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Strategic Banking  
Corporation of Ireland

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

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Strategic Banking Corporation of Ireland

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## 1. Brexit Loan Scheme

The SBCI Brexit Loan Scheme is offered in partnership with the Department of Enterprise, Trade and Employment and the Department of Agriculture, Food and the Marine, and is supported by the InnovFin SME Guarantee Facility with the financial backing of the European Union under the Horizon 2020 Financial Instruments.

### 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 Loan Scheme

As at 31<sup>st</sup> December 2021, 295 loans have progressed to sanction at bank level to a value of €58.1m. This is an increase of 1 loan, value €0.5m. Of the 295 sanctioned applications, 292 were drawn to a value of €57.5m. This is an additional 1 loan value €0.1m.

### 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:	1,098	8	295	€58,102,250	292	€57,467,250
% Microenterprises	47%	50%	48%	26%	49%	26%
% Small	42%	13%	43%	51%	43%	51%
% Medium	11%	25%	9%	24%	9%	23%
% Mid-caps	0%	13%	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 data received a number of weeks/months later, 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.*

### Loans drawn broken down by size

	Loan size drawn 25k-49k		Loan size drawn 50k -199k		Loan size 200k – 499k		Loan size drawn =>500k	
	No. of loans drawn	Total Value of loans	No. of loans drawn	Total Value of loans	No. of loans drawn	Total Value of loans	No. of loans drawn	Total Value of loans
Microenterprises	33	€985,500	89	€7,406,500	18	€5,536,750	2	€1,000,000
Small	5	€165,000	54	€5,654,500	53	€15,689,000	13	€7,850,000
Medium	0	€0	2	€155,000	6	€2,225,000	17	€10,800,000
Mid-caps	0	€0	0	€0	0	€0	0	€0
<b>Total</b>	<b>38</b>	<b>€1,150,500</b>	<b>145</b>	<b>€13,216,000</b>	<b>77</b>	<b>€23,450,750</b>	<b>32</b>	<b>€19,650,000</b>

2.1 Activity by Region

Region	Eligibility Codes Approved		Applications Deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Border	170	15%	2	25%	38	13%	€ 6,575,000	11%
Midland	42	4%	0	0%	10	3%	€ 2,180,500	4%
West	81	7%	1	13%	20	7%	€ 4,745,500	8%
Dublin	406	37%	0	0%	108	37%	€ 20,630,750	36%
Mid-East	134	12%	2	25%	48	16%	€ 8,927,500	16%
Mid-West	72	7%	0	0%	15	5%	€ 2,199,000	4%
South-East	67	6%	1	13%	22	8%	€ 4,665,000	8%
South-West	126	11%	2	25%	31	11%	€ 7,544,000	13%
<b>Total</b>	<b>1098</b>	<b>100%</b>	<b>8</b>	<b>100%</b>	<b>292</b>	<b>100%</b>	<b>€ 57,367,250</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

Quarter 4 2021 Report for Brexit Loan Scheme

County	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Carlow	19	2%	0	0%	8	3%	€ 2,740,000	5%
Cavan	24	2%	0	0%	5	2%	€ 650,000	1%
Clare	20	2%	0	0%	4	1%	€ 494,000	1%
Cork	101	9%	2	25%	29	10%	€ 6,944,000	12%
Donegal	58	5%	0	0%	22	8%	€ 2,995,000	5%
Dublin	406	37%	0	0%	108	37%	€ 20,630,750	36%
Galway	51	5%	0	0%	13	4%	€ 3,860,500	7%
Kerry	25	2%	0	0%	2	1%	€ 600,000	1%
Kildare	36	3%	0	0%	13	4%	€ 1,970,000	3%
Kilkenny	11	1%	0	0%	5	2%	€ 480,000	1%
Laois	11	1%	0	0%	5	2%	€ 1,717,500	3%
Leitrim	5	0%	0	0%	1	0%	€ 500,000	1%
Limerick	26	2%	0	0%	6	2%	€ 805,000	1%
Longford	3	0%	0	0%	0	0%	€ 0	0%
Louth	41	4%	0	0%	10	3%	€ 2,530,000	4%
Mayo	14	1%	0	0%	3	1%	€ 295,000	1%
Meath	46	4%	1	13%	10	3%	€ 2,342,500	4%
Monaghan	27	2%	2	25%	6	2%	€ 1,560,000	3%
Offaly	11	1%	0	0%	3	1%	€ 233,000	0%
Roscommon	16	1%	1	13%	4	1%	€ 590,000	1%
Sligo	15	1%	0	0%	4	1%	€ 870,000	2%
Tipperary	26	2%	0	0%	5	2%	€ 900,000	2%
Waterford	13	1%	0	0%	3	1%	€ 300,000	1%
Westmeath	17	2%	0	0%	2	1%	€ 230,000	0%
Wexford	24	2%	1	13%	6	2%	€ 1,145,000	2%
Wicklow	52	5%	1	13%	15	5%	€ 2,085,000	4%
<b>Total</b>	<b>1098</b>	<b>100%</b>	<b>8</b>	<b>100%</b>	<b>292</b>	<b>100%</b>	<b>€ 57,367,250</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	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Agriculture, Forestry & Fishing	16	1%	6	75%	5	2%	€ 575,000	1%
Mining & Quarrying	2	0%	0	0%	1	0%	€ 50,000	0%
Manufacturing	350	32%	1	13%	85	29%	€ 23,073,500	40%
Electricity, Gas, Steam & Air Conditioning Supply	18	2%	0	0%	2	1%	€ 110,000	0%
Water Supply, Sewerage & Waste Management	8	1%	0	0%	2	1%	€ 55,000	0%
Construction	48	4%	1	13%	14	5%	€ 3,465,000	6%
Wholesale & Retail Trade	243	22%	0	0%	76	26%	€ 11,355,800	20%
Transportation & Storage	24	2%	0	0%	5	2%	€ 1,442,950	3%
Accommodation & Food Service Activities	23	2%	0	0%	3	1%	€ 155,000	0%
Information & Communication	224	20%	0	0%	67	23%	€ 13,335,500	23%
Financial & Insurance Activities	18	2%	0	0%	2	1%	€ 90,000	0%
Real Estate Activities	1	0%	0	0%	1	0%	€ 60,000	0%
Professional, Scientific & Technical Activities	60	5%	0	0%	16	5%	€ 1,944,000	3%
Administrative & Support Service Activities	21	2%	0	0%	6	2%	€ 480,500	1%
Public Admin	1	0%	0	0%	0	0%	€0	0%
Education	20	2%	0	0%	4	1%	€ 1,060,000	2%
Human Health & Social Work	12	1%	0	0%	3	1%	€ 215,000	0%
Arts, Entertainment & Recreation	6	1%	0	0%	0	0%	€0	0%

## Quarter 4 2021 Report for Brexit Loan Scheme

Other Services Activities	3	0%	0	0%	0	0%	€0	0%
<b>Total</b>	<b>1098</b>	<b>100%</b>	<b>8</b>	<b>100%</b>	<b>292</b>	<b>100%</b>	<b>€ 57,467,250</b>	<b>100%</b>

### Further Breakdown

Food Businesses (Taken from all the above sectors)	178	16%	7	88%	47	16%	€ 10,876,800	19%
Remaining SMEs	920	84%	1	13%	245	84%	€46,590,450	81%

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

## 2.4 Innovation Criteria

	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%	Value	%
80% of loan spend on R&I	232	21%	1	13%	59	20%	€ 9,081,500	16%
New Product / Market	214	19%	1	13%	51	18%	€ 9,512,000	17%
Registered one technology right in the last 24 months	7	1%	0	0%	0	0%	€0	0%
SME R&I costs 10% of total operating costs in 1 of the last 3 years	161	15%	0	0%	47	16%	€ 8,649,800	15%
MidCap R&I costs represent either A. min. 15% of total operating costs in 1 of the last 3 years or B. min. 10% p.a. of total operating costs in the last 3 years	0	0%	0	0%	0	0%	€0	0%
R&D or Innovation prize awarded by an EU Institution in the last 24 months	6	1%	0	0%	2	1%	€ 450,000	1%
Received a grant, loan or guarantee from a European R&I scheme in the last 3 years	41	4%	0	0%	8	3%	€ 3,045,000	5%
Received investment in the last 24 months from a venture capital investor, business angel	57	5%	0	0%	13	4%	€ 1,889,500	3%
Developing / Implementing new or improved products, process or services	289	26%	6	75%	82	28%	€ 16,995,450	30%



Fast Growing – operating < 12 years with average employee or turnover growth >20% p.a. over a 3 year period	43	4%	0	0%	15	5%	€ 4,139,000	7%
Operating < 7 years and R&I costs are 5% of total operating costs in 1 of the last 3 years	48	4%	0	0%	15	5%	€ 3,705,000	6%
<b>Total</b>	<b>1098</b>	<b>100%</b>	<b>8</b>	<b>100%</b>	<b>292</b>	<b>100%</b>	<b>€ 57,467,250</b>	<b>100%</b>

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

## 2.5 Other Data

Other Data	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn	
	No.	%*	No.	%*	No.	%*
Enterprise Ireland Client	550	50%	2	25%	142	49%
Bord Bia Client	108	10%	5	63%	24	8%
Family Business	481	44%	6	75%	126	43%
LEO Client	329	30%	3	38%	92	32%

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

### 3. Marketing

SBCI participated in a series of marketing events during the previous quarter as outlined below:

#### October 2021

19 <sup>th</sup> October	SFA Event in Athlone
20 <sup>th</sup> October	InterTrade Ireland Webinar
28 <sup>th</sup> / 29 <sup>th</sup> October	ELTIA General Assembly in Malta

#### November 2021

17-Nov	SBCI CPD Webinar
20-Nov	June Butler's interview on South East Radio
22-Nov	John Madigan's interview on Radio Kerry
24-Nov	SBCI CPD Webinar

#### December 2021

01-Dec	SBCI CPD Webinar
14-Dec	AIB/SBCI/DCU National Centre for Family Business Webinar