design of the financial instruments for microfinance and social entrepreneurship under the PSCI (2014-2020). Andrea holds a degree in International Cultural and Business Studies from the University of Passau (Germany), a degree in International Relations from Marc Bloch University in Strasbourg (France) and a Master's in European Political and Administrative Studies from the College of Europe in Bruges (Belgium).



Prof. Karl Dayson

CEO AND CO-FOUNDER, COMMUNITY FINANCE SOLUTIONS

Karl is the Executive Director and co-founder of Community Finance Solutions, a research unit at the University of Salford specializing in microfinance. Karl has over 10 years of research experience spanning a range of topics relating to microfinance in Europe and internationally. Together with a colleague, Karl led the drafting of the European Code of Good Conduct for Microcredit Provision and is currently involved in the piloting of the Code. He has written over 30 reports, and published over 20 journal articles and 3 books in the field of microfinance. Karl also co-edited a book on microfinance in Europe called "Handbook of Microcredit in Europe: Social Inclusion through Microenterprise Development" (2008) and he was awarded the 2008 European Microcredit Research Award for a paper on the sustainability of the UK CDFI sector.



Pal Vik

RESEARCH FELLOW, COMMUNITY FINANCE SOLUTIONS

Pål Vik is a Research Fellow at Community Finance Solutions, an independent research centre at the University of Salford that specialises in microfinance and community ownership of assets. Pal has over seven years of research and consultancy experience on covering various aspects of European microfinance. In 2008, he was awarded the 2008 European Microcredit Research Award for a paper on the sustainability of the UK CDFI sector. Together with a colleague, Pal was commissioned by the European Commission to draft a European Code of Good Conduct for Microcredit Provision. He is currently advising the Commission on the piloting and implementation of the Code. He is also conducting an external evaluation of the European Microfinance Network.



Faisal Rahman

CEO, FAIR FINANCE / EMN PRESIDENT

Faisal has a background in international development including work at the Grameen Bank and the World Bank where he focused on developing the microfinance sector. In 2000 he joined The Environment Trust, a Development Trust in East London, where he developed a peer lending microcredit program and established the East End Microcredit Consortium. He then developed the Money Matters Project, an innovative debt advice project, with three local East London Housing Associations, to help highly indebted tenants. In 2005, he integrated the two projects to create Fair Finance, a credit based social enterprise in East London set up to tackle usurious and unfair lenders preying on the poor. Faisal is a board member of the Debt on Our Doorstep Campaign and President of EMN.



Beatriz Armendáriz

SENIOR LECTURER, UNIVERSITY COLLEGE LONDON

Beatriz is a Senior Lecturer at University College London, is affiliated to Harvard University and the Centre for European Research in Microfinance (CERMi). She is a Board Member of Crédit Grameen Agricole Microfinance Foundation. Armendáriz founded the first Grameen replication in Latin America. She has written extensively on microfinance – including a study on a Belgium Microfinance Institution. With Jonathan Morduch, she co-authored the first and second edition of The Economics of Microfinance for MIT Press. And with Marc Labie, she co-edited The Handbook of Microfinance for World Scientific Publishing.



Helena Mena

MANAGING DIRECTOR, MILLENNIUM BCP

Helena Mena has been Managing Director for Millennium bcp's Microcredit Unit since 2007 and she is also Member of the Board of Millennium bcp's Foundation. She holds a degree in Business Administration (Lisbon) and received further training in Strategic Management (Lisbon). Previously, she was Managing Director of the Credit Card Business, Corporate Banking and Marketing, in Banco Pinto e Sottomayor and was also a Member of the Board of Telesotto and SE&O (private label credit cards). Following Millennium bcp's acquisition of Banco Sottomayor, she was named Managing Director of the Marketing Unit of the acquired bank. In 2005, Millennium bcp launched its Autonomous Network of Microcredit.

Microfinance awards 2013

Microfinance Good Practices Award 2013



The European Good Practices Microfinance Award run jointly by Giordano Dell'Amore Foundation and the European Microfinance Network aisbl aims at raising awareness of microfinance as tool to assist the economic initiative of excluded persons in Europe, sharing good and transferable practices in the field of microfinance, innovation and sustainability and promoting and spreading those good practices to other microfinance agencies in Europe. Three finalists have been selected. Each one will present their case studies during the conference:

- ▶ Deutsches Mikrofinanz Institut - DMI, Germany
- ▶ Savings House "Možnosti" Ltd, Macedonia
- ▶ Partner Microcredit Foundation, Bosnia and Herzegovina

European Microcredit Research Award 2013



The sixth edition of the European Microcredit Research Award is run by the Research Working Group (coordinated by Fondazione Risorsa Donna) and supported by Fundación Nantik Lum. As in previous years, the Award is endowed with €1,000 and recognizes the most outstanding research paper covering ongoing or finalized research on issues related to microfinance in the European Union and EFTA countries exclusively. Papers dealing with a subject related to one of the EMN working groups and/or presented by young researchers are especially valued in the selection process.

Based on pre-determined selection criteria (relevance, innovativeness, structure, literature used, methodology and applicability), the Selection Committee has chosen this year the following five finalist papers:



The winners will be announced during the Awards Ceremony to be celebrated in the afternoon of 25th June.

Special thanks to our sponsors

European Commission



This event is financed under the European Community program for Employment and Social Solidarity (2007-2013), which is managed by the Directorate-General for Employment, Social Affairs and Equal Opportunities of the European Commission. It was established to financially support the implementation of the objectives of the European Union in the employment and social affairs area, as set out in the Social Agenda, and thereby contribute to the achievement of the Lisbon Strategy goals in these fields.

The seven-year program targets all stakeholders who can help shape the development of appropriate and effective employment and social legislation and policies, across the EU-27, EFTA-EEA and EU candidate and pre-candidate countries.

PROGRESS mission is to strengthen the EU contribution in support of Member States' commitments and efforts to create more and better jobs and to build a more cohesive society. To that effect, PROGRESS will be instrumental in:

- providing analysis and policy advice on PROGRESS policy areas;
- monitoring and reporting on the implementation of EU legislation and policies in PROGRESS policy areas;
- promoting policy transfer, learning and support among Member States on EU objectives and priorities; and relaying the views of the stakeholders and society at large.



VINNOVA - Swedish Governmental Agency for Innovation Systems - is Sweden's innovation agency. Our mission is to promote sustainable growth by improving the conditions for innovations, as well as funding needs-driven research.

VINNOVA's vision is for Sweden to be a world-leading country in research and innovation, an attractive place in which to invest and conduct business. We promote collaborations between companies, universities, research institutes and the public sector, stimulating research, making long-term investment in research and innovation milieus, etc. VINNOVA's activities also focus on strengthening international cooperation. In order to increase our impact, we are also dedicated to interacting with other research financiers and innovation-promoting organisations.

Every year VINNOVA invests about SEK 2 billion in various initiatives. Since co-financing from actors must total at least the same amount, our funds have more than doubled. Funding decisions are made with assistance from national and international experts and there is ongoing monitoring and evaluation of all initiatives. We carry out regular impact analysis to evaluate and draw lessons from the long-term impacts of VINNOVA's efforts.

VINNOVA is a Swedish government agency working under the Ministry of Enterprise, Energy and Communications and acts as the national contact agency for the EU Framework Programme for R&D. VINNOVA was founded in January 2001 and its Director General is Ms Charlotte Brogren.

ALMI Företagspartner



Almi's vision is to create opportunities for all viable ideas and companies to be developed. With our advisory service, loans, venture capital and incubation, we have customers in all commercial phases, from ideas to successful companies. This includes ideas with potential for growth in the early stages as well as existing companies that are investing in growth and expansion. Almi is owned by the government and regional public owners, and is near to its customers in 40 locations around the country. Almi are organised into four business areas: Advisory service, Loans, Venture capital and Incubation.

European Investment Fund (EIF)



The EIF is Europe's leading developer of risk financing for entrepreneurship and innovation. Its central mission is to support Europe's SMEs by helping them to access finance. The EIF designs and develops venture and growth capital and guarantees instruments which specifically target this market segment. EIF fosters EU objectives in support of innovation, regional development, entrepreneurship, growth, and employment.

City Of Stockholm

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**Stockholms
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The City of Stockholm is pleased to host a buffet reception at the Stockholm City Hall for the participants of the 10th EMN Annual Conference. The City Hall, with its imposing facades and interior in National Romantic style, is one of the best known buildings in Sweden. It is famous not least for the annual Nobel Prize banquet



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