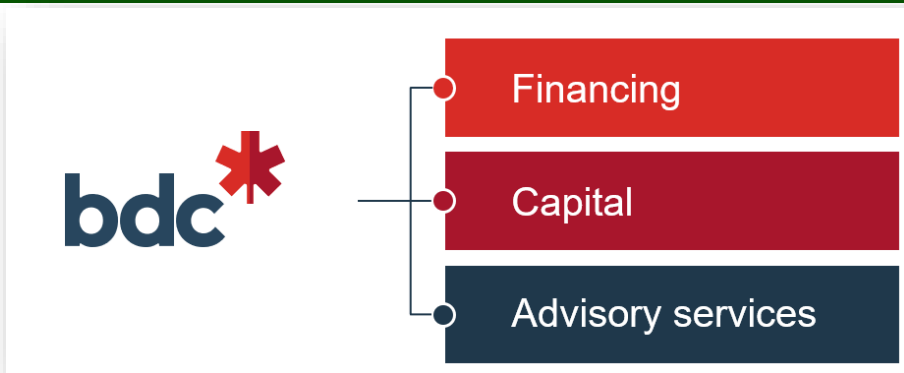




**Sandra D. Péloquin**  
**Director, International relations**  
**Business Development Bank of Canada**



**Day 1: Situation in Canada  
and Actions taken**

# COVID-19 had major impact on Canadian SMEs

Last 3  
weeks  
of March  
2020



**More online  
loan requests**  
than we usually get in one year



**76%**  
reported a  
decrease in sales



**45%**  
reduced staff



**76%**  
reported a  
decrease in profit



**39%**  
took on  
more debt

## Canadian consumers adopt new behaviours



- 1. Many Canadians plan to spend less in the medium-term**  
1 in 4 consumers wants to reduce personal consumption
- 2. They will spend more online**  
32% of Canadians are planning to spend more online
- 3. Canadians plan on buying more local**  
83% of consumers are willing to pay more for local products
- 4. Health remains the main concern**  
50% of Canadians are concerned about health impacts when making purchasing decisions

# BDC direct COVID-19 response measures



Loan payment  
postponements

**40,000**  
postponements



Working Capital  
Loan (<\$2M)

**\$2.4B**  
new financing



BDC Capital Bridge  
Financing

**\$300M**  
to be invested