

# THE FINANCIAL INCLUSION ADVOCACY CENTRE

*“Pacesetters in Microfinance Trainings”*

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

A 5 - Day interactive course to understand SME Financing

February 26th- March 2nd, 2018

Mumbai, India



### 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](mailto: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](mailto:info@financialinclusionadvocacy.org)

The Financial Inclusion Advocacy Centre is an international action-oriented microfinance think-tank geared toward an exhaustive financial inclusion.

The Financial Inclusion Advocacy Centre's mission is to build the institutional strength and outreach of the microfinance sector, by providing a full range of high-quality, best-practice technical inputs and support to all industry stakeholders, in a sustainable and demand-driven manner. As an independent support centre, FIAC is committed to promoting innovations, transparency, and improved outreach to the poor and ever-improving performance in the microfinance industry the world over.

### Course Objective:

This course is designed to enable participants to be effectively equipped with knowledge and skills to be able to deal with 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.

### Target Audience

Microfinance and Microcredit Practitioners, Regulatory Officers, Potential Social Investors, Senior Managers in MFIs, Senior Managers in NGO's, Senior Managers in Socially Responsible Investment Firms, Independent Practitioners, Consulting Firms, Central Bank Officials, Donor Agencies, Change Management Consulting Organizations, Private Equity Firms, Academicians

### Fees & Expenses

- The tuition fee for this course is \$1500.00 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 the 9th of February, 2018.
- Book early in order not to be disappointed.

## Course Tutors



**Mr. Godfrey Lord Crentsil MSC;  
MPM; BA; DipEd**

- Microfinance expert with over 15 years' experience in microfinance development and supervision. Trained in most African and European countries as well as the MENA region.



**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

Mumbai, India

### Registration

Please fill the attached registration form and send to [info@financialinclusionadvocacy.org](mailto:info@financialinclusionadvocacy.org)

### Deadlines

- All registration forms should be submitted by the 9th of February, 2018, late applications will be considered subject to availability.

### 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.

# THE FINANCIAL INCLUSION ADVOCACY CENTRE

## Registration Form

“WIDENING MICROFINANCE FOR THE MISSING MIDDLE: SMALL &  
MEDIUM ENTERPRISES (SMES)”

**February 26th- March 2nd,2018**  
**Mumbai, India**

TITLE:	
FIRST NAME:	
LAST NAME:	
ORGANISATION:	
ADDRESS:	
TELEPHONE	
EMAIL ADDRESS:	
ACADEMIC QUALIFICATION	
EMPLOYMENT STATUS FOR THE LAST FIVE YEARS	
CAREER OBJECTIVE AFTER COMPLETION OF COURSE	
DATE OF ARRIVAL	
PAYMENT MUST BE MADE BY BANK TRANSFERS. BANK DETAILS ARE PROVIDED AFTER SUCCESSFUL REGISTRATION AND INVOICE ISSUED	