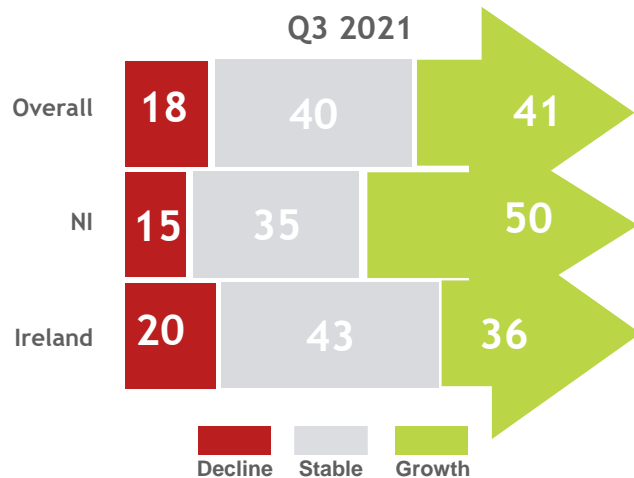
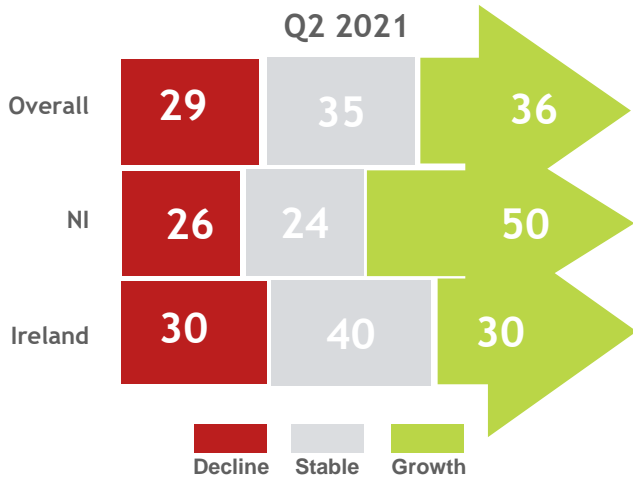




BUSINESS POSITION

// Businesses were asked about their business position



CROSS-BORDER TRADE

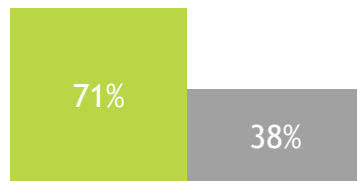
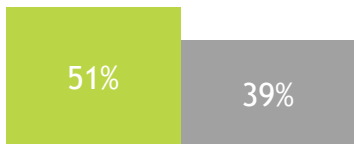
// Businesses were asked about their growth, profitability and sales

Businesses with cross-border sales are more likely than those without to be in growth, to be profitable and to have increased their sales over the past quarter

% that are in growth...

% that are profitable...

% that have increased sales...



Cross-border sales

No cross-border sales



IMPACT OF COVID-19

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

Half of businesses remain impacted by the Covid-19 pandemic, with sales and profit margins being most affected

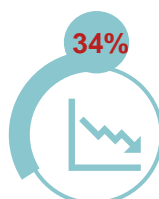
Businesses impacted by the pandemic



% rating areas as being impacted



Sales



Profit margins



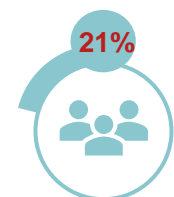
Supply chain



Cash flow



Travel

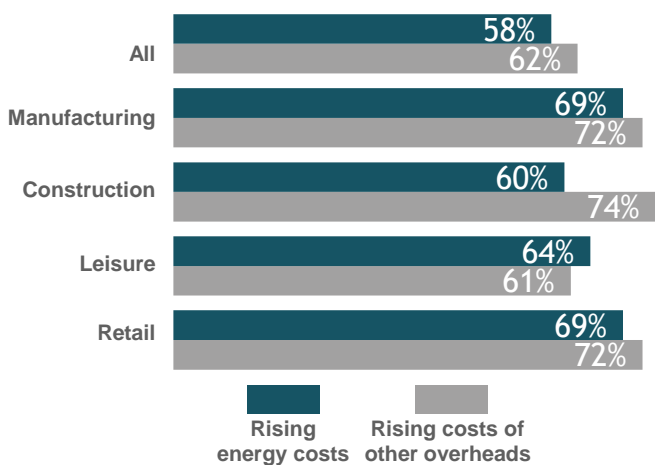


Staffing

! BUSINESS ISSUES // Businesses were asked about their current business issues

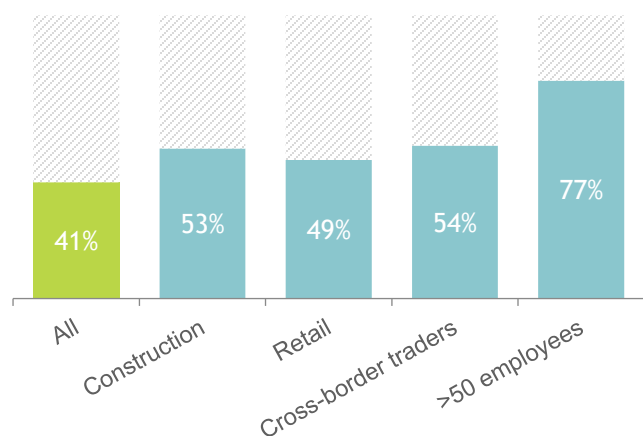
Rising costs of overheads

% RATING RISING ENERGY COSTS AND OTHER OVERHEADS AS AN ISSUE



Recruitment

% RATING RECRUITING APPROPRIATE SKILLS AS AN ISSUE

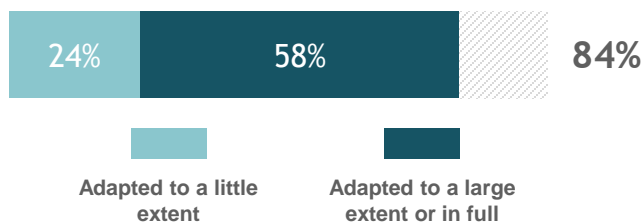


Brexit

44% of businesses remain impacted by Brexit

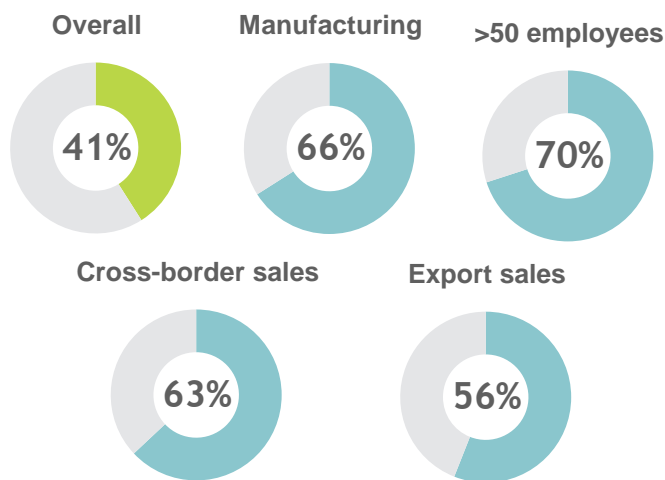


Of those impacted, 84% say they have adapted to the new trading conditions post-Brexit



Logistics

% RATING LOGISTICS AS AN ISSUE

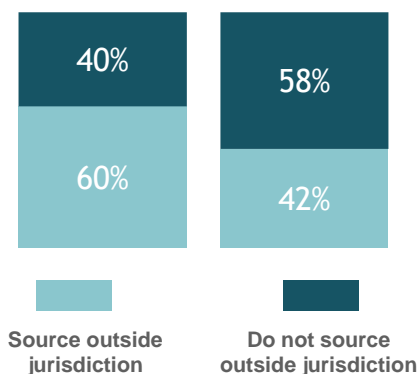


SOURCING // Businesses were asked about where their suppliers are based



32% source supplies from the opposite jurisdiction, compared to 19% in Q3 2019

Q3 2021 Q3 2019



60% of businesses source outside their jurisdiction, compared to 42% in 2019

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 762 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 September – 14th October 2021.