Annual Business Review 2019
Build scale, expand reach
Record levels of Exports in 2019
Export growth of 8%

Exports have increased by €12.7bn Between 2009 and 2019
Client Exports by Sector

- **Construction**: €2.24bn, +19%
- **Digital Technologies**: €2.41bn, +11%
- **Electronics**: €0.72bn, +18%
- **Engineering**: €1.75bn, +9%
- **Food**: €12.17bn, +3%
- **Consumer Retail**: €0.95bn, +12%
Export growth of non-food sectors of 14%

Non food Exports €13.42bn of total exports

Food/Non Food as % total exports

<table>
<thead>
<tr>
<th>Year</th>
<th>Food Exports</th>
<th>Non Food Exports</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>12.9bn</td>
<td>54%</td>
<td>100%</td>
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<tr>
<td>2010</td>
<td>13.9bn</td>
<td>55%</td>
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<tr>
<td>2011</td>
<td>15.2bn</td>
<td>54%</td>
<td>100%</td>
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<tr>
<td>2012</td>
<td>16.2bn</td>
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<tr>
<td>2013</td>
<td>17.1bn</td>
<td>55%</td>
<td>100%</td>
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<tr>
<td>2014</td>
<td>18.6bn</td>
<td>55%</td>
<td>100%</td>
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<tr>
<td>2015</td>
<td>20.6bn</td>
<td>51%</td>
<td>100%</td>
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<tr>
<td>2016</td>
<td>21.6bn</td>
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<tr>
<td>2017</td>
<td>22.7bn</td>
<td>51%</td>
<td>100%</td>
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<tr>
<td>2018</td>
<td>23.8bn</td>
<td>49%</td>
<td>100%</td>
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<tr>
<td>2019</td>
<td>25.6bn</td>
<td>48%</td>
<td>100%</td>
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</tbody>
</table>
Client Exports 2019 by Territory

- **North America**: €4.72bn (18% of exports, +16%)
- **UK**: €7.9bn (31% of exports, +2%)
- **M. East/Africa/India**: €1.4bn (5% of exports)
- **Asia Pacific**: €2.14bn (8% of exports, +6%)
- **Unspecified & Sales to Ornua (Formerly the Irish Dairy Board)**: €1.75bn (7% of exports, +8%)
- **Central/Eastern/CIS/Russia**: €0.65bn (3% of exports, +19%)

**TOTAL**: €25.6bn
UK continues to be number 1 export market
+2% growth

Non-food exports grew by 6%.
UK Exports represented 31% of exports in 2019

2020 target of 33% Export Diversification achieved
Exports to the Eurozone + 15%

Since 2009, exports have grown by €3bn

Eurozone continues to be the No 2 export market by value.

Non-food exports €2.6bn

25%
3 X €1bn markets in the Eurozone

- **Netherlands**: 35% of €1.4bn
  - Construction: €682m (89% increase)

- **Germany**: 16% of €1.3bn
  - Electronics: €202m (42% increase)

- **France**: 3% of €1bn
  - Digital Technologies: €418m (21% increase)
USA & Canada +16% increase to €4.7bn

Since 2009, exports have grown by €3.4bn.
Non Food export grew by 22% to €3.6bn in exports in 2019.
Asia Pacific + 6% growth to €2.1bn

- Since 2009, exports grew by almost €1.4bn
- Non food exports grew by 7%
Growth Overseas

1,636 new overseas contracts

1,283 international buyer visits to Ireland facilitated by Enterprise Ireland.

402 new overseas presences

56 Ministerial-led trade events

8 New offices
Munich, Lyon, Manchester, Copenhagen, Montreal, Seattle, Melbourne and Ho Chi Minh City
Why is this export growth so important?

Expenditure in Irish Economy 2020 Target €27bn

- 2015: €23.8bn
- 2016: €25bn
- 2017: €26.4bn
- 2018: €27.8bn
- 2019: €29.3bn
- 2020 Target: €27bn

Exports €25.6bn

Jobs 221,895

Expenditure in Irish economy €29.3bn
2020 Challenges


2. Brexit Readiness
Covid 19 – Challenges

1,900 clients directly affected by the global crisis

1,000 clients negatively impacted

➔ 75% report impact to their sales exports for 2020
➔ 58% report a negative impact on staffing and employee levels
➔ 51% report a reduction in cash flow
Covid-19 Business Response Hub

- 5,050 engagements with enterprises across Ireland

Covid-19 Actions

**Stabilise**
Protect your business, maintain operations and continuity.

**Reset**
Adapt your business plans and operations to new conditions.

**Recover**
Restart innovation and capitalise on early demand as recovery develops.

**Actions**
- One-to-one contact with clients
- Liquidity schemes and advisory supports.
- Getting clients ready for recovery.
- Through funding, innovation and diversification supports.

**Positive EU changes for start-ups and small companies**
EU has amended State aid rules which will allow start-ups and small companies access liquidity.
Brexit – Addressing Challenges

CHALLENGES:

➔ Currency Fluctuations

➔ UK Global Tariff (1\textsuperscript{st} Jan 2021) if trade deal between UK and EU not reached

➔ Potential risk of no transition period + WTO tariffs.

ADDRESSING CHALLENGES:

➔ 643 Brexit Exposed Companies

➔ €125m funding to Brexit exposed clients in 2018 and 2019

➔ €40m funding to 551 Brexit exposed clients in first 6 months of 2020

➔ Main Sectors – Food, Engineering, Construction & Timber

➔ Exports grew by 6\% in 2019 (8\% rest of client base)
2020 Outlook

➔ Strong and resilient exporting base of clients

➔ Positive export results to build on

➔ Supporting companies to reset and recover from Covid19

➔ Brexit Readiness

➔ Message for businesses
  – put in funding plans now
  – focus on customers and markets
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