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please visit:
www.adfiap.org/consulting/

ADFIAP invited to provide inputs at APEC advisory group meeting

As a collaborating institution of the Asia Pacific Economic Cooperation (APEC) Business Advisory Council (ABAC) and as part of ADFIAP's engagement with regional organizations, ADFIAP,



represented by its Secretary General, Mr. Octavio B. Peralta, was among the select institutions invited by the Advisory Group on APEC Financial System Capacity-Building to contribute their perspectives and inputs on the proposed Asia-Pacific Financial Forum (APFF) initiative and the ongoing financial inclusion program, both key themes of the advisory group and ADFIAP as well.

On financial inclusion, Mr. Peralta reported to the attending delegates the ADFIAP member-institutions' microfinance apex and direct lending, programmed lending to clustered

home-based microenterprises, financial literacy programs and use of ICT on mobile and agent banking in the countryside. He also shared ADFIAP's access to finance (A2F) advocacy for small and medium enterprises (SMEs) since most, if not all, ADFIAP member-DFIs are assisting this important sector of the economy. In 2011, ADFIAP has co-organized two A2F financial

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Russia's Vnesheconombank now a full member, to host 37th ADFIAP Annual Meetings in 2014



Vnesheconombank (State Corporation "Bank for Development and Foreign Economic Affairs" – VEB), the Russian Federation's largest

bank for development with over US\$ 100 billion in assets, is now a full member of ADFIAP after being a special member on observer status since July 2007. Also, VEB, in response to the Association's call to host the 37th ADFIAP Annual Meetings, has expressed readiness to hold the yearly

gathering of members in 2014 (exact dates and venue to be determined).

VEB <http://www.veb.ru/en/> was established on May 2007 and operates to diversify the Russian economy, boost its competitive edge, and encourage investment activity. The Bank is responsible for providing investment, foreign economic, insurance and consultative support for projects in Russia and abroad aimed at developing

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ADFIAP joins EU partners in project mission to Myanmar

In furtherance of its work and advocacy on sustainable development, ADFIAP is a part of a consortium of partner-institutions in an

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EDITORIAL BOARD

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Mr. Nguyen Quang Dung

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Mr. Octavio B. Peralta

Secretary General

ADFIAP, ADFIM, DBT hold joint SME finance seminar in KL



ADFIAP's Institute of Development Finance (IDF), in collaboration with the Development Bank of Turkey (DBT Kalkinma) and the Association of Development Finance Institutions of Malaysia (ADFIM), organized the "International Seminar-Workshop on Strategic Financial Management for SME Bank Lending Officers" from December 3 to 7, 2012 at the Parkroyal Hotel in Kuala Lumpur, Malaysia. This seminar is the second event under the ADFIAP-DBT Kalkinma training and consulting cooperation, having successfully organized their first joint seminar in Manila, Philippines on July 23-27, 2012 (please follow link <http://www.adfiap.org/news/ac-dbt-joint-seminar-focuses-on-strengthening-sme-lending-of-dfis/>)

A total of eighteen (18) officers from member-banks of ADFIAP and ADFIM completed the program which was aimed at enhancing the DFI's capability in

creating a risk-based financial structure for its SME lending operation in order to nurture a vibrant and sustainable SME loan portfolio geared towards risk minimization and profit maximization. The program also included a session on "Sustainability Management and Reporting", a non-financial reporting that sets out the principles and indicators to measure and communicate to stakeholders and shareholders the institution's performance on economic, environment, social and governance aspects.

The seminar-workshop was highly interactive and used lectures, action-oriented methodologies, structured learning exercises, hands-on practical activities, sharing of experiences and an institutional visit to SME Bank Malaysia to observe good lending practices.

The participants were formally welcomed during a brief opening ceremony by Tn. Syed Kamarulzaman, Vice-Chairman of ADFIM and CEO & Managing Director of Perbadanan Nasional Berhad (PNS). DBT Kalkinma's Mr. M. Serdar Kabukcuoglu, Head of Business Development and Planning Department and Mr. Recai Biberoglu, Director of Business Development and Strategy Department, were among the

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ADFIAP speaks at international inclusive innovation conference

On invitation by Thailand's Valaya Alongkorn Rajabhat University under Royal Patronage (VRU), which leads a consortium of partners that organized the "International Conference on Inclusive Innovation and Innovative Management 2012" (ICIIM 2012), ADFIAP, represented by its Secretary General, Mr. Octavio B. Peralta, spoke and shared with the 160 participants attending the event, the ADFIAP members' support programs on inclusive innovation. The conference was held on December 14-15, 2012 at the Miracle Grand Convention Hotel in Bangkok, Thailand.

The aim of ICIIM 2012 is to promote worldwide awareness of inclusive innovation and innovative management and to serve as an incubator of new thoughts, progress, and experiences on the subject as well as to encourage university instructors, scholars, researchers to submit a paper for



presentation and publication. The outcome of ICIIM 2012 will be carried over to the envisioned ICIIM 2013 conference.

ADFIAP joins other organizing partners that included the Governance Innovation for Sustainability Institute (GIS), the National Science Technology and Innovation Policy Office (STI), the National Innovation Agency

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MEMBER ANNIVERSARIES

January

Development Bank of the Philippines
(66 years)

Rural Development Bank
(15 years)

Bhutan Development Finance
Corporation (25 years)

Philippine Export-Import Credit Agency
(36 years)

Eurasian Development Bank (7 years)

February

National Development Bank of Palau
(31 years)

Lankaputhra Development Bank
(7 years)

MEMBERS

Agrobank. Alalay sa Kaunlaran Incorporated. Al Amanah Islamic Investment Bank of the Philippines. Andhra Pradesh State Financial Corporation. Antigua & Barbuda Dev't Bank. Asaka bank. Asian Dev't Bank. Avantage Ventures. Bank Jabar Banten. Bank Nagari. Bank of Bhutan, Ltd. Bank of Industry and Mine. Bank of Khyber. Bank of the Cook Islands. Bank Pembangunan Malaysia Berhad. Bank Simpanan Nasional. Bhutan Development Bank. Bhutan Insurance Limited. Bhutan National Bank Ltd. Brunei Economic Development Board. Business Development Bank of Canada. Capital Bank of Mongolia. Centre for SME Growth and Dev't Finance. China Development Bank. Commonwealth Development Authority. Corporation Bank. Credit Guarantee Corporation Malaysia Bhd. Credit Guarantee Fund Trust for Micro & Small Enterprises. Development Bank of American Samoa. Development Bank of Jamaica, Ltd. Development Bank of Japan, Inc.. Development Bank of Kazakhstan. Development Bank of Mongolia. Development Bank of Samoa. Development Bank of the Philippines. Development Bank of Turkey. DFCC Bank. Eco Frontier. Entrepreneurship Development Institute of India. Export Credit Guarantee Agency of Oman SAOC. Esquire Financing Inc. Eurasian Development Bank. Export Finance & Insurance Corporation. Export Import Bank of Malaysia. Export - Import Bank of India. Fiji Development Bank. Fiji National Provident Fund. First Credit & Investment Bank Limited. FSM Development Bank. Global Coalition for Efficient Logistics Asia. Global Procurement Consultants Ltd. House Building Finance Corporation Ltd. Housing Development Finance Corporation Bank of Sri Lanka. ICRA Limited. IDBI Bank Limited. IFCI Limited. India SME Technology Services Ltd. International Bank of Azerbaijan International Financial Consulting, Ltd.. IPDC of Bangladesh Limited. Johor Corporation. Japan Bank for International Cooperation. Japan Economic Research Institute. Japan Finance Corporation, MicroBusiness and Individual Unit (JFC-Micro). Kartanaka State Financial Corporation. Korea Development Bank. KfW Bankengruppe. Land Bank of the Philippines. Lankaputhra Development Bank. Lanka Orix Leasing Company Plc. Micro Finance Development Association of Mongolia. Micro Finance Development Fund. Malaysian National Chamber of Commerce and Industry. MNY Consulting Sdn Berhad. National Bank of Samoa. National Bank of Uzbekistan. National Development Bank of Palau. National Development Bank, PNG. National Housing Bank. National Small Industries Corp. NIDC Development Bank. Niue Development Bank. Oman Development Bank. Oman Housing Bank. Pacific Islands Development Bank. Pag-IBIG Fund. Pak-Brunei Investment Company Ltd. Pak-Iran Joint Investment Company Ltd. Pak-Oman Investment Company Pvt. Ltd. Palestine Mortgage & Housing Corporation. Parsian Farda Investment & Financial Counsellors Institute. People's Credit & Finance Corporation. Philippine Export Import Credit Agency. Planters Development Bank. Queen City Development Bank. RCBC Savings Bank. Royal Insurance Corporation of Bhutan Ltd. Rural Development Bank. Sabah Credit Corporation. Sabah Development Bank Berhad. Samoa Housing Corporation. Seylan Bank. SIDBI Venture Capital, Ltd. Small Business Corporation. Small Industries Development Bank of India. SME Bank Berhad. SME Bank Limited. SME Development Bank of Thailand. T Bank Ltd. TMB Bank Public Company Ltd. Tekun Malaysia. Thai Credit Guarantee Corporation. Tonga Development Bank. Trade & Development Bank of Mongolia. TRNC Development Bank. Vanuatu Agriculture Development Bank. Vnesheconombank. Vietnam Development Bank. Zarai Taraqati Bank Limited

Secretariat greets 2013 with office blessing, planning meeting

The ADFIAP Secretariat in Manila, greeted 2013 and started the first day of work for the new year on January 2, 2013 with the traditional office blessing for a fresh start and renewed hope. The Secretariat also set into motion its annual business planning meeting, with "creativity and innovation" as a continuing theme for the year.

As in most countries and cultures, the new year offers new opportunities to reflect back as well as to look forward with great optimism to enhance work performance. In ADFIAP's case, being a membership service organization, the new year provides time for it to review the past year and plan ahead in



terms of new and improved offerings to its members, partners and constituencies. For updates on activities and programs for 2013, please visit the ADFIAP's calendar of events at this link: <http://www.adfiap.org/events/2013-calendar-of-events/>

Secretariat reviews 2012 performance, sets plans for 2013



The ADFIAP Secretariat, the ADFIAP Consulting Group and invited resource persons met on January 17, 2013 to review last year's performance and set the directions and plans for 2013. Prior to the presentations of the Secretariat's business unit—the Institute of Development Finance (IDF), the ADFIAP Consulting (AC), and ADFIAP Responsible Citizenship (ARC) Centre—and its operations unit—the Membership and Events Management Unit, the Knowledge Management Unit (KMU) and the Finance and Administration Unit—a strength, weaknesses, opportunities and threats (SWOT) analysis was conducted in an effort to scale up services to serve better the ADFIAP members and other stake-holders. The SWOT analysis was facilitated by the ADFIAP Secretary General Mr. Octavio B. Peralta where the mission and vision of the Association as well as its service offerings were revisited. Recommendations on the results of the SWOT analysis will be presented to the ADFIAP Board of Directors during their 77th meetings in Ulaanbaatar, Mongolia in May 2013.

The IDF laid out its 2013 calendar of activities, highlighted by its demand-driven training program offerings as well

as its three credentialing programs—the Core Development Banking Program (Level 1), the Development Bank Management Program (Level 2) and the Fellow in Development Banking Program (Level 3).

The AC highlighted their 2013 work plan framework with more networking events and partnerships activities in the pipeline. The group also

reported on the grant proposal sent to several grant giving bodies where some of the proposals have been short-listed.

The Membership and Events Management Unit listed, among others, the two big events of the Association—the 36th Annual Meetings to be held on May 22-24, 2013 in Ulaanbaatar, Mongolia to be hosted by the Mongolian National Chamber of Commerce and Industry and the CEO Forum to be held on October 2013 (venue will be announced later). The Unit also reported on the interest of Russia's Vnesheconombank to host the 37th Annual Meetings of the Association in 2014 in Moscow.

The Knowledge Management Unit presented an update of the 9 microsites maintained by Association as well as its ADFIAP's Portal for Online Networking, Education and Exchange (ANEX), an online learning platform which has features such as discussion board, real chat time, and others.

The resource persons who attended the meetings and shared their inputs included Mr. Orlando Pena, former ADFIAP Secretary General and President of ABC Consulting and Mr. Max Edralin, Jr., Public Relations Consultant of the Bangko Sentral ng Pilipinas (Central Bank of the Philippines).

ADFIAP briefs SME Bank Malaysia on sustainability reporting



On invitation of its member, SME Bank Malaysia, ADFIAP visited the Bank's Kuala Lumpur head office on December 5, 2012 and briefed its business department heads and officers on sustainability reporting using the Global Reporting Initiative (GRI) framework and its guidelines.

Mr. Enrique Florencio, ADFIAP Head of Knowledge Management Unit & Sustainability Officer, and Ms. Sandra Honrado, ADFIAP Programs Sr. Executive, who were in the Malaysian

capital to organize an SME training program for ADFIAP's Institute of Development Finance (IDF), presented an overview on the recent trends in international business reporting which provide the context for sustainability reporting as well as elaborated on the processes in preparing such a report.

SME Bank <http://www.smebank.com.my/>

[web/guest/home/](http://www.smebank.com.my/web/guest/home/) as part of its internal management system, plans to come up with its first sustainability report in the first quarter of 2013 to communicate its performance comprehensively to its different audiences as well as improve its reporting processes.

For members interested to be guided in the preparations of their own sustainability reports, please email your Secretariat at inquiries@adfiap.org.

ADFIAP is a community. Like any other community, engagement and interaction of members of the community is vital to its success. We would like to hear from you, your feedback, ideas and thoughts on what you have read and seen in this newsletter, or what we are missing, if any. Write us a brief note and we will publish it for the benefit of the community.

ADFIAP to assist PCFC on its sustainability reporting initiative



Upon the request of its member, Philippine-based Peoples Credit Finance Corporation (PCFC), for a briefing on sustainability reporting, ADFIAP's Head of Knowledge Management Unit & Sustainability Officer, Mr. Enrique Florencio, presented to PCFC unit heads and key officers on February 1, 2013 at its headquarters an overview on the recent trends in international business reporting which provide the context for sustainability reporting using the Global Reporting Initiative (GRI) framework and its guidelines as well as elaborated on the processes in preparing such a report.

As part of its internal management systems, PCFC plans to come up with its first integrated annual and sustainability report this year to communicate its performance comprehensively to its stakeholders as well as improve its reporting process.

PCFC www.pcfc.ph provides wholesale funds to retail microfinance institutions (MFIs) for on-lending to the poor. PCFC's loan portfolio is exclusively for microfinance and has more than 200 conduits and partners in many parts of the country to mobilize microfinance operations.

The ADFIAP Secretariat in Manila has since been briefing and advising members on the preparation of their sustainability reports. For members needing advice and assistance in the preparation of their own sustainability reports, may please email your Secretariat at inquiries@adfiap.org

ADFIAP invited to youth finance education regional meet

On invitation by the Amsterdam-based Child & Youth Finance International (CYFI), ADFIAP, represented by its Secretary General, Mr. Octavio B. Peralta, attended the one-day regional meeting held on December 4, 2012 at the Executive Business Center of the Bangko Sentral ng Pilipinas (BSP - Central Bank of the Philippines) in Manila. The event was organized by CYFI and was supported by the BSP in collaboration with the Bank Marketing Association of the Philippines (BMAP).



This Asia-Pacific regional meeting, focused on financial inclusion and financial education for children and youth, brought together some 90 participants from leading international organizations as well as national stakeholders (NGOs, government ministries, regulatory bodies, financial institution and the academe)

from countries across the region. The aim of the meeting was to pool regional expertise and to create unified actions plans for the region on child and youth finance issues.

The vision of CYFI <http://www.childfinanceinternational.org/> is for every child to have access to financial services, financial awareness through education, a reliable source of income and the will to save and build assets to promote their future stability.

MEMBER NEWS

NEW APPOINTMENTS

SB Corp opens 2 new provincial desk offices



Dr. Ramon Quesada
Chairman & CEO
SB Corp

In its effort to expand its reach and to be more accessible to its clients, the Philippines Small Business Corporation (SB Corp) has recently announced the opening of two new provincial offices in Mindoro and Dagupan City in Pangasinan. Already offering the most inclusive financing programs for micro, small and medium enterprises (MSMEs) in the country, SB Corp has now established local presence in more key cities of the country with its four full service area offices (North Luzon, South Luzon, Visayas and Mindanao) and eleven (11) desk offices strategically located in Isabela, Bicol, Palawan, Iloilo, Tacloban, Bacolod, Cagayan de Oro, General Santos City, Butuan, Mindoro and Dagupan.

Plantersbank appoints Borromeo as new President



Philippine's Planters Development Bank (Plantersbank) announced the appointment of Mr. Carlos M. Borromeo as President and Chief Operating Officer of the Bank

effective January 2013.

The appointment of Mr. Borromeo, a business professional who has 22 years of banking experience in both front-line and support functions, is also seen to augur well for small and medium scale enterprises (SMEs) as it signals a renewed commitment from the Bank to continue offering services tailor-fitted for budding entrepreneurs.

Mr. Borromeo, 46, first joined the Bank in January 2012 as executive vice president and chief financial officer. An alumnus of the Ateneo De Manila University with a Bachelor of Arts degree in Economics, Mr. Borromeo also holds a Masters in Business Management from the Asian Institute of Management, graduating with high distinction. A Student Achievement Awardee from the Asian Wall Street Journal, Mr. Borromeo has since coached and mentored bank management trainees from a number of financial institutions. He has also conducted training in Asset Liability Management for both the Money Market Association and the Bankers Institute of the Philippines, Inc. (BAIPHIL).

Ms. Parichatara L. Sirivong is SME Bank's Acting President



SME Bank of Thailand appointed Ms. Parichatara L. Sirivong as its Acting President. Prior to her appointment, she is the Bank's Senior Vice President in charge of financial and accounting. Ms. Sirivong finished her Bachelor's Degree in Accounting from the Thammasart University in Thailand and

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IPDC offers corporate consultation services

In addition to financial support, IPDC of Bangladesh offers to its clientele consultation services. IPDC's staff includes a core team of experts who carry out pre-investment feasibility studies, technical evaluation, engineering audit, market research and risk analysis, sophisticated econometric forecasting, financial modeling and credit checks. They also



Mr. Mominul Islam
Managing Director & CEO
IPDC of Bangladesh

provide advisory services on building sound accounting procedures, management information systems, and strategic planning and control. Competitive fees are charged for each of these services which are offered with or without IPDC financing in the enterprise. IPDC is committed to provide the necessary services and the needs of its clients.

BDBL promotes rural savings scheme

Bhutan Development Bank Limited's (BDBL) Rural Saving Scheme supports the development of the commercial, agricultural and industrial sectors of Bhutan. This saving scheme provides a strong capital base for BDBL's long-term financial viability. The scheme will mobilize savings to expand BDBL's pool

of lending funds to lessen dependence on foreign donors, borrowings and government grants.



Mr. Pema Tshering
Managing Director
BDBL

APSFC provides training for SFCs



Mr. T. Satyanarayana Rao
Managing Director
APSFC

Andhra Pradesh State Financial Corporation's (APSFC) ISO manual has a d e q u a t e emphasis on training as a p r o a c t i v e and c o n t i n u o u s activity. Besides training its own staff, APSFC is conducting Small Industries Development Bank of India's (SIDBI) sponsored training programs for the benefit of officers and staff of other State Financial Corporations (SFCs) in India. APSFC also conducts specially-designed training programs for managers of SME sector, finance professionals and entrepreneurs.

Using the Global Reporting Initiative's (GRI) reporting guidelines, your Secretariat is now equipped with necessary tools to help you develop and organize your sustainability reports. For interests, please email the ADFIAP Secretariat at inquiries@adfiap.org.

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inclusion events, one was the AusAid-supported conference in Manila held on June 27-28, 2011 with the Australian APEC Study Centre at RMIT University (AASC) in Melbourne <http://www.adfiap.org/news/adfiap-australian-apec-centre-hold-forum-on-msme-access-to-finance/> and the other with the Department (Ministry) of Finance of the Republic of the Philippines on September 15, 2011 in Honolulu, Hawaii <http://www.adfiap.org/news/adfiap-organizes-apec-dialogue-on-financial-inclusion/>. The most recent joint ADFIAP-AASC financial inclusion seminar was held on October 17-18, 2012 in Melbourne, Australia, with support from AusAid and the ADB Institute themed, "Regulatory Environments to Promote Financial Inclusion in Developing APEC and other Regional Economies" that was attended by 48 participants and presenters. As a highlight of the seminar, ADFIAP and AASC signed a memorandum of cooperation to continue their work and advocacy on financial inclusion and other sustainable development topics <http://www.adfiap.org/news/adfiap-aasc-rmit-sign-cooperation-pact/>

On the other hand, the APFF is envisioned to be a framework for enhanced regional public-private collaboration to promote the development, convergence and connectivity of financial markets in the region as well as to help develop global financial regulatory standards that are compatible with the region's needs. The APFF is intended to support, enhance and assist in the development of the region's financial markets without unnecessarily duplicating the work of

from page 1, ADFIAP joins EU...

EU grant project called, "SMEs for Environmental Accountability, Responsibility and Transparency Myanmar" (SMART Myanmar). The consortium, led by Sequa gGmbH of Germany, also includes UK's Sheffield Chamber of Commerce and Industry, Germany's Gesamtverband (Confederation of the German Textile and Fashion Industry), the Republic of the Union of Myanmar Federation of Chambers of Commerce in Myanmar Business (UMFCCI) and the Myanmar Garment Manufacturers Association (MGMA).

A pre kick-off mission organized by Sequa in Yangon from January 9-11, 2012 was joined by the above partners that met to prepare the project's work plan, consulted with other stakeholders and visited garment factories. ADFIAP was represented in the mission by its Secretary General, Mr. Octavio B. Peralta, who also took the opportunity to visit the Myanmar Banks Association (MBA) for its cooperation to the project. The project

other institutions and organizations, including ongoing regional collaboration to develop bond markets. Toward this end, the Australian Government will host a symposium on financial market development on April 10-11, 2013 in Sydney <http://symposium2013.tspace.gov.au/>. The symposium will seek to develop concrete ideas on the structure, participation and future activities of the APFF and how these activities can be coordinated with other ongoing regional initiatives. The outcomes of the symposium will serve as the basis for the way forward to be discussed with ABAC at the next Finance Ministers' Meeting in Bali in September 2013.

APEC <http://www.apec.org/> is the premier Asia-Pacific economic forum whose primary goal is to support sustainable economic growth and prosperity in the region. APEC has 21 member economies. The word "economies" is used to describe APEC members because the APEC cooperative process is predominantly concerned with trade and economic issues, with members engaging with one another as economic entities.

The APEC Business Advisory Council (ABAC) <https://www.abaconline.org/v4/index.php> was created by the APEC Economic Leaders in November 1995 to provide advice on the implementation of the Osaka Action Agenda and on other specific business sector priorities, and to respond when the various APEC fora request information about business-related issues or to provide the business perspective on specific areas of cooperation.

will officially be presented to the Myanmar public in March.

The 3-year project, funded by a grant from the European Commission under its SWITCH-Asia Programme http://ec.europa.eu/europeaid/where/asia/regional-cooperation/environment/switch_en.htm, specifically aims to improve the production and consumption of sustainably-manufactured garments from Myanmar. ADFIAP's main role is to provide technical assistance, particularly in financing topics, to key stakeholders of the project, i.e., the chamber of commerce and industry, the garment association, banks and SMEs. ADFIAP will also assist in project's visibility actions, stay in regular contact with partners and stakeholders, monitor implementation of its activities and objectives, and prepare regular financial and technical reporting. ADFIAP hopes that the experience gained from the project and its constituencies can be shared to its member-development finance institutions in the region.



from page 1, Russia's Vnesheconombank...

infrastructure, innovations, special economic zones, environment protection, providing support for exports of Russian products, works and services as well as supporting small and medium-sized enterprises.

Under VEB's strategy approved by the Bank's Supervisory Board, its loan portfolio is to increase to 850 billion rubles by 2015 and the proportion of innovation projects in it is to increase to 20% and a total amount of its support for the Russian economy is to amount to 2 trillion rubles or 2.4% of GDP. Vnesheconombank's Chairman is Vladimir Dmitriev.

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(NIA), the Asia-Pacific Finance and Development Center (AFDC), The Association of Researchers under the Royal Patronage of the National Research Council of Thailand, Yunnan University of Finance and Economics, China, Tianjin University of Finance and Economics (TJUFE), China, Lyceum of the Philippines University, Universiti Teknologi MARA (UiTM), Malaysia, the University of Management and Economics, Cambodia.

For more information on the conference, please refer to this weblink: <http://www.iciim.org/index.html>

from page 2, ADFIAP, ADFIM, DBT...

resource persons of the program that also included ADFIAP Consulting's Managing Partner, Atty. Alberto B. Reyno and ADFIAP's Mr. Enrique Florencio, Head of Knowledge Management Unit and Sustainability Officer. ADFIAP's Ms. Sandra C. Honrado, ADFIAP Senior Executive for Programs, was the overall program organizer and coordinator.

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Executive MBA from the Kasetsart University, also in Thailand. In addition, Ms. Sirivong attended various training courses on banking and finance held by the Thai Institute of Directors, Federation of Accounting Professions, Chase Manhattan Bank (New York, U.S.A) and Citibank Co. Ltd. Ms. Sirivong has initiated SME Bank's joint venture activities with foreign companies. Further, she worked with foreign and domestic banks to initiate securitization business with Thai Securities and Exchange Commission and The Stock Exchange of Thailand.

MEMBER NEWS

DBP, Landbank tie up for remittance service



Mr. Gil Buenaventura
President & CEO
DBP



Ms. Gilda Pico
President & CEO
Landbank

Both state-owned Development Bank of the Philippines (DBP) and Land Bank of the Philippines (Landbank), have joined hands

to improve their services to overseas Filipino workers (OFW). DBP signed a memorandum of agreement (MoA) with Landbank for a depository bank tie-up to enable it to better serve the remittance requirements of overseas Filipino workers and their dependents. Under the MoA, Landbank will serve as DBP's depository bank for Peso and US dollar deposits/accounts for branch cash servicing. Both banks have been working closely in the area of remittance services since 2007, with DBP utilizing the delivery network of Landbank to serve inward remittances of overseas Filipinos.

ISTSL provides CDM advisory services to MSMEs

The India SME Technology Services, Ltd (ISTSL) is actively working in the area of energy efficiency and clean development mechanism (CDM). It provides CDM advisory services to micro, small and medium enterprises (MSME) clusters and individual MSME clients. ISTSL facilitates the following CDM services: CDM feasibility analysis of the project, undertaking energy



Mr. K. S. Singhawan
Chief Executive Officer
ISTSL

assessment/audits, development of concept [Project Idea Note (PIN)], development project design document (PDD), additionality analysis and host-country approval support, validation support, registration support, monitoring support, certified emission reductions (CER) issuance support, and legal services for the ERPA and

sales of CERs.

Tekun Malaysia provides mobile service to clients

TEKUN Mobile is one of the Tekun Nasional's initiatives and efforts in enhancing its delivery system, meeting with the grassroots, in line with the Malaysian Government's intention and aim at providing a better and efficient service to the people, especially to Bumiputera (indigenous)

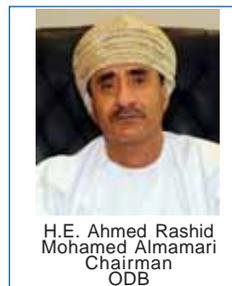


Datuk Abdul Rahim Hassan
CEO/Managing Director
Tekun Nasional

community. TEKUN Mobile provides an entrepreneur-friendly service with the following roles and objectives: facilitate dealings and strengthening of the delivery system especially for entrepreneurs; be a guidance, support and business network service; coordinate information received

from the customer and suggest improvement towards TEKUN National delivery system; conduct activity at grassroots level and encourage entrepreneur and future entrepreneurs to receive detailed information; and provide product and service information and promotion offerings by the Ministry of Agriculture & Agro-Based Industry and related agencies as well as updating latest information. As at December 2012, TEKUN has 15 boats and a TEKUN Mobile van operating around Malaysia.

ODB reduces loan collateral requirements



H.E. Ahmed Rashid
Mohamed Almamari
Chairman
ODB

The Board of Directors of the Oman Development Bank (ODB), in its last meeting, has decided to reduce the requirement level of collaterals requested for the Bank's loan. ODB

will relax the parameters of the internal rating model it is using to allow a uniform and across the board reasonable level of lower collaterals for a same level of risk. This methodical approach permits a fairness among customers and an acceptable compromise between both necessities of sustainability of the Bank and more growth to SME finance. The internal rating model ODB is using was developed since 2007 to compute rigorously the expected losses of loans provided and computes the right level of collateral, based on the merits of each project, and in line with Basel 2 guidelines.

NBU offers factoring services



Mr. Saidakhmad Rahimov
Chairman of the Board
NBU

In performing factoring operations, the National Bank of Uzbekistan (NBU) returns to the client not more than 80% of the amount under payment order. Transfer of the outstanding balance to the client

occurs once the debt is collected, once the funds are received from the payer. Before the contract is signed the supplier submits to the Bank the following package of documents: a) duly concluded and signed by the payer sale/purchase contract that of performing works or providing services, b) documents confirming the fact of selling material values, performing of work, providing of services (waybills, copies of warrants, report of acceptance of work, etc.), c) a copy of payment order issued for the payer and the payer's letter confirming his consent to make payment (to accept) this order, d) balance sheet as of the last reporting date with commence on payable and receivable and with report of checking attached for the whole amount of over due receivable, e) profit and loss account, f) certificate of availability of the fund borrowed from other creditors and availability of free funds, deposited with other banks, and g) the list of accounts opened with other banks.

MEMBER NEWS

TDB is Mongolia's best corporate bank



Mr. Randolph Koppa
President
TDB

The Trade and Development Bank of Mongolia (TDBM) was awarded the "Best Corporate Bank Mongolia 2012" from among the best commercial banks in the world at the 2012 Global

Banking & Finance Review awards. The British Global Banking & Finance Review is an influential organization in the financial sector on the global stage for its excellent review of organizational operations which global business players and financial institutions analyze and implement in their operations. The award is an esteemed recognition among financial institutions due to its global reach in equal competition, research, equal service to the banks.

PMHC provides long-term home financing



Mr. Issa Kassis
General Manager
PMHC

Palestine Mortgage and Housing Corporation (PMHC) provides long-term financing for the purpose of finishing of residential units. During the finishing stage,

the borrower can obtain a grace period of up to six months under the following conditions: a) the property must be located in areas that are subject to the Palestinian National Authority, b) the property land must be registered or can be registered in the Land Registration Authority (Tabo), however if the property was a condominium (apartment) in a building, it must have a recordable deed to the individual unit purchased and a portion of the land where the building is located, c) the loan amount must be in line with the household (homebuyer) income which should be verified by official documents, where the monthly mortgage payment in addition to the life and property insurance premiums must not exceed 40% of the total borrower income (plus the co-borrower income if present), or as determined by the legislator at the time, d) if the borrower has other loans or any other financial obligations, then the monthly mortgage payment in addition to the life and property insurance premiums must not exceed 50% of the total borrower income (plus the co-borrower income if present), or as determined by the legislator at the time, e) for formally-employed borrowers and co-borrowers, the refinanced amount (loan amount) must not exceed 90% of the residential property value, f) for self-employed borrowers and co-borrowers, the refinanced amount (loan amount) must not exceed 70% of the residential property value, or as determined by the legislator at the time, g) the first installment of the loan is disbursed after mortgage deed the property, and the rest of the loan installments are disbursed according to the agreed time table and work plan.

primarily focuses on education, health and welfare development of the under-privileged of the society and also works towards promoting environment-friendly practices in the country. The committee consists of senior management which meets frequently to discuss and initiate projects and identify relevant areas of concern which are then executed on a periodic basis.

VDB, EVN sign loan agreement for power projects

The Vietnam Development Bank (VDB) and the Electricity of Vietnam (EVN) have signed a credit contract for the construction of the Vinh Tan 2 and Duyen Hai 1 thermo-electric plants. VDB will provide EVN with a VND2.5 trillion loan in addition to the previous credit agreement signed between the two institutions amounting to VND 5 trillion. Vinh Tan 2 and Duyen Hai 1 have a combined capacity of 2,400 MW and are part of the national master plan to develop power sources up until 2015 to contribute further to the electricity system



Mr. Nguyen Quang Dung
Vice Chairman of
Management Board
and General Director
VDB

of the southern region of Vietnam. According to Mr. Nguyen Quang Dung, VDB General Director, about 39% of the Bank's total outstanding are for power projects, 45.6 % of which for EVN. At the end of 2012, EVN has over 80 power supplies and grid projects sponsored by the VDB with a total commitment amount up to VND 36, 9 trillion. They included key national projects such as Son La, Lai Chau, Huoi Quang and Ban Chat hydroelectric plants.

NBS launches prepaid mobile phone service

The National Bank of Samoa (NBS) in partnership with Digicel Samoa continues to lead the market with new innovation as they announced the launch of their "Ezibank Prepaid Mobile Top Up". This latest achievement of NBS allows customers to top up their Digicel mobile phone using their



Mr. Malcolm Johnston
Chief Executive Officer
NBS

NBS account when they sign up for this service. The product is in addition to a list of services in the Ezibank product road map. This service currently allows customers with Digicel mobiles to access their account balance and also purchase prepaid electricity.

Pak Oman's Friends of Life helps differently-abled care center

Pak Oman Investment Company's (Pak Oman) "Friends of Life" frequently visit and make a monthly cash donation to the Dar Ul Sukun, a home for 150 physically and mentally handicapped children. Dar Ul Sukun offers education, food, shelter and medical aid to those in need. The center caters to the individual requirements of its inmates and thus, sends them to special schools and hospitals as per their conditions. The "Friends

of Life" is an internal committee which caters to the Corporate Social Responsibility of Pak Oman. It works towards the alleviation of poverty and



Mr. Agha Ahmed Shah
Managing Director & CEO
Pak Oman