Enterprise Ireland End of Year Results 2016

19,244
Total new jobs

9,117
net jobs created

201,108
employed by Enterprise Ireland supported companies

65%
client employment outside Dublin

Employment growth per region

North West
+5%

North East
+5%

West
+5%

Midlands
+5%

Mid East
+2%

South
+5%

South East
+3%

Dublin
+5%

Source: The Annual Employment Survey carried out by the Department of Jobs, Enterprise and Innovation
## 2016 Outcomes

<table>
<thead>
<tr>
<th>Start</th>
<th>Innovate</th>
<th>Scale</th>
</tr>
</thead>
<tbody>
<tr>
<td>101</td>
<td>78</td>
<td>1,194</td>
</tr>
<tr>
<td>new High Potential Start-Ups supported by Enterprise Ireland</td>
<td>R&amp;D approvals to client companies &gt; €100k</td>
<td>new overseas contracts backed by Enterprise Ireland</td>
</tr>
<tr>
<td>128</td>
<td>€156m</td>
<td>420</td>
</tr>
<tr>
<td>new start-ups under Competitive Start Funds (CSF)</td>
<td>Horizon 2020 funding secured</td>
<td>new overseas presences established with the support of Enterprise Ireland</td>
</tr>
<tr>
<td>63</td>
<td>1,036</td>
<td>69</td>
</tr>
<tr>
<td>female-led start-ups</td>
<td>record number of collaborative innovations between industry and Higher Education Institutes</td>
<td>first-time exporters to High Growth Markets</td>
</tr>
<tr>
<td>407</td>
<td>372</td>
<td>254</td>
</tr>
<tr>
<td>participants on entrepreneurship programmes</td>
<td>Technology Gateway projects for industry</td>
<td>Enterprise Ireland client investments &gt; €500K</td>
</tr>
<tr>
<td>7,600</td>
<td>594</td>
<td>891</td>
</tr>
<tr>
<td>participants on LEO business development training</td>
<td>Innovation vouchers issued to companies</td>
<td>international buyer visits with the help of Enterprise Ireland</td>
</tr>
</tbody>
</table>

66% of exports beyond the UK

UK consolidation: 33% of exports

Total Exports to €26bn (+26%)
101 NEW HIGH POTENTIAL START-UPS FUNDED

101 new High Potential Start-Ups (HPSUs) were approved funding in 2016. HPSUs have the potential to become exporting businesses with 10 new staff and €1m in sales within three to four years of starting up. Internet of Things company Firmwave, and Parkpnp, who have developed a digital marketplace for parking spaces, were among those supported.

INCREASE IN SEED FUNDING

Negotiations were completed on six funds under the Seed & Venture Capital Scheme 2013-2018. Enterprise Ireland’s commitment of €78.5m will result in a potential pool of over €280m for investment in high-growth companies. The European Angel Fund worth €20m was also launched in 2016 and the first deals have already been agreed.

KINESIS RAISE €590K

UCD spin-out Kinesis raised nearly €590k with the help of a HPSU investment. The company’s wearable sensors assess patient movement.

MOOCALL SIGN MULTIMILLION DOLLAR DEAL

Deal arises from inward-buyer visit

AGRITECH: Moocall, the Internet of Things start-up whose application for cattle has been a hit with Irish farmers, announced a multimillion-dollar US distribution deal with Animal Health International. The contract was signed during an inward buyer visit where over 50 international buyers from 15 countries visited the National Ploughing Championships 2016.

HIGHEST EVER NUMBER OF SPIN-OUTS FROM RESEARCH

15 spin-outs from Higher Education Institutes became Enterprise Ireland HPSU clients in 2016 - the highest annual number ever recorded.

128 NEW START-UPS FUNDED UNDER CSF

There were 128 Competitive Start Fund approvals in 2016. The fund accelerates the growth of start-up companies with the capacity to become successful exporting businesses.

FEMALE ENTREPRENEURSHIP

The Female Entrepreneurship Unit had another successful year with an increase in female-led start-ups to 63, including 19 High Potential Start-Ups.

The Female Founders Roadshow visited six locations: Dundalk, Galway, Athlone, Donegal, Limerick and Cork. There was also a female-only Competitive Start Fund and accelerator run in conjunction with the NDRC, and a gender diversity workshop run in partnership through the WeConnect Foundation.

SUCCESS IN FINTECH

Enterprise Ireland invested in 17 fintech start-ups as part of the Government’s IFS2020 strategy for developing the financial services sector. Further support came in the form of a new Fintech Competitive Start Fund (CSF) launched in June, which invested €500,000 in 10 new start-ups. Masterclasses with large financial institutions formed part of the offer. Online authentication company Touchtech was among those supported by Enterprise Ireland in 2016, with plans to expand its global footprint and recruit 40 people over three years.

101 HPSU Approvals
63 Female-led Start-ups
128 CSF Approvals
17 Fintech start-up Investments

Pictured (l-r) at NexusUCD, the Industry Partnership Centre at University College Dublin are; Colm MacFhionnlaoich, Manager, HPSU Industrial Products and Life Sciences, Enterprise Ireland, Dr Barry Greene, CTO and co-founder, Kinesis Health Technologies and Seamus Small, CEO and co-founder, Kinesis Health Technologies. (Nick Bradshaw, Fotonic).
IRELAND TOPS LEAGUE FOR SME INSTRUMENT SUCCESS
€156m Horizon 2020 funding secured through Enterprise Ireland unit
HORIZON 2020: Enterprise Ireland’s work as national coordinator of Horizon 2020 has led to Ireland being ‘the most efficient country in getting its proposals funded’ according to the European Commission. In 2016, 85 SMEs won over €156m, with many receiving over €1m each. Since its launch in 2014, €336m in non-exchequer RDI funding has been awarded to Irish companies and higher-level researchers.

ENTERPRYZE CREATES 200 JOBS IN DUBLIN
ICT: Enterpryze, who provides web and mobile SaaS platform for SMEs, announced 200 jobs in sales, customer service, technical support and development. The company, was backed by Enterprise Ireland through the two-and-a-half-year R&D phase of the application.

€12.5m IN ESA CONTRACTS
SPACE: 30 Irish companies secured over €12.5m in European Space Agency (ESA) contracts in 2016 with Enterprise Ireland support.

RECORD NUMBER OF COLLABORATIONS
A record number of 1,036 collaborative projects between companies and Irish HEIs were supported by Enterprise Ireland in 2016. This includes Innovation Vouchers - of which 594 were redeemed - and potentially transformative Innovation Partnerships giving companies new commercial opportunities, savings or increasing innovative capability.

ENTERPRISE IRELAND TO FUND MEAT RESEARCH CENTRE
A new Enterprise Ireland / Teagasc Meat Technology Centre will formally open in 2017, co-ordinating research and innovation in beef and sheepmeat processing with funding from Enterprise Ireland.

€1m FOR PUBLIC SECTOR INNOVATION
The Small Business Innovation Research fund was launched in 2016 to connect small businesses with the public sector with a view to using innovation for tackling challenges in providing value-for-money public services.

372 TECH PROJECTS
372 Technology Gateway projects were approved at Institutes of Technology across Ireland. The number of companies in Technology Centres grew to 482, while income from industry to Tech Gateways and Centres grew 6% to over €7.9m.

€1.9m INITIATIVE TO ATTRACT TOP INTERNATIONAL TALENT
ICT: Tech/Life Ireland, an initiative branding Ireland as a top destination for technology careers, was launched with the aim of attracting up to 3,000 professionals annually.

€50,000 BOOST AT NEW ESA INCUBATOR IN CORK
SPACE: 25 start-ups can avail of €50,000 in support co-funded by the European Space Agency (ESA) and Enterprise Ireland through a new incubator in Cork.

Jan Warner, Director General, European Space Agency; An Taoiseach, Enda Kenny TD; Julie Sinnamon, CEO, Enterprise Ireland, signing a memorandum of understanding to establish a space business incubator in Ireland.

€34.5m IN KNOWLEDGE TRANSFER FUNDING
Enterprise Ireland approved the third phase of the Technology Transfer Strengthening initiative boosting commercialisation capacity in Research Performing Organisations. €34.5m will be invested over five years.

IP GUIDANCE FRAMEWORK
Launched by DJEI, the national IP Protocol follows a consultation process led by Enterprise Ireland and Knowledge Transfer Ireland. The protocol is a framework for companies and Research Performing Organisations on norms for research-related IP agreements.
NEW EXPORTERS TO HIGH GROWTH MARKETS JUMP 34%
Inward buyers increase to 891 while new overseas contracts hit 1,194
The number of companies exporting to High Growth Markets (HGMs) increased by 69. There were 420 new overseas presences, of which 189 were in High Growth Markets.

VOXPRO ADD 400 POSITIONS
Software: Voxpro announced 400 new jobs and opened new state-of-the-art offices in Dublin. The sales and customer-support firm will employ 2,000 in Ireland and 3,000 globally by mid-2018.

150 JOBS AT INTEGRITY360
Cybersecurity: Integrity360 announced 150 new jobs in response to strong demand in Ireland and internationally in 2016.

VISTAMED CREATE 200 JOBS
Medtech: Leitrim-based medical device firm VistaMed announced a new 4,200m² manufacturing facility and an innovation centre for the development of advanced catheters. They plan 200 new jobs by 2018.

85 NEW JOBS AT NETWATCH
Security: Carlow-based security innovator Netwatch is hiring 85 people as part of its global expansion plan after raising €20m. Enterprise Ireland has been working with Netwatch for seven years.

50 NEW JOBS AT KIERNAN STRUCTURAL STEEL
Construction: 50 new jobs were created at Kiernan Structural Steel and a new extension added to its Carrigglas facility as part of the company’s €3.5m expansion. Enterprise Ireland supported 19 positions through the Job Expansion Fund.

FOOD
Danone Nutricia is investing €65m in R&D and adding 84 jobs in Wexford and Macroom. Nestlé Wyeth announced a €25m expansion of their Askeaton R&D centre. The Authentic Food Company are adding 40 jobs due to new wins in private-label frozen food. Brown Forman began work on a €45m whiskey distillery on the grounds of Slane Castle and will employ 25 people when it opens in 2017. Silverhill Foods in Emyvale opened a €3m centre of excellence to meet growing international demand for their premium duck products.

€5M INVESTMENT FOR IRISH PET FOODS IN WESTPORT
Food FDI: Irish Pet Foods in Westport is to employ 15 people and invest €5m with the support of Enterprise Ireland’s Food & Beverage Foreign Direct Investment unit.

MORE HIGHLIGHTS
Redfaire are adding 40 jobs in Limerick and signed a contract with global retailer Circle K. Irish Breeze, maker of WaterWipes, opened a US office this year. Enterprise Ireland helped them secure deals with retailers including Walgreens/Duane Reed, Target and Amazon.
Global Ambition Campaign

We launched our Global Ambition advertising campaign aiming to inspire companies to export by highlighting the success of our clients.

International Markets Week

We continued the roll-out of our Brexit strategy at International Markets Week in October with 140 Enterprise Ireland Market Advisors from around the world engaging in 1,381 meetings with over 350 clients.

Immediate Brexit Response

On the day the Brexit result was announced, Enterprise Ireland published a five-pillar strategy for supporting affected clients. We created a UK Export Help website featuring documents, webinars and video with advice and guidance for companies. The site also features information on opportunities in the UK and in other markets. In addition, a dedicated Brexit unit has been established to lead a coordinated cross-agency response and develop targeted client supports.

Over 2,000 Attend Leadership & Management Programmes

Attendance at leadership & management development programmes reached over 2,000 in 2016. Leadership4Growth (L4G) attracted 569 participants, and a new Management4Growth (M4G) programme for the Construction sector was introduced.

Partnership Agreement Provides Access to US Healthcare Market

Kerry firm Salaso signs first deal Partnership: The Northwell Health Partnership is an Enterprise Ireland initiative giving early access to decision makers in Northwell Health’s 21 hospitals in the US providing insight into demand for products, services and opportunities in hospital procurement.

International Markets Weeks, opened by the Taoiseach in October, was attended by 357 companies.

Minister for Training, Skills and Innovation John Halligan TD at the Enterprise Ireland Digital Construction Trade Day to the UK in October.

Over 2,000 attend leadership & management programmes

Education in Ireland delivered a 25% increase in students choosing Ireland as a study-abroad destination.

The Crioss Cluster launched this year promoting Ireland as a leading location for outsourcing to multinationals.

Enterprise Ireland announced €5m for 48 projects as part of the Government’s Regional Action Plans for Jobs. The funding marks a new approach to supporting job creation at local and regional level.

Global Ambition

We helped them rise to another level.

East Coast Bakehouse had big plans.

Enterprise Ireland
### 3-Year Strategy Outcomes

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<tbody>
<tr>
<td>308 HPSU Funding approvals</td>
<td>€336m in Horizon 2020 funding</td>
<td>1,304 new overseas presences established with Enterprise Ireland assistance</td>
</tr>
<tr>
<td>321 Competitive Start Fund approvals</td>
<td>261 R&amp;D approvals greater than €100K to companies</td>
<td>2,862 inward buyer visits organised by Enterprise Ireland</td>
</tr>
<tr>
<td>167 female-led start-ups</td>
<td>1,649 Innovation Vouchers redeemed</td>
<td>775 significant client investments greater than €500K</td>
</tr>
<tr>
<td>41 High Potential Start-Ups set up by international entrepreneurs</td>
<td>2,810 collaborative innovations between industry and third-level institutes</td>
<td>3,326 new contracts secured with assistance from Enterprise Ireland</td>
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For more information on events and client supports visit www.enterprise-ireland.com

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