SME Finance Forum

Convening **200+** members from 60+ countries, operating in **190+** countries sharing knowledge, spurring innovation in & promoting growth of <u>SME financing</u>.





Member Benefits



- Communities of practice
- Immersion Programs
- Study Visits
- Online library/Publications
- LinkedIn discussions
- Monthly webinars
- Global/ regional & partner events
- Fintech expo/demo
- Tips from experts
- SME data



- Networking
- Contacts brokering
- B2B marketplace

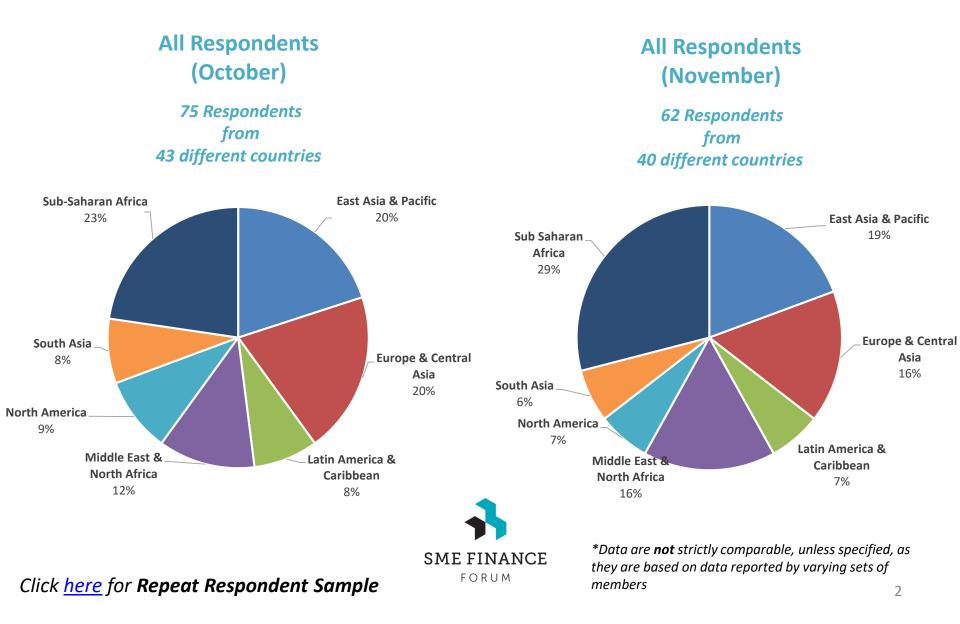


- Connecting industry with policymakers
- Voice in key policy bodies -G20, AFI, APEC/ ABAC, Basel
 - institutions, OECD



Being a member of the SME Finance Forum gives us insight into innovations around the world. Selim R. F. Hussain, CEO, BRAC Bank

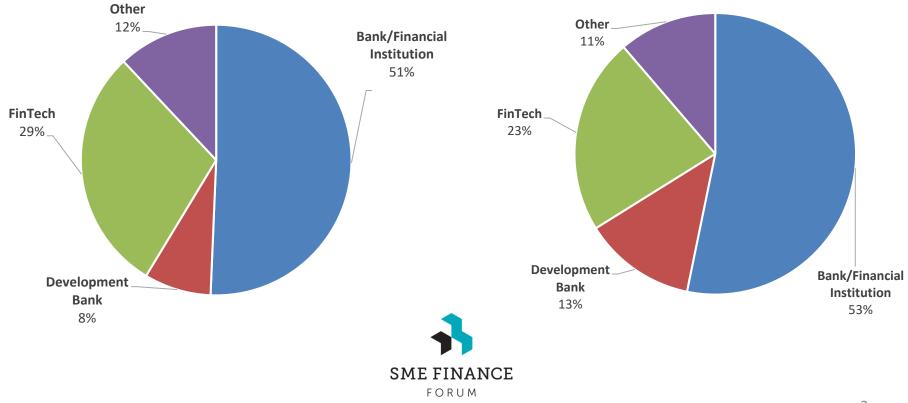




Type of Business

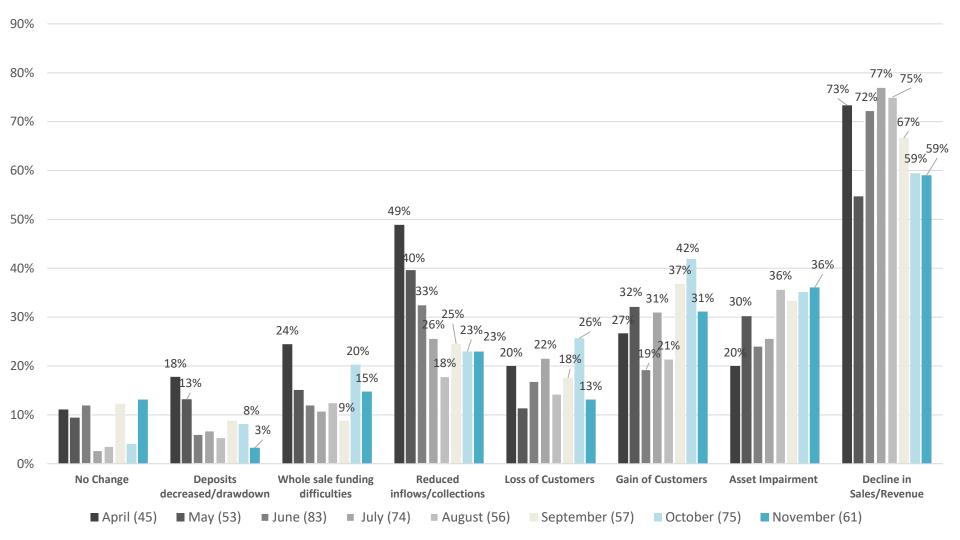
All Respondents (October)

All Respondents (November)

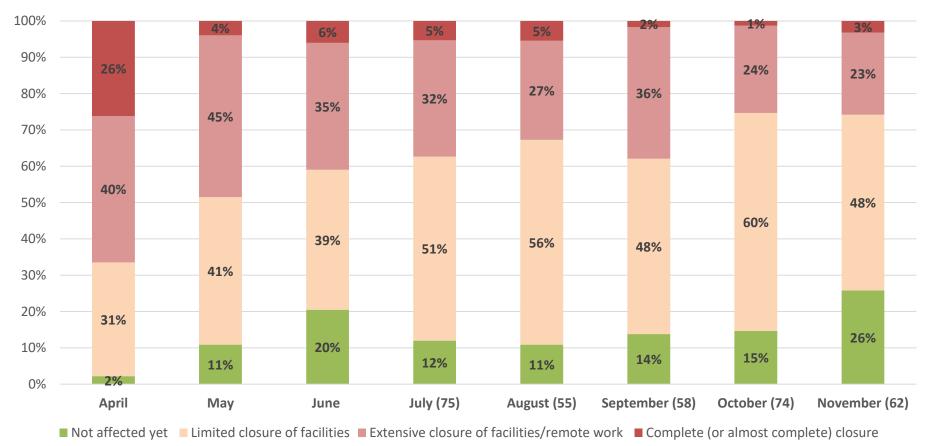




How has your business been affected?

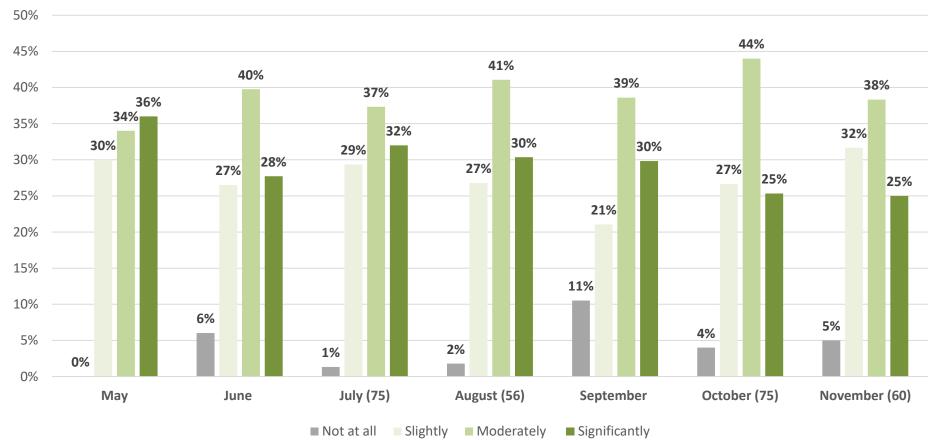


Change in Operations due to COVID-19?





Extent of change in operations due to COVID-19?





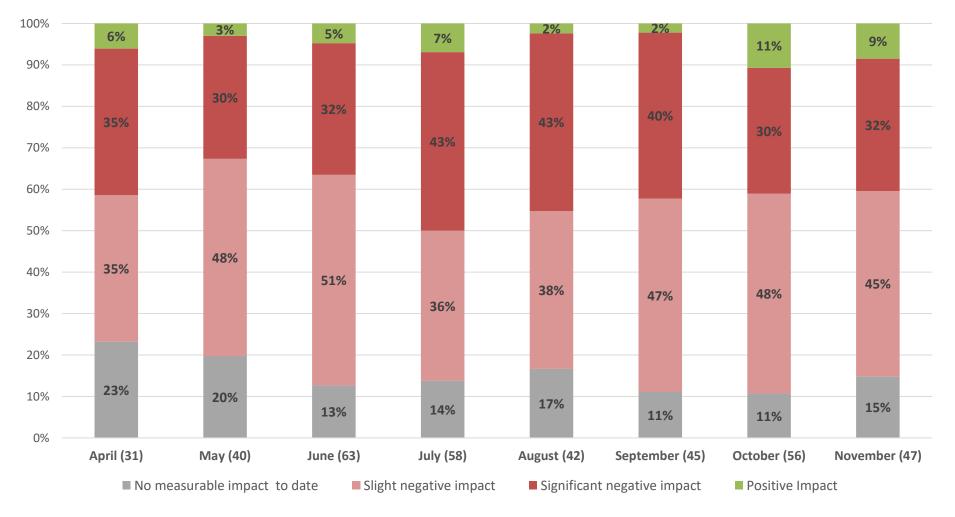
SME FINANCE

FORUM **Government and Regulatory responses for** 80% **COVID-19 in Country are...** 71% 71% 70% 67% 67% 63% 63‰2% 60% 56% 55% 55% 54% 51% 50% 46% 46% 42% 38% 40% 36% 29% 30% 25% 20% 20% 20% 20% 17%^{18%} 18% 20% 18% 18% 16% 15% .3% 13% 10% 9% 10% 7% 7% 7% 3% 0% Not relevant to my **Causing new problems** Not relevant to my **Causing new problems** Likely to help my clients Likely to help my business/not eligible clients/not eligible for my clients for my business business



If you are involved in lending...

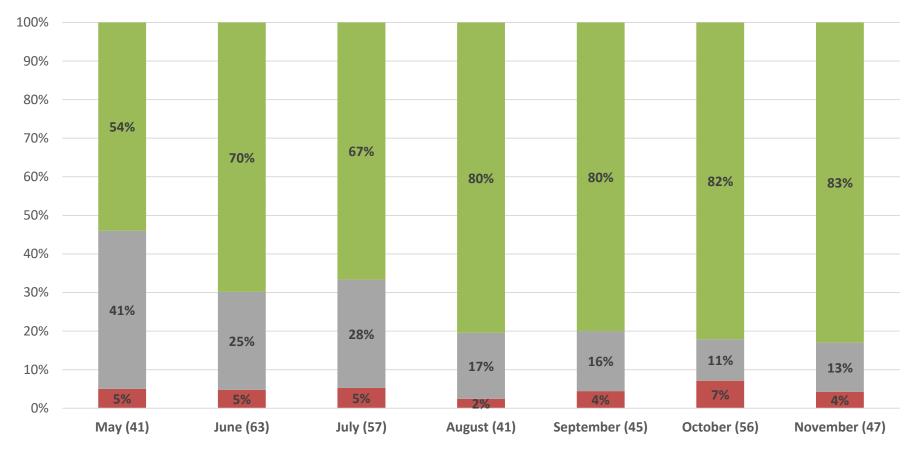
How has your portfolio been affected?





If you are involved in lending...

Trend of members *lending to new and existing customers* continuing... How have you adjusted your Lending?

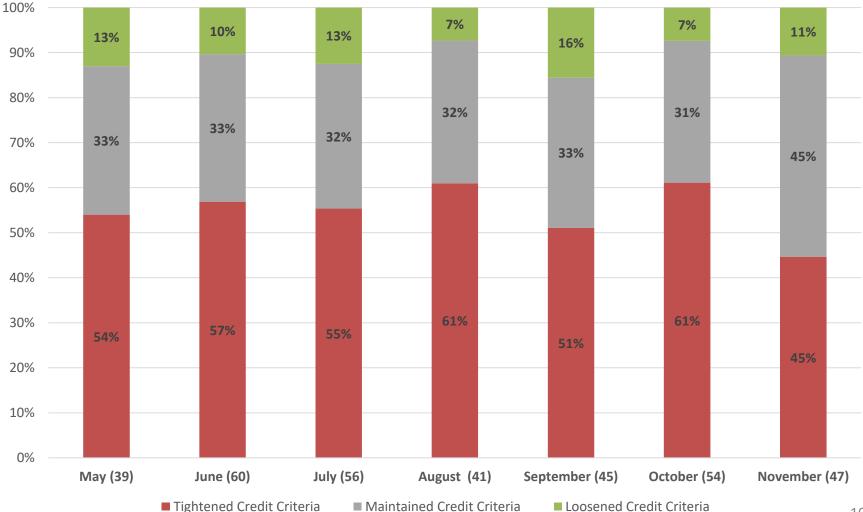


Discontinued lending to everyone Continued lending only to existing customers Continued lending to new and existing customers



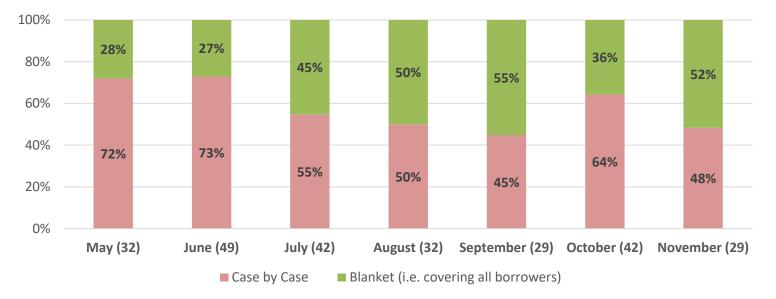
If you are involved in lending...

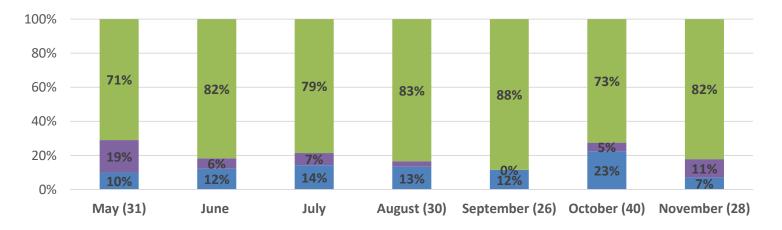
How have you adjusted your Credit Criteria?





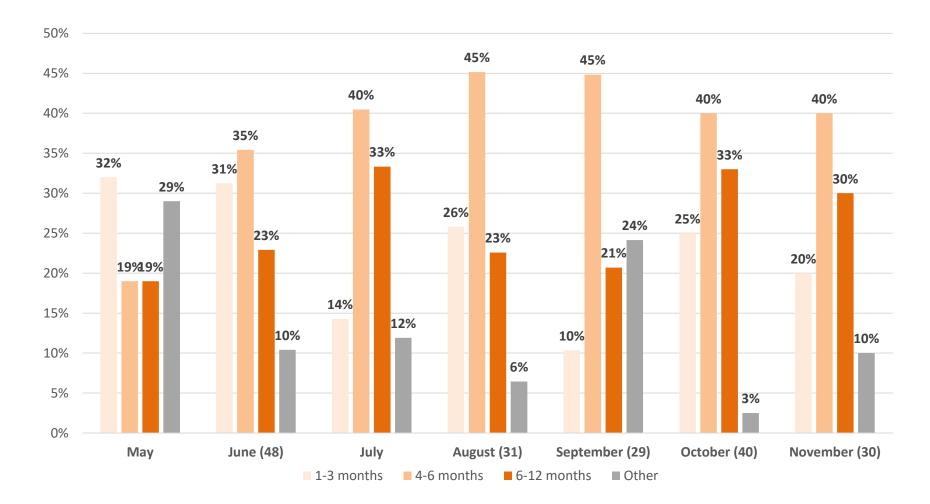
Moratorium







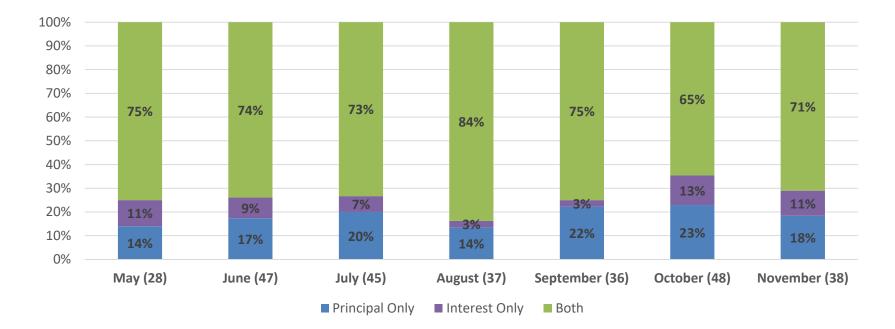
Moratorium Timeline



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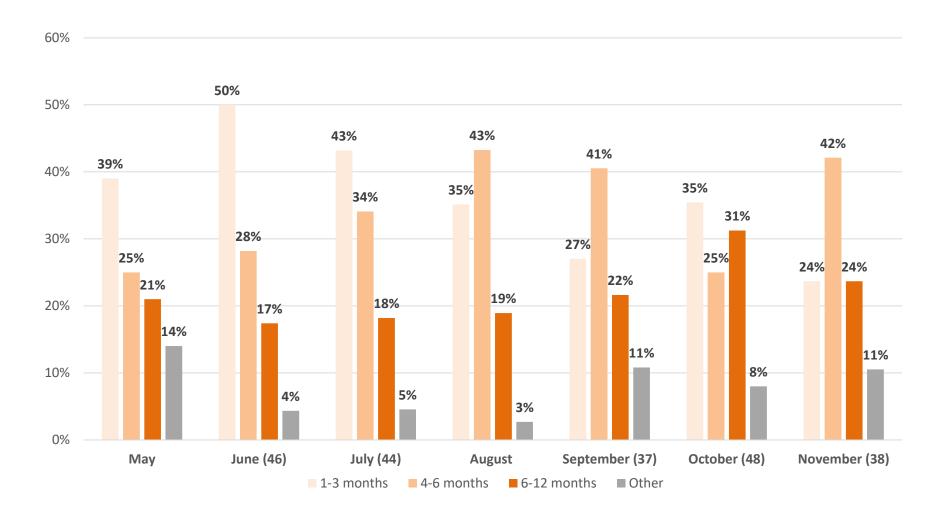
FORUM

If there is *no* moratorium Are you offering Deferrals?



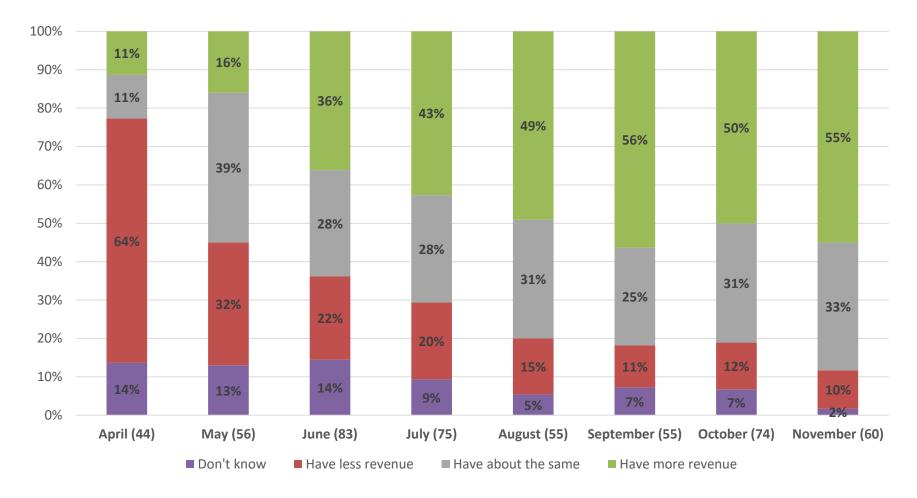


Deferral Timeline

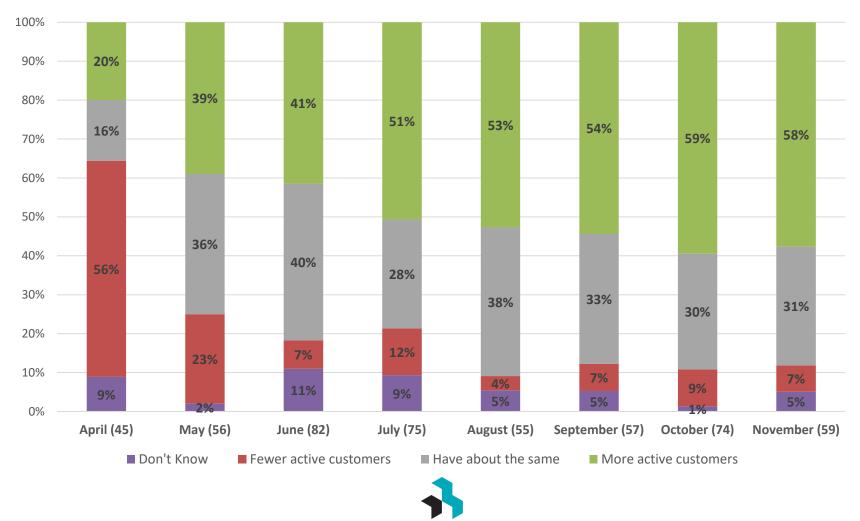




Next month, what do you expect to happen to... Revenue

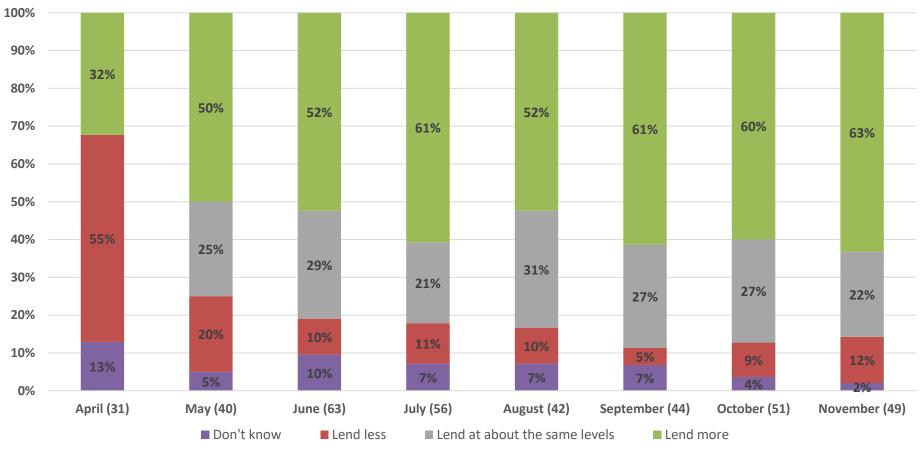


Next month, what do you expect to happen to... Number of Customers



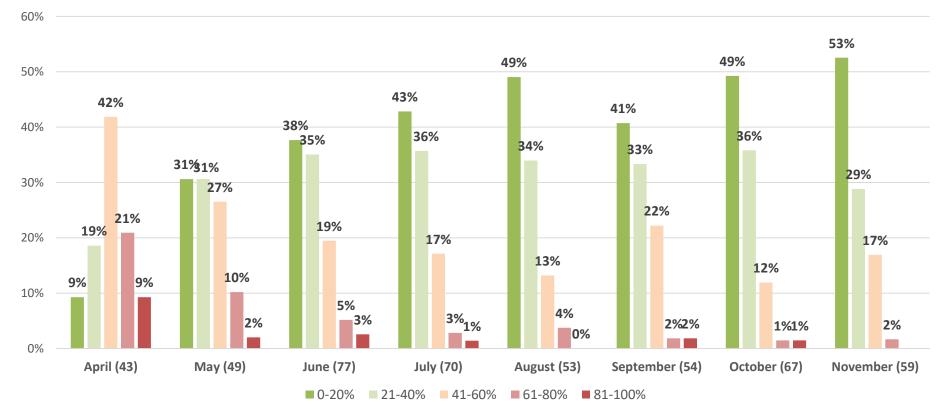
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Next month, what do you expect to happen to... Lending





Percentage of SME clients expected to be in financial distress within 3 months?

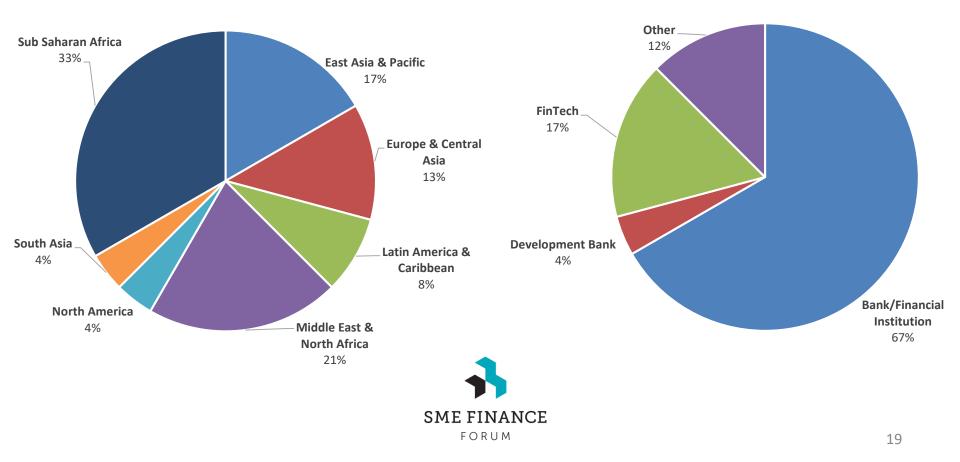


Percentage of SME clients in distress within 3 months



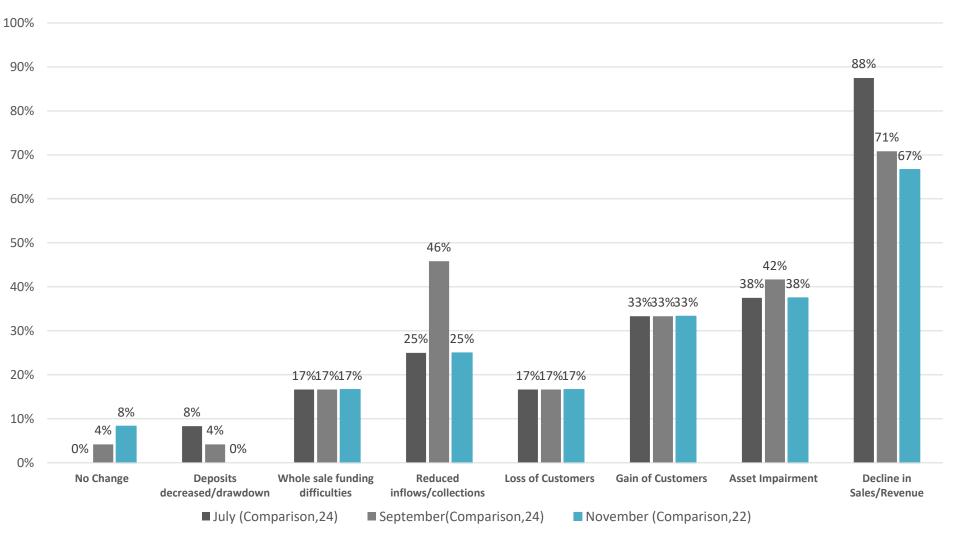
Repeat Respondents (July – September -November)

24 Respondents from 22 different countries

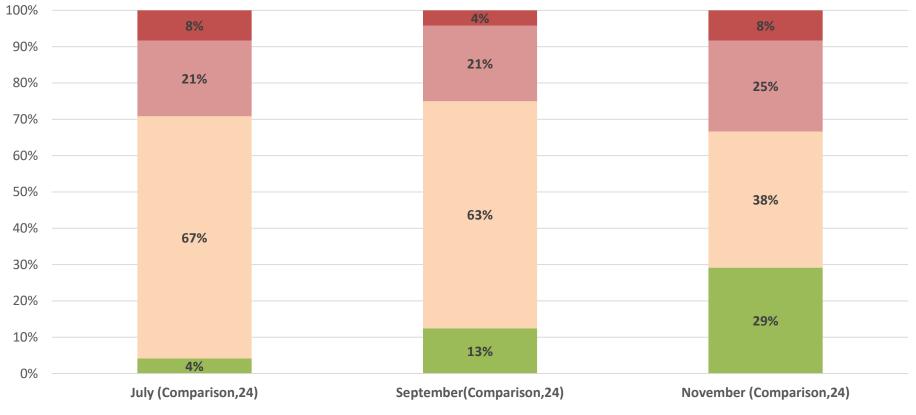




How has your business been affected?



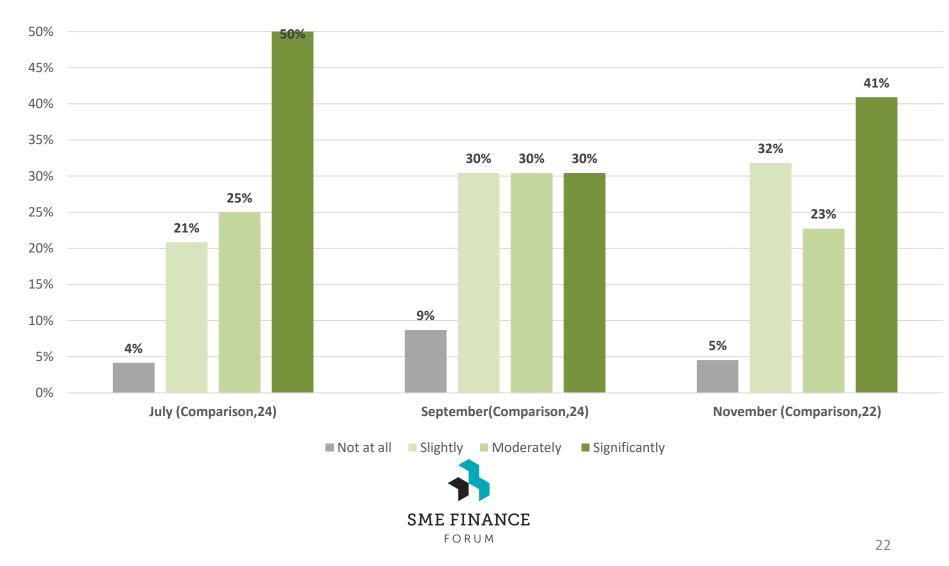
Change in Operations due to COVID-19?



Not affected yet Limited closure of facilities Extensive closure of facilities/remote work Complete (or almost complete) closure



Extent of change in operations due to COVID-19?



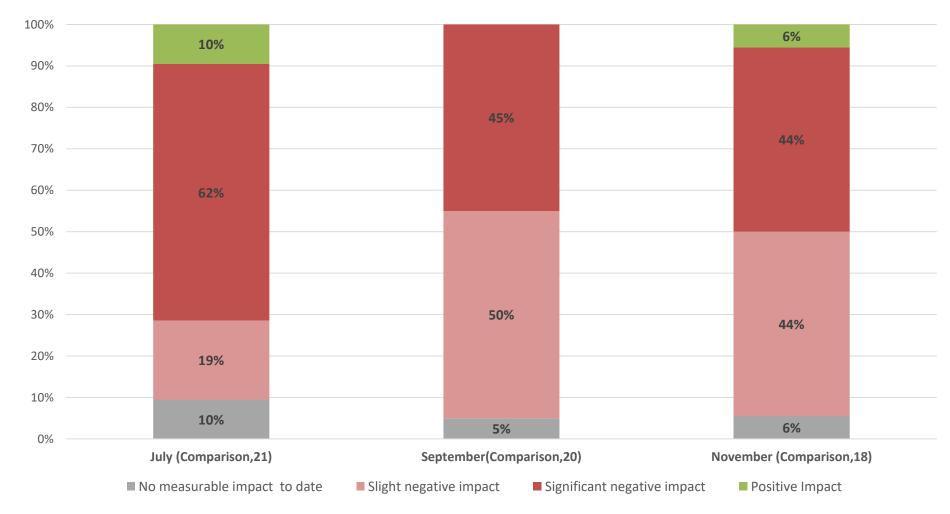
SME FINANCE

FORUM **Government and Regulatory responses for** 80% COVID-19 in Country are... 74% 70% 63% 61% 58% 58% 60% 50% 42% 40% 30% 21% 20% 17% 17% 17% 13% 13% 9% 8% 8% 10% 4% 4% 0% 0% Not relevant to my Likely to help my **Causing new problems** Not relevant to my **Causing new problems** Likely to help my clients clients/not eligible for my clients business/not eligible for my business business 23 November (Comparison,24) ■ July (Comparison,24) September(Comparison,23)



If you are involved in lending...

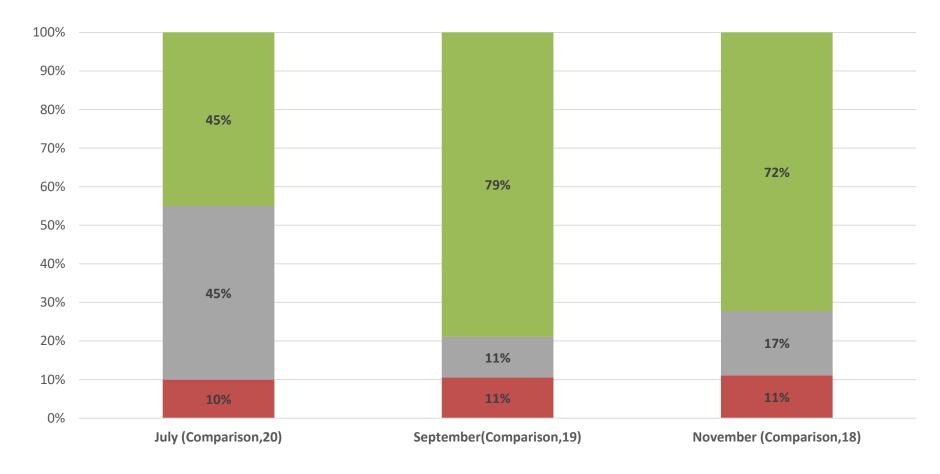
How has your portfolio been affected?





If you are involved in lending...

How have you adjusted your Lending?

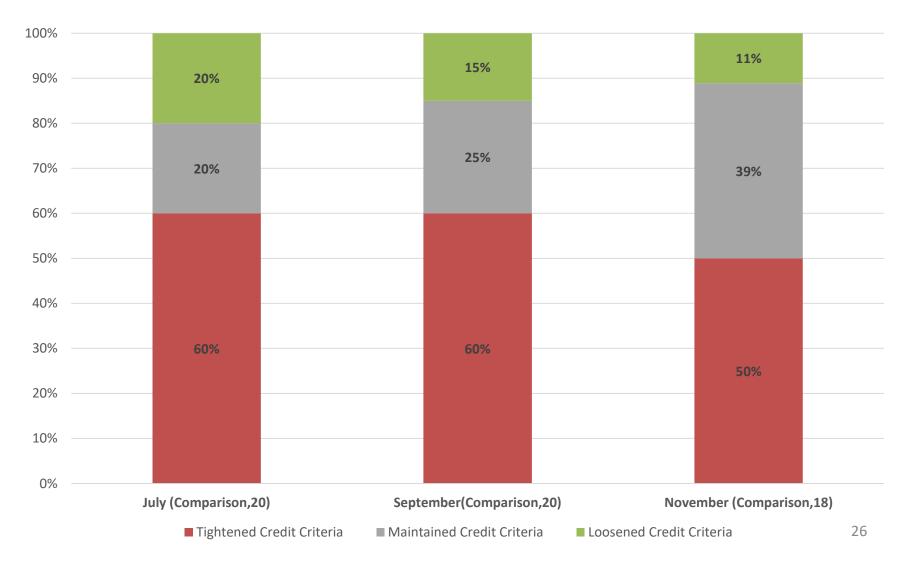


■ Discontinued lending to everyone ■ Continued lending only to existing customers ■ Continued lending to new and existing customers



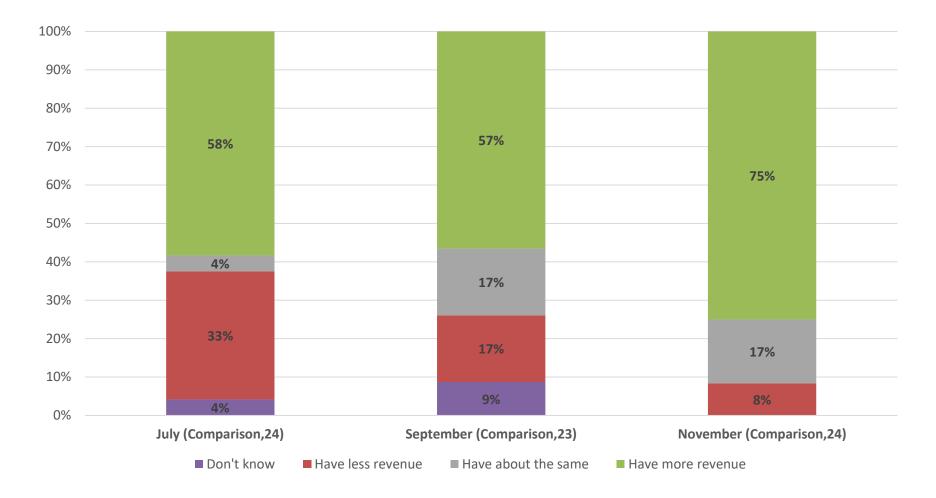
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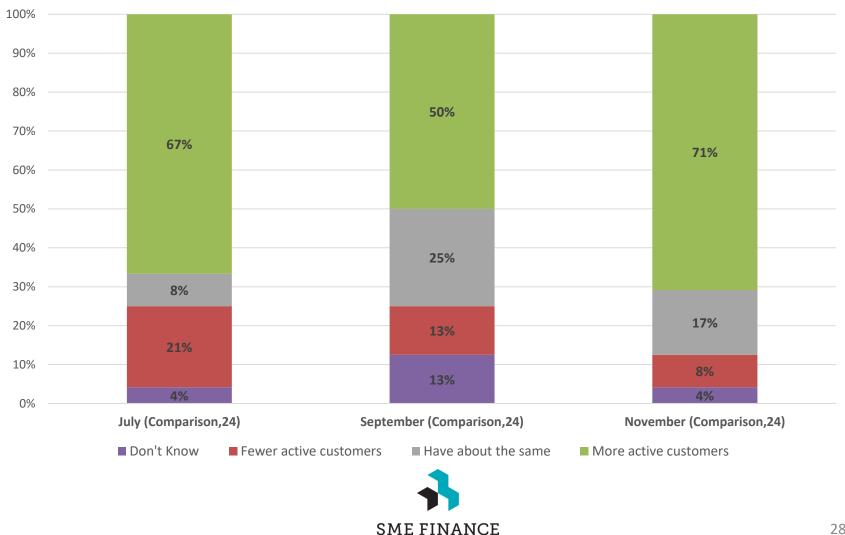




Next month, what do you expect to happen to... Revenue

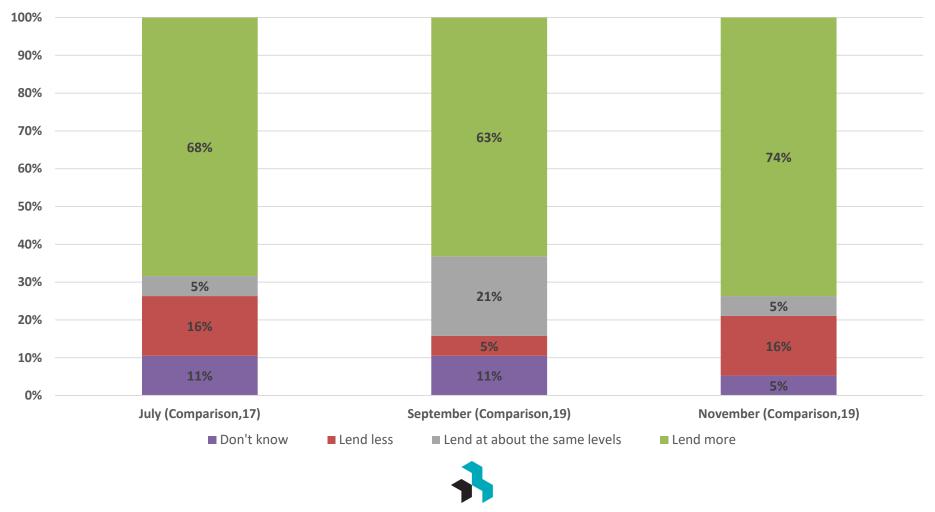


Next month, what do you expect to happen to... **Number of Customers**



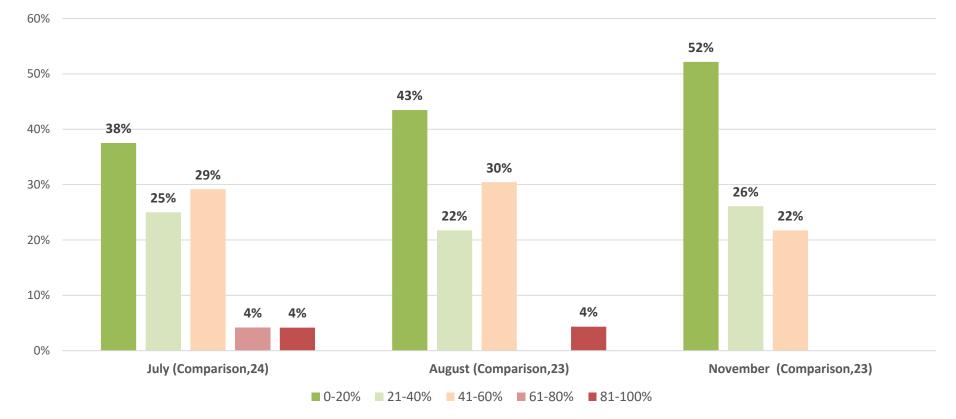
FORUM

Next month, what do you expect to happen to... Lending



SME FINANCE

Percentage of SME clients expected to be in financial distress within 3 months?



Percentage of SME clients in distress within 3 months





Accelerating finance for businesses

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