

iwoca's SME Expert Index

Q2 2021

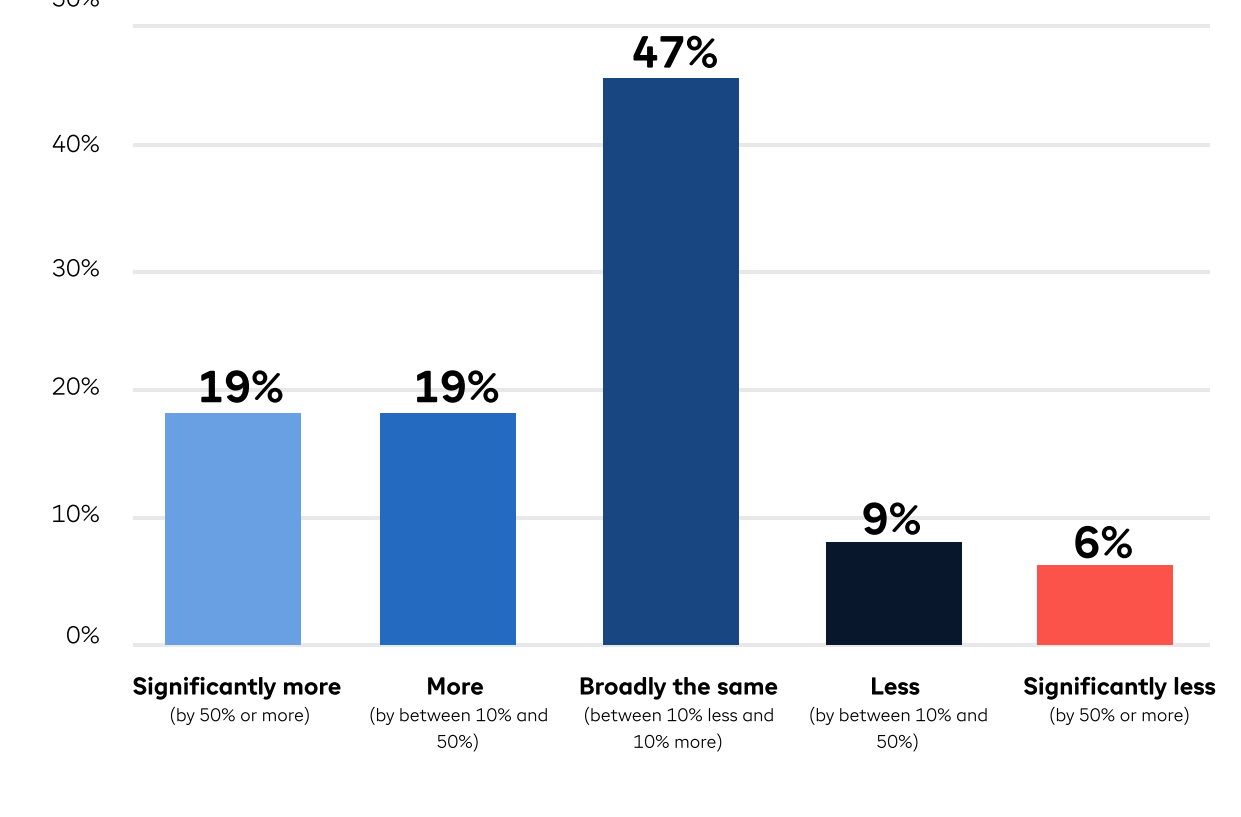
iwoca's SME Expert Index provides insight from brokers on the SME lending market, and focuses on the trends seen in the types and value of finance being accessed.

The findings provide a regular snapshot on what's driving small business owners to borrow, and how these patterns change as the country emerges from the pandemic.

Volume of applications

For unsecured finance, how does the total number of applications you submitted in the last 4 weeks compare to the 4 weeks before that?

January 2021



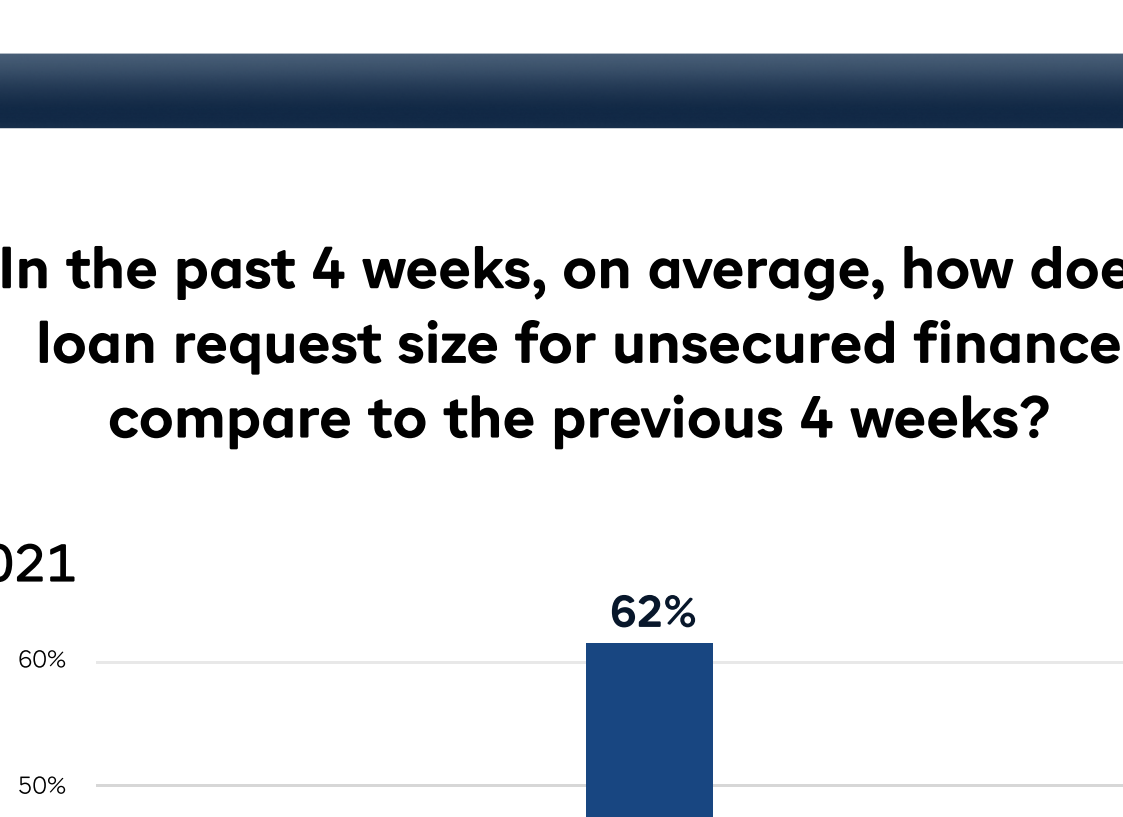
May 2021



Value of applications

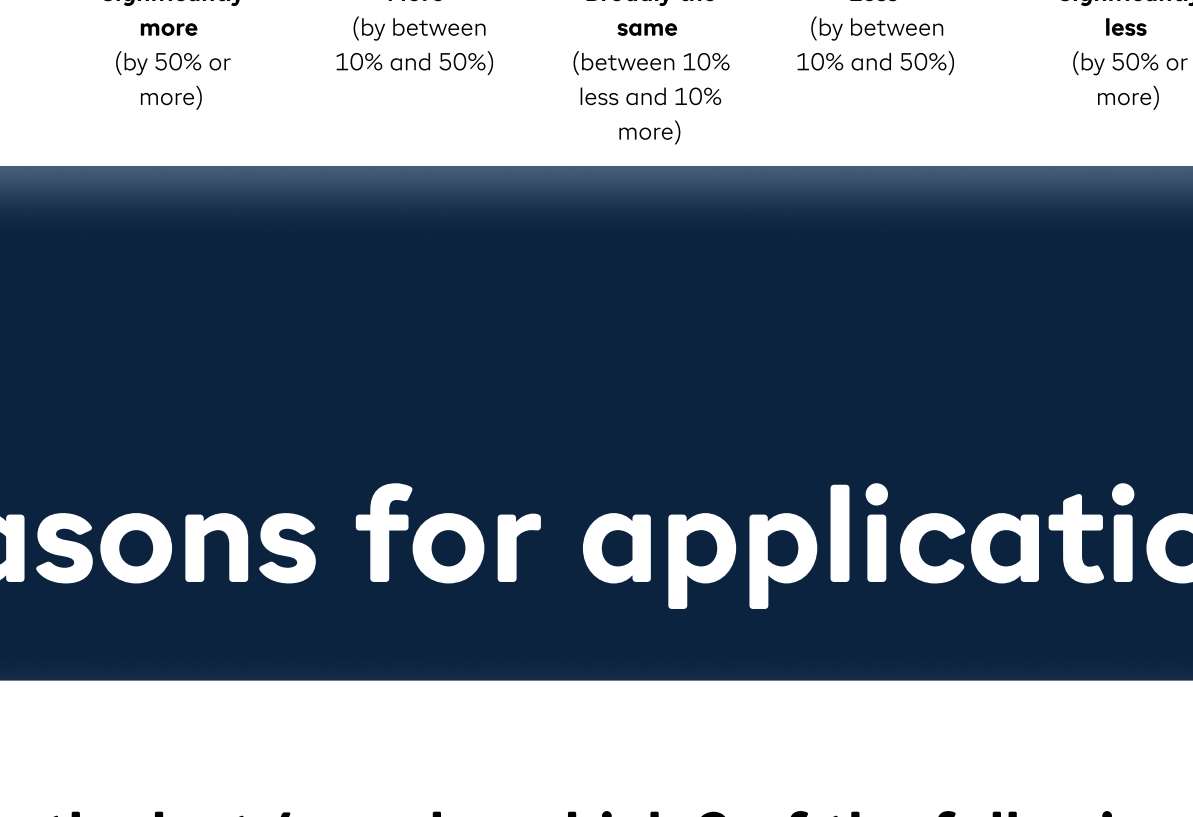
In the past 4 weeks, on average, what is the most commonly requested unsecured loan amount you've applied for?

May 2021



In the past 4 weeks, on average, how does loan request size for unsecured finance compare to the previous 4 weeks?

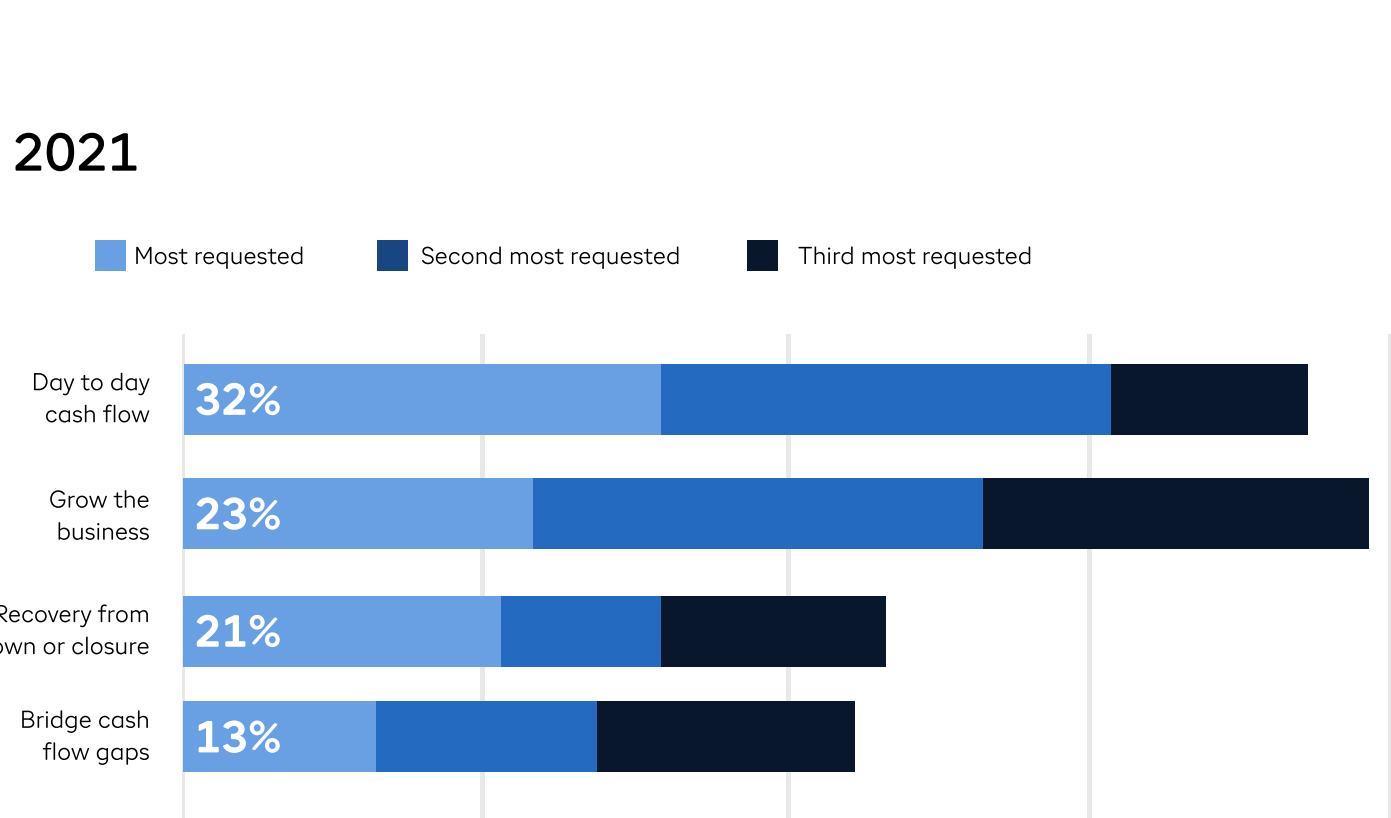
May 2021



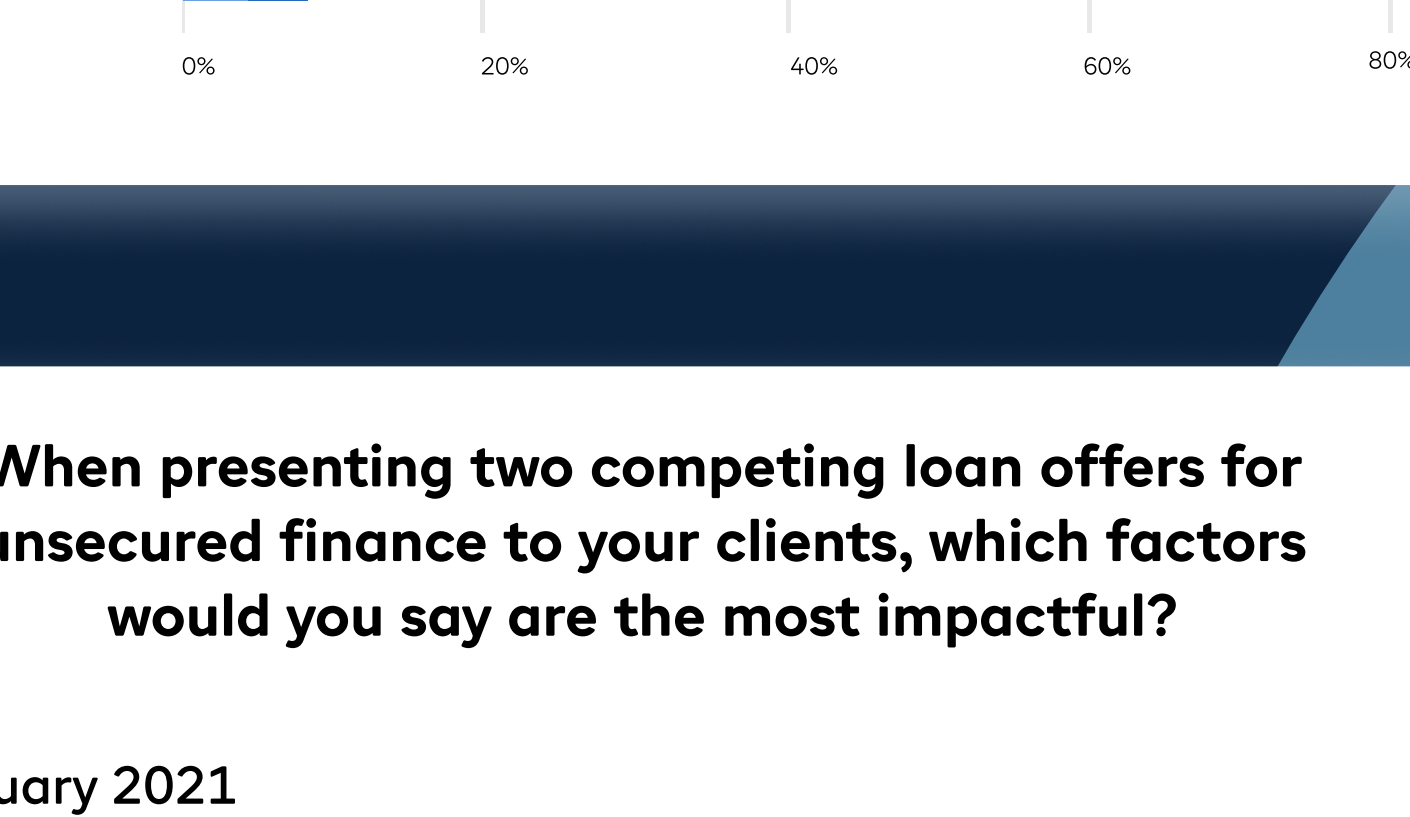
Reasons for applications

In the last 4 weeks, which 3 of the following factors were the most common loan purposes?

January 2021

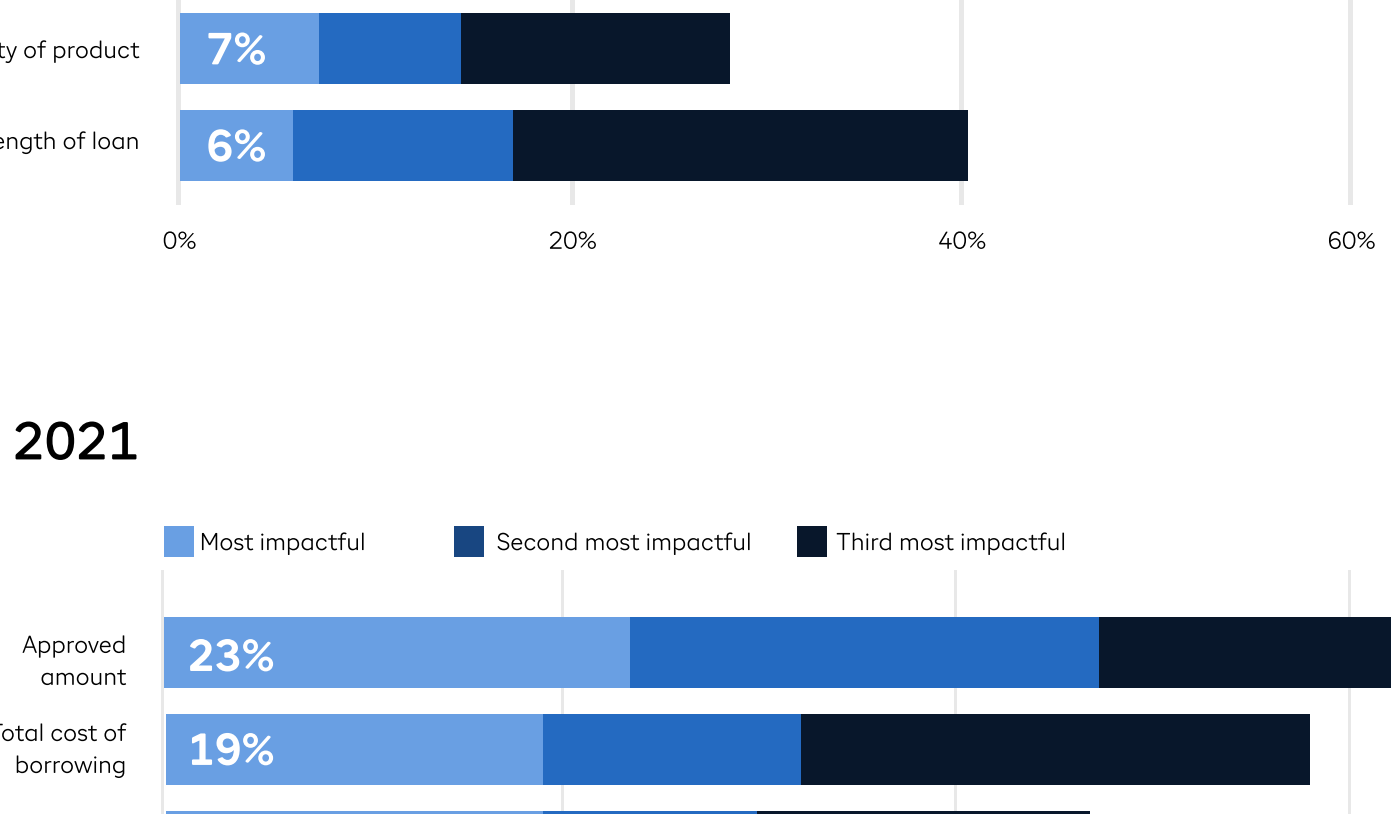


May 2021

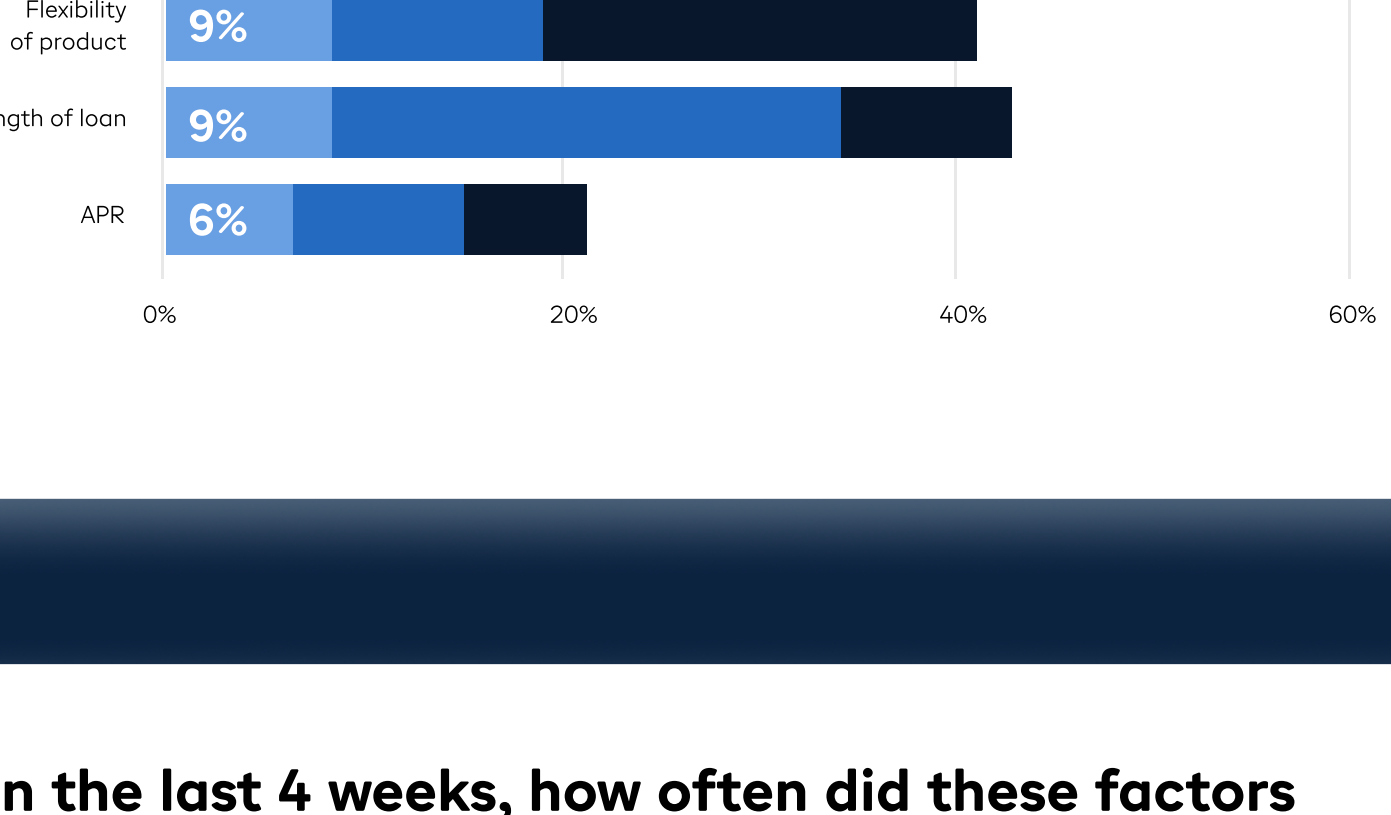


When presenting two competing loan offers for unsecured finance to your clients, which factors would you say are the most impactful?

January 2021

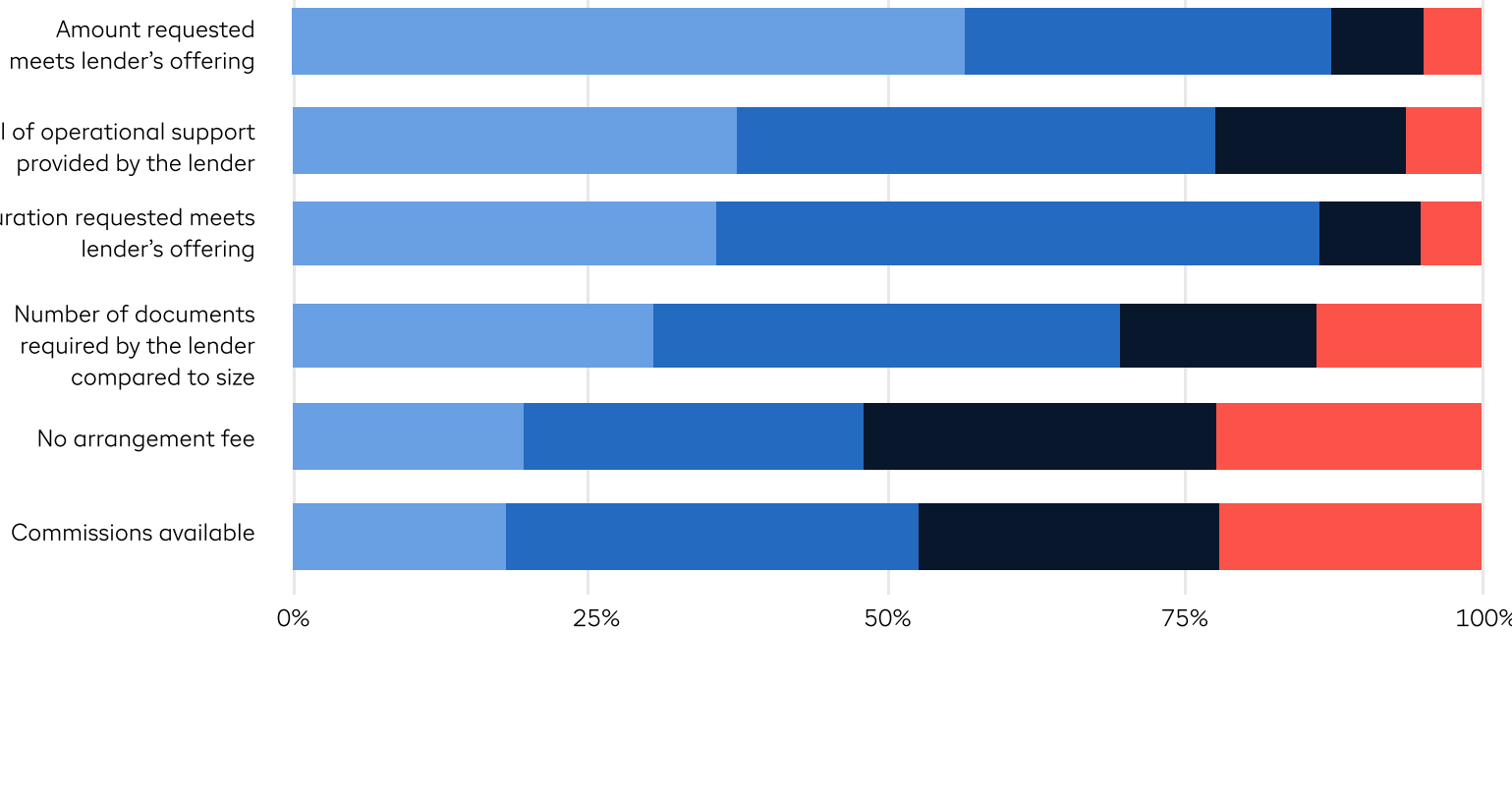


May 2021

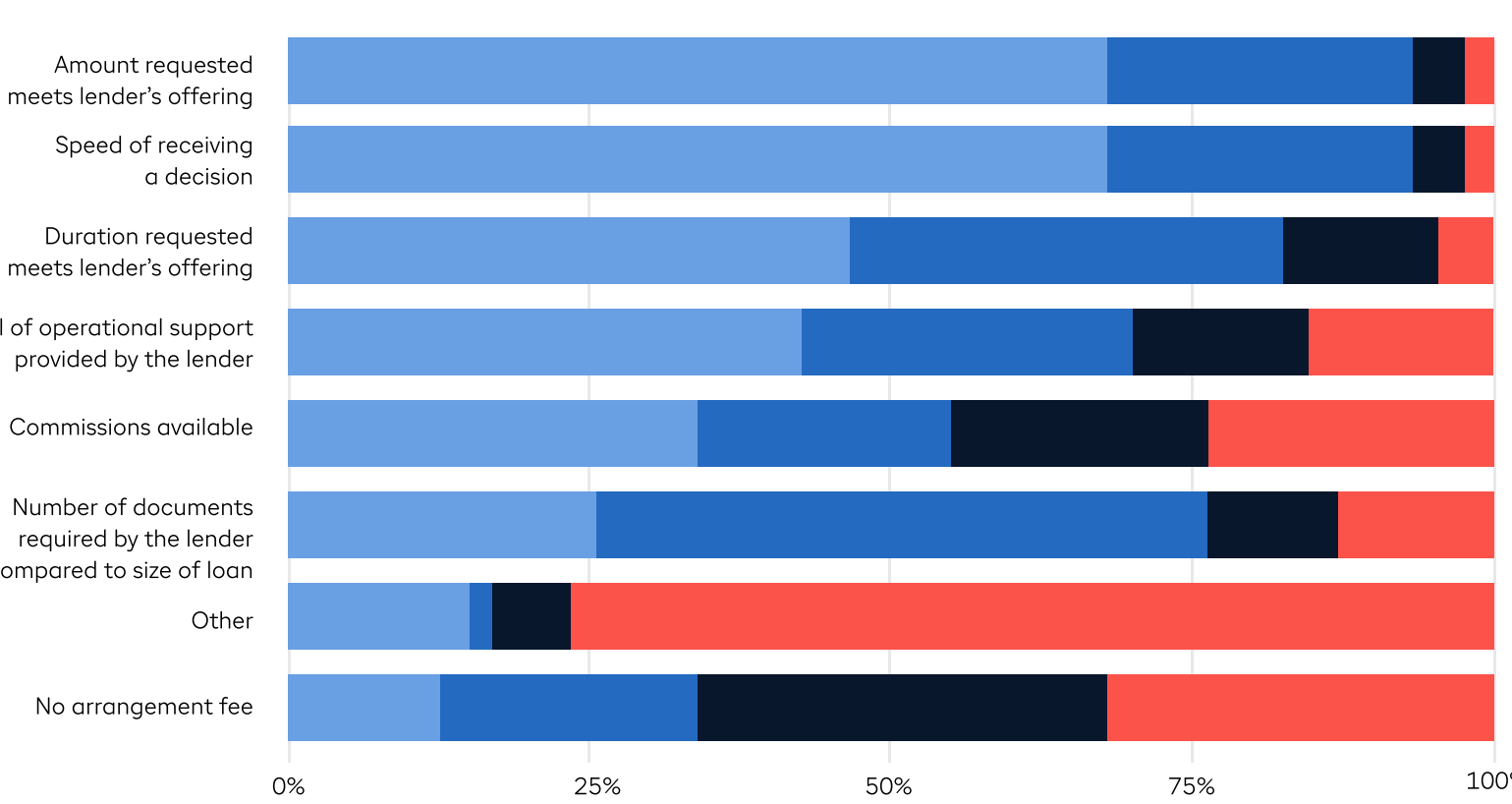


In the last 4 weeks, how often did these factors impact which lender you chose to send an application to?

January 2021



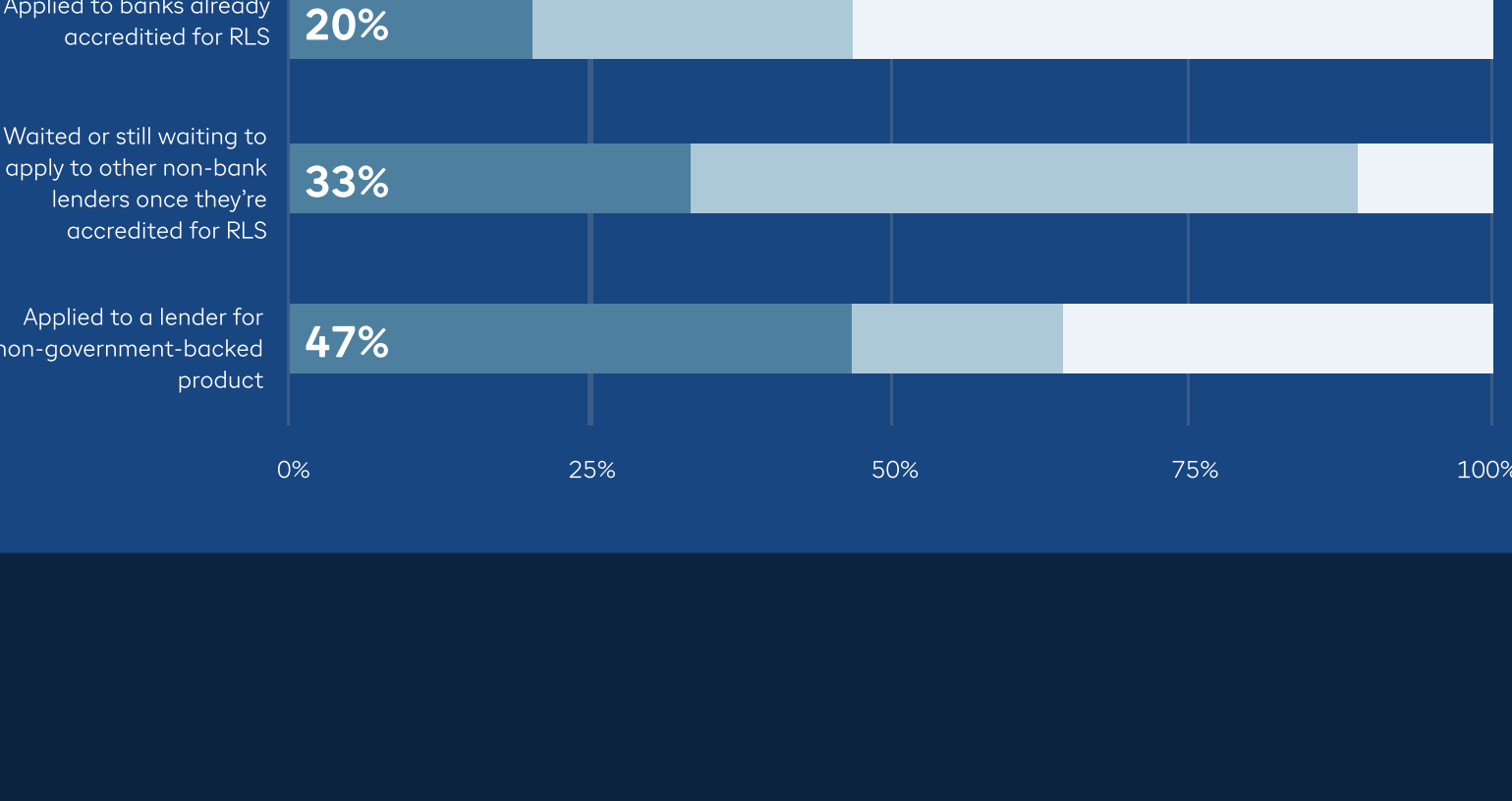
May 2021



Recovery Loan Scheme

In the past four weeks, for your customers requesting an RLS, how often have you chosen the following three options?

May 2021



For more information on iwoca's SME Expert Index please contact:

press@iwoca.co.uk