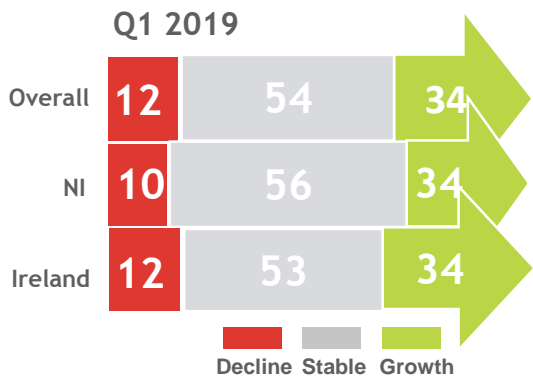
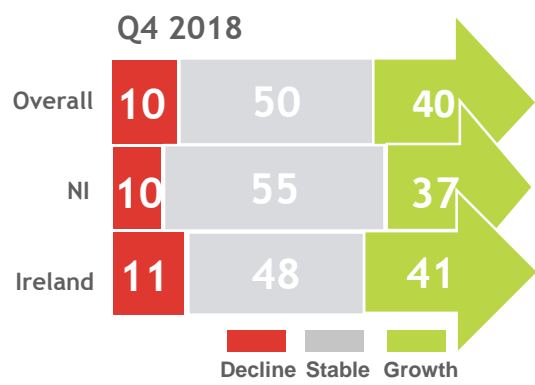


✓ BUSINESS POSITION

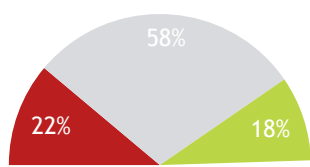
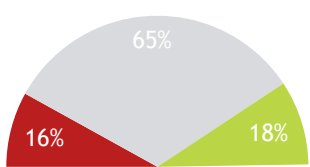
// Businesses were asked about their business position



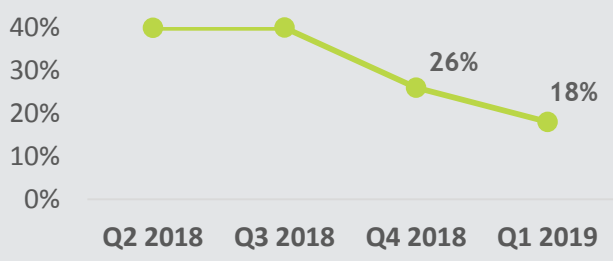
£ SALES ACTIVITY

// Businesses were asked about changes in their sales activity

Manufacturing businesses are more likely to report a decrease in sales.



■ Decrease in sales ■ No change in sales ■ Increase in sales



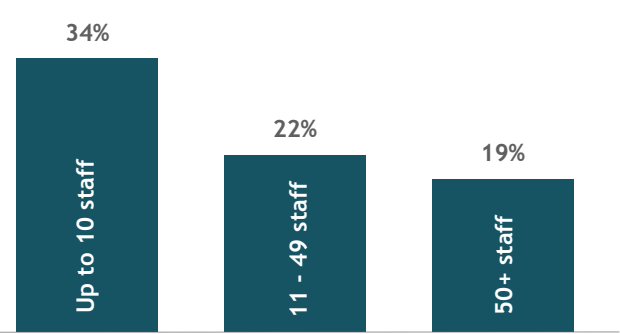
There has been a drop in the number of **cross-border firms** experiencing an increase in sales over the past year.

📊 PROFITABILITY

// Businesses were asked about their profit margins

Smaller businesses are more likely to be working to **tighter profit margins** than larger firms.

Reporting a profit margin of 5% or less





EMPLOYMENT

// Businesses were asked about their staff numbers

89% of firms

have **made no changes to the number of staff** in their business over the last quarter.



INVESTMENT

// Businesses were asked about their plans to invest

Over the next 12 months...



11% of businesses plan to increase staff training



6% are considering investing in R&D



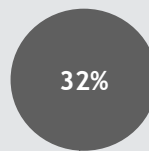
4% are looking to upgrade their premises



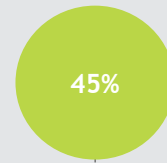
BREXIT

// Businesses were asked about the impact that Brexit has had on their firm

Those who trade across the border are more likely to **report Brexit as an issue.**



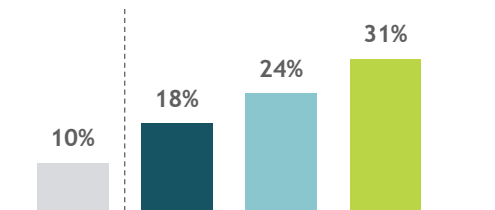
Overall



Cross-border sales



No cross-border sales



Overall Up to 10 employees 11-49 employees 50+ employees

Almost a third of large businesses have experienced a **negative impact** on their investment decisions because of Brexit.

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/€2250 towards professional advice in relation to Brexit matters, through our [Brexit Funding Support](#). 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 or call 028 3083 4100 (048 from Ireland).

A telephone survey of 755 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 29th March – 18th April 2019.