



## Expert Panel Session – NACFB Virtual Expo

### Attendees

- **Francis Evans**, Head of Business Finance - Department for Business, Energy and Industrial Strategy (BEIS)
- **Patrick Magee**, Chief Commercial Officer – British Business Bank
- **Matthew Davies**, Director, Invoice Finance and Asset Based Lending - UK Finance
- **Paul Goodman**, Chair – NACFB
- **Norman Chambers**, Managing Director – NACFB
- **Kieran Jones**, Communications Manager – NACFB

### Agenda

#### Part One: How did we get here?

- The last twelve months have seen Brexit uncertainty compounded by coronavirus chaos; how did the lending community adapt to these socio-economic disruptors?
- How successful have the government-backed loans schemes been? Where did they have the most impact and who have they left behind?

#### Part Two: Where do we find ourselves now?

- How have lending processes and products adapted to the measures introduced by the pandemic? Which of these learnings can we bring with us into the new normal?
- What can intermediaries be doing now to help prepare their clients for a larger scale return to work? What extra value can brokers be adding?

#### Part Three: Where do we go from here?

- What types of finance will be most suited to replace the increased debt that some businesses are now carrying? And what will be the role of brokers in helping clients to access them?
- After the steepest economic decline for generations, what cause for optimism should brokers and their clients have for the future?