Over the last decades, technology has gradually changed the way we engage with the world. In the last few years alone, the rise of cloud computing, big data, artificial intelligence and fintech has transformed entire business processes and systems. The microfinance sector is of course not immune to this digitalisation process which, while providing numerous benefits to customers and providers, also introduces a completely new way of doing business that is often removed from MFIs’ core expertise and comfort zone. Most European and Central Asian microfinance institutions have made significant steps towards using new technologies in their operations, but this work has not yet resulted in new business models.

The 2020 MFC-EMN Annual Conference in Sofia will help us take stock of the work that has been done so far on the technology front. It will also address some of the pressing questions about the future of the sector:

• How can microfinance reap the full benefits that technology offers today?
• What are the most promising technology-based business models and what can microfinance institutions learn from them?
• What kind of alliances and partnerships do we need to establish to enhance the economic benefits to businesses, communities and providers?
• How can we address other disruptive forces that the world is struggling with, such as climate change?

This conference will also be an opportunity to celebrate the integration of MFC and EMN, an exciting partnership and important step forward for the future of the social finance sector in Europe and worldwide. Both networks are joining skills and resources to become an even more relevant facilitator of the social and economic change. Both have contributed to the development and success of the microfinance sector and we would like to celebrate this special occasion with all of you.

Want to become a sponsor?
YOUR SUPPORT IS WELCOME!

Are you active in the field of microfinance and financial inclusion? Want to get involved and make the most out of the conference? Become an official sponsor of the 2020 MFC-EMN Annual Conference and help make this event a success!

As a conference sponsor, you will have a unique opportunity to increase your visibility as a thought leader and trailblazer in the sector at national and international level.

Over 600 participants are expected to attend this conference and, by becoming a sponsor, you will have extensive time for networking and promoting your work among policy makers, support organisations and experts from over 30 countries in the world.

For all the details, see our attached tailor-made sponsorship packages.
Want to become a sponsor?
Get in touch with Alena Fullsackova from GUARANT International: fullsackova@guarant.cz

We are ever grateful for your continued support of both networks and we look forward to seeing you in Sofia!
# Sponsorship Packages

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Bronze</th>
<th>Silver</th>
<th>Gold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor registrations to the conference</td>
<td>✓</td>
<td>✗</td>
<td>✗</td>
<td>✗</td>
</tr>
<tr>
<td>Opportunity to speak at the conference (details to be agreed upon with the organisers)</td>
<td>✗</td>
<td>✗</td>
<td>✗</td>
<td>✓</td>
</tr>
<tr>
<td>Priority access to meeting rooms for private meetings</td>
<td>✗</td>
<td>✗</td>
<td>✗</td>
<td>✓</td>
</tr>
<tr>
<td>Your rollup banner on the main stage (or any other strategic area, to be agreed upon with the organisers)</td>
<td>✗</td>
<td>✗</td>
<td>✗</td>
<td>✓</td>
</tr>
<tr>
<td>Your logo on the official delegates bag</td>
<td>✗</td>
<td>✗</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Your logo on main conference material</td>
<td>✗</td>
<td>✗</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>One promotional material of your choice in the official delegates bag</td>
<td>✗</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Promotional material of your choice on the conference tables</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Visibility during the conference promotional activities</td>
<td>website only</td>
<td>basic</td>
<td>standard</td>
<td>maximum</td>
</tr>
<tr>
<td>Your stand in the exhibition area (with one rollup banner)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

*All sponsorship options are exclusive of VAT

**Please see the additional sponsorship details for more information.
ADDITIONAL SPONSORSHIP DETAILS

EXHIBITION STAND
The exhibition stand will include:
• Standard stand (240cm x 130cm)
• Backdrop with company logo
• Counter with company logo
• 2-3 bar stools
• Electrical socket
• Dustbin

Gold sponsors, followed by Silver sponsors, will have priority choice of stand location in the exhibition area.

Rental of a screen is not included and will incur additional costs. If you would like to rent a screen, please contact the conference secretariat who can provide you with the cost and additional information.

EXHIBITION AREA
The exhibition area will be open for 1.5 days between 4-5 June 2020.

CONFERENCE MATERIAL
The main conference material includes any printed agendas, booklets or flyers, and any media such as PowerPoints and videos.

Gold, Silver and Bronze sponsor logos will all appear on the photo wall (printed 2m x 3m)

All sponsor promotional material including roll up banners, flyers, goodies and other must be agreed with and sent to the conference secretariat (address TBC).

Standard roll up only in the exhibition area (max. size 1m x 2m)

PROVISION OF MATERIAL AND INFORMATION
Sponsors must provide the conference secretariat, well in advance of the conference, the names and other required information for all free admissions. All tickets are nominative.

The conference secretariat will need to send all main conference material to print at least 2-3 weeks before the conference. The secretariat and organisers reserve the right to omit any logos from the printed material if the required information does not reach them in time.

CONTACT
Want to become a sponsor? Get in touch with Alena Fullsackova from GUARANT International: fullsackova@guarant.cz

Conference Secretariat
GUARANT International spol. s r.o.
Českomoravská 19, 190 00 Prague 9
Czech Republic
Tel.: +420 284 001 444
Fax: +420 284 001 448
mfcemm@guarant.cz
www.guarant.com