



8th Eastern India Microfinance Summit 2024

Empowering The Poor – Microfinance as a Catalyst for Sustainable Development

**On 22nd of February 2024 at Biswa Bangla Convention Centre,
HIDCO, New Town, Kolkata**



In Association with

Organised by

Knowledge Partner

Insights Partner



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8th Eastern India Microfinance Summit 2024

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At Biswa Bangla Convention Centre, HIDCO, New Town, Kolkata

Organized by: Association of Microfinance Institutions - West Bengal
AMFI-WB

In Association with: MFIN & Sa-Dhan

Knowledge Partner: M2i :: Insights Partner: Equifax

Title of the Summit:

**Empowering The Poor: Microfinance
as a Catalyst for Sustainable Development**

INTRODUCTION

Microfinance is widely recognized as a powerful tool, contributing to and propelling towards achieving sustainable development goals. Its multifaceted roles encompass some of the key aspects instrumental in fostering sustainable development. Through financial inclusion, microfinance democratizes access to capital, empowering marginalized communities and amplifying economic participation. It contributes to poverty alleviation, offering avenues for entrepreneurship and job creation. Microfinance also champions gender equality by providing women with access to financial services. As a catalyst for change, microfinance intertwines financial empowerment with social empowerment, paving the way towards a more inclusive and sustainable future. This year's session is expected to be attended by the MFIs practitioners, regulators and funders to discuss most pertinent issues facing the sector.

Inaugural session

The Inaugural Session of the 8th Eastern India Microfinance Summit 2024, will deliberate upon the following key issues relevant to the theme of the Summit, "Empowering Futures: Microfinance as a Catalyst for Sustainable Development". The dignitaries will dwell upon the following key questions

- ❑ Which are the most important dimensions of the Sustainable Development Goals (SDGs) which Microfinance impacts.
- ❑ What strategies the MFIs can adopt to enhance their role in the Sustainable Development Goals.
- ❑ What new innovations are required in microfinance delivery models to ensure that it remains relevant in the changing regulatory socio-economic and technological paradigm.
- ❑ In what ways can microfinance programs be tailored to address the unique needs and challenges faced by women, ensuring gender equality and empowerment?
- ❑ How can technology be leveraged to expand the reach and effectiveness of microfinance initiatives, making them more accessible and inclusive?

Session 1: WE-LEAD - A Transformative project for women entrepreneurship

Enhancing livelihood security for the poor and their households stands as a top priority for development agencies,

including the government, particularly in developing countries like India. Access to finance need-based training in entrepreneurship, and skill-building can significantly contribute to promoting, expanding, and sustaining livelihood opportunities for the poor. SIDBI has launched its "Women Entrepreneurship- Livelihood Enhancement and Development (WE-LEAD)" program in the state of West Bengal with Association of Micro Financial Institutions – West Bengal (AMFI-WB) as the implementing partner. The primary objective is to promote and strengthen entrepreneurship among women Self Help Group/Joint Liability Group members in six districts (South 24 Parganas, Howrah, Bankura, Birbhum, Nadia, and South Dinajpur) of West Bengal. As outlined, AMFI-WB collaborates with its Member MFIs to implement the program in these six districts, three of which are Aspirational Districts in West Bengal.

Session 2: Strategies for Scaling from Group Lending to Individual Micro-Enterprise Loans

As the demand for larger micro-enterprise loans grows, the imperative to shift from group lending to individual models in microfinance becomes evident. This requires several changes in the way microfinance institutions operate and the way stakeholders support these institutions. From redefining operational frameworks and staff training to modifying risk management frameworks, this transition demands a comprehensive approach. This will also require access to capital to enable the MFIs to expand this portfolio. Panelists in this session will discuss the following key issues.

- ❑ How does promotion of microenterprises loans lead to contribution to the SDG1 (No Poverty), and SDG 8 (Decent work and Economic Growth)?
- ❑ How can microfinance institutions strategically adapt their operational models to facilitate a smooth transition from group lending to individual micro-enterprise loans?
- ❑ What training programs and capacity-building initiatives are essential for MFI staff to effectively manage the shift towards individual lending and navigate the increased complexities?
- ❑ In transitioning to individual loans, how can MFIs balance the need for increased risk management without compromising their commitment to financial inclusion and accessibility?
- ❑ What role does technology play in supporting the scalability of individual micro-enterprise loans, and

how can it be harnessed to streamline processes and enhance efficiency?

- ❑ Addressing the capital requirements, how can MFIs ensure sustainable access to funds during this transition, and what innovative financial mechanisms can be explored to meet evolving market demands?

Session 3 : Traversing the new regulatory framework for Microfinance - experience of the MFIs so far

In the wake of the Reserve Bank of India's 2022 new regulatory framework for Microfinance, the sector has undergone significant operational adjustments. This new framework, garnering widespread stakeholder approval, introduces uniform regulations for diverse entities and establishes an equitable landscape for Microfinance Institutions (MFIs) in comparison to banks. While fostering a level playing field, the framework mandates additional scrutiny in loan appraisal and pricing. Boards of the MFIs now shoulder a significant role in determining loan costs and appraisal mechanisms. The new regulatory framework also underscores the critical role of self-regulatory organizations in upholding market integrity and ensuring responsible financial practices.

- ❑ How have Microfinance Institutions adjusted their operational strategies and structures to align with the new regulatory framework introduced by the Reserve Bank of India in 2022?
- ❑ In the context of uniform regulations, how can Microfinance Institutions strike a balance between adhering to regulatory provisions and maintaining flexibility to cater to diverse regional needs?
- ❑ What specific challenges and opportunities have arisen for MFIs in implementing the additional requirements for loan appraisal and pricing, and how have boards navigated these complexities?
- ❑ How can Microfinance Institutions effectively balance the diverse array of credit products, ensuring they meet the varied needs of clients?
- ❑ How can boards of Microfinance Institutions proactively adopt responsible roles in the decision-making process regarding loan pricing, ensuring fair practices while meeting financial sustainability objectives?
- ❑ Considering the role of self-regulatory organizations, what mechanisms and best practices can be implemented to uphold market hygiene and ensure ethical conduct.

Session 4 : Supporting smaller MFIs through innovative funding choices and facilities

Smaller and localized Microfinance Institutions (MFIs) play a crucial role in fostering financial inclusion. These institutions directly cater to local communities, reaching clients often overlooked by larger counterparts. Notably, their repayment rates excel in challenging circumstances, showcasing resilience. Smaller MFIs exhibit flexibility, tailoring financial solutions to specific community needs, fostering trust and ensuring a personalized approach. Their close-knit nature encourages innovation, addressing unique challenges. Despite their significance, these MFIs struggle

to secure funds from traditional sources, necessitating exploration of innovative funding avenues. Permitting them to accept deposits, with appropriate safeguards, could enhance sustainability and further empower these vital financial catalysts at the grassroots level.

- ❑ Which of the SDGs can be impacted when we promote smaller MFIs? Promotion of smaller MFIs could potentially impact SDG 10 (Reduced inequality), SDG 1 (No Poverty) and SDG16 (Peace, Justice and Strong Institutions) significantly.
- ❑ How can the unique advantages of smaller and localized Microfinance Institutions be leveraged to enhance financial inclusion on a broader scale?
- ❑ The smaller MFIs face challenges in raising funds from traditional sources. What innovative funding mechanisms could be explored to ensure their sustainability and continued impact?
- ❑ What safeguards and regulatory frameworks should be put in place to ensure the stability and integrity of these institutions while expanding their funding sources?
- ❑ How can smaller Microfinance Institutions strengthen their institutional capacity to effectively respond to the dynamic financial needs of their local communities?
- ❑ In expanding beyond income generation loans, what strategies can MFIs employ to promote awareness and uptake of products such as deposits, insurance, and pensions among their clientele?

Session 5 : Journey through Digital Transformation in Microfinance and application of Personal Data Protection Act

In recent years, Microfinance Institutions (MFIs) have undergone a digital transformation, replacing traditional paperwork with digital tools like tablets and mobile phones. Substantial investments have been made to digitize operations, aiming for expense optimization and improved risk management. Transactions are now predominantly conducted through bank accounts, and electronic signatures validate documents. This has resulted in significant changes in the manner in which the clients of Microfinance Institutions transact with them. The key questions which will be deliberated upon by the participants in this session will include

- ❑ How has the transition to digital operations impacted the overall client experience with Microfinance Institutions, and what positive outcomes have been observed?
- ❑ Considering the emphasis on data protection under the Personal Data Protection Act, what measures have been implemented by MFIs to safeguard client data and financial transactions in the digital landscape?
- ❑ In adopting digital tools, what challenges have MFIs encountered in ensuring equal accessibility for all clients, particularly those in remote or underserved areas?
- ❑ How can MFIs effectively address any resistance or barriers faced by clients in adapting to digital transactions and electronic signatures?
- ❑ In what ways have clients benefited from the

optimization of expenses through digital means, and how can MFIs continue to enhance the client experience in the evolving digital era?

- ❑ What role does financial literacy play in enhancing the well-being of clients, and how can MFIs integrate and optimize financial education services within their offerings?

Session 6 : Power of networks: Sharing of Global Experience by practitioners

Microfinance initiatives worldwide strive to achieve diverse social goals, with each country adopting innovative practices that shape unique experiences. Exchange of these experiences across borders can foster a virtuous cycle of learning and improvement. By emphasizing shared insights, challenges and successes, the transformative potential of microfinance on a global scale is highlighted. This collaborative approach underscores the collective power of knowledge to drive microfinance towards heightened impact and inclusivity, navigating new frontiers in the pursuit of sustainable social development. In this session delegates from other countries will be invited to share their experiences. The key questions which will be highlighted in this session include

- ❑ What has been the global experience of Microfinance in contributing to the Sustainable Development Goals (SDGs)?

- ❑ How have diverse cultural contexts influenced the implementation of microfinance practices in different countries, and what lessons can be drawn from these variations?
- ❑ In the pursuit of social goals, what innovative practices have proven successful in specific regions, and how can these experiences be adapted and shared globally?
- ❑ What challenges have practitioners faced in implementing microfinance initiatives across borders, and how can a collaborative approach address these challenges more effectively?
- ❑ How can the global sharing of experiences in microfinance contribute to the development of best practices and enhance the overall impact on communities?
- ❑ In building a virtuous cycle of learning and improvement, what strategies can be employed to encourage continuous dialogue and knowledge exchange among microfinance practitioners from various countries?
- ❑ In the context of social impact, how can MFIs measure and communicate the positive outcomes of their diversified product offerings on the broader social security and economic well-being of their clients and communities?



AMFI-WB : 8th Eastern India Microfinance Summit 2024

Microfinance Awards

**The Awards shall be distributed on 22nd of February 2024
at Biswa Bangla Convention Centre HIDCO, New Town, Kolkata**

There will be total of **4 awards** given during the event across 4 categories.

For each award category, awards will be given for 2 groups. The distinction between these groups is done on the basis of the size of the players defined by RBI as per the Gross Loan portfolio (GLP).

Awards category	Established players (GLP >= 500 Cr)	Startups & challengers (GLP < 500 cr)
Excellence in customer service and product distribution	1	1
Technology innovations to drive financial inclusion	1	1
Total no. of awards	2	2

The questionnaire for each category for responses as nomination which has been attached separately with this Summit Brochure.

AMFI-WB has been organizing the Eastern India Microfinance Summit over the past Eight years and it proposes to recognize contribution of various institutions towards Microfinance and are reaching out to all players within the Microfinance domain covering Universal banks, SFBs and MFIs & other players in microfinance domain.

Your nominations can be considered for any Two of the above categories. Your institution will be awarded in not more than ONE category. Therefore, we request you to submit your nominations for the categories you are best placed.

All the entries submitted in the prescribed format will be screened by the team for completeness and relevance. These entries will then be evaluated by a pre-jury panel, comprising of senior practitioners from **SROs** and microfinance experts, who will analyze entries across the five categories. There will be no award for any category receiving less than FIVE entries/nominations. The entries will then be judged by jury team.

Please feel free to contact Mr. Asit Kumar Mitra, Mr. Harahari Biswas and Mr. Binayak Sarkar at: ceo@amfi-wb.org, info@amfi-wb.org, and finance@amfi-wb.org, for any further queries or clarifications in this regard.

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SPONSORSHIP CATEGORIES

Sponsorship Proposal	Conference Partner	Principal Sponsor	Co-Sponsor	Associate Sponsor	Technology Partner
Sponsorship Amount	12 Lac	10 Lac	7 Lac	5 Lac	3 Lac
Status of "Conference Partner" Sponsors name and Logo will be prominently displayed at the venue and shall be placed above all the Sponsors with a tag line	✓				
Prominent display of logo on the main backdrop	✓	✓	✓	✓	✓
Display of logo on conference Pre-Summit Publication, Post-report	✓	✓	✓	✓	✓
Up and down (Round) air ticket to reach venue with Venue Hotel accommodation for one day for one person (Senior representative of company) - Subject to at least one month before confirmation.	✓				
Speaker slot to a company senior representative at Plenary/Panel session	✓	✓			
Branding at significant point of venue	✓	✓	✓	✓	✓
Insertion of company's brochure, gift (if any) and publicity material in conference kit	✓	✓	✓	✓	✓
Projection of logo on screen during the break	✓	✓	✓	✓	✓
Screening on a corporate video during the session breaks or lunch time.	✓	✓	✓		
Complimentary exhibition space of 2*2 Meters at the conference venue	✓	✓			
10 delegate passes to attend the conference	✓				
7 delegate passes to attend the conference		✓	✓		
3 delegate passes to attend the conference				✓	✓

N: B : Applicable taxes will be levied with Sponsorship amount.























































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- Stall Contribution : INR 50000.00.
- Stall size : Octanorm stall. 2m X 2m with 2m height with 2 spotlight, one table and 2 chair

Provision of Screening of corporate video clip (the clipping should be maximum 5 minutes):

- For screening cost : INR 30000.00
- Screening during the session break or lunch time at main Led Backdrop
- Screening all time in Led/Plasma TV (without sound)

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DHFL Premarica		Airtel Payments Bank	
M2i		SAS Tech Studio	

DETAILS OF AMFI-WB PRESENT MEMBER ORGANIZATIONS

Sl. No.	Name of the Organization	Status
1	Arohan Financial Services Limited	NBFC-MFI
2	ASA International India Microfinance Ltd.	NBFC-MFI
3	Barasat Sampark	NGO-MFI
4	Belghoria Janakalyan Samity	NGO-MFI
5	WEGROW FINANCIAL SERVICES PRIVATE LIMITED	NBFC-MFI
6	Dhosa Chandaneshwar Bratyajana Samity (DCBS)	NGO-MFI
7	Jagaran Microfin Pvt. Ltd.	NBFC-MFI
8	Janakalyan Financial Services Pvt. Ltd.	NBFC-MFI
9	L&T Finance Ltd.	NBFC
10	Sarala Development & Microfinance Pvt. Ltd.	NBFC-MFI
11	Sarala Women Welfare Society	NGO-MFI
12	Satin Credit Care Network Ltd.	NBFC-MFI
13	Sampurna Training & Entrepreneurship Program (STEP)	NGO-MFI
14	Sampurna Financial Services Pvt. Ltd	BC
15	Society for Model Gram Bikash Kendra	NGO-MFI
16	Grameen Shakti Microfinance Services Pvt. Ltd.	NBFC-MFI
17	Midland Microfin Ltd.	NBFC-MFI
18	Servitium Micro Finance Private Limited	NBFC-MFI
19	Annapurna Finance Pvt Ltd	NBFC-MFI
20	Utrayan Financial Services Pvt. Ltd.	NBFC-MFI
21	UNACCO Financial Services Pvt. Ltd.	NBFC-MFI
22	VFS Capital	NBFC-MFI
23	Village Welfare Society	NGO-MFI
24	Vedika Credit Capital Ltd.	NBFC-MFI
25	Fusion Microfinance Private Limited	NBFC-MFI
26	Samasta Microfinance Limited	NBFC-MFI
27	Satya Micro Capital Limited.	NBFC-MFI
28	Spandana Sphoorty Financial Ltd.	NBFC-MFI
29	Muthoot Microfin Limited	NBFC-MFI
30	Dar Credit & Capital Ltd.	NBFC-MFI
31	Sarwadi Finance Pvt Ltd	NBFC-MFI
32	Kuber Kanak Microfinance Association	NGO-MFI
33	Nari O Shishu Kalyan Kendra	NGO-MFI
34	Asirvad Microfinance Ltd.	NBFC-MFI
35	Belstar Microfinance Ltd	NBFC-MFI
36	Madura Microfinance Ltd.	NBFC-MFI
37	Sreejan Livelihood Development	NGO-MFI
38	Bandhan Bank Ltd.	Universal Bank
39	ESAF Small Finance Bank	SFB
40	Palli Pragati Financial Services Pvt. Ltd.	NBFC
41	Unity Small Finance Bank	SFB
42	Ujjivan Small Finance Bank	SFB
43	Bharat Financial Inclusion Ltd	Subsidiary of Indusind Bank
44	Solvvy Tech Solutions Private Limited (Zopper)	Fintech
45	M-Insure Services Private Limited	Fintech
46	Doctor On Call Pvt Ltd (aiqahealth)	Fintech
47	Mindmill Software Limited.	Fintech
48	Jeevan Utthan Financial Services Private Limited	NBFC

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Delegate Registration Fees: (INR)

1	For AMFI-WB Members: Rs.1017.00 per head + 18% GST = Total Rs.1200.00 Early bird registration on or before 31.01.2024 with discount i.e. Rs.847.00 per head + 18% GST = Total Rs.1000.00
2	For MFIs who are not member of AMFI-WB: Rs.1356.00 per head + 18% GST = Total Rs.1600.00 Early bird registration on or before 31.01.2024 with discount i.e. Rs.1271.00 per head + 18% GST = Total Rs.1500.00
3.	Others including Foreign delegates: Rs.1610.00 per head + 18% GST = Total Rs.1900.00 Early bird registration on or before 31.01.2024 with discount i.e. Rs.1525.00 per head + 18% GST = Total Rs.1800.00
4.	For Students, Researcher, Faculty etc. (Limited Seats) Rs.847.00 + 18% GST = Total Rs.1000.00

Note. The fees do not include accommodation.

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Name of the bank : Axis Bank Account Number : 911010011760058 Account Type : SB account Branch Name/Code : Salt Lake/025 Branch Address : BD 20, Sector - 1, Salt Lake Cit, Kolkata-700064 MICR/IFSC Code : 700211006/UTIB0000025.
PAN of AMFI-WB : AADTA0559K GST Number : 19AADTA0559K1ZK



The Association of Micro Finance Institutions - West Bengal (AMFI - WB)

The Association of Micro Finance Institutions - West Bengal (AMFI - WB) is an institution which endeavors to promote and develop microfinance in the state of West Bengal. Founded as a self-regulatory organization, and registered as a Public Charitable Trust in 2010, AMFI-WB encompasses a community of microfinance organizations that operate in West Bengal. It was formed to deliver better services to the poor, thereby helping these populations improve their standards of living. AMFI-WB envisions a community of microfinance institutions who are committed to initiating a significant change in the lives of the poor, especially women. AMFI - WB currently caters to around 79 lakh poor women by providing them with financial services, especially micro credit. With a membership of 48 Micro Finance Institutions, bank, Fintech, IT, Insurance, Health Service Providers, and Software companies etc., approximately 33000 employees who hail from lower economic background. AMFI-WB primary goals include: encouraging MFIs to maintain healthy relationships with banks, ensuring that MFIs stay on track and focused with the guideline prescribed to them, and mediating between various government officials and other important sector stakeholders. AMFI - WB regularly conducts stakeholder meets at the district level, management development programs for its members, microfinance industry-related seminars & workshops, and member meetings on matters of mutual interest.

Our Mission

The sole objective of AMFI-WB is to initiate a significant change by empowering the poor, especially women, who are socially disadvantaged and economically exploited. With this objective, AMFI-WB monitors MFIs to ensure that they are compliant with the RBI guidelines and that they adhere to the Codes of Conduct prescribed by the RBI, MFIN, and Sa-Dhan. It boasts of being a 'first-of-its-kind' initiative in the state's collective fraternity of key MFI players. It is a unique effort, and has been instrumental for the enhancement of income-generating activities among poor women through the help of microfinance services in the state

Contact:

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