Invest NI Welcomes Project Partners

Nigel Sands
Trade Manager
Wednesday 21 February 2018
Programme

14:30 - Welcome
14:40 - Supporting SMEs to Export
15:00 - Supporting SMEs to Innovate
15:20 – Q&A
15:30 – Break
15:45 – NI Chamber of Commerce & Industry
16:05 – Supporting SMEs with Market Information
16:25 – Q&A
16:30 - Close
C Series wings are the largest and most complex composite structures manufactured and assembled in the UK.
1 in 5 of the world’s computer drives contains a part created in Northern Ireland by Seagate.
40% of the world’s mobile crushing and screening equipment is made in Northern Ireland
One in three London buses manufactured by Northern Ireland company, Wrightbus
Ulster Carpets has supplied carpets to Buckingham Palace, Tower of London, The Ritz and 7 Star Hotels in UAE.
Vita Liberata, Kim Kardashian’s tanning choice!
## Northern Ireland Export Statistics

### Total Sales

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>£68.9bn</td>
</tr>
<tr>
<td>(NI)</td>
<td>£44.7bn</td>
</tr>
<tr>
<td>(GB)</td>
<td>£14.0bn</td>
</tr>
<tr>
<td>Exports</td>
<td>£10.1bn</td>
</tr>
</tbody>
</table>

### External Sales

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>GB</td>
<td>£14.0bn</td>
</tr>
<tr>
<td>Exports</td>
<td>£10.1bn</td>
</tr>
</tbody>
</table>

### Exports

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exports</td>
<td>£10.1bn</td>
</tr>
</tbody>
</table>

### Composition and Trends

#### Breakdown of Sales 2016 (£bn)

<table>
<thead>
<tr>
<th>Region</th>
<th>Value</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>NI</td>
<td>£44.7bn</td>
<td>+£829m</td>
</tr>
<tr>
<td>GB</td>
<td>£14.0bn</td>
<td>+£281m</td>
</tr>
<tr>
<td>Exports</td>
<td>£10.1bn</td>
<td></td>
</tr>
</tbody>
</table>

#### Trends 2011-2016 (% change)

<table>
<thead>
<tr>
<th>Category</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Sales</td>
<td>11.9%</td>
</tr>
<tr>
<td>External Sales</td>
<td>17.7%</td>
</tr>
<tr>
<td>Exports</td>
<td>11.1%</td>
</tr>
</tbody>
</table>

Source: Broad Economy Sales and Export Statistics, NISRA
# Northern Ireland Export Statistics

## Destination of Exports 2016

<table>
<thead>
<tr>
<th>Republic of Ireland (£3.4bn)</th>
<th>Rest of EU (£2.3bn)</th>
<th>Rest of World (£4.4bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Republic of Ireland £3,401m</td>
<td>Germany £569m</td>
<td>North America £1,853m</td>
</tr>
<tr>
<td></td>
<td>France £489m</td>
<td>Asia £857m</td>
</tr>
<tr>
<td></td>
<td>Belgium £336m</td>
<td>Switzerland £736m</td>
</tr>
<tr>
<td></td>
<td>Luxembourg £164m</td>
<td>Middle East £297m</td>
</tr>
<tr>
<td></td>
<td>Netherlands £149m</td>
<td>Africa £191m</td>
</tr>
<tr>
<td></td>
<td>Rest of EU Other £627m</td>
<td>Rest of World Other £320m</td>
</tr>
</tbody>
</table>
Number of Businesses Selling Outside NI & Exporting (2016)

11,780 selling outside NI (external sales)

8,509 exporting
Supporting our customers to increase their total sales by £3.2 to £4.2 billion. £2.4 - £3.1 billion will be sales outside Northern Ireland, including £0.8 - £1.2 billion of new export sales.
Expanding our global presence
Invest NI supports the export journey

- Trade Missions & Group Stands
- Support to Exhibit Overseas
- Export Skills Workshops
- Business Information Centre
- In-Market Support
- Export Development Service
- Translation & Legal Services

Invest Northern Ireland
Export Skills Workshops

• Core and Essential Export Skills workshops

• Open to all Northern Ireland companies interested in exporting

• Spring & Autumn - £75 (€85) per person

• Includes 1:1 mentoring (half day)
Business Information Centre
Bedford Square, Belfast

• Business Research facility
  – company and market information using specialised electronic database resources

• How to access our resources
  – Enquiry Service
  – Visit the Centre

• Appointment only
In-Market Support

Trade Advisory Service – TAS

• Overseas office network and in-market advisers
• £125 (€141) per day – 10-day project
• up to 30 days per company per year
Trade Missions 2018-19

• 7 outside EU (multi-industry sector)

• Assistance towards travel and accommodation

• 50% of economy airfare

• up to £75 (€85) per night
Trade Exhibitions 2018-19

• Attend and support our customers at 27 overseas exhibitions

• 60% outside EU

• 50% of stand design & build costs

• 50% of economy airfare

• up to £75 (€85) per night
• Supporting SMEs to exhibit at trade shows outside Northern Ireland

• Support at 50% to maximum grant of £2,000 (£2,260)

• Assistance towards travel and accommodation
Invest NI helps you internationalise

Education, Training & Careers Exhibition
25-27 October 2017
Abu Dhabi National Exhibition Centre
Gulfood 2017
Dubai
EXPORT MARKET VISIT

• Support for up to 5 visits per country per year

• 50% of economy airfare. Up to 2 people. Limits apply

• £75(€85) per person per night (max. 5 nights)
EXPORT DEVELOPMENT SERVICE

• Specialist consultants in all sectors

• Assistance to help develop export strategy and planning

• Cost is £125 (€141) per day - up to 10 days per year
TRANSLATION & LEGAL SERVICES

• Assistance towards translation, interpreting and legal services at a rate of 50% to a max. of £5,000 (€5,650) in a rolling 12 month period

• Eligible costs are for new markets only
UK Export Finance (UKEF) is the UK's export credit agency, working alongside the Department for International Trade and Invest NI to help make exports happen

Provides trade finance advice, bank guarantees and insurance solutions to support UK exporters through a national network of advisers in every UK region

Our mission is to ensure that no viable export fails for lack of finance or insurance.
Thank you!