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Questions from *informativos* TELECINCO Interview titled “Jesús López Zaballos, el español al frente de los analistas financieros europeos https://www.telecinco.es/informativos/economia/jesus-lopez-zaballos-espanol-ue-escucha-vaticina-dura-crisis-espana_18_3056295393.html

Are you one of those people who think that this crisis will be deeper and longer than that of 2008 or of those who believe that it will be overcome in less time?

This is a more global crisis than the previous one, which was more of the financial system and especially in the more developed countries. The current one affects the hearts of families and companies around the world and I think that the recovery will be slower, even if there is a vaccine. Consumption has collapsed, and many businesses, especially in Spain, which is a country of SMEs, are not going to recover, also influenced by the age of many small entrepreneurs. The States must favour economic growth, but without companies there is no employment, no revenue or growth.

How do you view the crisis in Europe?

The industrial countries will emerge the crisis first, but the European Union is not homogeneous, with an industrial Germany; a Sweden with an inward-looking culture; a Norway with a social security system that guarantees public systems; or a Spain oriented towards tourism and well below the European average in social security and insurance, in everything that has to do with investing to plan retirement. The vision of my European colleagues is that our country continues to be a potential future problem for the European economy, with the debt soaring, and they ask us for a change in our industrial model.

So, what should be the way out of the crisis for Spain?

Clearly our country is being affected more because our greatest potential is a tourism sector that is sinking, and our business fabric is made up mainly of SMEs. Some will close and others will take time to recover. Large companies will succeed, the problem is small and medium ones.

One solution would be access to credit for the recovery of consumption and companies, but the banking sector cannot provide financing to those who it believes are not capable moving forward. Teleworking also has very important implications in our country because the activity of the hotel industry, transport, and the textile sector is reduced. I think it hurts the small businesses, who are going to be replaced by the big ones and electronic commerce.

The economy is a chain and, of course, raising taxes and penalizing savings are not the solution. Nor are subsidies, which do not encourage the generation of wealth in the medium and long term.

You have commented that Spain is far behind Europe in retirement planning, are we going to collect pensions in the future like today?

No. It is evident because it is not sustainable for the Spanish State, unless the birth rate, employment and immigration increase considerably. But, in addition, the public debt is so large that the State has to allocate many resources to repay the debt, preventing them from being allocated to the pension system.

On the other hand, it is trying to favour private companies' retirement plans over individual ones, which will see their tax benefits diminish and therefore will die. But what we return to is that Spain is a country above all of SMEs that in a moment of crisis are not capable of facing the extra burden.

Speaking of the financial sector, are you stopping going to the bank and generalizing the use of the online branch; Mergers and staff cutbacks are announced ... what changes is banking going through and will it undergo, and how do they affect us?

Generations of 'baby boomers' onwards have already become accustomed to digital banking. The problem is going to be for older customers, because many branches are going to close, and they will have to go to an office further away with an appointment or ask their children to help them do their business over the Internet. But it is the only way for banks to get ahead, reducing costs. And it will affect us as users, because in the future the entities are going to charge for all services.

Another trend is that they are going to offer us more facilities, both to companies and individuals, in financing projects, purchases and investments, which will result in greater energy efficiency, combat climate change, have a positive social impact, adopt the path to sustainability. It is something that is being promoted from the European Union, and in what we have been working on in EFFAS for years, and the banking entities will give preferential conditions to all the questions that have to do with this. And, in addition, the ATM's days are numbered.

Are you one of those people who think that we will stop using money and pay with our mobile?

Yes, we are heading towards the disappearance of paper money. Because the States also favour this, because it increases the transparency and traceability of the movement, helps in the fight against black money and the underground economy, money laundering, drug trafficking ...

Translation by jh at EFFAS