

**Performance Report on Credit Guarantee Scheme  
2020 to the Department for Enterprise, Trade and  
Employment – August 2021**

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

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## 1 Credit Guarantee Scheme

The Covid Credit Guarantee Scheme (" Covid CGS") provides a State guarantee through the Department of Enterprise, Trade & Employment (the "Department") to accredited Lenders of 80 per cent on eligible products to eligible businesses impacted by Covid-19 (Micro, Small and Medium-sized Enterprises and Mid-Caps).

Covid CGS was originally available until the 31st of December 2020 but this period has now been further extended to 31<sup>st</sup> December 2021.

*Note - This report is based on all data received from participating Finance Providers from scheme launch to 31<sup>st</sup> August 2021*

### Classification of SMEs/Mid-Caps

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.

All decision-making at the level of the individual Scheme Facility is fully devolved to the participating Lenders.

The Department has appointed the Strategic Banking Corporation of Ireland ("SBCI") as Operator.

**Note** - All percentage figures contained herein have been rounded where appropriate

**Overall Portfolio**

Enterprise Type	Number of Loans	Value Of Loans	No of Jobs Maintained
Micro	4136	€ 207,188,737	13997
Small	1179	€ 138,692,934	21625
Medium	93	€ 27,252,013	7788
Midcap	1	€ 1,000,000	483
Primary Agriculture	1107	€ 50,091,035	2324
<b>Total</b>	<b>6516</b>	<b>€ 424,224,720</b>	<b>46217</b>

## Analysis of the Credit Guarantee Scheme

### 2.01 Activity by Region

Region/County	Number of Loans	Value of Loans	Average Loan Size
<b>East</b>	<b>2183</b>	<b>€ 169,315,851</b>	<b>€ 77,561.09</b>
Dublin	1411	€ 119,752,145	€ 84,870.41
Kildare	252	€ 17,675,659	€ 70,141.50
Meath	294	€ 18,789,515	€ 63,909.92
Wicklow	226	€ 13,098,532	€ 57,958.11
<b>Midlands</b>	<b>389</b>	<b>€ 20,136,333</b>	<b>€ 51,764.35</b>
Laois	108	€ 5,170,376	€ 47,873.85
Longford	40	€ 1,648,551	€ 41,213.78
Offaly	97	€ 5,157,010	€ 53,165.06
Roscommon	84	€ 4,357,458	€ 51,874.50
Westmeath	60	€ 3,802,938	€ 63,382.30
<b>Mid-West</b>	<b>483</b>	<b>€ 26,371,697</b>	<b>€ 54,599.79</b>
Clare	205	€ 10,414,102	€ 50,800.50
Limerick	278	€ 15,957,595	€ 57,401.42
<b>North East</b>	<b>275</b>	<b>€ 17,665,506</b>	<b>€ 64,238.20</b>
Cavan	69	€ 3,269,221	€ 47,380.01
Louth	137	€ 10,097,743	€ 73,706.15
Monaghan	69	€ 4,298,542	€ 62,297.71
<b>North West</b>	<b>505</b>	<b>€ 27,811,384</b>	<b>€ 55,072.05</b>
Donegal	358	€ 19,892,221	€ 55,564.86
Leitrim	45	€ 2,717,497	€ 60,388.82
Sligo	102	€ 5,201,666	€ 50,996.73
<b>South East</b>	<b>792</b>	<b>€ 48,850,403</b>	<b>€ 61,679.80</b>
Carlow	92	€ 4,684,348	€ 50,916.83
Kilkenny	131	€ 7,282,971	€ 55,595.20
Tipperary	294	€ 14,971,781	€ 50,924.43
Waterford	138	€ 9,801,431	€ 71,024.86
Wexford	137	€ 12,109,872	€ 88,393.23
<b>South West</b>	<b>1007</b>	<b>€ 63,079,938</b>	<b>€ 62,641.45</b>
Cork	793	€ 51,808,184	€ 65,331.88
Kerry	214	€ 11,271,754	€ 52,671.75
<b>West</b>	<b>882</b>	<b>€ 50,993,608</b>	<b>€ 57,815.88</b>
Galway	546	€ 31,485,610	€ 57,665.95
Mayo	336	€ 19,507,998	€ 58,059.52
<b>Total</b>	<b>6516</b>	<b>€ 424,224,720</b>	<b>€ 65,105.08</b>

## 2.02 Activity by County

County	Number of Loans	Value of Loans	Percentage (Value)	Average Loan Size
Carlow	92	€ 4,684,348	€ 50,916.83	1%
Cavan	69	€ 3,269,221	€ 47,380.01	1%
Clare	205	€ 10,414,102	€ 50,800.50	2%
Cork	793	€ 51,808,184	€ 65,331.88	12%
Donegal	358	€ 19,892,221	€ 55,564.86	5%
Dublin	1411	€ 119,752,145	€ 84,870.41	28%
Galway	546	€ 31,485,610	€ 57,665.95	7%
Kerry	214	€ 11,271,754	€ 52,671.75	3%
Kildare	252	€ 17,675,659	€ 70,141.50	4%
Kilkenny	131	€ 7,282,971	€ 55,595.20	2%
Laois	108	€ 5,170,376	€ 47,873.85	1%
Leitrim	45	€ 2,717,497	€ 60,388.82	1%
Limerick	278	€ 15,957,595	€ 57,401.42	4%
Longford	40	€ 1,648,551	€ 41,213.78	0%
Louth	137	€ 10,097,743	€ 73,706.15	2%
Mayo	336	€ 19,507,998	€ 58,059.52	5%
Meath	294	€ 18,789,515	€ 63,909.92	4%
Monaghan	69	€ 4,298,542	€ 62,297.71	1%
Offaly	97	€ 5,157,010	€ 53,165.06	1%
Roscommon	84	€ 4,357,458	€ 51,874.50	1%
Sligo	102	€ 5,201,666	€ 50,996.73	1%
Tipperary	294	€ 14,971,781	€ 50,924.43	4%
Waterford	138	€ 9,801,431	€ 71,024.86	2%
Westmeath	60	€ 3,802,938	€ 63,382.30	1%
Wexford	137	€ 12,109,872	€ 88,393.23	3%
Wicklow	226	€ 13,098,532	€ 57,958.11	3%
<b>Total</b>	<b>6516</b>	<b>€ 424,224,720</b>	<b>€ 65,105.08</b>	<b>100%</b>

## 2.03 Activity by Industry Sector

Sector	Number of Loans	Percentage (Number)	Value of Loans	Percentage (Value)
Accommodation and Food Service Activities	844	13%	€ 58,453,273	14%
Activities of Extraterritorial Organisations and Bodies	2	0%	€ 52,500	0%
Administrative and Support Service Activities	264	4%	€ 22,287,140	5%
Agriculture, Forestry & Fishing	1107	17%	€ 50,091,035	12%
Arts, Entertainment and Recreation	179	3%	€ 13,495,233	3%
Construction	853	13%	€ 57,609,402	14%
Education	81	1%	€ 4,539,071	1%
Electricity, Gas, Steam and Air Conditioning Supply	22	0%	€ 1,906,021	0%
Financial and Insurance Activities	43	1%	€ 3,246,826	1%
Human Health and Social Work Activities	141	2%	€ 7,962,045	2%
Information and Communication	196	3%	€ 16,408,784	4%
Manufacturing	534	8%	€ 43,361,927	10%
Mining and Quarrying	19	0%	€ 1,960,810	0%
Other Service Activities	408	6%	€ 19,318,935	5%
Professional, Scientific and Technical Activities	328	5%	€ 21,787,146	5%
Public Administration and Defence; Compulsory Social Security	6	0%	€ 390,465	0%
Real Estate Activities	23	0%	€ 2,589,908	1%
Transportation and Storage	315	5%	€ 17,202,731	4%
Water Supply; Sewerage, Waste Management and Remediation Activities	16	0%	€ 2,440,000	1%
Wholesale and Retail Trade; Repair of Motor Vehicles and Motorcycles	1135	17%	€ 79,121,467	19%
<b>Total</b>	<b>6516</b>	<b>100%</b>	<b>€ 424,224,720</b>	<b>100%</b>

## 2.04 Activity by Legal Form

Legal Form	Number of Loans	Percentage (Number)	Value of Loans	Percentage (Value)
Private Limited Company (LTD)	4086	63%	€ 334,959,618	79%
Sole Trader	2258	35%	€ 79,311,492	19%
Partnership	126	2%	€ 5,718,440	1%
Limited Liability Partnership (LLP)	4	0%	€ 245,000	0%
Public Limited Company (PLC)	2	0%	€ 170,000	0%
Club	8	0%	€ 522,162	0%
Other	32	0%	€ 3,298,008	1%
<b>Total</b>	<b>6516</b>	<b>100%</b>	<b>€ 424,224,720</b>	<b>100%</b>

## 2.05 Eligibility Criteria

Eligibility Criteria	Number of Loans	Percentage (Number)	Value of Loans	Percentage (Value)
I - Loans does not exceed Double the Annual Wage Bill of Participating Enterprise	2119	33%	€ 130,765,965	31%
II - Does not Exceed 25% of Total Turnover for previous Year	4265	65%	€ 276,866,584	65%
III - To cover the Liquidity needs of Participating Enterprise for the coming 18 months - SME & 12 months in respect of large enterprise	132	2%	€ 16,592,170	4%
<b>Total</b>	<b>6516</b>	<b>100%</b>	<b>€ 424,224,720</b>	<b>100%</b>

## 2.06 Year of Establishment of Borrowing SMEs

Year of Establishment	Value of Loans	Percentage (Value)	Number of Loans	Percentage (Number)
2021	€ 1,763,572	0%	17	0%
2020	€ 5,212,470	1%	112	2%
2019	€ 12,392,352	3%	282	4%
2018	€ 23,137,853	5%	436	7%
2017	€ 24,071,014	6%	434	7%
2016	€ 22,305,921	5%	392	6%
2015	€ 25,712,785	6%	421	6%
2014	€ 24,552,151	6%	359	6%
2013	€ 21,273,543	5%	314	5%
2012	€ 16,905,431	4%	230	4%
2011	€ 15,716,751	4%	232	4%
2010	€ 17,101,886	4%	245	4%
2000-2009	€ 108,242,726	26%	1508	23%
1900-1999	€ 105,836,266	25%	1534	24%
<b>Total</b>	<b>€ 424,224,720</b>	<b>100%</b>	<b>6516</b>	<b>100%</b>

## 2.07 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 six years from the date of acceptance of the Lender's offer by the borrower.

Term of Facility - Months	Number of Loans	Value of Loans	Percentage (Value)
12 - 36	1191	€ 69,208,750	16%
37 - 48	474	€ 22,509,319	5%
49 - 60	2308	€ 122,224,254	29%
61 - 66	2543	€ 210,282,397	50%
<b>Total</b>	<b>6516</b>	<b>€ 424,224,720</b>	<b>100%</b>

## 2.08 Purpose of the CGS Facility

Purpose of Loan - Volume	Number of Loans	Percentage (Number)
<b>Working Capital</b>	<b>2982</b>	<b>46%</b>
Micro	2360	36%
Small	570	9%
Medium	51	1%
Midcap	1	0%
<b>Purchase of Equipment</b>	<b>1394</b>	<b>21%</b>
Micro	1149	18%
Small	228	3%
Medium	17	0%
<b>New Product or Process</b>	<b>965</b>	<b>15%</b>
Micro	816	13%
Small	141	2%
Medium	8	0%
<b>Fit-out of Premises</b>	<b>951</b>	<b>15%</b>
Micro	732	11%
Small	208	3%
Medium	11	0%
<b>Other</b>	<b>224</b>	<b>3%</b>
Micro	160	2%
Small	57	1%
Medium	7	0%
<b>Total</b>	<b>6516</b>	<b>100%</b>

Purpose of Loan - Value	Value of Loans	Percentage (Value)
<b>Working Capital</b>	<b>€ 213,941,942</b>	<b>50%</b>
Micro	€ 121,657,745	29%
Small	€ 73,836,196	17%
Medium	€ 17,448,001	4%
Midcap	€ 1,000,000	0%
<b>Purchase of Equipment</b>	<b>€ 73,893,036</b>	<b>17%</b>
Micro	€ 46,679,219	11%
Small	€ 22,642,166	5%
Medium	€ 4,571,650	1%
<b>New Product or Process</b>	<b>€ 58,158,815</b>	<b>14%</b>
Micro	€ 39,136,674	9%
Small	€ 15,869,141	4%
Medium	€ 3,153,000	1%
<b>Fit-out of Premises</b>	<b>€ 61,640,726</b>	<b>15%</b>
Micro	€ 36,203,523	9%
Small	€ 23,892,203	6%
Medium	€ 1,545,000	0%
<b>Other</b>	<b>€ 16,590,201</b>	<b>4%</b>
Micro	€ 7,956,701	2%
Small	€ 7,653,500	2%
Medium	€ 980,000	0%
<b>Total</b>	<b>€ 424,224,720</b>	<b>100%</b>

## 2.09 Debt Product Type

Debt Classification	Number of Loans	Value of Loans	Percentage (Number)	Percentage (Value)
New Debt	6420	€ 417,732,860	99%	98%
Debt transferred from another Lender/Refinance of Covid Expenses	96	€ 6,491,860	1%	2%
<b>Total</b>	<b>6516</b>	<b>€ 424,224,720</b>	<b>100%</b>	<b>100%</b>

Debt transferred/Refinance are combined into one category, reflecting the information on the source system.

## 2.10 Interest Rate To SME

Lender Rate	Number of Loans	Value of Loans	Percentage (Value)
2.00% - 2.49%	35	€ 19,636,639	5%
2.50% - 2.99%	6071	€ 363,537,586	86%
3.00% - 3.49%	41	€ 4,297,500	1%
3.50% - 3.99%	62	€ 6,764,500	2%
>3.99%	307	€ 29,988,495	7%
<b>Total</b>	<b>6516</b>	<b>€ 424,224,720</b>	<b>100%</b>

## 2.11 Premium Collection

SMEs availing of the CGS must pay a premium of to the Department of Enterprise, Trade and Employment as per the criteria under the Temporary State Aid Framework.

The premium is collected by the participating on-lenders and provided to the SBCI/DETE on a quarterly basis. The payments are allocated to the quarter in which the payment was due, not when the payment was received.

Premium Received CGS 2020 - August 2021					
Year	Q1	Q2	Q3	Q4	Total for Year
2020	N/A	N/A	N/A	€ 60,783.63	€ 60,783.63
2021	€ 222,775.41	€ 0.00	€ 0.00	€ 0.00	€ 0.00
2022	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
<b>Total premium collected</b>					<b>€283,559.04</b>

## 2.12 Contingent Liability

I - Overall Portfolio				
Year	Total Portfolio Value	Maximum Exposure	Total Value of Claims Submitted	Maximum Exposure on Claims against remaining Live Lending as at 31 <sup>st</sup> of August 2021
2020	€ 97,267,867	€ 77,814,293.62	€ 0.00	€ 77,814,293.62
2021	€ 326,956,853	€ 261,565,482.22	€ 0.00	€ 261,565,482.22
2022	€ 0.00	€ 0.00	€ 0.00	€ 0.00
<b>Total</b>	<b>€ 424,224,720</b>	<b>€ 339,379,775.84</b>	<b>€ 0.00</b>	<b>€ 339,379,775.84</b>

The Minister's liability under CGS is based upon an **80% Guarantee** on individual loans and is **NOT** subject to a portfolio cap.

## 2.13 Claims

Overall Claims Under Covid-19 CGS To Date: -

II - Overall Value of Claims Per Annum

Guarantee Calls By Year	Number of Claims	Claim Value	% of Portfolio Year - by Start Date of Loan
2020	0	€ 0.00	0%
2021	0	€ 0.00	0%
2022	0	€ 0.00	0%
2023	0	€ 0.00	0%
2024	0	€ 0.00	0%
2025	0	€ 0.00	0%
2026	0	€ 0.00	0%

## 2 Marketing Engagements - August 2021

### I - From a Marketing and Communication perspective:

Due to peak leave season there were no events in August. We continued to promote CCGS through SBCI social media channels, Twitter and LinkedIn.

Ads on CCGS have been published in the following magazines:

- Business Plus
- BISME