

INTERNATIONAL WEBINAR ON SKILLING, FINANCING AND SUPPORTIVE STRATEGIES FOR MICRO-CREDIT LED ENTERPRISES

14 DECEMBER 2022



Organised by



**National Bank for Agriculture
and Rural Development**
www.nabard.org



**Asia-Pacific Rural and Agricultural
Credit Association (APRACA)**
Centre of Excellence
www.apraca.org



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Context:

Across high, middle and low income countries, micro and small enterprises (MSEs) constitute the largest share of private-sector enterprises and account for the bulk of employment. In 2019, The International Labour Organization (ILO) brought out a report “Small Matters” based on national household and labour force surveys from 99 countries in all the world regions (except North America). The report concluded that in many countries, the self-employed and micro-enterprises alone make up more than half of total employment. Importantly, the figures are much higher with respect to low-income countries where the self-employed and micro-enterprises together account for over 90 percent of total employment. Regional comparison revealed that in South Asia, approximately 65 percent of total employment is currently self-employment compared to 10 percent in Europe and Central Asia. In terms of informality, approximately 62 percent of total employment are found in the informal sector globally. The study evidently indicates that small economic units and in particular self-employed and micro-enterprises, are by far the most important drivers of employment. However, much of the employment in micro-enterprises is low productivity, low income and low quality employment. As a result, substantial disagreement remains over the underlying growth assumptions and the net contribution of micro-enterprises to national employment.

It is argued that various factors play a role in driving the enterprise growth and employment, which includes: (i) human capital (ii) financial capital (access to credit) (iii) R&D and market research; (iv) workforce training and incentives; (v) business networks and (vi) supportive policies. As the majority of micro-enterprises lack the access to these enabling growth factors few manage to overcome growth constraints. Evidences shows that if micro-enterprises have - access to finance, adopt better business skills, implement innovation activities and thereby improve their competitiveness and market share, they can show significant growth and may rise to small and medium enterprise level.

Given the current economic and pandemic challenges facing many countries globally, the notion of stimulating greater entrepreneurial activity among the micro-enterprises has become a prominent goal for many national governments. The relevance of entrepreneurship to economic development has been highlighted by many researchers and it is now well-recognised that well enabling environment micro-enterprise sector can play a key role in cultivating future entrepreneurs and developing the abilities of

existing entrepreneurs to improve their business skills to achieve greater levels of success.

The modern business environment is characterized by global markets, competition, technology, and innovation. For this matter, micro-enterprises need to find and implement strategies that enable them to face existing challenges. In order for micro-enterprises to develop and grow, factors such as supportive policies, government intervention, systemic reorganization, to digital transformation are also important to consider. Policymakers across countries have begun to realize it and are making efforts for creating favourable enabling environment for business. In India, for example, the government implements various programmes/schemes for the development and promotion of MSMEs in the country, such as - Support for Entrepreneurial and Managerial Development of SMEs through Business Incubators, Small Industry Cluster Development Program Scheme, Assistance to Entrepreneurship Development Institutes, Scheme of Micro Finance Programme, Credit Linked Capital Subsidy Scheme, etc. Government also partners with various organizations in implementing and supporting various programs. National Bank for Agriculture and Rural Development (NABARD), for instance, have been taking up promotional and developmental initiatives in the areas of farm, off-farm, micro finance, with Govt. sponsored programmes. Other national government and non-government organizations are making similar efforts in this direction. However, despite these efforts micro-enterprises across countries still suffer from low-income generation and poor growth performance.

Considering such challenges of MSEs in country's economic development, the webinar has been designed with an objective to evoke in-depth discussion and exchange of experiences and best practices among the sector experts, Development Finance Institutions, MFIs, Banks, Banks, Micro Enterprise Promoting Organisations and Capacity Building Institutions to discuss on opportunities, challenges and strategies for developing an integrated approach to business skilling and micro-financing of small enterprises. The Webinar will be in the form of panel discussion on themes identified viz.

1. *Skill Development and Support Mechanism for Micro-credit led Enterprises*
2. *Financing Strategies for Micro-Enterprises*

Stakeholders:

Senior level officers of NABARD, APRACA, Banks, Entrepreneurship development institutions involved in facilitating microfinance, microenterprises, etc. are expected to participate in the Webinar. The suggestions of the webinar will also facilitate policy advocacy at appropriate levels.

Date, Time & Web link:

- **Date:** 14 December 2022
- **Time:** 10:00 am to 12:30 pm (IST).
- **Web Link:** [Join Now](#)

About APRACA:

APRACA is a non-governmental organization on rural and agricultural finance which was established in 1977 with the aim of promoting productivity, inclusive growth, self-reliance, and welfare of the rural poor in the Asia-Pacific region. Its mission is to promote efficiency and effectiveness of rural finance and improve access to financial services through a network of knowledge sharing and learning, capacity-building, research and exchange of expertise. APRACA currently has a membership of 87 institutions in 24 countries. Some of the renowned institutions under the aegis of APRACA are - Agricultural Development Bank of China and Agricultural Bank of China, Reserve Bank of India, National Bank for Agriculture and Rural Development (NABARD) India, State Bank of India, Agricultural Credit Policy Council of Philippines, Bank Indonesia, Central Bank of Sri Lanka, etc.

APRACA's strategic plan of action largely includes uplifting rural and agricultural financing environment through activities which include - fostering collaborative sharing of innovations, best practices, and knowledge solutions in agricultural financing and rural development; promoting better understanding of financial, monetary, banking, and economic development issues/challenges (including climate change) and innovations; facilitating mobilization and deployment of experts from APRACA members and non-member institutions for the conduct of consultancy

services in support of the APRACA's objectives and programs; encouraging greater dissemination and use of high-quality knowledge on rural and agricultural finance through publications; organising seminars/ webinars, etc.

About APRACA Centre for Excellence (ACE):

APRACA and NABARD have established **APRACA Centre of Excellence (ACE)** at BIRD, Lucknow in 2018 with focus on linkage banking. The Centre (ACE-BIRD) aims to complement APRACA in enhancing i) Linkage banking (Like, Self Help Groups – SHGs, Joint Liability Groups – JLG, etc.) ii) Conduct of Research, Forums, Trainings, Exposure visits, Consulting service, Technical support, Innovations etc. iii) Develop core training specialist and technical experts iv) Design and conduct of international programmes iv) Bring out appropriate publications and v) Enhance regional coordination among APRACA nations.



About Bankers Institute of Rural Development (BIRD), Lucknow:

Bankers Institute of Rural Development (BIRD) is a society registered under Societies Act 1860, promoted by National Bank for Agriculture and Rural Development (NABARD), the apex Financial Institution in the area of Agriculture and Rural development in India. BIRD is involved in training, research and consultancy in the field of rural development and banking. It undertakes consultancy and research studies in and outside India.

Programme Schedule

Inaugural Session : 10:00 – 10:40 AM	
Welcome Address (5 min)	Shri Shankar A. Pande, Director, BIRD
Opening Remarks (10 min)	Dr. Prasun Kumar Das, Secretary General, APRACA
Special Address (10 min)	Shri P. V. S. Suryakumar, DMD, NABARD
Key Note Address (10 min)	Shri Shaji K V, Chairman, NABARD & APRACA

Panel Discussion

Panel – I : Skill Development and Support Mechanism for Micro-credit led Enterprises (Timing : 10.40 -11.25 AM)	
Chair	Shri Devasis Padhi, Chief General Manager, Off Farm development Department, NABARD HO
Panelist	Dr. L.H. Manjunath, Executive Director, SKDRDP, Karnataka, India Dr. Satya Ranjan Acharya, Head, Entrepreneurship Education Deptt., EDII, Ahmedabad, India Mr. Pawan Agarwal, Joint Export Commissioner, Export Promotion Bureau, Uttar Pradesh, India Ms Lecira V. Juarez, MD APRACA CENTRAB, Manila, Philippines

Panel – II: Financing Strategies for Micro enterprises (Timing: 11.25 AM -12.10 PM)	
Chair	Ms. L Leivang, Chief General Manager, Micro Credit Innovations Department, NABARD HO
Panelist	Ms S Divyadharshini, IAS, Managing Director, TNCDW, Tamil Nadu, India Mr. Wichai Paksa, Assistant Senior Vice President, BAAC, Bangkok, Thailand Shri Siddhartha Sanyal, Chief Economist & Head Research, Bandhan Bank, Kolkata, India Smt. Jayshree Vyas, MD, SEWA Bank, Ahmedabad, India Mr. Somphone Sisenglath, CEO, Ekphattahana Microfinance Institution, Vientiane, Lao PDR

Q & A Session – 12:10-12:30 PM

Vote of Thanks

Delegates Profile:



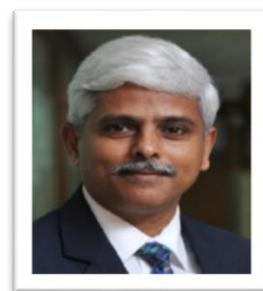
Mr. Shaji K. V., Chairman, NABARD & APRACA

Shri Shaji K V assumed charge as Chairman of NABARD on 7th December 2022. Prior to this, he was serving as Deputy Managing Director, NABARD since 21st May 2020 and was instrumental in implementing initiatives like software based supervisory inspection, Data-warehouse, process re-engineering and improvement in the risk management practices besides conceptualising the ambitious scheme of computerising Primary Agriculture Cooperative Societies (PACS). He also steered the crucial Department of Refinance which recorded an all-time high business level in FY 2021-22 and the Finance Department of NABARD ensuring efficient use of resources raised from the market and their judicious deployment.

Before joining NABARD, he worked in Canara Bank in various capacities for 26 years. As his last assignment, he was at the Corporate Office of Canara Bank, in charge of Strategy, Planning and Business Development during which he successfully handled the project of amalgamation of Syndicate Bank into Canara Bank.

Mr. P.V.S. Suryakumar, Deputy Managing Director, NABARD

Shri P.V. S. Suryakumar joined NABARD in 1986 and has handled various assignments; appraisal, funding & monitoring of projects, headed & implemented various types of programs, training, policy, advocacy & communications. He worked across the geographies; Madhya Pradesh, Uttar Pradesh, Maharashtra, Andhra Pradesh, Gujarat, West Bengal, New Delhi and Karnataka. Academically, he obtained a Masters in Plant Genetics from the Indian Agricultural Research Institute, New Delhi in 1986. He is a Commonwealth Scholar and obtained Masters in Sustainable Development from the Staffordshire University, Stoke-on-Trent, UK in 2010. He undertook the 25th Management Education Program at the Indian Institute of Management, Ahmedabad in 2001. He is an Associate of the Indian Institute of Banking & Finance. He is an author of cases, contributed to newspapers on policy issues and published books on Cases and Sustainable Agriculture.



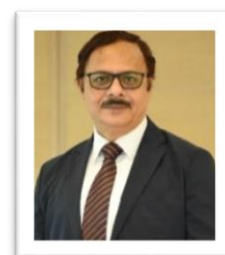
Mr. Shankar A. Pande, Director, BIRD, Lucknow



Shankar A. Pande is an alumni of Indian Agricultural Research Institute (IARI), New Delhi and a campus recruit to NABARD in 1986. He has served NABARD and its subsidiaries for more than 34 years, of which over 20 year in the Senior Management and over 06 years in Top Management positions. In NABARD Head Office, he has headed key Corporate Departments of Economic Analysis and Research, Farm Sector, Climate Change Department, etc. He worked as Business Head (Africa) NABARD consultancy services (NABCONS), Nairobi, Kenya. He has served as Director on the Board of National e-Repository Limited (NeRL), a subsidiary of NCDEX; NABARD consultancy services (NABCONS), Bihar Gramin Bank, etc. He has addressed key National and International events in Africa, Poland organized by USAID, GIZ and other international agencies. He has been holding the charge of Director, BIRD for the last 2 years. He has also served BIRD as one of its eminent faculty during 2000-2006.

Dr. Prasun Kumar Das, Secretary General, APRACA

Prasun Kumar Das is currently leading the Asia-Pacific Rural and Agricultural Credit Association (APRACA) as its Secretary General based out of Bangkok, Thailand. Prior to this assignment he was the Project Manager of IFAD regional grant project, Rural Finance specialist in FAO, Associate Professor (Agribusiness), Research Director in DFID regional grant project. He also held senior position in public sector commercial bank and consultant advisor/expert on rural and agricultural development to the Government of India.



Dr. Prasun served as member of international project design teams for IFAD, FAO, World Bank etc. and also led number of multi-country donor funded short term studies, projects etc. He also served as the organizing secretary of the 6th World Congress on Agricultural Finance. Prasun holds a Doctoral Degree in Agricultural Sciences (Agronomy), MBA with specialization in Financial Management and is a certified professional in banking and finance.

Panelists Profile:

Panel – I: Skill Development and Support Mechanism for Micro-credit led Enterprises

Session Chair:

Mr. Devasis Padhi, Chief General Manager, Off Farm development Department, NABARD, Head Office



Shri Devasis Padhi has over 33 years of experience in the field of agriculture and rural development including institutional development and supervision of rural financial institutions, microfinance, natural resource management, off-farm sector, financial inclusion and banking technology. He has served in various capacities in the states of Uttar Pradesh, Bihar, Odisha, and Maharashtra. Currently, he heads the Off-Farm Development Department in NABARD and is responsible for policy design, formulation and monitoring of promotional initiatives of NABARD in the off-farm sector in the entire country. He also oversees NABARD's support to ONDC (Open Network Digital Commerce) and Capacity Building Fund of the Social Stock Exchange. Besides, OFDD, NABARD, Shri Padhi also serving as a member on the Board of NABVENTURES, a NABARD subsidiary focussed on funding early to mid-stage agri and rural start-ups. Academically, he is a Certified Associate of Indian Institute of Bankers and a Post Graduate in Physics from Utkal University, Bhubaneshwar, Odisha with a passion for working in the development sector.

Panelist:

Dr. L.H. Manjunath, Executive Director, Shri Kshetra Dharmasthala Rural Development Project (SKDRDP), Karnataka, India

Dr. L.H.Manjunath, has four decades of experience in banking, development, enterprise creation. Dr. L.H.Manjunath joined SKDRDP in 2001 as Executive Director. He envisioned the SHG based Microfinance for SKDRDP and converted this activity to generate revenues for SKDRDP to make it sustainable. SKDRDP is the prominent NGO in the country and a large BC/BF. Working in the state of Karnataka, with approximately Rs. 10,500 crore managed portfolio,



SKDRDP has 35 lakh active client base. He also conceived the well implemented health insurance programme of SKDRDP. He has been instrumental in visualizing a Special SGSY Project to provide livelihoods for the beedi rolling women of D. K. District in Karnataka. This experiment has created a Section 25 company named Sri Dharmashathal Siri Gramodyoga Samsthe (SIRI). Dr. Manjunath is widely travelled having visited the US, the Europe, Africa and Asian countries in pursuit of his profession.

Dr. Satya Ranjan Acharya, Head, Entrepreneurship Education Dept. Entrepreneurship Development Institute of India (EDII) Ahmedabad, India



An academican in the areas of Entrepreneurship Education, Dr. Satya Ranjan Acharya holds expertise in training budding entrepreneurs as well as grooming developed entrepreneurs. He is an Associate Senior Faculty at EDII. Prior to joining EDII he was associated with KL Chair of Entrepreneurship at IIM Ahmedabad. He teaches courses in New Enterprise Creation, Entrepreneurial Finance and Security Analysis. He has conducted various management development programs in areas such as Agri Entrepreneurship, Technology Entrepreneurship and Business Incubation. He has organized Faculty Development Program on Entrepreneurship Teaching and Startup Incubation for Department of Education, Govt of Gujarat. He is engaged with Startup focused initiatives of Govt of Gujarat, MHRD Innovation cell at AICTE and various Universities/Institutions. He is also the director of CRADLE, Centre for Advancing and Launching Enterprises, a DST sponsored centre at EDII.

Mr. Pawan Agarwal, Joint Export Commissioner, Export Promotion Bureau, Uttar Pradesh, India

Shri Pawan Agarwal has vast areas of expertise. He served in Uttar Pradesh in various capacities. Prior to Joint Export Commissioner, he also served as Deputy/Joint Commissioner Industries District Sitapur, Lakhimpur Kheri, Meerut, Gautam Budh Nagar and Joint Commissioner Lucknow Division looking after at Micro, Small, Medium Enterprises (MSME) Govt. of Uttar Pradesh.



Ms. Lecira V. Juarez, MD APRACA CENTRAB, Manila, Philippines

Ms Lecira “Bing” Juarez has more than 35 years of cooperative experience as a coop member, as manager and as a leader with extensive exposure to cooperative and credit union operations at local and global level.



She was the first woman Board Chairperson of MASS SPECC Mindanao Coop Federation and NATCCO Network. Ms Juarez was conferred various awards and recognitions as a Manager and Leader. In 2004, she won the Development International Desjardin’s (DID) World Search for Community Finance Advocate. She is also a Development Educator (DE) for Asia and Australia. She has served as Chairperson of the Cooperative Development Authority (CDA), the registering and regulatory agency of cooperatives in the Philippines. Ms Juarez was also a member of the UN Expert Group for UN Declaration of International Year of Cooperatives in 2012 under the UN/DESA.

At present, she is the Managing Director of APRACA CENTRAB that focusing on capacity building and knowledge sharing in the area of rural and agri-finance. She is also an accredited Subject Matter Expert (SME) of the Bangko Sentral ng Pilipinas and an accredited Resource Person of the Land Bank Foundation.

Panel – II: Financing Strategies for Micro enterprises

Session Chair:

Ms. L Leivang, Chief General Manager, Micro Credit Innovations Department, NABARD HO, NABARD, Head Office



Smt. L. Leivang joined NABARD in February 1988 and has served in Maharashtra, Assam, Karnataka and Meghalaya Regional Offices. She headed Nagaland Regional Office for two years from 2019-20 to 2020-21 & Mizoram Regional Office for a year i.e. 2021-22 as General Manager. She has worked closely in areas of Refinance, Farm & Off-Farm Sector promotional & development schemes and also in Rural Infrastructure Development (RIDF) under NABARD’s State Projects Department. She joined NABARD’s Head Office at Mumbai on 09 May 2022 as Chief General Manager of Micro Credit Innovations Department. She holds a bachelor’s degree in Economics and a master’s in Sociology.

Panelist:

Mr. Wichai Paksa, Assistant Senior Vice President, Bank for Agriculture and Agricultural Cooperatives (BAAC), Bangkok, Thailand



Mr. Wichai Paksa has about 19 years of work experience at the Bank for Agriculture and Agricultural Cooperatives (BAAC) at various capacities, during which he has gained extensive knowledge in the field of agriculture finance and rural development with a demonstrated history of working in the banking industry. Mr. Paksa is skilled in Business Planning, Analytical Skills, Banking, Economic Research, and Market Analysis. By academic, Mr. Paksa is a program and project management professional with a Master of Economic Studies focused in Agriculture and Resources Economics from University of New England (AU).

Shri Siddhartha Sanyal, Chief Economist & Head Research, Bandhan Bank, Kolkata, India

As Chief Economist & Head of Research of Bandhan Bank, Siddhartha Sanyal leads the Bank's research efforts covering areas such as macroeconomic trends, financial inclusion, public policy and financial markets and is responsible for the Bank's business strategy. During his professional career of over 23 years, Siddhartha has also worked as an Economist with the Reserve Bank of India and Edelweiss Capital, and as Director & Chief India Economist for Barclays Bank PLC. He has been a ranked India economist in multiple occasions as per reputed international surveys. He holds a Masters in Economics, PGDBA (Finance), CFA (ICFAI) and CAIIB.



Ms. Jayshree Vyas, MD, SEWA Bank, Ahmedabad, India



Ms. Jayshree Vyas, a professionally qualified Chartered Accountant has been working as the Managing Director of Shree Mahila Sewa Sahakari Bank, Ahmedabad since 1986 which has more than 6,00,000 women clients. During her tenure she has taken active steps to introduce and operate an Integrated Micro Insurance Scheme for women working in the informal sector. This scheme was

introduced for the first time in the country and in a short period of three years covered more than 150,000 women. She has also devised and implemented various housing finance schemes, which have been accessed by over 20,000 poor women. She has introduced, organized and managed savings groups of poor women in more than 5000 villages in nine districts of Gujarat. This scheme has helped more than 150,000 women start saving for the first time in their lives, and availed credit facilities for coming out of the vicious circle of Poverty. In addition, she has prepared modules and manuals for providing training for running effective saving and credit programs for various national voluntary organizations involved in similar activity.

Mr. Somphone Sisenglath, CEO, Ekphattahana Microfinance Institution, Vientiane, Lao PDR

Ekphatthana Microfinance Institution (EMI) founded by Mr. Somphone is the first licensed microfinance institution to operate in Lao PDR under the government's Microfinance regulations which was issued in 2005. He has experience of more than 20 years in Microfinance field. Before founding EMI, he has worked as Trainer, consultants for several projects of ADB, EU, UNDP/UNCDF, GIZ, ADA etc. At present, he also serves as Chairman of the Board of Lao Microfinance Association. He advocates financial education for young people by leading EMI's partnership with Aflatoun and other donors, which has led to enrolment of more than 50,000 kids from 62 schools, in the program. Mr. Somphone graduated MBA from Asian Institution of Technology, Thailand.

