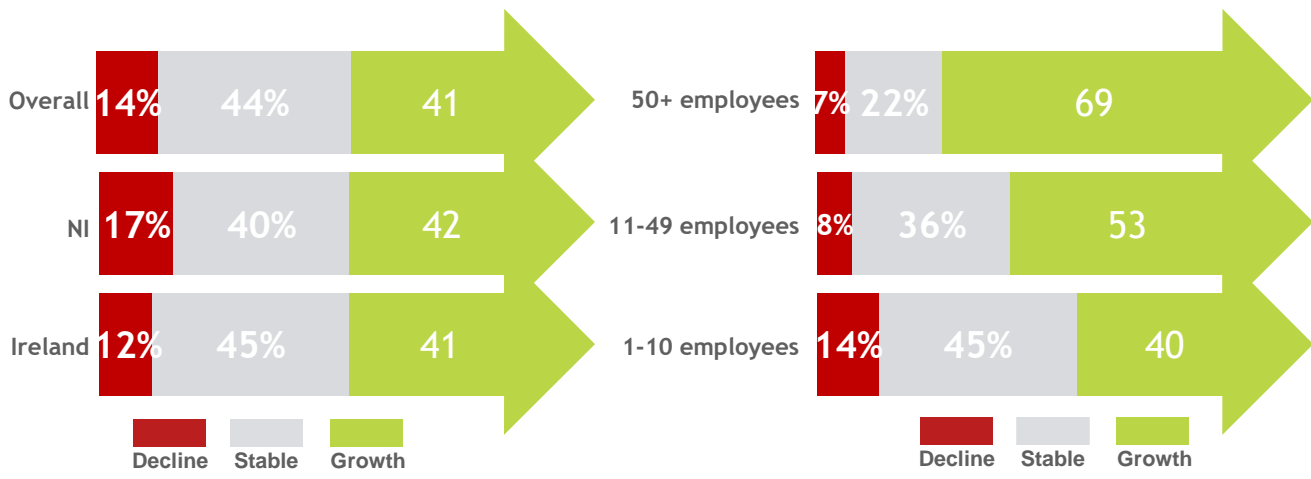




BUSINESS POSITION

// Businesses were asked about their business position



Larger SMEs with 50 or more employees are bolstering economic recovery...

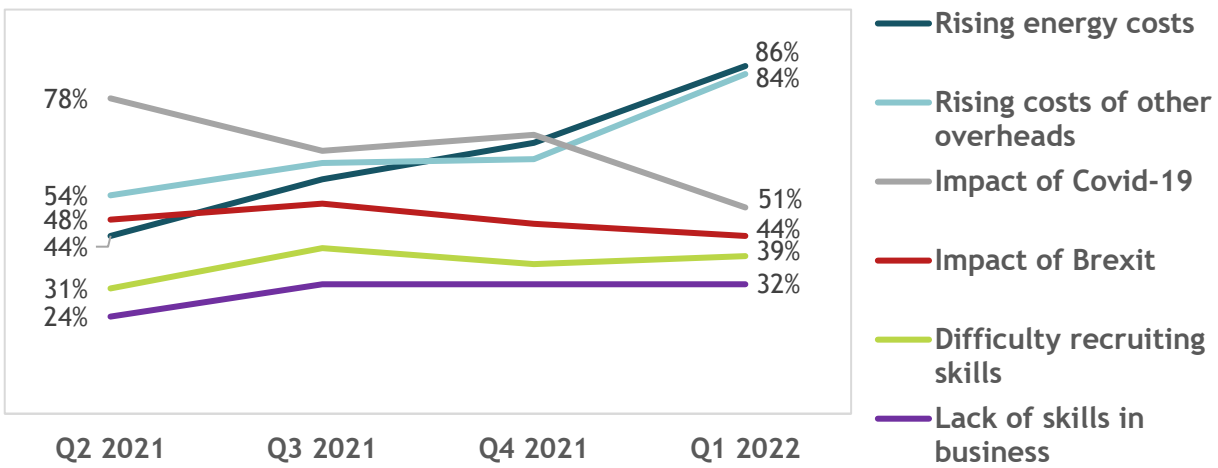
with **52%** enjoying moderate to rapid growth expansion



BUSINESS ISSUES

// Businesses were asked about their current business issues

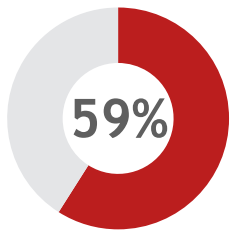
% RATING AS AN ISSUE (rating 3,4,5 out of 5)



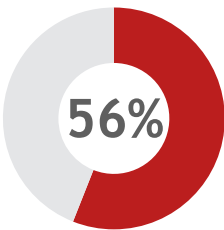
Labour and skills challenges now outrank the impact of Brexit and Covid-19 for larger SMEs with 65% having difficulty recruiting appropriate skills and 59% lacking the appropriate skills in their workforce

% RATING COSTS AS A HUGE ISSUE (rating 5 out of 5)

Energy costs



Other overheads



Over half of all firms consider rising costs as a huge issue, the highest these concerns have been ranked in InterTradelreland's Business Monitor in over a decade.

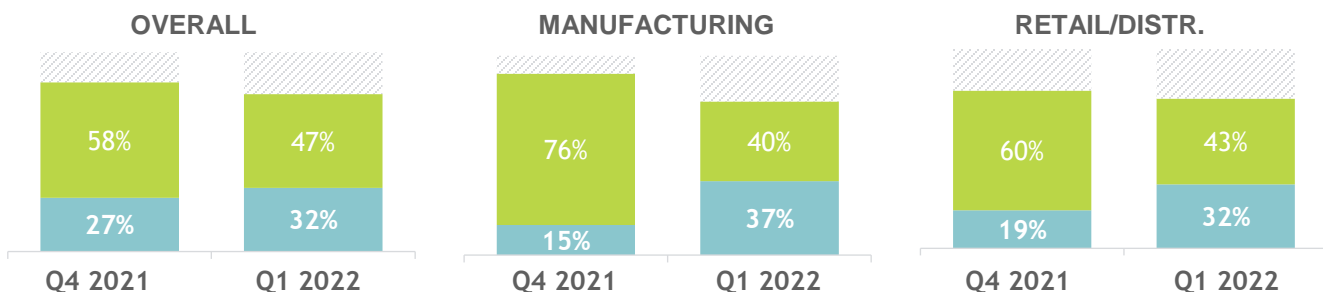


PROFITABILITY & SALES

// Businesses were asked about their sales and profitability

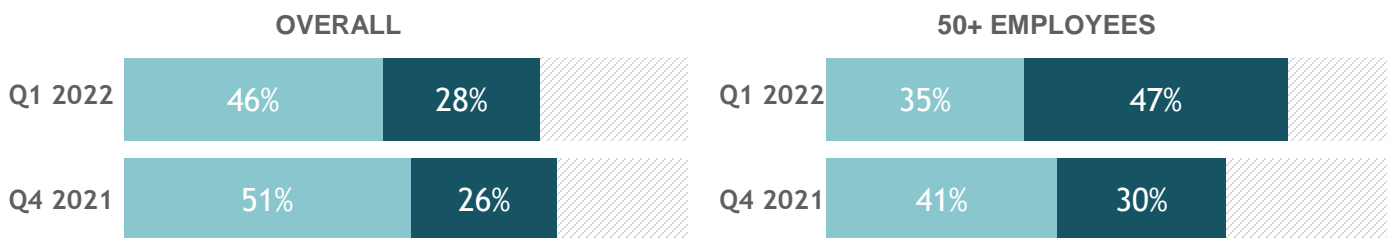
Profitability

Legend: ■ Broke even ■ Profitable



Sales

Legend: ■ Remained the same ■ Increased



IMPACT OF COVID-19 & BREXIT

// Businesses were asked what impact Covid-19 and Brexit was having

% RATING AS AN ISSUE

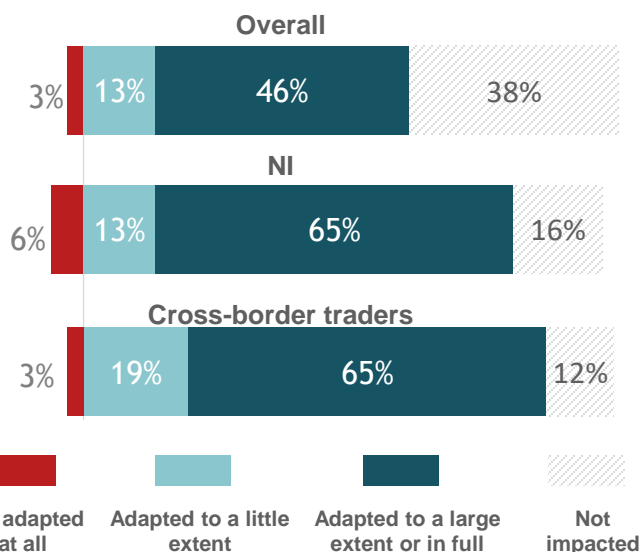


The percentage of businesses affected by Covid-19 is now **39%**, falling from **69%** in Q4 2021

However, **41%** of hospitality businesses are experiencing a negative impact on sales due to Covid-19

Companies in Northern Ireland and those who trade cross-border are continuing to adapt to the new trading conditions...

ADAPTING TO NEW TRADING CONDITIONS POST-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. Visit www.intertradeireland.com today or call 028 3083 4100 (048 from Ireland).

A telephone survey of 767 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 21st March – 25th April 2022.