

Key Takeaways

OPTIMISM

Optimism levels are down 20% year-on-year to

59%

reflecting ongoing cost and employment pressures as well as Brexit uncertainty

RECRUITMENT

1 in 4

companies plan to recruit in the next 12 months with 59% of all employers saying it is **somewhat or very difficult to find the right people to run the business**

DIGITAL

66%

of companies have **no plans to sell online**

as online selling does not currently feel like a genuine route to market for many food and agribusinesses



64%

see **Social Media as important or very important**

with Facebook remaining the most dominant platform

R & D

48%

of companies do not invest in R&D.

On average, only 3% of turnover is invested in R&D.



13%

of SMEs in the sector have **patent protection**

TRENDS

Sustainable packaging, veganism and local provenance

are key emerging **trends** for food businesses in Ireland



TURNOVER

48%

of companies saw an **increase in turnover**



FINANCE & SUPPORT

Fewer businesses

are looking for

Bank finance

down 30% year-on-year

(43% in 2018 vs 30% in 2019)



1 in 4

companies (26%) now use **State grants to help grow their business.**

62%

have seen **costs rise**

81%

report that **margins are the same or falling**



BREXIT



100%

increase in concern about Brexit

(42% expressing concern in our latest research compared to 21% in 2018)



CLIMATE CHANGE

74%

of food and agribusinesses are taking initiatives to **reduce their impact on climate change**

Managing waste and by-products is the most common action

SUCCESSION

81%



of companies **do not have a clear succession plan** in place



Not for sale

55% of companies would not consider selling their business in the next five years

