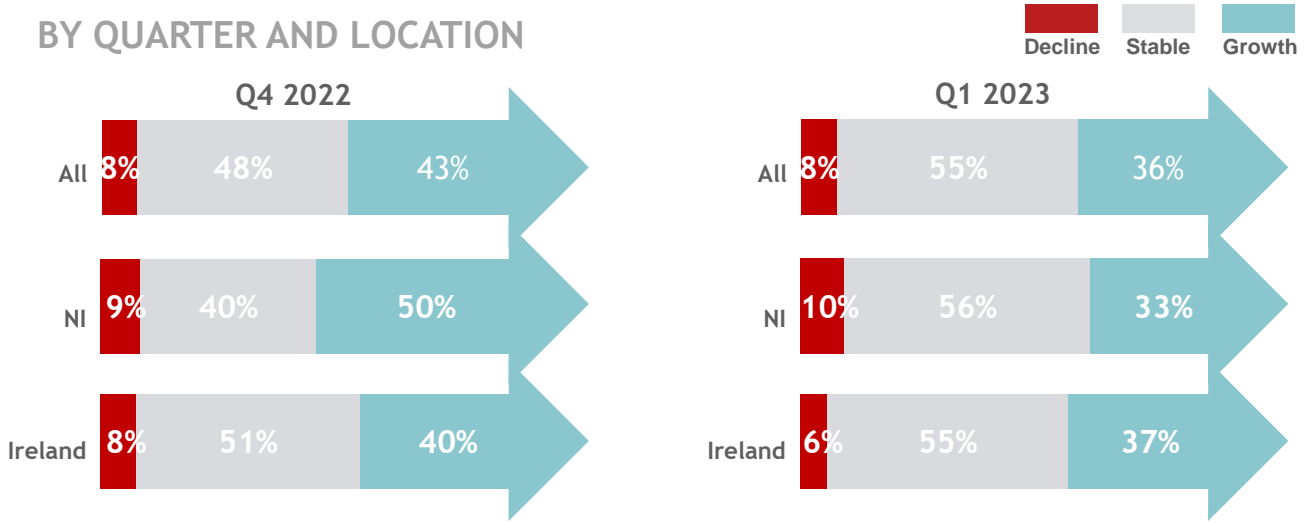




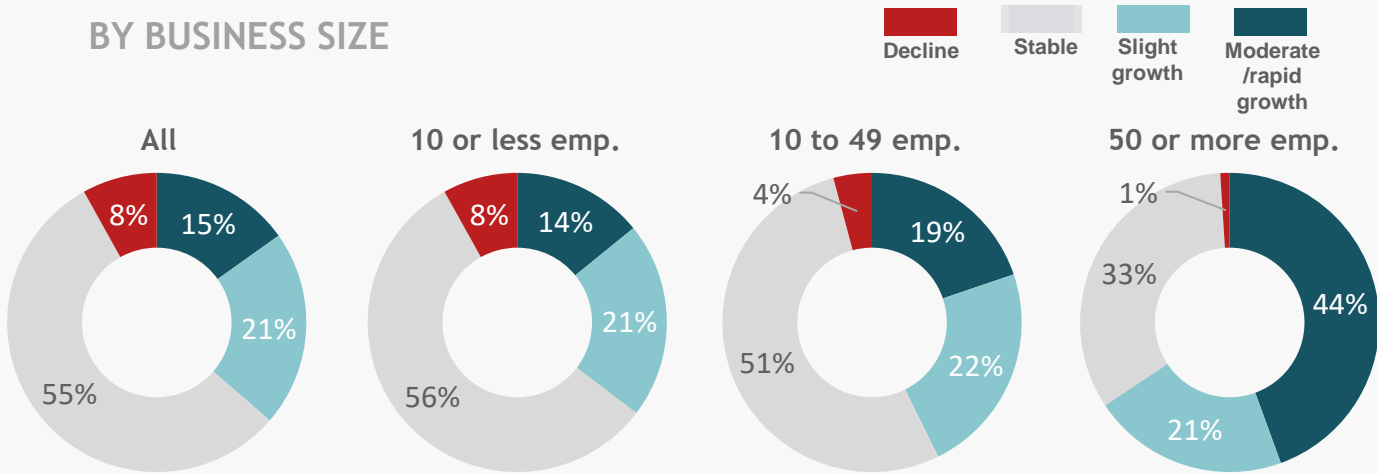
## BUSINESS POSITION

// Businesses were asked about their business position

### BY QUARTER AND LOCATION



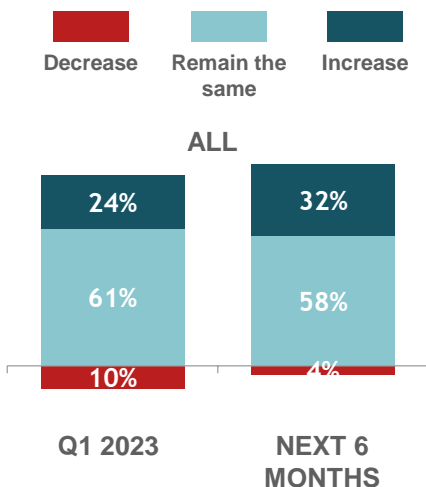
### BY BUSINESS SIZE



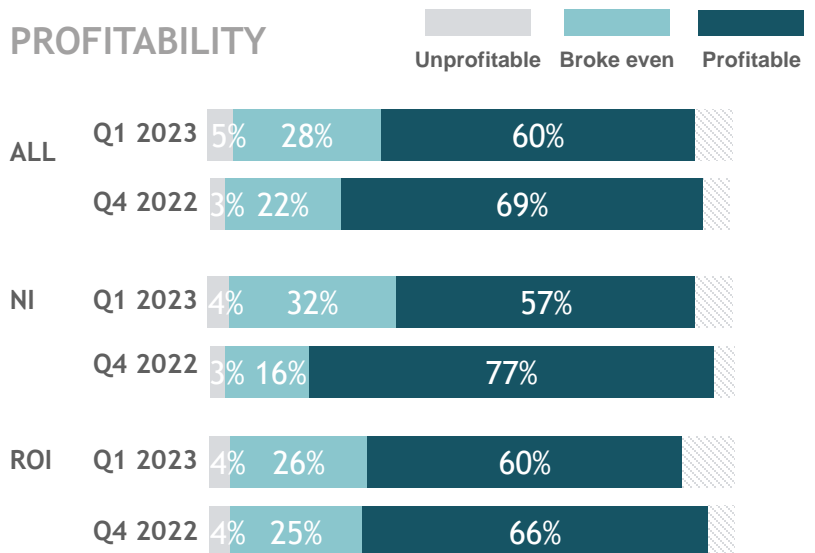
## SALES & PROFITABILITY

// Businesses were asked about their sales their expectations for the next six months, and profitability

### SALES



### PROFITABILITY

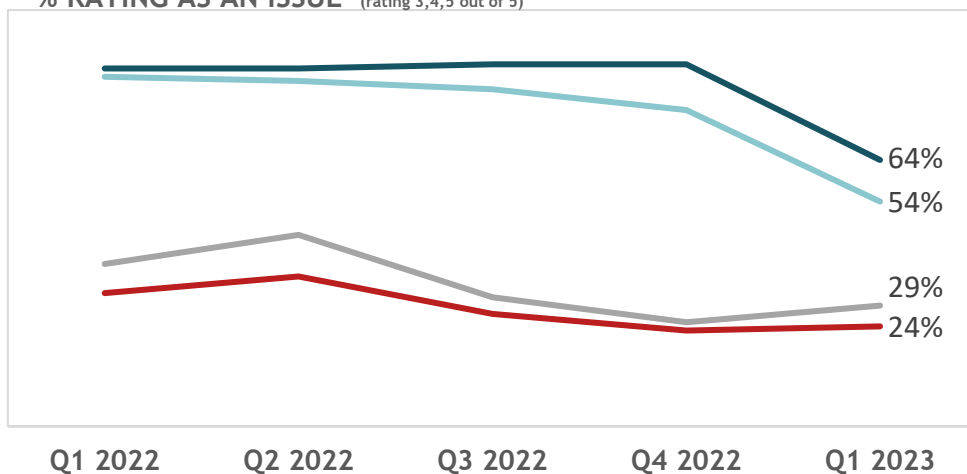




# BUSINESS ISSUES

// Businesses were asked about their current business issues

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



- Rising energy costs
- Rising costs of other overheads
- Difficulty recruiting appropriate skills for business
- Lack of appropriate skills in business

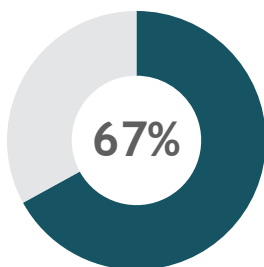


## RISING COSTS

// Businesses were asked about how they were dealing with rising costs

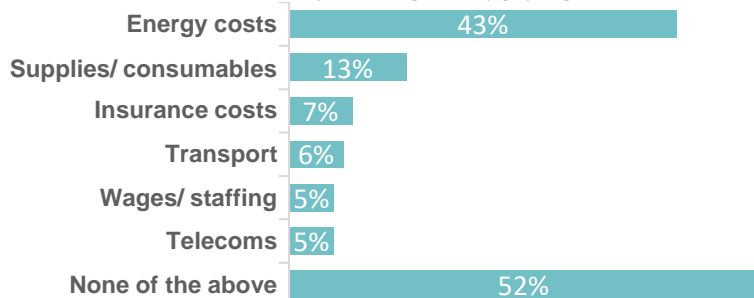
92% of businesses have experienced rising costs in the past 12 months with two thirds passing these costs on to their customers

% REPORTING INCREASE IN PRICE CHARGED IN THE PAST 12 MONTHS



...and over half not taking any steps to reduce their costs

AREAS WHERE BUSINESSES HAVE REDUCED COSTS IN THE PAST 12 MONTHS



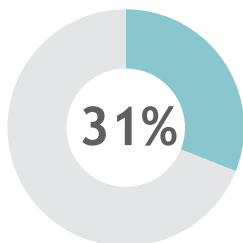
\*Multiple choice



## SKILLS

// Businesses were asked about how they were dealing with a lack of skills in their business

% either rating difficulty recruiting skills and/or lack of appropriate skills in workforce as an issue



ACTIONS TAKEN TO DEAL WITH SKILLS ISSUES IN BUSINESS



Increased advertising



Retraining in-house



Recruit in new skills



Buy in new skills



Remodelling business



No action

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](http://www.intertradeireland.com) today or call 028 3083 4100 (048 from Ireland)

A telephone survey of 760 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> March – 24<sup>th</sup> April.