



Microfinance Council of the Philippines, Inc.

2009 Annual Conference

May 12 - 13, 2009, Century Park Hotel, Manila



Understanding the Crisis: Gearing Up for Recovery

with support from



Microfinance Council of the Philippines, Inc.
2009 Annual Conference
 May 12 - 13, 2009, Century Park Hotel, Manila



**Understanding the Crisis:
 Gearing Up for Recovery**

Day 1: May 12, Tuesday

8:00 – 8:30 a.m.	Registration
8:30 – 8:45	<p>Opening Ceremonies Opening Prayer National Anthem Welcome Address by Mr. Rolando B. Victoria, <i>President, Microfinance Council of the Philippines, Inc.</i></p>
	<p>Plenary Sessions <i>Facilitator: Mr. Danilo Songco, Executive Director, PinoyME</i> <i>Documenter: Ms. Laila Deles, PinoyME</i></p>
8:45 – 9:15	<p>Plenary Session #1: Understanding the Crisis by Dr. Cayetano W. Paderanga, Jr., <i>UP School of Economics</i> <i>Chairman, Institute for Development and Econometric Analysis, Inc.</i></p>
9:15 – 9:45	<p>Panelists for Plenary Session #1: Krisis Pang-Ekonomiya, Krisis ng Buhay? Ms. Dolores Banaag, <i>CARD Client</i> Ms. Cloudy Rain Buendia., <i>TSPI Client</i></p>
9:45 – 10:45	<p>Plenary Session #2: MFIs Navigating the Crisis Ms. Teresa Ganzon, <i>Bangko Kabayan</i> Ms. Ma. Anna dR. Ignacio, <i>Kasagana-ka Development Center, Inc.</i> Mr. Gadwin Handumon, <i>Paglaum Multi-Purpose Cooperative</i></p>
10:45 – 11:00	Tea Break
11:00 – 12:00 nn	<p>Plenary Session #3: The Crisis and its Effect on Microfinance Mr. Christopher Tan, <i>Grameen Foundation</i> Mr. Josaias T. dela Cruz, <i>Bank of the Philippines Islands</i> Mr. Edgar Generoso, <i>People’s Credit and Finance Corporation</i> Ms. Gondelina G. Amata, <i>National Livelihood Development Corporation</i></p>
12:00 – 1:30 p.m.	Lunch Break

1:30 – 3:00 p.m.	WORKSHOP SESSIONS	
	Opportunities in Agriculture Microfinance	HR: Succession Planning for MFIs
3:00 – 3:30	Tea Break	
3:30 – 5:00	Annual General Meeting of MCPI Members	Overindebtedness of Clients

Day 2: May 13, Wednesday

8:30 – 10:00 a.m.	Plenary Session: Progress Made on the Introduction of Weather Index-Linked Insurance for Crop Farmers by Mr. William Martirez, <i>Micro Insurance Agency Philippines</i>	
10:00 – 10:15	Tea Break	
10:15 – 11:30	Challenges to Delinquency in Times of Expansion	Balancing Act: Will the Social Bottomline Get Overlooked Amidst the Financial Crisis?
11:30 – 12:00 nn	Launching Ceremonies of the 2009 Citi Microentrepreneur of the Year Awards	
12:00 – 1:30 p.m.	Lunch Break	
	INVESTORS' AND SERVICE PROVIDERS' FAIR	
1:30 – 2:30	Nationlink: Enabling E-Business	Micra Philippines
2:30 – 2:45	Tea Break	
	WORKSHOP SESSIONS	
2:45 – 4:00	The Changing World of Governing Financial Institutions	Challenges in Organizing a Micro MBA: The Experience of ASKI
4:00 – 4:15 p.m.	Closing Plenary Synthesis by Mr. Cristopher G. Lomboy, <i>PlaNet Finance</i>	

Detailed Agenda

8:00 - 8:30 a.m. Registration, Kachina Room

8:30 - 8:45 a.m. Opening Ceremonies

Opening Prayer

National Anthem

Welcome Address, **Mr. Rolando B. Victoria**

President, Microfinance Council of the Philippines, Inc.

Plenary Session Facilitator:

Mr. Danilo Songco, *Executive Director, PinoyME*

8:45 – 9:15 a.m.

Plenary Session # 1: Understanding the Crisis

by **Dr. Cayetano W. Paderanga, Jr.**, *UP School of Economics,
Chairman, Institute for Development and Econometric Analysis, Inc. (IDEA)*

Many discussions have been going around about the global financial crisis and how it is affecting local economies. However, most Filipinos are still asking – What is the crisis all about? What brought about this crisis? How is it affecting the global economy? How will it impact the Philippine economy? How is it affecting or will it affect a typical Filipino? This talk hopes to shed more light on the nature and causes of this crisis, recognizing that a better understanding of the problem will help people formulate appropriate responses and solutions to the problem.

9:15 – 9:45 a.m.

Panelists for Plenary Session # 1:

Krisis Pang-Ekonomiya, Krisis ng Buhay?

Ms. Cloudy Rain Buendia, *TSPI Client*

Ms. Dolores Banaag, *CARD Client*

Two microfinance clients will share the challenges of the impact of the global financial crisis on their lives and their microenterprises. Clients will also discuss coping mechanisms that help them meet the challenges. They will also identify opportunities that may arise a low growth economy.

9:45 – 10:45 a.m.

Plenary Session #2: MFIs Navigating the Crisis

Ms. Teresa Ganson, *Bangko Kabayan*

Ms. Maria Anna dR. Ignacio, *Kasagana-ka Development Center, Inc.*

Mr. Gadwin Handumon, *Paglaum Multi-Purpose Cooperative*

Microfinance institutions (MFIs) are expected to be affected by the economic crisis and heads from three MFIs will explain the manifestations of the crisis in their operations. Their talk will also explain possible opportunities for MFIs during these difficult times as well as the steps they are taking to prepare for eventual economic recovery.

10:45 - 11:00 a.m. Tea Break

11:00 – 12:00 nn

Plenary Session #3: The Crisis and its Effect on Microfinance

Mr. Christopher Tan, *Grameen Foundation*

Mr. Josaias T. dela Cruz, *Bank of the Philippine Islands*

Mr. Edgar Generoso, *People's Credit and Finance Corporation*

Ms. Gondelina G. Amata, *National Livelihood Development Corporation*

Commercial funders, government financial institutions, donors and social investors will talk about the impact of the global financial crisis on their programs for microfinance, particularly in terms of making available funds and resources for microfinance.

1:30 – 3:00 p.m.

HR: Succession Planning for MFIs

Succession planning involves planning for the smooth continuation and success of an institution which depends greatly on the availability of competent people. One of the major concerns of an organization is that there may be no successor to drive it once the leader or key person leaves – either by choice or by circumstances. Without succession planning, an institution that has become successful can just as easily fall. This session will deal on the succession planning strategies of two MFIs. Representatives of the two MFIs will discuss how they developed and implemented succession planning within their institutions.

Resource speakers:**Ms. Jean Pauline Belarmino**, CARD MRI**Mr. Ruben C. de Lara**, TSPI Development Corporation**Facilitator:****Ms. Lalaine M. Joyas**, Microfinance Council of the Philippines, Inc.**Documenter:****Ms. Susan Alday**, Microfinance Council of the Philippines, Inc.

1:30 – 3:00 p.m.

Opportunities in Agriculture Microfinance

The rise of microfinance in the last 20 years has unlocked the puzzle of how to profitably lend to low-income households in urban and rural areas. The challenge, however, is how to harness microfinance lending technologies to finance smallholder agriculture. In light of the global economic crisis, industry leaders are taking a long hard look into innovations in microfinance that just might prove responsive to the financial needs of marginal farmers and fishermen. This workshop will showcase different case studies on MFIs that developed and implemented loan products for smallholder farming households.

Resource speakers:**Mr. Edgardo Garcia**, Executive Director
Microfinance Council of the Philippines, Inc.**Mr. Mark Miller**, Innovations for Poverty Action**Facilitator:****Mr. Danilo Songco**, PinoyME**Documenter:****Ms. Laila Deles**, PinoyME

3:00 - 3:30 p.m. Tea Break

3:30 – 5:00 p.m.

Annual General Meeting of the Microfinance Council of the Philippines, Inc.



3:30 – 5:00 p.m.

Overindebtedness of Clients

Do microfinance products take into consideration the borrowers' capacity to repay the loans? What are the implications of MFIs relying heavily on the guarantee, co-signer and collateral systems when lending to the poor? With several players operating in one area and competing for the same set of clients, does this mean more credit sources for the cash-strapped? Or, are MFIs saddling the poor with debts?

Know more about credit pollution, saturation of the market and how preventing client over indebtedness argues for good business practice as it helps MFIs deliver on their social mission.

Resource speakers:**Mr. Edwin Peraz**, Executive Director
Services Provider and Capability Enhancer, Inc. (SPACE)**Mr. Edmon Sison**, Executive Director, Urban Program for
Livelihood Finance and Training (UPLIFT)**Facilitator:****Mr. Christopher Tan**, Grameen Foundation**Documenter:****Ms. Susan Alday**, Microfinance Council of the
Philippines, Inc.

8:30 – 10:00 a.m.

Progress Made on the Introduction of Weather Index-Linked Insurance for Crop Farmers

In July 2008, the microfinance sector was introduced to the idea of offering weather-linked insurance as a financial service to poor households engaged in crop farming. Weather index-linked insurance has the potential to mitigate risks faced by farmers arising from severe weather occurrences that may adversely affect crop yields.

The Micro Insurance Agency Philippines (MIAP) is a pioneer in the design and development of weather index-linked insurance for farmers. MIAP will report on the progress made on this novel crop insurance including the results of the pilot test of the product as well as feedback from farmers on the usefulness of the product.

Resource speaker:

Mr. William Martinez, Country Manager, Micro Insurance Agency Philippines

Facilitator:

Mr. Edgardo F. Garcia, Executive Director, Microfinance Council of the Philippines, Inc.

Documenter:

Ms. Laila Garcia, ADB-JFPR Developing Microinsurance Project

10:00 - 10:10 a.m. **Tea Break**

10:15 – 11:30 a.m.

Challenges to Delinquency in Times of Expansion

Managing delinquency is a perennial challenge to MFIs, and they have repeatedly established mechanisms to address and minimize this – with some level of success for some, and others still struggling with it. Issues around delinquency management are even compounded by the current financial crisis. As MFIs gear up for expansion in the midst of competition, a new and better approach to dealing with delinquency will allow MFIs to achieve expansion targets more effectively.

Two MFIs known for rapid growth and expansion - ASA Philippines and Opportunity Kauswagan Bank - will be talking about their experiences on managing delinquency in times of expansion.

Resource speakers:

Mr. Kamrul Tarafder, President
ASA Philippines Foundation, Inc.

Mr. Gerardo Anit, Vice President for Luzon, Accounts Management Group, Opportunity Kauswagan Bank

Facilitator:

Mr. Cristopher G. Lomboy, PlaNet Finance

Documenter:

Ms. Susan Alday, Microfinance Council of the Philippines, Inc.

10:15 – 11:30 a.m.

Balancing Act: Will the Social Bottomline Get Overlooked Amidst the Financial Crisis?

Prior to understanding social performance management, a number of MFIs would say that for them to focus on their social performance, they first need to work on their financial sustainability. With further understanding of SPM, these MFIs have realized that financial and social performance can, in fact, go hand in hand.

The global financial crisis is causing some restlessness among MFIs. Because of this, should SPM efforts be overlooked to keep the MFI up on its toes with its financial performance? Or should the crisis be an opportunity for a MFI to fully serve its target clients? This session will also tackle social performance reporting with a presentation by the Microfinance Information eXchange (MIX) on the set of 22 core indicators that will provide information on the MFIs' SP processes and results. These indicators are being promoted for increased transparency on social performance in microfinance, and greater commitment to a double bottom line among microfinance institutions.

Resource speakers:

Ms. Aniceta R. Alip, Research Director, CARD

Ms. Elizabeth Larson, Asia Regional Manager
The Microfinance Information eXchange (MIX)

Facilitator:

Mr. Christopher Tan, Grameen Foundation

Documenter:

Ms. Therese Marie Rico, Microfinance Council of the Philippines, Inc.



11:30 – 12:00 noon

Launching Ceremonies of the 2009 Citi Microentrepreneur of the Year Awards Program

* 6 *

1:30 – 2:30 p.m.

Investors and Service Providers' Fair

NATIONLINK
"Linking the Nation, Transforming Lives"

Technology can enable banks (or MFIs) and customers to interact remotely in a trusted way through existing local retail outlets. Clients can be issued bank cards with appropriate personal identification number (PIN)- based security features, and the local store – the banking agent – can be equipped with a point-of-sale (POS) device connected to the bank (or MFI) using a phone line or wireless technology. NATIONLINK offers this new service to MFIs via its e-Money Card to reach more of the poor especially in remote areas. NATIONLINK is the 4th financial and payment network in the Philippines and is an affiliate network member of Bancnet, the largest bank ATM network Consortium.

Presenter:

Mr. Jesus Zoilo de la Cruz, President,
NATIONLINK Network

MICRA Philippines

Micra Philippines Foundation was recently organized to provide training, rating services and research for MFIs and other development agencies. Micra is an affiliate of Mercy Corps, a development agency in the USA. Micra has an affiliate in Jakarta that has a track record in offering training and mentoring services to strengthen the governance and management systems of MFIs. The wealth of training modules and research expertise developed in Indonesia is now available to Philippine MFIs.

Presenter:

Mr. Ernesto Gementera, Executive Director,
MICRA Philippines

2:30 - 2:45 p.m. **Tea Break**

2:45 – 4:00 p.m.

Challenges in Organizing a Micro MBA: The Experience of ASKI

A number of microfinance institutions have organized Mutual Benefit Associations (MBAs) to address the life insurance, credit life insurance and old-age pension needs of the clients for their respective MFIs. Establishing the MBA, however, poses some management challenges such as setting up the governance structure, staffing, designing appropriate information systems. There is also the challenge of ensuring the smooth transfer of the insurance programs previously undertaken with a commercial insurer to the new MBA. In this session, ASKI MBA will discuss the challenges in organizing their MBA and how they were able to navigate through the challenges and overcome them. ASKI MBA will also discuss the many considerations and conditions that MFIs need to know when they plan to organize a Mutual Benefit Association.

Resource speaker:

Ms. Areli Vega, General Manager, ASKI MBA

Facilitator:

Mr. Junjay Perez, RIMANSI Organization for Asia & the Pacific, Inc.

Documenter:

Ms. Susan Alday, Microfinance Council of the Philippines, Inc.

2:45 – 4:00 p.m.

The Changing World of Governing Financial Institutions

Huge financial icons such as the Lehman Brothers and AIG experienced failures despite the good-to-excellent governance, risk management, and compliance policies they were reputed to have. On the other hand, the failures in governance in the Legacy Group case have emphasized the urgency to understand and adopt proven and well-thought-out governance policies and practices. These events show that although good governance principles have indeed taken root and have produced exemplary benchmark principles, there is still a wide room for improvement in governing financial institutions. This session will explore the methods in governing financial institutions in light of the global financial crisis and controversies such as the Legacy Group.

Resource speaker:

Mr. Eduardo C. Jimenez, Consultant
Bangko Sentral ng Pilipinas

Facilitator:

Ms. Pia Bernadette Roman, Bangko Sentral ng Pilipinas

Documenter:

Ms. Rochelle Tomas, Bangko Sentral ng Pilipinas

Alip, Aniceta

Aniceta R. Alip is the Research Director of the CARD (Center for Agriculture and Rural Development). Mrs. Alip cut her teeth in the use of modern tools and methodologies in impact assessment and market research when she became involved in the customization of the AIMS tools for Philippine Grameen Bank Replicators. Through her efforts, the use of the SEEP/AIMS Exit and Client Satisfaction Surveys are now institutionalized at CARD. She was trained on MicroSave qualitative tools in Uganda in January 2001, and since then has acted as resource person in 5 runs of the Market Research for Microfinance (MR4MF) Training of Trainers course in the Philippines. She managed CARD's 3-year ImpAct project, funded by the Ford Foundation, that led to the development of a social performance management (SPM) system that is helping her institution focus on its mission and improve practice. She continues to advocate for the adoption of SPM in other MFIs as she actively engages in the activities of the ImpAct Consortium. She also works closely with Freedom from Hunger in the development of a Progress Tracking System at CARD as a component of its Credit with Education Program.

Anit, Gerardo

Gerardo A. Anit is currently the Vice-President for Accounts Management Group – Luzon Operations of the Opportunity Kauswagan Bank (OK Bank) and at the same time serves as Technical Consultant for Daan Sa Pag-Unlad, Inc. (DSPI) in charge of the rehabilitation of its microfinance program. He has been in microfinance for the last 16 years. Prior to OK Bank, he served as Knowledge Manager for the Catholic Relief Services, Philippines Microfinance Program for 3 years, General Manager of RISE Financing Company and Accounts, and Training Officer for People's Credit and Finance Corporation. He is instrumental in the expansion of CARD, Inc., TSKI, Life Bank and NWTF and in the rehabilitation of TSKI in Iloilo, KRCl in Bacolod, Alay Buhay in Quezon City, Tulong Kalinga in Lucena City and RSPI in Baguio among others.

Amata, Gondelina

Ms. Amata is presently the Executive Director of the National Livelihood Development Corporation and the former Undersecretary for the Urban Asset Reform Project Management Office, specialized on Livelihood Development and a Business Consultant. She is also a former Administrator for the Livelihood Program Office of the Mt. Pinatubo Commission and Regional Director of the Department of Trade and Industry in Region 3.

Belarmino, Jean Pauline

Before assuming office at the Resource Mobilization/ Partnership Unit of the CARD Mutually Reinforcing Institutions in January 2009, Jean Pauline A. Belarmino served as the Head Executive Assistant of the Office of the Founder and Managing Director of CARD MRI since 2005. She graduated with a degree in Bachelor of Science in Agribusiness Management at the University of the Philippines, Los Baños, Laguna.

She is responsible for the efficient supervision of the different programs of the Resource Mobilization/ Partnership Office of CARD MRI such as the CARD MRI scholarship program, cooperatives technical assistance program, CARD MRI wholesale fund program, and resource mobilization agenda. She is also in-charge of the consistent compliance on all reports and documentation requirements related to CARD MRI partnerships.

Pauline has been part of various consultancies and technical assistance assignments of the CARD MRI group in Vietnam, Indonesia and other local partners in the Philippines since 2005 specifically in the conduct of market demand researches, international microfinance and microinsurance surveys, technical assistance reports, and feasibility studies.

de Lara, Ruben

Ruben C. de Lara is the Executive Director of TSPI Development Corporation.

Dela Cruz, Josaias T.

Jody is presently the Vice President for Microfinance of the Bank of the Philippine Islands. He is a member of the CSR Committee of the Ayala Group of Companies. He has served as the Executive Director of TSPI Development Corporation and was the founding president of the Opportunity Microfinance Bank. His extensive banking experience includes working with commercial banks such as Citibank, N.A. and PCIBank in the areas of trade finance, corporate banking, consumer lending, credit cards and global account management. He is the former CEO of Express Savings Bank, a founding director of Air Philippines, and a member of the Board of the Chamber of Thrift Banks.

Jody graduated from the Ateneo de Manila University with a degree of BS in Business Management. He was a Claude Wilson scholar at the Asian Institute of Management, graduating with a degree of Masters in Business Management. At age 21, he was the youngest Filipino to ever graduate from the AIM.

Ganzon, Teresa

Teresa Medrano Ganzon is the Managing Director of Bangko Kabayan. She graduated from the University of the Philippines with a degree of BA, Major in Journalism. She holds a Masters in Entrepreneurship in Social Development (Microfinance Track) from the Asian Institute of Management.

Garcia, Edgardo F.

Ed Garcia is currently the Executive Director of the Microfinance Council of the Philippines, Inc. (MCPI). MCPI is a network of organizations engaged in microfinance. His involvement in the microfinance sector started when he joined the Center for Community Transformation in 1994 as a consultant and later as its Executive Director. His roles in the sector have included being a practitioner, policy change advocate, workshop facilitator, educator and consultant. He was a member of the Technical Working Group that helped formulate a set of Performance Standards for Microfinance Institutions in the Philippines. His earlier work experience are in the areas of social development, community enterprise development, cooperative education and marketing of crafts from village-based enterprises.

Generoso, Edgar

Edgar Generoso is the President of the People's Credit and Finance Corporation.

Handumon, Gadwin

Mr. Gadwin E. Handumon has more than 25 years of experience in professional, managerial and developmental work. He started at Paglaum Community Development Foundation Incorporated (PCDFI) as Finance Officer and currently sits as its Chief Executive Officer. In 1992, he organized Paglaum Multi Purpose Cooperative (PMPC), the livelihood arm of PCDFI. Being the General Manager of PMPC, he has taken risks and challenges in managing microfinance.

Ignacio, Ma. Anna dR.

Maria Anna de Rosas-Ignacio or MEAN serves as Kasagana-ka Development Center, Inc. Executive Director starting October 16, 2008. She has been KDCI's President and Chairperson of the Board of Trustees since it started in 2002. She resigned from these posts when she replaced KDCI's founding Executive Director Severiano "JUN" Marcelo, who passed away on October 2 last year.

Me-an started her development career as a labor organizer, starting as a volunteer student of the Workers' College Program of the of the Ateneo de Manila University. She has an undergraduate degree in business management and a masteral degree in community psychology. She was one time faculty member of Miriam College and Ateneo de Manila University. After graduating, she worked in Worker's College for 7 years then joined the Ateneo Center for Social Policy and Public Affairs. She was then asked to start the Foundation for Development Alternatives (FDA), addressing tenure problems of urban poor communities. Concurrently, she became the National Coordinator of the Partnership of Philippine Support Service Agencies or PHILSSA. In 1998, she had a short stint as a government servant, joining the National Housing Authority as its Assistant General Manager.

Jimenez, Eduardo Cabral

Ed Jimenez is currently serving as the BSP Microfinance Consultant since 2001. He was the former Executive Director of the APPEND network (1995 - 1999) and was also the Deputy Director of KMBI, a microfinance NGO from 1993 to 1995. Prior to moving to the NGO sector, he worked in various capacities with the then Central Bank of the Philippines from 1978 - 1994.

Ed has provided technical assistance to the Credit Policy Improvement Project (CPIP), a bilateral assistance focused on strengthening the legal and regulatory environment for MFIs. He was also the Consultant for the ADB Housing Microfinance Project that implemented the Development of Poor Urban Communities Sector Project (DPUCSP).

Larson, Elizabeth

Liz Larson recently joined MIX as the Asia Regional Manager, bringing with her a seven year background in development, microfinance and regional experience in Asia. She has lived and worked in several countries across the region and brings strong ties to microfinance actors in Nepal, Cambodia and Indonesia. Most recently, Liz managed a large community finance program in Cambodia. During her tenure at Mercy Corps, Liz was involved in the start-up of MICRA, the organization that currently serves as MIX's regional hub in East Asia.

Martirez, William

William is responsible for the Micro Insurance Agency's (MIA) operations in the Philippines. He came to MIA Philippines with eight years working experience in life insurance and twelve years working with non-life insurance products. From 2006 - 2007, he served as Vice President of Kauswagan Development Corporation, where he managed and supervised TSKI's microinsurance and microfinance agriculture programs.

Miller, Mark

Mark Miller is a Project Coordinator with Innovations for Poverty Action (IPA) in the Philippines. Mark earned an M. A. in Economics from University of California, Berkeley in 2006 and worked in the research department of an investment management firm before joining IPA. Mark has been based in the Philippines with IPA since March 2008.

Paderanga, Jr., Cayetano

Dr. Cayetano W. Paderanga, Jr. is the Chairman of the Board of the Institute for Development and Econometric Analysis (IDEA) and Foundation for Integrative and Development Studies (FIDS). He obtained his doctorate in Economics in 1979 from Stanford University, took graduate studies in Industrial Economics at the Center for Research and Communication in 1972, and his bachelor's degree in Commerce from De La Salle University in 1968. He is a professor of economics at the University of the Philippines School of Economics.

Dr. Paderanga was the Secretary for Socio-Economic Planning and Director General of the National Economic and Development Authority from 1990 to 1992 and a member of the Monetary Board of the Bangko Sentral ng Pilipinas from 1990 to 1992 and from 1993 to 1999.

Peraz, Edwin

Edwin Peraz is the Executive Director of Services Provider and Capability Enhancer, Inc. (SPACE, Inc.).

Sison, Edmon

Edmon Sison is the Executive Director of Urban Program for Livelihood Finance and Training (UPLIFT). Before joining UPLIFT, he was a consultant of the Gulf Bank where he also served as a Board Member.

Edmon is a certified Microfinance Institution Appraisal Specialist.

Tarafder, Kamrul

Kamrul is the President of ASA Philippines Foundation which was established in July 2004 with the financial assistance of Assisi Development Foundation (ADF), Benigno S. Aquino Foundation (BSAF).

In 1998, Kamrul was commissioned by the United Nations Development Program (UNDP) to work as Team Leader Expert of the Micro Start Program for 5 years. He was able to assist more than 25 MFIs in the Philippines. Kamrul is the most renowned expert of the ASA system and was recognized by UNDP Philippines as the architect of ASA System in the Philippines.

He has extensive experience in South and South East Asian Countries in establishing microfinance systems. He attended many national and international seminars on Microfinance as resource person in the USA, Australia, Thailand, Bangladesh and in the Philippines.

Tan, Christopher

Christopher Tan is the country representative of the Grameen Foundation (GF) in the Philippines. He manages the day-to-day operations of the Philippine program and coordinates GF's various investments and technical assistance projects in the country. He has over twelve years experience in development finance, nonprofit management and public interest law having worked for ShoreBank Advisory Services (SAS) in Chicago, the Local Initiatives Support Corporation (LISC/ Chicago), and SALIGAN in Manila. He holds an MPP from the University of Chicago and a JD from the Ateneo de Manila University.

Vega, Areli R.

Ms. Vega, a certified public accountant, is the General Manager of ASKI MBA. She is an expert in accounting, auditing, financial management and analysis, branch management, credit operations management, leadership development and mentoring, public speaking and facilitating, writing and effective communication, proposal writing and planning. In ASKI, she started as the Chief Accountant in 1999 then became the Operations Manager in 2002. At about the same time, she handled ASKI's Community Development program. In 2005, she became the Director for Resource Mobilization until she became the General Manager of ASKI MBA. She is also a trainer of the APPEND MFI Institute/Success Team.