

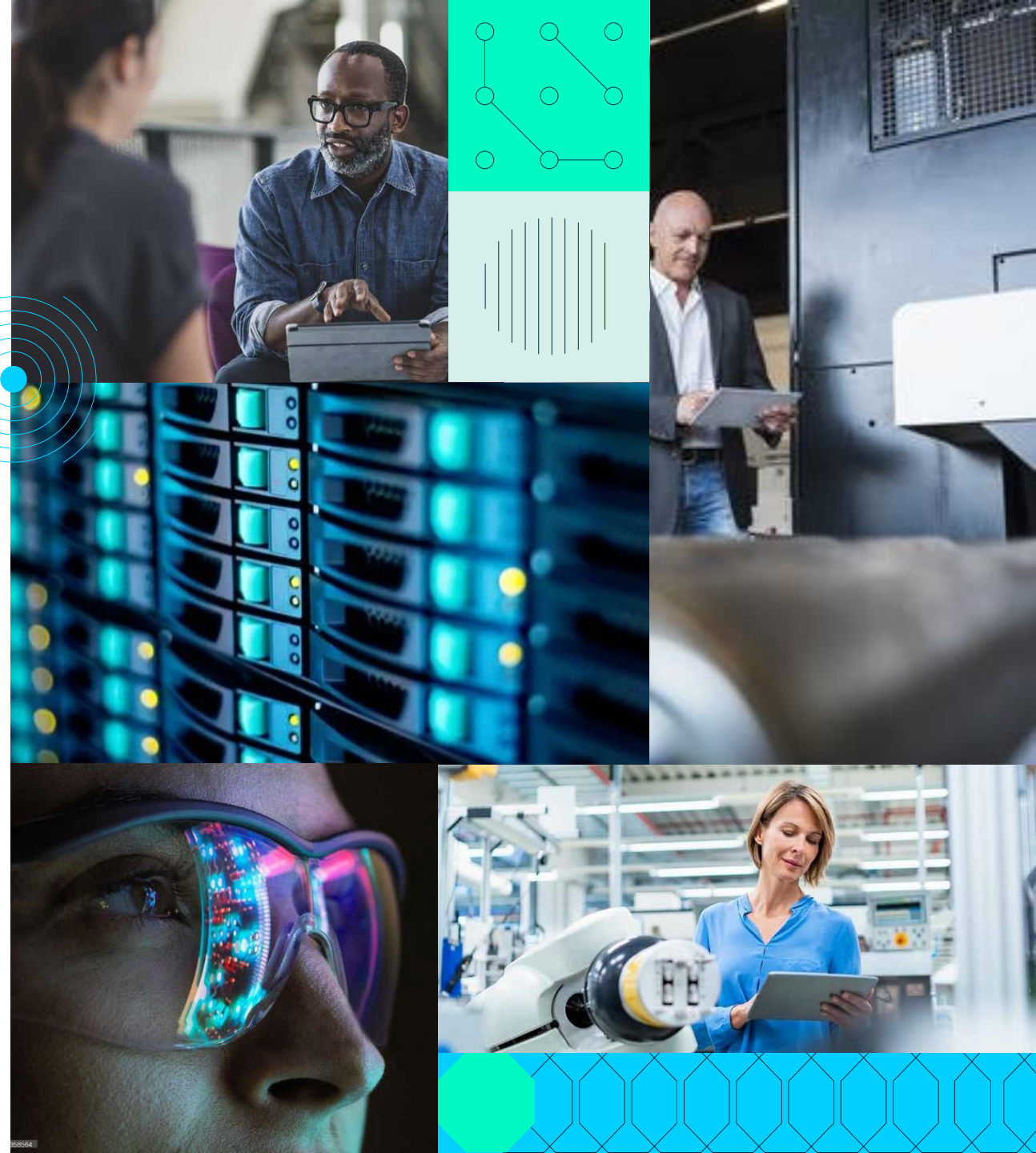
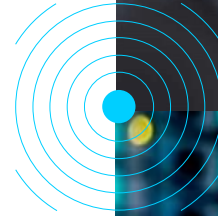
EXPORT PERFORMANCE IN GLOBAL MARKETS

Enterprise Ireland Client Company Export Results 2020



Rialtas na hÉireann
Government of Ireland

#GlobalAmbition



EXPORT PERFORMANCE IN GLOBAL MARKETS 2020

A key element of Enterprise Ireland's mission is to support existing and prospective exporters to build scale and expand their reach into new markets. We provide funding, market insight, access to our network of 40 overseas offices, and a range of other supports to help them achieve their global ambition.

Our overseas team, with deep market and sector knowledge provides vital insight and experience and critical business introductions to Irish companies starting or expanding their export journey.

In the most challenging year for global trade in at least 70 years, Irish companies turned in yet another strong export performance. Export sales reached €25.486bn during 2020, an increase of 0.3% on 2019.

Very encouragingly, the dominant theme in that performance was the growth in exports to European markets. Exports to the Eurozone grew by 1.6% to €5.856bn, or 23% of total exports, while sales to Northern Europe increased very strongly by 29% to €1.435bn, or 6% of total exports.

In further evidence of the resilience and agility of Irish exporters, sales to North America and the Asia-Pacific region held up remarkably well, falling by just 1% in each case, to sales of €4.465bn and €2.141bn, respectively. That strong performance is underpinned by the international leadership position taken by Irish enterprise in a wide range of sectors, including medtech, high-tech construction, fintech, information and communications technology (ICT), and emerging technologies.

Standout sectors during the year included construction, with growth of 12% to €2.512bn in exports; consumer retail, which grew by 6.1% to €989m; and fintech, which increased by 2% to €658m.

Food, our single largest export sector, also performed very well in the face of extreme pressures and disruptions and delivered growth of 0.6% to reach €12.172bn in exports.

2021 will be a critical year for the Irish economy and the enterprise sector is vital to driving the recovery in the coming months and years. Enterprise Ireland will work closely with Irish businesses to help them accelerate this recovery. Having strong, innovative, regionally based exporting companies is vital to balanced economic development, and to sustaining and creating high-value jobs into the future.

Throughout 2021, our clients will continue to require support to respond to the Covid-19 pandemic and to adjust to the new EU-UK Trade and Cooperation Agreement.

In 2021, we will support transformational change within our client base and, in particular, help more Irish small and medium-sized enterprises (SMEs) to adapt their business models and invest in R&D, increase adoption of digital technologies, and respond to climate change and carbon reduction opportunities for future business growth.

In line with our key objectives we intend to maximise the number of start-up companies, increase the number of high-growth clients achieving scale, and expand the number of exporting companies.

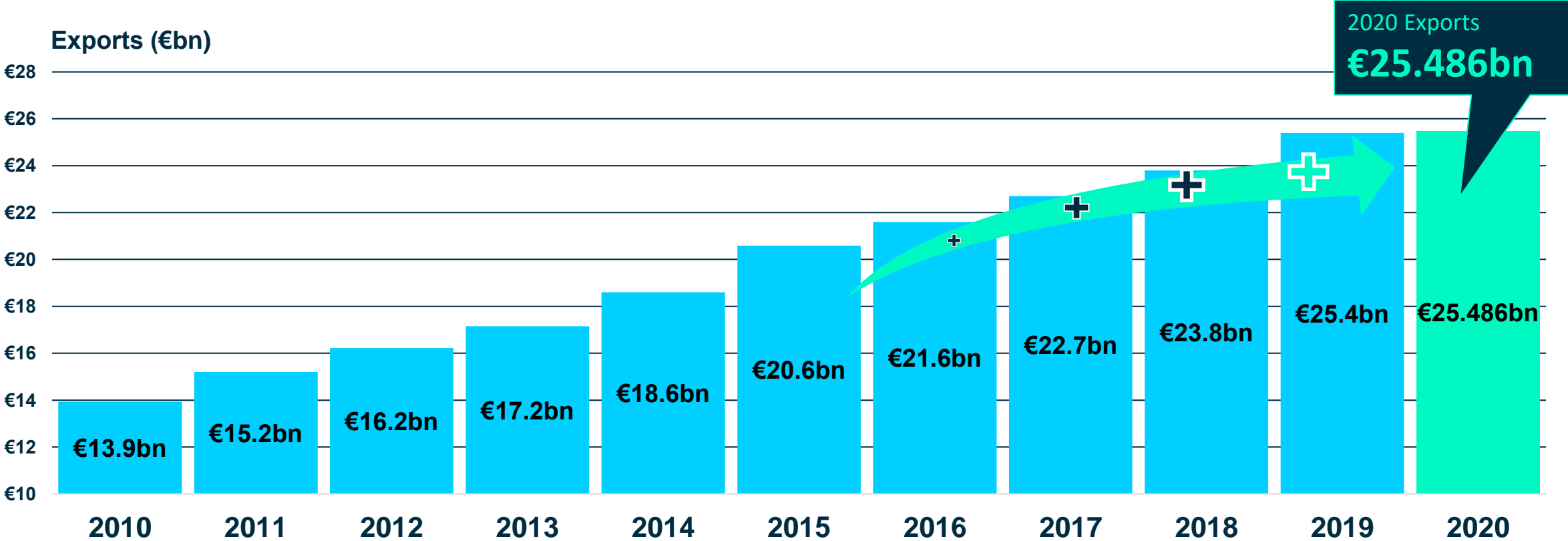


A stylized, handwritten signature in black ink, appearing to read 'Leo Clancy'.

Leo Clancy
Chief Executive Officer

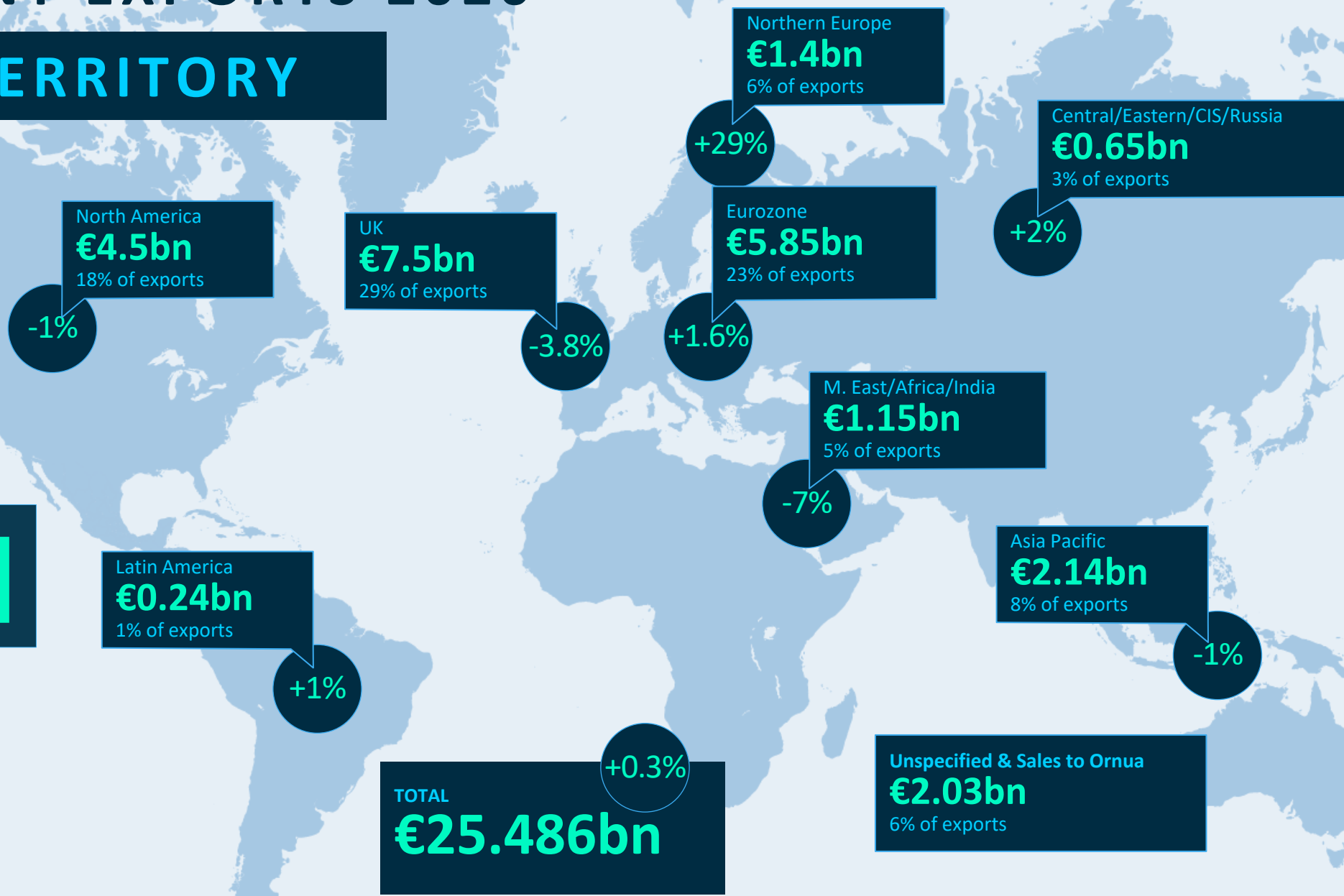
EXPORTS STABLE IN 2020

EXPORT GROWTH OF 0.3%



CLIENT EXPORTS 2020

by TERRITORY





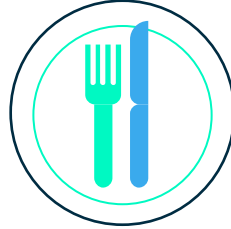
CLIENT EXPORTS BY SECTOR



Construction

€2.5bn

+12%



Food

€12.1bn

+0.6%



Fintech

€0.65bn

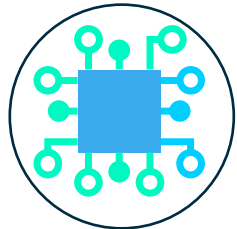
+2%



Engineering

€1.6bn

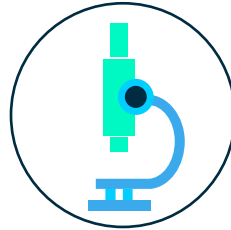
-6.2%



Digital Technologies

€1.96bn

-5%



Life sciences

€1.9bn

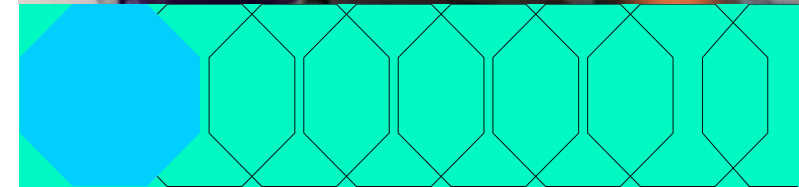
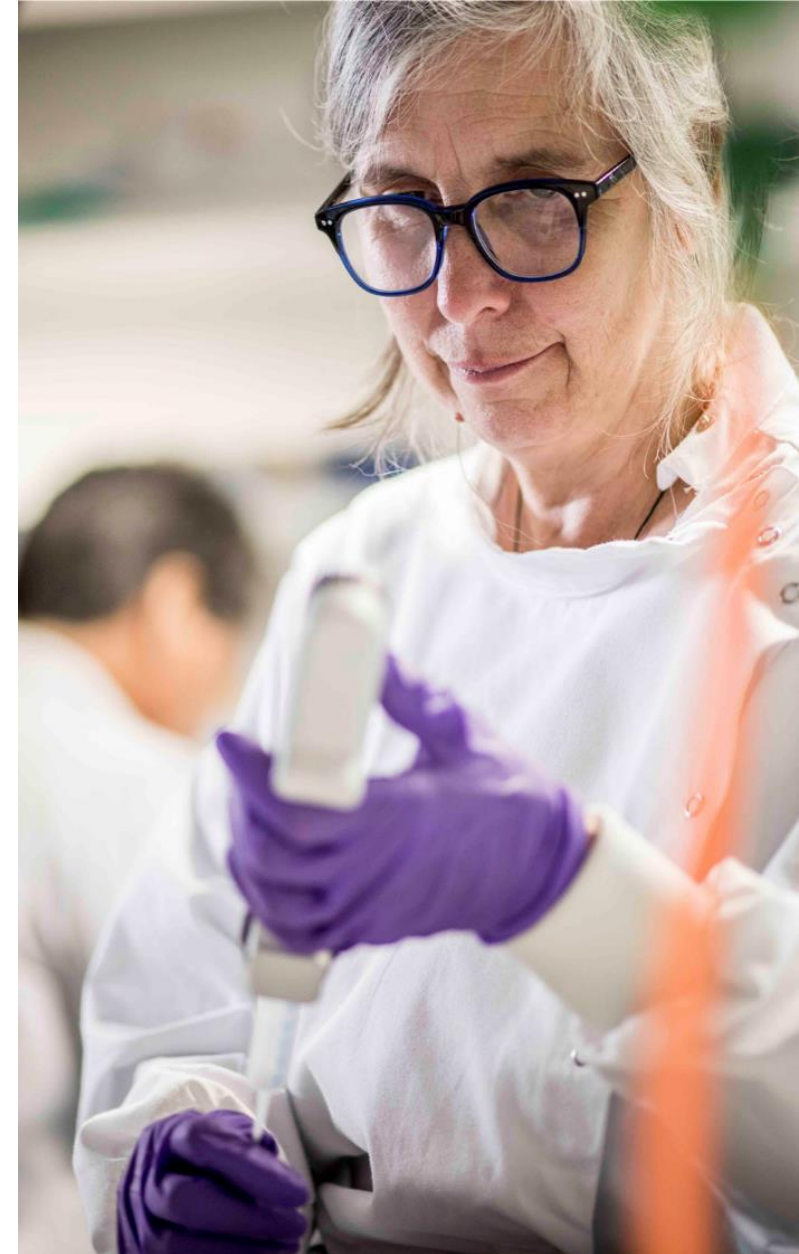
-2.8%



Consumer Retail

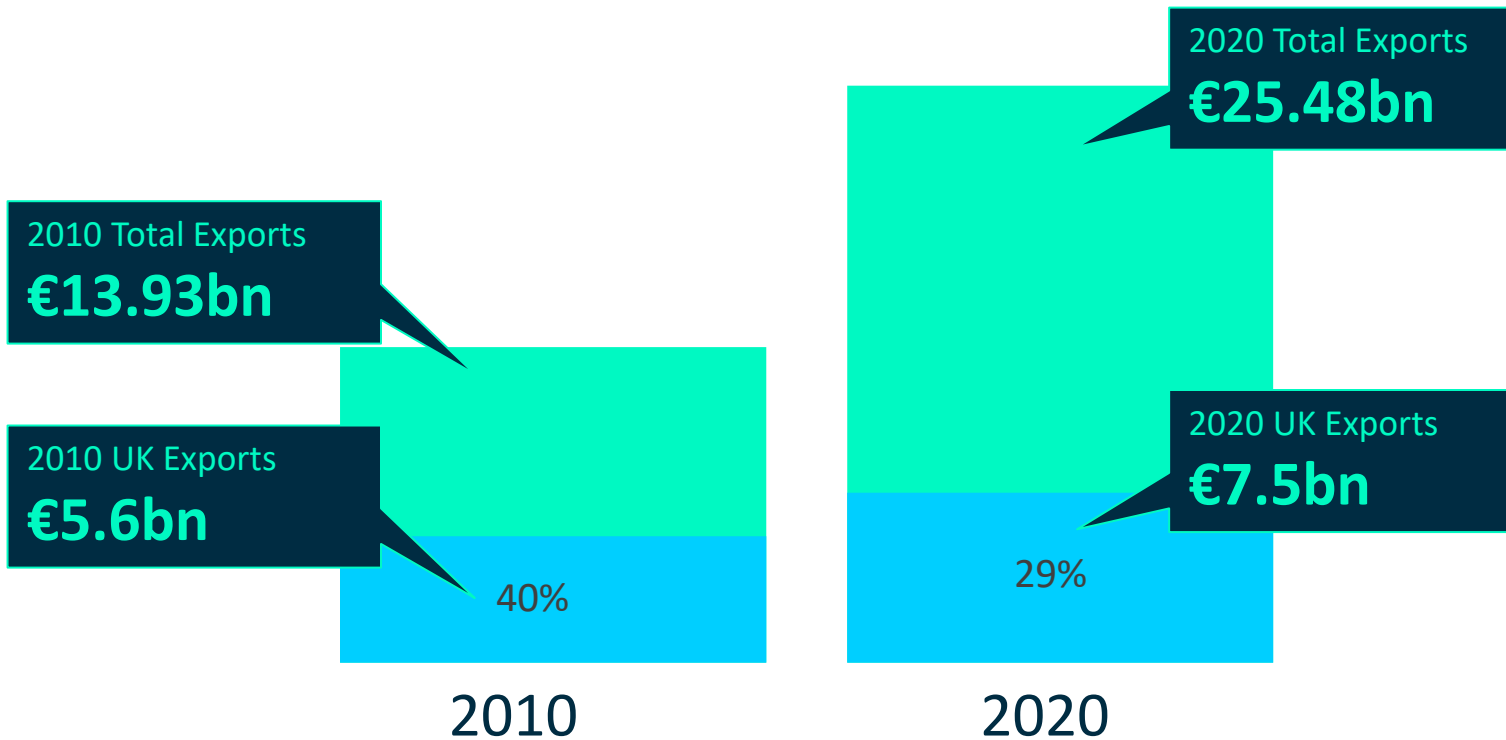
€0.98bn

+6.1%



UK CONTINUES TO BE No.1 EXPORT MARKET – €7.5bn

UK exports as % of total exports reduce from 40% to 29% over the last 10 years



Ready for Customs Grant

Brexit

+ The new EU/UK trade agreement means new customs procedures

Access a €9,000 grant per employee needed to manage customs clearance



Department of Enterprise, Trade and Employment **ENTERPRISE IRELAND**

953 companies



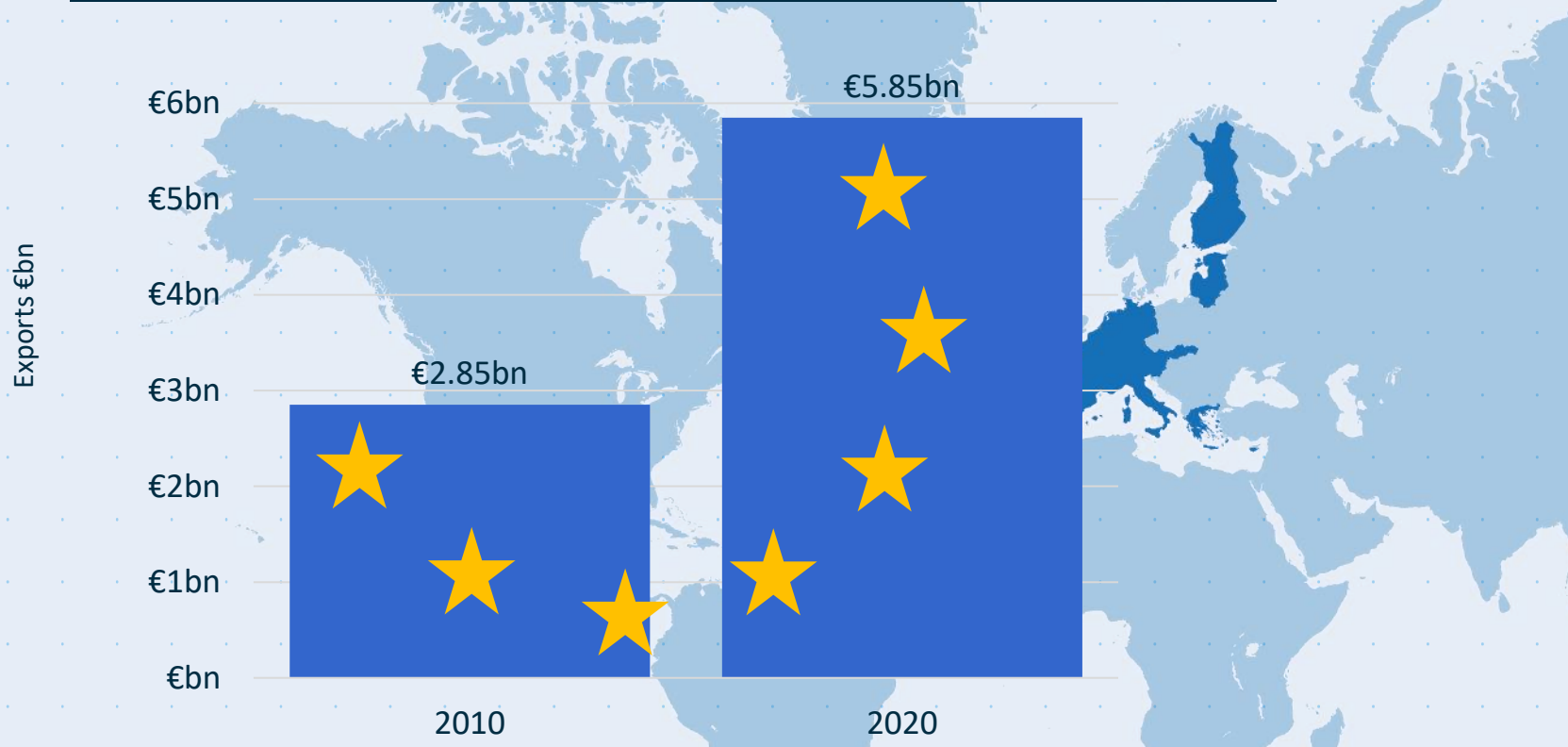
Evolve UK

EUROZONE EXPORTS INCREASE TO €5.85bn

EXPORTS TO THE EUROZONE DOUBLED SINCE 2010

non-food exports

€2.8bn



3 X €1BN MARKETS IN EUROPE

