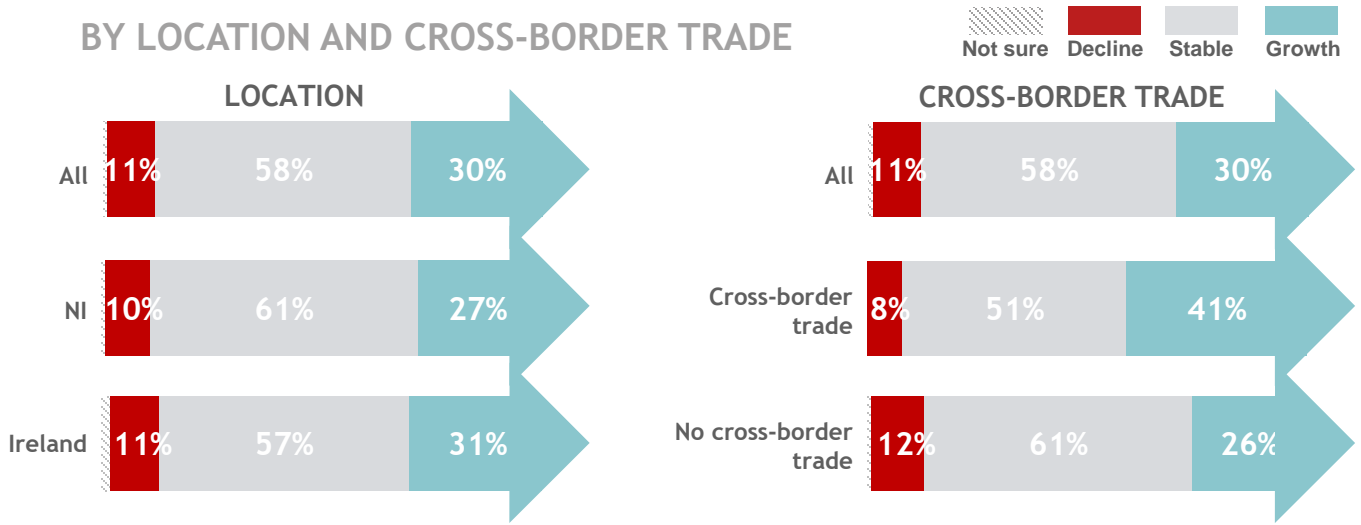


✓ BUSINESS POSITION

// Businesses were asked about their business position

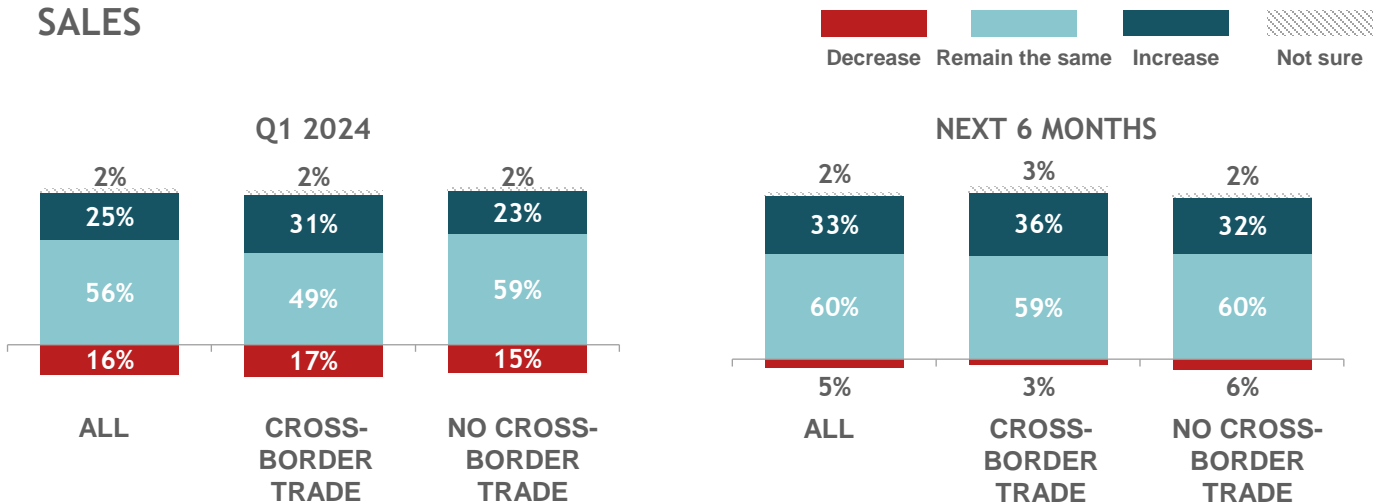
BY LOCATION AND CROSS-BORDER TRADE



SALES AND PROFITABILITY

// Businesses were asked about their sales and profitability

SALES

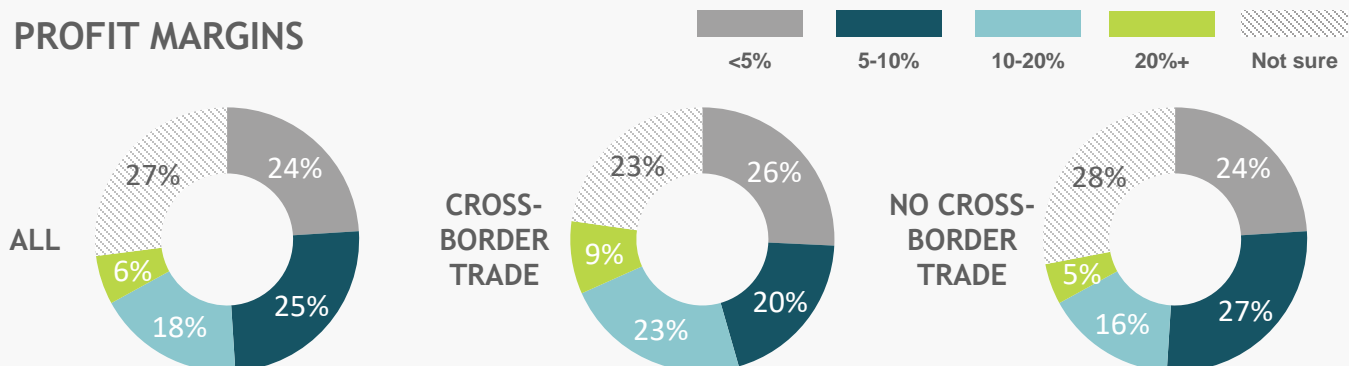


31% of businesses who trade cross-border increased their sales in the past quarter

36% of cross-border traders expect to increase their sales in the next 6 months

*Due to rounding percentages add to 99%-101%

PROFIT MARGINS



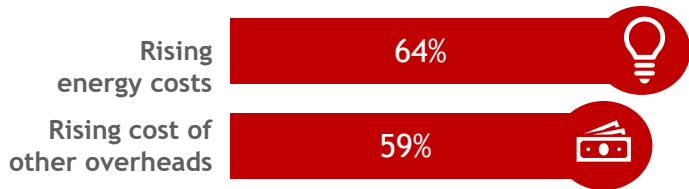
*Due to rounding percentages add to 99%-101%



BUSINESS ISSUES

// Businesses were asked about their current business issues

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



Energy and other overhead costs remain the key concerns for businesses

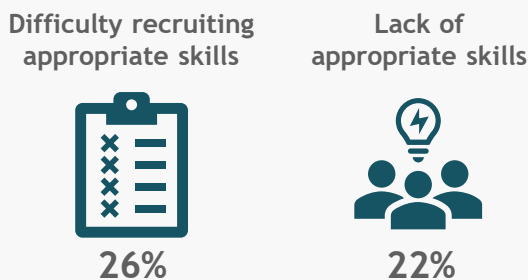
OVERHEADS RATED AS ISSUES*



Supplies and wage bills were the most significant factors for businesses experiencing overhead issues

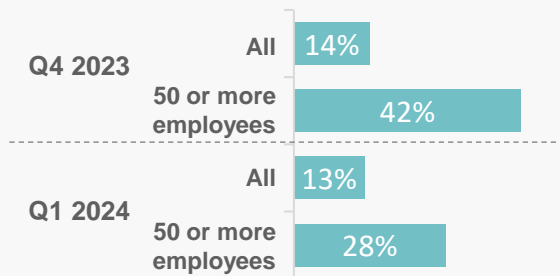
*Of those who rated rising overheads as an issue. Multiple choice question.

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



Businesses are also dealing with persistent difficulties in finding the appropriate skills

% EXPECTING AN INCREASE IN EMPLOYEES IN NEXT 6 MONTHS



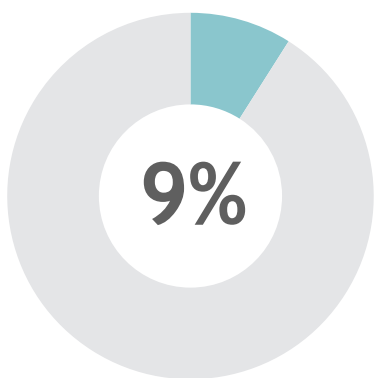
Fewer larger SMEs are now looking to increase their workforce in the next 6 months



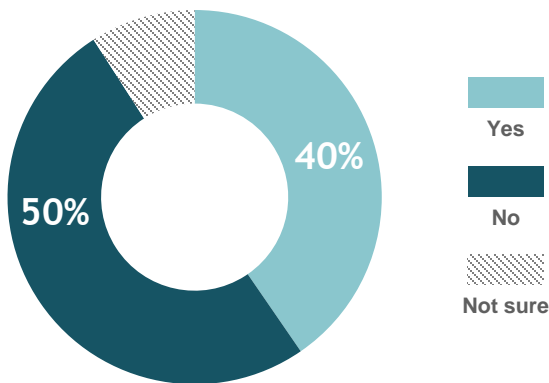
SOURCING PRODUCTS AND SERVICES

// Businesses were asked about difficulties with sourcing products and services

% who are having difficulty sourcing products or services



Can the product be sourced on the island/cross-border?*



*Of those having difficulty sourcing the product/service

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 today or call 028 3083 4100 (048 from Ireland)

A telephone survey of 769 businesses 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 March – 15th April 2024.