



**Day 1: Applying Innovative Finance Solutions to Development Challenges  
(November 25, 2019)**

**Final Agenda**

8:30 AM: Registration		
Time	Agenda Item	Guest/Panel
09:30 AM	<b>Welcome Remarks</b> <i>(on behalf of the forum hosts)</i>	<b>Dr. Shamshad Akhtar</b> <i>Chairperson Karandaaaz Pakistan and Former Governor, State Bank of Pakistan</i>
09:50 AM	<b>Opening Address from the Government of Pakistan</b>	<b>Dr. Hafeez Shaikh (TBC)</b> <i>Advisor on Finance and Revenue, Government of Pakistan</i>
10:10 AM	<b>Keynote Address</b> <i>Infrastructure Financing Needs in Developing Asia and Pakistan</i>	<b>Ms. Ingrid van Wees</b> <i>Vice-President for Finance and Risk Management, Asian Development Bank (ADB)</i>
10:30 AM	<b>Audience Q&amp;A</b>	
10:40 AM	<b>Presentation 1</b> <i>Introducing Private Financing into Infrastructure Investment and the Achievement of Economic Growth</i> Applying infrastructure spillover effects for increased tax revenues to augment rate of return.	<b>Prof. Naoyuki Yoshino</b> <i>Dean, Asian Development Bank Institute (ADBI)</i>
11:10 AM	<b>Group Photo and Tea Break</b>	
11:30 AM	<b>Panel Discussion A</b> <i>Innovative Infrastructure Finance for Market Growth in Pakistan</i> Governments across Asia, and particularly developing Asia, struggle to maintain the rate of investment necessary to meet present and future infrastructure needs, creating a significant gap, which impedes growth. Pakistan also faces insufficient investment in both conventional and social infrastructure. This poses a major challenge to growth and development, as well as to greater engagement with other economies. Since government sources are not sufficient to bridge the gap, it is essential to look for innovative sources of finance.	Moderator: <b>Mr. Waqas ul Hasan</b> <i>Senior Financial Sector Development Expert, Department for International Development, Pakistan</i>  Panel Members: <ol style="list-style-type: none"> <li>1. <b>Mr. Aamir Khan</b> <i>Chairman, Securities and Exchange Commission of Pakistan (SECP)</i></li> <li>2. <b>Dr. Salman Shah</b> <i>Advisor to the Chief Minister of Punjab; Former Finance Minister, Government of Pakistan</i></li> <li>3. <b>Mr. Asim Siddiqui</b> <i>Country Managing Partner, Ernst &amp; Young Ford Rhodes Pakistan</i></li> </ol>

12:15 AM	<b>Audience Q&amp;A</b>	4. <b>Mr. Salim Raza</b> Former Governor, <i>State Bank of Pakistan</i>
12:30 PM	<p><b>Panel Discussion B</b> <i>PPP Models for Conventional and Inclusive Social Infrastructure</i></p> <p>In Asia, PPPs are an important source of infrastructure finance and are widely used to deliver economic infrastructure, notably in transport, energy, and urban sectors. Evidence shows that PPPs experience lower failure rates than projects with conventional financing. If well-structured, PPPs can also deliver innovations in design and construction, achieve significant risk transfer away from governments, and deliver better services more sustainably than traditional procurement methods. However, PPPs may involve long lead times and higher transaction costs, and generally require strong and effective governance frameworks. This panel looks at the experience of Pakistan with PPPs, the suitability of various PPP models for financing the country's infrastructure needs - both conventional and inclusive social infrastructure, and the potential for scaling up.</p>	<p>Moderator: <b>Mr. Sheharyar Chughtai</b> <i>Office of Public Private Partnership, ADB</i></p> <p>Panel Members:</p> <ol style="list-style-type: none"> <li>1. <b>Dr. Shamshad Akhtar</b> <i>Chairperson Karandaaz Pakistan and Former Governor State Bank of Pakistan</i></li> <li>2. <b>Brig. Ihsan Ullah Khan</b> <i>Naya Pakistan Housing Authority (PM Sect)</i></li> <li>3. <b>Mr. Khalid Mehmood Shaikh</b> <i>Director General, Public Private Partnership Unit, Finance Department, Government of Sindh</i></li> <li>4. <b>Dr. Farrukh Naveed</b> <i>Project Director/Head, Public Private Partnership Cell, Government of Punjab</i></li> <li>5. <b>Mr. Shaheryar Arshad Chishty</b> <i>Chairman, Board of Directors, LESCO</i></li> </ol>
01:15 PM	<b>Audience Q&amp;A</b>	
01:30 PM	<b>Lunch Break</b>	
02:30 PM	<p><b>Panel Discussion C</b> <i>Toward a More Robust and Viable Project Pipeline for Private Sector Investment: Challenges and Opportunities.</i></p> <p>While previous panels have discussed potential sources and modalities of innovative private finance, one of the biggest hurdles faced by the Asia-Pacific region to attracting more private investment in infrastructure is an overall lack of bankable, sustainable deals. This is partially a function of the limited capacity of governments to prepare projects to the standards required by private sponsors and financial investors. In this respect various facilities exist to assist governments, for example: ADB and ADBI are involved with a G20 initiative designed to address the shortage of quality infrastructure pipelines in emerging markets and developing economies. This panel looks at what can be done to ensure a steady flow of well-prepared and well-structured projects to attract private investment in Pakistan.</p>	<p>Moderator: <b>Mr. Asif Cheema</b> <i>Deputy Country Director, Pakistan Resident Mission, ADB</i></p> <p>Panel Members:</p> <ol style="list-style-type: none"> <li>1. <b>Mr. Usman Hameed</b> <i>Head Project Finance and Infrastructure Advisory, Habib Bank Limited (HBL)</i></li> <li>2. <b>Mr. Nasim Beg</b> <i>Arif Habib Group</i></li> <li>3. <b>Mr. Ashruff Hasan Rana</b> <i>Director, Bridge Factor</i></li> <li>4. <b>Mudassir H. Khan</b> <i>Managing Director/CEO, Pakistan Mortgage Refinance Company</i></li> </ol>
03:15 PM	<b>Audience Q&amp;A</b>	
03:30 PM	<b>Tea Break</b>	

04:00 PM	<p><b>Panel Discussion D</b></p> <p><b><i>What are the Key Legal and Regulatory Impediments to Attracting Private Sector Investment in Pakistan?</i></b></p> <p><b><i>Credit enhancement and de-risking instruments for improving the financial feasibility of infrastructure projects.</i></b></p> <p>Private investment in infrastructure in developing countries responds positively to the presence of effective legal and regulatory frameworks, which provide security and credibility to private investors. Achieving such frameworks in developing economies often involves extensive and long-term reform processes. Meanwhile, unresolved legal and regulatory impediments remain, creating strong barriers to private investment. It is often necessary in developing economies, therefore, to incentivize private investment using various credit enhancement and de-risking instruments. This panel looks at existing legal and regulatory frameworks in Pakistan, potential for reform, and use of guarantees for attracting private investment.</p>	<p><b>Moderator: Mr. Rabel Akhund</b> <i>Founder and Managing Partner, Akhund Forbes Hadi</i></p> <p>Panel Members:</p> <ol style="list-style-type: none"> <li>1. <b>Mr. Ali Asgher Khan</b> <i>Managing Partner, Ali Khan Law Associates</i></li> <li>2. <b>Mr. Ali Sarfraz Hussain</b> <i>CEO, Karandaaz Pakistan</i></li> <li>3. <b>Mr. Shahid Mustafa</b> <i>Financial Sector Specialist and Former CEO of Telenor Bank</i></li> <li>4. <b>Mr. Ali Ibrahim</b> <i>Head Corporate Sustainability, Jazz Telecom</i></li> </ol>
04:45 PM	<b>Audience Q&amp;A</b>	
5:00 PM	<b>Thank You Note</b>	<p><b>Ms. Xiaohong Yang</b> <i>Country Director, Pakistan Resident Mission, ADB</i></p>
5:20 PM	<b>Closing Remarks</b>	<p><b>Mr. Asad Umar</b> <i>Minister for Planning, Development and Reform, Government of Pakistan</i></p>



**Day 2: Applying Innovative Finance Solutions to SME Sector  
(November 26, 2019)**

**Final Agenda**

08:30 AM Registration		
Time	Agenda Item	Guest/Panel
09:15 AM	<b>Welcome Address</b>	<b>Dr. Shamshad Akhtar</b> <i>Chairperson Karandaaz Pakistan and Former Governor State Bank of Pakistan</i>
09:30 AM	<b>Opening Address</b>	<b>Mr. Hammad Azhar</b> <i>Federal Minister for Economic Affairs, Government of Pakistan</i>
09:50 AM	<b>Key Note Address</b> <i>Documenting the SME sector for enhanced lending and ease of doing business</i>	<b>Syed Shabbar Zaidi</b> <i>Chairman Federal Board of Revenue</i>
10:10 AM	<b>Key Note Address</b> <i>SBP's Road Map for Enhanced SME Lending</i>	<b>Mr. Jameel Ahmad</b> <i>Deputy Governor, State Bank of Pakistan</i>
10:30 AM	<b>Remarks by DFID</b>	<b>Ms. Annabel Gerry</b> <i>Head of DFID Pakistan</i>
10:50 AM	<b>Micro Payment Gateway Signing Ceremony and Remarks on Financial Inclusion</b>	
11:15 AM Tea Break		
11:30 AM	<b>Presentation 1</b> <b><i>Credit Guarantee Schemes for SMEs; and Hometown Crowd Funding for Start Ups</i></b> <i>What mechanisms such as credit guarantees, collateral supports, directed credit, information repositories and /or demand side initiatives (financial literacy, etc.) have been most beneficial in closing the SME financing gap?</i>	<b>Dean Naoyuki Yoshino</b> <i>Head Asian Development Bank Institute (ADBI)</i>
12:00 PM	<b>Presentation 2</b> <b><i>Credit Risk Database for Assessing SME Credit Worthiness-Experience in Japan</i></b>	<b>Mr. Satoshi Kuwahara</b> <i>President, Credit Risk Database (CRD) Association, Japan</i>

12:20 PM	<b>Panel Discussion A</b> <b>SME Ecosystem in Pakistan—the Missing Pieces</b> <i>What type of institutional and ecosystem strengthening is needed in Pakistan to provide an impetus to SME financing, reduce information asymmetries and enhance participation by banks, NBFCs and DFIs?</i>	<b>Moderator: Mr. Waqas ul Hassan</b> <i>Senior Financial Sector Development Expert, Department for International Development, Pakistan</i> <b>Panel Members:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Shauzab Ali</b> <i>Commissioner SECP</i></li> <li>• <b>Ms. Ayesha Aziz</b> <i>MD Pak Brunei</i></li> <li>• <b>Mr. Yahya Khan</b> <i>Head of Digital Banking, Bank Alfalah</i></li> <li>• <b>Mr. Tariq Maqbool</b> <i>CEO PACRA Analytics</i></li> </ul>
01:00 PM	<b>Audience Q&amp;A</b>	
01:15 PM Lunch Break		
02:00 PM	<b>Presentation 3</b> <b>Measuring Impact in SME Lending</b>	<b>Mr. Alex MacGillivray</b> <i>Director Evaluations, CDC Group</i>
02:20 PM	<b>Audience Q&amp;A</b>	
02:30 PM	<b>Panel Discussion B</b> <b>SME Experience of Accessing Financing (formal and informal)</b>	<b>Moderator: Mr. Ali Khizer</b> <i>Senior Economist and Columnist</i> <b>Panel Members:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Wasif Butt</b> <i>Owner and Finance Manager Maria B</i></li> <li>• <b>Ms. Naila Naqvi</b> <i>Founder and Manager Pie in the Sky</i></li> <li>• <b>Ms. Samina Masood</b> <i>CEO M Tex</i></li> <li>• <b>Mr. Ahmed Khan</b> <i>Founder and CEO Cheetay</i></li> <li>• <b>Mr. Asif Mehdi</b> <i>Chief Operations Officer, Shazday, Gilgit Baltistan</i></li> </ul>
03:15 PM	<b>Audience Q&amp;A</b>	
03:30 PM	<b>Panel Discussion C</b> <b>Innovative financing for SMEs--Invoice Discounting, Non-Bank Funding and Social Impact Funds</b>	<b>Moderator: Mr. Ali Sarfraz</b> <i>CEO Karandaaz Pakistan</i> <b>Panel Members:</b> <ul style="list-style-type: none"> <li>• <b>Mr. Javed Iqbal</b> <i>Head of SME and Corporate Banking, Bank Alfalah Limited</i></li> <li>• <b>Ms. Maleeha Bangash</b> <i>Head Ease of Doing Business, Government of KP</i></li> <li>• <b>Mr. Ahsen Khawaja</b> <i>SME Financing Expert</i></li> <li>• <b>Mr. Naresh Kumar</b> <i>Senior Vice President, Head SME Banking</i></li> </ul>
04:15 PM	<b>Audience Q&amp;A</b>	
04:30 PM	<b>Thank You Note</b>	<b>Mr. Ali Sarfraz</b> <i>CEO, Karandaaz</i>
04:40 PM End of Program		