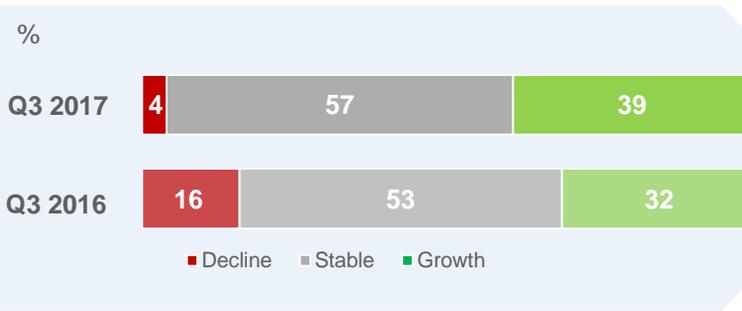


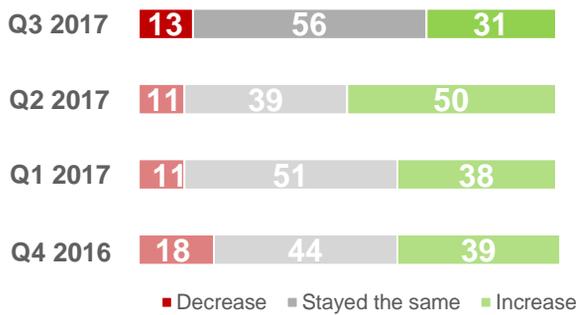
Businesses were asked about the current position of their business



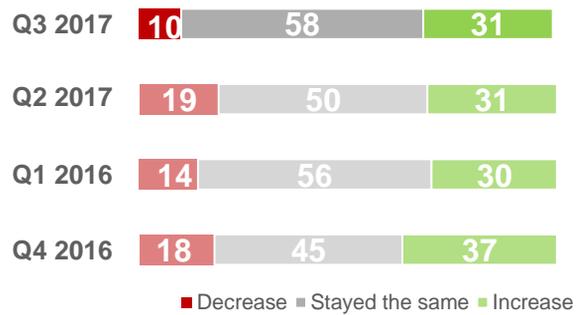
96% reported their business position as **stable or in growth** compared to **85%** this time last year

Sales performance

Business with cross-border sales (%)

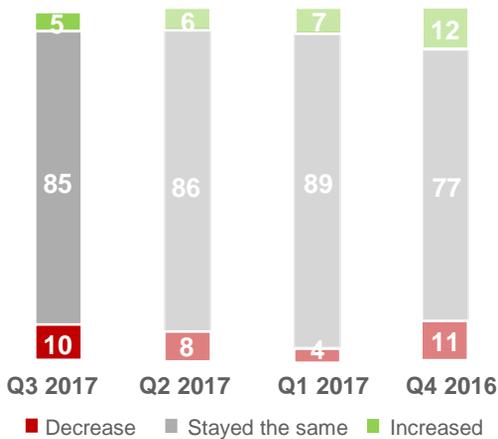


Business with no cross-border sales (%)

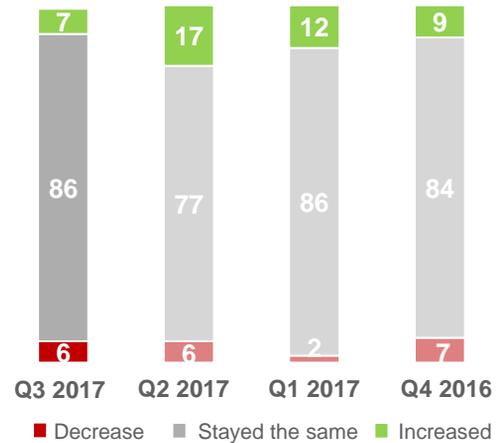


Employment

Business with cross-border sales (%)



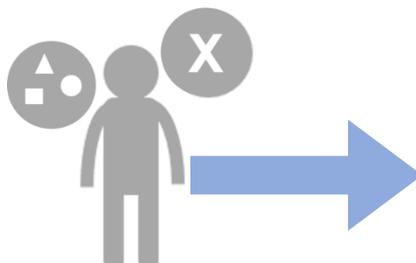
Business with no cross-border sales (%)



Skills

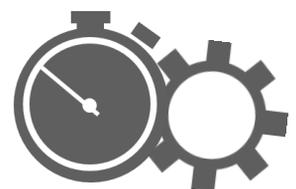
22%

of exporters reported difficulty recruiting appropriate skills for their business



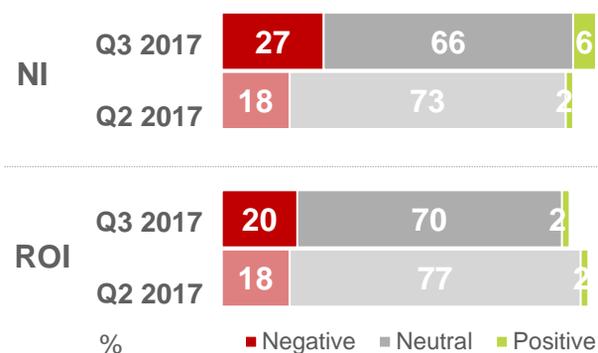
67%

stated this difficulty had an impact on productivity



★ Impact of Brexit

Businesses were asked about the impact of Brexit and their plans to deal with it



41%

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

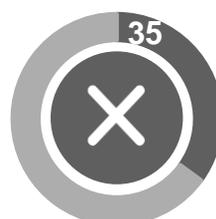
91%

of those with **cross-border sales** had **not made plans** to deal with Brexit

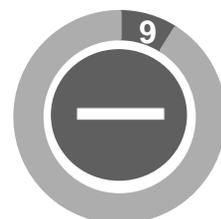
Reasons for not making plans (%)



Uncertainty makes it difficult to plan



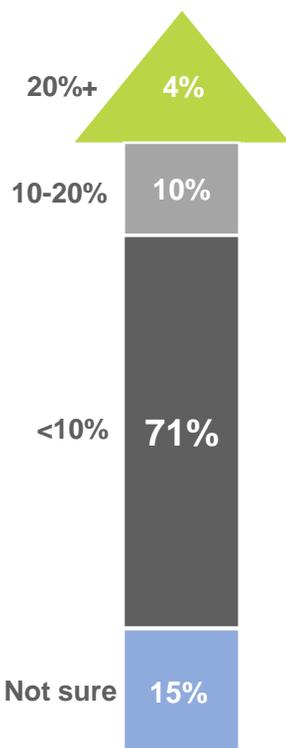
Don't believe it will affect my business



Too busy dealing with the here and now

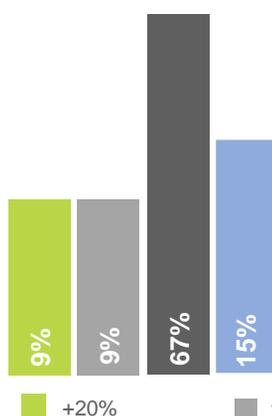
→ Profit margins

Businesses were asked what bracket their profit margins fell into

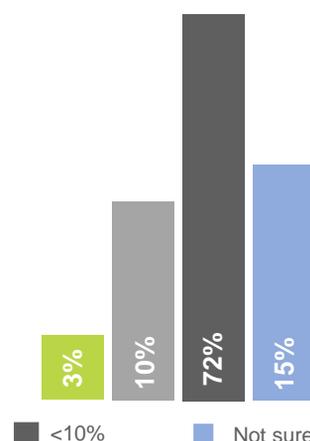


71% of businesses reported they have **less than a 10%** profit margin

Cross-border sales



Non cross-border sales



InterTradeIreland recognise that profit margins can be tight but help keep your business ahead of any potential impacts from Brexit by contacting 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 or call 028 3083 4100 (048 from Ireland).