



WORLD SAVINGS BANKS INSTITUTE
INSTITUT MONDIAL DES CAISSES D'EPARGNE
WELTINSTITUT DER SPARKASSEN

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**The World Savings Banks Institute
and
BancoEstado Chile**

***XI ANUAL ASSEMBLY OF THE WSBI REGIONAL GROUP
FOR LATIN AMERICA AND THE CARIBBEAN
(GRULAC)***

April 17-18, 2005, Santiago de Chile¹

**“ACCESS TO POPULAR SAVINGS: CONTRIBUTION OF THE
GRULAC TO THE INTERNATIONAL YEAR OF MICROCREDIT
2005”**

- Programme -

Sunday, April 17, 2005

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| 16:00 -17:30 | Registration of participants at the Crowne Plaza Hotel |
| 17:45 | Departure of shuttle buses from Crowne Plaza Hotel to Sheraton Hotel |
| 18:00 -19:00 | Official Opening with Opening Addresses (Sheraton Hotel San Cristóbal)
Dr. Holger Berndt, President, World Savings Banks Institute, WSBI
Mr. José Manuel Mena, CEO Banco Estado and President of the GRULAC
Mr. Chris De Noose, President of the Management Committee, WSBI |
| 19:00 | Dinner – Welcome Reception |

¹ The Assembly language will be Spanish. Interpretation into English will be provided.

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Monday, April 18, 2005

- 9:00 -9:15** **Prieto Room – Crowne Plaza Hotel**
Opening Session
Mr. José Manuel Mena, President of the Latin America and the Caribbean Regional Group.
1. Approval of the Agenda.
2. Approval of the Minutes of the 10th Regional Meeting held in Trujillo, Peru, on 19-20 April, 2004.
3. Introduction of the topic of the Meeting: “*Access to Popular savings: Contribution of the GRULAC to the International Year of Microcredit 2005*”
- 9:15-10:30** **Panel**
Access to Popular Savings: Regional and Worldwide Perspectives
- Worldwide initiatives for building a more inclusive financial sector. Mr. Barry Herman, Senior Advisor, Financing for Development Office, United Nations (UN).
 - Savings mobilization strategies: a review to WSBI members’ practices. Mr. Chris De Noose, Chairman of the Management Committee, WSBI.
 - Internal savings: a key to Latin America’s sustained, long-term economic growth. Mr. Alvaro Ramirez, Chief of the Micro, Small and Medium Enterprise Division, Inter-American Development Bank (IDB).
 - The challenges of savings mobilisation in Central America. Mr. Héctor Paz Lázarus, Senior Economist, Central American Bank for Economic Integration (CABEI).
- Questions & Answers (15 minutes)
- 10:30-11:00** **Presentation of the *Savings Mobilization Resolution***
Recognizing the relevance of access to financial services and, particularly, that of access to savings, GRULAC members, CABEI, IDB and UN, express their support to this Resolution in which they state the priorities and policies to follow in order to encourage popular savings in Latin America.
- Presentation by Mr. José Manuel Mena, GRULAC President
 - Subscription and Adoption of the Resolution
- 11:00-11:30** **Coffee Break (Press Conference)**
- 11:30-13.00** **Savings Patterns in Latin America, and Public Sector Responses**
What are the motivations to save in Latin America’s lower-income sectors? How do households save? What are the conditioning factors of savings? Based on

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these questions, the session will provide a perspective from the demand for popular savings, and conclude presenting some of the successful public instruments that have been used to promote savings within the Region.

- Savings behavior in the low-income sectors, what are the conditioning factors? ECLAC experiences. Andras Uthoff, Coordinator, Special Studies Division, Executive Secretariat, ECLAC.
- BANSEFI Savings Mobilization Strategy: A Public initiative for fostering popular savings. Javier Gavito, Director General, BANSEFI.
- Public Responses: Personal Savings Fostering Schemes in Chile. Enrique Errazuriz, Deputy Manager, Development and Studies, BancoEstado

Other institutional experiences, Questions & Answers (30 minutes)

13:00-14:30

Lunch – Bulnes Room, Crowne Plaza Hotel

14:30-15:30

Mobilizing popular savings from an institutional perspective

In order to increase savings mobilisation, financial institutions should offer safety, accessibility and liquidity in their products. The session will analyze two cases that will give insights on the operational aspects of savings collection.

- Institutional transformation leading to attract savings. Mr. Macario Armando Rosales, President, FEDECREDITO, El Salvador.
- Risk Management models of savings institutions. Mr. Joel Siancas, President, FEPCMAC, Peru.

Other institutional experiences, Questions & Answers (30 minutes)

15:30-16:30

Product Development, Diversification and Innovation

Mobilizing savings successfully requires the existence of a diversified and attractive product offer combining aspects such as liquidity and profitability. Market knowledge and an understanding of customers' priorities is key when designing savings products.

- Banco Estado's experience in developing savings products. Mr. Sebastián del Campo, Manager, Retail Banking, BancoEstado.
- Banco Caja Social savings accounts. Mrs. Olga Lucía Martínez, Microfinance National Manager, Banco Caja Social, Colombia.

Other institutional experiences, Questions & Answers (30 minutes)

16:30-17:00

Coffee Break

17.00-18:00

GRULAC Regular Session

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- Report of WSBI 2004 activities by Ms. Angela Arévalo, Adviser, WSBI.
- Presentation by each member institution on their situation and progress in 2004. Main achievements and obstacles.

18:00-18:30

Closing Session

- WSBI initiatives for 2005. Mr. Chris De Noose, President of the Management Committee, WSBI.
- Conclusions of the Meeting. Mr. José Manuel Mena Valencia, Banco Estado CEO and President of the GRULAC.
- Official Closing Addresses by Mr. Holger Berndt, President, WSBI.

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