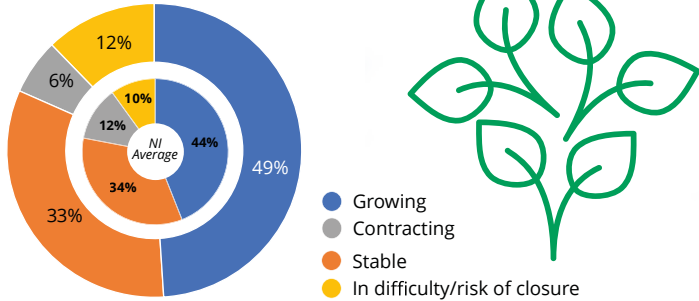


Ards & North Down

Council area figures on outer circles of charts with NI averages in the centre.

Current Business Conditions

Last 12 months



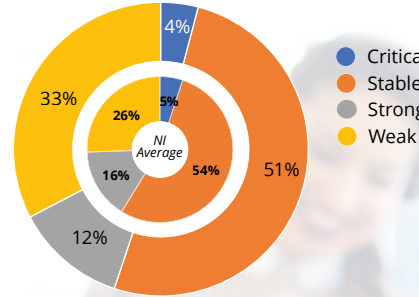
- Growing
- Contracting
- Stable
- In difficulty/risk of closure

| | Turnover | N.I. Ave. Turnover | Profits | N.I. Ave. Profits | Jobs | N.I. Ave. Jobs |
|-------------------------|----------|--------------------|---------|-------------------|------|----------------|
| Increased | 51% | 43% | 40% | 33% | 31% | 23% |
| Stayed Largely the Same | 28% | 39% | 31% | 40% | 53% | 60% |
| Decreased | 21% | 18% | 29% | 27% | 16% | 17% |

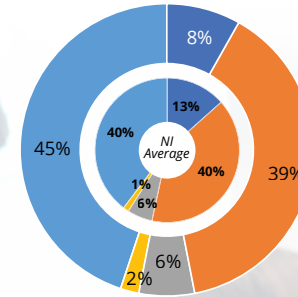
Current Business Finance Conditions

Cashflow

Debt

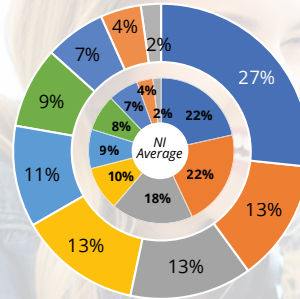


- Critical
- Stable
- Strong
- Weak



- Very manageable (e.g. could pay back early)
- Manageable (e.g. could pay back in the agreed period)
- Unmanageable (e.g. not sure how the business can pay back)
- Very unmanageable (e.g. won't be able to pay back)
- The business has no debt

Business Support

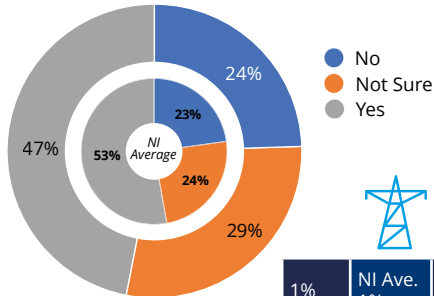


- Digital marketing & social media trends - how to maximise exposure & usage
- Financing - How to manage and where and how to access funding
- Sales / Business Development / Exporting - how to grow & access new markets
- No support required
- People - hiring / managing and developing your team
- New innovative technologies incl. AI - understanding and using
- Operating cost management - being efficient & more effective
- Leadership / Strategy
- Introducing and embedding green/sustainability practices in your business

Cost of doing Business

Last 12 months

Affecting Business Sustainability?



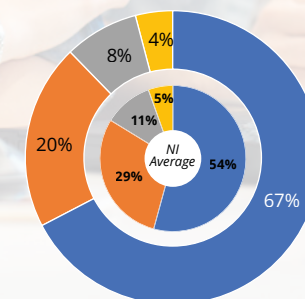
- No
- Not Sure
- Yes



| | 1% - 10% | NI Ave. 1% - 10% | 11% - 30% | NI Ave. 11% - 30% | 31% - 50% | NI Ave. 31% - 50% | 51%+ | NI Ave. 51%+ | No Change | NI Ave. No Change |
|-------------------------------------|----------|------------------|-----------|-------------------|-----------|-------------------|------|--------------|-----------|-------------------|
| Utilities | 27% | 23% | 41% | 46% | 10% | 18% | 7% | 9% | 15% | 7% |
| Raw Materials and/or Stock | 44% | 28% | 26% | 38% | 18% | 16% | 3% | 7% | 9% | 11% |
| Property Costs | 25% | 36% | 19% | 20% | 0% | 5% | 3% | 7% | 53% | 36% |
| Costs of borrowing and/or financing | 27% | 33% | 9% | 18% | 9% | 6% | 0% | 3% | 55% | 40% |
| Vehicle running costs | 33% | 28% | 43% | 47% | 10% | 13% | 7% | 4% | 7% | 7% |

Business Growth Prospects

Next 12 months



- Likely to Grow
- Remain Stable
- Likely to Contract
- Trade with difficulty/Risk of Closure

