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Strategic Banking  
Corporation of Ireland

# Quarterly Report of the Brexit Impact Loan Scheme as at 31st March 2022

Strategic Banking Corporation of Ireland

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## 1. Brexit Impact Loan Scheme

The Brexit Impact Loan Scheme (BILS) is a medium-term, lower cost scheme to fund working capital and investments for businesses, including primary producers, impacted by Brexit and Covid-19. It was launched in October 2021.

Ireland is uniquely exposed to the effects of Brexit relative to its European peers. BILS supports qualifying viable Irish businesses and primary producers (Agriculture/Fishing) by providing access to affordable medium-term finance enabling them to invest in their business.

BILS is offered in partnership with the Department of Enterprise, Trade and Employment (DETE), the Department of Agriculture, Food and the Marine (DAFM), the European Investment Fund (EIF) and the European Investment Bank (EIB).

### Classification of SMEs

Micro, Small and Medium-sized enterprises are defined according to their staff headcount and turnover or annual balance sheet total.

A micro enterprise is defined as an enterprise which employs fewer than 10 people and whose annual turnover and/or annual balance sheet total does not exceed €2 million.

A small enterprise is defined as an enterprise which employs between 10 and 49 people and whose annual turnover and/or annual balance sheet total does not exceed €10 million.

A medium-sized enterprise is defined as an enterprise which employs between 50 and 249 people and whose annual turnover does not exceed €50 million or whose annual balance sheet total does not exceed €43 million.

## 2. Analysis of Brexit Impact Loan Scheme

As at 31st March 2022, 617 loans have progressed to sanction at bank level to a value of €68.99m. Of these, 528 loans were drawn to a value of €55.02m.

### Eligibility code applications approved and ineligible / loans approved and drawn

Enterprise Type	Eligible Codes	Ineligible Codes	Approved Loans	Approved Value	Drawn Loans	Drawn Loans Value
Microenterprises	1152	1	525	€ 36,332,413	456	€ 31,013,332
Small	236	1	76	€ 23,481,602	62	€ 18,434,602
Medium	40	0	15	€ 8,490,000	9	€ 4,880,000
Mid-Caps	1	0	1	€ 690,000	1	€ 690,000
<b>Total</b>	<b>1429</b>	<b>2</b>	<b>617</b>	<b>€ 68,994,015</b>	<b>528</b>	<b>€ 55,017,934</b>

*\*Please note that Loans Approved may differ from Weekly Reports. The Weekly Report information is gathered at the end of each week (point in time), while the Loans Approved information for the Quarterly Report contains a number of weeks/months data after which loan approval status may have changed or lapsed.*

Loan Size	25k - 199k		200k - 499k		500k - 999k		≥ 1m	
	No.	Value	No.	Value	No.	Value	No.	Value
Microenterprises	440	€ 26,189,332	15	€ 4,324,000	1	€ 500,000	0	€ 0
Small	34	€ 3,089,602	15	€ 4,685,000	8	€ 4,560,000	5	€ 6,100,000
Medium	1	€ 100,000	3	€ 1,030,000	4	€ 2,250,000	1	€ 1,500,000
Mid-Caps	0	€ 0	0	€ 0	1	€ 690,000	0	€ 0
<b>Total</b>	<b>475</b>	<b>€ 29,378,934</b>	<b>33</b>	<b>€ 10,039,000</b>	<b>14</b>	<b>€ 8,000,000</b>	<b>6</b>	<b>€ 7,600,000</b>

## Loans drawn broken down by purpose

Loan Size	25k - 199k		200k - 499k		500k – 999k		≥ 1m	
Loan Purpose	No.	Value	No.	Value	No.	Value	No.	Value
Investment in Business Expansion	109	€ 6,986,500	13	€ 3,935,000	6	€ 3,100,000	3	€ 3,500,000
Investment in Machinery or Equipment	150	€ 8,451,007	4	€ 1,239,000	0	€ 0	2	€ 2,900,000
Investment in People and/or Systems	2	€ 210,000	2	€ 625,000	1	€ 750,000	0	€ 0
Investment in Premises Improvement	118	€ 7,698,427	2	€ 650,000	1	€ 900,000	0	€ 0
Investment in R&D	1	€ 50,000	0	€ 0	0	€ 0	0	€ 0
Working Capital	95	€ 5,983,000	12	€ 3,590,000	6	€ 3,250,000	1	€ 1,200,000
<b>Total</b>	<b>475</b>	<b>€ 29,378,934</b>	<b>33</b>	<b>€ 10,039,000</b>	<b>14</b>	<b>€ 8,000,000</b>	<b>6</b>	<b>€ 7,600,000</b>

## 2.1 Activity by Region

Region	Eligible Codes	%*	Ineligible Codes	%*	Drawn Loans	%*	Drawn Loans Value	%*
East	212	15%	0	0%	62	12%	€ 5,953,000	11%
Midlands	198	14%	0	0%	83	16%	€ 9,537,215	17%
Mid-West	66	5%	0	0%	29	5%	€ 3,083,000	6%
North East	86	6%	0	0%	25	5%	€ 6,755,000	12%
North West	143	10%	0	0%	46	9%	€ 4,935,500	9%
South East	356	25%	0	0%	133	25%	€ 10,818,690	20%
South West	233	16%	2	100%	87	16%	€ 9,643,529	18%
West	135	9%	0	0%	63	12%	€ 4,292,000	8%
<b>Total</b>	<b>1429</b>	<b>100%</b>	<b>2</b>	<b>100%</b>	<b>528</b>	<b>100%</b>	<b>€ 55,017,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.

## 2.2 Activity by County

County	Eligible Codes	%*	Ineligible Codes	%*	Drawn Loans	%*	Drawn Loans Value	%*
Carlow	28	2%	0	2%	12	2%	€ 2,033,000	4%
Cavan	38	3%	0	1%	9	2%	€ 5,590,000	10%
Clare	27	2%	0	2%	11	2%	€ 760,000	1%
Cork	201	14%	0	15%	78	15%	€ 8,335,529	15%
Donegal	108	8%	0	7%	35	7%	€ 4,256,000	8%
Dublin	110	8%	0	6%	33	6%	€ 4,033,000	7%
Galway	62	4%	0	5%	25	5%	€ 2,325,000	4%
Kerry	32	2%	2	2%	9	2%	€ 1,308,000	2%
Kildare	37	3%	0	2%	11	2%	€ 890,000	2%
Kilkenny	39	3%	0	2%	14	3%	€ 744,000	1%
Laois	45	3%	0	4%	20	4%	€ 2,912,000	5%
Leitrim	18	1%	0	1%	3	1%	€ 167,000	0%
Limerick	39	3%	0	3%	18	3%	€ 2,323,000	4%
Longford	19	1%	0	2%	7	1%	€ 2,170,000	4%
Louth	24	2%	0	1%	7	1%	€ 240,000	0%
Mayo	73	5%	0	7%	38	7%	€ 1,967,000	4%
Meath	31	2%	0	1%	5	1%	€ 315,000	1%
Monaghan	24	2%	0	2%	9	2%	€ 925,000	2%
Offaly	50	3%	0	4%	23	4%	€ 2,463,000	4%
Roscommon	51	4%	0	3%	19	4%	€ 1,224,000	2%
Sligo	17	1%	0	2%	8	2%	€ 512,500	1%
Tipperary	118	8%	0	8%	43	8%	€ 3,004,500	5%
Waterford	68	5%	0	5%	27	5%	€ 2,200,000	4%
Westmeath	33	2%	0	3%	14	3%	€ 768,215	1%
Wexford	103	7%	0	7%	37	7%	€ 2,837,190	5%
Wicklow	34	2%	0	3%	13	2%	€ 715,000	1%
<b>Total</b>	<b>1429</b>	<b>100%</b>	<b>2</b>	<b>100%</b>	<b>528</b>	<b>100%</b>	<b>€ 55,017,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.

## 2.3 Activity by Industry Sector

Industry Sector	Eligible Codes	%*	Ineligible Codes	%*	Drawn Loans	%*	Drawn Loans Value	%*
Accommodation & Food Service Activities	40	3%	0	0%	6	1%	€ 675,000	1%
Activities of Households as Employees	0	0%	0	0%	0	0%	€ 0	0%
Administrative & Support Service Activities	21	1%	0	0%	3	1%	€ 400,000	1%
Agriculture, Forestry & Fishing	725	51%	1	50%	322	61%	€ 25,290,332	46%
Arts, Entertainment & Recreation	8	1%	0	0%	3	1%	€ 415,000	1%
Construction	94	7%	0	0%	28	5%	€ 3,011,000	5%
Education	9	1%	0	0%	1	0%	€ 500,000	1%
Electricity, Gas, Steam & Air Conditioning Supply	11	1%	0	0%	1	0%	€ 100,000	0%
Financial & Insurance Activities	3	0%	0	0%	1	0%	€ 495,000	1%
Human Health & Social Work	10	1%	0	0%	3	1%	€ 287,000	1%
Information & Communication	27	2%	0	0%	8	2%	€ 888,000	2%
Manufacturing	151	11%	0	0%	45	9%	€ 9,051,000	16%
Mining & Quarrying	8	1%	0	0%	3	1%	€ 330,000	1%
Other Services Activities	14	1%	0	0%	5	1%	€ 301,000	1%
Professional, Scientific & Technical Activities	39	3%	0	0%	11	2%	€ 2,135,000	4%
Public Admin	0	0%	0	0%	0	0%	€ 0	0%
Real Estate Activities	5	0%	0	0%	0	0%	€ 0	0%
Transportation & Storage	45	3%	1	50%	12	2%	€ 1,585,000	3%
Water Supply, Sewerage & Waste Management	5	0%	0	0%	2	0%	€ 135,000	0%
Wholesale & Retail Trade	213	15%	0	0%	74	14%	€ 9,419,602	17%
<b>Total</b>	<b>1429</b>	<b>100%</b>	<b>2</b>	<b>100%</b>	<b>528</b>	<b>100%</b>	<b>€ 55,017,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.



## 2.3 Activity by Industry Sector

Industry Sector	Eligible Codes	%*	Ineligible Codes	%*	Drawn Loans	%*	Drawn Loans Value	%*
Farmers	684	48%	1	50%	412	78%	€ 40,899,934	74%
Fisheries	0	0%	0	0%	0	0%	€ 0	0%
Food Businesses	136	10%	0	0%	60	11%	€ 6,727,000	12%
Remaining SMEs	609	43%	1	50%	56	11%	€ 7,391,000	13%
<b>Total</b>	<b>1429</b>	<b>100%</b>	<b>2</b>	<b>100%</b>	<b>528</b>	<b>100%</b>	<b>€ 55,017,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.

## 2.4 Term of Facility

<b>Maturity</b>	<b>Drawn Loans</b>	<b>%*</b>	<b>Drawn Loans Value</b>	<b>%*</b>
12 months & ≤ 23 months	30	6%	€ 3,450,000	6%
24 months & ≤ 35 months	14	3%	€ 978,000	2%
36 months & ≤ 47 months	31	6%	€ 2,891,000	5%
48 months & ≤ 59 months	15	3%	€ 750,000	1%
60 months & ≤ 71 months	127	24%	€ 8,547,500	16%
72 months	311	59%	€ 38,401,434	70%
<b>Total</b>	<b>528</b>	<b>100%</b>	<b>€ 55,017,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.

## 2.5 Purpose of the Facility

Loan Purpose	Eligible Codes	%*	Ineligible Codes	%*	Drawn Loans	%*	Drawn Loans Value	%*
Investment in Business Expansion	375	26%	0	0%	131	25%	€ 17,521,500	32%
Investment in Machinery or Equipment	348	24%	2	100%	156	30%	€ 12,590,007	23%
Investment in People and/or Systems	26	2%	0	0%	5	1%	€ 1,585,000	3%
Investment in Premises Improvement	294	21%	0	0%	121	23%	€ 9,248,427	17%
Investment in Process Innovation	7	0%	0	0%	0	0%	€ 0	0%
Investment in R&D	8	1%	0	0%	1	0%	€ 50,000	0%
Working Capital	371	26%	0	0%	114	22%	€ 14,023,000	25%
<b>Total</b>	<b>1429</b>	<b>100%</b>	<b>2</b>	<b>100%</b>	<b>528</b>	<b>100%</b>	<b>€ 55,017,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.

## 2.6 Interest Rates of Drawn Loans

Interest Rate	Drawn Loans	%*	Drawn Loans Value	%*
≤ 2.75%	32	6%	€ 18,194,000	35%
> 2.75% & ≤ 3.70%	482	92%	€ 33,161,934	64%
> 3.70% & ≤ 5%	8	2%	€ 862,000	2%
<b>Total</b>	<b>522</b>	<b>100%</b>	<b>€ 52,217,934</b>	<b>100%</b>

\* Figures are expressed as a % of the relevant status (i.e. Approved or Ineligible). Rounding differences may exist.

## 2.7 Other Data on Drawn Loans

Other Data	Number	%
Bord Bia Client	233	44%
Enterprise Ireland Client	35	7%
Family Business	109	21%
Leo Client	49	9%

\*Figures are expressed as a % of drawn loans. Rounding differences may exist.