



RABOBANK STUDY VISIT – GLOBAL SME FINANCE FORUM 2019

Overview of the visit:

The study visit will start with an Introduction of Rabobank and Rabo Partnerships, by Mr. Frank Nagel (director Networks & Alliances of Rabo Partnerships). As markets change, continuous innovation is required in order to optimise value for clients and serving them effectively, efficiently and conveniently. The manner in which Rabobank serves the SME segment, how it organises and re-invents itself to serve its clients on their needs, will be the focal point of an interactive presentation provided by a Senior manager SME banking (tbd). Given Rabobank's specific focus on Food & Agri banking (both internationally and domestically), special attention to this subject will be given by Mr. Michiel Klompenhouwer (Head sector management F&A companies).

Location: Rabobank Netherlands Croeselaan 18 3521 CB, Utrecht
ROOM UCP-015

When: October 9, 2019. 2:30PM – 5PM

Subject/Topics: SME Banking, Food & Agri Banking, sector management

About Rabobank

Rabobank is a cooperative bank, established in the late 19th century by farmers to create access to financial services for the agricultural sector and the rural population in the Netherlands.

Today Rabobank is one of the largest banks in the Dutch financial market. Domestically, Rabobank Group provides nearly all the financial products and services required by its private individuals and business clients. Rabobank has a 83% market share in the agricultural and agribusiness lending market, and it is the market leader in the Dutch MSME segment, with a market share of 40%. Internationally Rabobank exclusively focuses on Food & Agri Banking in selective markets worldwide.

Agenda

Time	Item
2:30 PM – 3:00 PM	Introduction Rabobank & Rabo Partnerships
3:00 PM- 4:00 PM	SME Banking in the Netherlands (Client Value Proposition, Organisation & Innovation)
4:00 PM- 5:00 PM	Agri Banking in the Netherlands (Sector Management, Client Value Proposition)
5:00 PM – 5:30 PM	Power of FCI and Cross Border Open Account Receivables Finance (20 min) - FCI