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Strategic Banking  
Corporation of Ireland

# Quarterly Report of the Covid-19 Working Capital Loan Scheme as at 31st March 2022

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Strategic Banking Corporation of Ireland

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## 1. Covid-19 Working Capital Loan Scheme

The SBCI Covid-19 Working Capital Loan Scheme is offered in partnership with the Department of Enterprise, Trade and Employment and the Department of Agriculture, Food and the Marine. It 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 Covid-19 Working Capital Loan Scheme

As at 31<sup>st</sup> March 2021, the scheme has closed and 948 loans, value €118.5m, have been drawn and approved. Portfolios were given a final review by on-lenders to check for duplications or cases that didn't comply with the rules of the scheme. Six cases were identified as being either duplicates or not complying with the scheme rules. Any loans approved but not drawn were removed from the system, hence the reduction from 987 cases, value €128m, that were approved as of 31<sup>st</sup> December 2021

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

Summary	Eligibility codes		Loans Approved*		Loans Drawn	
	Approved	Ineligible	No.	Value	No.	Value
Applications			948	€118,531,963	948	€118,531,963
Of which:	4,117	41				
% Microenterprises	52%	56%	56%	32%	56%	32%
% Small	38%	32%	37%	43%	37%	43%
% Medium	9%	12%	6%	26%	6%	26%
% 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 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	219	€6,815,300	288	€21,659,663	21	€6,490,000	5	€ 2,500,000
Small	53	€1,752,500	227	€20,730,500	55	€14,693,000	19	€ 13,210,000
Medium	3	€104,000	12	€1,335,000	16	€5,287,000	29	€ 23,700,000
Mid-caps	0	€0	0	€0	1	€255,000	0	€0
<b>Total</b>	<b>275</b>	<b>€8,671,800</b>	<b>527</b>	<b>€43,725,163</b>	<b>93</b>	<b>€ 26,725,000</b>	<b>53</b>	<b>€39,410,000</b>

2.1 Activity by Region

Region	Eligibility Codes Approved		Applications Deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Border	434	11%	8	20%	72	8%	€ 7,331,000	6%
Midland	164	4%	2	5%	30	3%	€ 3,195,000	3%
West	345	8%	2	5%	70	7%	€ 7,164,000	6%
Dublin	1539	37%	8	20%	359	38%	€ 46,495,500	39%
Mid-East	421	10%	6	15%	116	12%	€ 15,705,763	13%
Mid-West	315	8%	4	10%	68	7%	€ 7,701,000	6%
South-East	290	7%	4	10%	58	6%	€ 11,867,000	10%
South-West	609	15%	7	17%	175	18%	€ 19,072,700	16%
<b>Total</b>	<b>4117</b>	<b>100%</b>	<b>41</b>	<b>100%</b>	<b>948</b>	<b>100%</b>	<b>€ 118,531,963</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	Eligibility Codes Approved		Applications deemed Ineligible		Loans Drawn			
	No.	%*	No.	%*	No.	%*	Value	%*
Carlow	37	1%	0	0%	5	1%	€ 1,900,000	2%
Cavan	45	1%	3	7%	9	1%	€ 1,160,000	1%
Clare	94	2%	1	2%	16	2%	€ 2,087,000	2%
Cork	483	12%	5	12%	141	15%	€ 15,647,700	13%
Donegal	138	3%	0	0%	37	4%	€ 3,761,000	3%
Dublin	1539	37%	8	20%	359	38%	€ 46,495,500	39%
Galway	205	5%	1	2%	43	5%	€ 3,650,000	3%
Kerry	126	3%	2	5%	34	4%	€ 3,425,000	3%
Kildare	178	4%	2	5%	32	3%	€ 5,600,963	5%
Kilkenny	58	1%	1	2%	7	1%	€ 1,400,000	1%
Laois	32	1%	0	0%	4	0%	€ 680,000	1%
Leitrim	24	1%	0	0%	4	0%	€ 605,000	1%
Limerick	124	3%	3	7%	31	3%	€ 3,303,000	3%
Longford	24	1%	0	0%	2	0%	€ 325,000	0%
Louth	127	3%	3	7%	27	3%	€ 4,273,000	4%
Mayo	98	2%	1	2%	17	2%	€ 1,444,000	1%
Meath	134	3%	3	7%	32	3%	€ 4,021,800	3%
Monaghan	47	1%	1	2%	5	1%	€ 305,000	0%
Offaly	41	1%	0	0%	13	1%	€ 750,000	1%
Roscommon	42	1%	0	0%	10	1%	€ 2,070,000	2%
Sligo	53	1%	1	2%	17	2%	€ 1,500,000	1%
Tipperary	97	2%	0	0%	21	2%	€ 2,311,000	2%
Waterford	90	2%	1	2%	18	2%	€ 3,100,000	3%
Westmeath	67	2%	2	5%	11	1%	€ 1,440,000	1%
Wexford	105	3%	2	5%	28	3%	€ 5,467,000	5%
Wicklow	109	3%	1	2%	25	3%	€ 1,810,000	2%
<b>Total</b>	<b>4117</b>	<b>100%</b>	<b>41</b>	<b>100%</b>	<b>948</b>	<b>100%</b>	<b>€ 118,531,963</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	25	1%	11	27%	6	1%	€ 560,000	0%
Mining & Quarrying	18	0%	0	0%	4	0%	€ 297,800	0%
Manufacturing	575	14%	7	17%	124	13%	€ 19,337,000	16%
Electricity, Gas, Steam & Air Conditioning Supply	42	1%	0	0%	10	1%	€ 1,380,000	1%
Water Supply, Sewerage & Waste Management	32	1%	0	0%	8	1%	€ 538,963	0%
Construction	417	10%	3	7%	108	11%	€ 14,396,000	12%
Wholesale & Retail Trade	857	21%	7	17%	211	22%	€ 31,895,000	27%
Transportation & Storage	128	3%	2	5%	19	2%	€ 3,435,500	3%
Accommodation & Food Service Activities	591	14%	2	5%	123	13%	€ 8,549,500	7%
Information & Communication	355	9%	3	7%	85	9%	€ 13,216,000	11%
Financial & Insurance Activities	60	1%	0	0%	9	1%	€ 645,000	1%
Real Estate Activities	36	1%	0	0%	9	1%	€ 1,554,000	1%
Professional, Scientific & Technical Activities	309	8%	1	2%	78	8%	€ 10,300,000	9%
Administrative & Support Service Activities	223	5%	1	2%	41	4%	€ 3,230,000	3%
Public Admin	9	0%	0	0%	4	0%	€ 180,000	0%
Education	81	2%	1	2%	24	3%	€ 2,643,700	2%
Human Health & Social Work	124	3%	1	2%	30	3%	€ 2,937,000	2%
Arts, Entertainment & Recreation	114	3%	1	2%	26	3%	€ 1,727,500	1%

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Other Services Activities	120	3%	1	2%	29	3%	€ 1,709,000	1%
Activities of Households as Employers	1	0%	0	0%	0	0%	€0	0%
<b>Total</b>	<b>4117</b>	<b>100%</b>	<b>41</b>	<b>100%</b>	<b>948</b>	<b>100%</b>	<b>€ 118,531,963</b>	<b>100%</b>
<b>Further Breakdown</b>								
Food Businesses (Taken from all the above sectors)	742	18%	13	32%	161	17%	€ 13,383,000	11%
Remaining SMEs	3,375	82%	28	68%	787	83%	€105,148,963	89%

\* 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	%
Covid-19 Related Investment	11	0%	0	0%	3	0%	€ 175,000	0%
80% of loan spend on R&I	2471	60%	23	56%	595	63%	€ 69,318,000	58%
New Product / Market	326	8%	5	12%	55	6%	€ 5,219,963	4%
Registered one technology right in the last 24 months	15	0%	0	0%	2	0%	€ 620,000	1%
SME R&I costs 10% of total operating costs in 1 of the last 3 years	217	5%	0	0%	59	6%	€ 9,703,000	8%
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%	1	2%	0	0%	€0	0%
R&D or Innovation prize awarded by an EU Institution in the last 24 months	5	0%	0	0%	1	0%	€ 25,000	0%
Received a grant, loan or guarantee from a European R&I scheme in the last 3 years	25	1%	0	0%	10	1%	€ 3,040,000	3%



## Quarter 1 2022 Report for COVID-19 Working Capital Loan Scheme

Received investment in the last 24 months from a venture capital investor, business angel	99	2%	1	2%	13	1%	€ 840,000	1%
Developing / Implementing new or improved products, process or services	756	18%	10	24%	153	16%	€ 20,063,000	17%
Fast Growing – operating < 12 years with average employee or turnover growth >20% p.a. over a 3 year period	125	3%	1	2%	36	4%	€ 7,013,000	6%
Operating < 7 years and R&I costs are 5% of total operating costs in 1 of the last 3 years	67	2%	0	0%	21	2%	€ 2,515,000	2%
<b>Total</b>	<b>4117</b>	<b>100%</b>	<b>41</b>	<b>100%</b>	<b>948</b>	<b>100%</b>	<b>€ 118,531,963</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	737	18%	3	7%	148	16%
Bord Bia Client	128	3%	5	12%	29	3%
Family Business	2,140	52%	23	56%	492	52%
LEO Client	750	18%	7	17%	170	18%

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### 3. Marketing

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

#### January 2022

24<sup>th</sup> January                      PTSB and Brexit Impact Loan Scheme Launch

#### February 2022

18/19<sup>th</sup> February                SFA Business Awards Event in Athlone

#### March 2022

9<sup>th</sup> March                            SFA 2022 Business Connect Event in Aviva Stadium

11<sup>th</sup> March                          LEO Finglas Event 'Show Me the Money' in Skerries

15<sup>th</sup> March                          Finance Ireland new Liquidity Facility Launch

25<sup>th</sup> March                          CUDA Webinar - CCGS