

## Number of businesses who believe they can keep trading for more than 9 months has increased from 20% in April to 58% in November

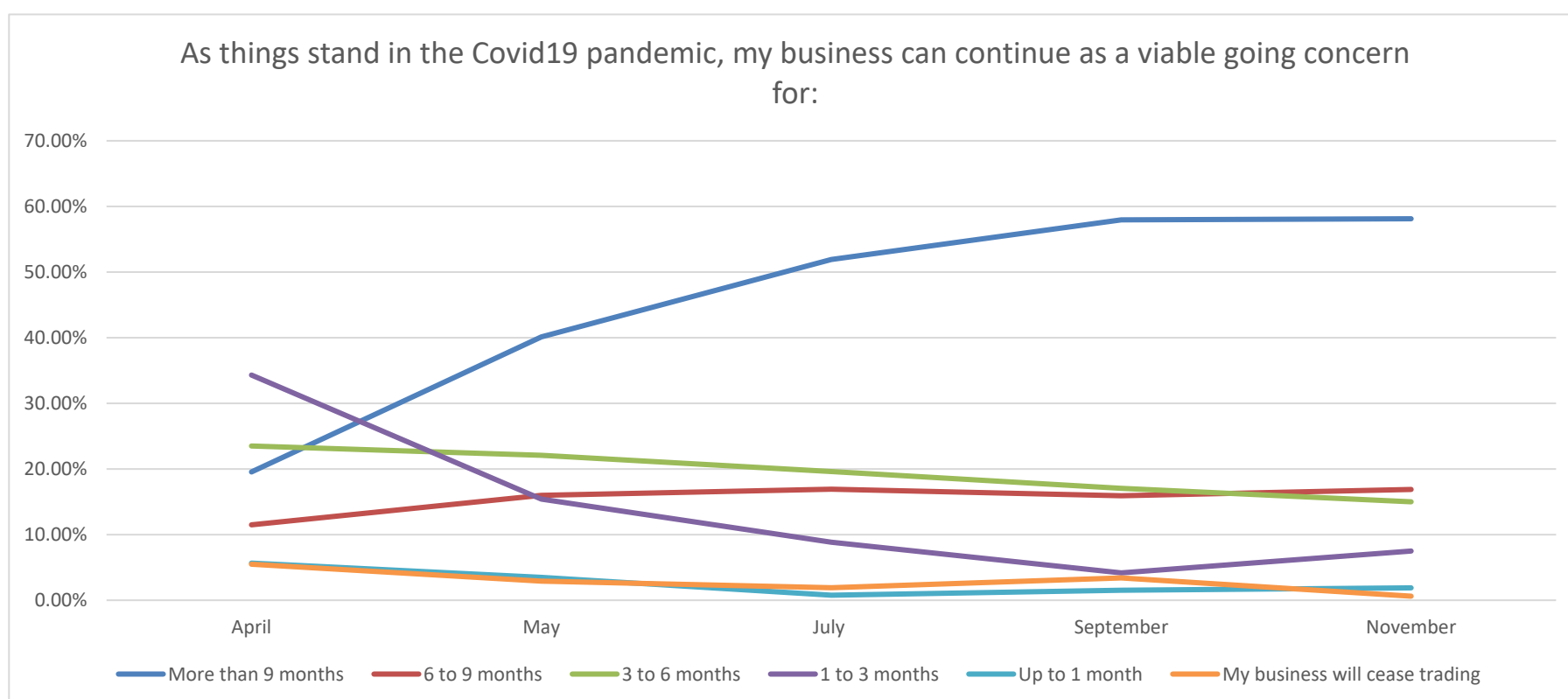
2<sup>nd</sup> December 2020

Today, the 2<sup>ND</sup> of December ISME release the results of our fifth flash survey on COVID-19. The survey found that 68% of respondents are availing of the TWSS or EWSS, making wages supports by far the largest liquidity solution availed of by business. Just 16% of those surveyed are availing of the Covid Restrictions Support Scheme

While some 25% of respondents were availing of the pandemic unemployment payment (PUP) as a self-employed person, up from 21% in September.

- 35% of businesses have availed of a Restart Grant, a significant improvement on the 4% who had applied in September
- 5.62% of businesses have availed of the SBCI working capital scheme, up from 4%
- Only 3% have availed of a MicroFinance Ireland loan
- 3% have availed of the Credit Guarantee Scheme, an improvement on the 0.4% reported in September.

On a positive note, as you will see below, the number of respondents who believe their business will cease trading has dropped from 5% in April to less than 1% in November. The number who believe they can keep trading for more than 9 months has increased from 20% in April to 58% in November - full data in notes.



Almost 63% of SMEs have yet to seek assistance from their banks. While 19% of businesses are owed money by the State. Of those, 32% are owed less than €10,000, and 58% are owed between €10,000 and €250,000.

### ISME CEO, Neil Mc Donnell commented;

We are delighted to see the improvement in SME sentiment on business survival since our last Covid-19 survey. The proximity of the end of the Level 5 lockdown, as well as the increasingly positive news on vaccine approvals, have no doubt raised levels of optimism. While we are all looking forward to an active trading period for Christmas, we ask everyone to play their part in ensuring there is no spike in case numbers by sticking to the public health guidance in preventing Covid-19 spread:

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

NOTES:

For further information please contact [marketing@isme.ie](mailto:marketing@isme.ie)

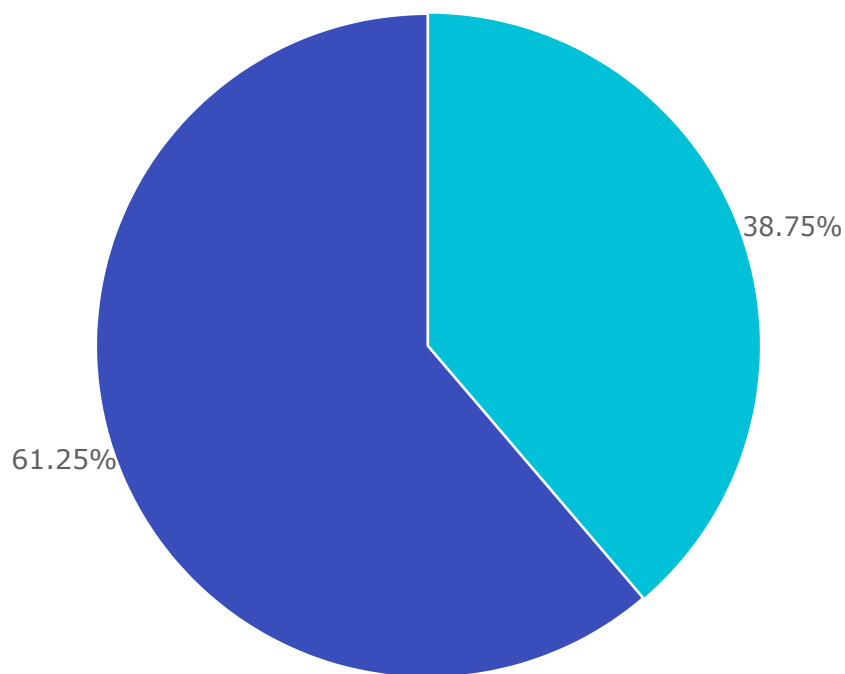
**The list of Questions asked to the 160 respondents**

1. Does your business operate in one of the essential business categories here?
2. How has Covid19 affected your staffing?
3. Have you availed of any of the following liquidity supports specifically to address Covid19 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. As things stand in the Covid19 pandemic, my business can continue as a viable going concern for:
8. What is the total of your business' outstanding debtors today?
9. What is the total of your business' outstanding creditors (excluding payroll but including the Revenue) today?

11

Does your business operate in one of the essential business categories here? Please see here for the Governments list of essential business.

Answered: 160 Skipped: 0

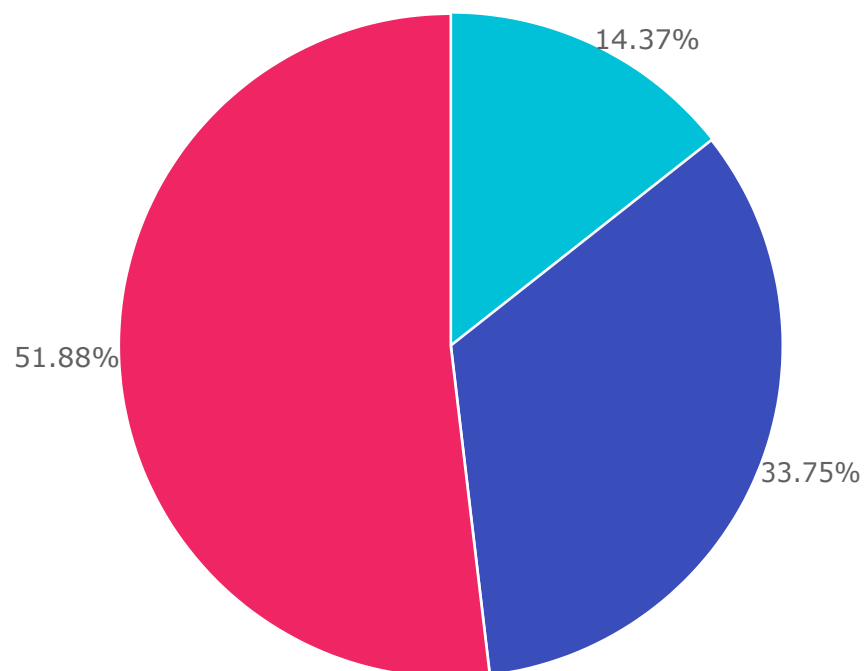


- Non-essential business
- Listed as essential by the government

Choices	Response percent	Response count
Non-essential business	38.75%	62
Listed as essential by the government	61.25%	98

## How has Covid19 affected your staffing?

Answered: 160 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	14.38%	23
Some staff laid off, some on wage subsidy scheme	33.75%	54
No effect on staff- working normally	51.88%	83

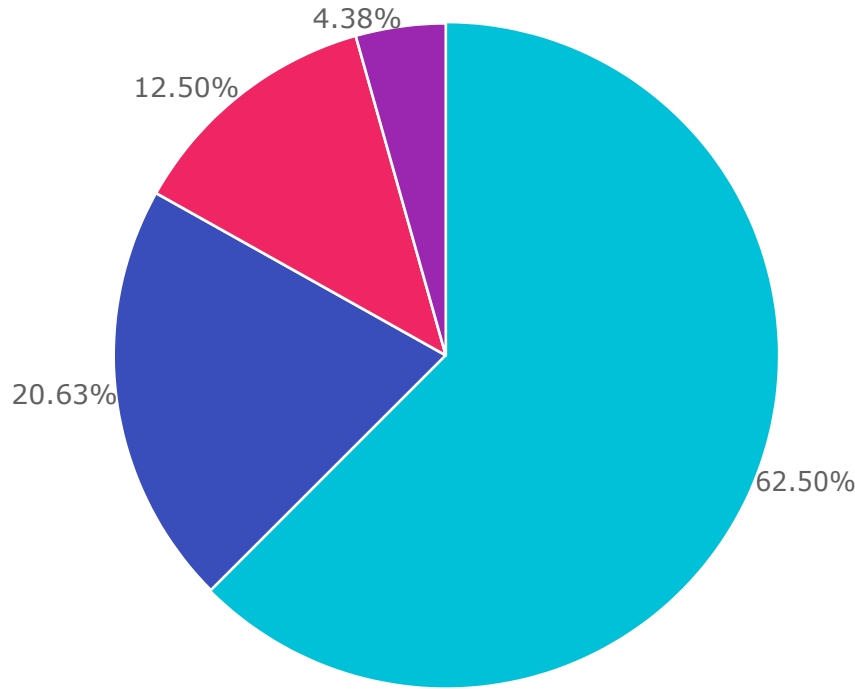
Have you availed of any of the following liquidity supports specifically to address Covid19 liquidity? (tick al that apply)

Answered: 160 Skipped: 0

Choices	Response percent
Covid-19 Wage Subsidy Scheme (TWSS or EWSS)	68.12%
Covid Restrictions Support Scheme (CRSS)	15.62%
Covid-19 Pandemic Unemployment Payment(self- employed)	25.00%
Revenue refunds/forbearance	18.75%
SBCI COVID-19 Working Capital Scheme	5.62%
The Credit Guarantee Scheme	2.50%
MicroFinance Ireland COVID-19 loan	3.12%
Business mortgage payment break	11.25%
Business loan payment break	17.50%
Hire purchase/lease payment break	10.62%
Short term loan	3.75%
Peer to peer finance	0.62%
Invoice finance	0.62%
Director's loan	3.12%
Restart Grant/Restart Grant Plus	35.00%
Ready for Customs Grant	2.50%
Not Applicable	14.38%
Other (Please specify)	11.25%

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

Answered: 160 Skipped: 0

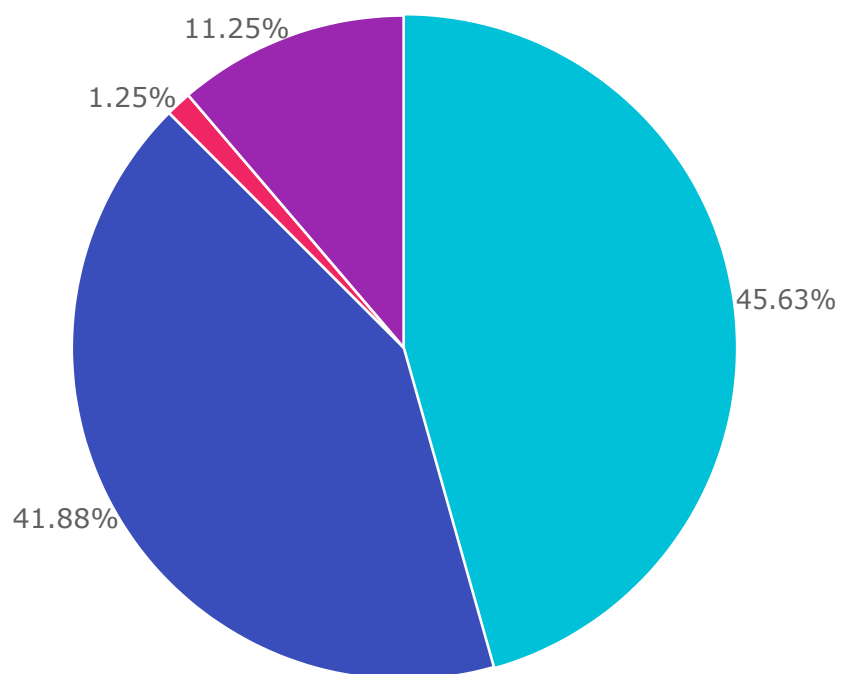


- I have not sought assistance from my bank
- My bank is showing flexibility and forbearance in dealing with my company
- My bank is being neither helpful nor unhelpful: business as usual
  
- My bank is being unhelpful or is refusing my request for help

Choices	Response percent	Response count
I have not sought assistance from my bank	62.50%	100
My bank is showing flexibility and forbearance in dealing with my company	20.62%	33
My bank is being neither helpful nor unhelpful: business as usual	12.50%	20
My bank is being unhelpful or is refusing my request for help	4.38%	7

## What is the name of your bank?

Answered: 160 Skipped: 0

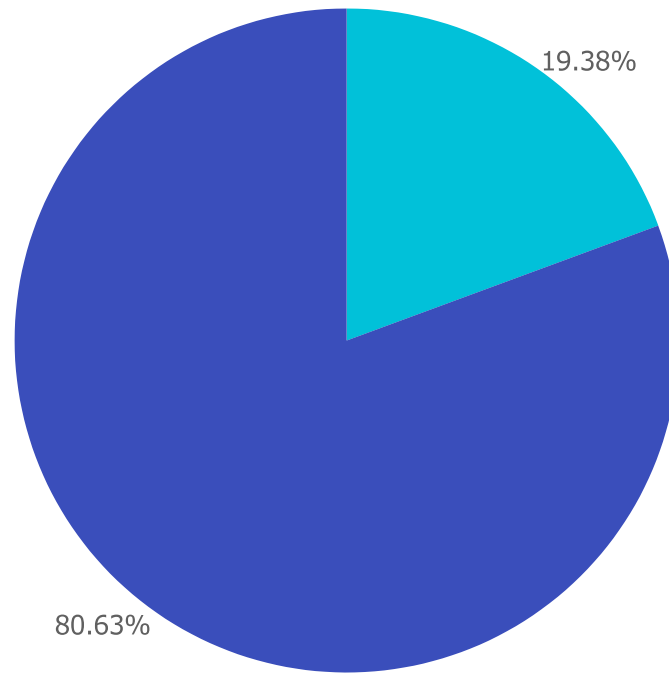


- AIB ●
- BOI ●
- PTSB ●
- Ulster Bank ●
- KBC ●
- Danske ●
- UniCredit ●
- CitiBank ●
- Other (Please specify) ●

Choices	Response percent	Response count
AIB	45.62%	73
BOI	41.88%	67
PTSB	1.25%	2
Ulster Bank	11.25%	18
KBC	0.00%	0
Danske	0.00%	0
UniCredit	0.00%	0
CitiBank	0.00%	0
Other	0.00%	0

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

Answered: 160 Skipped: 0



● Yes

● No

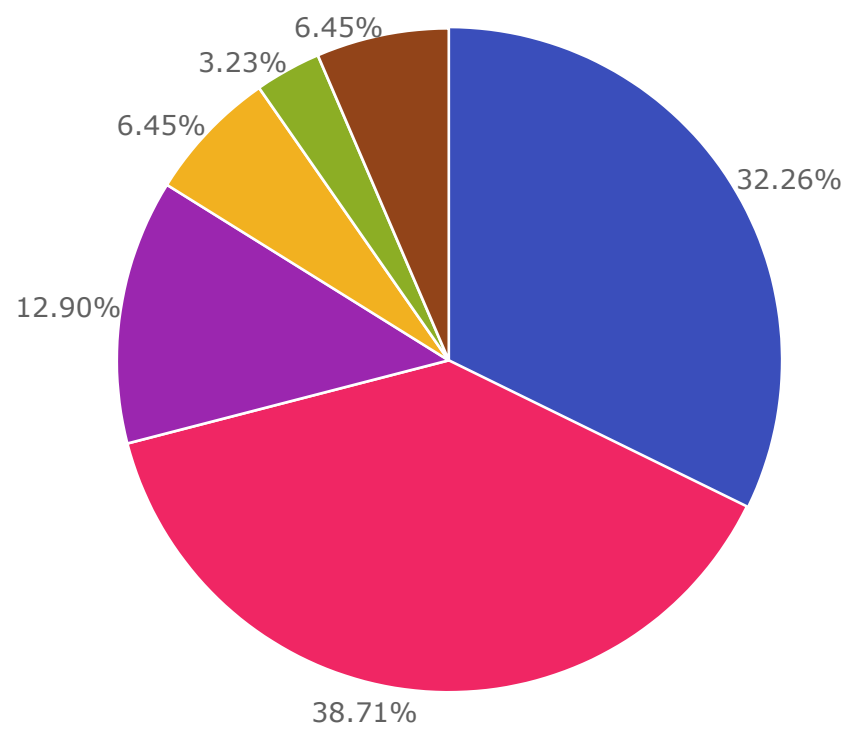
Choices	Response percent	Response count
Yes	19.38%	31
No	80.62%	129





If so, how much are you owed?

Answered: 31 Skipped: 129

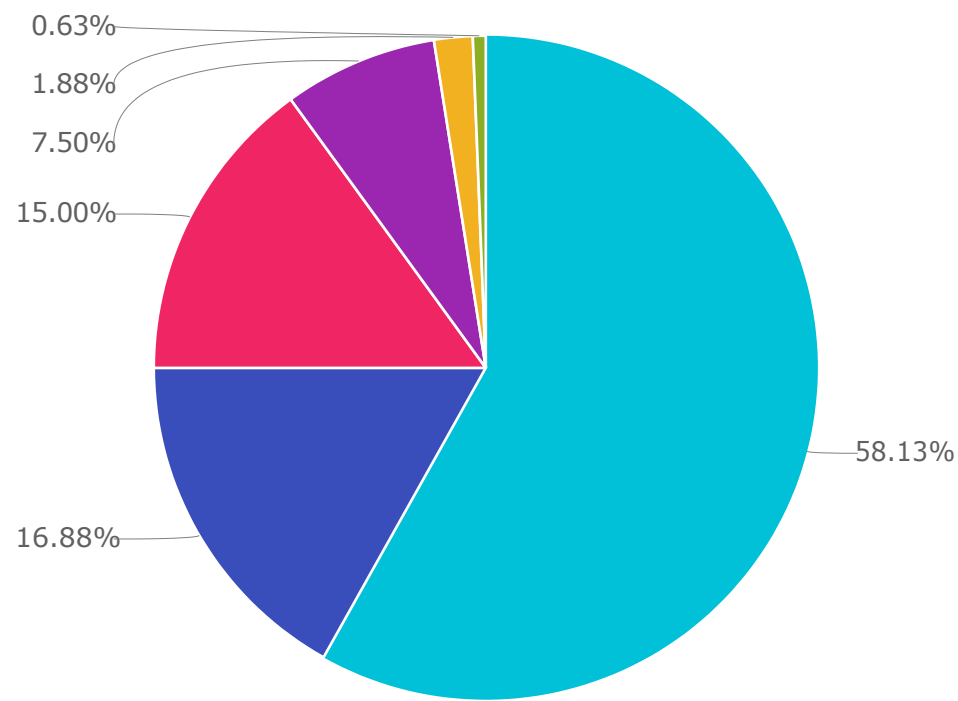


- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	0.00%	0
Less than €10k	32.26%	10
€10k- €50k	38.71%	12
€50k- €100k	12.90%	4
€100k- €250k	6.45%	2
€250k- €500k	3.23%	1
€500k and above	6.45%	2

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

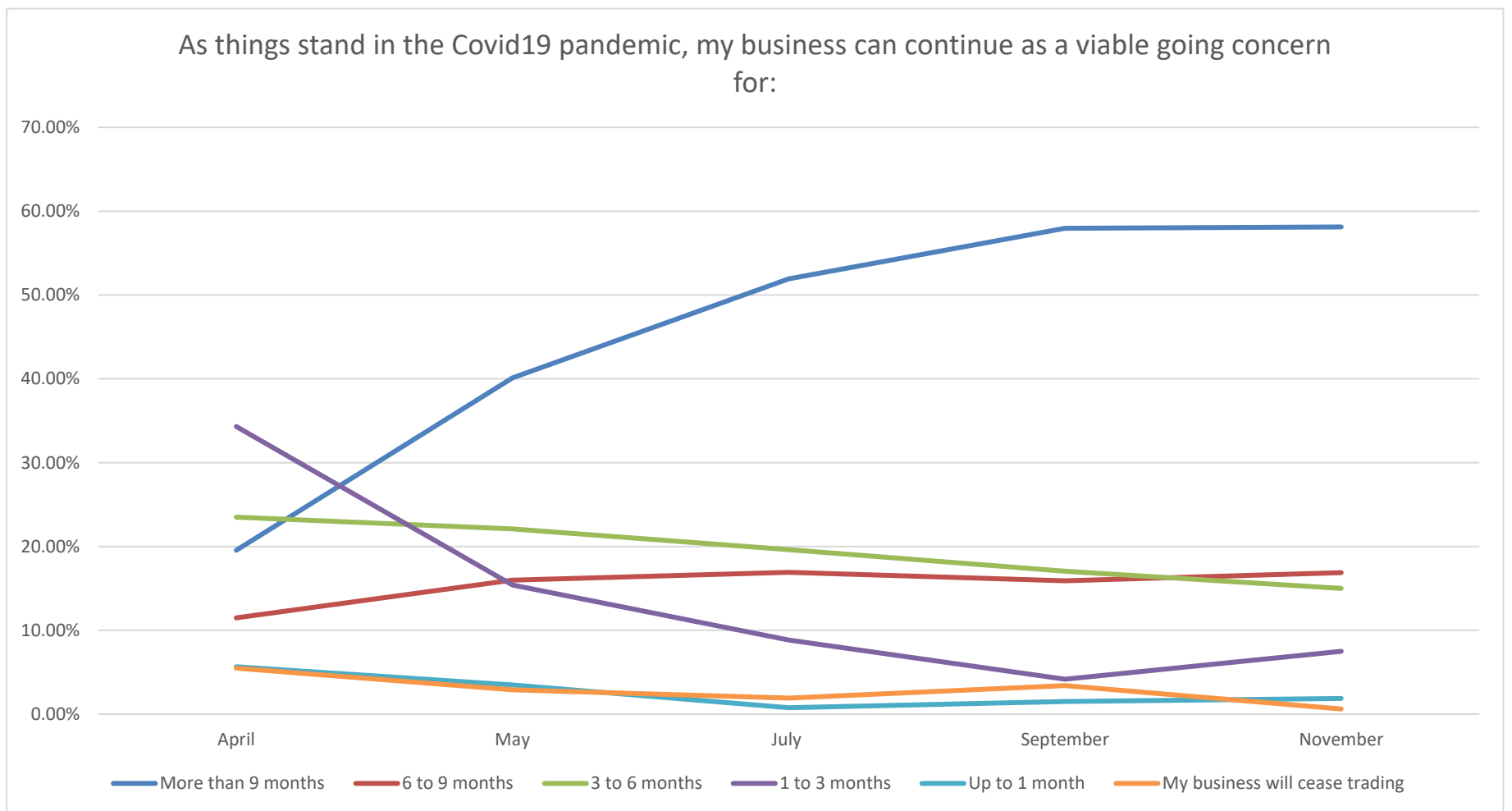
Answered: 160 Skipped: 0



- 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

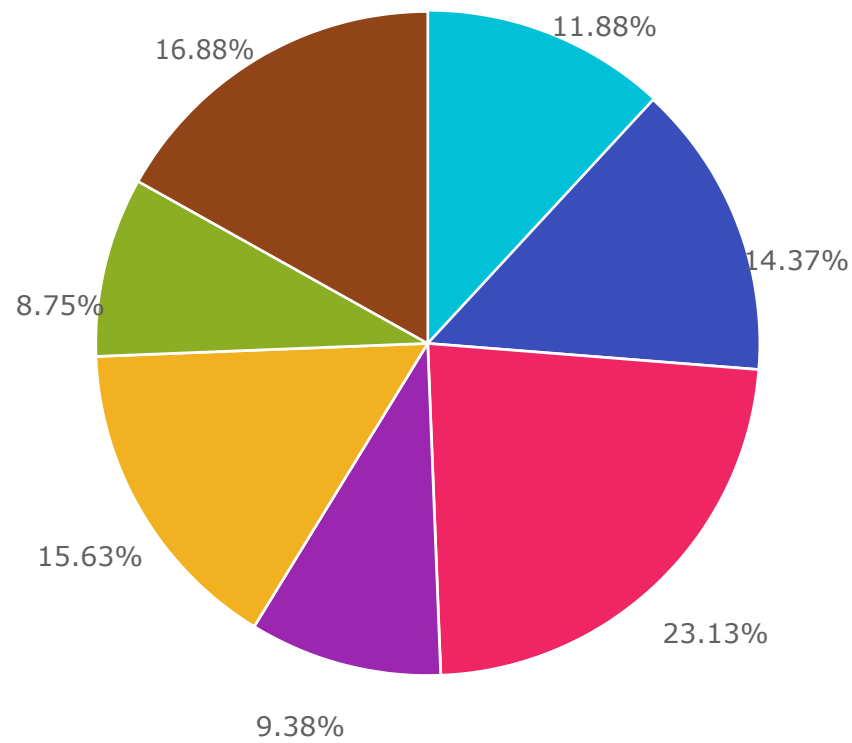
Choices	Response percent	Response count
More than 9 months	58.12%	93
6 to 9 months	16.88%	27
3 to 6 months	15.00%	24
1 to 3 months	7.50%	12
Up to 1 month	1.88%	3
My business will cease trading	0.62%	1

	April	May	July	September	November
More than 9 months	19.55%	40.12%	51.92%	57.95%	58.12%
6 to 9 months	11.49%	15.99%	16.92%	15.91%	16.88%
3 to 6 months	23.50%	22.09%	19.62%	17.05%	15.00%
1 to 3 months	34.31%	15.41%	8.85%	4.17%	7.50%
Up to 1 month	5.66%	3.49%	0.77%	1.52%	1.88%
My business will cease trading	5.49%	2.91%	1.92%	3.41%	0.62%



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

Answered: 160 Skipped: 0

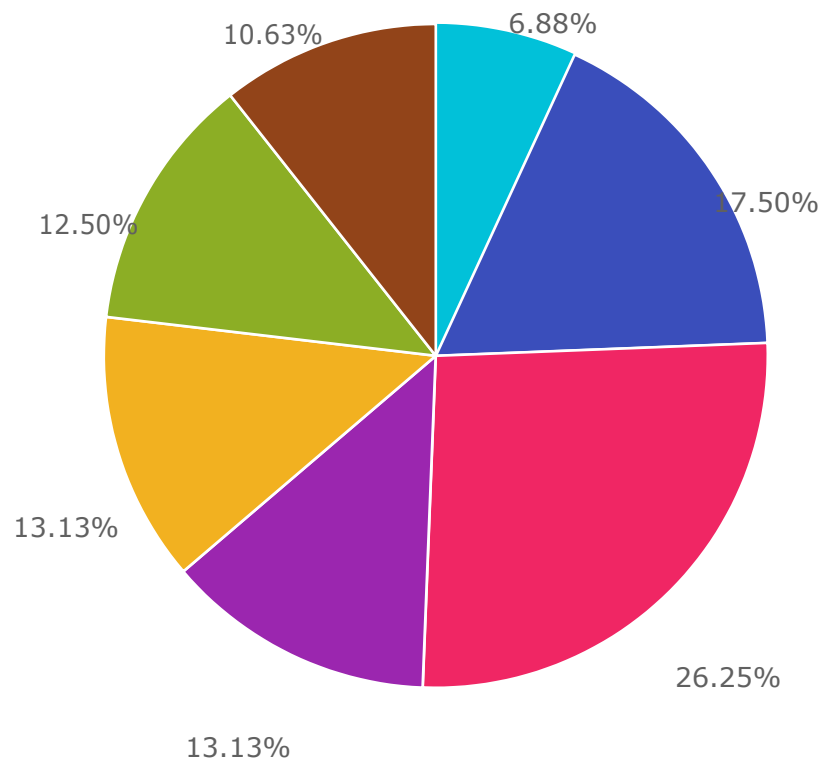


- None
- Less than €10k
- €10k- €50k
- €50k- €100k
- €100k- €250k
- €250k- €500k
- €500k and above

Choices	Response percent	Response count
None	11.88%	19
Less than €10k	14.38%	23
€10k- €50k	23.12%	37
€50k- €100k	9.38%	15
€100k- €250k	15.62%	25
€250k- €500k	8.75%	14
€500k and above	16.88%	27

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

Answered: 160 Skipped: 0



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

Choices	Response percent	Response count
None	6.88%	11
Less than €10k	17.50%	28
€10k- €50k	26.25%	42
€50k- €100k	13.12%	21
€100k- €250k	13.12%	21
€250k- €500k	12.50%	20
€500k and above	10.62%	17