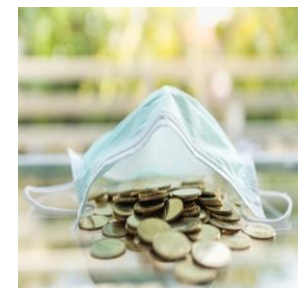


SESSION #8: DFIs PRESERVING SMEs LIQUIDITY AND SOLVENCY



Speakers:

- Ines Rocha, Director of Financial Products, SME Finance & Development Team at EBRD
- Michel Bergeron, Chief Strategy Officer of Business Development of Canada (BDC)
- Jessica Espinoza, Senior Investment Manager and Global Gender Finance Lead at DEG
- Matthias Adler, Head of Division for Infrastructure and Financial Sector for West Africa, KfW
- Wasim Tahir, Financial Institutions Sector Strategist, CDC Group
- Jeroen Harteveld, Portfolio Manager for MASSIF
- Martin Holtmann, Manager for Global Industry, Financial Markets, Financial Inclusion at the Financial Institutions Group of IFC

Main takeaways:

- **Preserving liquidity and providing guidance is essential.** In addition to seeking liquidity, many SMEs are seeking financial advice to help adjust their business plan in response to COVID-19. Many DFIs are offering free coaching and webinars to clients to teach cash management and to help in transition to an online format.
- **DFI's must support local/community banks so that they are able to preserve SME liquidity.**
- **Cooperation is needed between DFIs and governments to shape long term response policy.** Michel Bergeron highlighted BDC's collaboration with the Canadian government to deploy the Business Credit Availability Program and loan guarantee programs to support SMEs. KfM is also partnering with governments in their areas of investment to link SMEs to government assistance programs, as many SMEs may not be aware of these government resources.