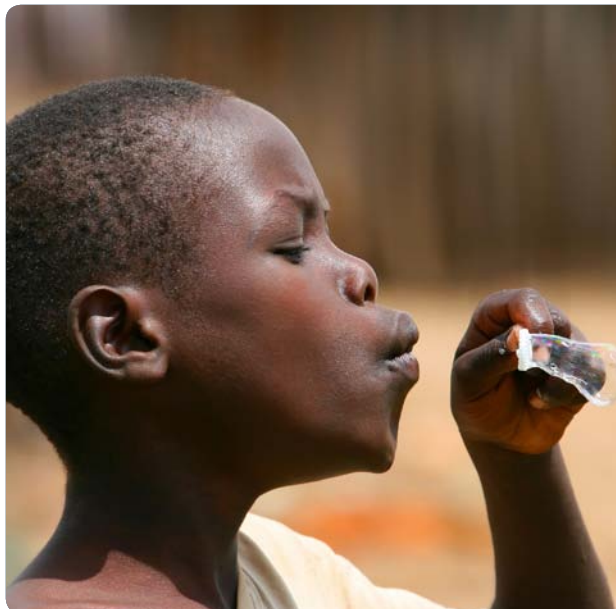


First 40
MFIs attend
for \$749



15th Global

Investment & Innovation in Microfinance: AFRICA

Explore profitable debt & equity opportunities, mitigate against unregulated institutions & overcome regional risk

18th – 20th September 2012, Accra, Ghana

Benefits of attending

- **Big opportunities, even bigger returns:** How Microfinance in Africa can deliver double bottom line success
- **How regulatory transformation impacts you:** Find out to what extent recent legislative changes will create an enabling investment environment
- **Overcome risk, gain investment confidence:** Use the correct risk analysis tools and correct data to determine where to invest, safely
- **Conquer over-indebtedness:** Isolate the right MFIs to work with in order to ensure responsible investment
- **Pinpoint your next big impact investment:** Explore the new product range opportunities which will deliver strong portfolio diversification

Workshops: 18th September 2012

- A) **Top Tips On Developing Islamic Microfinance Products**
Kwaku Yamoah Kyei, CEO, **Ghana Islamic Microfinance**
- B) **Taking Your MicroSavings and Remittances Product To The Next Level**
Koro Ndiaye, Managing Director, **EB ACCION Cameroon**
- C) **Progress Your Branchless Banking Offering And Increase Reach**
Gilbert Otto Osei-Alomele, Head, E-Banking and Product Development, **uniBank Ghana Limited**
- D) **Introducing mHealth Into Your Microfinance Portfolio**
Bas Hoefman, Managing Director, **Text To Change**

Media partners



25 expert speakers including



Adetutu Oggunaiké
Director – Other Financial Institutions
Central Bank of Nigeria



Hiba Farid
Head of Microfinance Unit
Central Bank of Sudan



Richard Appietu
Head of Microfinance and SME Banking
Fidelity Bank



Asad Mahmood
Managing Director, Global Social Investment Funds
Deutsche Bank



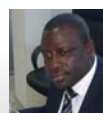
Karl Heinz Fleischhacker
Division Chief, Sub-Saharan Africa
KfW



Richard Greenberg
Managing Director, Micro and SME Finance
OPIC



Ulf Linders
Managing Director
Norwegian Microfinance Initiative



Gilbert Otto Osei-Alomele
Head of E-Banking and Product Development
uniBank Ghana



Kwasi Anokurang Budu
Deputy Executive Director
EB ACCION



Rogers Nwoke
Managing Director
Hasal Microfinance Bank

Tel: +44 203 141 8700 Fax: +44 207 222 2685 Email: info@hansonwade.com

www.microfinance-africa.com



Ensure you spot the right investment opportunity, first

The total demand for micro, small and medium enterprise credit in the West African region alone is estimated to be between \$8bn and \$48bn*. Clearly there is huge market potential.

But, in reality, poor financial infrastructure, nascent government regulation and an absence of transparency make picking the smartest investment a challenge. An informal field of disjointed initiatives poses a huge risk to your investment decision making process.

What you need is an alternative investment guide that will help you to **decipher the current landscape, gain investment confidence** and point you in the direction of the most **profitable investment opportunities**.

This year's **Investment and Innovation in Microfinance Summit: Africa 2012** will introduce you to the region's changing regulatory frameworks, help you identify where best to invest profitably and responsibly as well as how to undertake the correct risk analysis using the right data.

With MFIs, government bodies, technology providers and the investment community all in one room, spend three days (not 3 years) identifying the right investment opportunity for you.

If you want to make sure you are equipped to make the most profitable investment decision, you need to be at the **Investment and Innovation in Microfinance Summit: Africa 2012**. Over 3 days you will:

- **Explore the current investment opportunities available to you, and which is most profitable:** Deutsche Bank, OPIC and NMI investigate the potential for commercial investment in the Microfinance market
- **Benefit from regulatory updates from the Ghanaian, Nigerian and Sudanese Central Banks:** How far have legislative changes created an enabling investment environment?
- **Overcome the risk of investing in Africa:** Find out what level of due diligence you need to undertake and ensure you know where to access the most informative data
- **Commit to responsible investing and triumph over over-indebtedness:** Fidelity Bank share their experiences on engaging with the right partners and addressing portfolio quality and product design
- **Identify your next Impact Investment:** From Agriculture to Housing and Insurance to Health, benefit from 4 in-depth product development roundtables

*Goodwell Investments

Who should attend?

This year's conference will bring together all stakeholders involved in delivering MicroFinance Products to the base of the Economic Pyramid. You will meet senior directors from:

- Commercial, social and development banks
- MFIs
- Local municipalities and national government
- NGOs and Foundations
- Investment/ Advisory consultancies
- MIVs and intermediaries



Search groups for: **Investments in Microfinance** to join the online community.

Hear what previous Hanson Wade attendees have to say

"Congratulations on organizing and handling such a focused and productive summit. Farz Foundation appreciates your managing capabilities in this regard"

Farhat Abbas Shah
Founder and CEO
Farz Foundation

"Thank you for this wonderful conference that was really thought-provoking and well attended"

Alberto Brugnoli
Founder
ASSAIF

"This meeting will have a big impact on the operation of my institution"

Bento Ocholi
Finance Director
Platinum Credit

"Excellent organisation, participation and mix of participants"

Collins Amponsah-Mensah
National Board Chairman
Ghana Association of MFIs

"This meeting has exposed my MFI to innovative technologies which we can explore further, opportunities for partnership to increase funding and how we can strengthen governance, transparency and accountability"

Titi Yakubu
CEO
Development Exchange Centre

"Hanson Wade are fast becoming the deliverers of content and networking in this space"

Stephanie Rupp
Principle
Omidyar Network

Day 1

19th September 2012

08.00 Registration

08.50 Chair's Opening Remarks

09.00 Exploring Investment Opportunities Within The Current African Microfinance Market

- How has recent political stability and the entrance of international Microfinance networks impacted on the potential for commercial investment?
- Product range opportunities: Exploring innovations in savings, insurance and Islamic lending products

Asad Mahmood, Managing Director, Global Social Investment Funds & Community Development Finance Group,
Deutsche Bank

Richard Greenberg, Managing Director, Micro and SME Finance,
OPIC

Ulf Linders, Managing Director,
Norwegian Microfinance Initiative

Increasing Commercial Investment

09.30 Emerging Market Opportunities: How To Increase Liquidity In The African Market

- Exploring debt and equity investment opportunities consistent with different theories of impact
- Understanding differing return requirements to ensure you are investing in the fund that works for you

Edvardas Bumsteinas, Investment Officer Africa,
European Investment Bank

10.00 Regulatory Update From The Ghanaian Central Bank: What Legislative Changes Mean For Investors And MFIs

- Have recent changes created an enabling environment for investors?
- Will regulatory innovation allow for safer competition?
- Overcoming the challenge of adhering to emerging regulation requirements at an international level

Franklin Belnye, Director of Banking Supervision Department,
Bank of Ghana

10.30 Morning Refreshment Break and Speed Networking

11.30 Regulation Spotlight: Nigeria

- Assessing the impact on updates to the regulatory and supervisory framework for Microfinance Banks
- How will changing guidelines affect the investment environment in Nigeria?

Adetutu Oggunaiké, Director – Other Financial Institutions,
Central Bank of Nigeria

12.00 Regulation Spotlight: Sudan

- Understanding the regulatory development strategy in Sudan
- Impact of regulatory change on establishing commercially sustainable Microfinance in Sudan

Hiba Farid, Head of Microfinance Unit,
Central Bank of Sudan

12.30 Lunch

1.30 Identify Who Will Be Investing In West Africa In 2013: Who Will You Be Competing With In The Market?

- From private equity to institutional investors; highlighting the diversity of funding sources available
- Understanding the role of DFIs: Are they a positive influence in the market?

Karl-Heinz Fleischhacker, Division Chief, Sub-Saharan Africa,
KfW

2.15 Working Effectively With DFIs In The Region In Order To Access Funds And Increase Capacity

- Assess how DFIs can accelerate access to funding
- Understand how to work with DFIs and private investors effectively at different stages of your development

Moses Saromi, CEO, **First Mutual Microfinance Bank**

3.00 Afternoon Refreshment Break

Capacity Building, Strengthening Governance

STREAM A: MFIs

3.30 How To Successfully Attract Long-Term Foreign Investment

- Adhering to the correct international requirements
- Understanding who best to partner with

Yaw Gyamfi, Acting Executive Director,
Ghana Microfinance Institutions Network

4.00 Adhering To New Regulation: Correctly Implementing New Regulatory Structures And Systems

- Transformation in practice: Ensure you are meeting Central Bank standards
- Putting in place proper financial systems in order to meet capital requirements
- Ensure you structure your organization accordingly in order to mainstream operations

Collins Amponsah-Mensah, Chairman,
Ghana Association of Microfinance Companies

4.30 Clarifying Your Staff Retention Strategy To Increase Productivity And Efficiency

- Initiating training that will build human capacity and management expertise
- Commit to training to gain buy in from your staff

Yaw Afrifa Anim, CEO, **E-Life Development Agency**

Stream B: Investors

3.30 Gaining Investment Confidence In A Risk Averse Market

- Would representation in the local market be to your advantage?
- What opportunities are there with regard to product and technology innovation?

Hywel Rees-Jones, Managing Director, Alternatives, **CDC Group**

4.00 Will Regulation Create An Enabling Environment For Investors?

- Will emerging regulations enhance and support the dynamic nature of the Microfinance market in West Africa?
- How will new policy and legislation encourage a range of institutional investors to enter the market and expand operations?

Franklin Belnye, Director of Banking Supervision Department,
Bank of Ghana

4.30 Working Group

Understanding The Role Of Technical Assistance In Practice: What Impact Can Good TA Have?

- From business planning to MIS implementation, how much technical assistance should you offer?
- To what extent can strong technical assistance ensure capacity building and increased developmental impact?

5.00 Investor Fair

Benefit from global networking opportunities: Make the right connections, meet your industry peers

INVESTOR FAIR

6.00 End of Conference Day One

7.00 Recognition Awards And Networking Drinks

Day 2

20th September 2012

08.00 Registration

08.50 Chair's Opening Remarks

Responsible Investment

09.00 Exploring Investment Opportunities Within The Current African Microfinance Market

- Moving away from the existing model to facilitate successful investment
- Using the competitive environment to your advantage: Ensure fantastic customer service and innovative product development to attract clients

Rogers Nwoke, CEO, **Hasal Microfinance Bank**

09.30 Identify The Role Of Credit Bureaus In Tackling Risk: Are They A Practical Solution To Combating Over-Indebtedness?

- Credit decisions are made based on data: Is the right data being used to make those decisions?
- Conclusions from the Kenyan Bankers Association on recent pilots in East Africa
- How far away are we from putting an ID process in place?

Jared Getenga, Project Manager, Kenya Credit Information Sharing Initiative, **Kenyan Bankers Association**

10.00 Morning Refreshment Break

10.30 Balancing The Tension Between Commercial And Social Objectives To Tackle Over-Indebtedness

- Diversifying your portfolio in order to decrease the risk
- Engaging with the right partners
- Addressing product design and portfolio quality

Richard Appietu, Head of Microfinance and SME Banking, **Fidelity Bank Ghana**

11.00 Ensure You Are Accessing The Data You Need To Make The Right Investment Decision

- Review data in the right way in order to adjust expectations and targets
- Understand the range of possible outcomes and probabilities available
- Find up-to-date market level information to identify and address market saturation

Audrey Linthorst, Country Director Africa, **MIX**

11.30 Client Education In Practice: Are You Educating Your Clients Effectively?

- Communicating borrower rights to your clients
- Taking responsibility for encouraging financial understanding and literacy

Prof. JJ Asongu, President & Chief Executive Officer, **Chartered Diversified Holdings**

12.00 Lunch

Technology Adoption

1.00 Overcoming The Branchless Banking Technology Barriers That Are Stalling Growth

- Using branchless banking platforms to accelerate expansion and improve outreach
- Deploying technology in the most cost effective manner to reach the under-banked
- Installing and maintaining the right core banking software for your organisation

Kwasi Anokurang Budu, Deputy Executive Director, **EB ACCION**

1.30 Mobile Technology In Practice: Balancing The Cost Against The Reward Of Increased Reach

- Partnership: From mobile operators to regulatory bodies, who should you be working with?
- Understanding possible complications and how to overcome operational challenges on the ground
- Understanding the potential of mobile money in West Africa and be the first to take advantage

Gilbert Otto Osei-Alomele, Head of E-Banking and Product Development, **uniBank Ghana**

2.00 Afternoon Refreshment Break

Product Development

Investors are looking to diversify their portfolios. MFIs want to increase their client base and their product offering. This afternoon, benefit from 4 product development roundtables to understand which area could be your next big investment.

2.30 Evaluate The Profitability Of Agricultural Investment At The Base Of The Pyramid

Moses Owharo, Founder & CEO, **Aidez Small Project International**

3.00 Explore The Investment Strategies That Will Scale Up Affordable Housing

Ezekiel Esipisu, Director, **Habitat for Humanity**

3.30 Insurance Products Uncovered: Understand Your Role In Delivery

Barbara Magnoni, Managing Director, **EA Consultants (MILK)**

4.00 Determine The Investment Opportunities In Healthcare

Bas Hoefman, Managing Director, **Text To Change**

4.30 Chairman's Closing Remarks and End of Conference

Workshop A: Top Tips On Developing Islamic Microfinance Products

Date: 18th September 2012

Time: 09.00 - 11.00

72% of people in Muslim countries do not use formal financial services because the financial system is interest based. With this statistic in mind, it is perhaps no surprise that the demand for Sharia compliant Microfinance products is high and is growing across Africa. By increasing the number of services available to those bound by Sharia law, reach will be hugely extended.

There are a number of Sharia compliant products available, but do you know how they work and which ones you should be embracing?

By attending this workshop you will learn:

- Which models are available to you: Consider the contract of Al Wadiah Yad Dhamanah and Al-Mudharabah
- What features characterize each model: What are the pros and cons?
- What the implementation costs are of adding a new model to your existing business

What will I take back to the office?

- A clear idea of how new products have been received by the market
- How to ensure that when you do commit to new products, you are doing so in a truly authentic way
- An understanding of the costs attached to Al-Mudharabah: Find out how to manage the expense of procuring a commodity that will later be re-sold



Workshop leader

Kwaku Yamoah Kyei

CEO

Ghana Islamic Microfinance

Kwaku is a consummate entrepreneur who has over the past 10 years developed and successfully managed and still manages several micro businesses both in Ghana and the United States with a plethora of shrewd investments in social enterprises where his passion lies. Kwaku is an aspiring PhD candidate of Islamic Banking and Finance.

In his capacity as the chairman and CEO he will provide project directorship with the responsibility of carrying through policy implementation, oversight, advocacy, fund raising and strategic contacts and sustainability of the business. He currently serves on the boards of various local and international firms including the Boards of the Kumasi Zoological Gardens and Ghanaba Industries a New Jersey Based Company.

Workshop B: Taking Your MicroSavings and Remittances Product To The Next Level

Date: 18th September 2012

Time: 11.00 - 1.00

Remittance flows around the world continue to increase each year and the impact that these funds have in recipient countries is significant. Among low income households, remittances have a positive correlation with increased savings rates and a positive impact in education and the health of children.

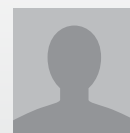
Remittances can increase access to financial services for recipient households helping channel these funds towards productive uses and leveraging their economic impact.

By attending this workshop you will learn:

- How to improve the financial options available to recipients of remittances by: facilitating access to financial products that will promote productive use of remittances such as savings, home improvement and insurance
- What kind of innovations are being trialled in the market such as the use of pre-paid cards that will reduce the cost of paying out remittances and increase opportunities for cross-sell
- How to educate your clients to make more informed decisions about the use of remittances

After attending this workshop you will be able to:

- Identify market opportunities and develop financial products for your clients
- Implement innovations such as the use of pre-paid card for remittances
- Support commercialization and cross-sell strategies of financial services to clients
- Recommend and support development of alliances to offer remittance



Workshop leader

Yoro Ndiaye

Managing Director

EB ACCION Cameroon

Yoro came to Accion with over fifteen years of technical and financial management experience. Prior to ACCION, he worked for CARE International as country representative-Benin and programs coordinator of CARE Togo-Ghana-Benin.

Before joining CARE, he spent three years at Plan International, again as a program coordinator of Microfinance; and eleven years with Credit Agricole du Senegal, a development bank, where he served in a variety of roles to include head of studies, senior loan officer and project coordinator.

Yoro holds two master's degrees, one in microfinance from State University of Bergamo-Italy and the other in banking studies from the Conservatoire National des Arts et Métiers de Paris in France.

Workshop C: Progress Your Branchless Banking Offering And Increase Reach

Date: 18th September 2012

Time: 2.00 - 4.00

In the developed world, technology has revolutionized the financial services industry by enabling numerous improvements in efficiency, resulting in lower costs and better quality service for consumers. In Africa, branchless banking platforms have the potential to accelerate expansion and improve outreach.

You are probably already aware of just how far branchless and mobile banking can increase access to finance. This workshop will give you the opportunity to understand just how to make this into a reality.

By attending this workshop you will learn:

- Information on the latest technologies such as identification tags, smartcards, biometrics, ATMs, mobile banking and POS devices
- Just how far away the West African region is from replicating the East Africa mobile success story
- Which partners you should be working with to pursue a successful branchless banking strategy

What will I take back to the office?

- How to use branchless banking to your advantage to reach new clients in remote areas cost-effectively, without needing to establish physical bank branches
- How to take advantage of the new technologies available to improve the service you are delivering to your clients
- How you can use emerging branchless banking technology to help your organization achieve financial sustainability and growth



Workshop leader

Gilbert Otto Osei-Alomele
Head, E-Banking and Product Development
uniBank Ghana

Gilbert Otto Osei-Alomele is the Head of E-Banking and Product Development at uniBank Ghana.

uniBank (Ghana) was incorporated as a private company in December 1997 to operate as a universal Bank. It is a wholly-owned Ghanaian bank and authorized to undertake a broad range of banking services. The bank opened its door to customers in January 2001. uniBank sets out to be the leading and preferred Bank offering comprehensive financial solutions to our chosen customers (SME and Personal Banking markets) in a professional, caring, responsive and profitable way.

Workshop D: Introducing mHealth Into Your Microfinance Portfolio

Date: 18th September 2012

Time: 4.00-6.00

Africa suffers more than 24% of the global burden of disease but has access to only 3% of health workers. With the fast growth in mobile penetration rates in Africa, NGOs, Donor Agencies, healthcare providers and governments are focusing on the evolving use of communication technologies within the healthcare community in Africa. mHealth programmes are evolving to provide healthcare services to even the most remote communities throughout Africa.

Text to Change is predominantly focused on SMS as it stands out as having several advantages: cost-effectiveness, scalability, convenience, broad reach and widespread popularity in the developing world. Moreover, all basic phones are able to receive SMS. To overcome the illiteracy barriers we make use of Interactive Voice Response services (IVR) as well. Participation is fun, free, informative, easily accessible, anonymous and above all it can be life saving.

By attending this workshop you will learn:

- How mobile phone technology is being used to send out and receive information to educate, engage and empower people on health issues
- How to combine the increasing growth of mobile telephony with the need for better healthcare
- Which innovative public private partnerships are of most benefit to implementing an mHealth strategy

What will I take back to the office?

- Learnings on the latest developments in mHealth in Africa
- How best to ensure the success of your services
- Practical advice on how to launch and manage a successful mHealth service



Workshop leader

Bas Hoefman
Managing Director, Africa
Text-To-Change

Bas has over 6 years of marketing and advertising experience in the banking sector. Bas lives in Uganda and works on the current TTC programs from the office in Kampala.

Text to Change (TTC) is a non-profit organisation and was founded in 2007. TTC uses sophisticated mobile phone technology to send out and receive information on health, education, economic development and transparency. TTC's pioneering model is based on interactive and incentive based SMS programmes.

Speakers



Asad Mahmood
Managing Director,
Global Social Invest-
ment Funds & Com-
munity Development
Finance Group
Deutsche Bank

Asad is responsible for a \$600 million dollar loan and investment portfolio, which seeks both a financial and social return. He was the central force in creating and pioneering microfinance funds in the world and has successfully ventured to create social funds in the areas such as health care and affordable housing.



Richard Greenberg
Managing Director,
Micro and SME
Finance
OPIC

Richard has been at OPIC since January 2007 where he began in the role of Senior Manager, Micro and SME finance.



Ulf Linders
Managing Director
**Norwegian
Microfinance Initiative**

Ulf Linders is the Managing Director of NMI. Mr. Linders was most recently Head Asia and Power/Renewables worldwide of Sweden's Development Finance Institution for investments in emerging markets.



Edvardas Bumsteinas
Investment Officer Africa
**European Investment
Bank**

Before joining EIB in 2005, Edvardas worked as a microfinance and corporate finance consultant in emerging economies. He is a member of governance bodies and investment committees of various microfinance investment companies.



Franklin Belye
Director of Banking
Supervision
Department
Bank of Ghana

Mr Franklin Belye is the Director of the Banking Supervision Department at the Bank of Ghana. He will be addressing current regulatory change in Ghana.



Adetutu Ogunnaike
Director – Other
Financial Institutions
Central Bank of Nigeria

Ms Adetutu Ogunnaike is Director, Other Financial Institutions Department at the Central Bank of Nigeria. She will be joining the discussion on the Microfinance opportunities in Nigeria.



Hiba Farid
Head of Microfinance
Unit
Central Bank of Sudan

Ms Farid is the General Manager of the Microfinance Unit (MFU) at the Central Bank of Sudan (CBOS) and the Co-Founder and Member of the Board of Directors for H&H Consultancy.



**Karl-Heinz
Fleischhacker**
Division Chief, Sub-
Saharan Africa
KfW

Mr. Fleischhacker has been at KfW for over 25 years. Starting as a Project Manager for South Asia in 1979, over the years he has had various posts such as; Economist in the Secretariat of International Credit Affairs, Senior Project Manager for West Africa and Head of Division for Finance, Energy, Education in Sub-Saharan Africa.



Moses Saromi
CEO
**First Mutual
Microfinance Bank**

Moses has a BSc. (Hons.) in Applied Accounting and an MBA from Oxford Brookes University, England; as well as a BSc. in Business Management from the University of Jos, Nigeria.



Yaw Gyamfi
CEO
**E-Life Development
Agency**

E-Life Development Agency (ELDA) is a Non Governmental Organization into society empowerment and development. ELDA started working in 2000 as a non-governmental organization and is registered as a non-profit organization.



Hywel Rees-Jones
Managing Director -
Alternatives
CDC Group

Hywel is responsible for CDC's co-investment programme, global sector funds, alternative assets and microfinance across all CDC's core geographies.



Rogers Nwoke
CEO
**Hasal Microfinance
Bank**

Mr Rogers Nwoke is the CEO of Hasal Microfinance Bank in Nigeria. He will be discussing the opportunities available for the growth of Microfinance in Nigeria.

"I want to thank you for all the effort you put into organizing the Summit. What an incredible group of people! I feel as though I learned so much and I'm grateful for the opportunity to have been involved"

Peter Greer, CEO, Hope International

Speakers



Jared Getenga
Project Manager, Kenya
Credit Information
Sharing Initiative
**Kenyan Bankers
Association**

Jared Getenga has a B Com and MBA, Finance (University of Nairobi). He spent 20 years with the Central Bank of Kenya in Banking Supervision and Deposit Protection, after which he spent two years as Financial Sector Specialist with the Financial and Legal Sector Technical Assistance Project.



Richard Appietu
Head of Microfinance
and SME Banking
Fidelity Bank Ghana

Richard is the head of Fidelity Bank's Microfinance Business. He has 15 years professional experience, ten of those in banking and Micro Finance, SME Banking and Retail Banking. Richard was instrumental in setting up the Micro Banking Unit at Barclays.



Audrey Linthorst
Country Director Africa
MIX

Audrey joined MIX in December 2008 as the Analyst for Anglophone Africa. She is responsible for collecting data from MFIs in Anglophone Africa and analyzing, benchmarking, and publishing that data.



Professor JJ Asongu
President and Chief
Executive Officer
**Chartered Diversified
Holdings**

Professor Januarius Jingwa (JJ) Asongu is the Founder, President, and Chief Executive Officer (CEO) of Chartered Diversified Holdings. As the President/CEO, he is the chief strategy officer for the company and ensures that the company sticks to its mission and vision. He is also responsible for raising capital for the organization.



Kwasi Anokurang Budu
Deputy Executive
Director
EB ACCION Ghana

EB-ACCION offers money transfer services at all its branches in collaboration with its partner Western Union and allows withdrawals from all ECOBANK ATMs worldwide. They are also winners of the Microfinance Institution/ Project of the year at the African banker Awards 2011.



Gilbert Otto Osei-Alomele
Head of E-Banking and
Product Development
UniBank Ghana

As Head of E-Banking and Product Development, Gilbert will be focussing on the role of Mobile in increase the reach of Microfinance across West Africa.



Moses Owharo
Founder and CEO
**Aidez Small Project
International**

Aidez Small Project International is dedicated to the improvement of the health and livelihoods of the rural poor, especially women, through the promotion of sustainable poverty reduction programmes in social, technical and economic empowerment.



Ezekiel Esipisu
Director
Habitat for Humanity

Mr. Esipisu is a microfinance/rural finance specialist, well versed in monitoring and evaluation with more than 13 years' experience conducting assessments and designing and implementing projects.



Barbara Magnoni
Managing Director
EA Consultants (MILK)

Ms. Magnoni is President of EA Consultants and Client Value Project Manager for the Microinsurance Learning and Knowledge (MILK) Project, which is managed by the Microinsurance Centre. She is an international development advisor with over 15 years international finance and development experience.



Bas Hoefman
Managing Director,
Africa
Text-To-Change

Bas has over 6 years of marketing and advertising experience in the banking sector. Bas lives in Uganda and works on the current TTC programs from the office in Kampala.



Kwaku Yamoah Kyei
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Kwaku is a consummate entrepreneur who has over the past 10 years developed and successfully managed and still manages several micro businesses both in Ghana and the United States with a plethora of shrewd investments in social enterprises where his passion lies.



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Managing Director
EB ACCION Cameroon

Yoro came to Accion with over fifteen years of technical and financial management experience. Prior to ACCION, he worked for CARE International as country representative-Benin and programs coordinator of CARE Togo-Ghana-Benin.



Collins Amponsah-Mensah
Chairman
**Ghana Association of
Microfinance Companies**

The Ghana Association of Microfinance Companies (GAMC) is an Association of companies providing microfinance services. It is limited by guarantee and was registered in Ghana on the 20th of May, 2011. The formation of the Association was necessitated by the Bank of Ghana's regulation for all microfinance companies in the country to be licensed.

“The conference was wonderful and very useful to us from Ghana. It gave my colleagues and I the opportunity to meet for the first time global investors whom we are now communicating with to see how they could invest in MFIs in Ghana”

Collins Amponsah-Mensah, Board Chairman, **Ghana Association of MFIs**

Sponsorship opportunities



Miles Harley

If your organisation needs to raise profile, promote products and services or develop new partnership opportunities in the Microfinance sector, contact:

tel: +44 (0)20 3141 8797

email: mharley@hansonwade.com

Working with Hanson Wade

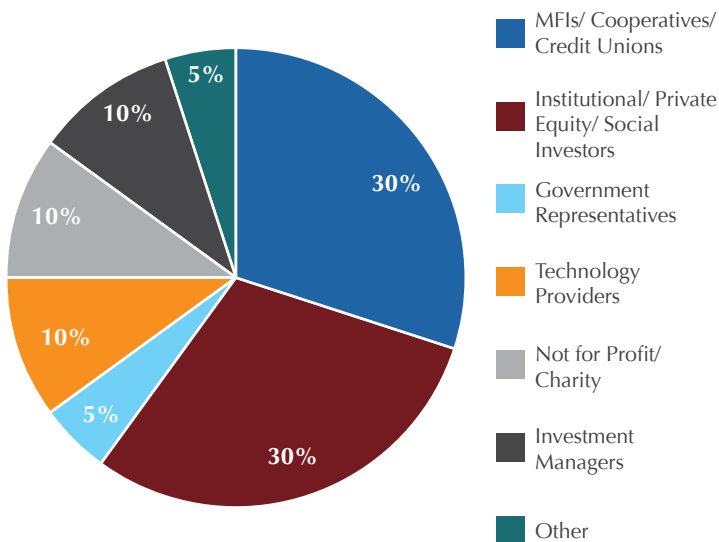
When you work with Hanson Wade you work with a partner focused on your success. Your investment in both time and money needs to generate a return.

Our clients want that too and that's why they work with us. They want to reach a targeted audience and eliminate wastage from their marketing activities. They work with us because we deliver results. We're proud of this fact.

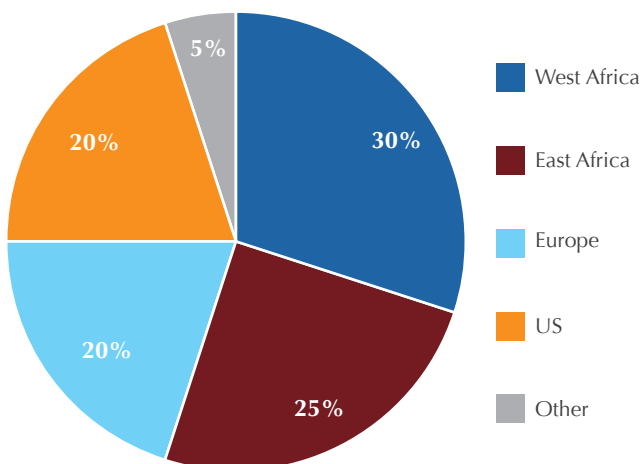
Our research identifies ground breaking issues and allows you to influence industry thinking at an early stage. Our expertise is recognised and respected by the industry. And our events are focused, leading edge and attended by people looking for knowledge before making decisions.

Attendee breakdown

Who Will You Meet?



Where will delegates be from?



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focus

Investor Fair

Success for Investors and MFIs is reliant on developing strong partnerships, transparent information on social and financial performance and on-going communication. This year's Investment and *Innovation in Microfinance: Africa Summit* will facilitate that conversation, and ensure robust relationships between investors and MFIs moving forwards.

At the end of the first day of the conference you will have the opportunity to meet, network and do business with your future business partners.

Investors: Find out which MFIs are looking for investment, what their priorities are for 2013, what technical assistance they need and how you can work with them effectively to promote social change and profitability.

MFIs: Find out which investors are interested in getting involved in investment in Africa, what their drivers and barriers to investment are, what kind of investments they are looking to make, and how you can ensure that you are as attractive as you can be to potential investors in the region.



Recognition Awards

Recognizing individuals and organizations who are committed to innovation and development in Africa and have demonstrated vision in delivering financial services to those at the bottom of the pyramid

This year's *Investment And Innovation: Africa* conference examines the latest innovative products, the newest delivery channels and pinpoints the investors of tomorrow. As part of a commitment to highlighting the newest trends and technologies and the most inspirational case studies from across Africa, Hanson Wade will be holding Africa's **Recognition Awards** on 19th September 2012.

Why are we holding the Recognition Awards?

As Microfinance continues to transform, develop and mature, it has become clear that the Microfinance community would welcome an opportunity to showcase and celebrate best practice. All facets of the Microfinance industry from investors to MFIs and MIVs to foundations are displaying innovative and influential work in a huge variety of areas such as new product development, technology and distribution. At this event, the Microfinance community will come together to recognize those who have contributed innovative and original work within the industry.

What will the categories be?

There will be 6 categories recognizing innovative work done by MFIs, Foundations, Investors, MIVs and the industry that serves them. Certificates of innovation will be awarded to recognize:

1. Commitment to social and financial transparency
2. Commitment to improved implementation of good governance

3. Successful product innovation
4. Commitment to MFI professionalization
5. Innovative use of technology
6. Commitment to innovative impact investing

How can you enter?

1. Please visit www.microfinance-africa.com
2. Download and complete the official nomination form
3. Send your nomination form to info@hansonwade.com

To find out more information on the dinner, check the categories and nominate an organisation, please visit www.microfinance-africa.com



