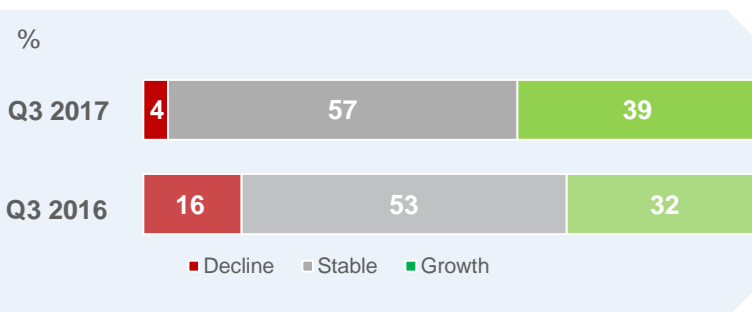


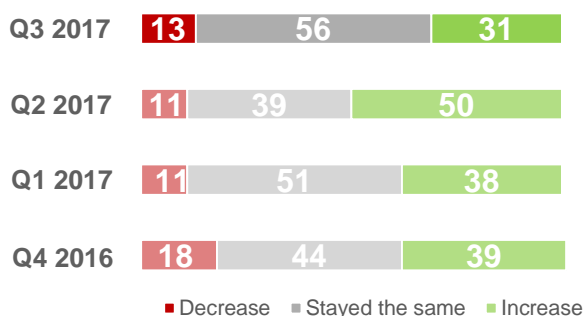
## Businesses were asked about the current position of their business



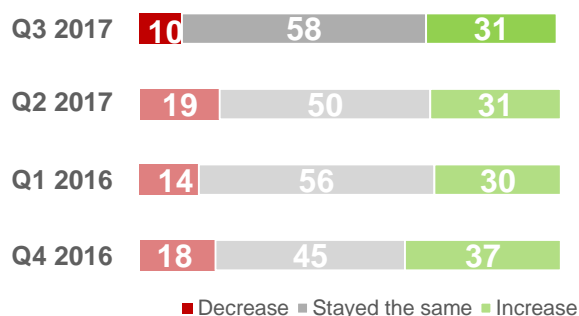
**96%** reported their business position as **stable or in growth** compared to **85%** this time last year

## Sales performance

### Business with cross-border sales (%)

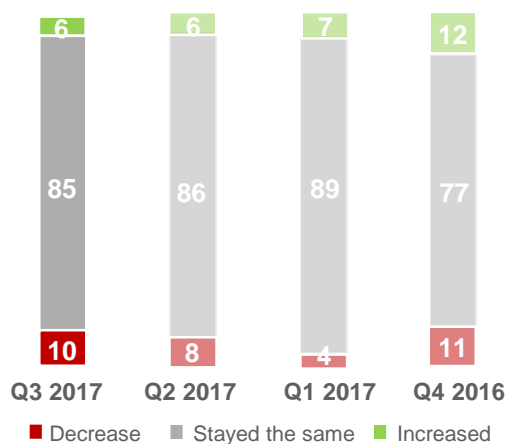


### Business with no cross-border sales (%)

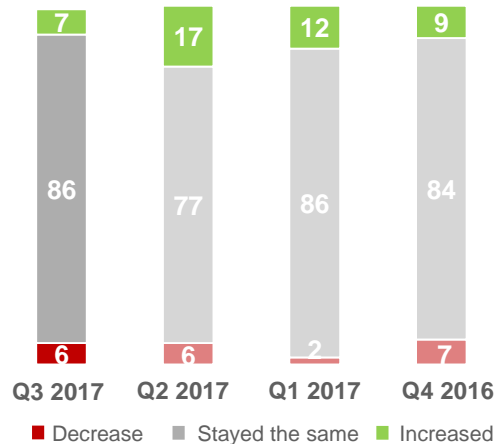


## Employment

### Business with cross-border sales (%)



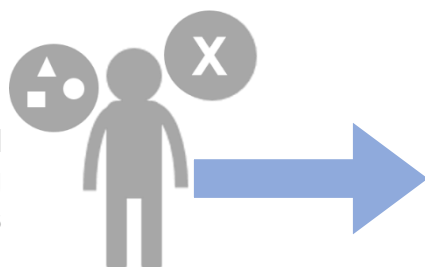
### Business with no cross-border sales (%)



## Skills

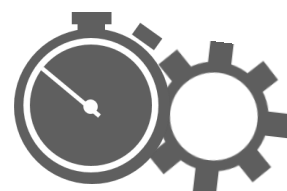
**22%**

of exporters reported difficulty recruiting appropriate skills for their business



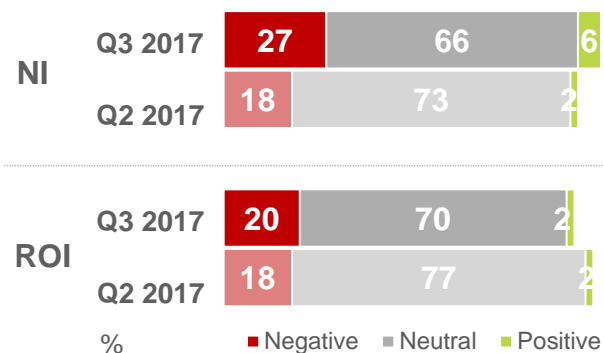
**59%**

stated this difficulty had an impact on productivity



# ★ Impact of Brexit

Businesses were asked about the impact of Brexit and their plans to deal with it



## 41%

of those with cross-border sales reported Brexit had already had a **negative impact** on their business

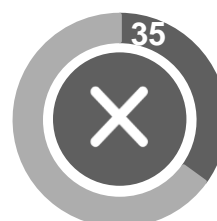
## 91%

of those with **cross-border sales** had **not made plans** to deal with Brexit

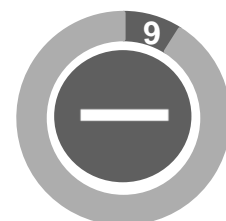
### Reasons for not making plans (%)



Uncertainty makes it difficult to plan



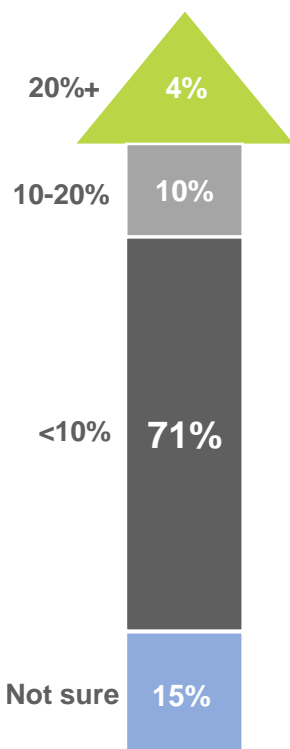
Don't believe it will affect my business



Too busy dealing with the here and now

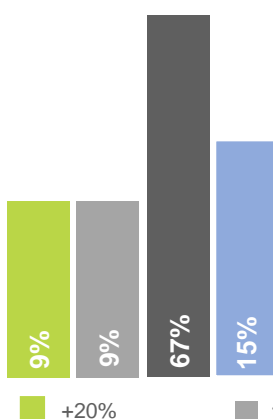
## → Profit margins

Businesses were asked what bracket their profit margins fell into

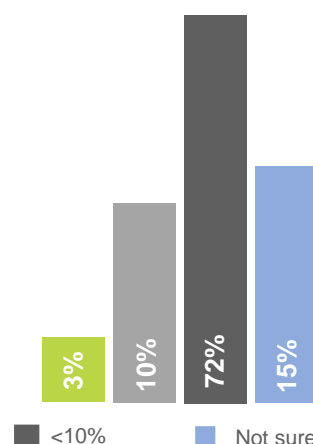


**71%** of businesses reported they have **less than a 10%** profit margin

### Cross-border sales



### Non cross-border sales



InterTradeIreland recognise that profit margins can be tight but help keep your business ahead of any potential impacts from Brexit by contacting our Brexit Advisory Service.

We offer a suite of supports for SMEs, including funding of up to £2000/€2000 towards professional advice in relation to Brexit matters, through our ['Start to Plan' Service](#).

If you need information on what the introduction of possible tariffs might mean for your business our Service can also point you in the right direction.

For help and support just contact [brexit@intertradeireland.com](mailto:brexit@intertradeireland.com) or call 028 3083 4100 (048 from Ireland).

A telephone survey of 750 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 19<sup>th</sup> September 2017 and 10<sup>th</sup> October 2017.