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Strategic Banking
Corporation of Ireland

Quarterly Report of the Brexit Impact Loan Scheme as at 31st December 2021

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 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^h December 2021, 123 loans have progressed to sanction at bank level to a value of €12.5m. Of these, 113 of these loans were drawn to a value of €9.6m.

Eligibility code applications approved and ineligible / loans approved and drawn

Summary	Eligibility codes		Loans Approved*		Loans Drawn	
	Approved*	Ineligible*	No.*	Value*	No.*	Value*
Applications						
Of which:	529	4	123	€12,513,244	113	€9,603,244
% Microenterprises	78%	75%	88%	71%	89%	72%
% Small	19%	25%	9%	16%	9%	18%
% Medium	3%	0%	3%	13%	2%	9%
% Mid-caps	0%	0%	0%	0%	0%	0%

**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.*

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

	Loan size drawn 25k-200k		Loan size drawn >200k -499k		Loan size 500k – 999k		Loan size drawn =>1 million	
	No. of loans drawn	Total Val. of loans	No. of loans drawn	Total Val. of loans	No. of loans drawn	Total Val. of loans	No. of loans drawn	Total Val. of loans
Microenterprises	99	€6,338,642	2	€600,000	0	€0	0	€0
Small	7	€714,602	3	€1,050,000	0	€0	0	€0
Medium	0	€0	1	€400,000	1	€500,000	0	€0
Mid-caps	0	€0	0	€0	0	€0	0	€0
Total	106	€7,053,244	6	€2,050,000	1	€500,000	0	€0

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	Loan size drawn 25k-200k		Loan size drawn >200k -499k		Loan size 500k – 999k		Loan size drawn =>1 million	
	No. of loans drawn	Total Val. of loans	No. of loans drawn	Total Val. of loans	No. of loans drawn	Total Val. of loans	No. of loans drawn	Total Val. of loans
Investment in Business Expansion	25	€1,844,000	2	€650,000	0	€0	0	€0
Investment in Machinery or Equipment	28	€1,766,317	0	€0	0	€0	0	€0
Investment in People and/or Systems	1	€120,000	0	€0	0	€0	0	€0
Investment in Premises Improvement	17	€1,205,927	1	€350,000	0	€0	0	€0
Investment in R&D	1	€50,000	0	€0	0	€0	0	€0
Working Capital	34	€2,067,000	3	€1,050,000	1	€500,000	0	€0
Total	106	€7,053,244	6	€2,050,000	1	€500,000	0	€0

2.1 Activity by Region

Region	Eligibility Codes Approved		Applications Deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Border	99	19%	0	0%	12	11%	€1,020,000	11%
Midland	44	8%	0	0%	8	7%	€517,215	5%
West	72	14%	0	0%	26	23%	€1,968,000	20%
Dublin	43	8%	0	0%	6	5%	€479,000	5%
Mid-East	30	6%	0	0%	3	3%	€110,000	1%
Mid-West	63	12%	1	25%	21	19%	€2,225,000	23%
South-East	84	16%	0	0%	13	12%	€1,581,500	16%
South-West	94	18%	3	75%	24	21%	€1,702,529	18%
Total	529	100%	4	100%	113	100%	€9,603,244	100%

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

2.2 Activity by County

County	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No	%*	No.	%*	Value	%*
Carlow	9	2%	0	0%	2	2%	€465,000	5%
Cavan	18	3%	0	0%	0	0%	€0,000	0%
Clare	7	1%	0	0%	3	3%	€400,000	4%
Cork	79	15%	1	25%	23	20%	€1,642,529	17%
Donegal	47	9%	0	0%	5	4%	€650,000	7%
Dublin	43	8%	0	0%	6	5%	€479,000	5%
Galway	24	5%	0	0%	7	6%	€872,000	9%
Kerry	15	3%	2	50%	1	1%	€60,000	1%
Kildare	10	2%	0	0%	2	2%	€85,000	1%
Kilkenny	13	2%	0	0%	1	1%	€100,000	1%
Laois	14	3%	0	0%	2	2%	€160,000	2%
Leitrim	6	1%	0	0%	0	0%	€0	0%
Limerick	16	3%	1	25%	4	4%	€1,000,000	10%
Longford	12	2%	0	0%	1	1%	€100,000	1%
Louth	9	2%	0	0%	2	2%	€80,000	1%
Mayo	32	6%	0	0%	13	12%	€683,000	7%
Meath	6	1%	0	0%	0	0%	€0	0%
Monaghan	11	2%	0	0%	3	3%	€180,000	2%
Offaly	13	2%	0	0%	2	2%	€89,000	1%
Roscommon	16	3%	0	0%	6	5%	€413,000	4%
Sligo	8	2%	0	0%	2	2%	€110,000	1%
Tipperary	40	8%	0	0%	14	12%	€825,000	9%
Waterford	23	4%	0	0%	6	5%	€365,000	4%
Westmeath	5	1%	0	0%	3	3%	€168,215	2%
Wexford	39	7%	0	0%	4	4%	€651,500	7%
Wicklow	14	3%	0	0%	1	1%	€25,000	0%
Total	529	100%	4	100%	113	100%	€9,603,244	100%

* 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	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No	%*	No.	%*	Value	%*
Agriculture, Forestry & Fishing	248	47%	2	50%	60	53%	€3,993,642	42%
Mining & Quarrying	5	1%	0	0%	1	1%	€120,000	1%
Manufacturing	68	13%	1	25%	14	12%	€1,961,000	20%
Electricity, Gas, Steam & Air Conditioning Supply	2	0%	0	0%	0	0%	€0	0%
Water Supply, Sewerage & Waste Management	3	1%	0	0%	0	0%	€0	0%
Construction	32	6%	0	0%	6	5%	€294,000	3%
Wholesale & Retail Trade	94	18%	0	0%	23	20%	€1,924,602	20%
Transportation & Storage	13	2%	1	25%	1	1%	€35,000	1%
Accommodation & Food Service Activities	15	3%	0	0%	0	0%	€0	0%
Information & Communication	13	2%	0	0%	2	2%	€115,000	1%
Financial & Insurance Activities	1	0%	0	0%	0	0%	€0	0%
Real Estate Activities	2	0%	0	0%	0	0%	€0	0%
Professional, Scientific & Technical Activities	14	3%	0	0%	3	3%	€580,000	6%
Administrative & Support Service Activities	6	1%	0	0%	0	0%	€0	0%
Public Admin	0	0%	0	0%	0	0%	€0	0%
Education	4	1%	0	0%	1	1%	€500,000	5%
Human Health & Social Work	5	1%	0	0%	1	1%	€25,000	0%

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Arts, Entertainment & Recreation	1	0%	0	0%	0	0%	€0	0%
Other Services Activities	3	1%	0	0%	1	1%	€55,000	1%
Activities of Households as Employees	0	0%	0	0%	0	0%	€0	0%
Total	529	100%	4	100%	113	100%	€9,603,244	100%

Farmers	237	45%	2	50%	59	52%	€3,968,642	41%
Fisheries	0	0%	0	0%	0	0%	€0	0%
Food Businesses	62	12%	1	25%	9	8%	€764,602	8%
Remaining SMEs	230	43%	1	25%	45	40%	€4,870,000	51%

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

2.4 Term of Facility

Maturity	Loans Drawn			
	No.	% *	Value	%*
= 12 months & ≤ 23 months	5	4%	€325,000	3%
= 24 months & ≤ 35 months	3	3%	€315,000	3%
= 36 months & ≤ 47 months	8	7%	€870,000	9%
= 48 months & ≤ 59 months	6	5%	€315,000	3%
= 60 months & ≤ 71 months	27	24%	€1,938,500	20%
= 72 months	64	57%	€5,839,744	61%
Total	113	100%	€9,603,244	100%

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

2.5 Purpose of the Facility

	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Investment in Business Expansion	159	30%	0	0%	27	24%	€2,494,000	26%
Investment in Machinery or Equipment	118	22%	3	75%	28	25%	€1,766,317	18%
Investment in People and/or Systems	13	2%	0	0%	1	1%	€120,000	1%
Investment in Premises Improvement	95	18%	0	0%	18	16%	€1,555,927	16%
Investment in Process Innovation	3	1%	0	0%	0	0%	€0	0%
Investment in R&D	6	1%	0	0%	1	1%	€50,000	1%
Working Capital	135	26%	1	25%	38	34%	€3,617,000	38%
Total	529	100%	4	100%	113	100%	€9,603,244	100%

* 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	No.	%*	Value	%*
≤ 2.75%	6	5%	€2,300,000	24%
> 2.75% & ≤ 3.70%	105	93%	€6,933,244	72%
>3.70% - 5%	2	2%	€370,000	4%
Total	113	100%	€9,603,244	100%

* 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	% *
Enterprise Ireland Client	10	9%
Bord Bia Client	48	42%
Family Business	86	76%
LEO Client	12	11%

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