

EU Exit – Trade Analysis

NI ↔ Ireland (IE)

Broad Economy Sales and Exports Statistics (BESES) 2018 (Goods & Services)

- NI total exports to IE ↑ by £330m (8.6%) over the year to **£4.2bn** during 2018.
- 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.
- **46%** (£1,912m) of NI exports to IE can be attributed to **93%** (8,059) 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% (£528m)

Imports

- **£2.2bn** goods were imported from IE to NI
- Top 2 imports:
 1. **Food & Live Animals**
41% (£897m)
 2. **Manufactured Goods Classified Chiefly by Material**
15% (£326m)

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 2018 (Goods & Services)

- NI sales to GB ↓ by £1.1bn (9.3%) over the year to **£10.6bn** during 2018.
- GB remained the **most significant single market for external sales (i.e. sales outside NI)** from NI businesses, accounting for **15.4%** of total sales.
- **76%** (£7,998m) of sales to GB can be attributed to **7%** (589) of medium/large businesses (i.e. businesses with more than 50 employees).

BESES 2018 (Purchases & Imports)

- Purchases of goods and services from GB were estimated to be worth **£13.4bn** ↑ by 1.4% (£0.2bn) and accounted for **29%** of total purchases.
- **63%** (**£6.5bn**) of goods purchased by NI businesses from GB businesses were aimed at the **NI Wholesale and Retail Sector**.
- **72%** (**£9,663m**) of purchases from GB were made by medium/large businesses (i.e. businesses with more than 50 employees); **825** medium/ large businesses (**6%**) of a total of **13,005** NI businesses purchasing from GB.

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

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

BESES 2018 (Goods & Services)

- NI exports to REU (excluding IE) ↑ over the year by £425m (20.9%) to **£2.5bn** during 2018.
- NI exports to ROW ↑ by £82m (1.8%) over the year to **£4.5bn**.

HMRC RTS 2018 (Goods only)

Exports to REU

- **£2.2bn** goods were exported to **REU**
- Top 2 exports:
 1. **Machinery & Transport Equipment**
39% (£851m)
 2. **Miscellaneous Manufactured Articles**
17% (£362m)

Imports from REU

- **£2.9bn** goods were imported from **REU**
- Top 2 imports:
 1. **Machinery & Transport Equipment**
28% (£793m)
 2. **Manufactured Goods Classified Chiefly by Material**
22% (£618m)

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