



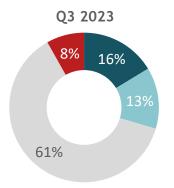


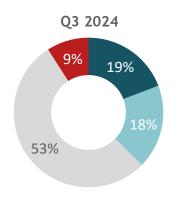
BUSINESS POSITION

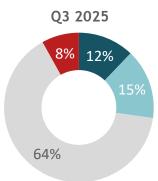
// Businesses were asked about their business position









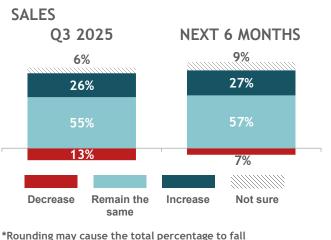


28% of businesses are in growth, the lowest level observed since 2018

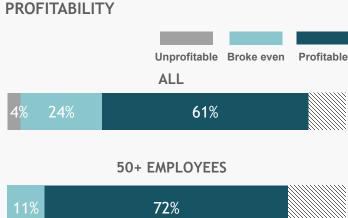
*Due to rounding percentages add to 99%-101%

SALES AND PROFITABILITY

// Businesses were asked about their sales and profitability







between 99% and 101%

// Businesses were asked about their current business issues

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

BUSINESS ISSUES



Rising energy costs



Rising costs of other overheads



Difficulty recruiting people



Global politics and trade uncertainty



Reduction in demand



CROSS-BORDER TRADE

// Businesses who trade cross-border and into other jurisdictions were asked about their experiences with cross-border trade

SKILLS AND CAPABILITIES



59% said cross-border trade helped their business to develop their confidence, communication, resilience and negotiation skills

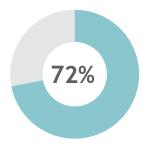


59% stated that cross-border trade informed their understanding of compliance, paperwork and rulesbased trade

*% of those who trade cross-border and into other jurisdictions
**Rating 3, 4, or 5 on a 5-point scale

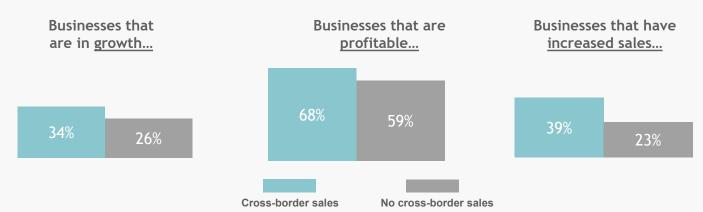
CROSS-BORDER TRADE AS A STEPPING-STONE

% that would recommend crossborder trading as a stepping-stone to trading further afield



*% of those who trade cross-border and into other jurisdictions

CROSS-BORDER VS NO CROSS-BORDER TRADE



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



COST OF DOING BUSINESS

// Businesses were asked about any cost saving measures they have undertaken in the last 6 months

COST SAVING APPROACHES UNDERTAKEN IN LAST 6 MONTHS

30% of businesses said they have undertaken cost-saving approaches within the last 6 months...

Energy and sustainability measures

Operational efficiencies

Workforce measures

Technology and automation

13%

12%

6%

4%

Multiple choice guestion

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)