

**4<sup>th</sup> Quarter Report of 2019 to the Minister for  
Business, Enterprise and Innovation detailing the  
analysis and performance of the SME Credit  
Guarantee Scheme as at 31<sup>st</sup> December 2019**

**The Strategic Banking Corporation of Ireland acting as Operator of the  
SME Credit Guarantee Scheme**

## Contents

<b>1</b>	<b>Credit Guarantee Scheme.....</b>	<b>3</b>
	Classification of SMEs.....	3
<b>2</b>	<b>Analysis of the Credit Guarantee Scheme .....</b>	<b>5</b>
	2.1 Activity by Region.....	7
	2.2 Activity by County.....	8
	2.4 Activity by Legal Form .....	10
	2.5 Impact on Jobs.....	10
	2.6 Exports.....	11
	2.7 Market Inefficiencies - Pillar 1 and/or Pillar 2.....	11
	2.8 Year of Establishment of Borrowing SMEs .....	12
	2.9 Term of Commercial Facility.....	12
	2.10 Purpose of the CGS Facility .....	13
	2.12 Premium Collection .....	15
<b>3</b>	<b>Update on Legacy Schemes.....</b>	<b>18</b>
<b>4</b>	<b>SBCI – CGS Marketing Engagements.....</b>	<b>20</b>

## 1 Credit Guarantee Scheme

The Credit Guarantee Scheme ("CGS") provides a State guarantee through the Department of Business, Enterprise & Innovation (the "Department") to accredited Lenders (Allied Irish Banks, Bank of Ireland and Ulster Bank Ireland) of 80 per cent on eligible loans or Performance Bonds to viable Micro, Small and Medium-sized Enterprises ("SMEs"). The Guarantee is paid by the State (the "Guarantor") to the Lender on the unrecovered outstanding principal balance on a Scheme Facility in the event of a Borrower defaulting on the Scheme Facility repayments.

The purpose of the Scheme is to encourage additional lending to SMEs, not to substitute for conventional lending. SMEs are thus enabled to develop a positive track record with the Lender with the objective of returning to standard commercial credit facilities in time. It will also place Irish SMEs on a competitive level-footing relative to other trading competitors who are able to avail of a guarantee in their own countries.

### 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 persons 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 persons and whose annual turnover does not exceed €50 million or whose annual balance sheet total does not exceed €43 million.

It is important to note that funds provided under the Scheme are neither a grant nor a support for ailing businesses or customers in difficulty. All decision-making at the level of the individual Scheme Facility is fully devolved to the participating Lenders.

The new Credit Guarantee Scheme became operational in July 2018 replacing the previous CGS 2012 and CGS 2015 schemes that had been collectively in operation since 2012 (the "Legacy Schemes"). Henceforth, all references to CGS will relate to the scheme launched in 2018. The Department has appointed the Strategic Banking Corporation of Ireland ("SBCI") as Operator.

Year	Loans Sanctioned		Loans Drawn	
	Number	Value	Number	Value
2018	82	€12,572,062	64	€9,863,000
2019	118	€25,067,734	64	€14,800,000
<b>Total</b>	<b>200</b>	<b>€37,639,796</b>	<b>128</b>	<b>€24,663,000</b>

As a result of the facilities drawn under the CGS, 507 new jobs have been created and 2,270 jobs have been maintained.

In March 2017 the Minister for Employment and Small Business announced the launch of the new Credit Guarantee Scheme to carry out the following reforms:

1. Increase the level of risk that the State will take (80% of individual loans), so as to make it more attractive for finance providers to lend to SMEs;
2. Extend the scope to cover other financial product providers too, like lessors, invoice discounters etc.
3. Extend the definition of loan agreements to include non-credit products such as invoice finance and leasing, and to include overdrafts.

## 2 Analysis of the Credit Guarantee Scheme

Loans Sanctioned 2018 - to Date		
Quarter	Number	Value
Q3 2018	38	€5,871,562
Q4 2018	44	€6,870,500
Q1 2019	30	€5,949,000
Q2 2019	39	€7,320,000
Q3 2019	13	€4,036,234
Q4 2019	36	€7,592,500
<b>Total</b>	<b>200</b>	<b>€37,639,796</b>

Loans Drawn					
Quarter	Number	Value	Average Loan Size	Impact on Jobs	
				Increase	Maintain
Q3 2018	30	€4,530,000	€151,000	108	419
Q4 2018	34	€5,333,000	€149,500	125	794
Q1 2019	20	€4,146,000	€211,444	88	343
Q2 2019	18	€3,253,000	€180,722	96	249
Q3 2019	17	€4,589,000	€269,941	79	371
Q4 2019	9	€2,812,000	€312,444	11	94
<b>Total</b>	<b>128</b>	<b>€24,663,000</b>	<b>€192,680</b>	<b>507</b>	<b>2,270</b>

- Since the launch of the Scheme on 10<sup>th</sup> July 2018, 200 CGS loans have been sanctioned with a total value of €37,639,796.
- Of these, 128 have drawn down facilities with a total value of €24,663,000.
- As at 31<sup>st</sup> December 2019 no claims have been submitted against the guarantee.
- The remainder of this report provides additional analysis on the Sanctioned portfolio of 200 CGS facilities with total value of €37,639,796.
- This report also reviews the loans under Legacy Schemes. These schemes are no longer open to new customers since being replaced by the new CGS in 2018.

- CGS 2017 launched on the 10<sup>th</sup> July 2018. This report is based on sanctioned and drawn down data received on usage and activity up to 31st December 2019.
- The East and South-West regions account for 76% of all lending sanctioned.
- 62% of lending was to the industry sectors Professional, Scientific & Technical Activities, Arts, Entertainment & Recreation, Construction & Wholesale. The remaining lending was across a further 11 sectors.
- It is expected that 507 new jobs will be created and 2,270 jobs will be maintained as a result of loans drawn under CGS.
- The main reason provided by SMEs for seeking finance was for Working Capital purposes which accounted for 65% of all CGS facilities.
- 43% of the lending sanctioned was to SMEs defined as a Micro Enterprise, 51% provided to Small Enterprises & 6% to those classified as Medium.
- The average loan amount drawn by borrowers is €192,680.

## 2.1 Activity by Region

Region	Loans Sanctioned		Loans Drawn			
	Number	Value	Number	Value	% by value	Average loan size
East - (Dublin, Kildare, Meath and Wicklow)	117	€21,907,000	77	€14,899,000	60%	€193,494
Mid-West - (Limerick and Clare)	15	€2,210,000	11	€1,890,000	8%	€171,818
South West - (Cork and Kerry)	34	€5,983,562	20	€3,985,000	16%	€199,250
South East - (Waterford, Wexford, Carlow, Kilkenny and Tipperary)	15	€2,759,234	4	€590,000	2%	€147,500
Midlands - (Laois, Longford, Offaly, Roscommon, and Westmeath)	5	€1,529,000	4	€1,108,000	4%	€277,000
West - (Galway and Mayo)	7	€1,723,000	7	€1,373,000	6%	€196,143
North East - (Cavan, Louth and Monaghan)	3	€845,000	1	€135,000	1%	€135,000
North West - (Donegal, Sligo and Leitrim)	4	€683,000	4	€683,000	3%	€170,750
<b>Total</b>	<b>200</b>	<b>€37,639,796</b>	<b>128</b>	<b>€24,663,000</b>	<b>100%</b>	<b>€192,680</b>

## 2.2 Activity by County

County	Loans Sanctioned		Loans Drawn			
	Number	Value	Number	Value	% by value	Average loan size
Carlow	2	€340,000	2	€340,000	1%	€170,000
Cavan	1	€500,000	0	€0	0%	€0
Clare	8	€820,000	4	€760,000	3%	€190,000
Cork	29	€4,943,000	18	€3,665,000	15%	€203,611
Donegal	4	€683,000	4	€683,000	3%	€170,750
Dublin	97	€17,592,500	60	€11,994,500	49%	€199,908.33
Galway	6	€1,473,000	6	€1,123,000	5%	€187,167
Kerry	5	€1,040,562	2	€320,000	1%	€160,000
Kildare	5	€1,762,500	5	€1,262,500	5%	€252,500
Kilkenny	0	€0	0	€0	0%	€0
Laois	2	€529,000	1	€108,000	0%	€108,000
Leitrim	0	€0	0	€0	0%	€0
Limerick	7	€1,390,000	7	€1,130,000	5%	€161,429
Longford	0	€0	0	€0	0%	€0
Louth	2	€345,000	1	€135,000	1%	€135,000
Mayo	1	€250,000	1	€250,000	1%	€250,000
Meath	5	€865,000	3	€575,000	2%	€191,667
Monaghan	0	€0	0	€0	0%	€0
Offaly	1	€100,000	1	€100,000	0%	€100,000
Roscommon	1	€400,000	1	€400,000	2%	€400,000
Sligo	0	€0	0	€0	0%	€0
Tipperary	5	€1,268,000	0	€0	0%	€0
Waterford	1	€201,234	0	€0	0%	€0
Westmeath	1	€500,000	1	€500,000	2%	€500,000
Wexford	7	€950,000	2	€250,000	1%	€125,000
Wicklow	10	€1,687,000	9	€1,067,000	4%	€118,556
<b>Total</b>	<b>200</b>	<b>€37,639,796</b>	<b>128</b>	<b>€24,663,000</b>	<b>100%</b>	<b>€192,680</b>



## 2.3 Activity by Industry Sector

Industry Sector	Loans Sanctioned		Loans Drawn			
	Number	% by Number	Number	% by Number	Value	% by Value
Accommodation & Food Services	16	8%	12	9%	€2,383,000	10%
Administrative Services	7	4%	5	4%	€1,020,000	4%
Agriculture	2	1%	2	2%	€750,000	3%
Arts, Entertainment & Recreation	18	9%	14	11%	€2,444,000	10%
Construction	24	12%	15	12%	€2,670,000	11%
Education	1	1%	1	1%	€150,000	1%
Human Health and Social Work	12	6%	9	7%	€1,486,000	6%
Information and Communication	9	5%	7	5%	€1,432,500	6%
Financial	1	1%	0	0%	€0	0%
Water Supply	2	1%	1	1%	€110,000	0%
Manufacturing	11	6%	8	6%	€2,493,000	10%
Other Services	5	3%	1	1%	€250,000	1%
Professional, Scientific & Technical Activities	42	21%	23	18%	€3,685,000	15%
Real Estate	1	1%	1	1%	€150,000	1%
Transportation & Storage	9	5%	7	5%	€990,500	4%
Wholesale/Retail Trade & Repairs	40	20%	22	17%	€4,649,000	19%
<b>Total</b>	<b>200</b>	<b>100%</b>	<b>128</b>	<b>100%</b>	<b>€24,663,000</b>	<b>100%</b>

## 2.4 Activity by Legal Form

Legal Form	Loans Sanctioned		Loans Drawn	
	Number	% of Total	Number	% of Total
Private Limited Company	169	85%	115	90%
Sole Trader	16	8%	9	7%
Partnership	13	7%	4	3%
Limited Liability Partnership	1	1%	0	0
Other	1	1%	0	0
<b>Total</b>	<b>200</b>	<b>100%</b>	<b>128</b>	<b>100%</b>

## 2.5 Impact on Jobs

To date the number of jobs increased/maintained on Drawn loans is 507 & 2,270 respectively. In the event that all of the sanctioned loans are drawn down by borrowers it would be expected that 960 new jobs would be created and 2,710 jobs maintained.

Number of Jobs Increased	Sanctioned Loans	Drawn Loans
Quarter 3 2018	115	108
Quarter 4 2018	140	125
Quarter 1 2019	116	88
Quarter 2 2019	193	96
Quarter 3 2019	48	79
Quarter 4 2019	348	11
<b>Total</b>	<b>960</b>	<b>507</b>
Number of Jobs Maintained	Sanctioned Loans	Drawn Loans
Quarter 3 2018	488	419
Quarter 4 2018	897	794
Quarter 1 2019	356	343
Quarter 2 2019	648	249
Quarter 3 2019	210	371
Quarter 4 2019	111	94
<b>Total</b>	<b>2,710</b>	<b>2,270</b>

## 2.6 Exports

Of the 200 SMEs currently sanctioned on the CGS Portfolio, 42 of them are Exporters. The table below outlines the various markets they export to.

Number of SMEs that Export - Sanctioned Loans	Number of SMEs that Export - Drawn Loans	Primary Export Markets
19	11	UK
6	5	USA
13	4	EU
0	1	BRICS
4	2	OTHER
<b>42</b>	<b>23</b>	<b>Totals</b>

## 2.7 Market Inefficiencies - Pillar 1 and/or Pillar 2

The main purpose of the Credit Guarantee Scheme is to address specific market failures that prevent lending to commercially viable businesses.

Target groups are commercially viable SME businesses that have insufficient collateral for the additional facilities or the SME is a growth/expansionary SME and due to its sector, market or business model is perceived to be higher risk under the participating banks' current credit risk evaluation practices.

Based on statistical information relating to CGS borrowers, insufficient collateral remains the primary reason for a viable SME not securing a credit facility through the traditional commercial lending route.

Reason for not securing Normal Credit Facilities				
	Insufficient Collateral	Insufficient Collateral and Higher Risk Model/Sector/Product	Higher Risk Model/Sector or Product	Refinancing from departing Banks
<b>Number - Sanctioned</b>	200	0	0	0
<b>Number - Drawn Down</b>	128	0	0	0

## 2.8 Year of Establishment of Borrowing SMEs

Year of Establishment	Loans Sanctioned		Loans Drawn	
	Number	% of Total	Number	% of Total
2019	5	3%	3	2%
2018	16	8%	10	8%
2017	12	6%	8	6%
2016	7	4%	5	4%
2015	9	5%	5	4%
2014	15	8%	9	7%
2013	8	4%	6	5%
2012	8	4%	6	5%
2011	25	13%	15	12%
2010	6	3%	4	3%
2000-2009	44	22%	29	23%
1945-1999	13	7%	11	9%
Unknown *	32	16%	17	13%
<b>Total</b>	<b>200</b>	<b>100%</b>	<b>128</b>	<b>100%</b>

*\*Note: Facilities sanctioned under CGS were to Sole Traders and Partnerships. As such year of establishment is unavailable.*

## 2.9 Term of Commercial Facility

The term or duration of each facility is decided by the participating Lender. However, irrespective of the term of the facility, the maximum period for which the Guarantee is available is seven years from the date of acceptance of the Lender's offer by the borrower.

## 2.10 Purpose of the CGS Facility

### Sanctioned Facilities:

Purpose of Loan	Number of Loans	%	Enterprise Type	Number of Loans	%
<b>Working Capital</b>	129	65%	<b>Micro</b>	44	22%
			<b>Small</b>	76	37%
			<b>Medium</b>	9	5%
<b>Purchase of Equipment</b>	22	11%	<b>Micro</b>	14	7%
			<b>Small</b>	7	5%
			<b>Medium</b>	1	1%
<b>Product or Service Development</b>	6	3%	<b>Micro</b>	4	2%
			<b>Small</b>	2	1%
			<b>Medium</b>	0	0%
<b>Purchase of Premises</b>	2	1%	<b>Micro</b>	1	0%
			<b>Small</b>	1	1%
			<b>Medium</b>	0	0%
<b>Other</b>	41	21%	<b>Micro</b>	23	12%
			<b>Small</b>	17	9%
			<b>Medium</b>	1	1%
<b>Total</b>	<b>200</b>	<b>100%</b>		<b>200</b>	<b>100%</b>

**Drawn Facilities:**

<b>Purpose of Loan</b>	<b>Number of Loans</b>	<b>%</b>	<b>Enterprise Type</b>	<b>Number of Loans</b>	<b>%</b>
<b>Working Capital</b>	73	57%	<b>Micro</b>	27	21%
			<b>Small</b>	42	33%
			<b>Medium</b>	4	3%
<b>Purchase of Equipment</b>	15	12%	<b>Micro</b>	8	6%
			<b>Small</b>	6	5%
			<b>Medium</b>	1	1%
<b>Product or Service Development</b>	6	5%	<b>Micro</b>	4	3%
			<b>Small</b>	2	2%
			<b>Medium</b>	0	0%
<b>Purchase of Premises</b>	1	1%	<b>Micro</b>	0	0%
			<b>Small</b>	1	1%
			<b>Medium</b>	0	0%
<b>Other</b>	33	26%	<b>Micro</b>	19	15%
			<b>Small</b>	13	10%
			<b>Medium</b>	1	1%
<b>Total</b>	<b>128</b>	<b>100%</b>		<b>128</b>	<b>100%</b>

## 2.12 Premium Collection

SMEs availing of the CGS must pay a premium of 0.5% per annum to the Department of Business, Enterprise and Innovation which partially covers the cost of providing the guarantee. The premium is collected monthly, quarterly or annually in advance throughout the, up to, seven year life of the guarantee based on the annual contracted principal balance.

Premium Payments Received - CGS					
Year	Q1	Q2	Q3	Q4	Total for Year
2018	N/A	N/A	N/A	€21,072	€21,072
2019	€20,024	€30,828	€35,309	€49,550	€135,711
<b>Total premium collected</b>					<b>€156,783</b>

*\*Note: Premium payments due on loans advanced in Q3 2018 were collected in Q4 2018.*

Premium Payments Received - Legacy Schemes					
	Q1	Q2	Q3	Q4	Total for Year
2012	N/A	N/A	N/A	€2,410	€2,410
2013	€8,852	€14,306	€26,935	€30,555	€80,648
2014	€30,544	€35,608	€42,860	€45,361	€154,373
2015	€49,632	€49,633	€62,726	€96,485	€258,476
2016	€83,094	€121,749	€137,738	€160,521	€503,102
2017	€138,332	€159,577	€160,591	€138,043	€596,543
2018	€123,323	€114,144	€138,953	€109,268	€485,688
2019	€91,031	€59,759	€88,328	€54,668	€293,786
<b>Total premium collected</b>					<b>€2,375,026</b>

## 2.13 Contingent Liability

### Contingent Liability: CGS

Year	Total Portfolio Value	Maximum Exposure	Total Value of Claims Submitted	Maximum Exposure on Claims against Remaining Live Lending as at 31st December 2019
2018	€9,863,000	€1,025,752	€0	€1,025,752
2019	€14,800,000	€1,539,200	€0	€1,539,200
<b>Totals</b>	<b>€24,663,000</b>	<b>€2,564,952</b>	<b>€0</b>	<b>€2,564,952</b>

The Minister's liability under CGS is based upon an 80% guarantee on individual loans and is subject to a 13% portfolio cap with each Lender. Once a Lender's defaults have reached the 13% cap, any further losses from loans in that portfolio must be borne by the Lender and will not be eligible to have 80% of them reclaimed.

### Claims under CGS 2017: -

To date there have been no claims under CGS 2017 and Lenders advise that as at the date of this report none were pending.

### Contingent Liability: Legacy Schemes

Year	Allocation Request of CGS Legacy Portfolio	Loans Sanctioned	Lending Accepted by the Borrower in respect of 2012 Portfolio Year Sanctions	Maximum Exposure on Claims against Accepted Lending	Total Original Scheme Amount on Remaining Live Loans	Maximum Exposure on Claims against Remaining Live Lending as at 31 December 2019
2012	€5,000,000	€967,000	€362,000	€27,150	€0	€0
2013	€85,000,000	€12,345,500	€6,046,500	€453,488	€0	€0
2014	N/A	€8,660,344	€6,664,344	€499,826	€375,000	€28,125
2015	N/A	€20,630,050	€16,590,050	€1,244,254	€7,205,500	€540,413
2016	N/A	€22,217,000	€16,878,000	€1,265,850	€9,471,000	€710,325
2017	N/A	€20,411,700	€15,787,450	€1,184,059	€12,825,450	€961,909
2018	N/A	€8,614,500	€5,694,500	€427,088	€4,554,500	€341,588
<b>Totals</b>	<b>N/A</b>	<b>€93,846,094</b>	<b>€68,022,844</b>	<b>€5,101,715</b>	<b>€34,431,450</b>	<b>€2,582,360</b>



The Minister's liability under the Legacy Schemes is based upon a 75% guarantee on individual loans and is subject to a 10% portfolio cap.

Once a Lender's defaults have reached the 10% cap, any further losses from loans in that portfolio must be borne by the lender.

**Claims under CGS 2012 - 2015:-**

To date six claims against the guarantee have been processed and paid since the schemes' inception.

The values of these claims and the dates they were paid are:

Year of Claim	Quarter	Value
2015	1	€61,950
2015	1	€26,045
2017	2	€367,934
2017	2	€39,442
2017	4	€169,792
2018	1	€80,654
2019	4	€119,674
	<b>Total</b>	<b>€865,491</b>

SBCI has been advised that a further two claims are pending with one Lender.

They have advised that the value of one of these claims is for €98,006 but they have not, as yet, been in a position to provide SBCI with the value of the remaining claim as they are currently in liquidation .

As soon as this information come to hand, SBCI will instruct D/BEI accordingly.

### 3 Update on Legacy Schemes

- The Legacy Schemes commenced on the 24<sup>th</sup> October 2012 and closed for new loans in June 2018 when they were replaced by the CGS. This report is based on data received on usage and activity up to 31<sup>st</sup> December 2019.
- Since the launch of the Legacy Schemes, €93,214,094 has been sanctioned by the participating lenders through 586 CGS facilities.
- Most of the lending has been sanctioned in the East, South and Mid-West with these three regions combined accounting for 83% of lending currently live or repaid.
- Approved lending is dominated by eight industry sectors accounting for 91% of the total lending.
- 2,338 new jobs were created and 1,328 jobs were maintained.
- Of the SMEs who participated in the CGS, 53% were established during the period 2010-2018.
- The main reason provided by SMEs for seeking finance was for working capital purposes which accounted for 66% of all Legacy Schemes.
- 51% of the lending sanctioned was provided to SMEs defined as a Small Enterprise.
- The average loan amount sanctioned by the participating lenders is €159,136.
- Premium collection, which partially covers the cost of providing the guarantee, amounted to just under €2.5m from inception in October 2012 to 31<sup>st</sup> December 2019.

## 4 CGS 2012–2015 – Project to Migrate to SEPA DD

In order to affect greater control over the collection cycle of Premia due on the Legacy Schemes, the SBCI has in tandem with Bank of Ireland undertaken a project to migrate all remaining live loans under CGS 2012 – 2015 from Standing Order to Direct Debit

This involves more than 138 individual loans.

We have written to the customers requesting that they complete SEPA Direct Debit Mandates and return to SBCI.

As at 31<sup>st</sup> December 2019, SBCI has been in receipt of 52 signed and completed Direct Debit Mandates.

These Schemes have now been transferred to Direct Debit.

A reminder letter has been issued to the balance of Customers that have not responded to our initial letter.

With regard to the 66 Schemes who have 12 months or less to run on their facilities , we have written to them advising that that they need only remit one more payment to SBCI at the old 2% rate. This will clear down the last years Premia Due at the new 0.5% rate.

## 5 SBCI – CGS Marketing Engagements

October 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

November 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

## Quarter 4 2019 Report for SME Credit Guarantee Scheme

**NOTES:**

01-Oct	AECM Workshop on Export Credit Guarantees		
02-Oct	Taking Care of Business 2019 - Athlone		
02-Oct	LEO Kilkenny Brexit Event	-	Speaking / Exhibiting
04-Oct	Bray Chamber Event	-	SBCI events
04-Oct	Bank of Ireland Intermediary Meeting - Tullamore	-	Milestones
09-Oct	Galway City Partnership Event - Galway	-	European events
16-Oct	LEO Brexit Event - Carlow	-	Attendees
22-Oct	KBC Events in Cork ( <i>morning</i> ) and Limerick ( <i>evening</i> )		
23-Oct	ISME Annual Conference - Citywest		
25-Oct	LEO Event - Wicklow		
28-Oct	Bank holiday		

**NOTES:**

07-Nov	Future Jobs Event - Dublin (Trinity Business School)	-	Speaking / Exhibiting
07-Nov	ELTI General Assembly - Budapest	-	SBCI events
07-Nov	ELTI General Assembly - Budapest	-	Milestones
08-Nov	ELTI General Assembly - Budapest	-	European events
20-Nov	KBC Event in Galway	-	Attendees
21-Nov	Inter Trade Event in Sligo		
26-Nov	SBCI CPD Events in Cork ( <i>morning</i> ) and Limerick ( <i>afternoon</i> )		
27-Nov	SBCI CPD Events in Galway ( <i>morning</i> ) and Athlone ( <i>afternoon</i> )		
28-Nov	SBCI CPD Events in Dublin ( <i>morning + afternoon</i> )		