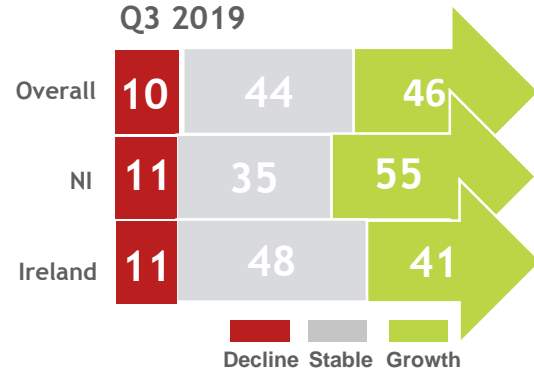
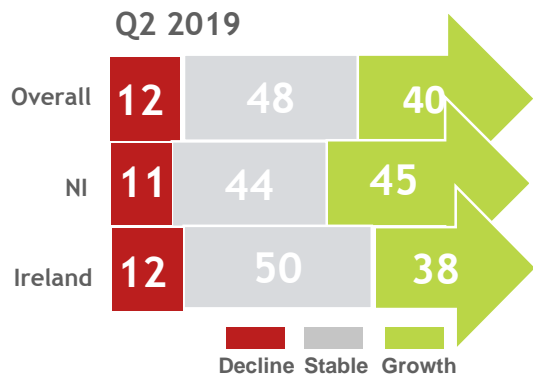
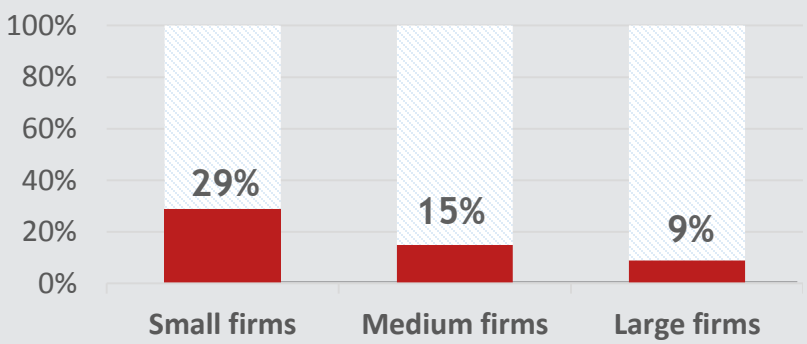


## ✓ BUSINESS POSITION

// Businesses were asked about their business position



Nearly 3 in 10 micro firms report that they are just breaking even at best.

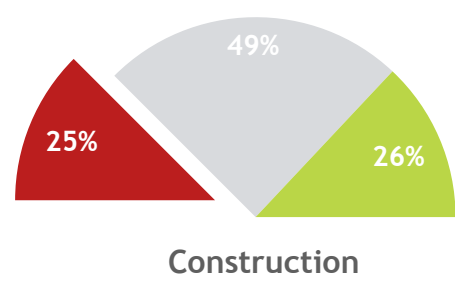
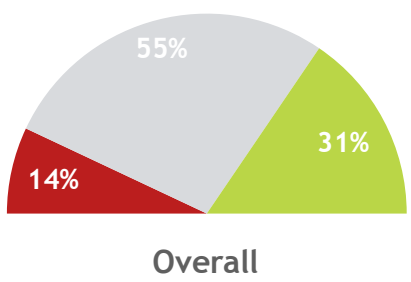


■ % breaking even, slightly unprofitable or very unprofitable

## £ SALES ACTIVITY

// Businesses were asked about their sales over the past quarter

One in four construction firms reported a decrease in sales over the past quarter:



■ Decrease in sales   ■ No change in sales   ■ Increase in sales



Overall



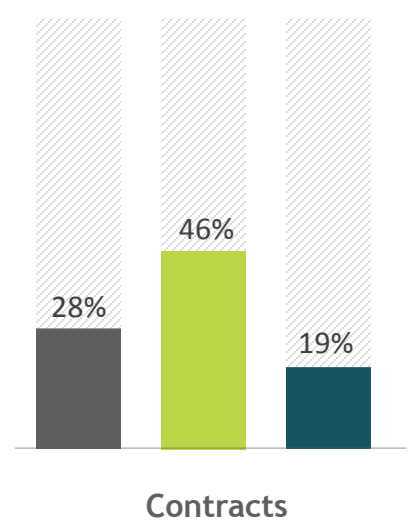
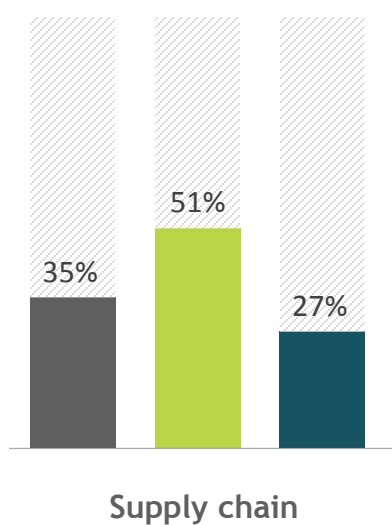
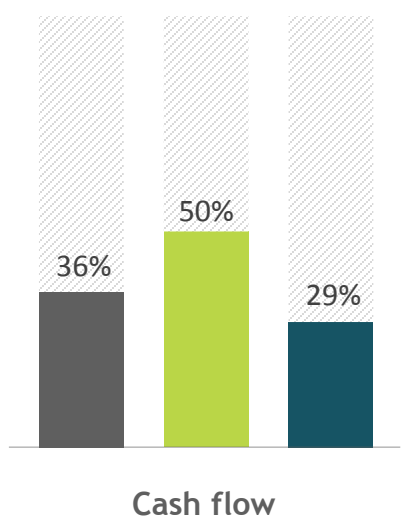
Cross-border sales



No cross-border sales

More than a quarter of cross-border traders have made plans to deal with Brexit.

Cross-border firms in particular have considered the impact on their cash flow, supply chain, and contracts:



% who have made preparations:  Overall  Cross-border sales  No cross-border sales



## IMPACT OF DIGITAL/SMART TECHNOLOGY

Two thirds of businesses do not believe that advances in digital / smart technology will have an impact their business or industry over the next 12 months.



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](mailto:brexit@intertradeireland.com) or call 028 3083 4100 (048 from Ireland).

A telephone survey of 758 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 – 9<sup>th</sup> October 2019.