

2010, 33rd Annual Meeting in Vancouver, Canada

Message from the Chairman

I welcome all ADFIAP members, participants and guests to the 33rd ADFIAP Annual Meetings in Vancouver, B.C., Canada on May 10-12, 2010.

As most parts of the world economy have begun to emerge from the global economic recession and as some regions in the world have started to recover from the damage brought by various natural calamities, a greater crisis continues to threaten the entire planet. This is climate change – a crisis that can undermine the growth and development of rich and poor countries alike as it can directly impact the peoples' well-being, livelihood and even survival. And as we have seen in recent past, the poor in the developing countries are the most vulnerable.

In this context, our theme of “Innovative Financing for a Greener Economy” is apt and urgent. Our traditional mandate as development financing institutions (DFIs) has been to catalyze the growth of economic and social sectors that our governments and stakeholders deem critical and vital for our countries' overall progress. To a large extent, the DFIs represented in ADFIAP have been faithful to this mandate. We proved this again when DFIs helped implement effectively their governments' economic stimulus plans to counteract the effects of the global recession and, more recently, when DFIs took immediate steps to facilitate the economic recovery of our clients in particular and communities in general from the damages of natural calamities like tsunami, earthquake and floods. This is notwithstanding the fact that some of our DFI-members, their employees and families were themselves victims of these natural calamities.

“Innovative financing for a greener economy” is a challenge that is formidable as it is doable. This is consistent with the current advocacy and capacity-building initiatives of ADFIAP for DFIs to aim for the “double bottom line” by ensuring that the enterprises they are financing are not only economically viable, but also socially-responsible by being sensitive to the needs of the communities where they do business. Financing for a greener economy brings the third element of environmental sustainability into the equation for a “triple bottom line”. This is the new economic development model that DFIs must take the lead in implementing.

The 33rd Annual ADFIAP Meetings in Vancouver will provide a platform for the sharing in knowledge and information on the above-mentioned issues as well as other learning sessions that will focus on best practices in microfinance, SME banking, and financing for economic sectors such as export, housing, agriculture, infrastructure, and technology.

I would also like to express our sincere appreciation to the Business Development Bank of Canada (BDC) for hosting this event.

See you all in Vancouver!

Fuimaono Falefa Lima

General Manager, Development Bank of Samoa
Chairman, Association of Development Financing Institutions in
Asia and the Pacific (ADFIAP)

Message from the host financial institution

Jean-René Halde
President and Chief Executive Officer
Business Development Bank of Canada (BDC)

On behalf of BDC, I wish to welcome you to Vancouver. We are honoured to host members, participants and guests to the 33rd ADFIAP meetings.

There is much to discuss. Development financing institutions have played a crucial role in our governments' responses to the difficult events of the last two years, and we can take pride in our accomplishments. A recent report by the Conference Board of Canada, a highly respected, non-government think tank, concluded that public-sector financial institutions around the world had provided critical support to economies in the darkest days of the credit crisis and recession.

But we are not out of the woods yet. Many entrepreneurs still face tough times and need our support now more than ever.

Whether serving developed or developing countries, I'm sure we all share the same goal for businesses— that they not only survive the recession, but thrive in the recovery.

The theme for this year's meetings—Innovative Financing for a Greener Economy—is important and timely. Our world faces a long list of environmental challenges—notably the threat of climate change. For entrepreneurs, these challenges carry risk and extraordinary opportunity. Indeed, green innovation is becoming a source of competitive advantage in the global economy. It is up to us to provide appropriate support to ensure that entrepreneurs can seize these opportunities rather than be left behind.

We plan a stimulating and informative programme of activities and speakers. We will look at financing to help both existing businesses green their operations and assist clean-tech enterprises successfully bring their innovations to the marketplace.

Specifically, you will hear about best practices and trends in green financing, SMEs and environmentally sustainable supply chains and what your peers in ADFIAP are doing to reduce the carbon footprints.

It will all happen in beautiful Vancouver, the host city of the 2010 Winter Olympics. I look forward to seeing you.

Tentative Programme of Activities

9 May (Sunday)

4:00 p.m. to 11:00 p.m. **Registration of Delegates** – Hotel Main Lobby

10 May (Monday)

7:00

a.m. to **Breakfast**

8:00 Seawall Grill

a.m.

8:00

a.m. to **Registration of Delegates**

Stanley Park Ballroom Foyer

8:00 Conference Center – 2nd floor

p.m.

8:00

71st Board of Directors' Meeting

Bayshore Grand Ballroom – Salon D

a.m. Conference Center – Ground floor

Delegate-Meets-Delegate Session

10:00 D-M-D provides delegates the opportunity to meet and network with fellow delegates.

a.m. Prior appointments must be arranged with the Secretariat.

Bayshore Grand Ballroom – Salon E-F

Conference Center – Ground floor

11:00
a.m.

Shared Interest Group Sessions (3 simultaneous sessions)

SIG sessions provide same-purposed members, e.g., SME Banks, eximbanks, agribanks, housing banks, savings banks, MFIs, etc. opportunities to share experiences and best practices.

- **Best Practices in SME Banking**

Cypress 1

Conference Center – 2nd floor

Chairperson: Dr. Sailendra Narain, Chairman

Centre for SME Growth and Development Finance*

Main Speaker: Michel Bergeron, Vice President, Corporate Relations,
Business Development Bank of Canada (BDC)

Panel Members: (Malaysia, Philippines, Sri Lanka and Thailand)*

1. Datuk Wan Azhar bin Wan Ahmad, Managing Director, Credit Guarantee Corporation Malaysia Berhad
2. 2) Soros Sakornvisava, President, SME Development Bank of Thailand

OPEN FORUM

- **Best Practices in Exim Banking**

Cypress 2

Conference Center – 2nd floor

Chairperson: Octavio B. Peralta, Secretary General, ADFIAP

Main Speaker: Diana Smallridge, President and CEO, International Financial Consulting Ltd.

Panel Members:

1. Mohd Fauzi bin Rahmat, Managing Director/CEO, Export-Import Bank of Malaysia Bhd.
2. Prabhakar R. Dalal, Executive Director, Export-Import Bank of India

OPEN FORUM

Oak 1 & 2

Conference Center – 2nd floor

- **Best Practices in House Finance**

Chairperson: Mr. Zaigham Mahmood Rizvi

Housing Consultant, The World Bank*

Main Speaker: Jayshree Thakar, Director, Business Development, CMHC
(Canada Mortgage & Housing Corporation) International

Panel Members:

1. Srinivasan Sridhar, Chairman and Managing Director,
National Housing Bank and Central Bank of India
2. Zaigham Mahmood Rizvi, Housing Consultant, The World Bank

12:30
Noon

LUNCH

Currents Restaurant

Hotel Main Lobby

2:00
p.m.

13th Extraordinary Meeting of the General Assembly
Stanley Park Ballroom
Conference Center – 2nd floor

1. Call to order
2. Approval of the Minutes of the 18th Ordinary Meeting of the General Assembly (held at the Barr Al Jissah Ballrooms A, B, and C, at the Shangri-La Barr Al Jissah Resort & Spa Hotel in Muscat, Sultanate of Oman from 2:00 p.m. to 5:00 p.m. on April 28, 2009)
3. Approval of the Audited Financial Statements of the Association for the year ending December 31, 2009
4. Ratification of the Amendment on Sponsor/Sustaining Membership Category
5. Conferment of Honorary Membership to: Mr. Zaigham Mahmood Rizvi, Pakistan
6. Welcome to New members
 - International Bank of Azerbaijan Open Joint Stock Company
 - The National Small Industries Corporation Limited (India)
 - Samoa Housing Corporation
 - Karnataka State Financial Corporation (India)
 - Syndicate Bank (India)
 - Mongolian National Chamber of Commerce and Industry
 - Microfinance Development Association of Mongolia
 - Japan Finance Corporation, Micro Business and Individual Unit (JFC – Micro)
7. Chairman's Report
 - Financial highlights
 - Accomplishments vs. targets
 - Activities and events highlights
 - Projects, programs and services highlights
 - Upcoming events
 - Host and venue of 34th ADFIAP Annual Meetings
8. Special presentations
 - Presentation and launching of the "Manual on Key Performance Indicators for DFIs" by Dr. Cesar Saldana, ADFIAP Adviser on Corporate Governance & Risk Management
 - Video presentation on "Leveraging Information for Bank Efficiency and Impact" by Ms. Merlie Yaptenco, CEO & Founder, FixSys
9. Other matters
10. Adjournment

4:00
p.m.

Shared Interest Group Sessions (3 simultaneous sessions)

- **Best Practices in Technology Finance**

Cypress 2

Conference Center – 2nd floor

Chairperson: Nihal Fonseka, General Manager/CEO, DFCC Bank

Main Speaker: Frank Pho, Vice President, Fund Investments, Business Development Bank of Canada (BDC)

Panel Members: : For Confirmation by BDC

OPEN FORUM

- **Best Practices in Microfinance**

Cypress 2

Conference Center – 2nd floor

Chairperson: Dato' Md Noor bin Mohammad Yusoff, Director, MNY Consulting SDN Berhad

Main Speaker: Jean-Marc Crevier, Program Director, Développement international Desjardins

Panel Members:

1. Fuimaono Falefa Lima, General Manager, Development Bank of Samoa
2. Rakesh Rewari, Deputy Managing Director, Small Industries Development Bank of India
3. Son Koun Thor, Chairman and Chief Executive Officer, Rural Development Bank
4. Dadang Agus Suryanto, Operations Director, Bank Jabar Banten

OPEN FORUM

- **Funding Models for Development Banks**

Chairperson: Isidro Sobrecarey, ADFIAP Deputy Secretary General

Oak 1 & 2

Conference Center – 2nd floor

Panel Members:

Sources of Funds

1. Ryuichi Kaga, Resident Executive Officer for Asia and Oceania, Japan Bank for International Cooperation

Users of Funds

2. Kaleb Udui, Jr., President, National Development Bank of Palau

3. Abdullah Çelik, Chairman and CEO, Development Bank of Turkey

5:30 p.m. **Rehearsal for Awardees of the ADFIAP Awards 2010**
Stanley Park Ballroom
Conference Center – 2nd floor

7:30 p.m. **Opening Dinner & Awards Gala**
Stanley Park Ballroom
Conference Center – 2nd floor

11 May (Tuesday)

7:00 a.m. to 8:00 a.m. **Breakfast**
Seawall Grill

8:00 a.m. **Registration of Delegates**
Stanley Park Ballroom Foyer
Conference Center – 2nd floor

**Part I – OPENING CEREMONY
(DELEGATES SHOULD BE SEATED BY 8:15 a.m.)**

**Stanley Park Ballroom
Conference Center – 2nd floor**

8:30 a.m. **Welcome Remarks by Host:**
Mr. Jean-Rene Halde
President & CEO, Business Development Bank of Canada

8:40 a.m. **Opening Remarks by ADFIAP Chairman:**
Mr. Fuimaono Falefa Lima
General Manager, Development Bank of Samoa

8:50 a.m. **Inaugural Address by the Chief Guest: TBC**

9:10 a.m. **Group Photo Session**

9:30 to 10:00 a.m. **Coffee/Tea Break**

Part II – CONFERENCE PROPER

Plenary Session 1: Environmentally Sustainable Supply Chains: New Obligations for SMEs

10:00 a.m. to 11:00 a.m. Session Chair: Datuk Wan Azhar bin Wan Ahmad
Managing Director, CGC Malaysia Bhd.

Main Speaker: Dr. Matthew Kiernan, Chief Executive Officer
Inflection Point Capital Management

Open Forum

Plenary Session 2: Financing the Green Economy: Global Trends and Best Practices in Green Finance

11:00 a.m. to 12:00 Noon Session Chair:
Main Speaker:

Open Forum

11 May (Tuesday)

LUNCH

12:00 p.m. Currents Restaurant
Hotel Main Lobby

Plenary Session 3: Best Practices of ADFIAP Members on Financing a Lower Carbon Economy

Session Chair: Rajender Mohan Malla, Chairman and Managing Director,
Small Industries Development Bank of India

Panel Members:

1:30 p.m. to
3:30 p.m.

1. Takayuki Yamamoto, General Manager, International Strategy and Coordination Department, Development Bank of Japan, Inc.
2. Takashi Hongo, Special Advisor/Head of Environment Engineering, Japan Bank for International Cooperation
3. Rajender Mohan Malla, Chairman and Managing Director, Small Industries Development Bank of India (SIDBI)

Open Forum

3:30 p.m. to
4:00 p.m.

Coffee/Tea Break

Summation, Recommendations & Drafting of the “Vancouver Declaration”

4:00 p.m. to
4:30 p.m.

(A set of action plans for ADFIAP and DFIs regarding the topics taken up during the conference)

4:30 to 4:45
p.m.

Handover of ADFIAP Chairmanship

4:45 to 5:00
p.m.

Handover to the Next Host of the 34th ADFIAP Annual Meetings / Closing

7:30 p.m.

Closing Dinner

Sunset Bay Yacht

12 May (Wednesday)

7:00 a.m. to 8:30 a.m. **Breakfast**
Seawall Grill

9:00 a.m. to 5:00 p.m. **Fellowship Day: Tour to Interesting Sites in Vancouver**
Detailed itinerary available on www.adfiap.org/33rd/

* Speakers/Session Chair to be invited by ADFIAP

BDC At A Glance

BDC (Business Development Bank of Canada) is Canada's business development bank. BDC promotes entrepreneurship by providing highly tailored financing, venture capital and consulting services to Canadian entrepreneurs. We work with businesses in all industries, with a focus on small and medium-sized enterprises (SMEs), through all economic cycles and help them in their development projects, both local and global.

BDC's mission

Help create and develop Canadian businesses through financing, venture capital and consulting.

BDC's vision

Accelerate entrepreneurs' success.

BDC is solely dedicated to Canadian entrepreneurs.

We have a nationwide team helping more than 28,000 businesses reach their full potential.

Who we are

- Financial institution owned by the Government of Canada
- More than 65 years serving Canadian entrepreneurs
- Pan-Canadian presence, with over 100 offices across the country
- Special focus on small and medium-sized enterprises, in sectors such as manufacturing, exporting, innovation and knowledge-based industries
- Complementary role to the Canadian banking sector

What we do

Help build Canadian business capacity:

- Financing: long-term loans for projects and working capital
- Subordinate financing: hybrid debt and equity financing
- Venture capital: direct and indirect investments in high technology companies
- Consulting services: tailored and affordable, quality consulting services

Meetings & Social Activities

May 10, 2010

VANCOUVER SHOPPING TOUR

This deluxe mini-motorcoach tour will introduce participants to the best shopping Vancouver has to offer, from unique boutiques and exquisite haute couture designs to museum-quality native art, fine antiques and meticulously handcrafted musical instruments. It will give participants an opportunity to practice the art of shopping, to admire or acquire, and to unearth hidden treasures and spectacular finds.

Tour cost includes: Deluxe mini-motorcoach transportation, two tour guides, all applicable taxes and gratuities.

May 11, 2010

Excursion to Granville Island and the Museum of Anthropology

Immerse yourself in the culture and artistry of Canada's West Coast with a visit to the Museum of Anthropology at the University of British Columbia. A 25-minute motorcoach ride to the museum along the beautiful coastline and beaches of Vancouver will include a narrated city tour. A professional guide will then take guests on an informative and fascinating walk through the Museum and nearby grounds.

The tour will continue to trendy Granville Island. This area features a unique collection of converted warehouses, dockside restaurants, art galleries, craft shops, theatres, houseboats and a thriving public market specializing in epicurean delights. Ample time will be provided for eating, strolling and shopping before the return trip.

Tour cost includes: Deluxe motorcoach transportation, tour guide, admission, lunch, all applicable taxes and gratuities.

May 12, 2010 – FELLOWSHIP DAY & Accompanying Persons Program

Vancouver City Tour, Grouse Mountain, Capilano Suspension Bridge and Park, and Stanley Park This seven-hour tour begins with a beachside drive to Queen Elizabeth Park to view the Sunken Gardens and visit the Bloedel Conservatory, home to a rich assortment of flowers and plants from the tropical rainforest. Other tour highlights include exotic Chinatown—the second largest in North America—and nearby Gastown with its quaint cobblestone streets, steam clock and unique shops housed in turn-of-the-century buildings. The tour will end with a scenic drive through world-famous Stanley Park, a 1,000-acre forest in the heart of downtown. Highlights include Lost Lagoon, the park's iconic totem poles, Prospect Point, Brockton Oval, and excellent views of the city, harbour and shoreline. Participants will then go to Capilano Suspension Bridge

and Park for lunch and a guided tour of the park's attractions, which include the Totem Park and a treetops tour.

Tour cost includes: Deluxe motorcoach transportation, tour guides, admission to all attractions, three-course lunch, all applicable taxes and gratuities.

ADFIAP Awards 2010

AWARDS PROGRAM

ADFIAP Awards Program started in 1997 when ADFIAP hosted the “Summit on Development Finance” in Manila. The Summit was a fitting occasion to honor members of the Association that have contributed significantly to the development of their respective countries. From then on, the Awards program has been a permanent ‘fixture’ in the Association.

The ADFIAP Awards, given annually, consists of both institutional and individual awards.

1. The Institutional Awards, i.e., the ADFIAP “Outstanding Development Project Awards” recognize and honor member-banks which have undertaken and/or assisted projects that have created a development impact in their respective countries. Awards are given to members, which in the judgment of the ADFIAP Awards Board, have implemented or enhanced outstanding and innovative development projects during the immediate past year. There are nine (9) categories all in all. These are: human resource development, environmental development, SME development, infrastructure development, technology development, trade development, local economic development, development finance – led poverty reduction, and corporate governance.

2. The Individual Awards consist of two awards, namely, the “Outstanding CEO Award” and the “Distinguished Person Award”. The “Outstanding CEO Award” is given to a practicing chief executive officer whose singular talent, leadership, vision and achievement, in the judgment of the Awards Board, stands out among the other nominees for the award. Without focusing on the size of the institution, the judges will be assessing the stature of the individual, the positive effect that the person’s leadership has had on his or her institution, and the impact this leader’s decisions have had on the development banking profession, in particular, and on the development of the country, in general.

On the other hand, the “Distinguished Person Award” is a lifetime achievement award given to a person who has, in his or her chosen career, excelled and made a mark in the country or internationally for his or her outstanding accomplishment(s) in the field of development, in general, and in the development banking profession, in particular.

JUDGING GUIDELINES FOR ADFIAP AWARDS

PROJECT AWARDS/CEO AWARD/DISTINGUISHED PERSON AWARD/SPECIAL AWARDS

1. Outstanding Projects Award Criteria

Relevance (20%) – Does the entry fit the category entered into? Is it a “project” per se or just a One-off activity?

Impact Objective (30%) – Does the project have a ‘developmental’ impact objective (i.e. one that provides ‘benefits’ (e.g., social, economic, technological, etc.). Were the beneficiaries’ responses positive?

Result/Record (30%) – Did the project produce results as expected? Beyond expectations? If it is a long-running project, did it matter to the expected beneficiaries?

Innovation (20%) – Is the project innovative in the context of the country? Worthy of replication? Something “fresh?”

2. Outstanding CEO Award Criteria

Status/Integrity (25%) – Is the CEO known in the community? Reputation? Ethical standards?

Leadership (25%) – What kind of a leader is he/she? Is he/she well liked by the officers/staff? By the community?

Performance (25%) – Is his/her institution successful? Did his/her decision produce remarkable results for his/her institution? Did he/she enhance the institution’s financial health /image?

Vision (25%) – What kind of a vision does he/she have for his/her institution? Is his/her vision in line with the environment he/she operates?

3. Distinguished Person Award Criteria

Stature/Integrity (30%) – Is the person known/respected in the country as well as internationally? Other recognitions received?

Lifetime Achievements (50%) – What accomplishments did he/she have during his/her lifetime that merits recognition?

Personal Advocacy (20%) – What is his/her life’s philosophy? Advocacy? Did he/she pursue this with passion and commitment?

4. Best Annual Report Criteria

Disclosure of financial management & sustainability information (30%)

Articulation of sustainable development agenda (20%)

Clarity and readability of content (20%)

Design and visual impact (15%)

Overall uniqueness and innovativeness (15%)

5. Best Website Criteria

Articulation of sustainable development agenda (25%)

Depth and clarity of content (25%)

User-friendliness and site guidance (20%)

Design and visual impact (15%)

Technical innovativeness and uniqueness (15%)