

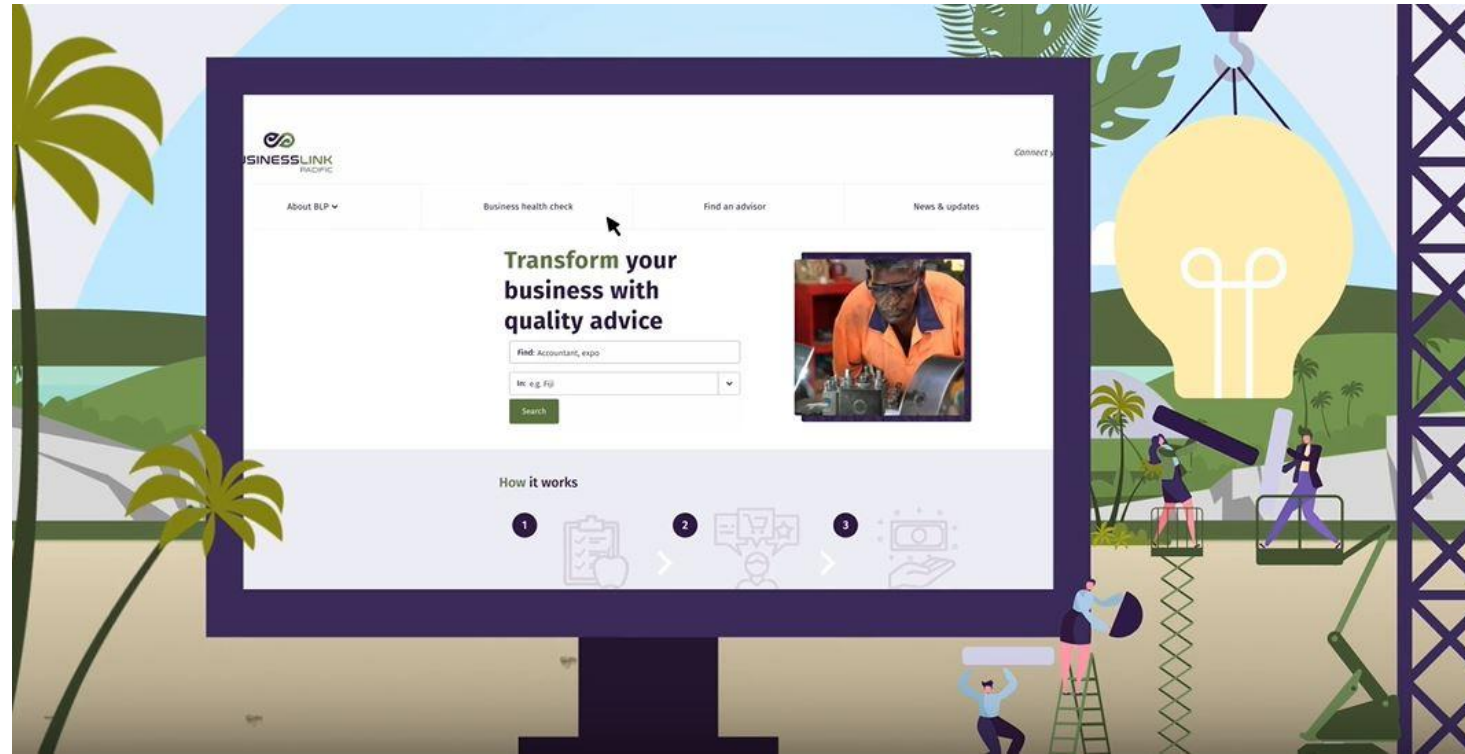
Kia Ora, Bula Vinaka, Talofa Lava, Halo, Kia Orana, Halo Olketa and welcome to the Business Link Pacific Webinar Series!

When: Thursday 21 May 2020, 2pm NZST

Webinar: SME Finance in times of crisis.

Presenter: Paul Wendland, BLP Deputy Director.

The webinar will start shortly. In the meantime, there is a link in the Chat Box to a short survey. Please take the time to complete this before we start.



Fishing for expert business advice?

To learn more,
www.businesslinkpacific.com



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About Business Link Pacific...

- **New Zealand (MFAT) funded** private sector development initiative delivered by DT-Global.
- Six countries- **Solomon Islands, Cook Islands, Samoa, PNG, Vanuatu and Fiji.**
- **Works in partnership** with financial institutions, Chambers of Commerce and the private sector.
- Developing a **business advisory service providers network** to improve accessibility and quality of business services available in local markets.

Connect your business with local quality advice. It's as easy as 1, 2, 3!

1

Take the Business Health Check,

a free and fast online service that helps growing businesses detect potential problem areas, and provides a list of specialist business advisory service providers in the Pacific Island region who can help with solutions.



2

Find a Business Advisor

through the searchable database of BLP approved business advisory service providers. All of our BLP advisors go through a quality assurance process, so you can be assured that the advisor we connect you with is qualified in every respect.



3

Access the Subsidy Scheme

designed to make services more affordable, minimise risks and introduce growing businesses to reliable and quality services. Growing businesses can apply for a subsidy through any BLP approved business advisor.



Introducing....

Paul Wendland, BLP Deputy Director ... Land Rover Specialist

- Paul is a senior financial sector and enterprise development consultant, and is the Deputy Director of BLP
- Paul has been a consultant in microfinance and SME finance for nearly 20 years. He started his career working with rural credit and savings groups as a Peace Corps volunteer in Africa.
- He's gone on to manage and direct SME finance programs in Pakistan, the Philippines, Iraq and Afghanistan.
- His role involves supporting BLP's network of in-country partners and Business Advisory Service Providers (BASPs), and leads the development of the BLP online Portal and other tools.



Overview

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- A large, light gray decorative graphic in the background, consisting of two interlocking, stylized spiral or swirl shapes that create a sense of motion and flow.
- 1. Assessing your current condition**
 - 2. Reviewing your options**
 - 3. Retooling your finance**
 - 4. Prepare and set up for future success**

Assessing your current condition ...

1. **“Know the Now”:** Understand your current cash/financial position, not just what you have in the bank/wallet
2. **Cash Flow is King:** Carry out a cash flow analysis with a trusted local advisor (see BLP Portal for a referral)
3. **Financially Project:** Develop financial projections based on realistic scenarios
4. **Service that Debt:** How well can you service your debt now... and then based on your revised income projections?
5. **Payroll and Beyond:** Can you cover payroll? Is there government payroll assistance you can access?
6. **Going beyond the wage subsidies,** project out how you'll restart and reopen with payroll costs in mind



Tighten Up!

1. **Manage your receivables closely, tighten up timeframes incoming cash (shorter your receivables turnover)**
2. **Renegotiate your payables and payment terms with your creditors and suppliers (lengthen your payables turnover)**
3. **Review your expenses even areas you wouldn't have considered (like utilities, phone, internet, transport and fuel, inputs and suppliers). Cut back on the right ones.**
4. **Take advantage of government tax holidays and deferments**
5. **Review your sales and income streams**
6. **Liquidate non-essentials and Reduce stock to free up cash**
7. **Be realistic**
8. **EVERY PENNY COUNTS! LEAVE NO DOLLAR BEHIND!**



Retool and Revamp!

1. **Diversify current sales and customers for new forms of revenue**
2. **Tap into new clients/customer bases**
3. **Review your systems: Upgrade your systems: new technology can help track your revenue, expenses and profit more closely.**
4. **Upgrade and streamline to new systems**
5. **Use technology to increase efficiency**



Survey and Q&A....

1. **Review your responses**
2. **Q&A**



Review your loans and credit:



Review your loans and credit:

Know your loans:

1. Do you have a long-standing relationship with your bank?
2. Are you current? If so, renegotiate!
3. Don't default - discuss! Talk to your loan officer or personal banker about your situation.
4. Know your history and financial situation, be on the front foot of your business condition
5. Knowing what to ask for... go in prepared, and get what you need to survive and improve your financial position.

Retooling your finance:

Retool your loans:

1. Don't be locked in...You may be able to reschedule
2. Terms vs. credit lines: Use credit lines to assist with short term cash flow
3. Scan the market for better deals, better rates, better terms and better products.
4. Go down market: consider microfinance, community lending and finance companies.
5. Hybridise: Mix loans from different sources to get the best terms and products that match your needs.
6. Take advantage of those government and bank programs for Covid-19.
7. Blend it: mix government loans and assistance with credit to survive the current crisis.
8. Go Co-Op! Cooperative credit unions can be a good local source of financial services



Preparing for future success:

Thinking ahead...

1. Consider your equity: How much equity do you have? What is the true value of your business? Would taking on an equity partner help salvage the business?
2. Review and renew your loans with your current bank for better rates
3. Invest it: Investment may be an option. Consider both institutional and outside investors, bringing both equity and some finance along with it.
4. Go UP market to bigger banks, investors and consider high tier loans for growth once you're back underway.
5. Be Realistic!
6. Be your own cheerleader!



Useful Links:

Links and things....

1. <https://www.kinabank.com.pg/support-for-kina-bank-customers/>
2. <https://www.fdb.com.fj/covid19reliefpackage/>
3. <https://www.worldbank.org/en/data/interactive/2020/04/14/map-of-sme-support-measures-in-response-to-covid-19>
4. <http://www.bsp.to/Media-Centre/News--Announcements/2020/BSP-offers-Relief-Package-for-Customers-Impacted-by-COVID-19.aspx>
5. <https://www.anz.com/fiji/en/here-to-help/>
6. <https://we-fi.org/covid-19-response-measures-supporting-smes/>
7. <http://www.pipso.org.fj/>

Questions?

