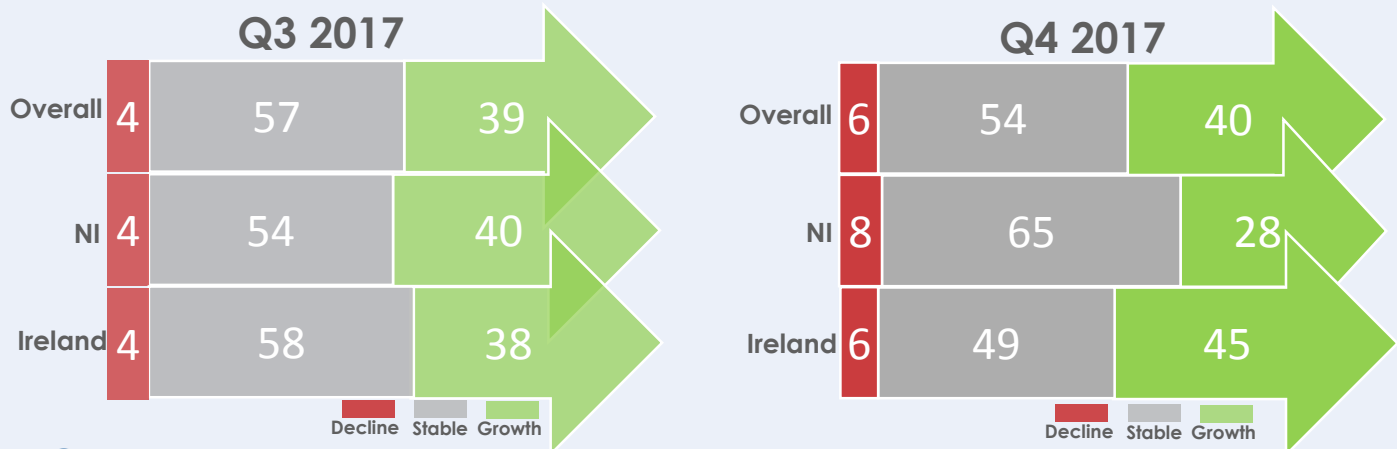


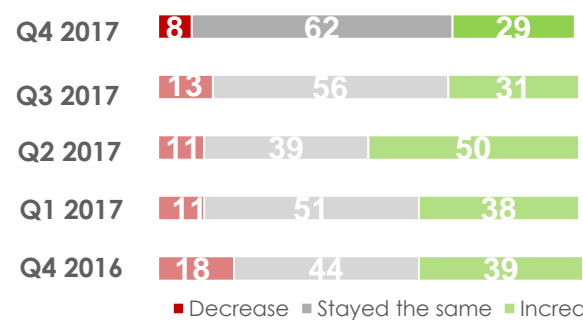
Businesses were asked about the current position of their business (%)



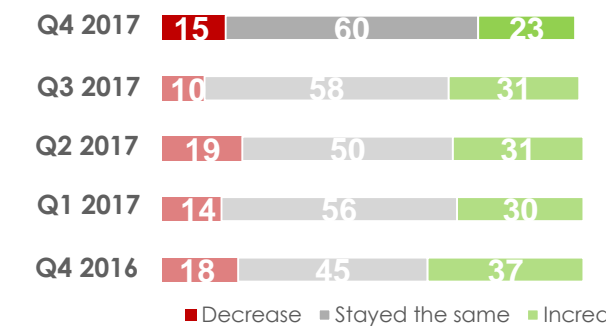
Although the survey indicates a **healthy all-island economy** there are some **signs of divergence** between NI and Ireland.

## SALES PERFORMANCE

### Business with cross border sales (%)

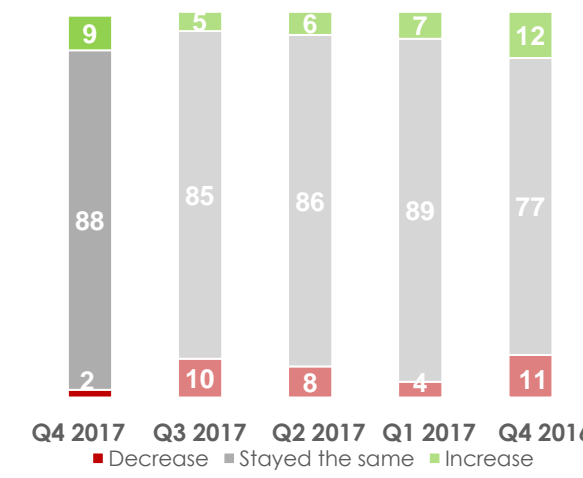


### Business with no cross border sales (%)

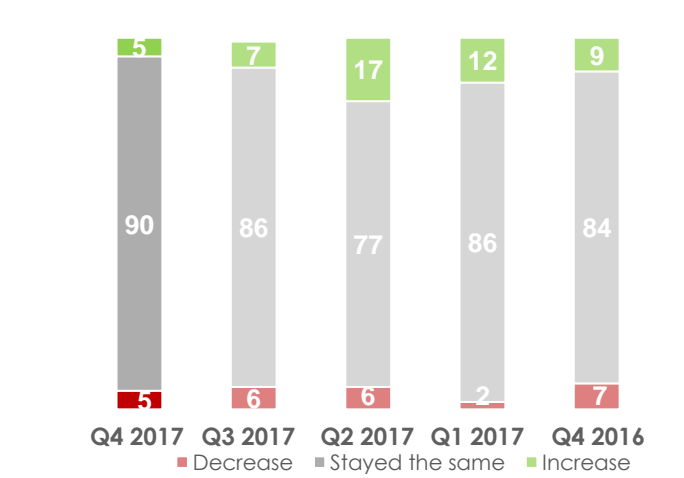


## EMPLOYMENT LEVEL

### Businesses with cross border sales (%)

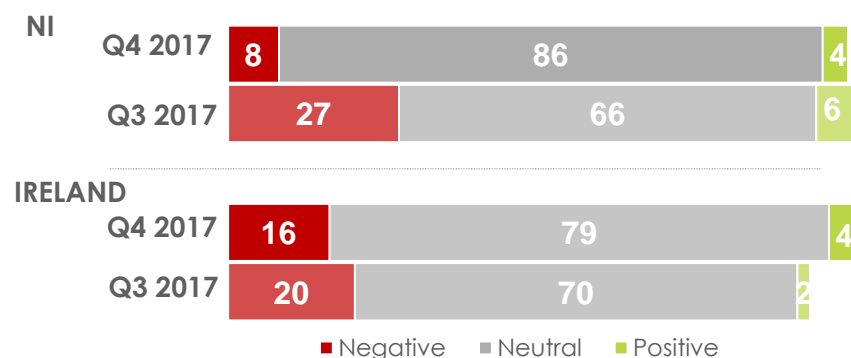


### Businesses with no cross border sales (%)



# ★ IMPACT OF BREXIT

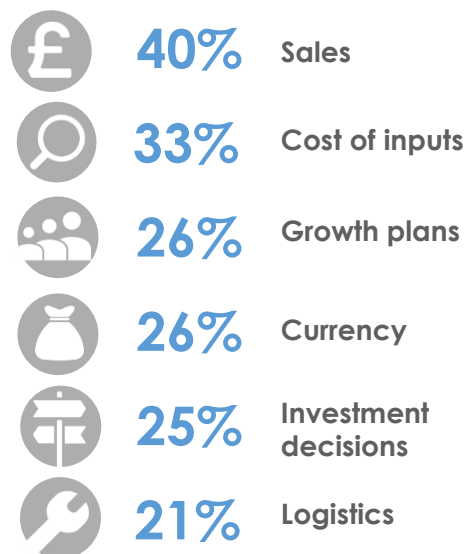
## Businesses were asked about the impact of Brexit (%)



# 25%

of those with cross border sales reported Brexit has had a **negative impact** on their business

## Cross border businesses expect Brexit to impact on... (% of companies saying yes)



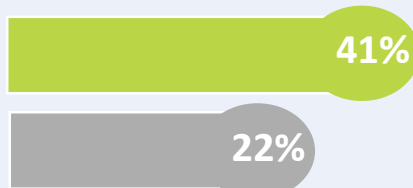
## ✓ PLANS FOR BREXIT

### Businesses were asked about their plans to deal with Brexit

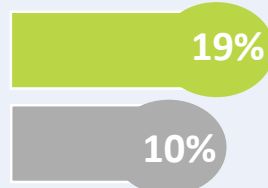


Whilst just **8%** of cross border businesses have made formal plans in preparation of Brexit, the survey shows **informal planning activities have increased**

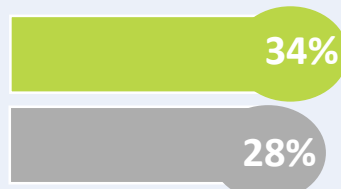
#### DISCUSSED WITH OTHER BUSINESSES



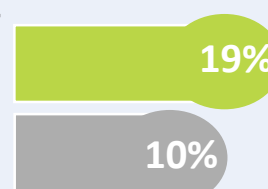
#### SOUGHT ADVICE FROM FINANCIAL ADVISOR



#### HELD INTERNAL MEETING



#### SOUGHT ADVICE FROM TRADE ASSOCIATIONS/GOVERNMENT



■ Q4 ■ Q3

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/€2000 towards professional advice in relation to Brexit matters, through our ['Start to Plan' Service](#).

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 757 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 3<sup>rd</sup> - 22<sup>nd</sup> January 2018.