



Fintech Pitch at the MFC-EMN Annual Conference, Sofia, Bulgaria, 4-5 June 2020

Request for proposals
February 2020

Fintech Pitch Objective

The overall objective is to create a space for **innovation** and **partnership** building in **Europe** and **Central Asia**. We invite technology companies working with business lenders, fintechs, microfinance institutions and other types of finance players. This dedicated fintech pitch will allow **5 fintechs** to **present** shortly their organizations and to **promote** their business models to the audience coming mostly from traditional financial sector.

Who is eligible?

- Companies working in the field of new technologies focused on providing innovative solutions for financial institutions (e.g. microfinance institutions, banks, cooperatives, etc);
- Fintechs – especially those providing financial services to underserved population in Europe, Caucasus or Central Asia (e.g. microbusiness, migrants, women, rural population, youth);

Other requirements:

- The company needs to be in operation in at least 1 country in Europe and/or Central Asia and/or Caucasus with interest to expand the business to new markets in Europe/Central Asia/Caucasus;
- The company has to be at least 1 year in operation.

What we offer?

- Reduced conference fee (50%);
- Participation in the Fintech Pitch (rapid demonstration of the institution) during the 1st day of the conference (for more details see below)
- Opportunity to meet with investors actively operating in Europe and Central Asia
- Opportunity to rent a space to present your business, services (exact price depends on size and requirements)

- Opportunity to join global community discussion on financial inclusion by understanding better the type of clients from underserved population (e.g. microbusiness, migrants, women, rural population, youth, people with debt issues). and what kind of additional value (e.g. speed of access, availability of services, decreased costs, personalization) you can offer.

Fintech pitch outline:

Each Fintech will have an opportunity to present their company's activities, technological specificities, regional scope of work, type of existing clients and future development plans. This initial introduction should last about 6-7 minutes. The speakers will be allowed to use ppt presentations if necessary with easy to explain visuals and maximum 3-4 slides. This will be followed by questions from moderator and audience.

How to apply?

Please fill in the [online questionnaire](#) till **10th March 2020**.

We plan to select 5 companies. Selected companies will be contacted by **25th March 2020**.

About the MFC Annual Conference 4-5 June, Sofia, Bulgaria

This year the conference titled **Working together in a time of digital disruption** will focus on the practical implications of the digital revolution on financial and social inclusion. We would like to explore what digital solutions can be used to help microfinance institutions grow. And also how to empower clients to use various digital products and services.

Upwards of 500 participants are expected to attend the conference in Sofia. Our guests come from Europe, Central Asia, the Caucasus and even further afield. Among participants there will be financial institutions representatives (banks and non-banking financial institutions, NGOs, investors, TA providers, European Commission representatives).

The conference registration will start at the beginning of March so check our website

About Microfinance Centre (MFC) <http://mfc.org.pl/>

The Microfinance Centre is a regional microfinance resource centre and network based in Poland. We unite 110 organizations (including 77 microfinance institutions) across 36 countries of Europe, Central Asia and beyond, who together deliver responsible microfinance services to over 1,000,000 low-income clients.

Our mission is to empower people and communities through alternative social finance including microfinance. We seek to make the financial services work for all people and communities, especially underserved and excluded, by building on the potential and achievements of the social finance sector: microfinance, financial cooperative systems and others, inspiring new partnerships with technology providers to improve products, outreach and scale and to charter innovative ways of accessing and using finance.

MFC has been organizing its annual conference for over 20 years. This event has become an industry meeting of minds and ideas, members and other industry experts (investors, TA providers, policy makers, etc.). It creates a perfect opportunity to network, exchange experiences, learn from an impressive line-up of guests and even lay the groundwork for successful partnerships going forward.

Previous conferences were attended on average by 400 – 600 persons each.

Contact

If you have any questions please contact Kinga Dabrowska (kdabrowska@mfc.org.pl)