

Access to Credit

October 2015

www.CreditReview.ie

We're here to



help



The Credit
Review Office

We're here to help.

If your business has had credit facilities refused, reduced or withdrawn by a NAMA bank.

Talk to the Credit Review Office.

If you're a small business, sole trader or farm owner who has had difficulty getting credit or loan facilities of up to €250,000, or has had an unfavourable change to your existing credit terms and conditions, get in touch with us for an independent review. Our process is independent, easy to complete and covers all applicants for new loans or restructured credit facilities.

Talk to us on
1850 211 789

Mission - to ensure viable businesses have access to credit

Two Elements:

- Simple and effective review process for businesses and farmers **refused/reduced/withdrawn** credit by banks
- Reports regularly to Minister for Finance on credit trends
- Small staff and a panel of experienced Credit Reviewers – called on when needed
- Reviewers have significant front-line SME credit experience, engage directly with borrowers when necessary.
- Every effort is made to try and find a bankable proposal-viability is key

Helpline – Lo-call 1850 211789

Credit Review Office

Service to SME / Farmer	Provides independent review of banks decision to refuse credit, restructure and refinance
Type of Credit Facility	Credit Facilities from €1k - €3m – loans, overdrafts, invoice discounting
Participating Banks	AIB, Bank of Ireland, Ulster Bank – & PTSB soon
Sectors	All sectors - Small and Medium enterprises incl farmers (>250 employees, >€50m t/o)
Borrowers	Sole trader/partnership/limited company
Apply Direct	www.creditreview.ie Locall 1850211789

Credit Review Office – Process

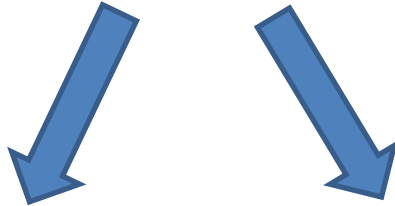


- Application Form and Consent Form – summary, tick boxes
- Nominal Fee - €100-€250
- Timescale – 4 to 6 weeks: Has Internal Appeal been done?
Is all necessary information available?
- Bank to provide information used in reaching the credit decision (business plan, projections etc submitted)
- Output: Opinion, 5-6 pages with Recommendations (Borrower and Bank), and Agreed Next Actions Bank

BANK MUST COMPLY OR EXPLAIN

Banks lend to Low/ Medium risk SMEs

The SME side



VIABILITY

GOING CONCERN

KEY= Cashflow/ EBITDA

- Sufficient future free cash to make projected repayments
- Are the projections credible?

Consider: Management Team ability
Past performance/track record
Future Potential
Market/Sector
Existing debt/liabilities

The Banks' side

**Bank Boards' Credit Risk Appetite,
Lending Policies, Regulation and Capital Adequacy**

STAKE

Banks' -V –
Others'
Stake in the
project

SECURITY

Quality and
Realisability

SECTOR

Exposure to
Market/locality

Can the Application be made Bankable/Derisked?
Any there any Non Bank Sources of Finance?
Government/ Non Government

- To enable the bank to part finance the deal
- To remove the need for bank finance

Credit Review Office Statistics

Credit Review Office Case Statistics mid-Sept 2015

	Cases Reviewed	Bank Decision Upheld	Bank Decision Disputed	Withdrawn	% Overturned	Credit Recommended	Jobs Protected
Total	479	186	235	58	55%	€33.5m	2299

Banks' Internal Appeals Statistics June 2015

	Cases Reviewed	Bank Decision Upheld	Bank Decision Overturned	% Overturned
Total	1836	1361	475	26%



Credit Review Office – Feedback

