

EU Exit – Trade Analysis

NI ↔ Ireland (IE)

Broad Economy Sales and Exports Statistics (BESES) 2017 (Goods & Services)

- NI total exports (goods & services) to IE ↑ by £540m (16.2%) over the year to **£3.9bn** during 2017.
- IE is NI's single largest export market in terms of individual countries. (NB sales to GB are not classified as exports - exports relate to sales outside of the UK).
- Exports to IE equate to **6%** of all sales by NI businesses.
- 47% (£1,840m) of NI exports to IE can be attributed to 94% (8,129) of all micro and small businesses (i.e. those with less than 50 employees).

HMRC Regional Trade Statistics (RTS) 2018 (Goods only)

Exports

- **£3.2bn** goods were exported from NI to IE
- Top 2 exports:
 1. Food & Live Animals 32% (£1.0bn)
 2. Machinery & Transport Equipment 16% (£519m)

Imports

- **£2.2bn** goods were imported from IE to NI
- Top 2 imports:
 1. Food & Live Animals 40% (£869m)
 2. Manufactured Goods Classified Chiefly by Material 15% (£329m)

Cross-Border Supply Chain Survey 2015, 2016

- 758,000 export deliveries to IE worth £3.4bn in 2016.
- 410,000 import deliveries in 2015 from IE to NI businesses worth nearly £2.0bn.
- Majority of cross-border transactions made by **micro and small businesses** which dominate NI economy.
- 39% of NI trade (exports and imports) in goods with IE is comprised of trade of “**intermediate**” goods i.e. a product used by a business in the production of their output.

NI ↔ Great Britain (GB)

BESES 2017 (Goods & Services)

- NI sales to GB ↓ by £2.9bn (20.2%) over the year to **£11.3bn** during 2017.
- NI sales to GB accounted for **17%** of all sales by NI businesses.
- 74% (£8,308m) of sales to GB can be attributed to 8% (614) of medium/large businesses (i.e. businesses with more than 50 employees).
- NI's sale of goods to GB accounted for **48%** of total NI external sales.

BESES 2016 (Goods & Services)

- **£13.4bn** (66%) of goods and services were **purchased** from GB.
- **70% (£7.7bn)** of goods purchased by NI businesses from GB businesses were aimed at the NI ‘**High Street**’.
- **19%** of goods purchased from GB are from local manufacturing companies’.
- **22%** of NI micro-businesses and **57%** of NI large businesses that purchase goods do so from GB.
- Next BESES imports publication due Summer 2019.

NB No HMRC data available for NI:GB trade as HMRC only records trade activity outside of the UK

Irish Sea Crossings (NI↔GB) 2016:

- Ship** - 1.8 million HGV crossings
- 39 million tonnes of sea freight
- Air** - 49,400 tonnes of air freight

- Around **90%** of the value of goods sold into GB by NI food & drinks businesses is transported through a NI air or sea port.

NI ↔ Rest of EU (REU) / Rest of World (RoW)

BESES 2017 (Goods & Services)

- NI exports to REU (excluding IE) ↓ over the year by £269m (12.1%) to **£2.0bn** during 2017.
- NI exports to RoW ↑ by £195m (4.8%) over the year to **£4.3bn**.

HMRC RTS 2018 (Goods only)

Exports to REU

- **£2.2bn** goods were exported to **REU**
- Top 2 exports:
 1. Machinery & Transport Equipment 38% (£829m)
 2. Miscellaneous Manufactured Articles 17% (£361m)

Imports from REU

- **£2.8bn** goods were imported from **REU**
- Top 2 imports:
 1. Machinery & Transport Equipment 28% (£784m)
 2. Manufactured Goods Classified Chiefly by Material 22% (£614m)

Exports to RoW

- **£3.5bn** goods were exported to **RoW**
- Top 2 exports:
 1. Machinery & Transport Equipment 52% (£1.8bn)
 2. Chemicals & Related Products, n.e.s 20% (£700m)

Imports from RoW

- **£2.7bn** goods were imported from **RoW**
- Top 2 imports:
 1. Machinery & Transport Equipment 35% (£949m)
 2. Miscellaneous Manufactured Articles 24% (£669m)

NI's Top 5 Export Partners to RoW:

- | | |
|--------------|---------|
| 1. USA | £1,079m |
| 2. Canada | £518m |
| 3. Thailand | £210m |
| 4. China | £168m |
| 5. Australia | £157m |

Glossary of terms