SME Finance Forum
Convening 180+ members from 60+ countries, operating in 190+ countries sharing knowledge, spurring innovation in & promoting growth of SME financing.
Member Benefits

**LEARN**
- 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

**LINK**
- Networking
- Contacts brokering
- B2B marketplace

**LEAD**
- Connecting industry with policy-makers
- 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
Member Survey 3.0

All respondents (June)

85 Respondents from 47 different countries

- East Asia & Pacific: 21%
- Sub-Saharan Africa: 20%
- South Asia: 5%
- North America: 9%
- Middle East & North Africa: 11%
- Latin America & Caribbean: 6%
- Europe & Central Asia: 28%

Repeat respondents (May & June)

38 Respondents from 27 different countries

- East Asia & Pacific: 27%
- South Asia: 3%
- North America: 11%
- Middle East & North Africa: 13%
- Latin America & Caribbean: 5%
- Europe & Central Asia: 22%
- Sub-Saharan Africa: 20%

*Data are not strictly comparable, unless specified, as they are based on data reported by varying sets of members*
Member Survey 3.0

Type of Business

All respondents (June)

- Bank/Financial Institution: 48%
- FinTech: 27%
- Development: 7%
- Bank: 7%
- Other: 18%

Repeat respondents

- Bank/Financial Institution: 50%
- FinTech: 22%
- Development: 5%
- Bank: 5%
- Other: 23%

SME FINANCE FORUM
Member Survey 3.0

How has your business been affected?

- No Change
- Loss of Customers
- Deposits decreased/drawdown
- Whole sale funding difficulties
- Asset Impairment
- Gain of Customers
- Reduced inflows/collections
- Decline in Sales/Revenue

April (45)  May (53)  May (Comparison,36)  June (83)  June (Comparison,37)
Member Survey 2.0

Change in Operations due to COVID-19?

April | May | June | May (Comparison) | June (Comparison)

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

April: 2% Not affected yet, 40% Limited closure of facilities, 31% Extensive closure of facilities/remote work, 26% Complete (or almost complete) closure

May: 4% Not affected yet, 45% Limited closure of facilities, 41% Extensive closure of facilities/remote work, 4% Complete (or almost complete) closure

June: 6% Not affected yet, 35% Limited closure of facilities, 39% Extensive closure of facilities/remote work, 5% Complete (or almost complete) closure

May (Comparison): 5% Not affected yet, 42% Limited closure of facilities, 45% Extensive closure of facilities/remote work, 5% Complete (or almost complete) closure

June (Comparison): 5% Not affected yet, 53% Limited closure of facilities, 20% Extensive closure of facilities/remote work, 23% Complete (or almost complete) closure
Member Survey 2.0

Extent of change in operations due to COVID-19?

- Not at all
- Slightly
- Moderately
- Significantly

May
- Not at all: 30%
- Slightly: 34%
- Moderately: 36%
- Significantly: 40%

June
- Not at all: 30%
- Slightly: 27%
- Moderately: 28%
- Significantly: 40%

May (Comparison)
- Not at all: 26%
- Slightly: 37%
- Moderately: 37%
- Significantly: 45%

June (Comparison)
- Not at all: 5%
- Slightly: 30%
- Moderately: 45%
- Significantly: 20%
Member Survey 3.0

Government and Regulatory responses for COVID-19 in Country are...

- Not relevant to my clients/not eligible: April 7%, May 2%, June 6%
- Causing new problems for my clients: April 18%, May 14%, June 11%
- Not relevant to my business/not eligible: April 20%, May 20%, June 22%
- Causing new problems for my business: April 20%, May 22%, June 22%
- Likely to help my business: April 20%, May 22%, June 18%
- Likely to help my clients: April 0%, May 14%, June 22%
- Likely to help my clients: April 0%, May 14%, June 22%

Comparison: May vs. June
If you are involved in lending...

How has your portfolio been affected?
How have you adjusted your Lending?

- Continued lending to new and existing customers: May (41) 41%, June (63) 70%
- Continued lending only to existing customers: May (Comparison, 26) 50%, June (Comparison, 28) 57%
- Discontinued lending to everyone: May (Comparison, 26) 5%, June (Comparison, 28) 7%

How have you adjusted your Credit Criteria?

- Tightened Credit Criteria: May (39) 54%, June (60) 57%
- Maintained Credit Criteria: May (Comparison, 24) 33%, June (Comparison, 27) 33%
- Loosened Credit Criteria: May (Comparison, 24) 13%, June (Comparison, 27) 10%
Moratorium

May (32)
- 28% Case by Case
- 72% Blanket (i.e. covering all borrowers)

June (49)
- 27% Case by Case
- 73% Blanket (i.e. covering all borrowers)

May (Comparison, 22)
- 36% Case by Case
- 64% Blanket (i.e. covering all borrowers)

June (Comparison, 26)
- 35% Case by Case
- 65% Blanket (i.e. covering all borrowers)

May (31)
- 19% Principal Only
- 6% Interest Only
- 10% Both

June
- 12% Principal Only
- 12% Interest Only
- 14% Both

May (Comparison, 21)
- 14% Principal Only
- 5% Interest Only
- 15% Both

June (Comparison)
- 8% Principal Only
- 15% Interest Only
- 14% Both
If there is no moratorium
Are you offering Deferrals?

<table>
<thead>
<tr>
<th></th>
<th>May (34)</th>
<th>June (54)</th>
<th>May (Comparison,23)</th>
<th>June (Comparison,25)</th>
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</thead>
<tbody>
<tr>
<td>Case by Case</td>
<td>85%</td>
<td>74%</td>
<td>87%</td>
<td>84%</td>
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<tr>
<td>Blanket (i.e. covering all borrowers)</td>
<td>9%</td>
<td>15%</td>
<td>9%</td>
<td>16%</td>
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<tr>
<td>Not offering deferrals</td>
<td>6%</td>
<td>11%</td>
<td>4%</td>
<td>0%</td>
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<table>
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<tr>
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<th>May (28)</th>
<th>June (47)</th>
<th>May (Comparison,18)</th>
<th>June (Comparison,22)</th>
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<tr>
<td>Principal Only</td>
<td>75%</td>
<td>74%</td>
<td>89%</td>
<td>77%</td>
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<td>Interest Only</td>
<td>11%</td>
<td>9%</td>
<td>6%</td>
<td>9%</td>
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<tr>
<td>Both</td>
<td>14%</td>
<td>17%</td>
<td>8%</td>
<td>14%</td>
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Member Survey 3.0

Deferral Timeline (34)

- May:
  - 1-3 months: 39%
  - 4-6 months: 25%
  - 6-12 months: 14%
- June (46):
  - 1-3 months: 50%
  - 4-6 months: 28%
  - 6-12 months: 17%
- May (Comparison):
  - 1-3 months: 44%
  - 4-6 months: 22%
  - 6-12 months: 22%
- June (Comparison):
  - 1-3 months: 48%
  - 4-6 months: 29%
  - 6-12 months: 19%
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Next month, what do you expect to happen to...

Revenue

- Don't know
- Have less revenue
- Have about the same
- Have more revenue

<table>
<thead>
<tr>
<th></th>
<th>April (44)</th>
<th>May (56)</th>
<th>June (83)</th>
<th>May (Comparison,38)</th>
<th>June (Comparison,38)</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>11%</td>
<td>16%</td>
<td>16%</td>
<td>11%</td>
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<td>11%</td>
<td>39%</td>
<td>28%</td>
<td>32%</td>
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<td>64%</td>
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<td>14%</td>
<td>11%</td>
<td>10%</td>
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</tbody>
</table>
Member Survey 3.0
Next month, what do you expect to happen to...
Number of Customers

- April (45):
  - Don't Know: 9%
  - Fewer active customers: 56%
  - Have about the same: 16%
  - More active customers: 20%

- May (56):
  - Don't Know: 2%
  - Fewer active customers: 36%
  - Have about the same: 23%
  - More active customers: 41%

- June (82):
  - Don't Know: 11%
  - Fewer active customers: 40%
  - Have about the same: 7%
  - More active customers: 37%

- May (Comparison, 38):
  - Don't Know: 3%
  - Fewer active customers: 21%
  - Have about the same: 39%
  - More active customers: 37%

- June (Comparison, 38):
  - Don't Know: 11%
  - Fewer active customers: 37%
  - Have about the same: 37%
  - More active customers: 11%
Next month, what do you expect to happen to...

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

Percentage of SME clients in distress within 3 months

0-20% 21-40% 41-60% 61-80% 81-100%

April (43) 9% 27% 19% 10% 9%
May (49) 31% 31% 27% 2% 9%
June (73) 38% 35% 19% 5% 3%
May (Comparison, 34) 35% 26% 9% 9% 0%
June (Comparison, 34) 35% 21% 9% 3% 0%
Accelerating finance for businesses

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