INTERNATIONAL INVESTORS FORUM FOR FINANCIAL SERVICE PROVIDERS IN GHANA & NIGERIA

THEME: LEVERAGING PARTNERSHIP TO BUILD A STRONG FINANCIAL SECTOR IN GHANA & NIGERIA

ACCRA GHANA
MARCH 09TH - 10TH 2020

LAGOS NIGERIA
MARCH 12TH - 13TH 2020

Financial Inclusion Advocacy Centre. The Waterman House
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Background

The Case for Investment Fora in Ghana & Nigeria

The world over, it has been observed that as microfinance institutions grow and begin to achieve huge scale in terms of outreach of loans to low income segments of the society, challenges related to how to secure financing in the amounts needed and under acceptable terms become more apparent. Needed are also ancillary services like rating agencies, training opportunities, social investor etc.

An investment forum under such circumstances is a viable platform where all related institutions converge and explore what is feasible and what could be improved and rolled out. This resonates well as Ghana & Nigeria are on a growth trajectory; taking the economy and microfinance to the next level especially at this period where the United Nations (UN) has initiated the Strategic Development Goals (SDGs) under which the pillar one is there would be no poverty in the world by 2030 and pillar 1.3 emphasizes on Financial Inclusion as a pathway for every nation to achieve the pillar one of the SDGs.ermm

Drive and Objectives for the International Investors Forum

The overall drive for this International Investor’s Fora is to:

- Bring together International Investors, Regulators, Policy Makers Development Partners and Operators in Ghana and Nigeria
- Discuss investment opportunities and instruments available to Financial Service Providers serving bottom of the economic pyramid clients
- Expose the various means of accessing funding from investors
- Match operators and investors

Expected participants

Key stakeholders within the inclusive finance sector will be participating in this event. The stakeholders will include:

- Regulators
- Policy Makers
- Microfinance Banks
- Microfinance Institutions
- Financial NGOs
- Rural & Community Banks
- Savings & Loans Companies
- Investors
- Development Partners
- Insurance Companies
- FinTech Companies
- Credit Bureaus, Sponsors, etc
- Pension Funds
- Rating Agencies
Expected Outcomes

The International Investment Fora will translate into benefits to all parties involved. Below are the few salient benefits for Financial Service Providers and Investors:

**For Financial Service Providers:**
- Improve exposure to numerous investors, domestic as well as international
- Learn about microfinance investors, dedicated investment funds and investment instruments
- Learn about a variety of investment instruments available for them
- Negotiate with potential investors about their funding needs
- Learn about specific investor interests and broaden their understanding of financing instruments.

**For Investors**
- Understand the Ghana & Nigeria microfinance landscapes e.g. regulatory, Policy, etc.
- Get a detailed picture of Ghana & Nigeria MFI funding requirements and possible matches and a glimpse of what the countries in West Africa can offer
- Reduce prospecting costs by providing a one stop network platform with all financial service providers in Ghana & Nigeria and produce a stepping stone for entry into the West African Sub-Region
- Increase their exposure for funding in a fast-growing microfinance sector in Ghana & Nigeria with potential of offering huge commercial returns above other investments in the region

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Delegate Fee of $250 per person

**SPONSORSHIPS**

Platinum, Gold, Silver

**Silver Sponsor Opportunity**
- US $2,000

- Two free corporate registrations
- Recognition in the conference programs
- One quarter page advertisement in conference program
- Permanent recognition in specific conference proceedings
- Recognition of the firms representatives at the conferences, with the opportunity to meet and interact with internationally recognized figures in the Information Systems field
- A private reception at the conference exclusively for sponsors and members of the conference committee

**Gold Sponsor Opportunity**
- US $3,000

- All of the above
- Two additional corporate registrations for the conference
- One half page advertisement in specific conference program
- Ability to sponsor additional "a la carte" conference items such as workshops, receptions, attendee gifts,
- Access to secured rooms for hands on workshops with attendees
- Logo presence on conference papers

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Platinum Sponsor Opportunity  US $ 5,000

- All of the above
- One special demonstration display area
- One full-page advertisement in the conference program
- Permanent recognition in conference proceedings
- Prominent recognition in the conference programs (front/back covers)
- Ability to distribute information in attendee registration packets
- Access to a vendor track within the program
- Speaker time pre/post conference with no competing program
- Facility space that may be setup for labs/hands on workshops pre/post program
- Ability to submit articles of interest in the pre-conference e-mail to attendees
- Sponsor webpage on conference website, content to be delivered by sponsor to specific conference webmaster once approved by conference committee

Organisations that are interested in sponsoring this event should contact
godfrey@financialinclusionadvocacy.org

Speakers/Presentation
Researchers, Government representatives, practitioners etc. that are also willing to participate should contact godfrey@financialinclusionadvocacy.org

Godfrey Lord C
Godfrey Lord Crentsil
Executive Director
Financial inclusion Advocacy Centre

Ademola Tosoye
Executive Director
The Microfinance Association

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