



CAFRAL
CENTRE FOR ADVANCED
FINANCIAL RESEARCH AND LEARNING
Promoted by Reserve Bank of India



Venue: Crystal Room, The Taj Mahal Palace,
Mumbai 400 001 (phone: +91 22 66653366)

Date: March 16, 2015

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Partner Bombay Chamber of Commerce and Industry

TIME

AGENDA

8:30 AM – 9:30 AM

Breakfast and Registration

9:30 AM – 10:45 AM

Presentations 1

Building an Effective MSME Financing Platform: What Works and How

--- Break ---

11:00 AM – 12:15 PM

Presentations 2

Non-Credit Interventions and Credit Quality

12:15 PM – 2:15 PM

Lunch and Small Group Breakouts

--- Break ---

2:30 PM – 3:45 PM

Panel Discussion on the Indian MSME Sector

--- Break ---

4:00 PM – 4:50 PM

Keynote Speech and Q & A with Dr. Raghuram Rajan

4:50 PM – 5:00 PM

Closing Remarks and Vote of Thanks

5:00 PM – 6:00 PM

High Tea

MORNING SESSION

Opening Remarks

Shri G. Gopalakrishna, Director CAFRAL

Presentations – 1, 9:30 AM – 10:45 AM

Building Effective MSME Financing Platforms: What Works and How

Chair: Professor Krishnamurthy Subramanian, ISB

V. Vaidyanathan, Capital First

Building an Automated Credit Platform for SME Lending: Indian Perspective

Manju Puri, Duke University

Soft Information and Relationships in Credit Decisions

Antoinette Schoar, MIT

Modern Behavioral Economics and Effective Credit Practices

Presentations – 2, 11:00 AM – 12:15 PM

Non-Credit Interventions and Credit Quality

Chair: Professor Rajkamal Iyer, MIT

Shawn Cole, Harvard University

On the Value of Mobile Phone Based Advice

Manish Sabharwal, CEO, Team Lease, India

Building Human Capital in Young Firms: Indian Perspective

Chris Woodruff, University of Warwick, UK

What Types of Interventions are Effective in Promoting SME Growth?

AFTERNOON SESSION

12:15 PM – 1:15 PM Lunch

1:15 PM - 2:15 PM Small Group Breakouts

Financial institution participants will be organized into small groups that pair practitioners with researchers for informal networking and discussions. The focus will be on challenges faced by practitioners. Each small group will generate a rubric of solutions that can be developed for subsequent testing, evaluation, and implementation in the field.

2:30 PM – 3:45 PM Panel Discussion: MSME Financing Challenges in India

Topics include seed capital for young firms, bank lending challenges, the securitization of MSME loans, role of non-banking financial intermediaries, financing across the value chain in agriculture and exports, enabling export financing, receivables financing and TREDS, the role of credit bureaus and ratings system, and the role of public markets in meeting the financing needs of young firms.

Session Chair and Moderator: Dr. Reena Aggarwal, Georgetown University

4:00 PM – 4:45 PM Dr. Raghuram Rajan, RBI Governor

- Keynote Speech
- Q & A
- Vote of thanks from Shri G. Gopalakrishna, Director CAFRAL

4:45 PM – 5:00 PM Concluding Remarks

Shri G. Gopalakrishna, Director CAFRAL

Dr. Antoinette Schoar, MIT and IPA-SME

5:00 PM – 6:00 PM

High Tea

SPEAKERS

Academic Presenters

Antoinette Schoar, MIT

Modern behavioral economics in effective credit practices

Manju Puri, Duke

Soft information and relationships in credit decisions

Shawn Cole, Harvard

On the value of mobile phone based advice

Chris Woodruff, Warwick

What type of interventions are (in)effective in micro-enterprises?

Reena Aggarwal, Georgetown

The role of markets in providing financial access to small firms

Industry Presenters

V. Vaidyanathan, CEO, Capital First

Automated SME Credit Scoring: Indian Experience

Manish Sabharwal, CEO, Team Lease

Building Human Capital in Young Firms: India Perspective

Other Academic Program Members

Rajkamal Iyer, MIT

Mudit Kapoor, ISB

Krishnamurthy Subramanian, ISB

Panelists

Apurva Chandra, Principal Secretary, Industries, Maharashtra

Ashish Chauhan, CEO, BSE

N K Maini, ex-DMD, SIDBI

Sushil Muhnot, CMD, Bank of Maharashtra

V. Srinivasan, CSO, CRISIL

Yaduvendra Mathur, CMD Exim Bank