

IDBI Bank bags award for financial inclusion



IDBI Bank Ltd. received the ASSOCHAM Award 2015 for financial inclusion under the large bank class and government schemes category. The ASSOCHAM Social Banking Awards 2015 (Inclusive Growth for Sustainable Development) is an initiative to honor the banks who have made significant contribution in elevating and uplifting the life of the people from all strata, especially the lower strata of society.

IDBI Bank is the youngest, new generation public sector universal bank that rides on a cutting edge core banking platform with strong service orientation. This enables the Bank to offer personalized banking and financial solutions to its clients. IDBI Bank has one of the largest housing loan portfolios amongst PSBs and offers housing loans at base rate to its existing and new customers. The Bank offers very competitive rates to the MSME segment wherein it has different schemes for the specific customer segments. IDBI Bank also has a strong focus on agriculture sector and allied activities through its customized products, competitive pricing and personalized services.

DBP strengthen lending reach to MSMEs through cooperatives

The Development Bank of the Philippines (DBP) has entered into loan agreements with two cooperatives in the Province of Cebu under the DBP CSF Credit Facility.



The Cebu News Workers Multi-Purpose Cooperative (Cebu Newscoop), which was originally organized for print media workers, has been granted a P1million credit facility. The Cebu Newscoop has started operations in 1996 with only 34 members. Over the years, it has expanded its coverage to include, broadcast, television, radio, and allied media workers.

DBP also renewed its partnership with the Cebu People's Multi Purpose Cooperative (CPMPC), increasing its credit

facility to P30 Million to 50 Million. CPMPC is one of the largest multi purpose cooperative in Cebu. Over its four decades of existence, the cooperative has been considered one of the leaders in helping to strengthen social services and livelihood generation in the community, thus helping to uplift the economic and social status of its members.

The DBP CSF Credit Facility is a special lending window of the Bank in support of the Credit Surety Fund (CSF) program of the "Bangko Sentral ng Pilipinas" (Central Bank of the Philippines), which aims to support the growth of micro, small and medium enterprises (SMEs) which are short of acceptable collateral.

Tekun Nasional promotes entrepreneur cooperation

Tekun Nasional Malaysia's "Tekun Entrepreneur Community Club" (KKUT) is a network platform for TEKUN-assisted entrepreneurs. All TEKUN entrepreneurs are automatically members of KKUT. Through KKUT, TEKUN entrepreneurs may establish networks (networking) as well as co-operation and joint ventures together for

their mutual benefit and interest. TEKUN Nasional has selected a total of 15 successful entrepreneurs to become KKUT committee members for each parliamentary area.



ASKI offers integrated value chain program

Rice and ginger farmers in Aurora (Central Luzon, Philippines) will no longer have to worry



about the marketing of their harvests. This is because the Alalay Sa Kaunlaran Inc. (ASKI), a non-government organization based in Nueva Ecija (largest province in Central Luzon) through the ASKI Multi-purpose Cooperative (AMPC) will directly buy the farmers produce to be supplied to rice retailers in Nueva Ecija and nearby provinces and to a ginger exporter in Japan. This value chain program for agriculture of ASKI also provides financial assistance to farming activities and irrigation facilities as well as a link to AMPC which buys the farmer's harvest. AMPC plans to expand its coverage into other areas to benefit more farmers.

SME Bank Malaysia promotes one district one industry programme



The SME Bank Malaysia is keen in helping the small and medium enterprises (SMEs) thrive, hence the promotion of one district

one industry programme. Adoption of an industry within a district by various government agencies as means to promote and develop rural industries in order to uplift the socio-economic levels of its residents. SME Bank acts as 'foster parents' to the "songket" weaving entrepreneurs in the district of Kuala Terengganu. The objectives of this programme are to : provide financing facilities; develop and improve products; market and promote products; execute entrepreneurial guidance and training; establish vendors; and entrepreneur products as corporate gifts of SME Bank.

Tips for borrowing money without traditional collateral



Banks are great when it comes to lending money for hard assets such as real estate and equipment. But if your company needs funds for trade-

marks, intellectual property, employee training or other intangibles, be prepared to make a very solid case. Doing your homework could pay off in a much needed business loan.

Be prepared. However, you have to be very prepared to answer a banker's questions. How long will it take to get value from the investment? Are the costs realistic? Are the benefits measurable? Often, success with a banker will depend on the nature of the intangible asset and the reputation, size and track record of your company. Banks are more likely to open the purse strings for investments that generate future cash flows and add value to your company.

Not all intangibles are created equal. It always helps when intangibles are included on a company's balance sheet because banks will base their decision partly on your firm's financial statements. So, which intangibles can add value to your company? Often, they will be investments related to innovation and capacity building. These might include the development of new products, new markets or innovative processes. Capacity building would include new supply

agreements, a training program to add new competencies or a trademark acquisition. But a good idea isn't all a bank will consider. It's also important for your company to be profitable and have a well balanced financial structure. Banks won't lend unsecured money to solve underlying performance problems.

The right management team. In the end, having the right team could be what makes or breaks your loan application. There's no shortage of great ideas out there. What's often lacking is a motivated and experienced team that can deliver on what it's promising. Smaller companies may have to knock on a few doors before making that perfect pitch. But don't give up. If you feel you are very well prepared and a bank still turns you down, try another bank.

Questions you'll be asked. Here are some questions a banker might ask about your intangible investment project.

- Can you demonstrate how the project will create value and/or add capacity to your company?
- How long will the project take?
- Are the costs realistic?
- Are the benefits measurable and realistic?
- What are your skills and experience in the industry?
- What management expertise do you have?
- Do you have an experienced multidisciplinary team that can successfully execute all aspects of the project (e.g. from finance to marketing)?

Source: <https://www.bdc.ca>

NSIC organizes vendor dev't program



India-based National Small Industries Corporation (NSIC) and the MSME-DI, Dhanbad, in association with the Damodar Valley Corporation (DVC), Chandrapura

Thermal Power Station (CTPS) and Central Coal Field Limited (CCL), organized and coordinated the Vendor Development Programme on February 27, 2016 at the Chandrapura, Bokaro (Jharkhand). Thirty (30) micro, small and medium enterprise (MSME) units in the region participated in the program where representatives of the participating organizations highlighted their technical requirements and methodology to get enlisted with them for their sustainable growth.

7. Identifying qualified volunteers and leaders. Associations succeed or fail in large part due to the quality of the volunteer leadership. as difficult as it is to identify and recruit qualified leaders in your home market, it is doubly so internationally where conflicts of interest or interpersonal relations may be opaque.

8. Legal registration and administrative issues. In the last decade it has become more difficult and bureaucratic to conduct business internationally due to more stringent administrative requirements. Understanding how to protect your intellectual property or how to establish a foreign bank account requires proper legal advice from someone that is knowledgeable in the countries you want to operate.

9. Communications. On the one hand, social media and the Internet have made international communications so much easier than in years past. However, that does not remove the need to be an effective communicator. Tailoring your messages so that they resonate with your international audiences takes experience and the ability to put yourself in the audiences

10. Standards and regulatory issues. Established local standards or national protectionist legal regulations can pose significant barriers to your association from entering a promising market. Gaining an understanding of which markets you have a chance to succeed in, and avoiding those markets where you can't, can keep you out of trouble.

Source: International Association News and Strategy

10 obstacles to successful international development

1. Defining the right business model. More than any other issue, associations realize that what works in their home market is not necessarily going to work internationally. They recognize the need to develop a different business model(s) to succeed in international markets where the needs of the membership and the nature of the competition is different.

2. Accurately estimating international market opportunities. A lack of transparency and access to information is a major challenge when trying to assess the real potential in a given international market. Associations that do not have local resources are at a disadvantage when trying to determine the potential demand for membership, events and other services.

3. Language issues. While the dominant language for international communication and trade is English, there are regions of the world (like Japan or Latin America) where English has still not permeated at most levels. To trans-

late or not is a major decision and undertaken that requires careful thought and research.

4. Identifying qualified partners and vendors. Operating internationally almost always includes working with partner organizations (sister societies, associations or organizations) and vendors. It is a real challenge to be able to judge the priorities and intentions and capabilities of partners located halfway around the world.

5. Governance. What is the right balance between control and autonomy? How much representation should your international members have and what is the right governance model to deliver that representation?

6. Culture. Membership, associations and volunteerism mean different things to different people, especially in different countries. How do you succeed as a volunteer driven association in countries that do not have a history or a culture of volunteerism or association membership?

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