

**Workshop on “SMEs Financing in the Asia-Pacific Region:
Crisis and Countermeasures”**

(June 8-12, 2009, Shanghai)

Co-sponsored by:

Ministry of Finance, P.R. China
Department of the Treasury, Australia
Ministry of Finance, Indonesia
Trade and Industry Department, Hong Kong, China

Co-organized by:

Asia-Pacific Finance and Development Center
Asian Development Bank

Concept Note

1. Background

As a driving force for innovation, employment and economic development, small and medium-sized enterprises (SMEs) play a very important role in a country's economy. SMEs' access to finance, however, is rather limited. Financing has been a problem that troubles SMEs for a long time, which restrains them from sustainable development in the long run. On the one hand, financing through equity and debt are often attached with many strings; on the other, the traditional financing access and patterns can not provide adequate funds to support the SMEs. As a result, it is a common challenge for all the governments and financial institutions to address the issues of how to provide sufficient financing support, expand access to finance, innovate financing pattern, and promote sustainable development for SMEs.

The current global economic crisis has resulted in capital depletion, risk aversion and credit contraction. As the financial market cannot function properly as a source of financing and the credit crisis continues to push up the financing cost, enterprises now are left with virtually little access to finance, which would severely undermine their survival as well as development. In the case of SMEs, the situation might be even worse. A great number of SMEs would be forced to go bankrupt due to lack of finance. Against this backdrop, SMEs financing, a pressing issue for all nations, especially for the developing economies in the Asia-Pacific region, needs to be addressed by joint efforts of the governments, financial institutions and enterprises to enhance innovation in financial systems, products and services, and to improve the sustainable development of SMEs.

2. Objective(s)

The main objective of the workshop is to help the audience to: 1) understand the new trends and key challenges of SME financing in the Asia-Pacific region, especially in the developing economies under the current situation of global financial crisis; 2) define the role of government in SME financing amid the crisis; 3) understand the Institutional Innovation of financial institutions and the innovations in terms of financial products and services to promote SME financing; 4) understand the trade financing and equity financing for SMEs in face of the financial crisis; and 5) explore possible solutions (especially from policy perspectives) of promoting SME financing in the region amid the crisis through sharing successful international experiences.

3. Target Audience

The main audience of this workshop includes government officials from finance ministries, central banks, banking and financial sector regulation/supervision agencies, SME agencies; private sector representatives from commercial banks, SME financial institutions such as private funds, SME boards, credit cooperatives, and VC firms, etc.; and policy researchers interested in SME financing in the Asia-Pacific region.

4. Time and Venue

June 8-12, 2009.

Shanghai: Asia-Pacific Finance and Development Center facilities.

Address: No.200, Panlong Road, Qingpu District, Shanghai 201702, China;

Tel: (86-21) 6976 8000 Fax: (86-21) 6976 8233

6. Structure and Design

The workshop consists of 12 sessions:

- Session 1: SMEs Financing in the Asia-Pacific Region amid the Financial Crisis: Status, Challenges and Trends
- Session 2: Panel Discussion: Challenges facing SMEs Financing amid the Crisis
- Session 3: Government's Role in SMEs Financing amid the Crisis
- Session 4: Equity Financing for SMEs in Face of the Financial Crisis
- Session 5: Financial Products and Services Innovation in SMEs Financing
- Session 6&7: Trade Financing for SMEs in Face of the Financial Crisis
- Session 8: Latest Measures taken by Chinese Government to Promote SMEs Financing
- Session 9-10: The Cases of APEC Economies
- Session 11: Group Discussion and Report--How to Promote SMEs Financing in the Asia-Pacific Region amid the Financial Crisis

To ensure an active dialogues and participation by all participants, the sessions will include formal presentations, questions and answers, as well as group and panel discussions.

7. Agenda (next page)

Workshop on “SMEs Financing in the Asia-Pacific Region: Crisis and Countermeasures”

(June 8-12, 2009, Shanghai National Accounting Institute)

(Video conferencing through GDLN with
Tokyo, Hanoi, Ho Chi Minh City, Colombo and Manila)

U-shaped Room IV, 3rd floor, Lecture Building III, SNAI

Day 1 (June 8)	
8:30-9:00	Registration
9:00-9:20	Opening Session: Opening remarks: <ul style="list-style-type: none"> - Peng Runzhong, Senior Economist, Asia-Pacific Finance and Development Center - Ying Qian, Principal Economist (Financial Sector), East Asia Department, Asian Development Bank
	Session 1: SMEs Financing in the Asia-Pacific Region amid the Financial Crisis: Status, Challenges and Trends Chair: Peng Runzhong
9:20-10:20	Presentation: Chris Hall, SME Network Leader, PECC
10:20-10:40	Q&A
10:40-11:00	Coffee break
	Session 2: Panel Discussion: Challenges facing SMEs Financing amid the Crisis Chair: Chris Hall
11:00-12:00	Discussants: <ul style="list-style-type: none"> - Ying Qian, Principal Economist (Financial Sector), East Asia Department, Asian Development Bank - Joseph Wong, Chairman of Hong Kong SME Forum
12:00-13:30	Buffet Lunch (2 nd floor, Dining Hall III)
	Session 3: Government’s Role in SMEs Financing amid the Crisis Chair: Peng Runzhong
14:00-15:00	Presentations: <ul style="list-style-type: none"> - Ying Qian, Principal Economist (Financial Sector), East Asia Department,

	Asian Development Bank
15:00-15:20	Q&A
15:20-15:40	Coffee break
	Session 4: Equity Financing for SMEs in Face of the Financial Crisis
	Chair: Ying Qian
15:40-16:40	Presentation: Chris Hall, SME Network Leader, PECC
16:40-17:00	Q&A
17:00-19:00	Buffet Dinner (2 nd floor, Dining Hall II)

Day 2 (June 9)	
	Session 5: Financial Products and Services Innovation in SMEs Financing
	Chair: Chris Hall
9:00-10:00	Presentation: Tim Alexander, Head of Small and Emerging Business, National Australia Bank
10:00-10:20	Q&A
10:20-10:40	Coffee break
	Session 6: Trade Financing for SMEs in Face of the Financial Crisis (1)
	Chair: Chris Hall
10:40-11:40	Presentation: LIN Zhihong, CEO, Trade Financing Department, China Minsheng Bank
11:40-12:00	Q&A
12:00-13:30	Buffet Lunch (2 nd floor, Dining Hall III)
	Session 7: Trade Financing for SMEs in Face of the Financial Crisis (2)
	Chair: Peng Runzhong
14:00-14:40	Presentations: <u>Trade Financing for SMEs</u> - Kelvin Au, Head of Business Banking, Commercial Banking, HSBC Bank

14:40-15:20	(China) Company Limited <u>Experience Sharing: Role of Government Export Credit Agency (ECA) in Facilitating Trade Finance for SMEs</u> - Amy Wai, Deputy General Manager of Hong Kong Export Credit Insurance Corporation
15:20-15:40	Q&A
15:40-16:00	Coffee break
	Session 8: Latest Measures taken by Chinese Government to Promote SMEs Financing
	Chair: Peng Runzhong
16:00-17:00	Presentation: Senior official, China Banking Regulatory Commission
17:00-17:20	Q&A
17:20-19:00	Buffet Dinner (2 nd floor, Dining Hall II)

Day 3 (June 10)	
	Session 9: SMEs Financing amid the Financial Crisis
	Chair: Chris Hall
	Presentations:
9:00-10:00	<u>The Case of Thailand</u> - Pipit Aneaknithi, First Senior Vice President, Kasikorn Bank
10:00-10:30	<u>The Case of Japan</u> - Noriyuki Takahashi, Professor, Musashi University (through video conference system from Tokyo)
10:30-10:40	Q&A
10:40-10:50	Coffee break
10:50-11:50	<u>The Case of Indonesia</u> - Khairil Anwar, Head of MSMEs Development Bureau, Bank of Indonesia
11:50-12:00	Q&A
12:00-13:30	Buffet Lunch s(2 nd floor, Dining Hall II)

	<p>Session 10: SMEs Financing amid the Financial Crisis: The Case of China</p> <p>Chair: Peng Runzhong</p> <p>Presentations:</p>
14:00-14:30	- Ma Hong, Deputy Director-General, Shanghai Municipal Office of Finance Service
14:30-15:00	- Chen Chunxiang, Vice President, China Zheshang Bank
15:00-15:20	Q&A
15:20-15:40	Coffee break
	<p>Session 11: Group Discussion and Report--How to Promote SMEs Financing in the Asia-Pacific Region amid the Financial Crisis</p> <p>Chair: Peng Runzhong</p>
15:40-16:40	Group Discussion
16:40-17:20	Report back
17:20-17:30	Closing
17:30-19:00	Buffet Dinner (2 nd floor, Dining Hall II)

Day 4 (June 11)

9:00-18:00	Field trip
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Day 5 (June 12)

9:00-18:00	Field trip
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