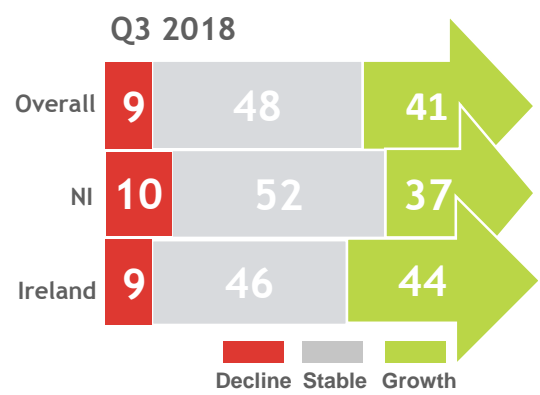
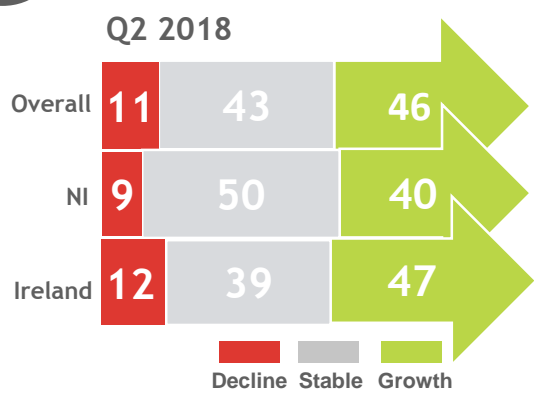




BUSINESS POSITION

// Businesses were asked about their business position



INDUSTRY STRENGTHS

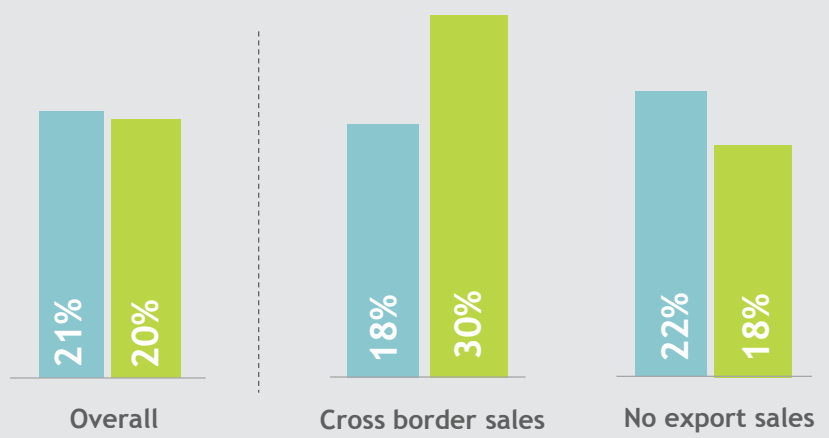


GROWTH

// Businesses were asked whether their business is growing

Businesses who trade across the border were more likely to report moderate or rapid growth.

■ Slight growth ■ Moderate/rapid growth

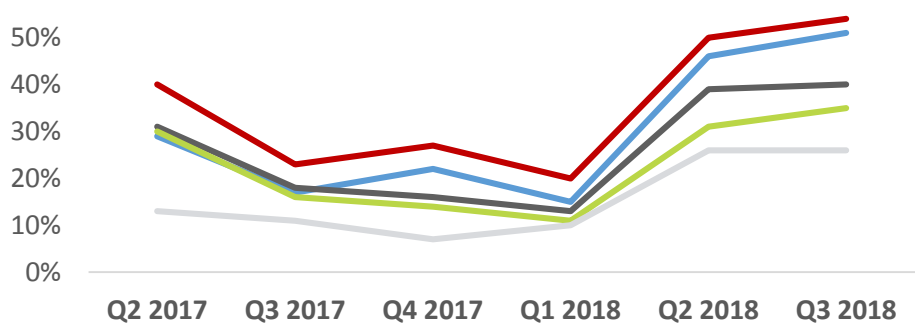


INDUSTRY CHALLENGES



BUSINESS ISSUES

// Businesses were asked about the issues they are facing

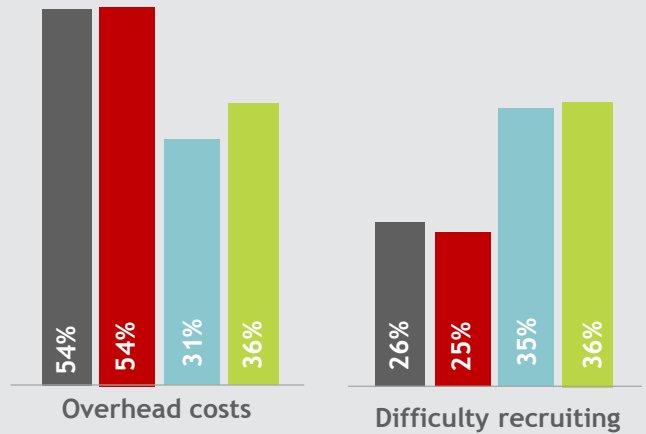


There has been a **continued increase** this quarter in a number of challenges.

— Rising overhead costs — Rising energy costs — New competitors — Cash flow — Recruiting for skills

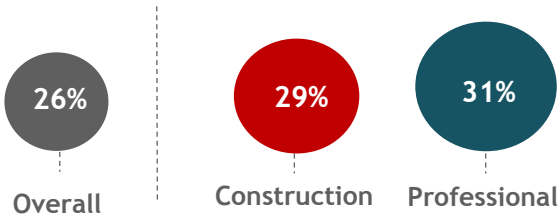
INDUSTRY CHALLENGES

SMEs are experiencing difficulty with rising overhead costs, whilst larger businesses are having trouble recruiting for skills.

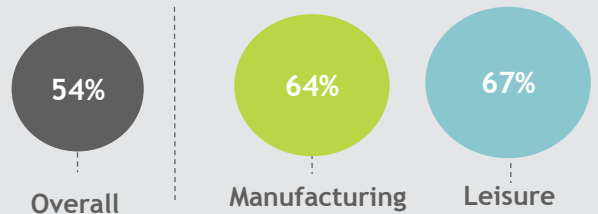


Overall
 Up to 10 employees
 11-49 employees
 50+ employees

Businesses in the **construction** and **professional** sectors are also experiencing difficulty recruiting for skills.



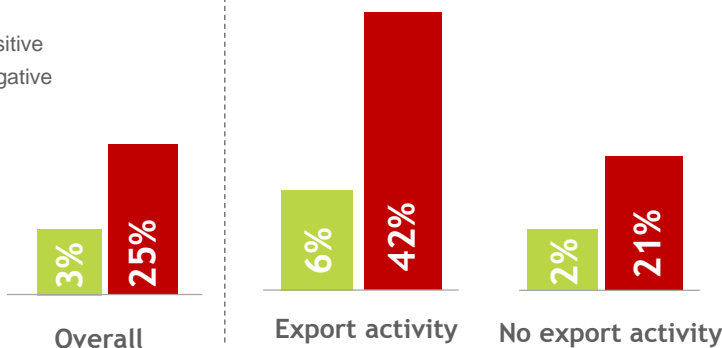
Overhead costs are affecting a number of sectors, including those in **manufacturing** and **leisure**.



BREXIT

// Businesses were asked about what impact Brexit has had on their business

Positive
 Negative



Brexit has had a **negative impact on sales**, particularly for businesses who engage in export activity.

If you are a business looking to navigate your way through Brexit and are unsure what to do next, start with our Brexit Advisory Service. We offer a suite of supports for SMEs, including funding of up to £2000/€2250 towards professional advice in relation to Brexit matters, through our [Brexit Funding Support](#). 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 or call 028 3083 4100 (048 from Ireland).

A telephone survey of 757 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 11th September and 28th September 2018.