



Financial Supports during Covid-19 & Managing Cashflow

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Webinar for: DCU National Centre for Family Business

COVID-19: A Health & Community Priority with Business & Economic Consequences



“Our SME customers have told us the main concerns they have as they reopen include the welfare of their employees and customers, the uncertainty regarding consumer demand and the costs associated with funding the reopening of their businesses.”

2020

- Jan to June– React; Respond
- June to Dec – Reopen; Stabilize ; Respond ; (Pivot?)

2020 to 2022

- Reinvest; Reinvigorate; Review; Re-Imagine

AIB examples of supports for Family Business through COVID-19 (1):



Up to 6 Month payment break on existing AIB loan facilities

- Customers who already availed of a COVID-19 payment break – AIB will contact you
- Please contact us if you require a payment break for the first time ASAP
- COVID-19 payment breaks are being availed of by Business, Home Mortgage, and Personal Loan customers
- A “call me back” option on [-www.aib.ie/covid19](https://www.aib.ie/covid19)
- Dedicated phone line **(0818 300 113)**

Working Capital Solutions

- Overdraft
- Business Credit Line
- Prompt Pay
- Asset Finance & Invoice Finance
- Deferral/Refund of Business Current Account Fees

AIB COVID-19 examples of Supports for Family Business through COVID-19 (2):



Specialist/Sector Solutions

- AIB Sector & Specialist Teams – e.g. Energy, Tech, Agri, Hospitality, Retail, Manufacturing
- Specific financing instruments – e.g. Mezzanine, Equity, State supported funding instruments
- Sector specific podcasts with business owner insights

Treasury Solutions

- Trade finance solutions
- Foreign Exchange Risk Management
- Particularly important when importing and exporting to new foreign markets
- Manage margins, certainty of payment, terms of trade

AIB Merchant Services Business Supports

- Further streamline customer and supplier payments
- Digital/contactless
- Contact at rrm@aibms.com

Government Covid-19 Supports for Business



SBCI & Credit Guarantee Scheme are available through AIB

SBCI

- [Covid Working Capital Loan scheme](#), Term 1-3 Years, Amounts of €25k up to €1.5m – (Up to €500k unsecured)
- [Future Growth Loan scheme](#), Term 8-10 Years, Amounts of €100k up to €3.0m for SMEs and €50K- €3m for Agri (Up to €500k unsecured)

Credit Guarantee Scheme

- Facilities of €10,000 up to €1m
- Terms of up to 7 years
- Can be used where limited security available or if business operates in a sector or technology perceived as higher risk

Enterprise Ireland

- €180m Sustaining Enterprise Fund (SEF)
- SEF Small Business Loans up to €50k
- €5,000 Covid-19 Business Financial Planning Grant

Other Supports

- [Microfinance Ireland](#), Business Loans up to €50k - Term 1-3 Years - Up to 6 months interest and repayment free
- [LEO supports](#) e.g. grants & training & mentoring- Restart Grant for Small Businesses, from €2000 to €10000, Trading Online Voucher - €2.5k
- [ISIF Pandemic Stabilisation & Recovery Fund](#) - €2bn investment fund to be allocated to medium and large enterprises, Multiple investment types (e.g debt & equity)

Cashflow Management



Frequently Asked Question: “I am closed, with no revenue flow, why bother with preparing a cashflow statement?”

Your Business Bank Account

- Determine what is in your working account now - this is your starting point.
- What are your immediate cash needs?

Utilise your Business Connections

- Financial Advisors – e.g. your Accountant
- Bank or Financial Service provider
- Local County Council
- Local Chamber
- Local Enterprise Office
- Membership Organisations



Prepare a Cashflow statement

- Utilise online resources for templates
- e.g. AIB’s Small Business Cash Flow Planner
- Weekly & monthly for the next 6 months is key focus

Cash In & Fixed Costs v Variable Costs

- What can customers / Debtors pay you now (cash in)
- What must be paid out & covered from cash flow now
- Tightly manage stock and supplies
- Review All cost items, including ‘Fixed Costs’
- Avail of Payment Breaks & other Bank supports
- Maximise your use of Government Support Packages Available
- Can credit terms be re- negotiated



From Surviving to Thriving – Pivot & Reimagine

USP – Leveraging strength? Time to think strategically

Pivot where necessary

- Core offering – product, service, quality, purpose
- Delivery – digital, high touch, living with COVID-19 – changes?
- People policy – WFH, Well Being

Global Shifts Become Local Opportunities

- The Doughnut City/Community
- Sustainability – how you earn your profits & contain costs

Covid-19 AIB – How to Contact Us



Covid-19 Customer Contacts



Important Regulatory Information.

Lending criteria, terms and conditions apply. Credit facilities are subject to repayment capacity and financial status and are not available to persons under 18 years of age. Security may be required. Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland.