



# Financial Sector Development in Myanmar – Training Bankers: a shared effort of GIZ and Deutsche Bank for Capacity Development

<b>Project name</b>	Banking and Financial Sector Development
<b>Commissioned by</b>	Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung (BMZ)
<b>Local partners</b>	Centralised training providers in Myanmar as well as banks
<b>Duration</b>	2015 - 2016
<b>Key impacts (target)</b>	<ul style="list-style-type: none"> <li>▪ More than 150 trained participants</li> <li>▪ Developed training materials for four different topics</li> <li>▪ Trained local trainers to conduct further education</li> <li>▪ Shared practice-oriented technical knowledge</li> </ul>

- increase the knowledge of bankers in Myanmar
- expose participants to regional and international good practices
- facilitate exchange and discussion among participants and institutions

The ultimate objective is to help the financial sector in Myanmar to cope with the upcoming tremendous changes and to fulfil its core function, including the offer of sustainable and demand-oriented financial services to small and medium-sized enterprises (SMEs).

The first joint capacity development activities by GIZ and DB started in 2014. Among other activities, trainings to a total of 39 employees from 12 major Myanmar banks in two one-week long training sessions were provided. Additionally, bilateral meetings enabled senior management from eight different banks to discuss their most urgent topics with the experts.

In the course of 2015 and early 2016, GIZ and Deutsche Bank carried out the following activities:

- Increase sustainability by capacitating centralised Myanmar training providers to improve their educational services
- The seconded Deutsche Bank Volunteers conducted training courses. All banks had the possibility to participate in these training courses. Topics were 'Cash-flow based Lending', 'Sales and Marketing for Banks' and 'Asset Liability Management'. All trainings on these topics were complemented by intensive on the job-coachings in individual bank branches, also including branches in Shan State.
- A handbook for banks on 'Trade Finance' was developed, published and actively shared with all banks. Deutsche Bank Volunteers have written this handbook with support from local banking sector specialists.

## Opportunities and challenges

An efficient and stable financial sector is prerequisite for sustainable economic development. The financial sector in Myanmar is underdeveloped by international standards. For example, in Myanmar less than 5% of the population have a bank account. The financial intermediary ratio (credit to GDP) is with around 15% one of the lowest ones in the region. The current prohibitive regulation framework combined with the lack of skilled personnel restricts the banking sector in performing its principal role of financial intermediation.

GIZ and Deutsche Bank (DB) are addressing the challenges of Human Resource Development in the banking sector.

## Approach and key activities

The partnership between GIZ's Financial Sector Development project and Deutsche Bank shall:



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## Background of our Partner: Deutsche Bank (International Corporate Volunteering)

Deutsche Bank AG invests beyond its core business in societies and builds social capital by enabling talent, promoting equal opportunity and driving social change.

Within its international Corporate Community Partnership (CCP) Volunteering Program, Deutsche Bank dispatches experts to non-profit organizations in developing countries and emerging markets to help establish social and economic structures. While on leave, Deutsche Bank volunteers provide state-of-the-art assistance through targeted and result-driven missions focusing on issues of public concern.

Ever since 2008, Deutsche Bank has assisted more than 49 projects in emerging markets by sending abroad around 95 employees for several weeks into dedicated non-for profit initiatives in Africa, Latin America and Asia, where they accompanied specific projects on-site.

GIZ activities have been supported in various countries such as Myanmar, Uganda, Uzbekistan and Thailand. Other International Corporate Volunteering (ICV) activities with GIZ are planned in India.

## Testimonials

### Contributing to the United Nations Sustainable Development Goals

17 PARTNERSHIPS  
FOR THE GOALS



Target 17.17: Encourage and promote effective public, public-private and civil society partnerships, building on the experience and resourcing strategies of partnerships

*"The trainers are patient and very good. They give us more general knowledge in credit management, which is new to us. Thank you so much."*

A participant from a joint training

*"In our country, we need so many trainings about financing small and medium-sized enterprises because these are the majority of businesses."*

A participant from a joint training

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