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BANKING ON SMES BUILDING A CIRCLE OF TRUST

THE SME SECTOR IN EUROPE

There are more than 24 million SMEs in Europe

They make up more than 99 per cent of all the region's businesses

They account for two thirds of all employment

They contribute more than half of all business turnover

260,000 are classified as Innovative Enterprises by the EC

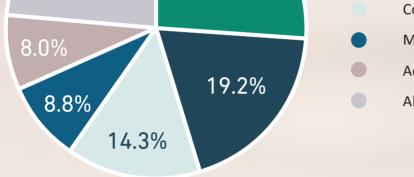


Eurostat, Product and process innovative enterprises by NACE Rev. 2 activity and size class [inn_cis9_prod]

WHAT DO EUROPEAN SMEs DO?

| Wholesale/retail trade | 26.3% |
|------------------------|-------|
| Business Services | 19.2% |

23.4%



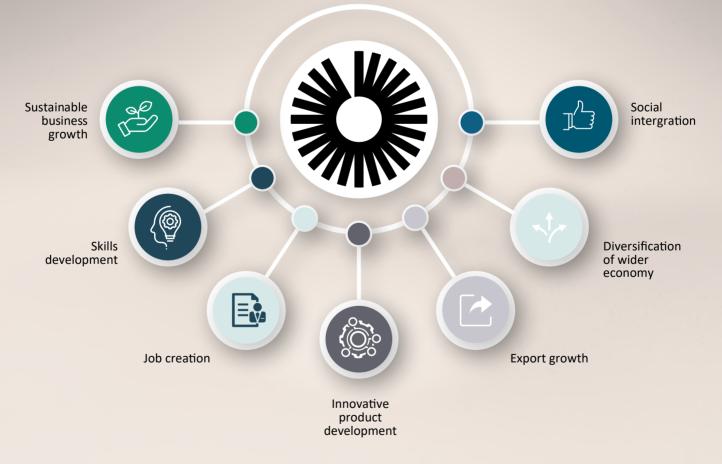
26.3%

| Construction | 14.3% |
|--------------------|-------|
| Manufacturing | 8.8% |
| Accommodation/food | 8.0% |
| All other | 23.4% |

£1,757 Billion worth of goods exported from EU SMEs in 2018

WHY FINANCIAL INCLUSION?

Financial inclusion for businesses is all about ensuring access to financial services is fast, cost-effective and fair in order to support business operations and growth. This means access to bank accounts – domestic and cross border – should be easy and not cost-prohibitive. Having fast access to flexible business lending is also fundamental to financial inclusion for the business ecosystem.



HOW CAN BANKS AND FINANCIAL INSTITUTIONS BEST SUPPORT SMEs?

Provide easy access to finance-adjacent services and advice

Make digital tools available to SMEs



- Talk to CFOs regularly for insight into what they actually need

Build the convesation to create financial awareness

Recognise the strengths that alternative providers bring to the ecosystem and how they complement or supplement traditional banking services



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FINANCIAL INFRASTRUCTURE YOU CAN BANK ON