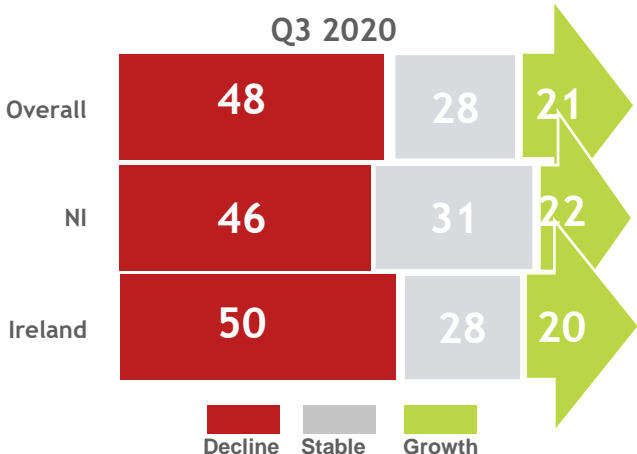
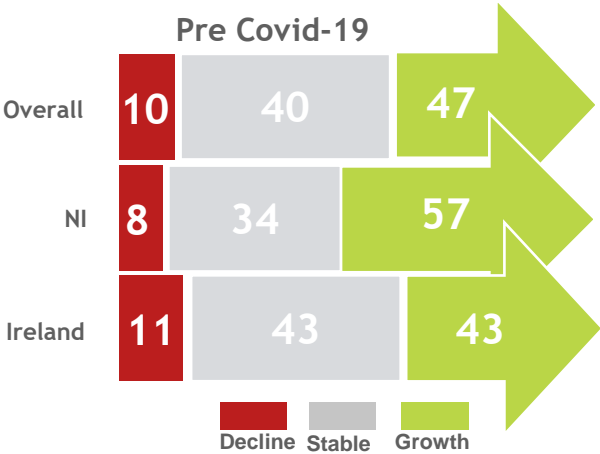


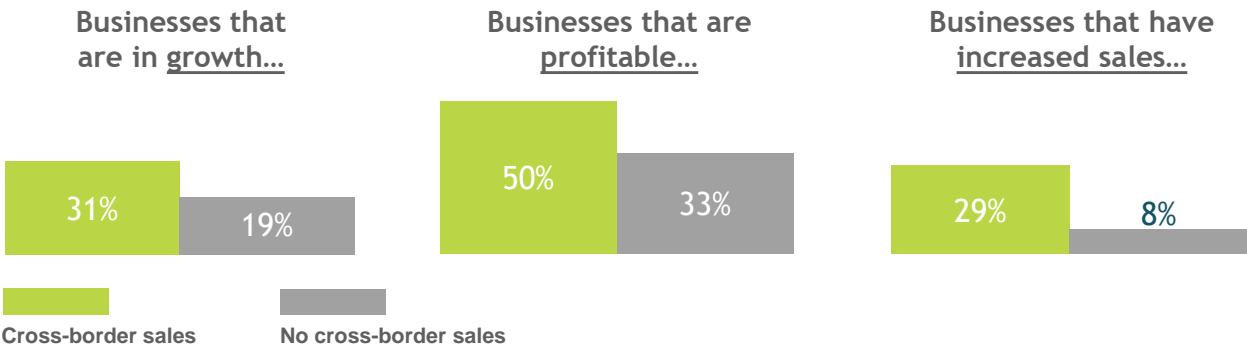


## BUSINESS POSITION // Businesses were asked about their business position



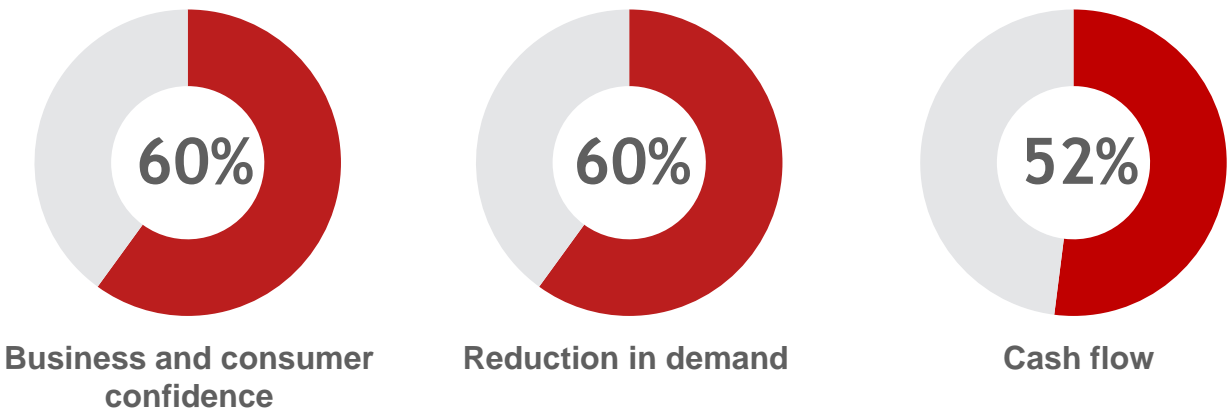
## CROSS-BORDER TRADE // Businesses were asked about their growth, profitability and sales

Businesses with cross-border sales are more likely than those without to be in growth, to be profitable and to have increased their sales over the past quarter

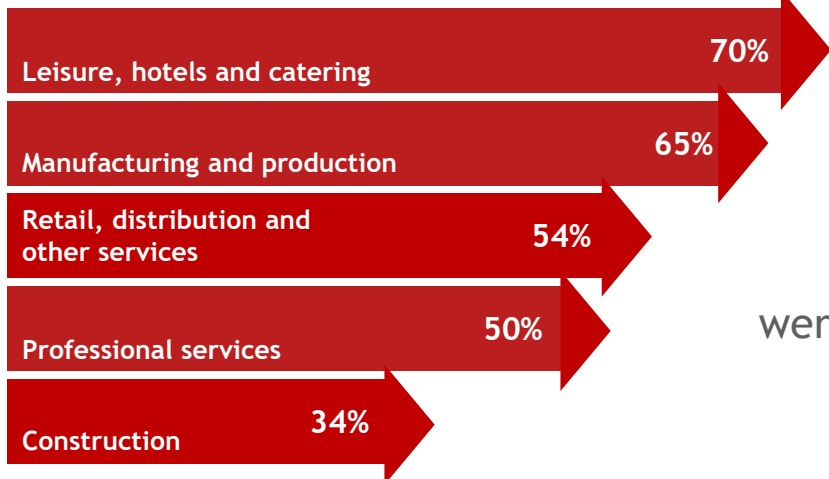


## BUSINESS ISSUES // Businesses were asked about their current business issues

The top three issues businesses are currently facing are...

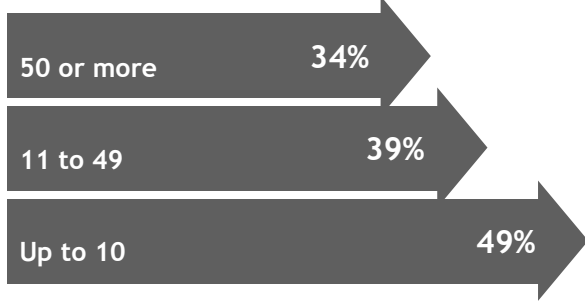


% reporting a decrease in sales by SECTOR



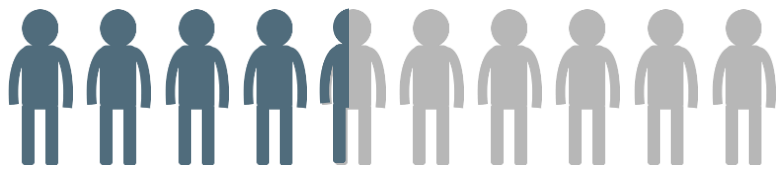
Leisure, hotel and catering and manufacturing and production businesses were more likely to report a decrease in sales

% reporting a decrease in sales by SIZE



49% of small businesses have experienced a decrease in sales over the past quarter

44% predict that Brexit will have a negative impact on their business over the next year



Only two in ten firms have made preparations for the impact of Brexit



Your business may need help in dealing with the challenges posed by Covid-19 or with preparing for Brexit – InterTradeIreland is committed to supporting SMEs with online supports as well as funding of up to £2,000/€2,250 towards professional advice through our Brexit Advisory Service and Emergency Business Solutions programme. Visit [www.intertradeireland.com](http://www.intertradeireland.com) today or call 028 3083 4100 (048 from Ireland).

A telephone survey of 784 business was conducted on an all island basis, with the aim to provide a deeper understanding of the needs, experiences and issues facing businesses. The survey was conducted between the 16<sup>th</sup> September 13<sup>th</sup> October 2020.