

## Speaker Biographies

### **Melchior de Muralt**

*President and Founding Member  
World Microfinance Forum Geneva (WMFG)*

Since April 2001, Melchior de Muralt is a managing partner of de Pury Pictet Turrettini, an independent asset management firm based in Geneva. PPT is a pioneer in socially responsible investment.

Prior to joining de Pury Pictet Turrettini, Mr de Muralt was Senior Vice President within the Institutional Department of Lombard Odier & Co in Geneva. In this capacity, he was one of the promoters of the Ethos Foundation.

Mr de Muralt holds various board positions. He is President of Cadmos Fund Management and the Guilé European Engagement Fund, engaged in strategic corporate social responsibility based on the principles of the United Nations' Global Compact; Treasurer of the Guilé Foundation; Vice Chairman of the board and member of the executive committee of Blue Orchard, a leading microfinance investment company; member of the Investor Committee at Zurmont Madison Management, a company specialized in family firm buy-outs, and director of Oasis, an investment vehicle dedicated to social enterprises.

Mr de Muralt has a PhD in Political Sciences from Lausanne University.

***WMFG** is a private-public partnership that promotes inclusive financial markets. It provides investors, regulators and providers of inclusive financial services with a platform for continuous networking, dialogue and learning. Its key activities are international and regional events, and original research on investment in inclusive finance.*



### **Xavier Reille**

*Lead Microfinance Specialist  
Consultative Group to Assist the Poor (CGAP)*

Xavier Reille joined CGAP in 1999. He leads CGAP's Transparency Team and has authored several publications in audit and ratings, interest rate policy and technology. Mr Reille founded the Microfinance Gateway, the world's leading microfinance online portal.

Before joining CGAP, Mr Reille was regional microfinance adviser for Southeast Asia with Catholic Relief Services, where he set up a major investment company for rural banks in Indonesia. Prior to that, he was Operations Director at Société d'Investissement et de Développement International (SIDI), where he played a role in the creation of ProFund (a USD 23 million equity fund for microfinance institutions in South America) and the development of Centenary Bank (a commercial microfinance bank in Uganda).

Mr Reille holds various board positions. He is Chairman of the board of the Microfinance Information eXchange (MIX), often referred to as "the Bloomberg of microfinance", and Director of the CGAP MENA Initiative, a major G8 initiative to scale up microfinance in the Arab world.

Mr Reille has a master's degree in International Finance from the University of Paris.

***CGAP** is an independent policy and research center dedicated to advancing financial access for the world's poor. It is supported by over 30 development agencies and private foundations who share a common mission to alleviate poverty. Housed at the World Bank, CGAP provides market intelligence, promotes standards, develops innovative solutions and offers advisory services to governments, microfinance providers, donors and investors.*



## **Paul Spijkers**

*Chief Investment Officer, Growth Portfolio  
President & CEO APG Investments USA*

Paul Spijkers joined ABP pension fund, one of the pension funds now managed by APG, in 1984. In 1986 he joined ABP's investment division where he became Chief Legal Counsel. In 1990 he left the legal profession to become head of the fixed income portfolio management team, followed by an appointment to the board of directors of ABP's Investment Division as Managing Director for Fixed Income in 1994.



In August 1998, Mr Spijkers relocated to the United States to head up and build out ABP's investment operation in New York, as President and CEO of ABP Investments USA. He remained responsible for ABP's Global Fixed Income Investments, and in 2005 also took charge of Alternative Investments, which includes Real Estate, Private Equity, Hedge Funds, Structured Finance, Commodities and Infrastructure investments. Since January 2009, Mr Spijkers is the CIO for the Growth (i.e. return driven) Portfolio of APG Investments. He holds offices in both New York and Amsterdam.

Mr Spijkers has a Masters degree in Law from the University of Amsterdam and has additional training in portfolio and risk management at ICMB in Geneva and Macro Economics at the University of Maastricht.

**APG** (*All Pensions Group*) was created in March 2008, to administer the collective pension scheme for the government and educational sectors in the Netherlands, including ABP (*Algemeen Burgerlijk Pensioenfonds*). In January 2009, its investment portfolio was split into a liability-driven and a return-driven component. APG Investment Services offers pension asset management and advises (prospective) clients on asset management. At the end of 2008, APG's total assets were EUR 180 billion. In the first quarter of 2009, it had EUR 194 million invested in microfinance.

## **Chikako Kuno**

*Director, Small Business Finance (SBF), Financial Institutions  
European Bank for Reconstruction and Development (EBRD)*

Chikako Kuno has worked for the EBRD since 1999, becoming its Director of Small Business Finance in 2005. She has 20 years experience working in Emerging Markets in Eastern Europe, CIS and Latin America. Ms Kuno began her career as a commercial banker in New York before moving to the Inter-American Investment Corporation and the Inter-American Development Bank to develop private sector transactions with SMEs and infrastructure.



Ms Kuno holds a Masters from John Hopkins University School for Advanced International Studies and a BA from the University of North Carolina at Chapel Hill.

Ms Kuno sits on various boards of microfinance banks.

The **EBRD** is a multilateral development agency established in London in 1991, to encourage democracy through private-sector development in the crumbling Communist economies of central and eastern Europe. It is now involved in 26 countries from central Europe to central Asia and is the region's largest investor. The EBRD is owned by 61 countries and two intergovernmental institutions, and invests mainly in private enterprises, usually together with commercial partners. It works with 106 financial intermediaries including 14 specialized microfinance banks and 32 Non-bank MFIs. At the end of 2008, its outstanding microfinance portfolio amounted to EUR 760 million, of which EUR 70 million in equity.

## **André LAUDE**

*Chief Investment Officer, Global Financial Markets Department  
International Finance Corporation (IFC)*

André Laude is Chief Investment Officer for IFC's Global Financial Markets Department focusing on Micro and Small Business Finance worldwide. Prior to this, he worked as Principal Investment Officer for IFC in the financial sector in Southern Europe and the Middle East. He has over 15 years financial markets experience in Wall Street, London, Mexico City and Casablanca, including management consulting for the Financial Institutions Group at Booz-Allen & Hamilton.



Mr Laude holds various board positions. These include Chair, Global Microfinance Facility; Director, CoopEst Fund in Eastern Europe; and Director, MicroCred Investment Holdings.

Mr Laude has an MA in International Economics from the School of Advanced International Studies of Johns Hopkins University. He was also a Hoover Foundation Fellow for the Development of the Université Libre de Bruxelles.

*The IFC, a member of the World Bank Group, creates opportunity for people to escape poverty and improve their lives. It fosters sustainable economic growth in developing countries by supporting private sector development, mobilizing private capital, and providing advisory and risk mitigation services to businesses and governments. Its direct investments in the microfinance sector establish and develop microfinance institutions while its indirect investments support the sector through microfinance investment vehicles such as private investment funds. In April 2009, IFC's total committed investment portfolio to microfinance was \$1.2 billion with 124 clients in 69 countries.*

### **Roland Siller**

*Head, Global Competence Center for Financial Sector Development, and  
First Vice President, Europe and Caucasus  
Kreditanstalt fuer Wiederaufbau (KfW) Development Bank*



Roland Siller started to work for KfW in 1994 as a project manager in the financial sector team in the Middle East and North Africa region. For two years he was seconded to the French development bank AfD. He later became Head of KfW's Financial Sector and Energy Division for the Middle East and North Africa. Mr Siller now heads KfW's global Competence Center for Financial Sector Development and is at the same time KfW's First Vice President for Europe and Caucasus.

Board positions held by Mr Siller include Chairman of the Board of the Global Microfinance Enhancement Facility; Member of the Supervisory Board of ProCredit Bank Albania; and former board member of various microfinance banks and funds.

Mr Siller holds a master degree in business administration and political science from the University of Erlangen-Nürnberg, Germany and the Institut d'Etudes Politiques of Strasbourg (France).

*KfW is a bilateral development agency founded by the German government in 1948 to assist the post-war reconstruction of Germany. Its Development Bank arm is committed to the sustainable improvement of the economic and social conditions of the people in developing countries, by financing investments and accompanying consulting services in developing countries. At the end of June 2007, it had total assets dedicated to microfinance of USD 0.923 billion.*

### **Damian von Stauffenberg**

*Founder and Chairman of the Board  
MicroRate*



Damian von Stauffenberg is the founder of MicroRate, the world's first rating agency specializing in microfinance. Before dedicating himself to microfinance, Mr von Stauffenberg worked for 25 years for the World Bank and its private sector affiliate, the International Finance Corporation (IFC).

Mr von Stauffenberg has been closely associated with institutions that have played pioneering roles in connecting microfinance to capital markets. He has been president of Seed Capital Development Fund (SCDF), chairman of the Investment Committee of Profund, chairman of the executive committee of MicroVest and member of the executive committee of the Latin American Challenge Investment Fund, LA-CIF.

*MicroRate is the first rating agency specializing in the evaluation of microfinance institutions (MFIs). Its objective is to link MFIs with funding sources, in particular international capital markets. MicroRate evaluations allow lenders and investors to measure risk and thereby help create the transparency without which financial markets cannot work. Since its founding in 1997, MicroRate has conducted more MFI ratings than any other organization, with over 450 ratings of 200+ MFIs throughout Latin America, Africa and Europe.*