

Side Event at UNCTAD XI

Trade Related E-finance for SMEs

16 June 2004 14h00-18h00, Room E

Programme

14.00 – 15.30 Session 1: “Trade related e-finance for SMEs: current state and possible solutions

The session will review global and regional trade related e-finance and e-payments services that various financial service providers propose to trading enterprises. It will also discuss possibilities for risk sharing arrangements between different groups of trade financiers and enterprises.

The main issues for discussion include:

- The challenge of building standardized and interoperable e-credit information databases in and for developing and transition economies
- Combining existing e-credit rating solutions with collaborative risk sharing arrangements to improve SMEs access to e-trade finance
- Introduction of online card based or other e-payment solutions for e-trade finance
- Emerging e-finance solutions and their prospects with a focus on SMEs needs
- Modern e-credit information, e-credit rating, e-trade finance techniques and possibilities for risk sharing solutions for SME

Participants:

- **Jérôme Cazes**, Managing Director, Coface, France
- **Mr. Alistair Duncan**, Senior Vice President, Visa International, USA
- **Ms. Graciela Arguelles** VP Latin America, Dun & Bradstreet, USA
- **Mr. John Hutchison**, Senior Associate, International Financial Consulting, Canada
- **Mr. Rouben Indjikian**, Head of E-Finance, E-Commerce Branch, UNCTAD

15.30 – 16.30 Session 2: “Trade related e-finance for SMEs in developing countries”

This session will be discussing the issues of introducing e-finance culture within developing countries and the experiences of enterprises’ access to e-banking, e-trade finance, card based payments etc.

The main issues for discussion include:

- Developing e-finance culture for enterprises facilitating their switch to card or other online based payments, and other instruments;
- The access of developing SMEs to local e-banking;

- Experiences of accessing e-trade finance through e-credit information and e-credit rating

Participants:

- **Mr. Francisco Rodriguez Castro**, President, Economic Development Bank, Puerto Rico
- **Mr. Marcelo Deschamps D’Alvarenga**, Head of Department, Central Bank, Brazil
- **Mauricio Borges Lemos**, Director, National Bank for Economic and Social Development (BNDES), Brazil
- **Laércio Oliveira Pinto and Roberto Bedrikow**, Serasa, Brazil
- **Mr. Guilherme Falcão**, Banco Itaú Brazil
- **Mr. Bruno Masier**, President World Trade Point Federation, Switzerland

16.45 – 17.45 Session 3: “Road ahead: a possibility for an e-finance partnership”

Interactive open discussion with participation of key discussants and other representatives of private sector, public agencies, international organization and NGOs on possibilities of a partnership focusing on trade related finance and e-finance for SMEs in developing and transition economies

The main issues for discussion will include:

- Considering proposals to create a working group with a view to set up a public- private partnership
- Considering draft plan of activities for the working group and proposal(s) for a private-public partnership to improve SMEs access to trade finance and e-finance through the use of various e-business based models

Moderator: **Mr. Rouben Indjikian**, Head of E-Finance, E-Commerce Branch
UNCTAD

17.45 – 18.00 Conclusion: “Adoption of a blueprint for future activities”

The session will be closing with the adoption of a blueprint for future activities