

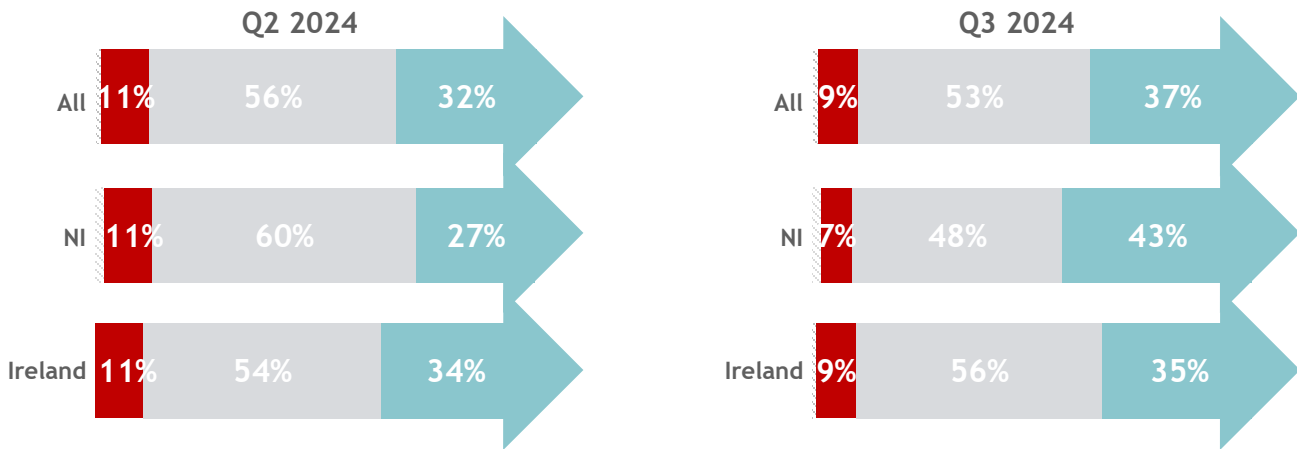


BUSINESS POSITION

// Businesses were asked about their business position

BY QUARTER AND LOCATION

Not sure Decline Stable Growth



*Due to rounding percentages add to 99%-101%

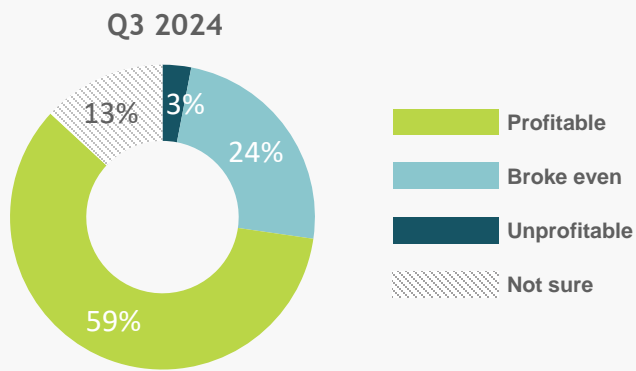
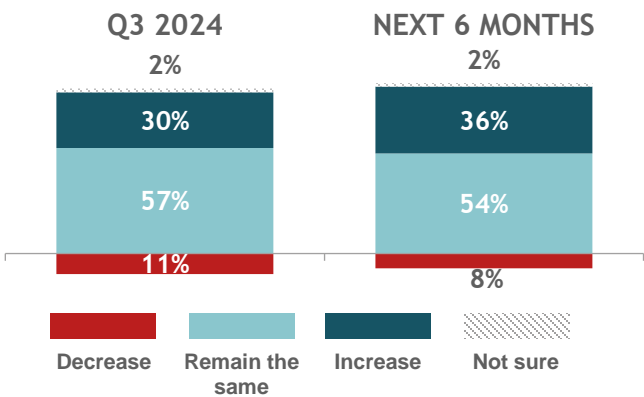


SALES AND PROFITABILITY

// Businesses were asked about their sales and profitability

SALES

PROFITABILITY



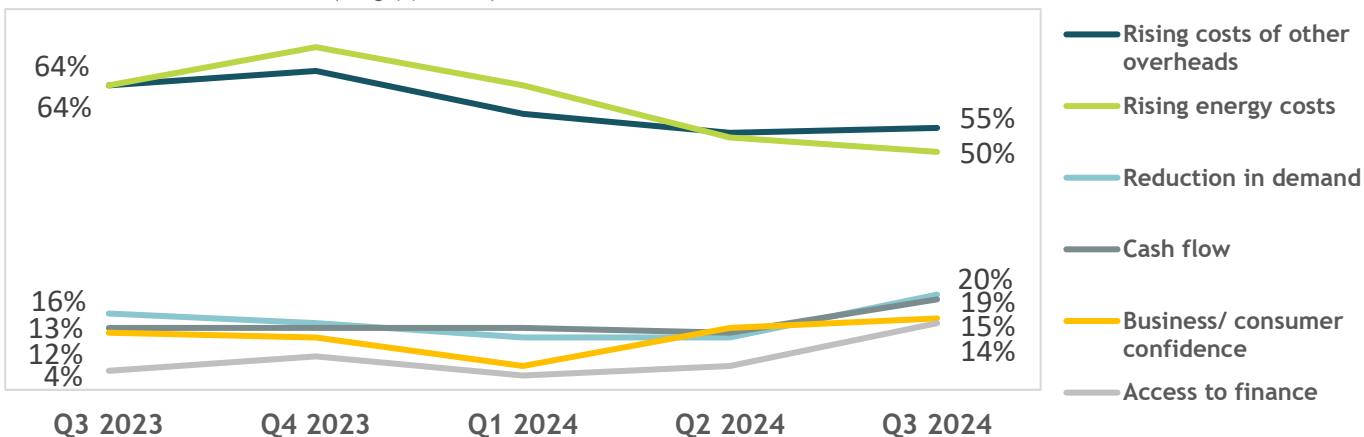
*Due to rounding percentages add to 99%-101%



BUSINESS ISSUES

// Businesses were asked about their current business issues

% RATING AS AN ISSUE (rating 3,4,5 out of 5)



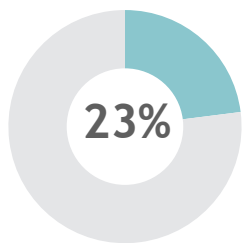


BARRIERS TO GROWTH

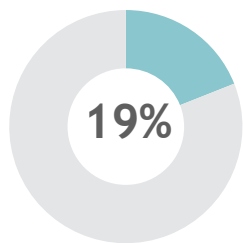
// Businesses were asked about any barriers to growth they are experiencing

% RATING AS A BARRIER TO GROWTH

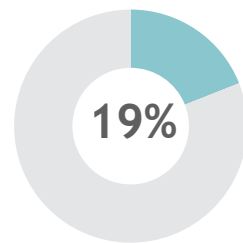
Having the time



Ability to finance growth



Getting the skills/people



35% of businesses who have tried to recruit in the last two years are experiencing difficulties finding the right skills

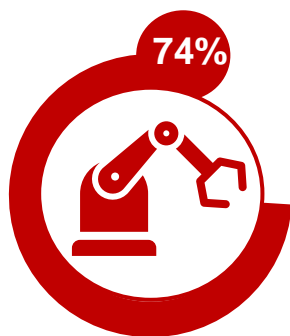
73% of those experiencing difficulties say that this leads to an increased workload for other staff.



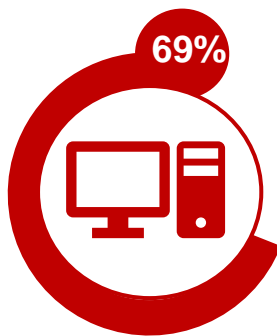
INVESTMENT PLANS

// Businesses were asked about their investment plans

% NOT PLANNING TO UNDERTAKE IN NEXT 12 MONTHS



Upgrade/new plant or equipment



Upgrade/new IT systems



Increase number of employees



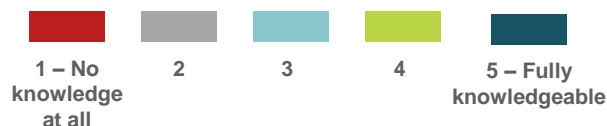
THE WINDSOR FRAMEWORK

// Businesses were asked about their knowledge of the Windsor Framework

KNOWLEDGE OF THE WINDSOR FRAMEWORK



Does your business remain impacted by Brexit?



36% of those who remain impacted by Brexit have no knowledge of the Windsor Framework and the requirements it has on their business. This is down from 49% in Q2 2024.

Construction businesses are more likely to have some knowledge of the requirements.

InterTradeIreland is committed to supporting SMEs in dealing with the current challenges, with our expert teams on hand to provide businesses with the right supports, funding and advice to help unlock their export potential. By tapping into our range of supports and networks, we can boost the innovation power of your business through cross-border collaboration and help you to identify new market and funding opportunities. Visit www.intertradeireland.com today or call 028 3083 4100 (048 from Ireland)

A telephone survey of 764 businesses 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 16th September – 25th October 2024.