End of Year Statement 2020

Stabilise | Reset | Recover
# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>End of Year Employment Results 2020</td>
<td>03</td>
</tr>
<tr>
<td>2020 Key Outcomes</td>
<td>04</td>
</tr>
<tr>
<td>COVID-19</td>
<td>05</td>
</tr>
<tr>
<td>BREXIT</td>
<td>07</td>
</tr>
<tr>
<td>Powering the Regions</td>
<td>08</td>
</tr>
<tr>
<td>Build Scale</td>
<td>09</td>
</tr>
<tr>
<td>Innovate</td>
<td>11</td>
</tr>
<tr>
<td>Expand Reach</td>
<td>12</td>
</tr>
<tr>
<td>Deliver Global Ambition</td>
<td>14</td>
</tr>
</tbody>
</table>
Employed in Enterprise Ireland companies

Total Employment outside Dublin

Jobs created

Job losses

Net Change

In additional Covid-19 funding under the Sustaining Enterprise Fund helped sustain 418 companies employing 17,710.

In total, more than €142m was provided to companies under a range of Covid-19 funding initiatives introduced in response to the pandemic.
2020 KEY OUTCOMES

STABILISE | RESET | RECOVER

989
Companies approved for the Covid-19 Business Financial Planning Grant

€142m
Approved to 1,919 companies impacted by Covid-19

95
Enterprise Centres
Throughout Ireland approved grants to help implement recovery plans

8,650
Businesses supported through the Covid-19 Business Response Hub

330
Retailers
Approved for Covid-19 Online Retail Scheme

4,529
companies
Listed on the #LookForLocal campaign website

359
Lean Business Continuity Grant approvals

€10m
In additional Seed and Venture Capital allocated

531
Participants in virtual International Selling Masterclasses
Throughout 2020 Enterprise Ireland provided a range of supports to Irish businesses, including the Sustaining Enterprise Fund and Covid-19 Business Financial Planning Grant. These helped Irish firms to stabilise, allowing companies to focus on resetting and recovering from the impact of Covid-19.

**A boost for business in the July Jobs Stimulus with additions to Sustaining Enterprise Fund (SEF)**

The Sustaining Enterprise Fund received a boost from the July Jobs Stimulus, namely the addition of a non-repayable grant element of up to 50% of the total value of the support being provided, up to a maximum value of €200,000. Other measures announced included €10m additional funding for the Seed & Venture Capital Fund.

**Nine Irish researchers and innovators awarded over €2.9m in funding in response to Covid-19**

In August, the European Commission announced that nine Irish researchers and companies were awarded over €2.9m under the Horizon 2020 emergency funding action for the Covid-19 outbreak. Irish applicants did particularly well in the areas of medical technologies, digital tools and Artificial Intelligence analytics.

**330 retailers approved €11.8m via Covid-19 Online Retail Scheme**

To help boost the online sales of Irish retail businesses impacted by Covid-19, Enterprise Ireland launched two Covid-19 Online Retail Schemes in 2020. A total of 330 retailers with a pre-existing online presence were approved grants of up to €40k to upgrade their online shops and to become more competitive in the domestic and international virtual marketplace.
Covid-19 Products Scheme

Announced to support further innovation in response to the Covid-19 pandemic, the scheme offered supports for the production of Covid-19 products, the construction and upgrade of testing and upscaling infrastructures and Covid-19 relevant research and development.

Irish projects using space technology now deployed to respond to Covid-19

In November, Irish companies, Skytek and PMD Solutions, in partnership with Beaumont Hospital, deployed their space technology expertise to help fight Covid-19.

Combi-Ventilate - turning one ventilator into multiple engineered ventilation stations

Comilift, best known for forklifts and other handling solutions, used its expertise in engineering and software design to develop the Combi-Ventilate, a splitter device which turns one ventilator into multiple ventilation stations.

Pictured: Antonio Patacho, Comilift Engineer, Martin McVicar, Co-Founder & CEO, Comilift, Dr Michael Power, National Clinical Lead, Critical Care Programme, Irish Health Service, & Christopher Carragher, Comilift.

Covid-19 – Supporting the HSE

Enterprise Ireland client companies quickly pivoted to supply goods or services in response to Covid-19. Companies such as EPC, Ovelle, Cosmetic Creations and Mervue re-purposed their manufacturing to produce high quality hand sanitisers. Others, including Key Plastics, Future Plastics and Mergon, developed face-shields that met the high-quality standards of the healthcare system. Short supply of aprons and gowns was responded to by companies like Ventac and Ardee Coachtrim. In other areas, client companies Modular Automation and CW Applied Technologies Ltd developed equipment that is finding application in a wide range of settings including classrooms, airports and hotels.
Enterprise Ireland has been supporting businesses to deal with the challenge that Brexit presents since 2016. Our dedicated Brexit Unit and Brexit supports have helped many Irish firms to prepare for the UK’s departure from the European Union.

**BREXIT**

Tánaiste Launches New Brexit Readiness Checker

The Brexit Readiness Checker was launched in October to help Irish firms to examine their preparedness. The tool highlights any gaps in a company’s preparations, identifies priority areas for attention, and gives details of where to find help and support.

Enterprise Ireland launches second ‘Enter the Eurozone’ programme

To accelerate Irish export growth to the Eurozone as a Brexit response, Enterprise Ireland launched a second ‘Enter the Eurozone’ programme in October.

New Enterprise Ireland ‘Ready for Customs’ grant available

Enterprise Ireland’s ‘Ready for Customs’ grant is providing companies with financial assistance to cover the costs of taking on much needed additional customs clearance staff to deal with the impact of Brexit.

1,400 companies registered for regional ‘Brexit Customs Briefing’ webinar series

December saw the introduction of Enterprise Ireland’s regional ‘Brexit Customs Briefing’ webinar series in response to increasing demand for information on preparing for 1st January. PrepareforBrexit.com website traffic grew dramatically in the second half of the year.

2020 saw record traffic to www.prepareforbrexit.com

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<thead>
<tr>
<th>Month</th>
<th>Jan</th>
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<td>Total: 102,066</td>
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<td></td>
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*Department of Finance SME Credit Demand survey
The regional approach is crucial to Enterprise Ireland’s strategy for economic growth, now more than ever. Having an economic balance between our regions, cities and urban centres will drive economic development for the benefit of every Irish business and will ultimately help the nation to recover from the impact of Covid-19.

Why regions must collaborate to accumulate

In early January the third round of funding for the Government’s Regional Enterprise Development Fund (REDF) was announced. €40m was allocated to 26 collaborative projects around Ireland.

Tánaiste Announces €8.24m Funding for Enterprise Centres

In November, 95 Enterprise Centres around the country were approved €8.24m under Enterprise Ireland’s Enterprise Centres Fund. The local business hubs received grants ranging from €10k up to €150k to help them continue to offer services to local businesses during an exceptionally difficult time.

11 projects awarded €17m through Border Enterprise Development Fund

In June, 11 successful border county projects from the North East and North West of the country were approved to share in the €17m Border Enterprise Development Fund 2020. The Border Enterprise Development Fund, which was launched in January, aims to improve the international competitiveness of enterprise in the Border Region in the context of Brexit and other market challenges and transition through the uncertainties of the new relationship.
Enterprise Ireland continued to support Irish businesses to build scale throughout 2020. It is vital to increase the strength of ambitious Irish firms across all regions in order to further drive growth in key sectors.

Enterprise Ireland ranked first in Europe and second globally for seed investment by leading international investment platform PitchBook.

Leading Venture Capital and Private Equity Investment Platform PitchBook ranked Enterprise Ireland as first in Europe and second globally for seed investment.

15 Enterprise Ireland women-led start-ups get ready for investors and significant growth

In December, 15 ambitious women entrepreneurs supported by Enterprise Ireland’s Competitive Start Fund (CSF) commenced an online business accelerator programme delivered by Dublin Business Innovation Centre. The women entrepreneurs hail from across Ireland and have new start-up businesses set for global markets in sectors including digital, e-health, data intelligence and green technologies.
Enterprise Ireland’s new start-up initiatives with Amazon Web Services and Microsoft for Startups

In July, Enterprise Ireland revealed a new start-up initiative with Amazon Web Services, providing entrepreneurs and early-stage companies with access to a range of resources, benefits and technologies to help them innovate and grow. In October, a collaboration with Microsoft for Startups was announced, allowing High Potential Start-Ups to avail of a package of technical and commercial supports including business development and cloud services to bring their solutions to market.

Enterprise Ireland’s new Part-time Key Manager grant aims to grow the number of women in senior positions

March saw the introduction of the new Part-time Key Manager grant to support a key objective in Enterprise Ireland’s Action Plan for Women in Business. This objective is to increase the number of women in senior management and to improve diversity in the leadership of Irish SMEs.

Pictured prior to restrictions, L-R: Jenny Melia, Divisional Manager, HPSU, Enterprise Ireland; Mark Dunleavy, Head of Commercial, Ireland, Amazon Web Services; Aisling Teillard, CEO and Founder, Tandem HR and Keith Brock, Senior Development Adviser, HPSU, Enterprise Ireland.

Pictured: Women Entrepreneurs from the Class of 2019 at Enterprise Ireland’s Start-Up Showcase in February 2020.
Enterprise Ireland supported innovation throughout 2020 with a range of vital initiatives. The year saw tireless innovation from Irish companies that pivoted how they do business and in many cases, what they produce, in order to serve their customers through very difficult conditions.

Innovations to treat heart conditions, vertigo and improve fertility care were among the business pitches to investors by 12 third-level spin-out companies at Big Ideas 2020 in November. The annual Enterprise Ireland showcase of start-up innovation emerging from higher education institutes moved online for the first time with Eddie McDaid of NUI Galway spin-out Galenband winning the ‘One to Watch’ award.

Minister Damien English announces winners of the 2020 Enterprise Ireland Innovation Arena Awards competition

September saw Enterprise Ireland and the National Ploughing Association celebrate the 10th anniversary of the Innovation Arena with a virtual competition. 12 of the most innovative Irish agri-tech and agri-engineering products received awards including a sustainable Black Soldier Fly farm and a ‘Third Arm’ for farm safety.

Robotics and Drives launches state of the art solutions and training centre in Mullingar

There are currently 35 people, mainly highly skilled robotic engineers, employed by Robotics and Drives based in Mullingar, but servicing robots all across Europe. This number is expected to double in the next number of years.

12 new technology solutions pitch for investment at Enterprise Ireland’s ‘Big Ideas 2020’

Innovations to treat heart conditions, vertigo and improve fertility care were among the business pitches to investors by 12 third-level spin-out companies at Big Ideas 2020 in November. The annual Enterprise Ireland showcase of start-up innovation emerging from higher education institutes moved online for the first time with Eddie McDaid of NUI Galway spin-out Galenband winning the ‘One to Watch’ award.

*Includes contracts signed in the period between 01-Jan-14 and 18-Dec-20. Taken from European Commission’s ECORDA database, the figure is subject to change due to real-time updates and does not include all monies contracted as that will only be clear when H2020 is finalised.
Covid-19 delivered a huge shock to the global economy with supply chain disruption, business and travel restrictions, and changing buyers’ needs. In response, Enterprise Ireland’s network of 40 international offices rapidly deployed new supports to Irish enterprise to maintain and grow their businesses internationally.

**Buyer-Focused Online Events**

Robert Troy, TD, Minister of State Department of Enterprise, Trade and Employment with responsibility for Trade Promotion officiated at numerous buyer-focused virtual events throughout the year, in support of Irish enterprise.

Enterprise Ireland’s new Manchester office supports clients in this crucial region

Enterprise Ireland’s office in Manchester supports the development and sustainment of Irish export growth to the UK, and particularly in the dynamic business environment of the North West of England, where there are strong opportunities in infrastructure, housing, clean energy and transport, healthcare and manufacturing. The Manchester office will work with the newly established Irish Consulate General for the region to further strengthen Ireland’s presence.

**HiberGene Diagnostics secures CE mark for Covid-19 test**

Hibergene Diagnostics, an Enterprise Ireland backed company, delivered a new rapid Covid-19 test, which secured a CE mark. The innovative new test delivers results in just 30 minutes, offering a significantly faster option than the majority of currently available alternatives.
Airline flydubai now utilising software developed by Dublin-based ASD for monitoring cleanliness of aircrafts

Dublin-based Aerospace Software Developments (ASD) recently announced that flydubai has begun using the latest version of its RFIDAeroTrack software to monitor the cleaning of aircraft seat covers. This enables the airline to keep track of the seat covers at every stage of the cleaning cycle and life span via RFID handheld scanners and labels.

Calls made for Irish businesses to apply to disruptive technologies fund

Tánaiste Leo Varadkar launched a call for Irish firms to apply to Enterprise Ireland’s Disruptive Technologies Innovation Fund. This fund was developed to promote technologies aimed at helping to fight climate change and develop food and health resources. The fund will bring together the research departments of universities, large businesses and SMEs to commercialise these new technologies.

Ireland: 5th in the world for exports of Covid-19 related goods

Reflecting Ireland’s rapid and innovative response to the Covid-19 pandemic, particularly in the area of lifesciences and technology, the OECD reported that Ireland is fifth in the world for the export of Covid-19 related goods and services in 2020.

Covid-19 contact tracker app from NearForm adopted by several US states

Irish software company NearForm’s Covid-19 contract tracing app, was rapidly launched to support the pandemic limitation efforts. The Covid-19 tracing app has been instrumental in the fight against the virus and has been adopted across the world to curtail the spread of Covid-19.
Travel restrictions and the curtailment of major trade events in many markets presented a challenge to exporters. Enterprise Ireland’s in-market teams helped to assist Irish firms to find new ways of establishing and protecting business relationships throughout 2020.

**Enterprise Ireland’s first virtual International Markets Week**

In October, International Markets Week, Ireland’s largest exporter event, saw more than 700 companies meeting 140 market advisors from 40 overseas offices in 2,000 individual virtual one-to-one meetings to plan their Covid-19, Brexit and market diversification strategies. Travel restrictions and the curtailment of major trade events in many markets present challenges to exporters to find new customers and to stay in touch with existing clients. Having direct access to experts in the markets will help Irish businesses find new ways of establishing and protecting business relationships.

**Eight Irish Start-Ups and SMEs to benefit from over €31m in funding**

June saw an announcement by the European Commission that 72 European start-ups and SMEs were to be awarded €314m in funding to support the development of their innovations and the scaling of their companies.

**Minister Troy opens Enterprise Ireland’s Export Navigator Series**

Enterprise Ireland launched its series of Exporter Navigator webinars for Irish businesses in September. The focus of the series was to outline the importance of broadening Ireland’s exporting base of companies and the opportunities and supports available for companies to achieve this goal.
Flipdish to deliver 300 jobs over two years

Flipdish, the Irish digital food-ordering solution, announced the creation of 300 jobs in December. 100 of those roles were created in 2020 as part of rapid expansion experienced by Flipdish during the pandemic. The remaining 200 roles will be filled by December 2021, with 50 roles being hired for immediately.
Commission of the European Union

In 2014, Enterprise Ireland administered a range of programmes that are eligible for co-funding by EU Structural Funds, including the European Regional Development Fund, the Productive Sector Operational Programme, Employment and Human Resource Development Operational Programme, and the two Regional Operational Programmes for the Southern and Eastern and BMW regions.