



# Performance Report on Credit Guarantee Scheme 2020 to the Department for Enterprise, Trade and Employment – July 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> July 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	3909	€ 193,853,368	13133
Small	1097	€ 128,426,001	20008
Medium	88	€ 25,149,013	7463
Primary Agriculture	1037	€ 46,939,869	2173
<b>Total</b>	<b>6131</b>	<b>€ 394,368,251</b>	<b>42777</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>2053</b>	<b>€ 157,223,859</b>	<b>€ 76,582.49</b>
Dublin	1327	€ 111,712,447	€ 84,184.21
Kildare	242	€ 16,627,659	€ 68,709.33
Meath	279	€ 17,437,301	€ 62,499.29
Wicklow	205	€ 11,446,452	€ 55,836.35
<b>Midlands</b>	<b>368</b>	<b>€ 18,980,137</b>	<b>€ 51,576.46</b>
Laois	105	€ 5,077,180	€ 48,354.10
Longford	35	€ 1,323,551	€ 37,815.74
Offaly	91	€ 4,922,010	€ 54,088.03
Roscommon	78	€ 3,924,458	€ 50,313.56
Westmeath	59	€ 3,732,938	€ 63,270.14
<b>Mid-West</b>	<b>452</b>	<b>€ 24,861,811</b>	<b>€ 55,004.01</b>
Clare	195	€ 9,874,102	€ 50,636.42
Limerick	257	€ 14,987,709	€ 58,317.93
<b>North East</b>	<b>266</b>	<b>€ 17,020,544</b>	<b>€ 63,987.01</b>
Cavan	67	€ 3,196,221	€ 47,704.79
Louth	132	€ 9,770,781	€ 74,021.07
Monaghan	67	€ 4,053,542	€ 60,500.63
<b>North West</b>	<b>479</b>	<b>€ 25,768,634</b>	<b>€ 53,796.73</b>
Donegal	340	€ 18,139,971	€ 53,352.86
Leitrim	44	€ 2,687,497	€ 61,079.48
Sligo	95	€ 4,941,166	€ 52,012.27
<b>South East</b>	<b>732</b>	<b>€ 43,546,751</b>	<b>€ 59,490.10</b>
Carlow	87	€ 4,477,348	€ 51,463.77
Kilkenny	117	€ 6,371,386	€ 54,456.29
Tipperary	274	€ 13,771,347	€ 50,260.39
Waterford	127	€ 8,889,063	€ 69,992.62
Wexford	127	€ 10,037,607	€ 79,036.28
<b>South West</b>	<b>949</b>	<b>€ 58,914,860</b>	<b>€ 62,080.99</b>
Cork	748	€ 48,287,706	€ 64,555.76
Kerry	201	€ 10,627,154	€ 52,871.41
<b>West</b>	<b>832</b>	<b>€ 48,051,655</b>	<b>€ 57,754.39</b>
Galway	517	€ 30,061,073	€ 58,145.21
Mayo	315	€ 17,990,582	€ 57,112.96
<b>Total</b>	<b>6131</b>	<b>€ 394,368,251</b>	<b>€ 64,323.64</b>

## 2.02 Activity by County

County	Number of Loans	Value of Loans	Percentage (Value)	Average Loan Size
Carlow	87	€ 4,477,348	1%	€ 51,463.77
Cavan	67	€ 3,196,221	1%	€ 47,704.79
Clare	195	€ 9,874,102	3%	€ 50,636.42
Cork	748	€ 48,287,706	12%	€ 64,555.76
Donegal	340	€ 18,139,971	5%	€ 53,352.86
Dublin	1327	€ 111,712,447	28%	€ 84,184.21
Galway	517	€ 30,061,073	8%	€ 58,145.21
Kerry	201	€ 10,627,154	3%	€ 52,871.41
Kildare	242	€ 16,627,659	4%	€ 68,709.33
Kilkenny	117	€ 6,371,386	2%	€ 54,456.29
Laois	105	€ 5,077,180	1%	€ 48,354.10
Leitrim	44	€ 2,687,497	1%	€ 61,079.48
Limerick	257	€ 14,987,709	4%	€ 58,317.93
Longford	35	€ 1,323,551	0%	€ 37,815.74
Louth	132	€ 9,770,781	2%	€ 74,021.07
Mayo	315	€ 17,990,582	5%	€ 57,112.96
Meath	279	€ 17,437,301	4%	€ 62,499.29
Monaghan	67	€ 4,053,542	1%	€ 60,500.63
Offaly	91	€ 4,922,010	1%	€ 54,088.03
Roscommon	78	€ 3,924,458	1%	€ 50,313.56
Sligo	95	€ 4,941,166	1%	€ 52,012.27
Tipperary	274	€ 13,771,347	3%	€ 50,260.39
Waterford	127	€ 8,889,063	2%	€ 69,992.62
Westmeath	59	€ 3,732,938	1%	€ 63,270.14
Wexford	127	€ 10,037,607	3%	€ 79,036.28
Wicklow	205	€ 11,446,452	3%	€ 55,836.35
<b>Total</b>	<b>6131</b>	<b>€ 394,368,251</b>	<b>100%</b>	<b>€ 64,323.64</b>

## 2.03 Activity by Industry Sector

Sector	Number of Loans	Percentage (Number)	Value of Loans	Percentage (Value)
Accommodation and Food Service Activities	793	13%	€ 52,951,863	13%
Activities of Extraterritorial Organisations and Bodies	2	0%	€ 52,500	0%
Administrative and Support Service Activities	253	4%	€ 21,460,140	5%
Agriculture, Forestry & Fishing	1037	17%	€ 46,939,869	12%
Arts, Entertainment and Recreation	167	3%	€ 12,358,243	3%
Construction	790	13%	€ 52,279,757	13%
Education	80	1%	€ 4,514,071	1%
Electricity, Gas, Steam and Air Conditioning Supply	20	0%	€ 1,626,021	0%
Financial and Insurance Activities	41	1%	€ 2,871,826	1%
Human Health and Social Work Activities	132	2%	€ 7,295,083	2%
Information and Communication	186	3%	€ 15,352,784	4%
Manufacturing	502	8%	€ 40,360,897	10%
Mining and Quarrying	19	0%	€ 1,960,810	0%
Other Service Activities	386	6%	€ 18,054,935	5%
Professional, Scientific and Technical Activities	314	5%	€ 20,715,146	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	296	5%	€ 16,152,468	4%
Water Supply; Sewerage, Waste Management and Remediation Activities	15	0%	€ 2,190,000	1%
Wholesale and Retail Trade; Repair of Motor Vehicles and Motorcycles	1069	17%	€ 74,251,466	19%
<b>Total</b>	<b>6131</b>	<b>100%</b>	<b>€ 394,368,251</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)	3828	62%	€ 310,259,461	79%
Sole Trader	2141	35%	€ 74,880,180	19%
Partnership	119	2%	€ 5,453,440	1%
Limited Liability Partnership (LLP)	3	0%	€ 135,000	0%
Public Limited Company (PLC)	2	0%	€ 170,000	0%
Club	8	0%	€ 522,162	0%
Other	30	0%	€ 2,948,008	1%
<b>Total</b>	<b>6131</b>	<b>100%</b>	<b>€ 394,368,251</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	1972	32%	€ 120,138,422	30%
II - Does not Exceed 25% of Total Turnover for prevoius Year	4035	66%	€ 258,612,658	66%
III - To cover the Liquidity needs of Participating Enterprise for the coming 18 months - SME & 12 months in respect of large enterprise	124	2%	€ 15,617,170	4%
<b>Total</b>	<b>6131</b>	<b>100%</b>	<b>€ 394,368,251</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	€ 1,499,572	0%	10	0%
2020	€ 4,567,470	1%	99	2%
2019	€ 11,419,352	3%	263	4%
2018	€ 21,102,982	5%	413	7%
2017	€ 22,575,942	6%	406	7%
2016	€ 20,946,819	5%	368	6%
2015	€ 24,065,427	6%	397	6%
2014	€ 23,449,764	6%	341	6%
2013	€ 19,984,647	5%	297	5%
2012	€ 15,634,431	4%	220	4%
2011	€ 14,739,151	4%	222	4%
2010	€ 15,101,886	4%	229	4%
2000-2009	€ 100,855,491	26%	1421	23%
1900-1999	€ 98,425,318	25%	1445	24%
<b>Total</b>	<b>€ 394,368,251</b>	<b>100%</b>	<b>6131</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	1120	€ 63,872,317	16%
37 - 48	441	€ 20,578,154	5%
49 - 60	2186	€ 116,287,254	29%
61 - 66	2384	€ 193,630,526	49%
<b>Total</b>	<b>6131</b>	<b>€ 394,368,251</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>2852</b>	<b>47%</b>
Micro	2261	37%
Small	542	9%
Medium	49	1%
<b>Purchase of Equipment</b>	<b>1286</b>	<b>21%</b>
Micro	1063	17%
Small	206	3%
Medium	17	0%
<b>New Product or Process</b>	<b>906</b>	<b>15%</b>
Micro	772	13%
Small	127	2%
Medium	7	0%
<b>Fit-out of Premises</b>	<b>875</b>	<b>14%</b>
Micro	671	11%
Small	193	3%
Medium	11	0%
<b>Other</b>	<b>212</b>	<b>3%</b>
Micro	155	3%
Small	52	1%
Medium	5	0%
<b>Total</b>	<b>6131</b>	<b>100%</b>

Purpose of Loan - Value	Value of Loans	Percentage (Value)
<b>Working Capital</b>	<b>€ 202,349,696</b>	<b>51%</b>
Micro	€ 116,015,299	29%
Small	€ 69,989,396	18%
Medium	€ 16,345,001	4%
<b>Purchase of Equipment</b>	<b>€ 68,625,150</b>	<b>17%</b>
Micro	€ 43,105,467	11%
Small	€ 20,948,033	5%
Medium	€ 4,571,650	1%
<b>New Product or Process</b>	<b>€ 53,784,999</b>	<b>14%</b>
Micro	€ 36,998,858	9%
Small	€ 14,133,141	4%
Medium	€ 2,653,000	1%
<b>Fit-out of Premises</b>	<b>€ 54,607,205</b>	<b>14%</b>
Micro	€ 31,910,002	8%
Small	€ 21,152,203	5%
Medium	€ 1,545,000	0%
<b>Other</b>	<b>€ 15,001,201</b>	<b>4%</b>
Micro	€ 7,247,701	2%
Small	€ 7,273,500	2%
Medium	€ 480,000	0%
<b>Total</b>	<b>€ 394,368,251</b>	<b>100%</b>

## 2.09 Debt Product Type

Debt Classification	Number of Loans	Value of Loans	Percentage (Number)	Percentage (Value)
New Debt	6041	€ 388,200,391	99%	98%
Debt transferred from another Lender/Refinance of Covid Expenses	90	€ 6,167,860	1%	2%
<b>Total</b>	<b>6131</b>	<b>€ 394,368,251</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%	32	€ 18,286,639	5%
2.50% - 2.99%	5742	€ 339,907,631	86%
3.00% - 3.49%	40	€ 4,257,500	1%
3.50% - 3.99%	57	€ 6,179,500	2%
>3.99%	260	€ 25,736,981	7%
<b>Total</b>	<b>6131</b>	<b>€ 394,368,251</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 - May 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 30th May 2021
2020	€ 97,375,867	€ 77,900,693.62	€ 0.00	€ 77,900,693.62
2021	€ 296,992,384	€ 237,593,906.99	€ 0.00	€ 237,593,906.99
2022	€ 0.00	€ 0.00	€ 0.00	€ 0.00
<b>Total</b>	<b>€ 394,368,251</b>	<b>€ 315,494,600.61</b>	<b>€ 0.00</b>	<b>€ 315,494,600.61</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: -

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 - July 2021

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

Please see below our CCGS marketing engagement for July.

- 13<sup>th</sup> July – Skillnet Masterclass on Government's Covid-19 Funding Supports

Ads on CCGS have been published on the following business magazines:

- BusinessPlus
- bISME