

# SME CONFIDENCE TRACKER

Q3 2018

SMES PLAN TO INVEST  
**€142,839**  
 ON AVERAGE IN Q4 2018

## BREXIT



of SMEs say the UK's departure from the EU is a key factor preventing them from investing in their business



More than half of Irish SMEs are planning to take steps in advance of Brexit



of SMEs say they are exploring new markets



of SMEs are getting cash flow in order

## SME CONFIDENCE



The majority of SMEs plan to invest in their business over the next three months

48%

of SMEs report an increase in sales during Q3 2018



65%

of SMEs believe sales will increase in Q4 2018

## TOP BUSINESS CHALLENGES IN Q3



UK leaving the EU



Increasing competition



Late payments

## TOP SME INVESTMENT INTENTIONS FOR Q4



Staff training and development



Digital technology



Recruitment

## WHAT IS THE SME CONFIDENCE TRACKER?

The SME Confidence Tracker surveys 200 of Ireland's small and medium sized businesses on a quarterly basis. The Tracker charts the confidence of owners and senior decision-makers of businesses with an average turnover of €2.9m.

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