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SME EXPORT
PROMOTION COUNCIL

SME BANCON 2012

National Level Annual Flagship Activity SME BANKING CONCLAVE

Ensuring growth of SMEs for Better Future

Saturday, 04th February 2012 | Mumbai



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Empowering SMEs for Inclusive Growth

ABOUT SMEs

Small and medium enterprises (SMEs) are the driving force behind economic growth of India facilitating large scale employment and contribute a major percentage towards industrial production and exports. While SMEs are crucial in knitting any economic system with the society, they face numerous challenges, the prominent amongst them being the availability of affordable and timely finances for growth and expansion. To meet the financial challenges, a number of countries have endeavoured to develop capital markets specifically meant for SMEs, and have allowed this market to complement the banking sector.

However, in India, such initiatives are yet to take off effectively. Despite the availability of credit from banks as well as state-run institutions, overall financing to SME sector has been inadequate and difficult to obtain because of lack of awareness about the products available and procedures involved. As a result, the unregulated lenders have catered to this mismatch, obviously at higher costs of credit. In this scenario, what SME borrowers require is rates that are more remunerative than those in the industrial sector but competitive compared with those in the unorganized sector. A two-sided approach involving innovative lending from the financial sector and better corporate governance systems in the SME sector can lead to a growing flow of finances to SMEs. Appreciating the need for developing a capital market specially designed to cater to the requirements of SMEs in India, SME Stock Exchange will be operative very soon.

SMEs possess unique strength of innovation and resilience and have served as incubators for new technologies and practices. The ability of SMEs in their early stages of development to raise funds in the capital markets allows these companies to grow very quickly. Equity capital is a risk capital. It will help entrepreneurs to take risk for developing new products and technologies besides encouraging Innovation and entrepreneurship.

Statistics of Indian SME Sector

30 Million MSME Units

Contribute 45% of Industrial Output

Employ 70 Million People

Produce more than 8000 products

Create 1.3 Million jobs per annum

Contribution to GDP - 17%

Contribute 40% of Export

Credit Forwarded (2011) - Rs. 644011 Crores

ABOUT THE CONCLAVE

Indian SMEs have been the driving force of India's growth story. Even in times of current financial crisis the resilience of the sector has helped Indian economy to stay buoyed. In order to continue the growth story it is necessary that SMEs receive encouragement and support from the Banks and Government agencies so that they adopt and obtain new facilities for their needs. The latest technologies, marketing strategies, innovative ideas, IT solutions and financial products are the main areas on which SMEs should focus constant attention for sustained development. Many SMEs are not aware as to how to take advantages of numerous opportunities and various support services available to them for their business and growth. The SMEs should take advantage of various facilities by understanding and approaching the concerned authorities.

Due to ever increasing cross border business transactions around the world, corporate and SMEs are on the constant look out for profitable investment opportunities. This results in many joint ventures and other forms of collaborations in order to enhance their growth and competitiveness. To meet the fund requirements for expansion and diversification, SMEs should understand and tap the various avenues like venture capital, private equity and get listed in the upcoming SME Stock Exchange.

The Conclave will provide SMEs with an opportunity to interact with Senior Bankers, NBFCs, HNIs, VCs and PEs for enhancing their connectivity to fulfill their financial requirements. Many SMEs are facing problems to get adequate and timely finance from Banks & Financial Institutions for various reasons. This Conclave will also highlight on - supporting SMEs to grow as an emerging Corporate, designing effective Financial Management systems, Business Ethics, Better strategy for increasing competitiveness, Good Governance for attracting more investments, Risk Management strategy for better business & Role and significance of CFO for better growth of SMEs. The SMEs will also get an opportunity to exchange information on their projects & requirements of funding during interaction with executives of various Banks.

TOPICS TO BE COVERED

- Perspective of Banks towards lending to SMEs
- Better Financial Management and System for SMEs
- Initiatives and Strategies for SMEs to grow as emerging Corporate
- Better Business Plan and Strategy to encourage investment
- Online Banking Facility and Technology Trends in Banking Sector
- Funding opportunities for emerging businesses and start-up
- NBFCs initiatives - Fulfillment of funding needs of SMEs
- SME Stock Exchange – New funding opportunities for SMEs
- PE / VC Funding Opportunities for SMEs
- Introduction of New Financial Products & Services for SMEs
- CFO's Role for the better growth of SMEs
- Importance of Business Ethics and Good Governance for SMEs
- An insight into Banking Codes and Standards
- Importance of Credit Rating to enhance the credit worthiness
- NPA and Restructuring Procedures – Revival of sick units



FOCUS SECTORS

MANUFACTURING	ENGINEERING
FOOD PROCESSING	ELECTRICAL & ELECTRONICS
TELECOMMUNICATIONS	INFO-TECH
BIO-TECH	PHARMACEUTICALS
CHEMICALS	AUTOMOBILES
PACKAGING	PAPER, PLASTIC & RUBBER
GARMENTS AND TEXTILES	CONSUMER GOODS
INFRASTRUCTURE	REAL ESTATE
POWER & RENEWABLE ENERGY	SERVICES SECTOR



BENEFITS TO THE PARTICIPANTS

- Interaction with senior executives of the Banks and Financial Institutions, Venture Capital and Private Equity
- Update information and obtain clarification on latest financial products & services
- Take up the financial problems with experts to find solutions
- Networking opportunity with potential SMEs and Business Partners

WHO CAN PARTICIPATE?

Business Sectors

Entrepreneurs, Proprietors, Partners, Directors, Micro, Small & Medium Enterprises (MSMEs), Exporters, Importers, Traders, Individuals, Existing and Budding Young Entrepreneurs, Women Entrepreneurs, Investors, High Net-worth Individuals and Students.

Banks, FIs, Govt. and Other Agencies

Senior Executives of the Nationalised, Private and Foreign Banks and Financial Institutions, CFOs Senior Finance Managers, Angel Investors, VC / PE Funds, Investment Bankers, Credit Rating agencies, representative from Cooperative and Multi-States banks and Govt. Officials.

Service Sector

Service Provider, Financial, Legal, IT, Insurance Consultants, Project and Management Consultants, CAs, Business Representatives from Corporate, Co-operatives, Educational Institutes, Infrastructure, Hospitality, Healthcare and Individuals from other Service Sector Industry.

ASSISTANCE FOR SMEs, ENTREPRENEURS & COMPANIES

SME Chamber of India, provides following support services:

- ✎ Channelise Bank Finance for SMEs for growth and expansion
- ✎ Channelise Private Equity and Venture Capital
- ✎ Connectivity with business heads from SMEs, Corporate and HNIs
- ✎ International trade promotion
- ✎ Facilitate improvement in productivity and quality
- ✎ Modernization, expansion and technology upgradation
- ✎ Technology transfer, joint ventures and contract manufacturing tie-ups
- ✎ Restructuring and Revival of Sick Units
- ✎ Resolve problems of SMEs related to Banks and other agencies

ABOUT ORGANISERS

SMALL AND MEDIUM BUSINESS DEVELOPMENT CHAMBER OF INDIA (SME CHAMBER OF INDIA) is a leading organisation, represents large number of SMEs from India and abroad and provides assistance and support to Indian and overseas SMEs for enhancement of business activities and identify investment partners, technology upgradation, joint ventures and alliances. For more info log on to www.smechamberofindia.com

INDIA INTERNATIONAL TRADE CENTRE (IITC-INDIA) is a Leading International Organisation, functioning towards promotion of international trade, investment promotion, technology transfer, joint ventures, and other business opportunities. Also organises International Conferences, Exhibitions, Trade Fairs, B2B Meets, Product Launch and interactive sessions. The activities of IITC-INDIA are supported by Government of India and Government of Maharashtra. For more info log on to www.iitcindia.com

SME EXPORT PROMOTION COUNCIL provides support and assistance to SMEs to begin and enhance export business, to establish contacts, to understand the potential for their products & services as well as to utilise the support services and financial assistance available to the SMEs for their better growth. The Council organises various activities - exhibitions, conferences, buyer-seller meets, business matchmaking, depute representatives & agents in various countries and other trade promotional activities. For more info log on to www.smeepcofindia.com

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