

SESSION #19: NEW LENDING INTO A CRISIS



Speakers:

- Samih Sabih, General Manager, Palestine Investment Bank
- Phaiboun Phongsavanh, CEO, Phongsavanh Bank
- Titus Waithaka, Managing Director, MFinance

Main takeaways:

- As as the credit environment tightens and uncertainty prevails, the **focus of the financial institutions is exploring the best ways to support and sustain existing clients**, while acquiring new clients at the same time.
- By **undertaking wider market analyses and utilizing “less traditional” data**, the financial institutions become able to serve their clients more efficiently and specifically, in addition to supporting their own risk management function.
- Enabled by digitalization, **the financial institutions now have access to timely and expansive information** with which to make more informed credit decisions for their clients while responding more quickly to their needs.