

## iwoca's SME **Expert Index** Q2 2021

iwoca's SME Expert Index provides insight from brokers

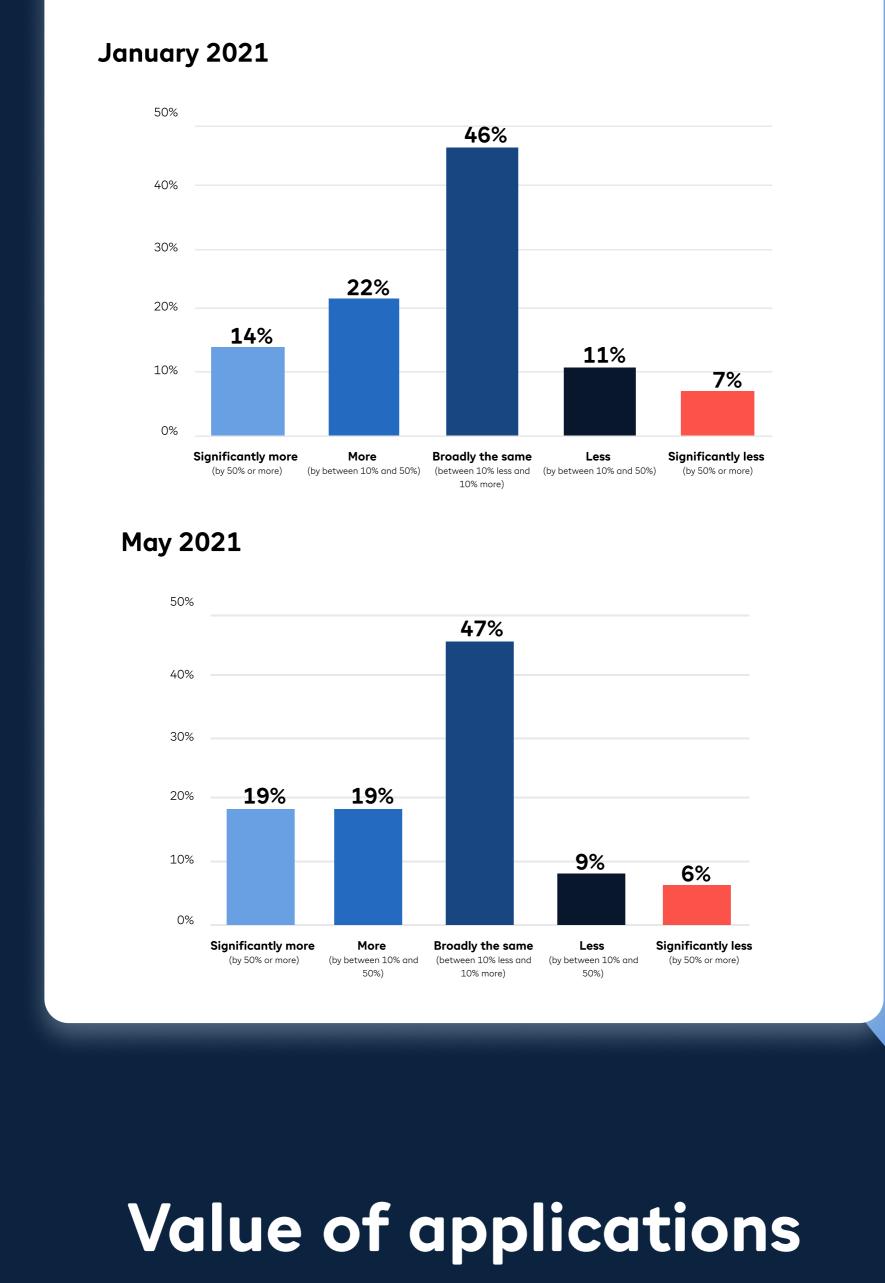
on the SME lending market, and focuses on the trends

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?



## 50%

26%

£50,001 to

£100,000

**15%** 

£100,001 to

£200,000

19%

4%

Over £200,000

38%

£25,001 to

£50,000

May 2021

60%

40%

30%

20%

10%

0%

May 2021

60%

50%

40%

30%

20%

25%

20%

Grow the business

Bridge cash

Large stock purchases

May 2021

lockdown or closure

Bridge cash

Large stock purchases

Other

flow gaps

13%

Other

0%

flow gaps

**17%** 

Up to £25,000

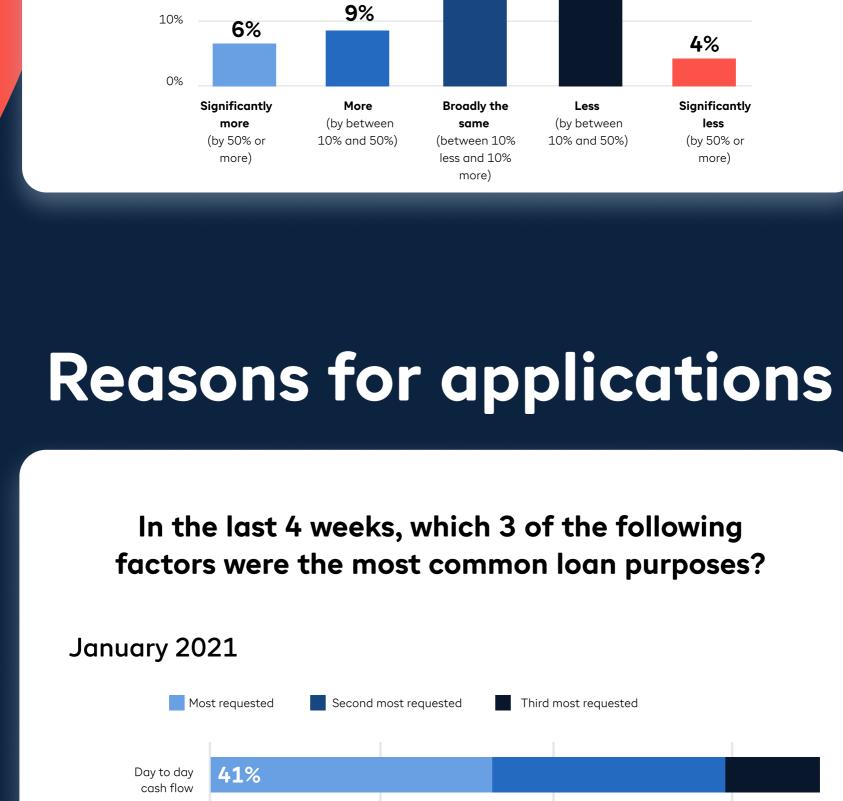
In the past 4 weeks, on average, what is the

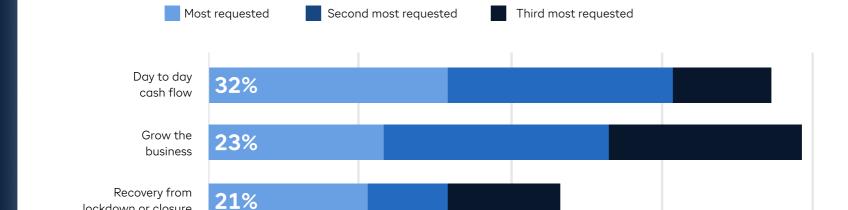
most commonly requested unsecured loan

amount you've applied for?



62%

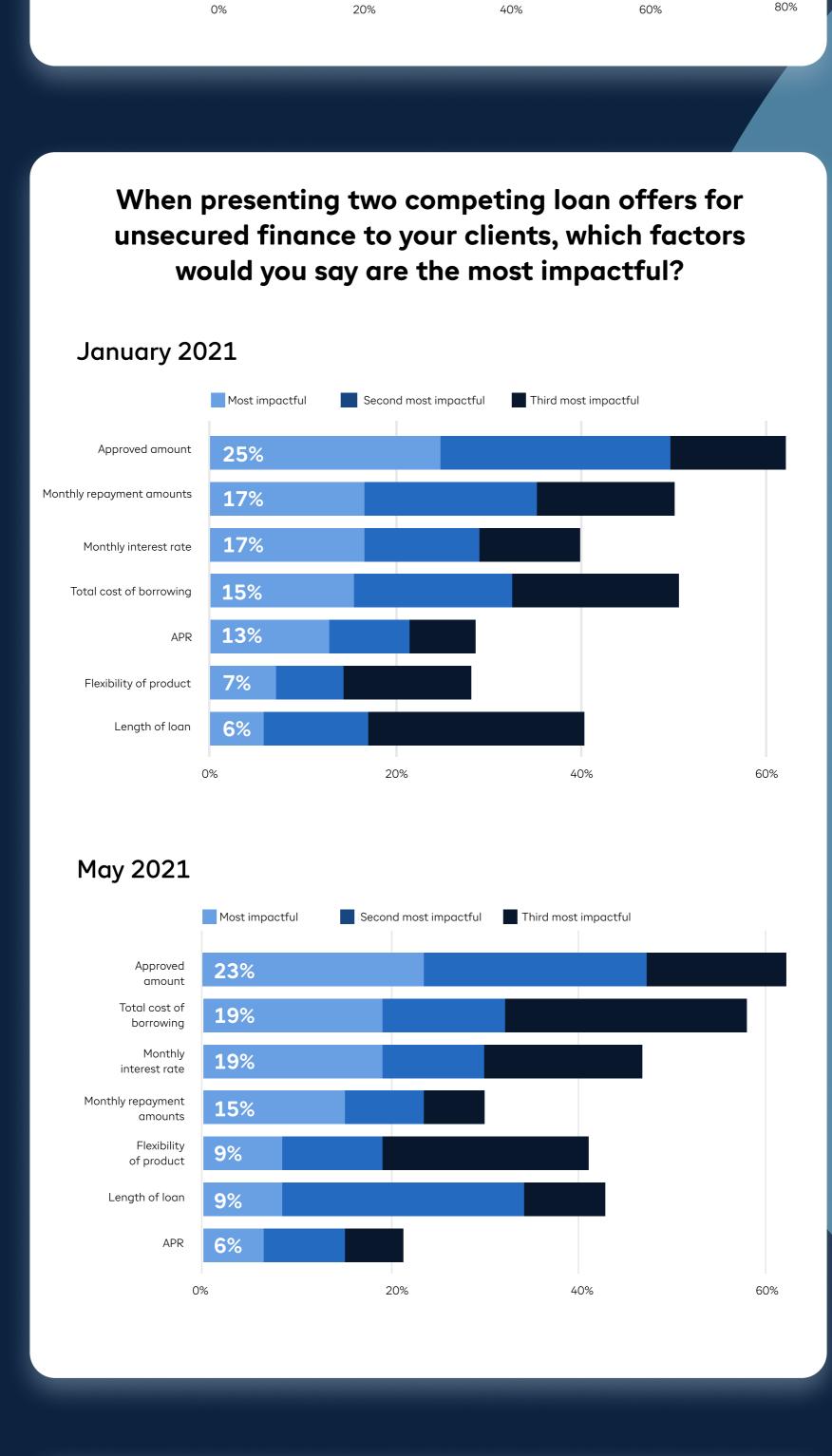




25%

50%

75%



In the last 4 weeks, how often did these factors

impact which lender you chose to send an

application to?

Rarely

Never

100%

Sometimes

January 2021

Speed of receiving a

Amount requested meets lender's offering

lender's offering

Level of operational support provided by the lender

Duration requested meets

Number of documents required by the lender compared to size

No arrangement fee

Commissions available

Number of documents required by the lender

No arrangement fee

apply to other non-bank

Applied to a lender for

product

non-government-backed

lenders once they're accredited for RLS

33%

47%

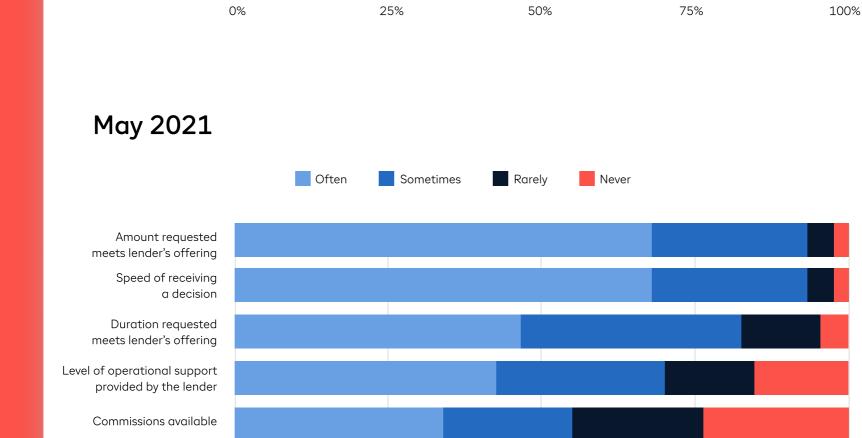
0%

Other

0%

decision

Often



25%

50%

Recovery Loan Scheme

In the past four weeks, for your customers

requesting an RLS, how often have you chosen

the following three options?

75%



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

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iwoca 11

50%

75%

100%

25%