

SME access to Finance

The role of the accountant

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The dilemma

- **Banks are increasingly faced with:**
 - *Increasing risk of SME financing (lack of collateral)*
 - *Pressure on credit margins*
- **SMEs are increasingly faced with:**
 - *Perceived high pricing*
 - *Burdens in access to (tailor-made) finance*



Focus of the 5th EU Round Table

- **Improved transparency:**
 - *SMEs: information on their risk profile*
 - *Banks: information on the rating process*
- **Expansion of Mezzanine finance:**
 - *SMEs: adapting company's structure*
 - *Banks: more active role towards SMEs*
- **SME securitisation for lower rated SMEs:**
 - *SMEs: understanding the instrument*
 - *Banks: downsizing the instrument*

Potential role of accountants

- **Transparency:**
 - *Developing tutorials or glossaries to help SME-clients in understanding new financial terminology and concepts*
 - *Organising information sessions on various aspects of the new financial environment including the issue of credit rating*
 - *Supporting client in having a better understanding of their own risk profile when negotiating with banks*
 - *Helping clients to be sufficient and timeliness transparent to their bank*

- **Mezzanine finance:**
 - *Helping clients in selecting the appropriate mezzanine finance.*
 - *Improving transparency by their client to qualify for mezzanine financing*
 - *Informing and educating clients on innovative financing tools such as mezzanine finance.*

- **SME loan securitisation:**
 - *Research by FEE on SME loan securitisation in the various Member States*
 - *Starting a dialogue between national governments, accountancy bodies, bank associations and SME organisations to stimulate and facilitate the growth of this market*