



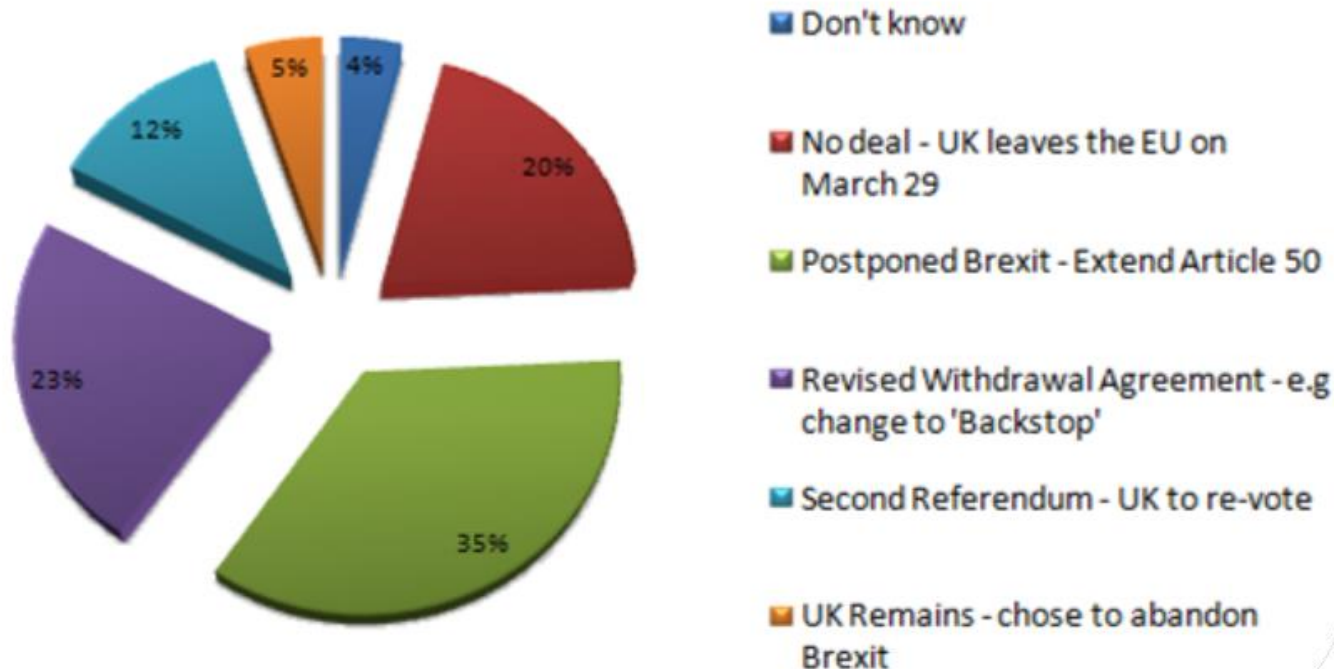
Brexit Insights Report

100+ SME Responses (ROI & NI)

7th February 2019



What do you believe will be the outcome of Brexit?



NOTE:

35%: Postponed Brexit - UK & EU extend Article 50 notice

20%: No deal - the UK to leave the EU without a deal on March 29

23%: Revised Withdrawal Agreement - e.g. alterations to Backstop

12% Second Referendum - Re-vote process in UK

5%: UK Remains - chose to abandon Brexit revoking its Article 50 notice of withdrawal



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What has been the impact of Brexit to your business so far?

	NO IMPACT	MINIMAL IMPACT	LARGE IMPACT
Currency Impact	48%	41%	11%
Cost Increases	52%	44%	4%
Supply Uncertainty	65%	23%	12%
Increased Administration	59%	29%	12%
Reduced Demand/Sales	62%	27%	11%
Cashflow	69%	31%	0%
New Opportunities	50%	35%	15%
Other	78%	22%	0%

NOTE:

Little or No impact from Brexit to-date for most Irish SME's, while the impact of volatile currency and increasing costs are the most noticeable factors since the UK EU referendum on 23 June 2016. One of the positives from this research indicate that 15% of Irish SME's have availed of significant business opportunities due to Brexit.



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How do you expect Brexit to impact your business in future?

	NO IMPACT	MINIMAL IMPACT	LARGE IMPACT
Volatile Currency	15%	54%	31%
Cost Increases	22%	48%	30%
Supply Uncertainty	31%	50%	19%
Increased Administration	30%	33%	37%
Reduced Demand/Sales	37%	48%	15%
Cashflow	37%	55%	8%
Visas/Migration	42%	38%	20%
Regulation/Accreditation	30%	30%	40%
UK Market Access	15%	53%	32%
New Opportunities	31%	50%	19%

NOTE:

SME's on the island are expecting further cost increases and currency fluctuations due to Brexit, with negative impacts expected with regards to increased business administration, and regulation/accreditation burdens. Surprisingly only 8% of businesses are expecting a significant cash-flow impact due to Britain's' exit from the EU.



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With regards to your Brexit Contingency Planning;



NOTE:

With only 50 days to go to Brexit, only 26% of SME's had a Brexit Contingency Plan. 1 in 5 SME's are due to prepare a Brexit plan in the coming weeks, while worryingly from a supply-chain perspective, less than 6% of SME suppliers have a Brexit Plan to sustain their business and navigate the severe risks posed by Britain's imminent exit from the EU.



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What is your biggest frustration or concern with regards Brexit?



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