

**TECH FOR
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INSTITUTE**

Digital Opportunities for MSMEs in Southeast Asia

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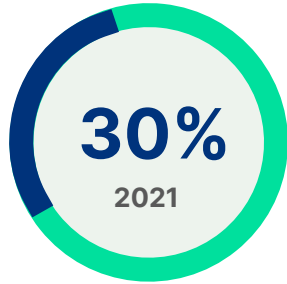
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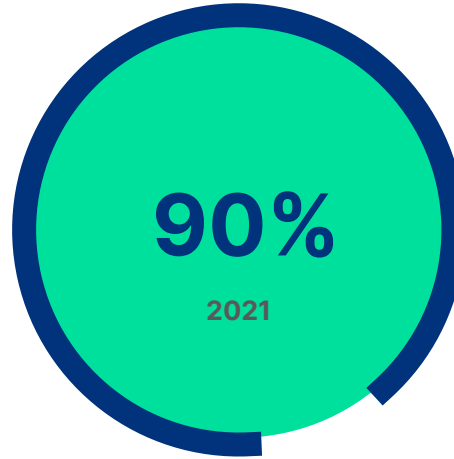
PROGRESS TOGETHER

The Tech For Good Institute is a non-profit organisation on a mission to leverage the promise of technology and the digital economy for inclusive, equitable and sustainable growth in Southeast Asia

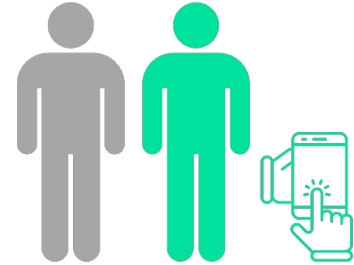
COVID-19's Legacy: Stickiness of Digital



Consumers using digital services for first time during the pandemic



Intend to continue using digital services



1 in 2 adopted mobile internet, and digital payments

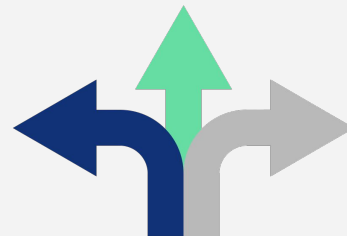
Digital Gamechangers for MSMEs



Access to
Finance

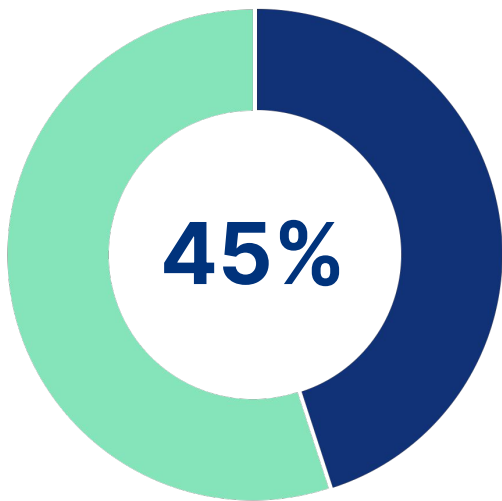


Operational
Efficiencies

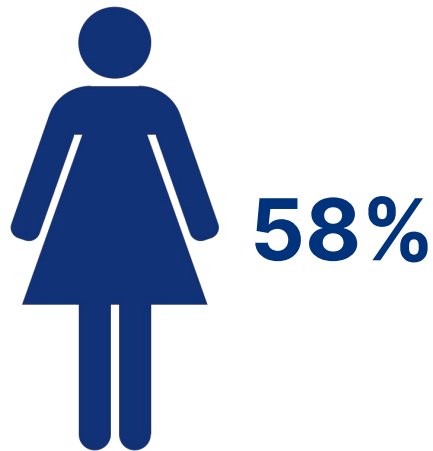


Diversification

1: Access to Finance

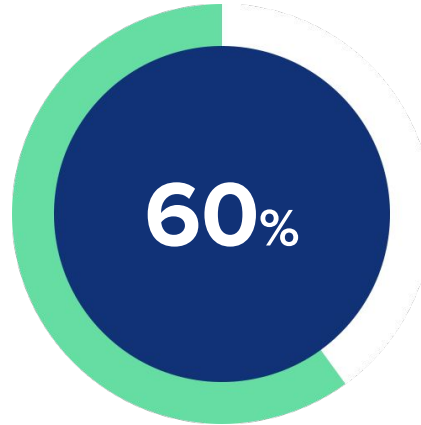


of the global finance gap comes from the East Asia & Pacific region



Formal Finance Gap by Gender in the East Asia & Pacific region

1: Digital Financial Services can help MSMEs access financing



of MSMEs surveyed were
unable to get a loan when
they needed financing



***“A bank is a place that will
lend you money if you can
prove that you don’t need it.”***

Bob Hope

***“Data can substitute for
collateral.”***

**Agustín Carstens,
Bank for International
Settlements**

1: Digital Financial Services can help MSMEs access financing



Alternative credit
risk modelling



Broader reach
through digital



Lower cost, scalable
digital channels

Grab
Financial
Group



goto
financial

Provision of loans and other microfinance services

2. Platforms to improve operational efficiency



Reduce information asymmetry



Reduce trucks returning empty



Reduce logistics costs for customers

2. Platforms to improve operational efficiency



Ability to buy stock and raw materials any time



No closure or downtime when replenishing stock



Use of big data facilitates expansion and growth

3. Diversify revenue



Expansion to customers beyond original geographical range



Identification of new areas of consumer need demand



Build portfolio of earning opportunities

Opportunities for attention and collaboration



Invest in connectivity

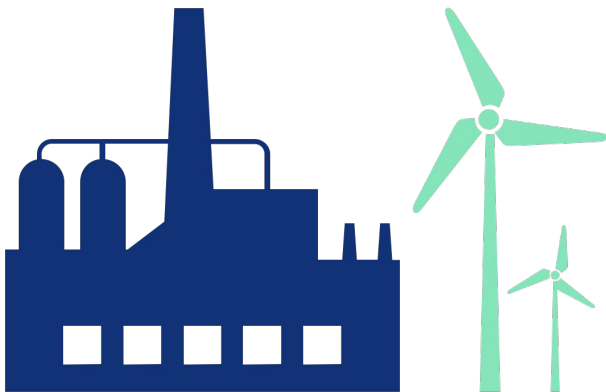


Invest in capability



Invest in trust

a. Investment in energy and digital infrastructure



65 million people
lack access to electricity



150 million people
lack access to digital technologies

b. Capability development in digital education



Confident digital adoption



Usage of digital financial services



Ongoing digitalisation support for MSMEs

c. Invest in trust through responsible data sharing



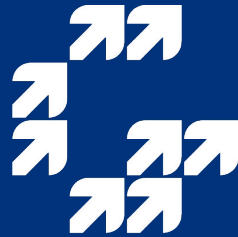
Frameworks for sharing



Open data



Cross border data flows



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