

Number of businesses who believe they can keep trading for more than 9 months has increased to 63%, up 13% from January

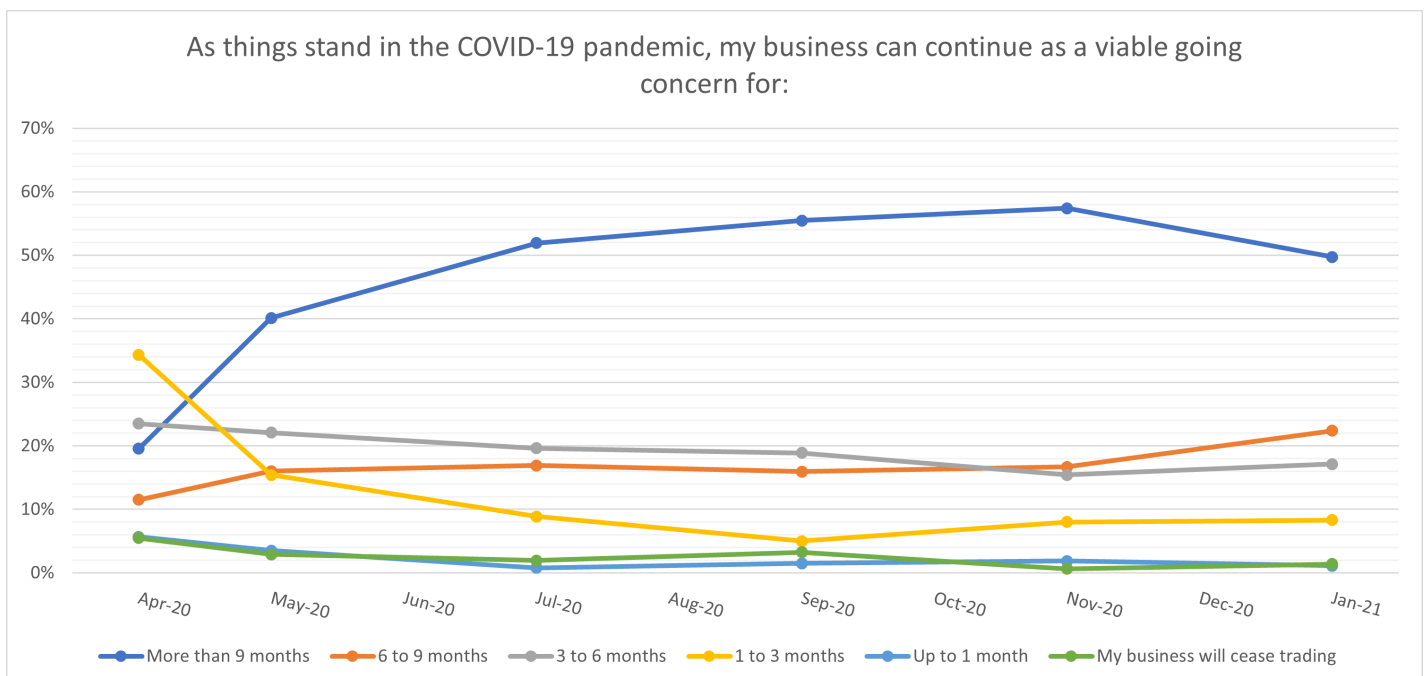
13th April 2021

- 28% of businesses have availed of a Restart Grant, a 1% increase on the 27% who had applied in January.
- 6% of businesses have availed of the SBCI working capital scheme, up 1% from January.
- Only 1% have availed of a MicroFinance Ireland loan.
- 3% have availed of the Credit Guarantee Scheme, remaining the same as in January.

Today, the 13th of April ISME released the results of our seventh flash survey on COVID-19. The survey found that 64% of respondents are availing of the TWSS or EWSS, making wages supports by far the largest liquidity solution availed of by business. Just 8% of those surveyed are availing of the COVID Restrictions Support Scheme.

16% of respondents were availing of the pandemic unemployment payment (PUP) as a self-employed person, the same as in January.

On a positive note, as you will see below, the number of respondents who believe their business can operate for more than 9 months has increased to 63%, up 13% from January. The number of respondents who believe their businesses will cease operating remains at 1%, similar to January- full data below.



Over 71% of SMEs have yet to seek assistance from their banks. 19% of businesses are owed money by the State, similar to January. Of those, 35% are owed less than €10,000, and 52% are owed between €10,000 and €250,000.

ISME CEO, Neil Mc Donnell commented:

We are delighted to see business sentiment improve in our latest Covid-19 survey, which is consistent with the responses seen in our last Trends Report. While the number of businesses who see their enterprise ceasing to be viable now or in the next month has increased slightly since January (from 2.5% to 2.8%), the number of businesses who see themselves surviving beyond nine months has risen substantially from 50% in January to 63% now.

WASH HANDS | MASK UP | MAINTAIN SOCIAL DISTANCE | FOLLOW THE FRAMEWORK

The list of Questions asked to the 247 respondents:

1. Does your business operate in one of the essential business categories here?
2. How has COVID-19 affected your staffing?
3. Have you availed of any of the following liquidity supports specifically to address COVID-19 liquidity?
4. Describe how your bank is dealing with you during this crisis:
5. What is the name of your bank?
6. Are you owed any trade monies by a State, or Semi-State agency?
7. If so, how much are you owed?
8. As things stand in the COVID-19 pandemic, my business can continue as a viable going concern for:
9. What is the total of your business' outstanding debtors today?
10. What is the total of your business' outstanding creditors (excluding payroll but including the Revenue) today?

Note: Respondents were not asked about the Small Business Assistance Scheme for COVID (SBASC) in this survey as the closing date for first applications is 21st April.

NOTES:

For further information please contact sheema@isme.ie

Sheema Lughmani

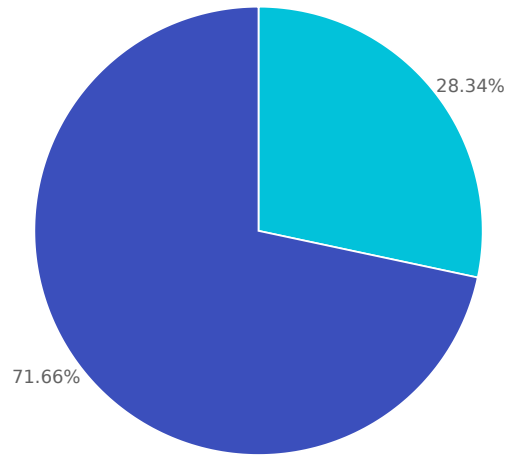
Press, Policy and Research Officer

Q1

Does your business operate in one of the essential business categories here?

Please see **here** for the Government's list of essential business.

Answered: 247 Skipped: 0



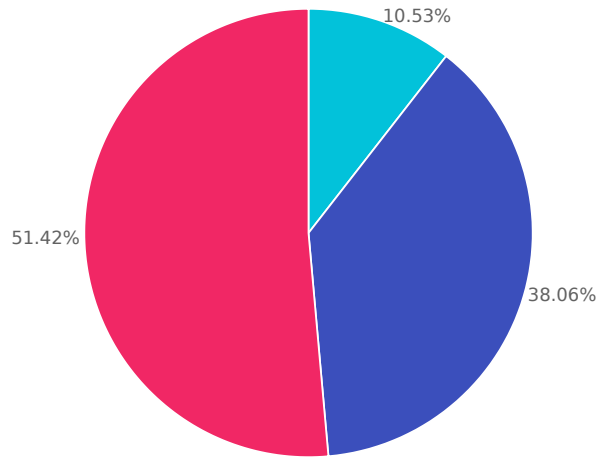
- Non-essential business
- Listed as essential by the government

Choices	Response percent	Response count
Non-essential business	28.34%	70
Listed as essential by the government	71.66%	177

Q2

How has COVID-19 affected your staffing?

Answered: 247 Skipped: 0



● All staff laid off

● Some staff laid off, some on wage subsidy scheme

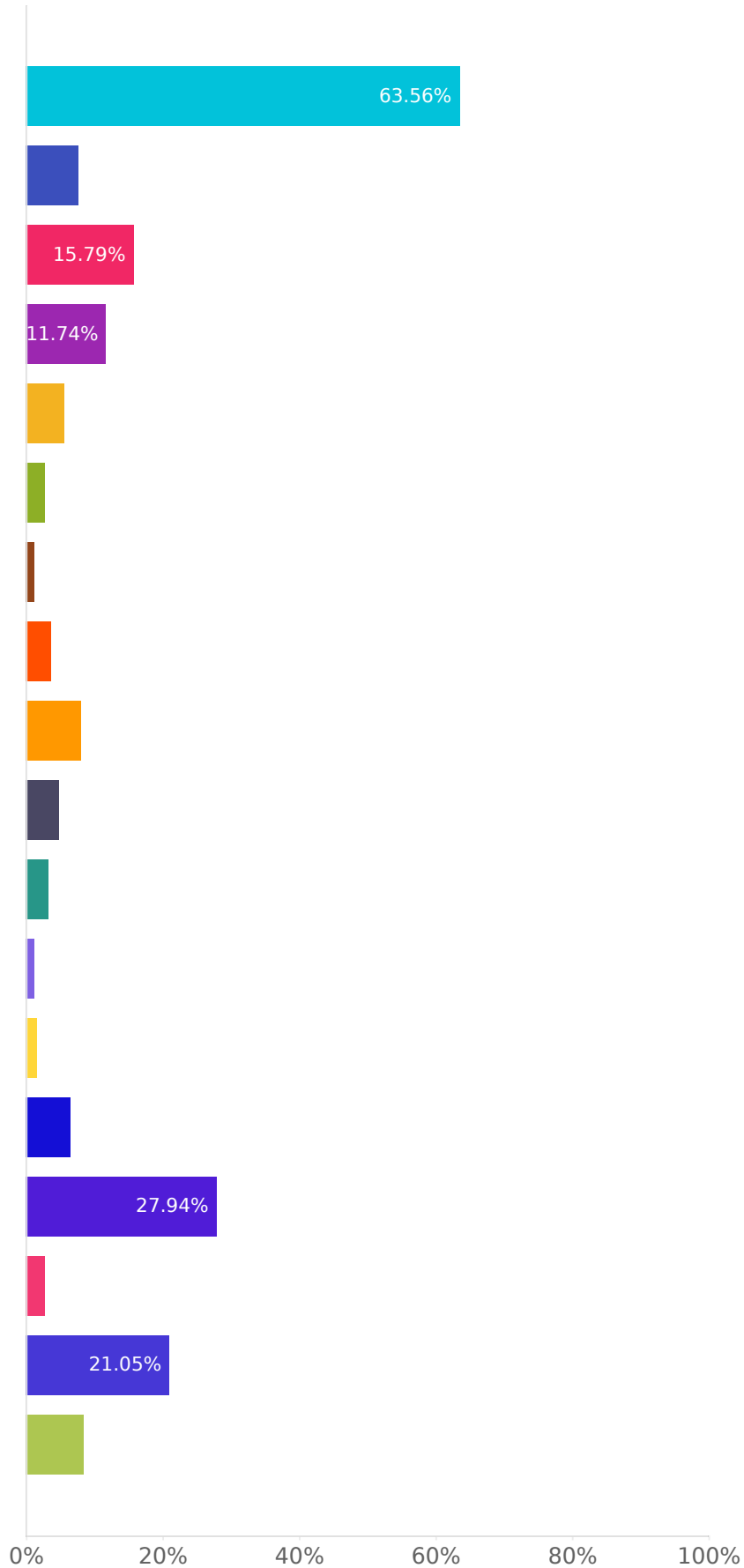
● No effect on staff- working normally

Choices	Response percent	Response count
All staff laid off	10.53%	26
Some staff laid off, some on wage subsidy scheme	38.06%	94
No effect on staff- working normally	51.42%	127

Q3

Have you availed of any of the following liquidity supports specifically to address COVID-19 liquidity? (tick all that apply)

Answered: 247 Skipped: 0



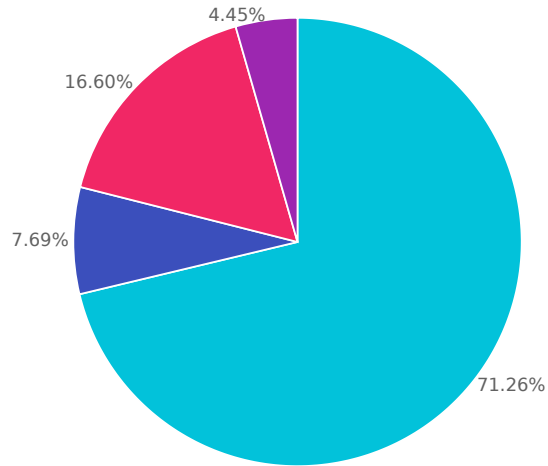
- COVID-19 Wage Subsidy Scheme (TWSS or EWSS)
- Revenue refunds/forbearance
- MicroFinance Ireland COVID-19 loan
- Hire purchase/lease payment break
- Invoice finance
- Ready for Customs Grant
- COVID-19 Restrictions Support Scheme (CRSS)
- SBCI COVID-19 Working Capital Scheme
- Business mortgage payment break
- Short term loan
- Director's loan
- Not Applicable
- COVID-19 Pandemic Unemployment Payment (self-employed)
- The Credit Guarantee Scheme
- Business loan payment break
- Peer to peer finance
- Restart Grant/Restart Grant Plus
- Other (Please specify)

Choices	Response percent	Response count
COVID-19 Wage Subsidy Scheme (TWSS or EWSS)	63.56%	157
COVID-19 Restrictions Support Scheme (CRSS)	7.69%	19
COVID-19 Pandemic Unemployment Payment (self-employed)	15.79%	39
Revenue refunds/forbearance	11.74%	29
SBCI COVID-19 Working Capital Scheme	5.67%	14
The Credit Guarantee Scheme	2.83%	7
MicroFinance Ireland COVID-19 loan	1.21%	3
Business mortgage payment break	3.64%	9
Business loan payment break	8.10%	20
Hire purchase/lease payment break	4.86%	12
Short term loan	3.24%	8
Peer to peer finance	1.21%	3
Invoice finance	1.62%	4
Director's loan	6.48%	16
Restart Grant/Restart Grant Plus	27.94%	69
Ready for Customs Grant	2.83%	7
Not Applicable	21.05%	52
Other (Please specify)	8.50%	21

Q4

Describe how your bank is dealing with you during this crisis:

Answered: 247 Skipped: 0



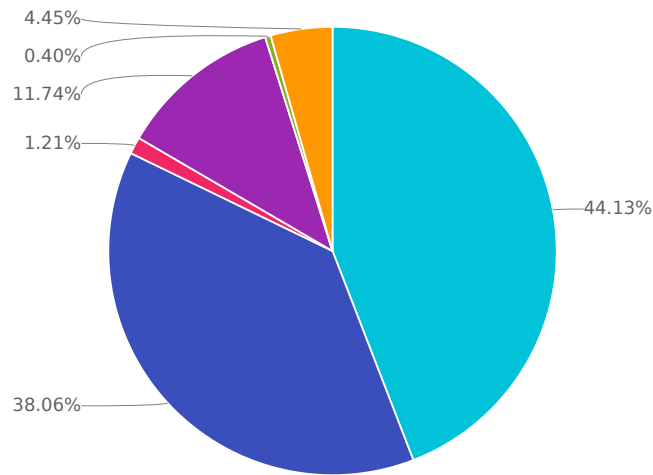
- I have not sought assistance from my bank
- My bank is showing flexibility and forbearance in dealing with my company
- My bank is being neither helpful nor unhelpful: business as usual
- My bank is being unhelpful or is refusing my request for help

Choices	Response percent	Response count
I have not sought assistance from my bank	71.26%	176
My bank is showing flexibility and forbearance in dealing with my company	7.69%	19
My bank is being neither helpful nor unhelpful: business as usual	16.60%	41
My bank is being unhelpful or is refusing my request for help	4.45%	11

Q5

What is the name of your bank?

Answered: 247 Skipped: 0



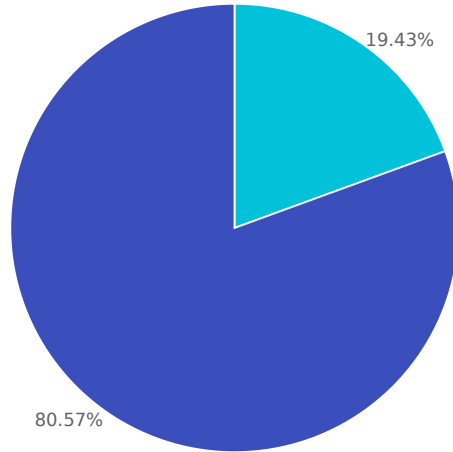
- AIB
- BOI
- PTSB
- Ulster Bank
- KBC
- Danske
- UniCredit
- CitiBank
- Other (Please specify)

Choices	Response percent	Response count
AIB	44.13%	109
BOI	38.06%	94
PTSB	1.21%	3
Ulster Bank	11.74%	29
KBC	0.00%	0
Danske	0.40%	1
UniCredit	0.00%	0
CitiBank	0.00%	0
Other (Please specify)	4.45%	11

Q6

Are you owed any trade monies by a State, or Semi-State agency?

Answered: 247 Skipped: 0



● Yes

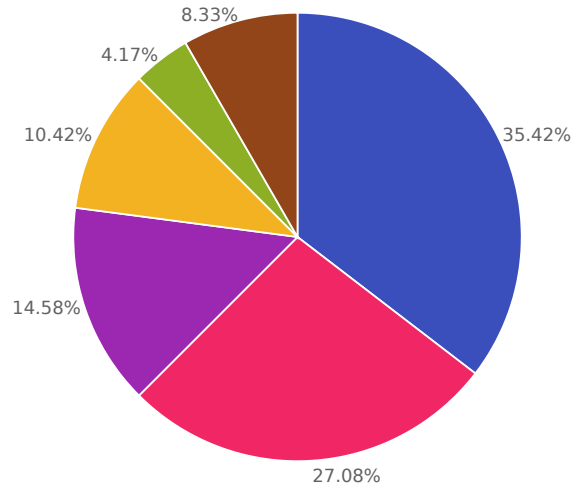
● No

Choices	Response percent	Response count
Yes	19.43%	48
No	80.57%	199

Q7

If so, how much are you owed?

Answered: 48 Skipped: 199



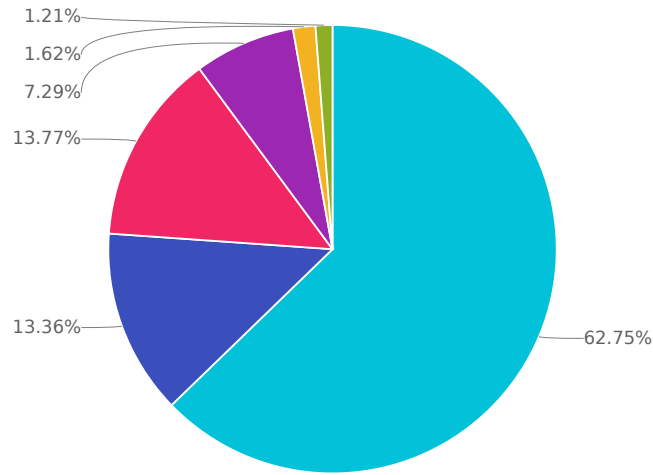
- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	0.00%	0
Less than €10k	35.42%	17
€10k- €50k	27.08%	13
€50k- €100k	14.58%	7
€100k- €250k	10.42%	5
€250k- €500k	4.17%	2
€500k and above	8.33%	4

Q8

As things stand in the COVID-19 pandemic, my business can continue as a viable going concern for:

Answered: 247 Skipped: 0



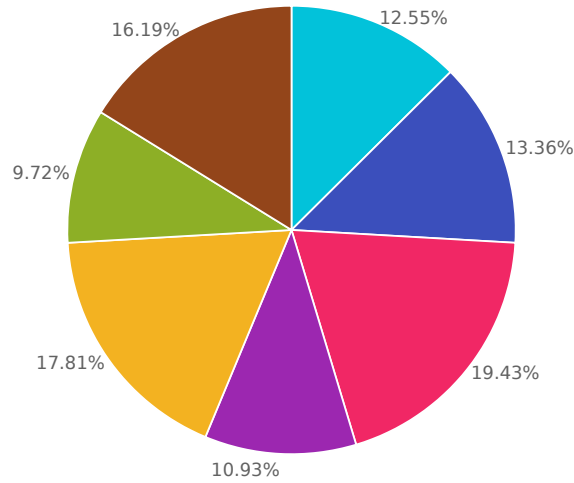
- More than 9 months
- 6 to 9 months
- 3 to 6 months
- 1 to 3 months
- Up to 1 month
- My business will cease trading

Choices	Response percent	Response count
More than 9 months	62.75%	155
6 to 9 months	13.36%	33
3 to 6 months	13.77%	34
1 to 3 months	7.29%	18
Up to 1 month	1.62%	4
My business will cease trading	1.21%	3

Q9

What is the total of your business' outstanding debtors today?

Answered: 247 Skipped: 0



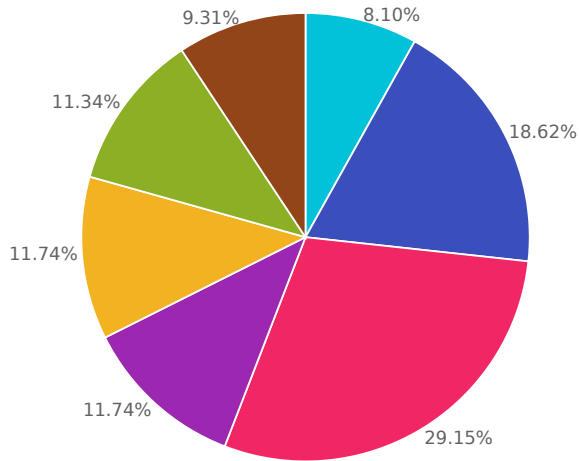
- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	12.55%	31
Less than €10k	13.36%	33
€10k- €50k	19.43%	48
€50k- €100k	10.93%	27
€100k- €250k	17.81%	44
€250k- €500k	9.72%	24
€500k and above	16.19%	40

Q10

What is the total of your business' outstanding creditors (excluding payroll but including the Revenue) today?

Answered: 247 Skipped: 0



- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	8.10%	20
Less than €10k	18.62%	46
€10k- €50k	29.15%	72
€50k- €100k	11.74%	29
€100k- €250k	11.74%	29
€250k- €500k	11.34%	28
€500k and above	9.31%	23