**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