



FORD FOUNDATION



*International Conference on Rural Finance Research:  
Moving Results into Policies and Practice*

FAO Headquarters  
Rome, Italy

19-21 March 2007

**CONFERENCE PROGRAMME**

<b>DAY ONE</b>	<b>Monday, 19 March 2007</b>
<b>8.00-9.00 a.m.</b>	<b>REGISTRATION</b> <i>Building A, Main FAO Entrance</i>
<b>9.00-9.15 a.m.</b>	<b>CONFERENCE WELCOME</b> <i>Red Room, Building A, 1<sup>st</sup> Floor</i>  Geoffrey Mrema, FAO David Myhre, Ford Foundation Rodney Cooke, IFAD
<b>9.15-9.30 a.m.</b>	<b>CONFERENCE OVERVIEW</b> <i>Red Room, Building A, 1<sup>st</sup> Floor</i>  <b>Conference Facilitator:</b> Richard Roberts GTZ-Sida Financial Systems Development Programme, Bank of Uganda  Bringing together over 150 participants interested in rural finance research creates a unique opportunity to draw upon the vast experience of individuals from around the world. Our aim is to examine some of the recent key issues in rural finance, identify gaps in our knowledge and explore ways of strengthening the ties between research, policy and practice. During this session the Conference Facilitator will go over the conference objectives and programme. He will also provide instructions and guidance on navigating through the FAO building complex.

<p><b>9.30-10.45 a.m.</b></p>	<p><b>PLENARY SESSION I - KEYNOTE ADDRESS</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b><i>Current Trends in the Global Rural Economy: Implications for the Demand and Supply of Rural Financial Services</i></b>  Alain de Janvry, University of California at Berkeley</p> <p><b>Moderator:</b> Calvin Miller, FAO</p> <p>Dramatic changes in local and international markets, brought on by globalization, have impacted agricultural development worldwide. These changes have had uneven impacts across countries, with some experiencing renewed opportunities and benefits for rural development, while others grapple with the challenges of competing in a global market. In his keynote address, Alain de Janvry will set the stage for the conference by examining these issues and exploring implications for the demand and supply of rural financial services.</p>
<p><b>10.45-11.15 a.m.</b></p>	<p><b>Coffee Break</b>  <i>Building B, 8<sup>th</sup> Floor Terrace</i></p> <p>Participants are invited to take in the exquisite view of Rome on the 8<sup>th</sup> Floor Terrace while meeting up with old and new colleagues during the first coffee break.</p>
<p><b>11.15 a.m. - 12.30 p.m.</b></p>	<p><b>PLENARY SESSION II – THE ROLE OF RESEARCH IN RURAL FINANCE</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b>Panelists:</b>  Dick Bayaua, APRACA  Ulrich Hess, World Food Programme  Renate Kloeppinger-Todd, World Bank  Reynaldo Marconi, Forolacfr  Betty Wampfler, CNEAR/CIRAD</p> <p><b>Interviewer:</b> Doyle Baker, FAO</p> <p>How important is research to the development of the rural finance field? How satisfied are we with the quality of research being conducted? How well are we communicating and disseminating our work to the key users of research? These and similar questions on the '<i>role of research in rural finance</i>' will be explored during this interactive interview session.</p>
<p><b>12.30-2.00 p.m.</b></p>	<p><b>Lunch</b>  <i>Building B, 8<sup>th</sup> Floor Cafeteria</i></p>

<p><b>2.00-3.00 p.m.</b></p>	<p><b>PLENARY SESSION III – INTRODUCTION OF THEMATIC ROUNDTABLES AND STOCKTAKING ON PARTICIPANT EXPECTATIONS</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b>Presenter:</b> Maria Pagura, FAO</p> <p>An overview of the invited research papers and posters organized around the following five core thematic areas of the conference will be presented by the conference coordinator:</p> <ul style="list-style-type: none"> <li>▪ Understanding demand for rural financial products and services</li> <li>▪ Expanding outreach of financial products and services in rural areas</li> <li>▪ Improvements in operational management of rural finance institutions</li> <li>▪ Advances in rural financial products and services</li> <li>▪ Enabling environment and policies for rural financial markets</li> </ul> <p>Furthermore, the conference aims to draw upon what participants deem most important. We would like to know what you consider are the key issues in shaping the rural finance research agenda as well as ways of strengthening the ties between research, policy and practice. Your ideas will help drive the discussions and debates throughout the conference. The key issues identified will be revisited during the final plenary session.</p>
<p><b>3.00-4.00 p.m.</b></p>	<p><b>RESEARCH POSTERS SESSION I</b>  <i>Atrium, between Buildings A and B</i></p> <p>Twenty-five researchers have been invited to participate in the conference poster sessions. This is an excellent opportunity for participants to engage directly with selected researchers who will be presenting their work in the Atrium exhibit area.</p>

4.00-6.00 p.m.

### **THEMATIC ROUNDTABLES – SESSION I & COFFEE**

Five thematic roundtables as presented above will meet simultaneously to debate key issues of the themes. Each roundtable will consist of two research presentations, a discussant review and a facilitated open debate on the topics presented. Participants are invited to pick up some coffee at their meeting room and then participate in the roundtable. Copies of the papers are available on the conference website ([www.fao.org/ag/rurfinconference](http://www.fao.org/ag/rurfinconference)) and the Rural Finance Learning Centre ([www.ruralfinance.org](http://www.ruralfinance.org)). The papers for each roundtable for this session, shown in their original language, are as follows:

#### **THEME 1: Understanding Demand for Rural Financial Products and Services**

*Pakistan Room, Building A, Room A-127*

- **Access to Credit and Borrowing Behaviour of Rural Households in a Transition**, Cuong H. Nguyen, Herriot-Watt University
- **Credit Constraints and Productivity in Peruvian Agriculture**, Steve Boucher, University of California at Davis

**Discussant:** Enjiang Cheng, Victoria University

**Coordinator:** Carolina Trivelli, Instituto de Estudios Peruanos

**Rapporteur:** Emma Svensson, FAO

#### **THEME 2: Institutions for Expanding Outreach of Financial Products and Services in Rural Areas**

*Austria Room, Building C, Room C-237*

- **Contrasting Methodologies Used to Expand the Outreach of Financial Services to the Rural Poor: Lessons from Mexico's PATMIR Experience**, Julia Paxton, Ohio University
- **Towards Expanding the Frontier of Microfinance Services in Nepal**, Nari Hari Dhakal, UNDP

**Discussant:** Nanci Lee, Coady International Institute

**Coordinator:** Christopher Musoke, DFID Financial Sector Deepening Project

**Rapporteur:** Adam Davies, Independent Consultant

#### **THEME 3: Improvements in Operational Management of Rural Financial Institutions**

*Red Room, Building A, 1<sup>st</sup> Floor*

- **Managing Credit Risk in Rural Financial Institutions in Latin America**, Mark Wenner, IADB, presented by Calvin Miller, FAO
- **Risk Management in Microfinance: Emerging Challenges in the Indian Context**, N Jeyaseelan, Independent Consultant

**Discussant:** Mark Schreiner, Microfinance Risk Management, L.L.C.

**Coordinator:** Nimal Fernando, ADB

**Rapporteur:** Ivana Gegenbauer, FAO

**THEME 4: Advances in Financial Products to Fit the Needs of Rural Clients**

*Lebanon Room, Building D, Room D-209*

- **Trajectoire des Systèmes de Production Agricoles et Diversification des Modes de Financement des Exploitations Familiales dans les Zones Cotonnières Ouest-Africaines: Le Cas du Sud Mali**, François Doligez, Université de Rennes I in France
- **Reducing Borrower and Lender Risk through Context-Sensitive Product and Portfolio Design**, Linda M. Jones, MEDA

**Discussant:** Ake Olofsson, FAO

**Coordinator:** Laura Vigano, University of Bergamo

**Rapporteur:** Akif Chaudhry, FAO

**THEME 5: Enabling Environment and Policies for Rural Finance Market Development**

*Mexico Room, Building D, Room D-211*

- **The Impact of Regulatory Policies on Provision of Financial Services to the Poor**, Maliha-Hamid Hussein
- **Marco Regulatorio para la Profundización del Sistema Financiero en Zonas Rurales**, Narda Sotomayor, Superintendency of Banking and Insurance of Peru

**Discussant:** Gianfranco Vento, La Sapienza – University of Rome

**Coordinator:** Richard Meyer, The Ohio State University

**Rapporteur:** Ricardo GarciaTafur, Independent Consultant

**Cocktail Reception**

*Aventino Room, Building B, 8<sup>th</sup> Floor*

**6.00-7.30 p.m.**

**Welcome by Sponsoring Organizations**

Mohamed Béavogui, IFAD

Jean-Paul Lacoste, Ford Foundation

Alexander Müller, FAO

<b>DAY TWO</b>	<b>Tuesday, 20 March 2007</b>
<b>8:30-8:45 a.m.</b>	<p><b>ARRIVAL, SUMMARY OF DAY ONE</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p>
<b>8.45-10.15 a.m.</b>	<p><b>PLENARY SESSION IV - STRENGTHENING TIES BETWEEN RESEARCH, POLICY, AND PRACTICE</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b>Panelists:</b>  Javier Escobal, GRADE  Ed Jimenez, Central Bank of the Philippines  Miriam Cherogony, Rural Finance Knowledge Management Partnership  Aleksandar Kremenovic, Mikrofin  Kate McKee, CGAP</p> <p><b>Interviewer:</b> David Myhre, Ford Foundation</p> <p>In many countries around the world only tenuous ties exist between research, policy and practice in rural finance. In some countries, however, stronger ties between these realms have prevailed. Javier Escobal and Ed Jimenez will kick off the session with country case studies about the ties that exist between academic/research institutes, policymakers/central bankers, and practitioners in the field of rural finance in Peru and the Philippines, respectively. This will be followed by an interview debate as panelists explore ways in which diverse stakeholders (academic, practitioners, and policymakers) can work together in carrying out and using relevant research in rural finance.</p>
<b>10.15-11.15 a.m.</b>	<p><b>RESEARCH POSTER SESSION II</b>  <i>Atrium, between Buildings A and B</i></p> <p>A second opportunity is provided to participants to engage directly with selected researchers who will be presenting their work in the Atrium exhibit area.</p>

11.15 a.m. -  
1.15 p.m.

### **THEMATIC ROUNDTABLES – SESSION II & COFFEE**

The second thematic roundtables session of the conference will meet simultaneously to debate key issues of the themes. Participants are invited to pick up some coffee at their meeting room and then participate in the roundtable. The papers for each roundtable for this session, shown in their original language, are as follows:

#### **THEME 1: Understanding Demand for Rural Financial Products and Services**

*Pakistan Room, Building A, Room A-127*

- **The Demand for Micro-credit As a Determinant for Microfinance Outreach: Evidence from China**, Enjiang Cheng, Victoria University
- **Field Experiments in Rural Finance: An Example from Tamil Nadu, India**, Michael Faye, Harvard University

**Discussant:** Julia Paxton, Ohio University

**Coordinator:** Carolina Trivelli, Instituto de Estudios Peruanos

**Rapporteur:** Emma Svensson, FAO

#### **THEME 2: Institutions for Expanding Outreach of Financial Products and Services in Rural Areas**

*Austria Room, Building C, Room C-237*

- **Microbanks: Ownership, Performance and Social Tradeoffs - A Global Analysis** Øystein Strøm, Agder University College
- **Primary Agricultural Society Linkage: The Best Rural Remote Self-help Groups in India Can Do?**, Rewa Misra, Coady International Institute

**Discussant:** Jennifer Heney, FAO

**Coordinator:** Christopher Musoke, DFID Financial Sector Deepening Project

**Rapporteur:** Adam Davies, Independent Consultant

#### **THEME 3: Improvements in Operational Management of Rural Financial Institutions**

*Red Room, Building A, 1<sup>st</sup> Floor*

- **Financial Linkages in Mali: Self-reliance and Liquidity Balancing versus Liquidity Supply and Donor Dependence**, Dieter Seibel, Cologne University
- **Introducing Rural Finance into an Urban Microfinance Institution: The Example of Banco Procredit, El Salvador**, Juan Buchenau, MicroFinance International Corporation

**Discussant:** Wolfgang Heupel, Independent Consultant

**Coordinator:** Nimal Fernando, ADB

**Rapporteur:** Ivana Gegenbauer, FAO

	<p><b>THEME 4: Advances in Financial Products to Fit the Needs of Rural Clients</b>  <i>Lebanon Room, Building D, Room D-209</i></p> <ul style="list-style-type: none"> <li>• <b>Precautionary Wealth of Rural Households: Is it Better to Hold It at the Barn or at the Bank?</b>, Franz Gómez-Soto, The Ohio State University</li> <li>• <b>Promotion of Rural Savings Through Microfinance: The Experience of Sinapi Aba Trust in Ghana</b>, Sam Afrane, Kwame Nkrumah University of Science and Technology</li> </ul> <p><b>Discussant:</b> Susan Johnson, University of Bath  <b>Coordinator:</b> Laura Vigano, University of Bergamo  <b>Rapporteur:</b> Akif Chaudhry, FAO</p>
	<p><b>THEME 5: Enabling Environment and Policies for Rural Finance Market Development</b>  <i>Mexico Room, Building D, Room D-211</i></p> <ul style="list-style-type: none"> <li>• <b>Limitado financiamiento formal para la pequeña agricultura: ¿Sólo un problema de falta de oferta?</b>, Catherine Guirkinger, University of Namur</li> <li>▪ <b>Políticas que favorecen el desarrollo de servicios financieros integrales para el sector rural marginado de México: Lecciones del Proyecto Regional de Asistencia Técnica al Microfinanciamiento Rural (PATMIR)</b>, Gabriela Zapata-Alvarez, PATMIR</li> </ul> <p><b>Discussant:</b> Marc de Sousa-Shields, Enterprising Solutions Global Consulting  <b>Coordinator:</b> Richard Meyer, The Ohio State University  <b>Rapporteur:</b> Ricardo GarciaTafur, Independent Consultant</p>
<p><b>1.15-2.30 p.m.</b></p>	<p><b>Lunch</b>  <i>Building B, 8<sup>th</sup> Floor Cafeteria</i></p>

### **THEMATIC ROUNDTABLES – SESSION III**

The final thematic roundtables session of the conference will meet simultaneously to debate key issues of the themes. The papers for each roundtable for this session, shown in their original language, are as follows:

#### **THEME 1: Understanding Demand for Rural Financial Products and Services**

*Pakistan Room, Building A, Room A-127*

- **How to Respond to the Need for Financial Services in Rural Areas with a High HIV/AIDS Prevalence Rate: Case Studies from Mozambique**, Dominique Brouwers, ECI Africa
- **Financing Coffee Farmers in Jimma Zone, Ethiopia: Challenges and Opportunities**, Anne Bastin, Luxembourg Agency for Development Cooperation and Nicola Matteucci, Le Marche Polytechnic University

**Discussant:** Jamie Anderson, IFAD

**Coordinator:** Carolina Trivelli, Instituto de Estudios Peruanos

**Rapporteur:** Emma Svensson, FAO

2.30-4.30 p.m

#### **THEME 2: Institutions for Expanding Outreach of Financial Products and Services in Rural Areas**

*Austria Room, Building C, Room C-237*

- **Making Risk Sharing Models work with Farmers, Agribusiness and Financial Institutions**, Bettina Wittlinger, ACCION International
- **Value Chains and Financial Intermediation: Some Theory and a Case Study about Creditworthiness, Supermarkets and Small Producers in Latin America**, Claudio Gonzalez-Vega, The Ohio State University

**Discussant:** Sankar Datta, BASIX

**Coordinator:** Christopher Musoke, DFID Financial Sector Deepening Project

**Rapporteur:** Adam Davies, Independent Consultant

**THEME 3: Improvements in Operational Management of Rural Financial Institutions**

*Red Room, Building A, 1<sup>st</sup> Floor*

- **Rural Financial Institutions and Agents in India: A Historical and Contemporary Comparative Analysis**, Howard M. Jones, University of Reading
- **Rural Financial Services in Kenya: What is Working and Why?** Betty Kibaara, Egerton University

**Discussant:** Malcolm Harper, Cranfield University

**Coordinator:** Nimal Fernando, ADB

**Rapporteur:** Ivana Gegenbauer, FAO

**THEME 4: Advances in Financial Products to Fit the Needs of Rural Clients**

*Lebanon Room, Building D, Room D-209*

- **Underwriting Area-based Yield Insurance to Eliminate 'Risk Rationing' and Crowd-in Credit Supply and Demand**, Michael R. Carter, University of Wisconsin
- **Microfinance et Investissement Rural: L'Expérience de Crédit-Bail du Réseau CECAM de Madagascar**, Betty Wampfler, Centre National d'Etudes Agronomiques en Régions Chaudes

**Discussant:** Anthon Slangen, Independent Consultant

**Coordinator:** Laura Vigano, University of Bergamo

**Rapporteur:** Akif Chaudhry, FAO

**THEME 5: Enabling Environment and Policies for Rural Finance Market Development**

*Mexico Room, Building D, Room D-211*

- **Hacia un Nuevo Sistema Financiero Rural en México: Acceso Universal a Servicios Financieros en el Campo**, Isabel Cruz-Hernández, Asociación Mexicana de Uniones de Crédito del Sector Social (AMUCSS)
- **Impact Assessment of the Microfinance Programme in Amhara Region of Ethiopia**, Getaneh Gobezie, Amhara Credit and Saving Institution

**Discussant:** Francesco Rispoli, IFAD

**Coordinator:** Richard Meyer, The Ohio State University

**Rapporteur:** Ricardo GarciaTafur, Independent Consultant

**4.30-5.00 p.m.**

**Coffee**

*Aventino Room, Building B, 8<sup>th</sup> Floor next to the cafeteria*

**PLENARY SESSION V - THE ROLE OF STATE-OWNED BANKS IN RURAL FINANCE**

*Red Room, Building A, 1<sup>st</sup> Floor*

***State-Owned Development Finance Institutions (SDFI): The Political Economy and Performance Assessment***

Jacob Yaron, Independent Consultant

**Discussants:**

Rasmane Ouedraogo, AFRACA

Dieter Seibel, Cologne University

Carolina Trivelli, Instituto de Estudios Peruanos

**Moderator:** Jean-Paul Lacoste, Ford Foundation

**5.00-6.30 p.m.**

As several countries consider a larger role for state-owned banks in expanding financial services in rural areas, many concerns exist about the establishment and operational efficiency of such institutions. In his presentation, Jacob Yaron addresses some of these concerns by reviewing the reasons for establishing state-owned development finance institutions (SDFIs) and proposing an evaluation methodology of SDFIs. He will also provide highlights from a case study on the dramatic transformation of a SDFI from Indonesia.

<b>DAY THREE</b>	<b>Wednesday, 21 March 2007</b>
<b>8:30-8:45 a.m.</b>	<p><b>ARRIVAL, SUMMARY OF DAY TWO</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p>
<b>8.45-10.00 a.m.</b>	<p><b>PLENARY SESSION VI - BROADENING THE DEBATE</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b>Facilitating Agricultural Commodity Price Risk Management: Policy Options and Practical Instruments</b>, Alexander Sarris, FAO</p> <p><b>Commercial Rural and Agribusiness Finance: Lessons from the Field</b>  Frank Nagel, Rabobank, Rural Investment Advisory Service</p> <p><b>Moderator:</b> Richard Pelrine, USAID/RuralSPEED Project/Uganda</p> <p>Globalization has brought on dramatic changes in agriculture around the world. Although these changes have spurred several opportunities for agricultural growth and development, many challenges remain. In this session, invited speakers share their experiences on policy options and practical instruments for dealing with these difficulties on the ground.</p>
<b>10.00-11.30 a.m.</b>	<p><b>PLENARY SESSION VII – SYNTHESSES OF ROUNDTABLE DEBATES</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b>Panelists:</b>  Carolina Trivelli, Instituto de Estudios Peruanos  Christopher Musoke, DFID Financial Sector Deepening Project, Uganda  Nimal Fernando, ADB  Laura Vigano, University of Bergamo  Richard Meyer, The Ohio State University</p> <p><b>Moderator:</b> Ake Olofsson, FAO</p> <p>The Roundtable Coordinators will provide a synthesis on the key take-away messages and strategic conclusions of their roundtable discussions and debates. Plenary participants are invited to ask questions and comments on syntheses presented.</p>
<b>11.30 a.m. - 1.00 p.m.</b>	<p><b>REGIONAL ROUNDTABLES AND COFFEE</b>  Participants are invited to pick up some coffee and then participate in one of the four regional roundtables to discuss rural finance research issues most relevant for their region. Roundtable Moderators will provide a brief overview of regional research issues raised in each roundtable during Plenary Session VIII.</p> <ul style="list-style-type: none"> <li>▪ Africa Roundtable, <i>Austria Room, Building C, Room C-237</i></li> <li>▪ Asia Roundtable, <i>Red Room, Building A, 1<sup>st</sup> Floor</i></li> <li>▪ Central and Eastern Europe, <i>Pakistan Room, Building A, Room A-127</i></li> <li>▪ Latin America, <i>Mexico Room, Building D, Room D-211</i></li> </ul>
<b>1.00-2.30 p.m.</b>	<p><b>Lunch</b>  <i>Building B, 8<sup>th</sup> Floor Cafeteria</i></p>

<p><b>2.30-4.00 p.m.</b></p>	<p><b>PLENARY SESSION VIII – CONFERENCE RECOMMENDATIONS AND PRACTICAL STEPS FOR MOVING FORWARD</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p><b>Moderator:</b> Richard Roberts  GTZ-Sida Financial Systems Development Programme, Bank of Uganda</p> <p>Throughout the conference participants will have opportunities to debate key issues on rural finance research and make recommendations on further research and ways for strengthening ties between research, policy and practice. During this session we will examine recommendations made during the conference and explore practical steps for moving research in rural finance forward.</p>
<p><b>4.00-4.30 p.m.</b></p>	<p><b>CONFERENCE CLOSING AND FINAL REMARKS</b>  <i>Red Room, Building A, 1<sup>st</sup> Floor</i></p> <p>Doyle Baker, FAO</p>
<p><b>4.30 p.m.</b></p>	<p><b>FAREWELL RECEPTION</b>  <i>Indonesia Room, Building B, 8<sup>th</sup> Floor next to the cafeteria</i></p>