

Number of businesses who believe they can keep trading for more than 9 months has increased to 71%, up from 57% in November 2020.

November 2021

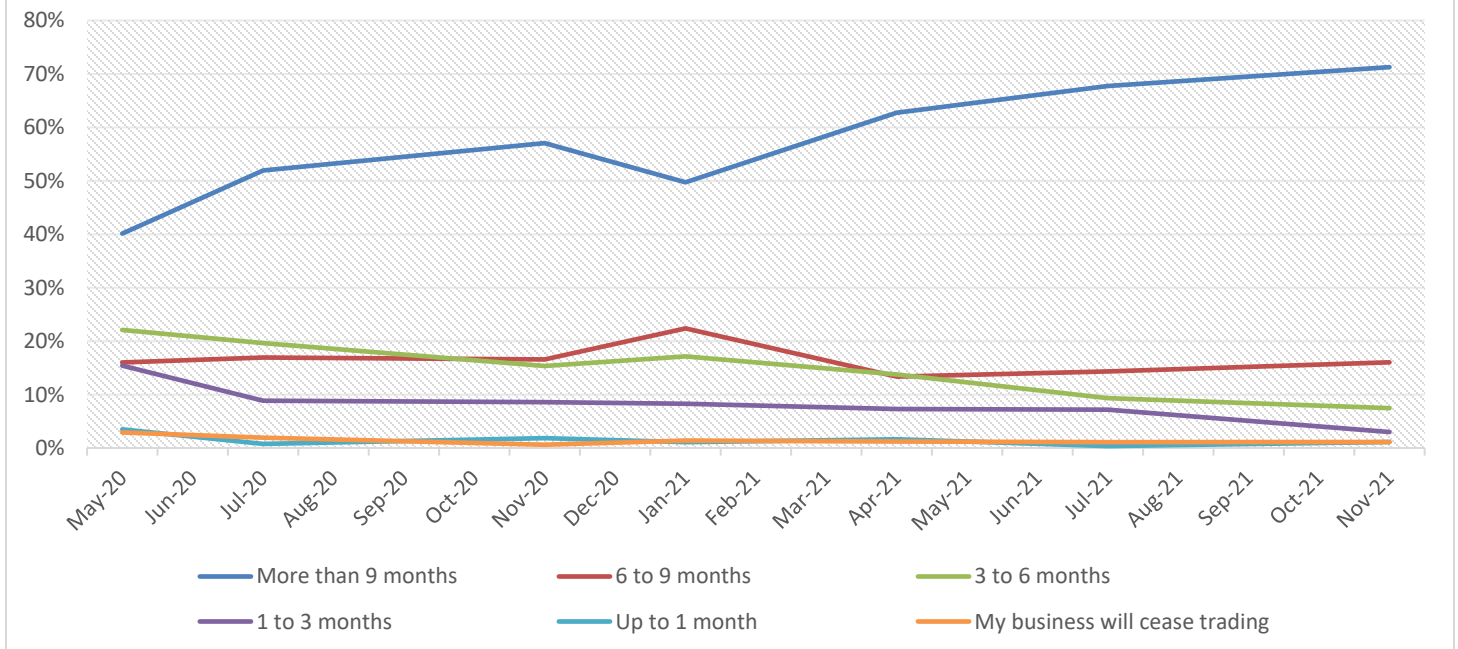
- 5% of businesses have availed of the SBCI working capital scheme, up 1% from July.
- 66% of those surveyed have availed of the COVID-19 Wage Subsidy Scheme (TWSS or EWSS), up from 62% in July.
- 15% of those surveyed are owed money from the State, or Semi-State agency, of that 15%, 38% are owed between €10 -50k.
- As things stand in the COVID-19 pandemic, 71% of business believe they can continue as a viable going concern for more than 9 months, up from 68% in July 2021.
- 12% of businesses' have outstanding debtors valued between €250k- €500k this is up from 7% in July 2021.

Today, 14th December ISME release the results of our ninth flash survey on COVID-19. The survey found that 66% of respondents are availing of the TWSS or EWSS, meaning wage supports remain by far the largest liquidity solution availed of by business. 11% of those surveyed are availing of the COVID Restrictions Support Scheme, down from 17% in July 2021.

15% of respondents were availing of the pandemic unemployment payment (PUP) as a self-employed person, down from 19% in July.

On a continued positive note, as you will see below, the number of respondents who believe their business can operate for more than 9 months has increased from 68% in July to 71% today. The number of respondents who believe their businesses will cease operating remains steady at 1%, as it has since November last year.

As things stand in the Covid19 pandemic, my business can continue as a viable going concern for:



70% of SMEs have yet to seek assistance from their banks. 15% of businesses are owed money by the State, up 1% from July 2021. Of those, 21% are owed less than €10,000 and 69% are owed between €10,000 and €250,000.

ISME CEO, Neil Mc Donnell commented:

It is great to see that confidence in business survival has increased by 3% since our July Covid survey. The dysfunctional nature of our banking system is evident from the survey, with 98% of respondents banking with AIB, BOI or Ulster Bank. The departure of Ulster Bank will effectively render the Irish banking market a duopoly. 45% of respondents are owed more than €100,000 by their trade debtors. It will be interesting to see how much of this debt is recovered as Covid supports are tapered in the New Year.

NOTES:

For further information please contact

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The list of Questions asked to the 268 respondents:

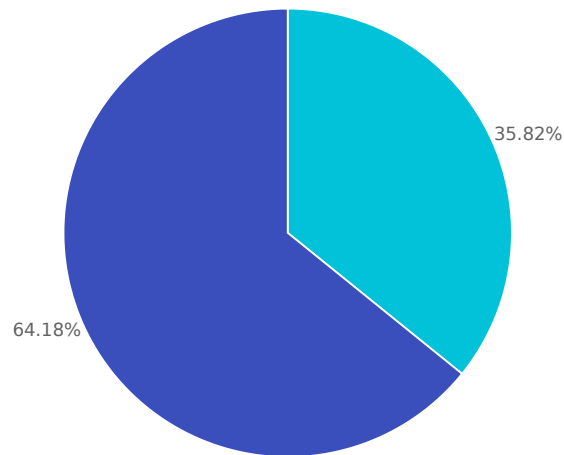
- Does your business operate in one of the essential business categories here? Please see here for the Government's list of essential business.
- How has COVID-19 affected your staffing?
- Have you availed of any of the following liquidity supports specifically to address COVID-19 liquidity? (tick all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

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: 268 Skipped: 0



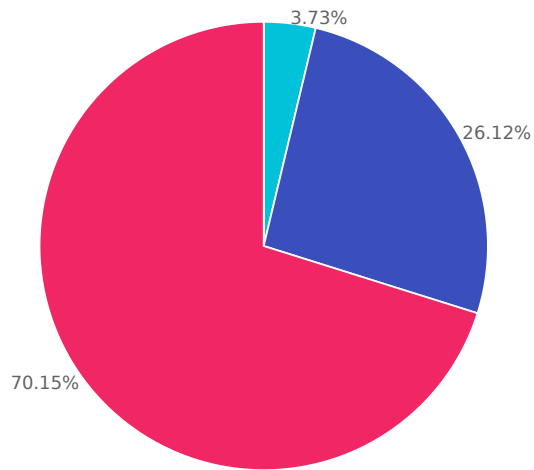
- Non-essential business
- Listed as essential by the government

Choices	Response percent	Response count
Non-essential business	35.82%	96
Listed as essential by the government	64.18%	172

Q2

How has COVID-19 affected your staffing?

Answered: 268 Skipped: 0



● All staff laid off

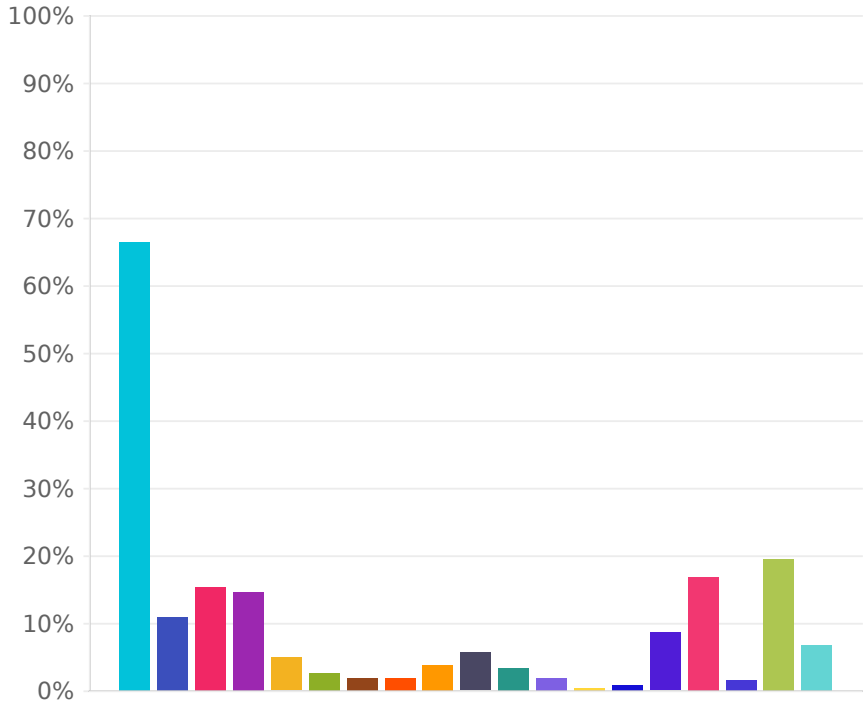
● Some staff laid off, some on wage subsidy scheme

● No effect on staff- working normally

Choices	Response percent	Response count
All staff laid off	3.73%	10
Some staff laid off, some on wage subsidy scheme	26.12%	70
No effect on staff- working normally	70.15%	188

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

Answered: 268 Skipped: 0



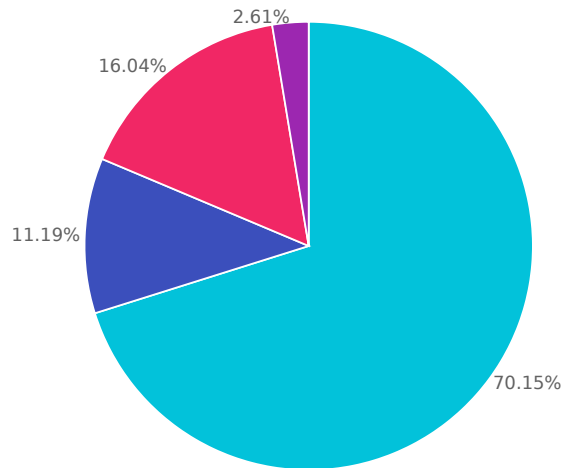
- COVID-19 Wage Subsidy Scheme (TWSS or EWSS)
- COVID-19 Restrictions Support Scheme (CRSS)
- COVID-19 Pandemic Unemployment Payment (self-employed)
- Revenue refunds/forbearance
- SBCI COVID-19 Working Capital Scheme
- Small Business Assistance Scheme for COVID (SBASC)
- The Credit Guarantee Scheme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

Choices	Response percent	Response count
COVID-19 Wage Subsidy Scheme (TWSS or EWSS)	66.42%	178
COVID-19 Restrictions Support Scheme (CRSS)	10.82%	29
COVID-19 Pandemic Unemployment Payment (self-employed)	15.30%	41
Revenue refunds/forbearance	14.55%	39
SBCI COVID-19 Working Capital Scheme	4.85%	13
Small Business Assistance Scheme for COVID (SBASC)	2.61%	7
The Credit Guarantee Scheme	1.87%	5
MicroFinance Ireland COVID-19 loan	1.87%	5
Business mortgage payment break	3.73%	10
Business loan payment break	5.60%	15
Hire purchase/lease payment break	3.36%	9
Short term loan	1.87%	5
Peer to peer finance	0.37%	1
Invoice finance	0.75%	2
Director's loan	8.58%	23
Restart Grant/Restart Grant Plus	16.79%	45
Ready for Customs Grant	1.49%	4
Not Applicable	19.40%	52
Other (Please specify)	6.72%	18

Q4

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

Answered: 268 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

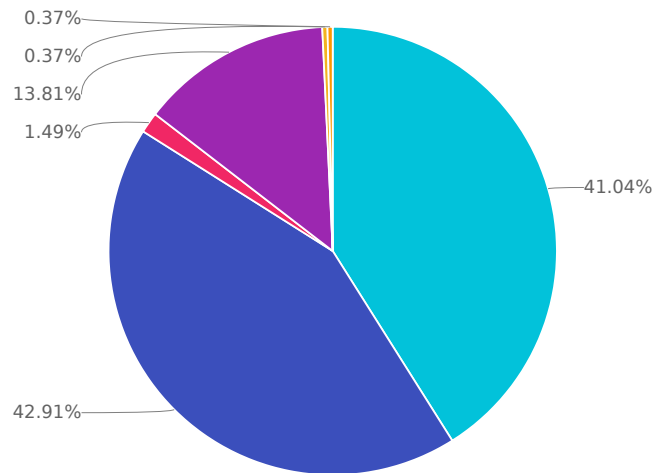
● My bank is being unhelpful or is refusing my request for help

Choices	Response percent	Response count
I have not sought assistance from my bank	70.15%	188
My bank is showing flexibility and forbearance in dealing with my company	11.19%	30
My bank is being neither helpful nor unhelpful: business as usual	16.04%	43
My bank is being unhelpful or is refusing my request for help	2.61%	7

Q5

What is the name of your bank?

Answered: 268 Skipped: 0



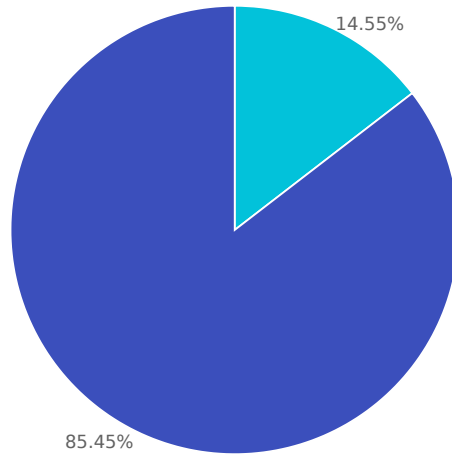
- AIB
- BOI
- PTSB
- Ulster Bank
- KBC
- Danske
- UniCredit
- CitiBank
- Other (Please specify)

Choices	Response percent	Response count
AIB	41.04%	110
BOI	42.91%	115
PTSB	1.49%	4
Ulster Bank	13.81%	37
KBC	0.37%	1
Danske	0.00%	0
UniCredit	0.00%	0
CitiBank	0.00%	0
Other (Please specify)	0.37%	1

Q6

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

Answered: 268 Skipped: 0



● Yes

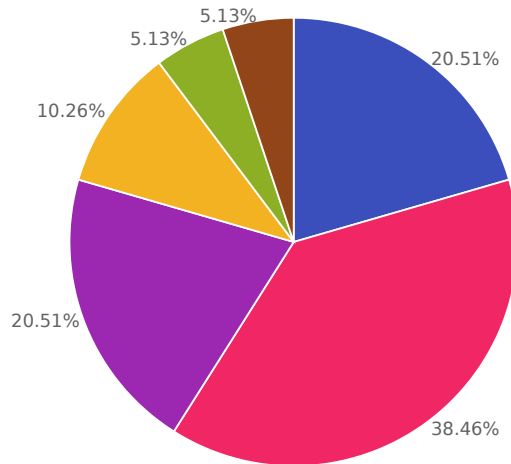
● No

Choices	Response percent	Response count
Yes	14.55%	39
No	85.45%	229

Q7

If so, how much are you owed?

Answered: 39 Skipped: 229



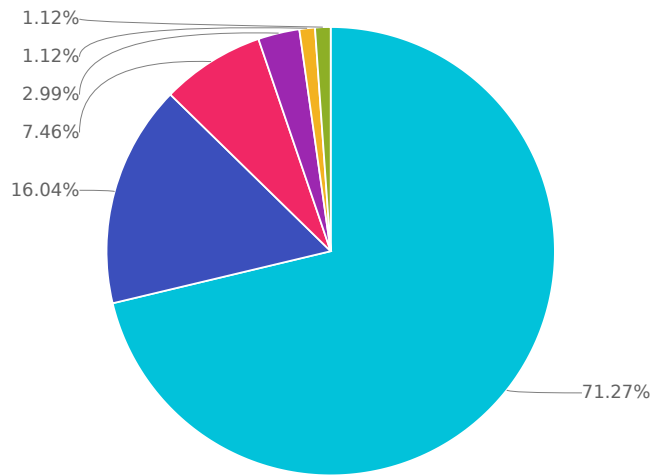
- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	0.00%	0
Less than €10k	20.51%	8
€10k- €50k	38.46%	15
€50k- €100k	20.51%	8
€100k- €250k	10.26%	4
€250k- €500k	5.13%	2
€500k and above	5.13%	2

Q8

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

Answered: 268 Skipped: 0



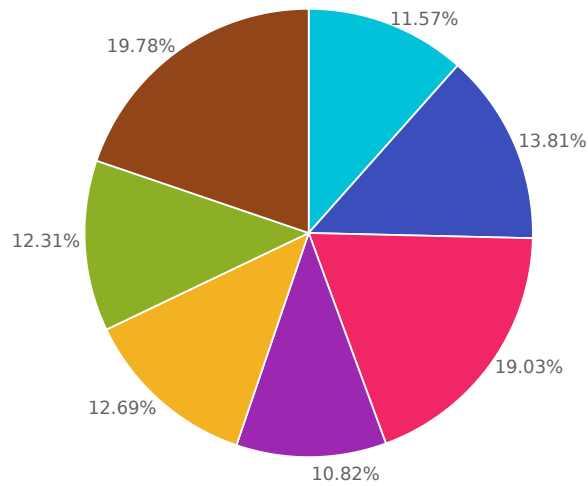
- More than 9 months
- 6 to 9 months
- 3 to 6 months
- 1 to 3 months
- Up to 1 month
- My business will cease trading

Choices	Response percent	Response count
More than 9 months	71.27%	191
6 to 9 months	16.04%	43
3 to 6 months	7.46%	20
1 to 3 months	2.99%	8
Up to 1 month	1.12%	3
My business will cease trading	1.12%	3

Q9

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

Answered: 268 Skipped: 0



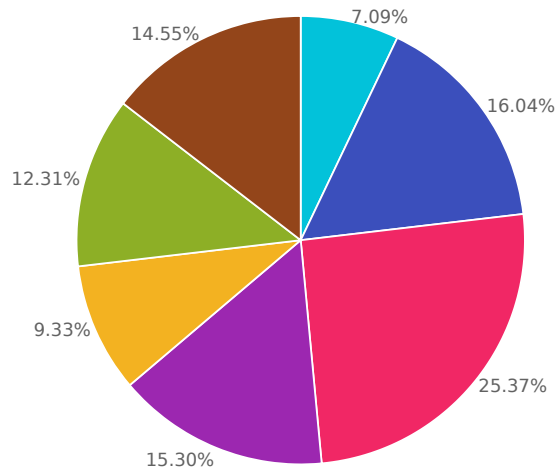
- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	11.57%	31
Less than €10k	13.81%	37
€10k- €50k	19.03%	51
€50k- €100k	10.82%	29
€100k- €250k	12.69%	34
€250k- €500k	12.31%	33
€500k and above	19.78%	53

Q10

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

Answered: 268 Skipped: 0



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

Choices	Response percent	Response count
None	7.09%	19
Less than €10k	16.04%	43
€10k- €50k	25.37%	68
€50k- €100k	15.30%	41
€100k- €250k	9.33%	25
€250k- €500k	12.31%	33
€500k and above	14.55%	39