Q3 2023 BUSINESS MONITOR

InterTradeIreland

✔ BUSINESS POSITION

// Businesses were asked about their business position

BY QUARTER AND LOCATION

Legend: ■ Decline ■ Stable ■ Growth

Q2 2023

Location	Decline	Stable	Growth
All	6%	57%	36%
NI	7%	53%	38%
Ireland	6%	58%	35%

Q3 2023

Location	Decline	Stable	Growth
All	8%	61%	29%
NI	12%	59%	29%
Ireland	8%	62%	29%

BY PAST FOUR QUARTERS

Chart lines across Q3 2022, Q4 2022, Q1 2023, Q2 2023, Q3 2023:

- **Growth**: starts 34%, ends 29%
- **Stable**: starts 44%, ends 61%
- **Contracting, survival mode or winding down**: starts 16%, ends 8%
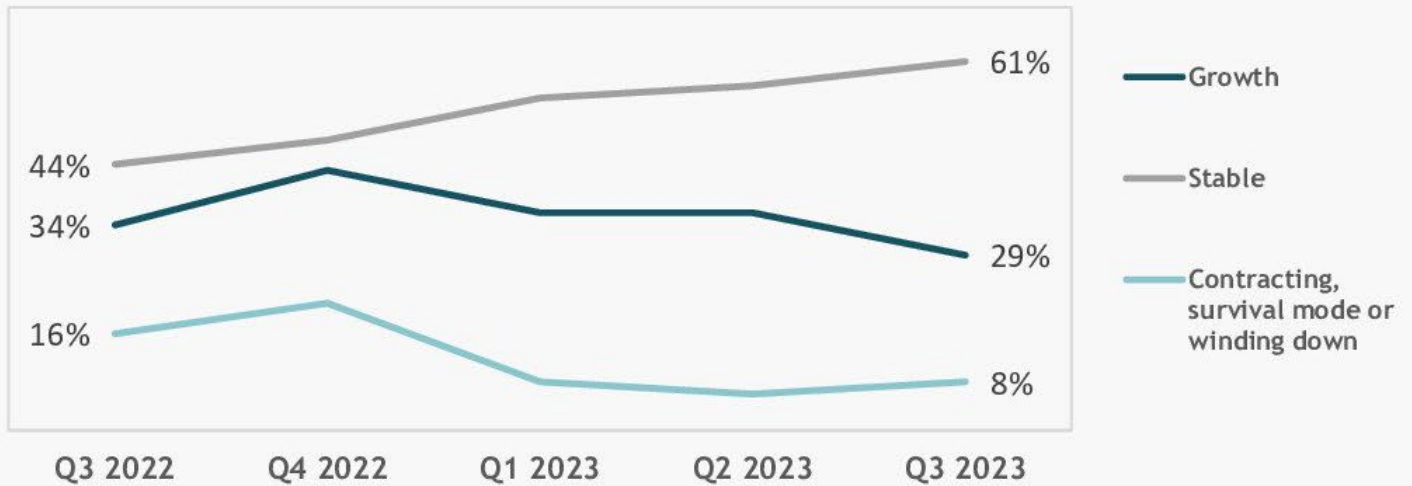
📦 SALES & PROFITABILITY

// Businesses were asked about their sales and profitability

SALES

Legend: ■ Decrease ■ Remain the same ■ Increase

ALL

28%

PROFITABILITY

Legend: ■ Unprofitable ■ Broke even ■ Profitable ▨ Not sure

Q2 2023

6% 5%

Q3 2023

4% 3%

34%	25%	28%
51%	56%	59%
11%	15%	8%
Q2 2023	**Q3 2023**	**NEXT 6 MONTHS**

24%

65%

23%

70%