

Annual Report & Accounts 2019

Build scale, expand reach





To the Minister for Business, Enterprise and Innovation

In accordance with the Industrial Development (Enterprise Ireland) Act, 1998, Enterprise Ireland herewith presents its report and accounts for the year ending 31 December 2019.

A handwritten signature in white ink, appearing to read 'Julie Sinnamon'.

Julie Sinnamon
Chief Executive Officer

A handwritten signature in white ink, appearing to read 'Terence O'Rourke'.

Terence O'Rourke
Chairman

Many thanks to our client companies whose photographs are used in this report:

Front cover, image 1: Kevin Brennan, CEO, Modubuild

Front cover, image 2: Sonia Deasey, CEO, Pestle & Mortar

Page 4: VR Education

Page 6: Dr Lisa Creaven and Dr Vanessa Creaven, Co-founders, Spotlight Oral Care

Page 8: Dr Steve Comby, CTO and Co-founder, Senoptica Technologies

Page 12: Frank Smyth and Jules Braddell, Pilot Photonics

Page 13: Chris Flatley, Financial Planning and Analysis Accountant, Cubic Telecom

Page 16: Dr Jakki Cooney, Co-founder, Cala Medical and Senior Lecturer in Cellular and Structural Biology, University of Limerick

WHAT WE DO

Enterprise Ireland's mission is to deliver a major improvement in the international strength of Irish enterprise across all regions by transforming the innovation and competitive capabilities of Irish companies.

By inspiring and supporting ambitious business leaders to increase the scale of their businesses and expand their reach into new export markets, we will achieve our aim.

We are working with clients through a network of market and sector advisors based in:



10

locations
in Ireland



40

locations
internationally



BUILD SCALE

Enterprise Ireland supports ambitious Irish companies of all sizes to achieve greater scale through:

- Fostering and developing entrepreneurship
- Increasing innovation levels
- Enhancing leadership development
- Improving competitiveness.



EXPAND REACH

Enterprise Ireland supports clients to accelerate global export growth and consolidate activity in the United Kingdom (UK) through:

- Expanding the global footprint of our client base
- Increasing exports to the Eurozone
- Consolidating exports to the UK
- Developing the market and sector opportunities of the future.

WE HAVE A SPECIAL REMIT TO:

- Work with the network of 31 Local Enterprise Offices through our Centre of Excellence to support small and micro-businesses
- Attract food industry foreign direct investment (FDI) into Ireland
- Promote Ireland overseas as the study abroad destination of choice for higher education.

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CHAIRMAN AND CEO OVERVIEW

2019 saw new records set for exports and employment in Enterprise Ireland client companies.

This performance is welcomed at a time of increasing economic uncertainty in global markets.

Overall, employment in our client companies reached 221,895, a net increase of 4,706. During the year, a total of 16,971 jobs were created in Enterprise Ireland-supported companies, with two-thirds located in the regions.

Of particular note is the fact that 65% of employment in Enterprise Ireland clients is outside of Dublin. From a sectoral perspective, the top performers in new jobs in 2019 were Cleantech (9%), Life Sciences (6%), and Fintech (6%).

With over 55,000 new jobs created over the past three years by Enterprise Ireland-backed companies, we entered the final year of our 2017–2020 Strategy on track to create 60,000 new jobs by the end of 2020. However, the impact of Covid-19 has fundamentally changed the outlook for Irish enterprise, and our immediate focus for the current year is on supporting client companies in meeting the challenges presented by the economic fallout from the pandemic as well as the continuing prospect of a no-deal Brexit.

2019 was another strong year, with record export levels being achieved by our client companies.

An increase of 8% on 2018 levels was recorded, bringing total exports to €25.6 billion (bn). Exports to the Eurozone continued their strong growth, increasing by 15% during the year to €5.6bn.

The Eurozone now accounts for 22% of Irish exports, up from 20% in 2018, a particularly encouraging trend in light of Brexit and the need for Irish companies to diversify into new markets.

The North American market also increased strongly during the year, with growth of 16%, bringing total exports to this market to €4.7bn or 18% of exports.

The UK remains the largest single overseas market for Irish companies, with exports increasing by 2% to €7.92bn or 31% of exports. This continued the trend of achieving greater balance in our exports across all regions.

Food exports increased by 3% to almost €12.2bn. Construction and Fintech were the fastest growing sectors, increasing by 19% to €2.24bn and €0.7bn, respectively.

In the services area, the Digital Technologies sector saw growth of 11%, reaching €2.41bn in export sales.

Electronics exports also grew strongly, increasing by 18% to €0.72bn, while the Engineering sector increased by 9% to €1.75bn.

BUILD SCALE

Enterprise Ireland's mission is to inspire and support ambitious businesses to increase their scale by transforming their innovation and competitive capabilities. During 2019, some 127 new start-ups were supported through High Potential Start-Up (HPSU) funding and the Competitive Start-Up Fund (CSF).

The purpose of the CSF is to accelerate the growth of start-up companies that have the capacity to succeed in global markets. During 2019, CSF funding specifically targeting female entrepreneurs or female-led start-ups active in the manufacturing and internationally traded services sectors continued to be a focus.

This was the fourth year of the dedicated CSF for Female Entrepreneurs, and 40 women-led start-ups received support under the programme in 2019.

Unleashing the creativity and skills of more women in business represents an unparalleled opportunity for fuelling economic growth in Ireland, and Enterprise Ireland's 2020 Action Plan for Women in Business has set ambitious targets to increase the number of:

- Women-led companies trading internationally
- Women in middle and senior management roles in Irish companies
- Women becoming entrepreneurs
- Women-led start-ups with high growth potential.

In addition, Enterprise Ireland was allocated an additional €175m for its Seed and Venture Capital Scheme 2019-2024 to support the continued scaling of Irish enterprise.

CHAIRMAN AND CEO OVERVIEW (Continued)

POWERING THE REGIONS

Driving balanced regional development is a core objective of Enterprise Ireland. The regions are central to our strategy for economic growth for Ireland. Twenty-six successful applicants representing all regions of the country were approved funding of up to €45m for their collaborative projects under the Regional Enterprise Development Fund (REDF) in 2019. An initiative of the Department of Business, Enterprise and Innovation under Project Ireland 2040, the fund is aimed at supporting strategic change projects to drive:

- Major collaborative initiatives with a high impact on regional development
- Regional strengthening projects designed to stimulate new local community-based or regional initiatives to address gaps in the enterprise ecosystem
- Enterprise clustering projects to support the establishment and further growth of industry clusters in the regions.

2019 also saw the launch of Enterprise Ireland's *Powering the Regions* plan. The plan sets out the development of an overarching national plan which is underpinned by nine separate Enterprise Ireland region-specific plans to grow and sustain jobs, and to expand the reach of the Enterprise Ireland client base in every county and region in Ireland.

The plan will see the implementation of six new national initiatives aimed at future-proofing the regions through enhanced productivity and resilience, driving new entrepreneurship, developing urban centres of growth, supporting the expansion of scaling companies into the regions and attracting foreign direct investment in the food sector.

The successful implementation of the *Powering the Regions* plan will underpin national strategies and deliver stronger regional enterprises that provide sustainable employment opportunities and local prosperity as well as making an even greater contribution to Ireland's economic growth and international impact.

The Regional Technology Cluster Fund approved funding of €4.6m for 12 Clustering initiatives managed by the Institutes of Technology (IoTs) and the Technological University Dublin in 2019. The clustering initiatives range from Wood and Furniture in Galway-Mayo Institute of Technology (GMIT) to a marine clustering initiative in Killybegs through Letterkenny Institute of Technology (LYIT) and a cybersecurity initiative based out of Cork Institute of Technology (CIT). The purpose of the scheme is to build resilience in the small and medium-sized enterprise (SME) sector regionally, to encourage increased productivity within member companies, to increase competitiveness and ultimately to drive exports.

GLOBAL AMBITION

Enterprise Ireland is responsible for supporting prospective and emerging exporters to build scale and expand their reach into new markets. We assist ambitious entrepreneurs and companies through funding, market insight, access to our network of overseas offices, and a range of other supports to help them achieve their global ambition.

Market diversification will be of critical importance when it comes to facing the challenges presented by Covid-19 and Brexit. The ability to seek out new international opportunities and capitalise on them will be a key success factor for Irish companies in the period ahead.

During 2019, we helped Irish companies to win 1,636 new overseas contracts backed by Enterprise Ireland and to establish 402 new presences in overseas markets. A key component of that support was the programme of 56 Ministerial-led trade events and the 1,283 international buyer visits to Ireland facilitated by Enterprise Ireland.

2019 also saw an increase in the scope and volume of trade missions to support Enterprise Ireland clients in expanding their reach. In all, some 207 international trade and domestic events took place across the Eurozone, North America, Asia Pacific, UK, Nordics, Central Europe, and Latin America.

Enterprise Ireland also grew its overseas presence during the year, adding new offices in Munich, Lyon, Manchester, Copenhagen, Montreal, Seattle, Melbourne and Ho Chi Minh City. This brings our international office network to 40.

PREPARING FOR BREXIT

Brexit remained a key focus in 2019, supporting client companies to prepare for the full range of eventualities, including a no-deal hard Brexit from 31 December 2019.

During the year, Enterprise Ireland delivered a range of supports including Brexit Clinics, Brexit Specific Capability Initiatives, the Brexit: Act On Initiative and Online Customs Training. Financial supports in the form of specific funds, including the Be Prepared grant, Clear Customs, Market Discovery Fund, Agile Innovation Offer and Operational Excellence Offer were also made available.

In addition, there were specific Brexit interventions for companies which have significant exports to the UK. These included approximately 200 one-to-one Brexit Advisory Clinics across the country, between Enterprise Ireland advisors and external consultants with Brexit-exposed businesses. There was also a

specific Brexit focus during Enterprise Ireland's International Markets Week, when 150 Brexit advisory meetings were held with client companies.

We helped over 2,000 businesses to understand the implications of Brexit on customs and prepare for changes in customs processes post-Brexit. These supports included the online Customs Insights course, the Clear Customs Financial Support in association with Skillnet Ireland, and a series of dedicated information webinars on different impacts arising from Brexit, including working capital implications, building resilience into the supply base, and managing currency risk.

INNOVATION

The international competitiveness of Irish companies will be critically dependent on their ability to innovate and develop new products and services to meet changing market needs. Our research shows that companies that invest in research and innovation generate 67% more in global sales than those that don't. The challenge facing companies now is how to innovate effectively, and Enterprise Ireland is pleased to have supported companies with that task during the year.

We helped clients to innovate to improve competitiveness by supporting 160 RD&I approvals valued at more than €50,000 each. Very encouragingly, 13 of the HPSUs supported in 2019 originated from the commercialisation of research in Higher Education Institutions.

Enterprise Ireland also supported 1,084 collaborative innovations between industry and Higher Education Institutions and 452 Technology Gateway projects for industry. In addition, 559 Innovation Vouchers worth up to €5,000 each were redeemed.

Irish companies continued their excellent performance in winning competitive funding under the EU Horizon 2020 research and innovation programme. Enterprise Ireland is the national coordinator for the programme, and Ireland's total approvals under the programme increased to €861m in 2019, up from €686.8m in 2018.

Sixteen innovative projects were successful under the second round of the Disruptive Technologies Innovation Fund (DTIF) administered by Enterprise Ireland. The DTIF is one of the first funds of its type in the world and is aimed at tackling national and global challenges to secure the jobs of the future. The 16 projects cover life sciences, medical devices, ICT, artificial intelligence, blockchain, manufacturing and environmental sustainability, and will share €65m in funding up until 2022.

RESPONDING TO THE COVID-19 PANDEMIC

As we moved into 2020 the first cases of Covid-19 were being recorded in Europe. Its social and economic impact globally is unprecedented. Enterprise Ireland has worked closely with Government to swiftly put in place a series of supports to help companies respond to the crisis through stabilising their businesses, adapting to the new conditions, and putting in place the foundations for recovery.

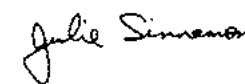
These supports include the €180m Sustaining Enterprise Fund, the Covid-19 Business Financial Planning Grant, the Lean Business Continuity Voucher, and the Covid-19 Online Retail Scheme.

This is an unprecedented time for businesses across Ireland, with many facing acute challenges –particularly in relation to liquidity, investment and holding onto the skills that they worked so hard to recruit. Our focus is on supporting companies through this period, giving them the right advice and helping them access the funding that they need to stabilise and reset on the road to recovery.

While recognising that there is much uncertainty ahead as we face the dual challenges of the impact of Covid-19 and Brexit, our commitment to supporting Irish enterprise through these challenges remains absolute. We are heartened by the flexible and innovative approach of Irish enterprise in responding to these challenges. We look forward to continuing to work in partnership with companies across Ireland to deliver on their ambition and to ensure their future sustainability and growth.



Terence O'Rourke
Chairman



Julie Sinnamon
Chief Executive Officer



BUILD SCALE

HIGH POTENTIAL START-UPS (HPSUs)

In 2019 we approved 91 High Potential Start-up (HPSU) investments and 36 Competitive Start Fund (CSF) investments. Enterprise Ireland invested €24m to help these companies achieve their international growth ambitions, 42% of which were located outside of Dublin.

Within the start-up class of 2019:

- **40 female-led start-up companies** were approved for investments.
- **13 HPSUs** were successfully commercialised in partnership with our third-level research institutions.
- **16 additional HPSUs** received follow-on investment funding as their business scaled.



FUNDING AND INVESTMENT

Ensuring adequate access to funding in order for clients to scale

- We approved direct equity and grant funding for expansion, innovation, training, employment and capability building which supported over **6,000 new job commitments in 2019**.
- Funds supported by Enterprise Ireland through the Development Capital Scheme have to date invested over €300m in established mid-sized Irish companies.

Through our Investment Services team

During 2019, the first call for expressions of interest under the Seed and Venture Capital Scheme (2019–2024) took place, with Enterprise Ireland committing to three funds to date. The total combined fund size is over €250m.

Enterprise Ireland committed €16m to the Ireland Smart Tech Fund, a new early-stage fund which will invest primarily in software and medical device companies across Ireland; €15m to Atlantic Bridge IV, a growth equity fund investing in disruptive technology sectors; and €10m to MiddleGame Ventures Fund 1, an early-stage fintech fund which will actively target Irish start-ups.

In 2019, a newly established fund was launched under the Seed and Venture Capital Scheme (2013–2018), making additional funds of €20m available for investment in Irish companies. The Yield Lab Europe Fund will fund early-stage agtech companies that have the potential to scale internationally.

In addition, through the activities of the Halo Business Angel Network (HBAN), over €12.1m was invested across 44 deals in start-up and early-stage companies in Ireland, including CrofValve, Flexi wage and Buymie.



91

HPSUs approved
for investment



42%

from outside Dublin



40

HPSUs backed
by female entrepreneurs



13

new HPSUs from
third-level research



SUPPORT FOR THE IRISH VENTURE CAPITAL SECTOR

To ensure access to risk capital for clients through Enterprise Ireland, successive Governments have invested in the Irish venture capital sector over the past 20 years.

- Under the various Seed and Venture Capital Schemes to date, we have supported **58 funds**, resulting in commitments to funds with a total combined fund size of over **€2.4bn**.
- In 2019, Enterprise Ireland invested **€46.7m** in private equity funds.

DIRECT EQUITY INVESTMENTS HELD BY ENTERPRISE IRELAND

Enterprise Ireland invests in businesses for the purpose of enterprise development and job creation, often at a very early stage when the risk profile is higher.

When we make direct investments in start-up and growth companies, our strategy is to take an equity stake in exchange for funding.

- In 2019, we made **226 new investments in 197 companies, totalling €26.14m**. These investments were matched by domestic and international investors.
- At the end of 2019, the **Enterprise Ireland Direct Equity Portfolio held 2,965 equity investments in 1,465 client companies**.



REGIONS AND ENTREPRENEURSHIP

In 2019 we continued to drive the Enterprise Ireland regional agenda with the launch of the Powering the Regions plan. This plan is Enterprise Ireland's response to Government strategies directed at regional economic development, including Project Ireland, the Future Jobs Ireland Framework and the Regional Enterprise Plans. It will see Enterprise Ireland build regions of scale by maximising its investment in the Regional Enterprise Development Fund (REDF). The plan provides the impetus for Enterprise Ireland to drive regional projects that will future-proof our regions, retain skills and talent and build productivity and resilience in our client base across Ireland.

The Regional Enterprise Development Fund Call 3 was launched in 2019, with funding of up to **€45m** provided by the Department of Business, Enterprise and Innovation.

The REDF supports the Regional Enterprise Plans and the Action Plan for Rural Development and is aimed at accelerating economic recovery through local and regional enterprise strengths. Twenty-six successful applicants representing all regions collectively secured up to **€45m** for their projects in the competitive call.

The Regional Technology Cluster Fund approved funding of **€4.6m** for 12 clustering initiatives managed by the Institutes of Technology (IoTs) and the Technological University Dublin in 2019. The clustering initiatives range from Wood and Furniture in Galway Mayo Institute of Technology to a marine clustering initiative in Killybegs through Letterkenny Institute of Technology to a cybersecurity initiative based out of Cork Institute of Technology. The purpose of the scheme is to build resilience in the SME sector regionally, to encourage increased productivity within member companies, to increase competitiveness and ultimately to drive exports.

The Global Sourcing Programme, a joint agency initiative between Enterprise Ireland and IDA Ireland, brings Ireland's world-class supply chain to foreign direct investment in Ireland. This programme supports the regional development agenda in generating value-adding engagement between IDA Ireland companies and Enterprise Ireland companies. The 2019 Trade Mission in Ireland, held in Dublin and Cork, facilitated networking and scheduled meetings between 75 multinational companies and 188 Enterprise Ireland clients, with over 800 meetings held. Contracts worth over **€6.8m** for Enterprise Ireland client companies were identified during 2019.

LOCAL ENTERPRISE OFFICES: MAKING IT HAPPEN

Through our Centre of Excellence, and in partnership with local authorities, we supported the Local Enterprise Offices (LEOs) as the 'first-stop shop' for expert advice, information and practical supports in order to help them deliver key performance figures in 2019. As a result:

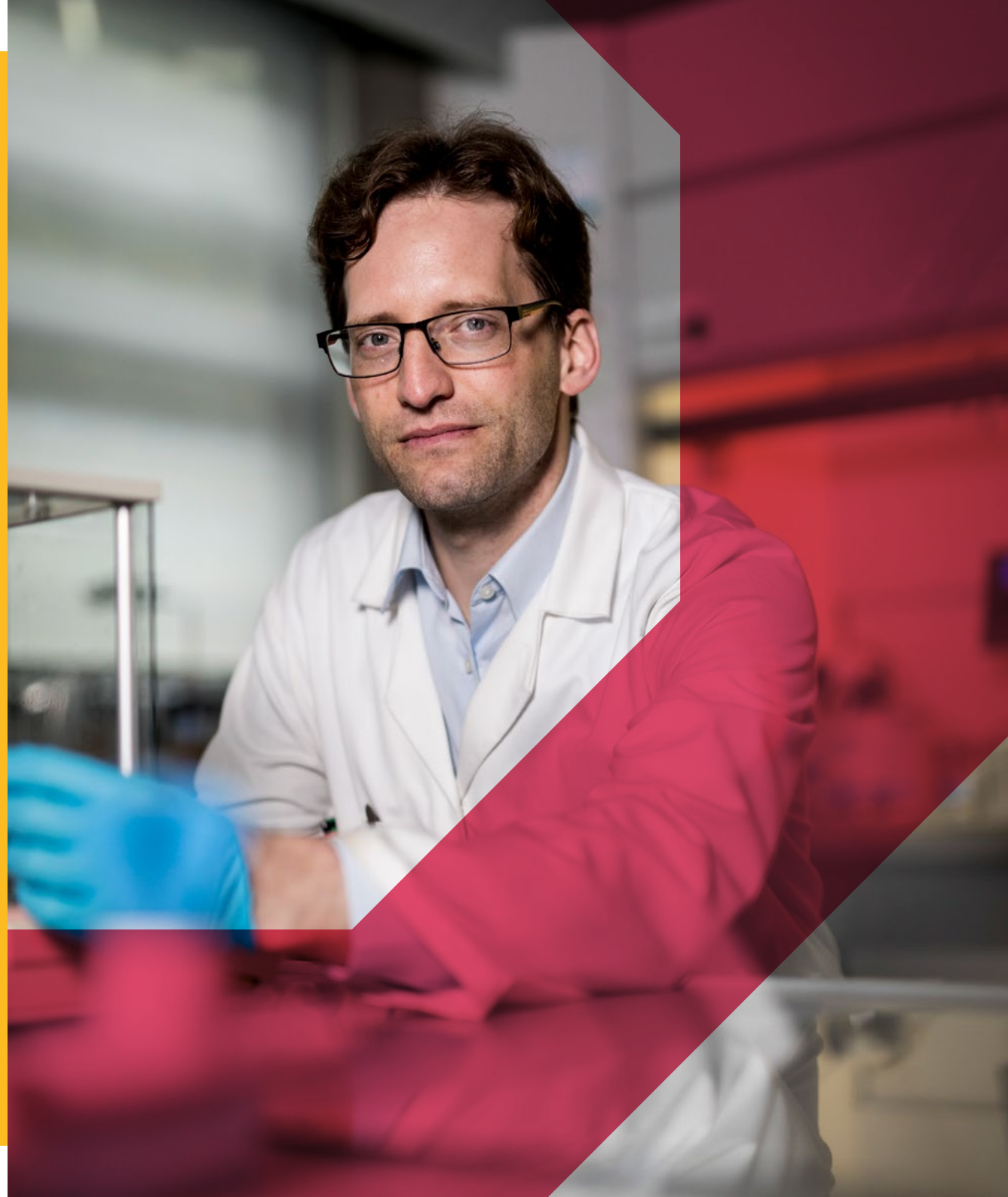
- **3,149 jobs (net)** were created by **7,400** client companies.
- **€20,077,189** in direct financial assistance was approved for **1,341** business projects.
- **37,306** people participated in **2,411** LEO-run training programmes.
- **10,756** mentoring assignments were provided through LEOs.
- **278** companies were supported by Lean for Micro.
- **162** companies were progressed from LEOs into the Enterprise Ireland portfolio.
- **1,218** companies approved for Trading Online Vouchers.
- **327** applications were approved for Microfinance Ireland loans.
- **506** clients were approved for the Technical Assistance for Micro Exporters' grant.
- **200** Productivity Challenge Vouchers were approved, to the value of **€500,000**.



INNOVATE

SUPPORTING MARKET-LED INNOVATION, WE:

- Approved 160 Research, Development and Innovation investments of over €50k to client companies.
- Engaged 1,020 client companies in research and development (R&D) projects with an annual spend of over €100k.
- Engaged a top tier of 187 clients in R&D projects with an investment of over €1m per year.





1,084

collaborative projects between companies and higher education researchers, including



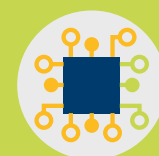
559

Innovation Vouchers. The programme is now open for applications year-round.



73

Innovation Partnerships were approved between Irish-based companies and researchers.



452

projects were completed with Technology Gateways at Irish institutes of technology. 2019 was a record year for companies engaging with Technology Gateways, with over 640 companies working on more than 880 projects.

DEVELOPMENT OF ENTERPRISE IRELAND INNOVATION STRATEGY

As the pace of change continues to accelerate and the risk of global market disruption increases, it has become clear that enterprises must adapt their approach to innovation to remain competitive. These urgent innovation challenges were Enterprise Ireland's primary considerations when in 2019 we finalised development on a new innovation strategy for 2020 to 2024.

The strategy harnesses and drives all existing and future Enterprise Ireland supports and activities in order to help clients have the necessary capabilities and support to innovate effectively and with agility in order to achieve continued sustainable growth.

IN-COMPANY R&D PERFORMANCE

The Agile Innovation Fund supported R&D activity in Enterprise Ireland and LEO clients of all sizes in 2019, with 104 applications received and 93 approved. An additional 74 applications for in-company R&D funding were approved for Enterprise Ireland clients. The R&D activity was promoted through 21 separate events including nine regionally focused events on Agile Innovation supports and through collaborations with other organisations such as IRDG

The National Space Strategy for Enterprise 2019-2025, jointly developed by Enterprise Ireland and the Department of Business, Enterprise and Innovation (DBEI), was completed and adopted as a Government strategy in June 2019. The value of European Space Agency contracts placed in Ireland in 2019 was €15.7m, with €14.4m placed with Irish companies.

An Intellectual Property (IP) grant was also established to encourage small and medium-sized enterprises (SME's) to develop an IP strategy.

TECHNOLOGY GATEWAYS

These industry-focused gateways into the capabilities of Institutes of Technology continue to grow from strength to strength, with 2019 seeing the highest number of industry projects ever supported.

Also in 2019, Enterprise Ireland launched a Capital Equipment fund for Technology Gateways which will enable them to deliver industry with access to critical, leading-edge equipment and infrastructure to help companies build resilience and to remain globally competitive in the face of industry challenges. €6m was awarded to 43 successful applicants from Irish Institutes of Technology (IoT) and TU Dublin.

TECHNOLOGY CENTRES

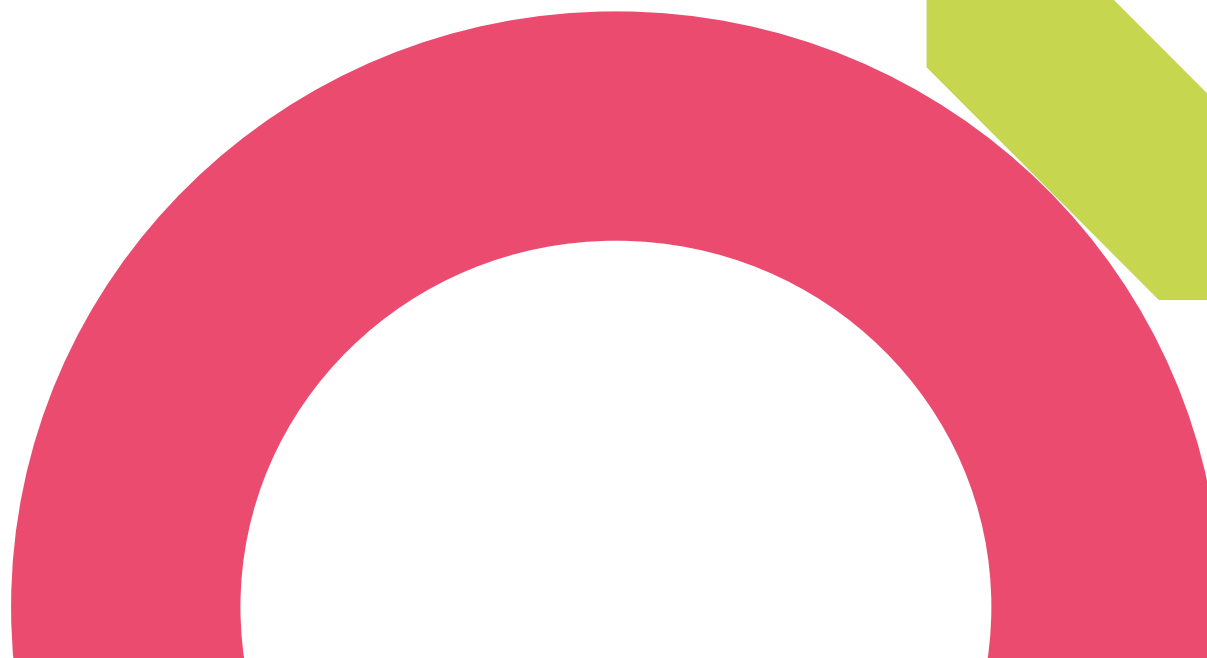
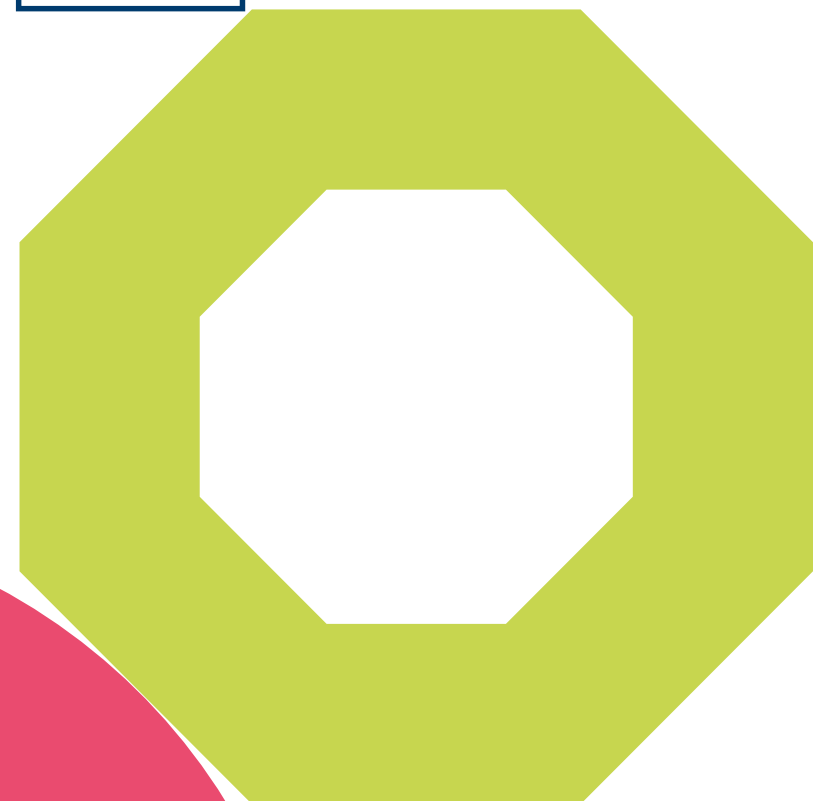
The Technology Centres programme enables Irish-based companies and Foreign Direct Investment multinationals to work together on market-focused strategic R&D projects in collaboration with research institutions. The centres provide a unique ecosystem for collaboration in areas identified by industry as being strategically important. Industry involvement with the Technology Centres programme stood at 593 companies at the end of 2019. Additionally, the Enterprise Ireland Board approved a new phase of increased funding for the Irish Manufacturing Research (IMR) Technology Centre. Enterprise Ireland's investment of €23.5m will scale IMR and deliver a €65.7m Manufacturing Research Centre (over five years) that will address challenges to Irish manufacturing not seen since the introduction of mechanisation or electrification.

DISRUPTIVE TECHNOLOGIES INNOVATION FUND

Enterprise Ireland continued the delivery of the Disruptive Technologies Innovation Fund (DTIF) which integrates the talent from SMEs, large companies and the Irish research system to respond to the opportunities presented by the development and deployment of disruptive technologies, targeted at tackling national and global challenges. In 2019 Enterprise Ireland managed the €75m portfolio involving 100 organisations that was approved in 2018. The second call of the DTIF was also completed in 2019, with an additional 16 projects, involving 59 organisations, approved in a €65m portfolio.

IP PROTOCOL

The National IP Protocol is a framework designed to provide industry with a consistent and simplified way of engaging in research with State research performing organisations (RPOs). This protocol was further refined in 2019, by Knowledge Transfer Ireland and published by DBEI, to make it even easier for companies and academics to collaborate while also having more clarity around negotiating contracts. The new protocol also seeks to make it easier to form 'spin-out' companies from public-funded research.





ENTERPRISE IRELAND LEADS IRELAND'S SUCCESSFUL ENGAGEMENT IN HORIZON 2020, THE EU PROGRAMME FOR RESEARCH, DEVELOPMENT AND INNOVATION

In 2019, Enterprise Ireland continued to coordinate and lead engagement with the EU Research and Innovation Framework, Horizon 2020. By the end of this penultimate year of the programme, Irish researchers and innovators had been awarded €861m* in funding, with an application success rate of 15.3%. This success represents 1.94% of the total funding awarded against an Irish budget contribution of 1.2%.

Over 55% of the funding was awarded to Higher Education institutions, and private companies receiving nearly 30%. This private company contribution is up 9% on the previous framework programme and demonstrates increased engagement by private companies.

Enterprise Ireland coordinates Ireland's industrial participation in the European Space Agency (ESA) programme. Key developments in 2019 included a significant increase in industrial engagement. Thirty-two companies in Ireland secured ESA contracts valued at €15.7m.

*Includes contracts signed in the period between 1 January 2014 to 29 November 2019. Taken from European Commission's ECORDA database, the figure is subject to change due to real-time updates.

MAXIMISING THE COMMERCIALISATION OF PUBLIC-FUNDED RESEARCH, WE:

- Supported the emergence of 28 new spin-out companies from Research Performing Organisations and 13 High Potential Start Ups from research.
- Supported the transfer of 163 commercially valuable technologies to companies in Ireland.

DRIVING COMPETITIVENESS, WE:

- Approved funding for 151 companies to improve productivity, profitability and environmental best practice with our Lean, Green and Competitiveness business supports. This includes LeanStart, LeanPlus, LeanTransform, GreenStart, GreenPlus and Capital Investment Initiative approvals.
- Continued the promotion of Lean business practices to Irish industry as part of Lean Business Ireland and the Lean Regional Networks. The seventh Lean regional network (Dublin) was launched in October 2019. Lean business practices are key to building competitiveness in Irish industry by embedding a culture of continuous improvement in our companies. The promotion and sharing of best practice in the area and support for training and investment in people has shown significant benefits as shown through published case studies.



CLIENT MANAGEMENT DEVELOPMENT DIVISION

In 2019, Enterprise Ireland's Client Management Development (CMD) division delivered 20 customised programmes and supports, designed to build ambition and develop leadership capability. These ranged from strategic programmes creating transformational change to flexible programmes addressing shorter-term business issues.

We gave 416 senior managers the tools and techniques to grow their business through year-long programmes such as Leadership 4 Growth, Enter the Eurozone and, for start-ups, our HPSU Founders Forum.

A further 635 senior managers were supported through our flexible modular programmes which address key challenges that companies face across the main business pillars. Workshops include attracting and retaining talent, business planning, customer value proposition, sales pipeline management, investor ready, fast track for revenue, and HPSU SPRINT programmes.

Our mentor network programme successfully matched 437 new, early-stage and established companies with a mentor in 2019.

Over 3,500 people accessed eiLearn, Enterprise Ireland's digital learning platform designed to help clients with key challenges they may face when growing their business internationally.



EXPAND REACH

SUPPORTING THE INTERNATIONALISATION OF IRISH COMPANIES

- **Record export sales of €25.6bn**
- **1,636 new contracts secured** overseas with Enterprise Ireland assistance*
- **402 companies established new overseas presences**
- **€5.65bn in exports to the Eurozone region** (the second-largest market for Irish exporters)
- **56 Ministerial-led overseas trade missions and knowledge events**
- **Made 11,404 client-buyer introductions**
- **Brought 1,283 international buyers to Ireland** through events such as the Showcase Ireland craft and consumer goods expo
- **Introduced 281 clients to supply opportunities** with multinational companies through our Global Sourcing Programme (in addition to Trade Mission introductions)

*1,554 as per End of Year Statement prepared mid-December 2019.
The Board-reported figure to 31 December 2019 was 1,636.



ATTRACTING FOOD INDUSTRY FDI INTO IRELAND

A key objective for Enterprise Ireland's Food Division is to develop a pipeline of new name FDI prospects that complement the Irish food and drinks industry, and to work with those companies towards securing new investments for Ireland.

In 2019 the food FDI clients that we work with employed almost 9,000 people across Ireland.

We continue to add to this important source of employment, working across the globe to highlight Ireland's advantages for food and drinks companies, including our ability to produce high-quality, sustainable raw materials, coupled with our connected research system and our talented workforce.

EDUCATION IN IRELAND

Higher Education Institutes (HEI) grew their international businesses by 15% in 2019 to €0.57bn, the strongest year ever and with further growth forecast in 2020.

Strong growth was achieved in the core markets of the USA, Canada, the Middle East, India and China. Significant progress was also achieved in the developing markets of Latin America (LATAM), East and West Africa and in areas of the Association of Southeast Asian Nations (ASEAN).

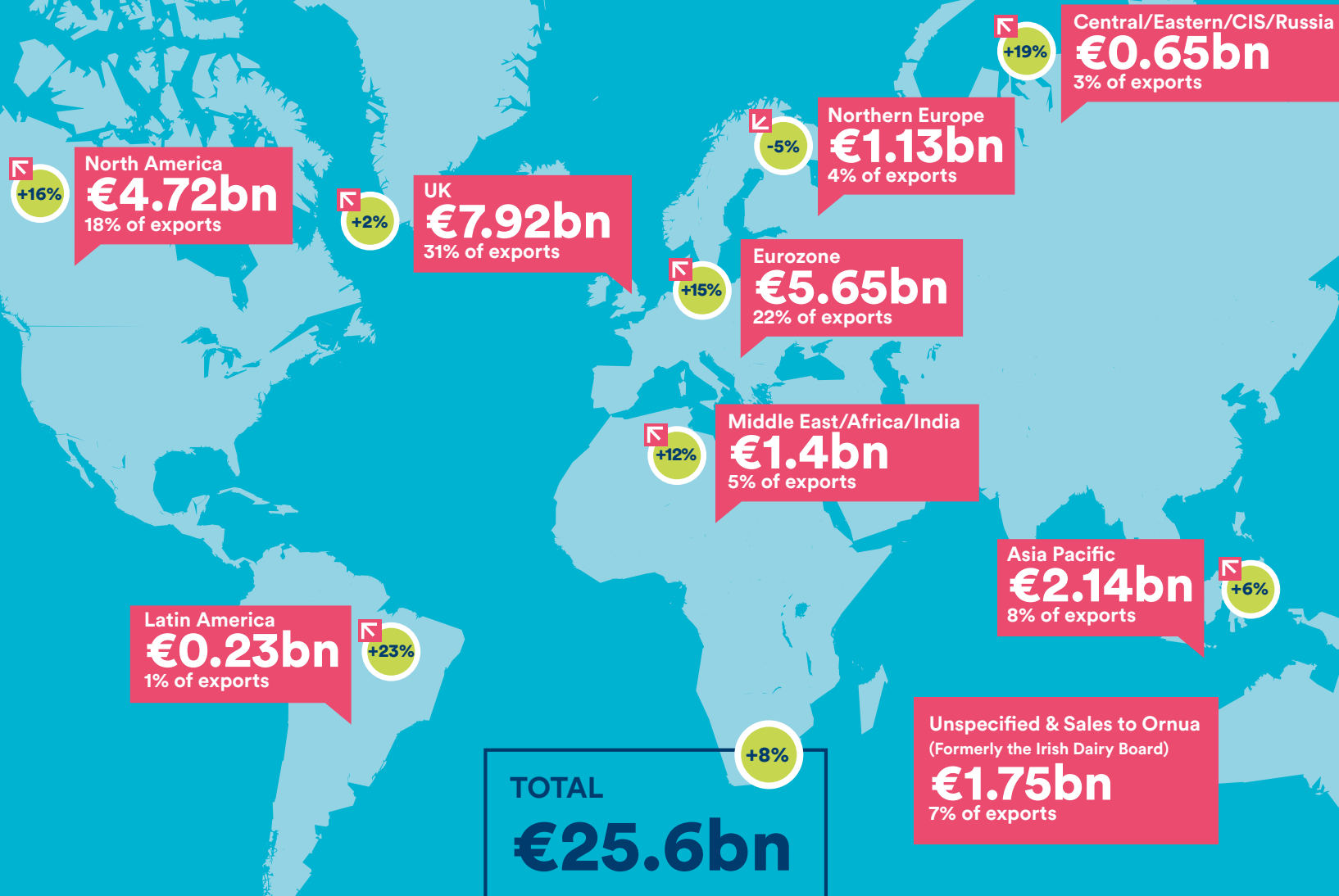
Deepening penetration in core markets and market diversification are key components of the International Education Strategy for Ireland 2016-2020 and have been supported by HEI investment in people on the ground alongside institutional partnerships and an increased investment in digital.

The Covid-19 pandemic will change everything in 2020.

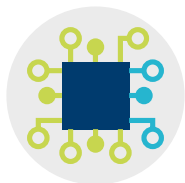




CLIENT EXPORTS 2019 BY TERRITORY



CLIENT EXPORTS BY SECTOR



Digital Technologies

€2.41bn +11%



Electronics

€0.72bn +18%



Construction

€2.24bn +19%



Fintech

€0.70bn +19%



Engineering

€1.75bn +9%



Food

€12.17bn +3%





ENTERPRISE IRELAND ALLOCATION OF FUNDS 2019



€269m

Funding for enterprise development

€48m

Funds administered on behalf of third parties

€85m

Client and corporate services network

€1m

Disbursements to other state agencies



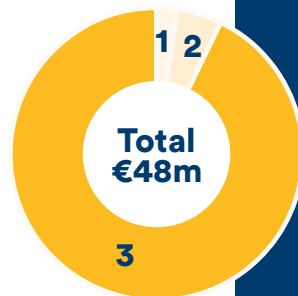
FUNDING FOR ENTERPRISE DEVELOPMENT

1. Capability Building	€40m
2. Capacity Building	€42m
3. Equity and Venture Capital Funds	€73m
4. Technology and Scientific Infrastructure	€114m
Total	€269m



CLIENT AND CORPORATE SERVICES NETWORK

1. Client Services Network	€33m
2. Overseas Office Network	€25m
3. Regional Office Network	€6m
4. Science and Innovation Support	€9m
5. Corporate Services Support	€12m
Total	€85m

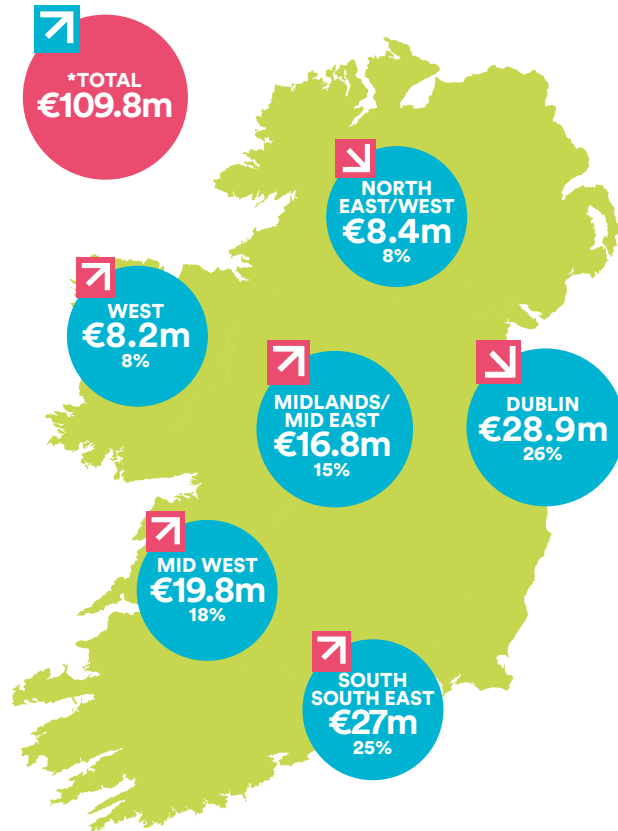


FUNDS ADMINISTERED ON BEHALF OF THIRD-PARTY AGENCIES

1. Business Innovation Centres	€2m
2. Design and Crafts Council of Ireland	€3m
3. Local Enterprise Offices	€43m
Total	€48m

BREAKDOWN OF FUNDING TO CLIENT COMPANIES BY REGION

74% of funding went to regions outside of Dublin



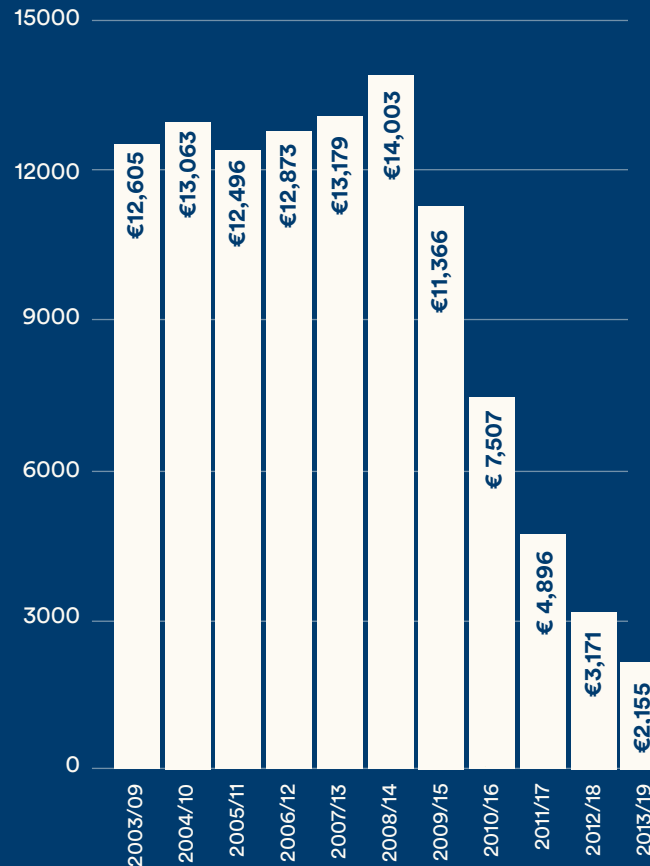
***Note:** Included in this total, clients in overseas locations received funding of €0.65m and clients in Northern Ireland received €0.1m.

Includes: Grants for industry capability funding, research, development and innovation funding, and Beef and Sheepmeat Fund support.

Excludes: Campus incubation centres payments, Seed and Venture Fund payments, Regional Enterprise Development Fund, the Community Enterprise Initiative and Community Enterprise Centres.

COST PER JOB

The cost per job is calculated by taking into account all agency expenditure on all firms in the period. Only jobs created during and sustained at the end of each seven-year period are credited in the calculations.



Source: Department of Business, Enterprise and Innovation: Cost per job calculations

EMPLOYMENT GROWTH PER REGION 2019

221,895

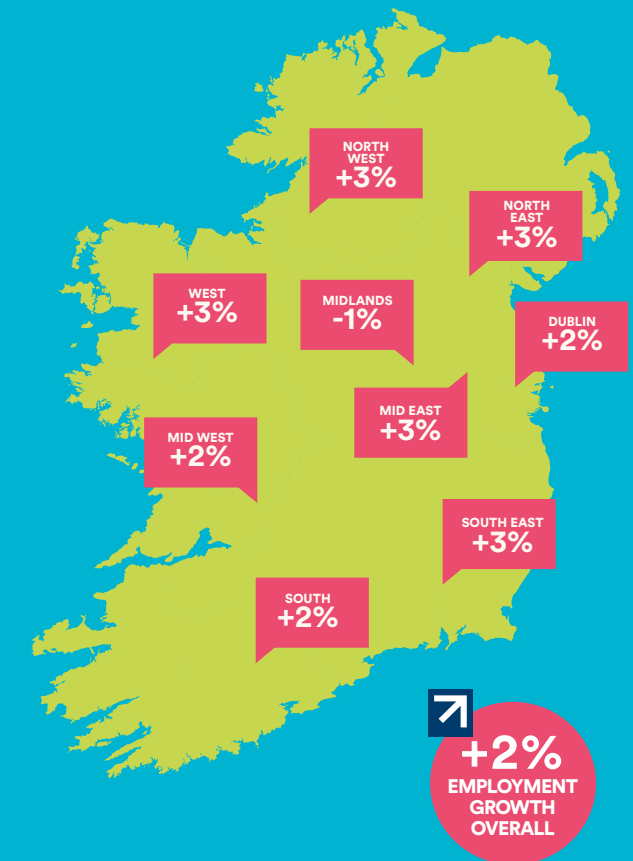
employed by Enterprise Ireland-supported companies

4,706

net jobs created

65% employment outside of Dublin

16,971 total new jobs



Source: The Annual Employment Survey carried out by the Department of Business, Enterprise and Innovation.

CORPORATE GOVERNANCE

Enterprise Ireland is a body corporate established by the Industrial Development (Enterprise Ireland) Act, 1998. As a statutory body, it is endowed with a separate legal personality and perpetual succession. The members of the Board of Enterprise Ireland constitute the members of the agency.

The agency operates in accordance with the provisions of the Industrial Development Acts 1986–2019 and under the aegis of the Minister for Business, Enterprise and Innovation, who is empowered to provide funds to the agency to enable it to discharge its obligations; to issue general policy directives; and to seek information on the agency's activities.

In addition to its own governing legislation, the agency is also required to comply with a range of other statutory (national and European Union (EU)) and administrative requirements. In particular, it has put in place procedures to ensure compliance with the following specific requirements:

Code of Practice for the Governance of State Bodies 2016

The Board has adopted the Code of Practice for the Governance of State Bodies 2016 and has implemented procedures and reviews to ensure compliance with its provisions.

The Chairman of the Board, in a separate report furnished annually to the Minister for Business, Enterprise and Innovation, confirms compliance with the individual requirements of the Code.

Enterprise Ireland is certified to the SWiFT 3000:2010 Code of Practice for Corporate Governance Assessment in Ireland.

Guidelines for the appraisal and management of capital expenditure proposals

Enterprise Ireland has well-established, robust procedures for the appraisal and management of capital expenditure projects arising under its capital grants programmes. These procedures comply with the principles set out in the guidelines.

Freedom of Information Act 2014

The Freedom of Information Act was signed into law in 2014. This Act provides a legal right to individuals to obtain access to information held by public bodies, to the greatest extent possible, consistent with the public interest and the right to privacy. Further information on the implementation of Freedom of Information (FOI) at Enterprise Ireland is available on our website at www.enterprise-ireland.com.

Here, you will also find a Publications Scheme providing general and frequently requested information about Enterprise Ireland in line with the obligations of the organisation under the Freedom of Information Act 2014.

Safety, Health and Welfare at Work Act 2005

In accordance with the Safety, Health and Welfare at Work Act 2005, Enterprise Ireland has put in place procedures to comply with the provisions of the Act and has prepared a safety statement that encompasses all aspects affecting staff and visitor welfare.

Prompt payment of accounts

Payment of invoices by Enterprise Ireland is governed by the Prompt Payment of Accounts Act, 1997, as amended by the European Communities (Late Payment in Commercial Transactions) Regulations 2012 (S.I. No. 580 of 2012). The regulations, which apply equally to the public and private sectors, provide an automatic entitlement to interest and compensation if payment for commercial transactions is late (after 30 days from the date of receipt). It is the policy of Enterprise Ireland to ensure that all invoices are paid promptly and every effort, consistent with proper financial procedures, is being made to ensure that all suppliers are paid within this time frame. Controls are in place to provide reasonable, though not absolute, assurance against non-compliance with the Act and regulations.

Prompt payment to suppliers

Enterprise Ireland is committed to meeting its obligations under the 15-day Prompt Payment Rule, which came into effect on 1 July 2011.

This provision ensures that payments to suppliers in respect of all valid invoices received will be made within 15 calendar days. Enterprise Ireland reports quarterly on the implementation of the 15-day Prompt Payment Rule on its website.

The table below shows Enterprise Ireland's performance regarding the 15-day payment required during 2019.

Details	Number	Value €	Percentage (%) of total number of payments made
Number of payments made within 15 days	15,453	€38,037,376	99.95%
Within 16 to 30 days	6	€27,365	0.04%
In excess of 30 days	2	€9,500	0.01%
Total payments	15,461	€38,074,242	100.00%

Prompt Payment Code of Conduct

Enterprise Ireland is a signatory to the Prompt Payment Code of Conduct.

Ethics in Public Office Acts, 1995 and 2001

Enterprise Ireland was brought within the scope of the Ethics in Public Office (Prescribed Public Bodies, Designated Directorships of Public Bodies and Designated Positions in Public Bodies) Regulations 2004 (S.I. No. 699 of 2004) with effect from 1 January 2005. Enterprise Ireland Board members furnish statements of interests each year to the Secretary, and copies have been provided to the Commission Secretary, Standards in Public Office Commission. In addition, Enterprise Ireland staff members holding designated positions comply with the regulations.

Data protection

Enterprise Ireland is registered as a data controller under the Data Protection Acts. Enterprise Ireland is subject to the General Data Protection Regulation 2018 and the Irish Data Protection Act 2018. Further information is available from Enterprise Ireland's Data Protection Officer, The Plaza, East Point Business Park, Dublin D03 E5R6.

Disclosure Policy on Payments and Investments

It is Enterprise Ireland's policy to make information available on financial support payments that have been made to client companies. A report listing all such payments made by Enterprise Ireland for any given year is available upon request following the release of the organisation's Annual Report.

Protected Disclosures Act 2014

There were no protected disclosures made to Enterprise Ireland in 2019.

Employment Equality Acts, 1998–2015

Enterprise Ireland is committed to a policy of equal opportunity and adopts a positive approach to equality in the organisation.

Enterprise Ireland operates a number of schemes that provide staff with options in relation to meeting their career and personal needs, such as educational programmes, study leave, reduced working hours and career breaks. A policy on the Protection of Dignity at Work is in operation and has been communicated to all staff.

Commission of the European Union

In 2019, 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.

Official Languages Act 2003

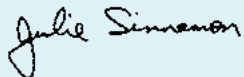
Enterprise Ireland comes under the remit of the Official Languages Act 2003, which was signed into law on 14 July 2003 to provide a statutory framework for the delivery of services through the Irish language. In accordance with Section 10 of the Act, this Annual Report is published in Irish and English.

Client Charter

Enterprise Ireland's Client Charter sets out our commitment to provide a high-quality service to our customers. Information on the Client Charter can be found in the 'About Us' section of our website.

Energy efficiency and conservation

Enterprise Ireland is committed to making every effort possible to be energy efficient and is working closely with the Sustainable Energy Authority of Ireland (SEAI) to achieve the Government target of 33% energy reduction by 2020. The agency is on target to reduce its energy usage by 50% as measured from its baseline in 2009. The agency also participates in framework agreements for the supply of utilities such as electricity and gas procured centrally by the Office of Government Procurement for its Dublin and regional offices. Since July 2015, it is a requirement that all public buildings over 250 square meters in area display an energy certificate. The Enterprise Ireland head office buildings have a current display energy cert rating of E1 and E2.



Julie Sinnamon,
Chief Executive Officer

ENTERPRISE IRELAND BOARD 2019

The Board of Enterprise Ireland is responsible for setting the strategy and policies of the organisation. It is responsible for the system of internal financial control and for putting in place processes and procedures for the purpose of ensuring that the system is effective. The Board also has oversight responsibility for the activities of the organisation. It delegates to management and subcommittees the responsibility for their implementation.

The Board has statutory authority to approve funding up to the levels set out in the Industrial Development Act, 1986, as amended and the Science and Technology Act, 1987 and to make recommendations to Government on funding support above these levels. The Board of Enterprise Ireland, and the management committees, to which it delegates powers, may authorise the making of grants to client companies and research performing organisations. The Board of Enterprise Ireland and the relevant committees may also authorise Enterprise Ireland to acquire shares (ordinary and preference), and to subscribe for loan notes, in client companies. Furthermore, Enterprise Ireland may be authorised by the Board and the relevant committees to make other types of loans, such as repayable advances, to client companies.

Under the terms of the Industrial Development (Enterprise Ireland) Act, 1998, all functions and powers are reserved to the Board, save those that the Board formally delegates. All powers so delegated are set down and are formally approved by the Board. In its own activities

and in its use of subcommittees, the Board operates towards best private sector corporate governance principles.

In accordance with the Ethics in Public Office Act, 1995, and the Code of Practice for the Governance of State Bodies 2016, Board members are required to provide a Statement of Interest to the Standards in Public Office Commission and to the Secretary. Enterprise Ireland fully complies with Government policy on the pay of chief executives and State body employees and with Government guidelines on the payment of fees to Board members.

Board members are appointed by the Minister for Business, Enterprise and Innovation, with the consent of the Minister for Public Expenditure and Reform. Each year, on the anniversary of the Establishment Day, the two members (other than the Chairman and Chief Executive) who have been longest in office since their last appointment retire from office. New Board members, on their appointment, are provided with an extensive briefing on the agency and its operations.

The appointment and removal of the Secretary to the Board is a matter for the Board. All Board members have access to the Secretary, who is responsible for ensuring that Board procedures are complied with.

Enterprise Ireland Board as at 15 May 2020



Terence O'Rourke,
(Chairman), Former
Managing Partner, KPMG
Appointed: 1 August 2013
Reappointed: 1 August 2018



Julie Sinnamon,
CEO, Enterprise Ireland
Appointed: 3 November
2013
Reappointed: 3 November
2018



Declan Hughes,
Assistant Secretary General,
Department of Business,
Enterprise and Innovation
Appointed: 4 September
2017



Geoff Meagher,
Consultant
Appointed: 15 October 2012
Reappointed: 10 July 2017



Colum Horgan,
CEO, InverCloud
Appointed: 15 October 2012
Reappointed: 10 July 2017



Dave Shanahan,
Founder and CEO, Adagio
Ventures Commercialisation
Partners
Appointed: 23 October 2015
Reappointed: 18 July 2019



Lisa Dillon,
General Manager of EMEA
Inside Sales, Microsoft
Appointed: 17 November
2015
Reappointed: 18 July 2019



John McMahon,
Consultant
Appointed: 26 March 2014
Reappointed: 10 July 2017



Helen Ryan,
Director, Hakata Holdings
Ltd.
Appointed: 26 March 2014
Reappointed: 10 July 2017



Elaine Coughlan,
Co-Founder and Managing
Partner, Atlantic Bridge
Capital Ltd.
Appointed: 12 May 2014
Reappointed: 3 January
2019



Clodagh Cavanagh,
CEO, Abbey Machinery Ltd.
Appointed: 3 January 2019



Conor Hanley,
President and CEO, Foundry
Innovation and Research 1
Ltd (FIRE1)
Appointed: 3 January 2019

Joe Healy
is Secretary to
the Board

Changes to the Board during 2019 / 2020

Clodagh Cavanagh was appointed on 3 January 2019
Conor Hanley was appointed on 3 January 2019
Joe Healy was appointed Secretary on 13 May 2020
Paul McKeown retired as Secretary on 13 May 2020

MEMBERSHIP OF ENTERPRISE IRELAND MANAGEMENT COMMITTEES

as at 31 May 2020

Strategy and Policy Management Committee

The Strategy and Policy Management Committee considers and agrees actions on key strategic issues relating to the business of the agency, including the Strategic Plan, Financial Products, Sectoral Strategies and all relevant matters pertaining to the Board.

Committee members:

Julie Sinnamon (Chairperson)

Kevin Sherry

Stephen Creaner

Paul McKeown

Rowena Dwyer

Mark Christal

Jenny Melia

Tom Kelly

Carol Gibbons

Orla Battersby

Leo McAdams

Joe Healy

Gearóid Mooney

Retired during 2019: **Niall O'Donnellan**

Performance and Operations Committee

The Performance and Operations Committee approves, considers, agrees actions, and monitors progress on key corporate issues relating to the administration and operations of the agency, including the Annual Corporate Plan, the annual budget, Annual Report and Accounts, and corporate risk.

Committee members:

Julie Sinnamon (Chairperson)

Kevin Sherry

Stephen Creaner

Paul McKeown

Rowena Dwyer

Mark Christal

Jenny Melia

Tom Kelly

Carol Gibbons

Orla Battersby

Leo McAdams

Joe Healy

Gearóid Mooney

Retired during 2019: **Niall O'Donnellan**

Management Approvals Committee

The Management Approvals Committee is a subcommittee of the Investment Committee with the power to approve funding up to €250,000.

Committee members:

Tom Early (Chairperson)

Enda McDonnell

Fergus McMahon

Imelda Lambkin

Niall McEvoy

Nicola NicPháidín

Stephen Hughes

Donald Black

Ciara Fitzpatrick

Keelin Fagan

Jean O'Sullivan

Lorraine Frewen – Secretary to the Management Approvals Committee

MEMBERSHIP OF ENTERPRISE IRELAND MANAGEMENT COMMITTEES

as at 31 May 2020 (Continued)

Investment Committee

The Investment Committee is empowered to approve funding packages up to €1.25m for projects where previous approvals of funding do not exceed €3.25m for one undertaking within the previous two years.

Committee members:

Julie Sinnamon, (Chairperson), Chief Executive Officer, Enterprise Ireland

Kevin Sherry, Executive Director, Enterprise Ireland

Paul McKeown, Executive Director, Enterprise Ireland

Stephen Creaner, Executive Director, Enterprise Ireland

Thomas Murray, Principal Officer, Department of Business, Enterprise and Innovation

Bernie Cullinan, Consultant, private sector

Liam Ryan, Consultant, private sector

Maurice Hickey, private sector

Natasha Stanley, Secretary to the Investment Committee

The following members retired from the committee during 2019:

Grainne Mulligan, Principal Officer, Department of Agriculture, Food and the Marine

Niall O'Donnellan, Divisional Manager, Enterprise Ireland

Research, Development & Innovation (RD&I) Committee

Enterprise Ireland's approach to R&D and Innovation is guided by the Government's strategy Innovation 2020, which is coordinated by the Department of Business, Enterprise and Innovation. The RD&I Committee approves funding under the R&D Fund which was launched in early 2008 and is designed to provide support for research, development and technological innovation relevant at all stages of company development. It provides support to enable companies to progress from undertaking an initial research project to high-level innovation and R&D activity.

Committee members:

Stephen Creaner, (Chairperson) Executive Director, Enterprise Ireland

Gearóid Mooney, Divisional Manager, Research and Innovation, Enterprise Ireland

Leo McAdams, Divisional Manager, Investment Services Division, Enterprise Ireland

Deirdre Glenn, Director, Lifescience and Food Commercialisation and Manager, Lifesciences Sector, Enterprise Ireland

Tom Beresford, Head of Moorepark Food Research Centre, Teagasc

Denis Hayes, General Manager, Industry Research and Development Group

Brian McCoy, Consultant

Miriam Ní Néill, Audio/Visual Enterprise Development, Údarás na Gaeltachta

Aidan O'Connor, Consultant

Johnnie Phillips, Consultant

Padraig Somers, General Manager, Helsinn Birex Pharmaceuticals

Linda Cullen, Strategy and Planning Specialist, Bord Bia

Retired during 2019:

Niall O'Donnellan, Divisional Manager, Enterprise Ireland

Mairead Hennessy, Secretary to the RD&I Committee

Seed and Venture Capital Funds Committee

The objectives of the Enterprise Ireland Seed and Venture Capital programmes are to further develop the Irish venture capital sector; to provide risk capital to SMEs in the seed; start-up and development stages; to leverage private and institutional investment and to develop commercially viable funds. The scheme is a competitive one.

Committee members:

Kevin Sherry, (Chairperson), Executive Director, Global Business Development, Enterprise Ireland

Donnchadh Cullinan, Department Manager, Growth Capital and Banking Relations, Enterprise Ireland

Don Harrington, Director Corporate Finance, Goodbody Stockbrokers, private sector

Jean Carberry, Principal Officer, Department of Business, Enterprise and Innovation

Paul McKeown, Executive Director, Enterprise Ireland

Nick Ashmore, CEO, Strategic Banking Corporation of Ireland

Natasha Stanley, Secretary to the Seed and Venture Capital Funds Committee

Industrial Research and Commercialisation Committee

The Industrial Research and Commercialisation Committee approves funding of up to €1.25m for applied research and commercialisation involving the universities and institutes of technology, collaborative research and industry-led networks. It focuses on projects that are industry led or have potential to lead directly to a commercial outcome in Ireland.

Committee members:

Gearóid Mooney, (Chairperson), Divisional Manager, Research and Innovation Business Unit, Enterprise Ireland

Jennifer Brennan, Technological Higher Education Association (THEA)

Mike Brosnan, Consultant

Joseph Curtis, Department Manager, Research and Innovation and Corporate Services, Enterprise Ireland

Carol Gibbons, Department Manager, ICT Commercialisation, Electronics, Enterprise Ireland

Seamus Grant, Consultant

Lisa Keating, Irish Universities Association

Richard Howell, Head of Research, Food and Codex Coordination Division, Department of Agriculture, Food and the Marine

Alan Kelly, Department of Business, Enterprise and Innovation

Frank Kennedy, Retired Executive, private industry

Darrin Morrissey, Health Research Board (HRB)

Siobhan Roche, Science Foundation Ireland (SFI)

Mary Shire, Vice President of Research, University of Limerick

Mairead Hennessy, Secretary to the Industrial Research and Commercialisation Committee

The following members retired from the committee during 2019/2020:

Mairead O'Driscoll, Health Research Board

Niall O'Donnellan, Enterprise Ireland

Colette Reilly, Department of Business, Enterprise and Innovation

FINANCIAL STATEMENTS

Report for presentation to the Houses of the Oireachtas Enterprise Ireland

Opinion on the financial statements

I have audited the financial statements of Enterprise Ireland for the year ended 31 December 2019 as required under the provisions of section 22 of the Industrial Development (Enterprise Ireland) Act 1998. The financial statements comprise:

- the statement of income and expenditure and retained revenue reserves
- the statement of comprehensive income
- the statement of financial position
- the statement of cash flows and
- the related notes, including a summary of significant accounting policies.

In my opinion, the financial statements give a true and fair view of the assets, liabilities and financial position of Enterprise Ireland at 31 December 2019 and of its income and expenditure for 2019 in accordance with Financial Reporting Standard (FRS) 102 - The Financial Reporting Standard applicable in the UK and the Republic of Ireland.

Basis of opinion

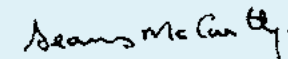
I conducted my audit of the financial statements in accordance with the International Standards on Auditing (ISAs) as promulgated by the International Organisation of Supreme Audit Institutions. My responsibilities under those standards are described in the appendix to this report. I am independent of Enterprise Ireland and have fulfilled my other ethical responsibilities in accordance with the standards.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

Report on information other than the financial statements, and on other matters

Enterprise Ireland has presented certain other information together with the financial statements. This comprises the annual report, including the governance statement and Board members' report and, the statement on internal control. My responsibilities to report in relation to such information, and on certain other matters upon which I report by exception, are described in the appendix to this report.

I have nothing to report in that regard.



Seamus McCarthy
Comptroller and Auditor General
24 June 2020

APPENDIX TO THE REPORT

Responsibilities of Board members

As detailed in the governance statement and Board members' report, the Board members are responsible for:

- the preparation of financial statements in the form prescribed under section 22 of the Industrial Development (Enterprise Ireland) Act 1998
- ensuring that the financial statements give a true and fair view in accordance with FRS102
- ensuring the regularity of transactions
- assessing whether the use of the going concern basis of accounting is appropriate, and
- such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Responsibilities of the Comptroller and Auditor General

I am required under section 22 of the Industrial Development (Enterprise Ireland) Act 1998 to audit the financial statements of Enterprise Ireland and to report thereon to the Houses of the Oireachtas.

My objective in carrying out the audit is to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement due to fraud or error. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with the ISAs, I exercise professional judgment and maintain professional scepticism throughout the audit. In doing so,

- I identify and assess the risks of material misstatement of the financial statements whether due to fraud or error; design and perform audit procedures responsive to those risks; and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- I obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal controls.
- I evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures.
- I conclude on the appropriateness of the use of the going concern basis of accounting and, based on the audit evidence obtained, on whether a material uncertainty exists related to events or conditions that may cast significant doubt on Enterprise Ireland's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my report. However, future events or conditions may cause Enterprise Ireland to cease to continue as a going concern.
- I evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings,

including any significant deficiencies in internal control that I identify during my audit.

Information other than the financial statements

My opinion on the financial statements does not cover the other information presented with those statements, and I do not express any form of assurance conclusion thereon.

In connection with my audit of the financial statements, I am required under the ISAs to read the other information presented and, in doing so, consider whether the other information is materially inconsistent with the financial statements or with knowledge obtained during the audit, or if it otherwise appears to be materially misstated. If, based on the work I have performed, I conclude that there is a material misstatement of this other information, I am required to report that fact.

Reporting on other matters

My audit is conducted by reference to the special considerations which attach to State bodies in relation to their management and operation. I report if I identify material matters relating to the manner in which public business has been conducted.

I seek to obtain evidence about the regularity of financial transactions in the course of audit. I report if I identify any material instance where public money has not been applied for the purposes intended or where transactions did not conform to the authorities governing them.

I also report by exception if, in my opinion,

- I have not received all the information and explanations I required for my audit, or
- the accounting records were not sufficient to permit the financial statements to be readily and properly audited, or
- the financial statements are not in agreement with the accounting records.

GOVERNANCE STATEMENT AND BOARD MEMBERS' REPORT

Governance

The Board of Enterprise Ireland was established under the Industrial Development (Enterprise Ireland) Act, 1998. The functions of the Board are set out in Section 22 of this Act. The Board is accountable to the Minister for Business, Enterprise and Innovation and is responsible for ensuring good governance and performs this task by setting strategic objectives and targets and taking strategic decisions on all key business issues. The regular day-to-day management, control and direction of Enterprise Ireland are the responsibility of the Chief Executive Officer (CEO) and the senior management team. The CEO and the senior management team must follow the broad strategic direction set by the Board and must ensure that all Board members have a clear understanding of the key activities and decisions related to the entity, and of any significant risks likely to arise. The CEO acts as a direct liaison between the Board and management of Enterprise Ireland.

Board responsibilities

The work and responsibilities of the Board are set out in the Board Terms of Reference, which also contains the matters specifically reserved for Board decision. Standing items considered by the Board include:

- Declaration of interests
- Chief Executive's Report
- Reports from Board subcommittees
- Financial reports/management accounts and performance reports
- Corporate governance items
- Items for discussion
- Projects for decision
- Items for noting

Section 22 of the Industrial Development (Enterprise Ireland) Act, 1998, requires the Board of Enterprise Ireland to keep, in such form as may be approved of by the Minister for Business, Enterprise and Innovation with the consent of the Minister for Public Expenditure and Reform, all proper and usual accounts of money received and expended by it.

In preparing those financial statements, the Board of Enterprise Ireland is required to:

- Select suitable accounting policies and apply them consistently
- Make judgements and estimates that are reasonable and prudent
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that it will continue in operation
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements.

The Board is responsible for keeping adequate accounting records which disclose, with reasonable accuracy at any time, its financial position and enables it to ensure that the financial statements comply with Section 22 of the Industrial Development (Enterprise Ireland) Act, 1998. The maintenance and integrity of the corporate and financial information on Enterprise Ireland's website is the responsibility of the Board.

The Board is responsible for approving the annual plan and budget. An evaluation of the performance of Enterprise Ireland by reference to the annual plan and budget was carried out on 12 February 2020.

The Board is also responsible for safeguarding its assets and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board consider that the financial statements of Enterprise Ireland give a true and fair view of the financial performance and the financial position of Enterprise Ireland at 31 December 2019.

Board structure

The Board consists of a Chairperson, Chief Executive Officer and 10 non-Executive members, all of whom are appointed by the Minister for Business, Enterprise and Innovation. The members of the Board are appointed for a period of five years and meet on a monthly basis. There are currently no vacancies.

The table below details the appointment period for current members:

Board Member	Role	Date Appointed
Terence O'Rourke	Chairman	1 August 2013, Reappointed 1 August 2018
Julie Sinnamon	CEO	3 November 2013, Reappointed 3 November 2018
Clodagh Cavanagh	Board member	3 January 2019
Elaine Coughlan	Board member	12 May 2014, Reappointed 3 January 2019
Lisa Dillon	Board member	17 November 2015, Reappointed 18 July 2019
Conor Hanley	Board member	3 January 2019
Colum Horgan	Board member	15 October 2012, Reappointed 10 July 2017
Declan Hughes	Board member	4 September 2017
John Mc Mahon	Board member	26 March 2014, Reappointed 10 July 2017
Geoff Meagher	Board member	15 October 2012, Reappointed 10 July 2017
Helen Ryan	Board member	26 March 2014, Reappointed 10 July 2017
Dave Shanahan	Board member	23 October 2015, Reappointed 18 July 2019

The Board also completed a Self-Assessment Evaluation in December 2019 and this was presented at the Board meeting held on 8 January 2020. The Board met 14 times in 2019.

The Board has established subcommittees, as follows:

1. Board Advisory Committee: Comprises of four non-executive Board members and the Chief Executive Officer. The role of the Board Advisory Subcommittee is to review and discuss matters related to urgent and/or significant proposals prior to full consideration and decision by the Board. The members of the Board Advisory Subcommittee are: Terence O'Rourke (Chairperson), Julie Sinnamon (CEO), Declan Hughes, Geoff Meagher and Elaine Coughlan.

There was one meeting of the Board Advisory Subcommittee in 2019.

2. Audit and Risk Committee: Comprises of four non-executive Board members. The role of the Audit and Risk Committee (ARC) is to support the Board in relation to its responsibilities for issues of risk, control and governance and associated assurance. The ARC is independent from the financial management of the organisation. The Committee ensures that the internal control systems including audit activities are monitored actively and independently. The ARC reports to the Board after each meeting, and formally in writing annually.

The members of the Audit and Risk Committee are: Geoff Meagher (Chairperson), Colum Horgan, Helen Ryan and Clodagh Cavanagh (appointed January 2020).

There were four meetings of the ARC in 2019.

3. Investment Portfolio Review Committee (IPRC): Comprises of two non-executive Board members appointed by the Board, one of which shall be nominated as Chairperson, the Chief Executive

Officer, the Chief Financial Officer and one private sector member. The role of the Investment Portfolio Review Committee (IPRC) is to oversee the management of Enterprise Ireland's investment portfolio.

The members of the Investment Portfolio Review Committee are: John McMahon (Chairperson), Declan Hughes, Julie Sinnamon (CEO) and Paul McKeown (CFO). There is one vacancy.

There were five meetings of the IPRC in 2019.

4. Strategy and Policy Committee: Comprises of five non-executive Board members appointed by the Board. The Strategy and Policy Committee's role is to work with the Executive to develop the corporate strategy for Enterprise Ireland.

The members of the Strategy and Policy Committee are: Terence O'Rourke (Chairperson), John McMahon, Dave Shanahan, Helen Ryan and Conor Hanley.

The Committee meets as required. There were no meetings in 2019.

5. Performance and Resource Planning Committee: Comprises of the Chairperson of the Board and at least two non-executive Board members appointed by the Board.

The Performance and Resource Planning Committee's role is to assist the Board in fulfilling its oversight responsibilities by providing advice and recommendations to the Board in the appointment, remuneration and the assessment of the performance of, and succession planning for, the CEO in line with Government policy. The members of the Performance and Resource Planning Committee are Terence O'Rourke (Chairperson), Elaine Coughlan and Lisa Dillon.

The Committee meets as required. There were no meetings in 2019.

GOVERNANCE STATEMENT AND BOARD MEMBERS' REPORT (Continued)

Schedule of attendance, fees and expenses

A schedule of attendance at the Board and Committee meetings for 2019 is set out below:

	Board	Board Advisory	Audit & Risk	IPRC	Strategy & Policy	Performance & Resource Planning	Fees 2019 €	Expenses 2020 €
Number of meetings	*14	1	4	5	As required	As required		
Terence O'Rourke	14	1					20,528	9,117
Julie Sinnamon	14	1		5			-	30,131
Elaine Coughlan	14	1					11,883	-
Lisa Dillon	11						11,975	-
Colum Horgan	11		4				11,975	4,369
Declan Hughes	11	1		5			-	-
John McMahon	13			5			11,975	69
Geoff Meagher	13	1	4				11,975	1,817
Helen Ryan	11		3				11,975	1,247
Dave Shanahan	12						11,975	-
Conor Hanley	12						11,883	114
Clodagh Cavanagh	11						11,883	2,285
Total							128,027	49,149

*The Board met on 21 June 2019 and 11 December 2019 without executive Board members or management present.

Total expenses of €49,149 includes €13,765 paid directly to the Board members. The balance of €35,384 relates to expenditure paid by Enterprise Ireland on behalf of the Board members. The expenses incurred relate to travel and subsistence costs incurred by the CEO and the Board members in attending Board meetings and other Enterprise Ireland client events including overseas trade missions.

There were two Board members, Ms Julie Sinnamon (CEO) and Mr Declan Hughes Assistant Secretary Department of Business, Enterprise and Innovation who did not receive a Board fee in line with the One Person One Salary (OPOS) principle.

Key personnel changes

In accordance with the Industrial Development (Enterprise Ireland) Act, 1998, two members of the Board, who have been longest in office since their last appointment, shall retire from office on each anniversary of Enterprise Ireland's Establishment Day. On 23 July 2018, Ms Elaine Coughlan and Mr Patrick Flynn retired. On 3 January 2019 the Minister reappointed Ms Elaine Coughlan and appointed two new Board members Ms Clodagh Cavanagh and Mr Conor Hanley. Ms Lisa Dillon and Mr Dave Shanahan were due to retire on 23 July 2019. Both were reappointed on 18 July 2019.

A third Executive Director position was established in 2019 and Mr Paul McKeown was appointed to this role with effect from 29 October 2019. He retains the position of Chief Financial Officer.

Ms Julie Sinnamon informed the Board on 12 February 2020 of her intention to step down from her role as CEO later in the year. The search for her replacement has commenced.

Disclosures required by the Code of Practice for the Governance of State Bodies (2016)

The Board is responsible for ensuring that Enterprise Ireland has complied with the requirements of the Code of Practice for the Governance of State Bodies (2016) ("the Code"), as published by the Department of Public Expenditure and Reform in August 2016. The following disclosures are required by the Code:

Employee short-term benefits breakdown

Employees' short-term benefits in excess of €60,000 are set out in Note 7(b).

Consultancy costs

Consultancy costs include the cost of external advice to management and exclude outsourced 'business-as-usual' functions.

	2019 €	2018 €
Commercial & Technical Evaluation	495,433	460,069
Internal Audit, Risk Management & Programme Audits	463,348	273,808
Financial & Process Reviews	141,681	13,523
Legal	254,611	251,509
Other	267,849	166,374
Total consultancy costs	1,622,922	1,165,283

Legal costs and settlements

Enterprise Ireland incurred €80,720 in legal fees in relation to a legal proceeding taken against Enterprise Ireland by a client company. A settlement was agreed between the parties and paid by the client company. This does not include expenditure incurred in relation to general legal advice received by Enterprise Ireland which is disclosed in Consultancy costs above.

Travel and subsistence expenditure

Enterprise Ireland's head office is located in East Point Business Park, Dublin. Enterprise Ireland also has a regional and overseas office network. Travel outside of Ireland for all staff based in Ireland is considered international travel. Travel undertaken by staff located in any of the 33 overseas offices within the jurisdiction of their appointed office is regarded as domestic travel. Travel outside of the jurisdiction in which the staff member's appointed office is located is regarded as international travel.

Travel and subsistence expenditure, is categorised as follows:

	2019 €	2018 €
Domestic		
Board*	32,081	17,132
Employees	2,750,387	2,475,408
International		
Board*	17,068	26,884
Employees	2,481,217	2,537,581
Total	5,280,753	5,057,005

*includes travel and subsistence of €13,765 paid directly to the Board members in 2019 (2018- €13,729). The balance of €35,384 (2018- €30,287) relates to expenditure paid by Enterprise Ireland on behalf of the Board members and the CEO.

Hospitality expenditure

The Statement of Income and Expenditure and Retained Revenue Reserves includes the following hospitality expenditure:

	2019 €	2018 €
Staff hospitality	25,812	10,851
Client hospitality	239,434	287,817
Total	265,246	298,668

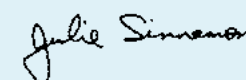
Statement of Compliance

The Board has adopted the Code of Practice for the Governance of State Bodies (2016) and has put procedures in place to ensure compliance with the Code. Enterprise Ireland was in full compliance with the Code of Practice for the Governance of State Bodies for 2019.

On behalf of the Board of Enterprise Ireland:



Terence O'Rourke,
Chairman



Julie Sinnamon,
Chief Executive Officer

23 June 2020

STATEMENT ON INTERNAL CONTROL

Scope of Responsibility

On behalf of Enterprise Ireland, I acknowledge the Board's responsibility for ensuring that an effective system of internal control is maintained and operated. This responsibility takes account of the requirements of the Code of Practice for the Governance of State Bodies (2016).

Purpose of the System of Internal Control

The system of internal control is designed to manage risk to a tolerable level rather than to eliminate it. The system can therefore only provide reasonable and not absolute assurance that assets are safeguarded, transactions authorised and properly recorded, and that material errors or irregularities are either prevented or detected in a timely way.

The system of internal control, which accords with guidance issued by the Department of Public Expenditure and Reform, has been in place in Enterprise Ireland for the year ended 31 December 2019 and up to the date of approval of the financial statements.

Capacity to handle risk

Enterprise Ireland has an Audit and Risk Committee (ARC) comprising four Board members, with financial and audit expertise, one of whom is the Chair. The ARC met four times in 2019.

Enterprise Ireland has a well-established internal audit unit which is adequately resourced, and which conducts a programme of work agreed with the ARC.

The ARC has developed a risk management policy which sets out its risk appetite, the risk management processes in place and details the roles and responsibilities of staff in relation to risk. The policy has been issued to all staff who are

expected to work within Enterprise Ireland's risk management policies, to alert management on emerging risks and control weaknesses and assume responsibility for risks and controls within their own area of work.

Risk and Control Framework

Enterprise Ireland has implemented a risk management system which identifies and reports key risks and the management actions being taken to address and, to the extent possible, to mitigate those risks.

A risk register is in place which identifies the key risks facing Enterprise Ireland and these have been identified, evaluated and graded according to their significance. The register is reviewed and updated by the ARC on a quarterly basis. The outcome of these assessments is used to plan and allocate resources to ensure risks are managed to an acceptable level.

The risk register details the controls and actions needed to mitigate risks and responsibility for operation of controls assigned to specific staff. I confirm that a control environment containing the following elements is in place:

- Procedures for all key business processes have been documented
- Financial responsibilities have been assigned at management level with corresponding accountability
- There is an appropriate budgeting system with an annual budget which is kept under review by senior management
- There are systems aimed at ensuring the security of the information and communication technology systems

- There are systems in place to safeguard the assets and
- Control procedures over grant funding to outside agencies ensure adequate control over approval of grants and monitoring and review of grantees to ensure grant funding has been applied for the purpose intended

Ongoing monitoring and review

Formal procedures have been established for monitoring control processes and control deficiencies are communicated to those responsible for taking corrective action and to management and the Board, where relevant, in a timely way. I confirm that the following ongoing monitoring systems are in place:

- Key risks and related controls have been identified and processes have been put in place to monitor the operation of those key controls and report any identified deficiencies
- Reporting arrangements have been established at all levels where responsibility for financial management has been assigned and
- There are regular reviews by senior management of periodic and annual performance and financial reports which indicate performance against budgets/forecasts

Following a review of the process relating to payments, additional controls have been implemented to further strengthen this control environment. This review was initiated following a targeted fraud directed at the agency, which resulted in a payment of €30,416 being made in 2019. Fraud procedures were followed including reporting of the incident to An Garda Síochána.

Procurement

I confirm that Enterprise Ireland has procedures in place to ensure compliance with current procurement rules and guidelines. Matters arising regarding controls over procurement are highlighted under Internal control issues below.

Review of effectiveness

I confirm that Enterprise Ireland has procedures to monitor the effectiveness of its risk management and control procedures. Enterprise Ireland's monitoring and review of the effectiveness of the system of internal control is informed by the work of the internal auditors, the Audit and Risk Committee which oversees their work, the external auditors and the senior management within Enterprise Ireland responsible for the development and maintenance of the internal financial control framework.

I confirm that the Board conducted an annual review of the effectiveness of the internal controls for 2019.

Internal Control Issues

Non-Compliant Procurement

During 2019, expenditure of €74,217 was incurred in relation to goods and services with two suppliers where the procedures employed did not comply with procurement guidelines. One case related to legal advice which involved two matters of follow-on advice not anticipated at the time of the original procurement and to matters of essential and urgent legal advice. A European Level tender process was completed in Quarter 1 2020. The second case related to multifunctional printers and involved a timing issue in relation to the completion of a tender process with the Office of Government Procurement. The procurement process has now been completed and a new contract is in operation since 1 July 2019.



Terence O'Rourke
Chairman

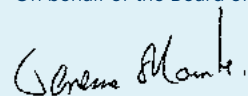
23 June 2020

Statement of Income and Expenditure and Retained Revenue Reserves for the year ended 31 December 2019

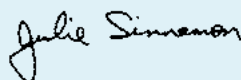
	Notes	2019 € '000	2018 €'000
Income			
Oireachtas Grants - Department of Business, Enterprise and Innovation	2	296,993	268,583
Funding from Other Government Departments	3	5,711	6,864
Own Resources	4	10,393	9,543
Net Deferred Retirement Benefits Funding	8 (d)	17,984	21,405
Profit on disposal/transfer of Fixed Assets (net)	11	49,151	24,228
TOTAL INCOME		380,232	330,623
Expenditure			
Financial Support to Industry	5	243,939	210,086
Disbursements to Other State Agencies re Financial Support to Industry	6	855	1,540
Administration, Operation and Promotion	7	89,909	84,176
Retirement Benefits Costs	8 (c)	21,211	23,644
Movement in Value of Fixed Assets	9	12,024	1,381
Movement in Value of Public Benefit Entity Concessionary Loans	10	425	(359)
TOTAL EXPENDITURE		368,363	320,468
Surplus before Appropriations		11,869	10,155
Appropriations			
Contribution (to)/from the Exchequer	12	(9,234)	(131)
Transfer to the Capital Account	13	(13,186)	(6,362)
Transfer from the State Advances Account	14	3,739	3,293
Surplus/(Deficit) after Appropriations		(6,812)	6,955
Balance Brought Forward at Start of Year		9,660	2,705
Balance Carried Forward at End of Year		2,848	9,660

The Statement of Cash Flows and Notes 1 to 26 form part of these financial statements.

On behalf of the Board of Enterprise Ireland:



Terence O'Rourke
Chairman



Julie Sinnamon
Chief Executive Officer

23 June 2020

Statement of Comprehensive Income for the year ended 31 December 2019

Surplus/(Deficit) after Appropriations

Experience gain/(loss) on Retirement Benefits scheme liabilities

Change in assumptions underlying the present
value of Retirement Benefits liabilities

Total Actuarial gain/(loss) in the year

Adjustment to deferred Retirement Benefits funding

Total Comprehensive Income for the year

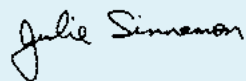
2019 € '000	2018 €'000
(6,812)	6,955
2,576	13,848
(47,601)	9,261
(45,025)	23,109
45,025	(23,109)
(6,812)	6,955

The Statement of Cash Flows and Notes 1 to 26 form part of these financial statements.

On behalf of the Board of Enterprise Ireland:



Terence O'Rourke
Chairman



Julie Sinnamon
Chief Executive Officer

23 June 2020

Statement of Financial Position as at 31 December 2019

Fixed Assets

Property, Plant and Equipment
Financial
Total Fixed Assets

Public Benefit Entity Concessionary Loans

Current Assets

Receivables
Cash and Cash Equivalents

Current Liabilities

Payables (Amounts falling due within one year)
--

Net Current Assets

Retirement Benefits Obligations

Deferred Funding Assets

Total Net Assets

Representing

Capital Account
State Advances Account
Retained Revenue Reserves

Notes	2019 € '000	2018 €'000
16	1,884	1,213
17	455,824	443,309
	457,708	444,522
18	11,565	12,220
19	3,931	5,204
	22,073	13,014
	26,004	18,218
20	23,156	8,558
	2,848	9,660
8(e)	(509,449)	(446,440)
8(e)	509,449	446,440
	472,121	466,402
13	457,708	444,522
14	11,565	12,220
	2,848	9,660
	472,121	466,402

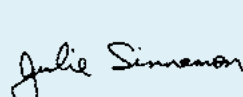
The Statement of Cash Flows and Notes 1 to 26 form part of these financial statements.

On behalf of the Board of Enterprise Ireland:



Terence O'Rourke
Chairman

23 June 2020



Julie Sinnamon
Chief Executive Officer

Statement of Cash Flows

for the year ended 31 December 2019

Cash flows from Operating Activities

Excess Income over Expenditure

Adjustments for

Dividends Receivable

Reduction in Value of Fixed Assets

(Profit)/Loss on Disposal of Property, Plant & Equipment

Profit on Disposal of Financial Fixed Assets

(Increase)/Decrease in Value of Financial Incentive Assets

(Increase)/Decrease in Receivables excluding Dividends

Increase/(Decrease) in Payables excluding Contribution to the Exchequer

Contribution to the Exchequer

The effect of foreign exchange rate changes

Net Cash Inflow from Operating Activities

Cash flows from Investing Activities

Payments to acquire Fixed Assets

Property, Plant & Equipment

Financial:

Investments in Shares

Seed and Venture Capital Fund

Receipts from disposal of Fixed Assets

Financial:

Investments in Shares

Seed and Venture Capital Fund

Public Benefit Entity Concessionary Loan Receipts

Net cash flows from Investing Activities

Cash flows from Financing Activities

Dividends received

Net Cash flows from Financing Activities

Net Decrease in Cash and Cash Equivalents

Cash and Cash equivalents at the start of the year

The effect of foreign exchange rate changes

Cash and Cash equivalents at the end of the year

Notes	2019 € '000	2018 € '000
	11,869	10,155
	(3,826)	(2,794)
	12,024	1,381
	-	4
	(49,151)	(24,232)
	425	(359)
	1,127	(1,138)
	5,495	(1,078)
	(131)	(91)
	(370)	(4)
	(22,538)	(18,156)
16	(1,117)	(410)
17 (c)	(26,140)	(29,303)
17(a)	(46,700)	(41,864)
11(b)	62,513	28,460
11(b)	35,385	59,601
18	3,314	3,652
	27,255	20,136
	3,972	2,709
	3,972	2,709
	8,689	4,689
	13,014	8,321
	370	4
	22,073	13,014

Accounting Policies for the year ended 31 December 2019

1. Significant Accounting Policies

The basis of accounting and significant accounting policies adopted by Enterprise Ireland are set out below. They have all been applied consistently throughout the year and the preceding year.

(a) General Information

Enterprise Ireland was established under the Industrial Development (Enterprise Ireland) Act, 1998. Enterprise Ireland's head office is located in East Point Business Park, Dublin 3.

Enterprise Ireland is a Public Benefit Entity (PBE). A Public benefit entity provides goods or services for the general public, community or social benefit and, where any equity is provided, it is to support the entity's primary objectives rather than with a view to providing a financial return to equity providers, shareholders or members.

Enterprise Ireland's primary objective as set out in Part II S7(1) of the Industrial Development (Enterprise Ireland) Act, 1998 is:

- to develop industry and enterprise in the State
- to promote, assist and develop the marketing of goods and service industries
- to promote enterprises in strategy assessment and formulation
- to develop the technological base and the capacity of enterprises to innovate and undertake research, development and design
- to strengthen the skills base in industry
- to make investments in and provide supports to industrial undertakings which comply with the requirements of the enactments for the time being in force
- to administer such schemes, grants and other financial facilities requiring the disbursement of European Union and such other funds as may from time to time be authorised by the Minister with the concurrence of the Minister for Public Expenditure and Reform

While Enterprise Ireland invests equity in client companies, generating a financial return on the investment is not the sole reason for making the investment and any financial returns received are used to fund Enterprise Ireland's primary objective.

(b) Statement of Compliance and Basis of Preparation

The financial statements have been prepared under the historical cost convention, modified to include certain items at fair value, in compliance with Financial Reporting Standard 102 (FRS 102) issued by the Financial Reporting Council and in the form approved by the Minister for Business, Enterprise and Innovation with the concurrence of the Minister for Public Expenditure and Reform under the Industrial Development (Enterprise Ireland) Act, 1998.

The presentation currency of the financial statements of Enterprise Ireland is euro. The functional currency of Enterprise Ireland is considered to be euro because that is the currency of the primary economic environment in which the agency operates.

(c) Income

Income is accounted for on an accruals basis with the exception of the following:

Oireachtas Grants

Oireachtas grants are recognised on a cash receipts basis.

Dividend Income

Dividend Income is recognised when the right to receive payment is established, it is probable that the income will be received and the amount can be measured reliably. While Enterprise Ireland issues dividend invoices, it is not known if the Investee company has sufficient distributable reserves and therefore the right to receive payment has not been established. Accordingly, Enterprise Ireland recognises income which has been received in the relevant financial year or invoiced in the relevant financial year and received in the first quarter of the following year.

Repayable financial support refunds

Financial Supports to Industry become repayable if certain circumstances as set out in the letter of offer occur such as liquidation/dissolution. Repayable financial support refunds are recognised on a cash receipts basis.

d) Financial Supports to Industry

A liability is recognised in the Financial Statements once the definition and recognition criteria for a liability have been satisfied, the obligation is such that Enterprise Ireland cannot realistically withdraw from it and when the grantee has complied with all the stipulated conditions.

(e) Repayable Financial Support to Industry - Public Benefit Entity Concessionary Loans

Repayable grants are classified as public benefit entity concessionary loans i.e. loans which are granted for the purpose of furthering the objectives of the public benefit entity, are not repayable on demand and are granted at below the prevailing market rate of interest or interest free. Repayable grants are initially recognised in the Statement of Financial Position at the amount paid. Subsequently the carrying amount in the financial statements shall be adjusted to reflect any accrued interest payable or receivable. Repayable grants are reviewed annually for indications of impairment and any impairment losses are recognised in the Statement of Income and Expenditure and Retained Revenue Reserves.

The repayable financial supports to industry are as follows:

Research & Development and Capital Financial Support

Certain Research & Development and Capital Financial Support agreements have a repayable clause allowing for part of the financial support to be recovered.

Repayable Grants issued by the former County and City Enterprise Boards and the Local Enterprise Offices

The County Enterprise Boards (Dissolution) Act 2014 provided for the dissolution of the County and City Enterprise Boards (CEBs) and the transfer of their functions and assets and liabilities to Enterprise Ireland on 14 April 2014. The functions of the CEBs since 14 April 2014 are delivered under an operating arrangement through the local authorities following the establishment of a network of Local Enterprise Offices (LEOs).

Measure 1 grants issued by the CEBs and now issued by the LEOs, have a repayable clause allowing for part of the financial support to be recovered. These recoverable grants are assets of Enterprise Ireland and as such are reflected on the agency's Statement of Financial Position.

The amount recoverable in respect of repayable financial support to industry is reflected in the Statement of Financial Position as Public Benefit Entity Concessionary Loans and the related funding is included in the State Advances Account.

(f) State Advances Account

The State Advances Account represents monies advanced to Enterprise Ireland and CEB/LEO client companies by way of repayable financial support classified as public benefit entity concessionary loans.

(g) Investments

Quoted Investments

Investments listed on a recognised stock exchange are measured at their fair value and movements are recorded through the Statement of Income and Expenditure and Retained Revenue Reserves.

Other Investments

Other Investments are measured at cost less impairment as their fair value cannot be measured reliably.

Write off of Investments

Where management's assessment of the value of investments is nil, due to insolvency or otherwise, those investments are written off.

Seed and Venture Capital Funds

Advances to these funds are measured at fair value and gains or losses in fair value are recorded through the Statement of Income and Expenditure and Retained Revenue Reserves based on the attributable proportion of the reported fund net assets using the latest audited or management accounts available. Fund net assets are derived from the fair value of underlying investments. The guidelines followed by the Fund Managers in arriving at the valuations of underlying investments are in accordance with the relevant accounting standards of each fund and with the International Private Equity and Venture Capital Valuation (IPEV) guidelines where applicable.

Gains and Losses

Realised gains and losses for change in value of investments are recognised in the Statement of Income and Expenditure and Retained Revenue Reserves.

Consolidation

The financial statements do not reflect a consolidation of the results of investee companies. Enterprise Ireland is of the opinion that such a consolidation would be misleading, having regard to the diverse nature of businesses of the companies involved and to its general duty to prepare financial statements which give a true and fair view of its industrial promotion activities.

(h) Property, Plant and Equipment

Property, Plant and Equipment assets are stated at cost less accumulated depreciation and any provision for impairment. Depreciation is provided on all property, plant and equipment, other than freehold land and artwork, at rates calculated to write off the cost, less estimated residual value, of each asset on a straight line basis over their estimated useful lives as follows:

• Motor Vehicles	20% per annum
• Buildings	2% per annum
• Refurbishment to Existing Buildings	20% per annum
• Leasehold Improvements	20% per annum
• Fixtures & Fittings	25% per annum
• Computers	33% per annum
• Technical Equipment	25% per annum
• Land	0% per annum
• Artwork	0% per annum

Residual value represents the estimated amount which would currently be obtained from disposal of an asset, after deducting estimated costs of disposal, if the asset were already of the age and in the condition expected at the end of its useful life.

Expenditure on assets with an individual cost below the capitalisation threshold (€2,500) are expended in the Statement of Income and Expenditure and Retained Revenue Reserves in the year of purchase.

(i) Impairment of assets

Assets, other than those measured at fair value, are assessed for indicators of impairment at each year end. If there is objective evidence of impairment, an impairment provision is recognised in the Statement of Income and Expenditure and Retained Revenue Reserves in the year.

(j) Provision of Doubtful Debts

Trade Debtors

Doubtful debts are provided for by way of a specific provision.

(k) Retirement Benefits

The Industrial Development (Forfás Dissolution) Act 2014 (No 13 of 2014), passed into law on 16 July 2014, made provision for the dissolution of Forfás and provided for the establishment of Enterprise Ireland as a separate legal employer (previously Enterprise Ireland staff were seconded from Forfás). In accordance with the legislation:

(i) Enterprise Ireland established its own Retirement Benefits scheme (funded annually on a pay as you go basis from monies provided by the Department of Business, Enterprise and Innovation). Enterprise Ireland staff who were members of the Forfás Retirement Benefits schemes joined the new Enterprise Ireland Retirement Benefits scheme on superannuation terms no less favourable than those they enjoyed under the Forfás Scheme immediately before the date of transfer.

(ii) Enterprise Ireland is responsible for the Retirement Benefits costs of staff who retire after 31 July 2014.

(iii) The Department of Business, Enterprise and Innovation assumes legal responsibility for the existing Forfás Retirement Benefits schemes, existing Enterprise Ireland pensioners and former staff with preserved benefits.

Enterprise Ireland also operates the Single Public Services Retirement Benefits Scheme (Single Scheme), which is the defined benefit scheme for pensionable public servants appointed on or after 1 January 2013. Single Scheme members' contributions are paid over to the Department of Public Expenditure and Reform.

Retirement Benefits costs reflect retirement benefits earned by employees and are shown net of staff retirement benefits contributions which are remitted to the Department of Business, Enterprise and Innovation in respect of the main scheme and to the Department of Public Expenditure and Reform in respect of the Single Scheme. An amount corresponding to the retirement benefits charge is recognised as income to the extent that it is recoverable, and offset by grants received in the year to discharge retirement benefits payments.

Notes to the Financial Statements for the Year Ended 31 December 2019

Actuarial gains or losses arising on scheme liabilities are reflected in the Statement of Comprehensive Income and a corresponding adjustment is recognised in the amount recoverable from the Department of Business, Enterprise and Innovation.

Retirement Benefits liabilities represent the present value of future retirement benefits payments earned by staff to-date. Deferred retirement benefits funding represents the corresponding asset to be recovered in future periods from the Department of Business, Enterprise and Innovation.

Retirement Benefits scheme liabilities are measured on an actuarial basis using the projected unit credit method.

(l) Leases

Operating leases

As lessor

Leases where Enterprise Ireland retains substantially all the risks and benefits of ownership after entering into the lease agreement are classified as operating leases. The carrying value of the leased assets are recorded in the Statement of Financial Position and accounted for in accordance with the accounting policy for Property, Plant and Equipment. Rental Income is recognised on a straight line basis in the Statement of Income and Expenditure and Retained Revenue Reserves.

As lessee

Rental expenditure under operating leases is charged to the Statement of Income and Expenditure and Retained Revenue Reserves on a straight-line basis over the lease period except where there are rental increases linked to expected general inflation, in which case these increases are recognised when incurred.

(m) Foreign Currency

Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rates ruling at the date of the Statement of Financial Position. Transactions in foreign currencies are translated at the exchange rates ruling at the dates of the underlying transactions. The resulting profits or losses are dealt with in the Statement of Income and Expenditure and Retained Revenue Reserves.

(n) Critical Accounting Judgements and key Sources of Estimation Uncertainty

The preparation of the Financial Statements requires management to make judgements, estimates and assumptions that affects the amounts reported for assets and liabilities as at the reporting date and the amounts reported for revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates.

The following judgements have had the most significant effects on amounts recognised in the Financial Statements.

Non-Traded Financial Fixed Assets - Seed and Venture Capital Funds

The value of Financial Fixed Assets (Seed and Venture Capital Funds) that are not traded in active markets is determined by using valuation techniques applied by the Fund Managers who exercise judgement in selecting a variety of methods and make assumptions that are mainly based on observable data and conditions existing at each reporting date. The guidelines followed by the Fund Managers in arriving at the valuations are in accordance with the relevant accounting standards of each fund and with the International Private Equity and Venture Capital Valuation (IPEV) guidelines where applicable.

2020 has seen the emergence and spread of the Coronavirus (Covid-19), which was declared a pandemic by the World Health Organisation on 11 March 2020. In assessing the impact of Covid -19 on year-end valuations, Fund Managers have referred to the guidance issued by the Financial Reporting Council on 18 February 2020 with regard to the Covid-19 outbreak. For Financial Statements prepared to the 31 December 2019 any potential impacts are considered to be a non-adjusting post statement of assets, liabilities and partners' capital event and no adjustment is made in the financial statements as a result.

Retirement Benefit Obligation

The assumptions underlying the actuarial valuations for which the amounts recognised in the Financial Statements are determined (including discount rates, rates of increase in future compensation levels, mortality rates) are updated annually based on current economic conditions, and for any relevant changes to the terms of the retirement benefits and post-retirement plans.

The assumptions can be affected by :

- (i) the discount rate, changes in the rate of return on high-quality corporate bonds
- (ii) future compensation levels, future labour market conditions

Impairment of Assets

- Other Investments

Other Investments are measured at cost less impairment at the reporting date. Indicators of impairment are based on a review process using the latest audited or management accounts of the investee companies or other relevant business information. If there is evidence of impairment, an impairment provision is recognised in the Statement of Income and Expenditure and Retained Revenue Reserves in the year. Where there is evidence that the previous impairment provision no longer applies, those provisions are reversed.

- Public Benefit Entity Concessionary Loans

Repayable grants are classified as Public Benefit Entity (PBE) Concessionary loans. PBE Concessionary loans are reviewed annually for indicators of impairment based on the repayment history of the grantee and management's view of the collectability of the debt. A specific provision is recognised in the Statement of Income and Expenditure and Retained Revenue Reserves where the repayment of the debt is doubtful.

2. Oireachtas Grants - Department of Business Enterprise and Innovation (Vote 32)

The Oireachtas Grants voted to Enterprise Ireland from the Department of Business, Enterprise and Innovation as shown in the financial statements consist of:

	Notes	Subhead	2019 € '000	2018 €'000
Grant for Financial Supports to Industry		A7.2	34,925	32,375
Grant for Local Enterprise Offices	5(b)	A8	37,845	33,324
Grant for Promotion and Administration Expenditure		A7.1	80,267	75,736
Grant for Capital Equipment		A7.3	1,800	700
Science & Technology Development Programme		B4.1	126,741	126,448
Disruptive Technologies Innovation Fund		B9	15,415	-
			296,993	268,583

The grant for Promotion and Administration expenditure of €80.267m is stated net of employee retirement benefits contributions totalling €2.439m, €2.132m remitted to the Department of Business, Enterprise and Innovation (in respect of Enterprise Ireland's staff retirement benefits scheme) and €0.307m remitted to the Department of Public Expenditure and Reform (in respect of the single service retirement benefits scheme).

3. Funding from Other Government Departments

	Notes	2019 € '000	2018 €'000
Beef and Sheep Meat Investment Fund - (Department of Agriculture, Food and the Marine) Vote 30 Subhead C4	5(a)	-	670
Food Competitiveness Fund - (Department of Agriculture, Food and the Marine) Vote 30 Subhead C4	3(a)	-	719
National Training Fund - (Department of Education and Skills) Vote 28		3,500	3,500
Joint Economic Commission Projects - (Department of Foreign Affairs and Trade) Vote 28 Subhead C3		-	65
LEO Online Trading Voucher Scheme - (Department of Communications, Climate Action & Environment) Vote 29 Subhead A5		1,961	1,910
Food Capital Investment Scheme- (Department of Agriculture, Food and the Marine) Vote 30 Subhead C4	3(b)	250	-
		5,711	6,864

(a) Food Competitiveness Fund

The Food Competitiveness Fund was approved by Government in 2009 for the food industry to support initiatives, including Lean manufacturing, Research & Development and Marketing Initiatives. Funding is provided by the Department of Agriculture, Food and the Marine. This fund is now closed.

b) Food Capital Investment Scheme

The Food Capital Investment Scheme was approved by Government in 2018 for the food and drinks industry to support initiatives in the areas of improved efficiency, enhanced production and capital investment. This funding is provided by the Department of Agriculture, Food and the Marine.

Notes to the Financial Statements for the Year Ended 31 December 2019

4. Own Resources

Dividends
Financial Support Refunds
Fee Income
Rental Income - Office Subletting
Other Income

Notes	2019 € '000	2018 €'000
	3,826	2,794
	1,170	1,744
4(a)	3,741	3,350
	576	564
4 (b)	1,080	1,091
	<u>10,393</u>	<u>9,543</u>

In accordance with Enterprise Ireland's accounting policy, Dividend income is recognised when the right to receive payment has been established, it is probable the income will be received and the amount can be measured reliably. Enterprise Ireland was notified in 2019 that 28 (2018 - 42) companies with Dividends outstanding amounting to €1.179m (2018- €2.702m) had been formally liquidated/dissolved. As a result this amount is not collectable.

In accordance with Enterprise Ireland's accounting policy, Financial Support Refund income is recognised when it is probable the cash will be received and the amount can be measured reliably. Financial Supports become repayable if certain circumstances, as set out in the letter of offer, occur such as liquidation/dissolution. During 2019, Financial Support Refunds of €1.170m (2018- €1.744m) were received. Enterprise Ireland was notified in 2019 that 4 (2018 - 16) companies with Financial Support refundable amounting to €1.010m (2018 - €3.160m) had been formally liquidated/dissolved. As a result this amount is not collectable.

(a) Fee Income

Professional Services
Market Project Income

	2019 € '000	2018 €'000
	1,143	1,292
	2,598	2,058
	<u>3,741</u>	<u>3,350</u>

(b) Other Income

Contribution to Central Overheads by Other Organisations
Contribution to Education in Ireland
Other

	2019 € '000	2018 €'000
	158	162
	730	622
	192	307
	<u>1,080</u>	<u>1,091</u>

Education in Ireland is the umbrella brand for marketing the Irish higher education and the English Language Sectors internationally. During 2019 contributions to Education in Ireland of €0.544m (2018- €0.429m) were made by the Department of Education and Skills and contributions of €0.186m (2018- €0.193m) were made by third level institutions.

5. Financial Support to Industry

(i) Company Development

Employment
Beef and Sheep Meat Investment Fund
Fixed Asset Support
Technology Infrastructure
Marketing and Knowledge Transfer Support
Feasibility
Management Development and Training
Consultancy Grants
Community Enterprise Centres
Community Enterprise Initiative
Regional Enterprise Development Fund

(ii) Third Parties

Business Innovation Centres
Design and Crafts Council of Ireland
Local Enterprise Offices

(iii) Science & Technology Development

Transforming R&D Activity in Enterprise
Industry Collaboration with Third-Level Sector
Realising the Commercial Potential of Ireland's Research Community
Disruptive Technologies Innovation Fund

Charged to the Statement of Income and Expenditure and Retained Revenue Reserves

Financial Support to Industry Capitalised on the Statement of Financial Position

Investments in Shares
Seed and Venture Capital Funds
Public Benefit Entity Concessionary Loans

Total Financial Support to Industry

Notes	2019 € '000	2018 € '000
	12,873	11,796
5(a)	-	670
	28,903	17,395
	160	440
	21,990	19,318
	2,376	1,882
	8,104	7,199
	999	950
	135	68
	16	151
	6,022	1,059
	81,578	60,928
	2,200	2,200
	3,185	3,224
5(b)	42,794	37,834
	48,179	43,258
5(c)	24,712	25,282
5(d)	47,025	55,834
5(e)	27,534	24,589
5(f)	14,911	195
	114,182	105,900
	243,939	210,086
5(f) / 17(c)	26,140	29,303
17(a)	46,700	41,864
18	3,084	3,849
	319,863	285,102

Notes to the Financial Statements for the Year Ended 31 December 2019

(a) Beef and Sheep Meat Investment Fund

In December 2008 the Minister for Agriculture, Food and the Marine launched the Beef and Sheep meat Investment Fund to be administered by Enterprise Ireland. The purpose of the fund is to support capital investments, that seek to better utilise the overall industry capacity through increased scale in primary processing, increased added value in further processing and improved efficiencies to allow Irish companies compete internationally. This fund is now closed.

(b) Local Enterprise Offices

During 2007 the Minister for Business, Enterprise and Innovation authorised Enterprise Ireland to exercise the functions conferred on the Minister by the Industrial Development Act 1995 in relation to the County and City Enterprise Boards (CEBs) previously the responsibility of the Micro Enterprise policy unit of the Department of Business, Enterprise and Innovation.

A Government decision and the enactment of the County Enterprise Board (Dissolution) Act 2014 resulted in the dissolution of the CEBs on 14 April 2014 and the transfer of their functions, assets and liabilities to Enterprise Ireland. Local Enterprise Offices (LEOs) have been established in each Local Authority where they deliver a range of grant support and capability development functions to the micro-enterprise sector on behalf of Enterprise Ireland. A LEO centre of excellence has been established by Enterprise Ireland to carry out the functions agreed between the Department of Business, Enterprise and Innovation and Enterprise Ireland. The role of this unit is to provide a range of supports to the LEOs which enhances the impact of the LEOs on the development of micro-enterprise and small business, increasing their effectiveness and efficiency. The supports provided include strategic, administrative, technical and financial support.

(c) Transforming R&D Activity in Enterprise

This activity comprises the following sub-measures: R&D Fund, which provides support for research, development and technological and business innovation relevant to all stages of company development and Innovation Management, which supports the provision of training and consultancy to companies in the areas of R&D and the management of innovation.

(d) Industry Collaboration with Third-Level Sector

This activity comprises the following sub-measures: Technology Gateways, which provides for the support of applied research networks in Institutes of Technology, aimed at building sufficient scale to allow them to make an impact on industry in their locality firstly and nationally secondly; Innovation Partnerships, which supports joint R&D projects involving client companies of all Irish development agencies and colleges, where the bulk of the R&D is carried out within a third level institute or a public research organisation; Technology Centres, which supports the establishment and maintenance of centres aimed at developing close interactions with companies (large and small/SME and MNC) with the intention of transferring knowledge and skills about technologies of direct relevance to business; International Collaboration, which provides support for Horizon 2020 related activities in the third-level sector; Innovation Vouchers, which facilitates company access to knowledge providers in the third level colleges and New Frontiers programme, which provides training, support and mentoring to entrepreneurs who wish to accelerate the development of their new business.

(e) Realising the Commercial Potential of Ireland's Research Community

This activity comprises the following sub-measures: Commercialisation Fund, which supports academic researchers to take the outputs of research with commercial potential and bring it to a point where it can be transferred into industry; Technology Transfer Strengthening, which is designed to support a network of dedicated staff placed within the commercialisation function of third-level institutions to ensure that best use is made of research outputs with commercial potential; and Incubators, which supports the cost of building and management of incubator centres associated with Universities and Institutes of Technology to encourage the spin-off of technology and the structured collaboration between firms in the locality and the college.

(f) Disruptive Technologies Innovation Fund (DTIF)

This activity is a unique R&D funding mechanism from the Department of Business, Enterprise and Innovation and administered by Enterprise Ireland. It is aimed at collaborative projects of scale (>€2 million) where the applicants can be the best mix of Irish based MNC, SME and Academic researchers required to deliver a disruptive solution for the market in the medium term. It can be in any combination of applicant except that each project must include at least one SME.

(g) Investments in Shares

The investment in shares refers to 197 undertakings (2018 -241).

6. Disbursements to Other State Agencies

Údarás na Gaeltachta

R&D Fund

A7.2 Financial Support to Industry

Notes	2019 €'000	2018 €'000
5(c)	855	905
	-	635
	<u>855</u>	<u>1,540</u>

7. Administration, Operation and Promotion

Remuneration and Other Pay Costs

Board Members' Emoluments (Including CEO Remuneration)

Travelling Expenses

Rents, Rates, Service Charges and Insurance

Repairs, Maintenance and Leasing Charges

Light, Heat and Cleaning

Printing, Postage and Stationery

Communication and IT Costs

Professional Fees

Advertising and Marketing

Audit Fee

Library Services and Other Client Related Costs

Other Operating Expenses

Property, Plant and Equipment Below Capitalisation Threshold

Notes	2019 € '000	2018 €'000
7(a)	62,675	60,233
	366	332
	5,726	5,462
	8,901	8,448
	842	593
	962	897
	542	397
	3,023	3,057
	3,071	2,131
	2,324	1,513
	87	81
	52	64
	851	681
7(e)	<u>487</u>	<u>287</u>
	<u>89,909</u>	<u>84,176</u>

Notes to the Financial Statements for the Year Ended 31 December 2019

(a) Remuneration and Other Pay Costs

Salaries

Salaries
Overtime
Allowances

Other Staff-related Costs

Employer's Contribution to Social Welfare
Employer's Contribution to Pension Schemes
Staff Training and Development
Recruitment/Relocation Costs
Other Staff Related Costs

	2019 € '000	2018 €'000
Salaries	55,665	54,084
Overtime	36	57
Allowances	623	694
Other Staff-related Costs		
Employer's Contribution to Social Welfare	3,677	3,440
Employer's Contribution to Pension Schemes	174	225
Staff Training and Development	1,221	782
Recruitment/Relocation Costs	872	718
Other Staff Related Costs	407	233
	62,675	60,233

Recruitment and Relocation costs are mainly associated with the reassignment of staff in the Overseas/Regional Office Network. Other Staff related costs include: Canteen subvention, Staff members professional subscriptions (subject to BIK), Employee Assistance Programme, Health Screening and Retirement Planning.

The total staff employed (whole time equivalents (WTE) as at 31 December 2019 was 652.5 (excluding short term overseas posts) (2018- 634.5).

(b) Employee Short-Term Benefits Breakdown

Employees' short-term benefits in excess of €60,000 are categorised into the following bands:

Range from	To	Number of Employees 2019	Number of Employees 2018
€60,000	€69,999	87	104
€70,000	€79,999	81	68
€80,000	€89,999	123	123
€90,000	€99,999	79	71
€100,000	€109,999	20	32
€110,000	€119,999	17	14
€120,000	€129,999	5	7
€130,000	€139,999	-	2
€140,000	€149,999	3	4
€150,000	€159,999	4	1
€160,000	€169,999	2	1
€170,000	€179,999	-	1
€180,000	€189,999	1	-

Note: For purposes of this disclosure, short-term employees benefits in relation to services rendered during the reporting period include salary, overtime allowances and other payments made on behalf of the employee, but exclude employer's PRSI.

(c) Additional Superannuation Contribution

During 2019, €2.075m in additional superannuation contributions were deducted from the staff of Enterprise Ireland and paid over to the Department of Business, Enterprise and Innovation. The equivalent deduction in 2018 was a pension related deduction of €2.354m. During 2019, the Design and Crafts Council of Ireland deducted additional superannuation contributions from their staff amounting to €0.009m. The equivalent deduction in 2018 was a pension related deduction of €0.023m. These deductions were paid to Enterprise Ireland who in turn forwarded them to the Department of Business, Enterprise and Innovation.

(d) Key Management Personnel Compensation

The total compensation paid to key management personnel in 2019 amounted to €678,244 (2018- €501,594). Key management personnel consists of the CEO, the members of the Board and three Executive Directors. The members of the Board do not receive any post employment or termination benefits. Standard public sector retirement benefit arrangements apply to the CEO and the three Executive Directors.

The CEO Remuneration package for 2019 was made up as follows: annual basic salary €184,740, standard public sector retirement benefits arrangements and a company car subject to benefit in kind (€12,375). The Chief Executive Officer did not receive any performance related payment in 2019.

(e) Property, Plant and Equipment Assets Below the Capitalisation Threshold

Expenditure on assets with an individual cost below the capitalisation threshold of €2,500 is expended in the Statement of Income and Expenditure and Retained Revenue Reserves in the year of purchase.

8. Retirement Benefits Scheme

- (a)** The Industrial Development (Forfás Dissolution) Act 2014 (No 13 of 2014) passed into law on 16 July 2014, made provision for the dissolution of Forfás and provided for: the establishment of Enterprise Ireland as a separate legal employer; Enterprise Ireland developing its own retirement benefits scheme noting that staff who were members of the Forfás retirement benefits Scheme join the new Enterprise Ireland Scheme on superannuation terms no less favourable than those they enjoyed under the Forfás Scheme immediately before the date of transfer and Enterprise Ireland accounting for the associated Retirement Benefits Liabilities. The Department of Business, Enterprise and Innovation assumes legal responsibility for the existing Forfás retirement benefits schemes, pensioners and former staff with preserved benefits. Enterprise Ireland has responsibility for the retirement benefits costs of staff retiring from Enterprise Ireland post 31 July 2014, under the Industrial Development (Forfás Dissolution) Act 2014.

Scheme	Staff Covered	Type
Enterprise Ireland	(a) Staff recruited by the former Forfás up to 5 April 1995 who became pensionable after that date. (b) Staff recruited by the former Forfás after 5 April 1995. (c) A small number of staff previously covered by the FÁS / AnCo Schemes. (d) A small number of staff previously covered by the Shannon Free Airport Development Co. Ltd Superannuation Scheme. (e) A small number of staff previously covered by the County and City Enterprise Board Schemes.	Unfunded Defined Benefit both Contributory and Non Contributory
	Former IDA staff and those recruited by the former Forfás in the appropriate grades between 1 January 1994 and 5 April 1995	Contributory Defined Benefit funded until 31/12/2009 see note (a.2)
	Former Eolas staff (other than those covered by the former NBST scheme below) and those recruited by the former Forfás in the appropriate grades between 1 January 1994 and 5 April 1995	Unfunded Non Contributory Defined Benefit
	A small number of former NBST staff serving on 31/12/1987	Unfunded Contributory Defined Benefit
	A small number of former Irish Goods Council staff serving on 31 August 1991	Contributory Defined Benefit funded until 31/12/2009. See note (a.2)
	Former An Bord Tráchtála staff (other than those covered by the Irish Goods Council scheme above) who were pensionable employees on 23 July 1998	Unfunded Contributory Defined Benefit

Notes to the Financial Statements for the Year Ended 31 December 2019

(a.1) Enterprise Ireland also has responsibility for the retirement benefits costs of staff who are members of the Single Public Service Pension Scheme (Single Scheme).

(a.2) Under the Financial Measures (Miscellaneous Provisions) Act 2009 the assets of the two funded retirement benefits schemes were transferred to the National Pension Reserve Fund on 31 December 2009. The retirement benefits schemes associated with these two funds continue in force for existing members with no impact on benefits or associated provisions for members. Employer and employee contributions for these schemes are remitted to the Exchequer and retirement benefits costs at retirement are now paid by Oireachtas Grant subhead A7-1.

(b) Retirement Benefits Disclosure under FRS 102

Financial Reporting Standard 102 (FRS 102) requires financial statements to reflect at fair value the assets and liabilities arising from an employer's superannuation obligations and any related funding, and to recognise the costs of providing superannuation benefits in the accounting periods in which they are earned by employees.

(c) Analysis of Total Retirement Benefits Charge

	2019 € '000	2018 €'000
Service Costs	15,228	17,355
Interest on Retirement Benefits Scheme Liabilities	8,422	8,698
Employee Contributions	(2,439)	(2,409)
	<u>21,211</u>	<u>23,644</u>

(d) Net Deferred Funding for Retirement Benefits in year

	2019 € '000	2018 €'000
Funding recoverable in respect of current year retirement benefits cost	23,650	26,053
Funding to pay retirement benefits	(5,666)	(4,648)
	<u>17,984</u>	<u>21,405</u>

(e) Retirement Benefits Obligations

made up of:

Present Value of Retirement Benefits Schemes' Liabilities

Change in Retirement Benefits Schemes' Liabilities

Present Value of schemes' obligations at start of year

Current Service Cost

Interest Costs

Payments to pensioners

Experience gains/(loss) on Retirement Benefits Obligations

Change in assumptions underlying the present value of retirement benefits Liabilities

Present value of schemes' obligations at end of year

2019 € '000	2018 €'000
(509,449)	(446,440)
(509,449)	(446,440)
(446,440)	(448,144)
(15,228)	(17,355)
(8,422)	(8,698)
5,666	4,648
2,576	13,848
(47,601)	9,261
(509,449)	(446,440)

Enterprise Ireland recognises as an asset an amount corresponding to the unfunded deferred liability for retirement benefits on the basis of the set of assumptions described below and a number of past events. These events include the statutory basis for the establishment of the superannuation schemes, and the policy and practice currently in place in relation to funding public service. Enterprise Ireland has no evidence that this funding policy will not continue to meet such sums in accordance with current practice.

The deferred funding asset for retirement benefits at 31 December 2019 amounted to €509.449m. The quantification of the liability is based on the financial assumptions set out in Note 8(f). The assumptions used, which are based on professional actuarial advice, are advised to the Department of Business, Enterprise and Innovation.

- (f)** The valuation used for FRS 102 disclosures has been based on a full actuarial valuation at 31 December 2019. The financial assumptions used to calculate scheme liabilities under FRS 102 as at 31 December 2019 were as follows:

Valuation Method:

Discount Rate

Future Salary Increases

Future Retirement Benefits Increases

Inflation Rate

Projected Unit 2019	Projected Unit 2018
1.15%	1.90%
2.95%	3.25%
2.45%	2.75%
1.45%	1.75%

Member age 65 (Current life expectancy in years)	Male	21.5	21.4
	Female	23.9	23.9
Member age 45 (life expectancy at age 65 in years)	Male	24.0	23.8
	Female	26.0	25.9

Weighted average life expectancy for mortality tables used to determine benefit obligations at:

Member age 65 (Current life expectancy in years)

Member age 45 (life expectancy at age 65 in years)

(g) Funding Retirement Benefits

Payments for unfunded obligations are expected to amount to €5.4m in 2020.

Notes to the Financial Statements for the Year Ended 31 December 2019

9. Movement in Value of Fixed Assets

Depreciation of Property, Plant and Equipment
Movement in Fair Value of Seed and Venture Capital Funds
Movement in Fair Value of Quoted Investments
Provision for the impairment in the Value of Unquoted Investments
Reduction in Value of Investments - Write Offs re: Companies Liquidated/dissolved

Notes	2019 € '000	2018 €'000
16	446	450
17(a)	(10,292)	(16,652)
17(b)	(12)	(1,706)
17(c)	21,713	19,251
17(c)	169	38
	<u>12,024</u>	<u>1,381</u>

10. Movement in Value of Public Benefit Entity Concessionary Loans

Write-offs for the Year
Movement in Provision for doubtful debts for the Year

Notes	2019 € '000	2018 €'000
18	1,010	521
18	(585)	(880)
	<u>425</u>	<u>(359)</u>

11. Profit on disposal of Fixed Assets (net)

Property, Plant and Equipment
Financial Fixed Assets

2019 Profit/(Loss) on Disposal € '000	2018 Profit/(Loss) on Disposal €'000
-	(4)
<u>49,151</u>	<u>24,232</u>
<u>49,151</u>	<u>24,228</u>

(a) The Profit/(Loss) on disposal of Property, Plant and Equipment comprises:

	Net Book Amount €'000	2019 Sale Proceeds €'000	Profit/ (Loss) on Disposal €'000		Net Book Amount €'000	2018 Sale Proceeds €'000	Profit/(Loss) on Disposal €'000
Property, Plant & Equipment	-	-	-		4	-	(4)
	-	-	-		4	-	(4)

(b) The Profit on Disposal of Financial Fixed Assets comprises:

		2019				
	Original Cost €'000	Previous Provision for Impairment €'000	Net Book Amount € '000	Fair Value Carrying Amount €'000	Sale Proceeds €'000	Profit/ (Loss) on Disposal net €'000
Financial Fixed Assets:						
Seed and Venture Capital Funds	-	-	-	29,414	35,385	5,971
Investments in Shares - Quoted	-	-	-	138	223	85
Investments in Shares - Unquoted	26,224	7,029	19,195	-	62,290	43,095
	26,224	7,029	19,195	29,552	97,898	49,151

		2018				
	Original Cost €'000	Previous Provision for Impairment €'000	Net Book Amount € '000	Fair Value Carrying Amount €'000	Sale Proceeds €'000	Profit/ (Loss) on Disposal net €'000
Financial Fixed Assets:						
Seed and Venture Capital Funds	-	-	-	50,235	59,601	9,366
Investments in Shares - Quoted	-	-	-	608	1,367	759
Investments in Shares - Unquoted	18,404	5,418	12,986	-	27,093	14,107
	18,404	5,418	12,986	50,843	88,061	24,232

Funds in the amount of €1.225m (2018 - €0.382m) re disposal of investments were held by third parties in escrow on Enterprise Ireland's behalf at the reporting date. In accordance with Enterprise Ireland's accounting policy, these fund will be recognised when Enterprise Ireland receives the funds.

12. Contribution to/ (from) the Exchequer

Contribution to the Exchequer relates to excess Own Resource Income earned over the amount sanctioned by the Department of Business, Enterprise and Innovation. Own Resource Income consists of proceeds from sale/redemption of shares, dividend income, grant refunds, disposal of capital equipment & professional fees.

	2019 € '000	2018 €'000
Excess Proceeds over amount sanctioned by the Department of Business, Enterprise and Innovation		
Own Resource Capital Income	9,217	-
Refund of Oireachtas grant - Local Enterprise Offices	17	131
	<u>9,234</u>	<u>131</u>

Notes to the Financial Statements for the Year Ended 31 December 2019

13. Capital Account

	Notes	2019		2018	
		€'000	€'000	€'000	€'000
Opening Balance			444,522		438,160
Net Movements on:					
Property, Plant and Equipment	16	672		(44)	
Investments in Shares	17	(15,064)		(1,875)	
Seed and Venture Capital Funds	17	27,578		8,281	
Transfer from the Statement of Income and Expenditure and Retained Revenue Reserves			13,186		6,362
Closing Balance			457,708		444,522

The Capital Account represents monies invested in Property, Plant and Equipment, including : Land and Buildings, Motor Vehicles, Fixtures and Fittings, Shares in quoted and unquoted companies and investments in Seed and Venture Capital Funds.

14. State Advances Account

	Notes	2019 € '000	2018 €'000
Opening Balance		12,220	11,664
Recoverable grants paid by LEOs		3,084	3,849
Transfer to the Statement of Income and Expenditure and Retained Revenue Reserves in respect of Public Benefit Entity Concessionary Loans	18	(3,739)	(3,293)
Closing Balance		11,565	12,220

The State Advances Account represents monies advanced to Enterprise Ireland and CEB (dissolved)/LEO client companies by way of repayable financial support, and which is still outstanding, less a provision for doubtful debts.

15. Taxation

Section 227 of the Taxes Consolidation Act, 1997, provides an exemption from tax on the income of non-commercial state bodies except where interest receivable is subject to tax at source (e.g. DIRT). The net amount of such income is credited to the Statement of Income and Expenditure and Retained Revenue Reserves. Enterprise Ireland is liable to employer taxes in Ireland and complies with related withholding, reporting and payment obligations. In some countries in which it operates, confirmation has been obtained that local employment taxes do not apply under the Governmental Services article of the relevant double taxation agreement.

16. Property, Plant and Equipment

Cost

At 1 January 2019

Additions

Disposals

At 31 December 2019

Depreciation

At 1 January 2019

Charge for Year

Disposals

At 31 December 2019

Net Book Amount

At 31 December 2019

At 31 December 2018

Land, Buildings & Leasehold Improvements €'000	Motor Vehicles €'000	Fixtures, Fittings, Computers & Artwork €'000	Total €'000
29,674	244	4,904	34,822
697	54	366	1,117
(440)	(40)	(358)	(838)
<u>29,931</u>	<u>258</u>	<u>4,912</u>	<u>35,101</u>
28,793	216	4,600	33,609
317	23	106	446
(440)	(40)	(358)	(838)
<u>28,670</u>	<u>199</u>	<u>4,348</u>	<u>33,217</u>
<u>1,261</u>	<u>59</u>	<u>564</u>	<u>1,884</u>
<u>881</u>	<u>28</u>	<u>304</u>	<u>1,213</u>

Notes to the Financial Statements for the Year Ended 31 December 2019

17. Financial Fixed Assets

The carrying amount of Enterprise Ireland's financial assets are summarised by category below

Financial Assets at Fair Value

Seed and Venture Capital Funds

Investments in Quoted Shares

Financial Assets that are Equity Instruments measured at Cost less Impairment

Investments in Unquoted Shares

Total Financial Fixed Assets

Notes	2019 € '000	2018 €'000
17 (a)	322,777	295,199
17 (b)	2,838	2,916
17 (c)	130,209	145,194
	455,824	443,309

(a) Seed and Venture Capital Funds

Enterprise Ireland makes funds available under Section 6 of the Industrial Development Act, 1995 for Seed and Venture Capital to assist enterprises to expand and develop new activities or introduce innovations or new technologies. The advances by Enterprise Ireland are transmitted to investment undertakings and combined with private sector funding. Each such fund is managed by an Investment Manager.

The outturn for the year was as follows:

Fair Value Carrying Amount

At 1 January

Additions

Disposals

Gain/(Loss) on fair value movement during the year

At 31 December

	2019 € '000	2018 €'000
At 1 January	295,199	286,918
Additions	46,700	41,864
Disposals	(29,414)	(50,235)
Gain/(Loss) on fair value movement during the year	10,292	16,652
At 31 December	322,777	295,199

The fair value of the investments in the Seed and Venture Capital funds were determined using a mix of fair value techniques employed by the Fund Managers.

(b) Investments in Quoted Shares

Listed Investments consist of shares of quoted companies on a recognised stock exchange. The fair value of listed investments was determined with reference to the quoted market price at the reporting date. The fair value of the listed shares at 31 December 2019 was €2.838m (2018 - €2.916m).

Fair Value Carrying Amount

At 1 January

Shares reclassified from Unquoted to Quoted - Cost

Shares reclassified from Unquoted to Quoted - Impairment

Additions

Disposals

Gain/(Loss) on Fair Value movement during the year

At 31 December

	2019 € '000	2018 €'000
At 1 January	2,916	1,103
Shares reclassified from Unquoted to Quoted - Cost	300	825
Shares reclassified from Unquoted to Quoted - Impairment	(252)	(110)
Additions	-	-
Disposals	(138)	(608)
Gain/(Loss) on Fair Value movement during the year	12	1,706
At 31 December	<u>2,838</u>	<u>2,916</u>

The fair value movement in 2019 relates to a fair value gain on shares held in Integumen PLC and Kollekt on Demand Holdings AB and fair value losses in shares held in Eqtec PLC, VR Education PLC and Zutec Holdings AB

(c) Investments in Unquoted Shares**Cost**

At 1 January

Shares reclassified from Unquoted to Quoted

Additions

Disposals

Write-Offs re companies liquidated/dissolved

At 31 December

Provision for Impairment in Value

At 1 January

Shares reclassified from Unquoted to Quoted

Release of Disposals

Release of Write-Offs re: companies liquidated/dissolved

Increase in provision

At 31 December

Net Book Amount

At 31 December

Notes	2019 € '000	2018 €'000
	340,324	341,658
	(300)	(825)
	26,140	29,303
	(26,224)	(18,404)
9	(8,801)	(11,408)
	<u>331,139</u>	<u>340,324</u>
	195,130	192,776
	(252)	(110)
	(7,029)	(5,418)
9	(8,632)	(11,369)
	21,713	19,251
	<u>200,930</u>	<u>195,130</u>
	<u>130,209</u>	<u>145,194</u>

Notes to the Financial Statements for the Year Ended 31 December 2019

18. Public Benefit Entity Concessionary Loans

Repayable grants are classified as public benefit entity concessionary loans i.e. loans which are granted for the purpose of furthering the objectives of the public benefit entity. The recoverable grants issued by Enterprise Ireland and the local Enterprise offices to client companies are non repayable on demand and are granted at below the prevailing market rate of interest or interest free.

The following concessionary loans were held by Enterprise Ireland at year end

	CEB/LEO Refundable Financial Support €'000	R&D & Capital Financial Support €'000	Provision for Doubtful Debts €'000	Total €'000
Opening balance as at 1 January 2019	13,792	838	(2,410)	12,220
Recoverable grants paid to companies	3,084	-	-	3,084
Recoverable grants received from companies	(3,188)	(126)	-	(3,314)
Write-offs for the year	(1,001)	(9)	-	(1,010)
Provision for the year	-	-	585	585
Net movement for the year	(1,105)	(135)	585	(655)
Closing balance as at 31 December 2019	12,687	703	(1,825)	11,565
Receivable within 12 months	4,547	498	(1,825)	3,220
Receivable after 12 months	8,140	205	-	8,345
Total Due	12,687	703	(1,825)	11,565

19. Receivables

	2019 € '000	2018 €'000
Amounts falling due within one year :		
Trade Debtors	985	627
Prepayments and Accrued Income	2,016	4,026
Other Debtors	930	551
	<u>3,931</u>	<u>5,204</u>

In April 2010, the Minister for Finance established the Credit Review Office (CRO) as a simple and effective review process for small and medium-sized enterprises (SMEs), sole traders and farm enterprises that have been refused credit from banks participating in the NAMA scheme, and to examine credit policy to assist the Minister in deciding what future actions may be necessary to increase the flow of credit. The Credit Review Office (CRO) is hosted by Enterprise Ireland and all costs are recovered from the participating banks. At 31 December 2019 Enterprise Ireland was owed €0.254m (2018 - €0.164m) (included in Other Debtors) for temporary working capital.

20. Payables - Amounts falling due within one year

Trade Creditors
Accruals
Financial Support Creditors
VAT Payable
Payroll Deductions
Professional Services Withholding Tax Due
Contribution to the Exchequer
Contract Advance Payments
Other

2019 € '000	2018 €'000
1,840	811
6,163	4,206
70	136
247	36
1,133	(65)
185	166
9,234	131
4,249	3,132
35	5
23,156	8,558

21. Commitments

(a) Operating Leases

Payments made under Operating Leases on Buildings charged in the financial statements amounted to €6.988m (2018 - €6.800m). Payments under Operating Leases on Buildings amounting to €7.250m are due to be made in 2020. The total of future minimum lease payments under non-cancellable operating leases for each of the following periods are as follows:

not later than one year
later than one year and not later than five years
later than five years

2019 € '000	2018 €'000
7,250	7,005
18,140	17,082
23,768	26,708
49,158	50,795

(b) Financial Support Commitments

It is estimated that future payments likely to arise from financial support commitments entered into under various support schemes, including EU schemes, will amount to €534m (2018- €481m).

(c) Seed and Venture Capital Funds

It is estimated that future payments likely to arise from Seed & Venture Capital Funds commitments entered into under various contractual agreements will amount to €147m (2018 - €141m).

(d) Capital Commitments

There are no material future payments likely to arise from capital building commitments.

Notes to the Financial Statements for the Year Ended 31 December 2019

22. Property

(a) Freehold Land and Buildings

Enterprise Ireland owns Land and Buildings at the following locations:

Location

Athlone
Cork
Dundalk
Galway
Glasnevin
Shannon
Sligo
Waterford

Net Book Value as at 31.12.19 €'000	Net Book Value as at 31.12.18 €'0000
-	-
10	10
-	-
-	-
-	-
-	-
-	-
-	-
10	10

(b) Leasehold property

Enterprise Ireland leases office space at the following locations:

Location

Head Office - Dublin

East Point (P4A)

East Point (P4C)

Regional Offices

Letterkenny

Tralee

Westpark - Shannon

Overseas Offices

Amsterdam

Beijing

Boston

Brussels

Chicago

Copenhagen

Dubai

Dusseldorf

Hong Kong

Istanbul

Johannesburg

London

Lyon

Manchester

Melbourne

Milan

Mumbai

Munich

Paris

San Francisco

Sao Paulo

Seattle

Toronto

Vietnam

Expiry Date	Break Clause	Annual Premium €'000
2031	2027	1,382
2031	2027	1,382
2020		29
2029		49
2028	2022	430
2021	*	85
2021	**	160
2024		99
2020		58
2021		85
2020		30
2021	*	102
2021	*	127
2020		88
2020		41
2021	**	44
2026	*	487
2021		20
2020		15
2020		39
2024	*	100
2020		186
2021		38
2028		312
2020		167
2021		42
2020		56
2026	**	119
2020		67

Notes to the Financial Statements for the Year Ended 31 December 2019

Through memorandums of understanding Enterprise Ireland rents office space from the Department of Foreign Affairs & Trade in the locations listed below.

Location	Expiry Date	Break Clause	Annual Premium €'000
Austin			56
Budapest			11
New York		**	719
Madrid			59
Moscow			30
Prague			38
Riyadh			12
Seoul			73
Shanghai			49
Singapore			76
Stockholm			41
Sydney			85
Tokyo			104
Warsaw			58
Total			7,250

* Includes rent paid re the sublet of office space to other agencies.

** Includes rent paid re the sublet of incubator space for client companies.

23. Related Parties -Disclosure of Transactions

Key management personnel in Enterprise Ireland consist of the CEO, the members of the Board and the three executive directors. Total compensation paid to key management personnel, amounted to €0.678m (2018 - €0.502m). For a breakdown of the remuneration and benefits paid to key management personnel please refer to Note 7 (d).

Enterprise Ireland adopted procedures in accordance with the guidelines issued by the Department of Finance in relation to the disclosure of interests by Board members and those procedures have been adhered to by Enterprise Ireland during the year.

The Board members and Enterprise Ireland complied with the Department of Finance guidelines covering situations of personal interest. In the normal course of business, Enterprise Ireland may approve financial support and investments in preference and ordinary shares and enter into other contractual arrangements with undertakings in which Enterprise Ireland Board members are employed or otherwise interested.

In cases of potential conflict of interest, Board members did not receive Board documentation on the proposed transaction nor did the members participate in or attend discussions relating to the matters. A schedule of these transactions is available on request.

Approval and payments of Financial Support and other transactions that were made in the year to companies by which Board Members are employed or otherwise associated are detailed below. This includes shareholdings in financial institutions that have an interest in Seed and Venture Capital Funds in which Enterprise Ireland is an investor.

These are detailed as follows:

	2019 € '000	2018 €'000
Financial Support Approved	3,931	28,084
Financial Support Paid	14,390	8,567
Research Institutes Support Approved	13,486	30,401
Research Institutes Support Paid	23,229	22,224
Seed and Venture Capital Investments Approved	15,000	-
Seed and Venture Capital Investments Paid	12,498	10,142
Seed and Venture Capital Investments Receipts	5,767	9,319
Payments to Suppliers	1,506	1,590
Other Income Received	459	627

24. Comparative Amount

Certain comparative figures have been regrouped and restated on the same basis as those for the current year.

25. Events after the Reporting Date

There are no events between the reporting date and the date of approval of these financial statements that require adjustment to the financial statements.

The Board recognises that the Covid-19 Pandemic is a significant event which has occurred since the reporting date. While the impact of Covid-19 on the financial position of Enterprise Ireland is currently uncertain, the Board is monitoring the situation, in conjunction with management, on an ongoing basis.

The Board considers that as the entity provides a public service that is funded by moneys provided by the exchequer, via its parent department (Department of Business, Enterprise and Innovation), it is appropriate to prepare these financial statements on a going concern basis.

26. Approval of Financial Statements

The financial statements were approved by the Board of Enterprise Ireland on 10th June 2020.

Enterprise Ireland Office Network

Region/Office		Telephone	Address
HEAD OFFICE	Dublin	+(353 1) 727 2000	The Plaza, East Point Business Park, Dublin 3, D03 E5R6
NATIONAL HQ FOR ENTREPRENEURSHIP AND REGIONAL DEVELOPMENT	Shannon	+(353 61) 777 000	4500 Atlantic Avenue, Westpark, Shannon, Co Clare, V14 Y177
REGIONAL NETWORK			
DUBLIN/MID EAST	Dublin	+(353 1) 727 2000	The Plaza, East Point Business Park, Dublin 3, D03 E5R6
MIDLANDS	Athlone	+(353 90) 648 7100	Dublin Road, Athlone, Co. Westmeath, N37 NX72
NORTH EAST	Dundalk	+(353 42) 935 4400	Finnabair Industrial Park, Dundalk, Co. Louth, A91 RY1
NORTH WEST	Sligo	+(353 71) 915 9700	Finisklin Business Park, Sligo, F91 VK3V
	Letterkenny	+(353 74) 916 9800	CoLab, Port Road, Letterkenny, Co Donegal, F92 CPX7
MID WEST	Shannon	+(353 61) 777 000	4500 Atlantic Avenue, Westpark, Shannon, Co Clare, V14 Y177
	Tralee	+(353 66) 714 9394	13/14 Denny Street, Tralee, Co Kerry, V92 XY5C
SOUTH/SOUTH EAST	Cork	+(353 21) 480 0200	Industry House, Rossa Avenue, Bishopstown, Cork, T12 WCH2
	Waterford	+(353 51) 333 500	Waterford Industrial Park, Cork Road, Waterford, X91 K46F
WEST	Galway	+(353 91) 735 900	Mervue Business Park, Galway, H91 XE9N
OVERSEAS OFFICE			
NORTH AMERICA	Austin	+(1 512) 792 5499	515 Congress Ave, Suite 1750, Austin, TX 78701, USA
	Boston	+(1 617) 292 3001	535 Boylston St, 5th Floor, Boston, 02116 MA, USA
	Chicago	+(1 312) 881 7331	455 N Cityfront Plaza Drive, NBC Tower, Suite 3030, Chicago, Illinois, USA
	New York	+(1 212) 371 3600	345 Park Avenue, 17th Floor, New York, NY 10154-0037, USA
	Seattle	+(55 11) 3149 7650	1201 Third Avenue, Level 23, Seattle, WA 98101, USA
	San Francisco	+(1 650) 250-1231	650 California street, 7th Floor, San Francisco, CA 94108, USA
	Toronto and Montreal	+(1 416) 934 5033	1 University Avenue, Suite 1604, Toronto, ON M5J 2P1, Canada
MIDDLE EAST, AFRICA & SOUTH AMERICA	Dubai	+ (971 4) 3760 400	15th Floor, Office 15A, The H Hotel Office Tower, No. 1, Skeikh Zayed Road, PO Box 115425, Dubai, United Arab Emirates (UAE)
	Johannesburg	+(27 87) 1600364	24 Fricker Road, Illovo, Sandton 2196, South Africa
	Riyadh	+(966 1) 1 407 1570	c/o Embassy of Ireland, Diplomatic Area, PO Box 94349, Riyadh 11693, Kingdom of Saudi Arabia
	Sao Paulo (Brazil)	+(55 11) 3149 7650	Alameda Santos, 787, conjunto 61, Cerqueira Cesar – São Paulo, CEP 01419-001, Brazil

Enterprise Ireland Office Network

Region/Office	Telephone	Address
EUROPE	Amsterdam	+ (31 20) 676 3141 World Trade Center, Strawinskylaan 1351, 1077 XX Amsterdam, The Netherlands
	Brussels	+ (32 2) 673 9866 Sablon Tower 14th floor, Rue Joseph Stevens 7, Jozef Stevensstraat, Bruxelles 1000 Brussel, Belgium
	Budapest	+ (36 1) 301 4950 Bank Center, Gránit torony, 1054 Budapest, Szabadság tér 7, Hungary
	Copenhagen	+ (46 7) 09 900 353 KLP New Corporate Community, Orestad City, Copenhagen, Denmark
	Dusseldorf	+ (49 2) 11 470590 Derendorfer, Allee 6, 40476 Dusseldorf, Germany
	London	+ (44 207) 438 8700 2nd Floor, Shaftesbury House, 151 Shaftesbury Avenue, London, WC2H 8AL, UK
	Lyon	+ (33 0) 428 6786 89 23 Rue Crepet, 69007, Lyon, France
	Madrid	+ (34 91) 4364 086 Casa de Irlanda, Paseo de la Castellana 46 - 3, 28046 Madrid, Spain
	Manchester	+ (44 0) 161 638 8716 Bruntwood Ltd, Business Centre Lowry House, Manchester
	Milan	+ (39 02) 8800991 Via De Amicis 53, 20123 Milano, Italy
	Moscow	+ (7 495) 937 5943 C/O Embassy of Ireland, Grokholski pereulok 5, 129010 Moscow, Russia
	Munich	+ (49 1) 743 4540 23 Satellite Office, Ludwigstrasse 8, Munich
	Paris	+ (33 1) 5343 1200 27 Rue de Berri, 75008 Paris, France
	Prague	+ (420 2) 5719 9621 Trziste 13, 118 00 Prague 1 Czech Republic
	Stockholm	+ (46 8) 459 2160 Hovslagargatan 5, 4th Floor, SE-111 48 Stockholm, Sweden
	Turkey (Istanbul)	+ (90 212) 809 1149 Süzer Plaza, Asker Ocağı Cad. No: 6 Daire: 2608 Kat: 26, 34367 Şişli, Harbiye, İstanbul, Türkiye
	Warsaw	+ (48 22) 583 1200 Commercial Section, Embassy of Ireland - Enterprise Ireland, ulica Mysia 5, 00-496 Warszawa, Poland
ASIA PACIFIC	Beijing	+ (86 10) 8448 8080 C/O Commercial Section, Embassy of Ireland, C612A Office Building, Beijing Lufthansa Ctr., No. 50 Liangmaqiao Road, Chaoyang District, Beijing 100125, China
	Melbourne	+ (61 1) 300 482 611 The Hub, 162 Collins Street, Melbourne, VIC 3000, Australia
	Mumbai	+ (91 22) 490 556 80 Commercial Section, Consulate of Ireland, The Executive Centre, Capital Building, Bandra Kurla Complex, Mumbai 400 051, India
	Seoul	+ (82 2) 721 7250 Ireland House, 13th Floor, Leema Building, 146-1 Susong-dong, Jongro-ku, Seoul 03152, Korea
	Shanghai	+ (86 21) 6010 1380 Consulate General of Ireland, Commercial Section, Suite 700A, West Tower, Shanghai Centre, 1376 Nanjing Road West, Shanghai 200040, China
	Singapore	+ (65 673) 32180 Ireland House, 541 Orchard Road #08-00, Liat Towers, Singapore 238881
	Sydney	+ (61 2) 9273 8514 Level 26, 1 Market Street, Sydney 2000, NSW, Australia
	Tokyo	+ (81 3) 3263 0611 Ireland House, 2-10-7 Kojimachi, Chiyoda-ku, Tokyo, 102-0083, Japan
	Vietnam (Ho Chi Minh City)	+ (84 28) 7302 8186/8144 65-67 Le Loi, District 1, Ho Chi Minh City, Vietnam

Notes

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Enterprise Ireland, The Plaza, East Point Business Park, Dublin 3
Tel (01) 727 2000 Fax (01) 727 2020
www.enterprise-ireland.com

This Annual Report and Accounts is available to view online at:
www.enterprise-ireland.com/annualreport2019



Rialtas na hÉireann
Government of Ireland



**Ireland's European Structural and
Investment Funds Programmes
2014-2020**

Co-funded by the Irish Government
and the European Union



European Union
European Structural
and Investment Funds

Ireland's European Structural and Investment Funds Programmes 2014-2020.
Co-funded by the Irish Government and the European Union.

Some of the investment initiatives supported by Enterprise Ireland are also co-funded by
the European Regional Development Fund (ERDF).