

THE FINANCIAL INCLUSION ADVOCACY CENTRE

“Centre For Microfinance Excellence”

“Widening Microfinance & Financial Inclusion for the
Missing Middle: Small & Medium Enterprises (SMEs)”

April 25-29th, 2016

London, UK



UK OFFICE

Waterman House.
1 Lord Street
Gravesend
Kent.
UK
DA12 1AW

Tel: +44-(0)1474-330-730
Fax: +44-(0)1474-321-423
Email: info@financialinclusionadvocacy.org

AFRICA OFFICE

Office Location: House No 26, 9th Avenue. Ata Street.
Tesano. Accra. Ghana.
Post Box KN 6059.
Kanrshie.
Accra,
Ghana

Tel: +233 (0) 307 037878
Email: info@financialinclusionadvocacy.org

Course Objective:

This course is designed to enable participants to be effectively equipped with knowledge and skills to be able deal SME financing. This one week training course is for microfinance managers and operators, regulatory bodies, investors, supporters, donors, legal advisors, board members and commentators on, financial inclusion and the institutions, which provide these services.

Advent of Microfinance & Financial Inclusion

Prior to the advent of Microfinance Initiatives, well over half the Global Population was excluded from access to Formal Financial Services. This session takes a historical perspective and examines the various approaches taken by commercial banks, NGOs, credit unions, governments and microfinance institutions. It will define the concept of microfinance and financial inclusion, the paradigm shift and the evolution to sustainable entities and social enterprises.

Defining MSME especially by reference to Low Income 'Informal' Businesses.

In order to retain clients the Microfinance Initiatives began to expand the product range and services. This session seeks to understand the products, the country specific definitions and aspects relating to the lower end SME Product. Commercial Banks deal with short/medium/long term finance whereas MFIs primarily deal with short-term finance. How could the latter adapt to extend the short-term finance by reference to variety of products?

Entrepreneurs and Enterprises.

Characteristic of entrepreneurs as regards to skills, operations, decision-making, management; competition and other players in the market. The session also explores varied types of enterprises and their need of funds for growth.

Business Knowledge. Understanding variety of levels

Retailers, distributors, producers, wholesalers, dealers, manufacturers, dot.com platforms, E-commerce; autonomous enterprises; partner enterprises; linked enterprises. Varied types of ownership apply to businesses and each has specific attributes. The session will highlight and consider the legalities relating to each type and discuss manner in which the SME product could be tailored to the variety of ownerships.

Understanding Financial Statements.

Micro-enterprises and microfinance institutions deal with specific financial statements. In non-accounting and simple language, this session will enhance understanding of profit/loss accounts and balance sheets, and explore ways to read and construct simplistic financial statements.

Analysing Financial Statements

By reference to financial statement and other reports, this session will teach you how to evaluate and measure the overall financial performance and Key Performance Indicators of enterprises.



Examples of Enterprises/Entities and Analysis

Based on financial statements this session will examine the manner in which the accounts, cash flows and Business Plans should be considered.

Commercial Bank Approach to SME

What are the typical terms and conditions applied by Commercial Banks for SMEs: collateral, valuation, registration, experience, charges, credit scoring etc.

Approach when there are inadequate accounts

. Often the past accounts are inadequate or do not justify the loan proposal by the growing business owner/s. What ought to be the approach: decline? Or require further evaluation? Any Practical Assessment/s of such proposals?

Intermediate Way Forward

In the past 40 years, microfinance institutions have evolved significantly. What are the key challenges for them to achieve greater financial inclusion for SME needs? What are the opportunities and possible ways forward? The session will debate and discuss the most plausible scenarios for a better future.

Fees & Expenses

- The tuition fee for this course is \$2500.00 per delegate inclusive of accommodation with Satellite, Internet Connectivity, Feeding, Course Material and Airport pick-up, Certificate of Participation and Networking Opportunities.
- To attend, full payment need to be received by 15th April 2016.
- Book early in order not to be disappointed.

Tourist Attraction

- One day Corporate Visit to 3 of the biggest Microfinance Investment Vehicles

Registration Deadline

- 15th April, 2016
- Email: info@financialinclusionadvocacy.org

Cancellation Policy

You may make a substitution, without charge, at any time before the start of the course but all cancellations must be confirmed in writing. Cancellations received more than four weeks prior to the start of the course are not subject to any penalty. Cancellation received after that time incurs the following penalties: two to four weeks 50% of the course fee; less than two weeks 100% of the course fee. If written notification is not received and you do not attend, the full course fee will be retained as a cancellation charge.

Course Assignments

- One Group report & presentation
- One individual essay

Course Tutor



Mr Sadrudin Akbarali
FCA; CTA

- Formerly Senior Programme Manager for Aga Khan Agency for Microfinance with over 30 years' experience in developing, supervising and advising enterprise development, microfinance and other financial institutions

Venue

- London. UK