

EU Exit – Trade Analysis

NI ↔ Ireland (IE)

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

- NI exports to IE ↑ by £330m (8.6%) over the year to **£4.2bn** during 2018. Goods accounted for 73.7% (£3.1bn) of IE exports, whilst Services accounted for 26.3% (£1.1bn).
- 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) 2019 (Goods only)

Exports

- **£3.2bn** goods were exported from NI to IE
- Top 2 exports:
 1. Food & Live Animals 31% (£983m)
 2. Machinery & Transport Equipment 17% (£526m)

Imports

- **£2.3bn** goods were imported from IE to NI
- Top 2 imports:
 1. Food & Live Animals 37% (£874m)
 2. Chemicals & Related Products, n.e.s 17% (£408m)

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. Goods accounted for 62% (£6.5bn) of GB sales, whilst services accounted for 38.0% (£4.0bn) of Services.
- 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.
- **46%** (£4,903m) of sales to GB can be attributed to **1%** (117) of large businesses (i.e. businesses with 250+ employees).

BESES 2017 (Imports/Purchases)

- **£13.3bn (65%)** of external purchases of goods and services were from GB.
- **65% (£6.8bn)** of goods purchased by NI businesses from GB businesses were aimed at the **NI Wholesale and Retail Sector**.
- **27%** of the value of all purchases of goods by NI micro-businesses (0-9 employees) and **34%** of the value of all purchases of goods by NI large businesses (250+ employees) are from GB businesses.
- BESES 2018 imports publication due Summer 2020.

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

Irish Sea Crossings (NI↔GB) 2018:

- 0.9 million HGV crossings
- 19 million tonnes of sea freight
- 16,700 tonnes of air freight
- The latest estimates from DAERA are that around **75%** of the value of goods sold in to GB by NI food and drinks businesses is transported through an NI air or sea port.

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 2019 (Goods only)

Exports to REU

- **£2.2bn** goods were exported to **REU**
- Top 2 exports:
 1. Machinery & Transport Equipment 39% (£844m)
 2. Miscellaneous Manufactured Articles 20% (£424m)

Imports from REU

- **£2.9bn** goods were imported from **REU**
- Top 2 imports:
 1. Machinery & Transport Equipment 27% (£777m)
 2. Manufactured Goods Classified Chiefly by Material 19% (£527m)

Exports to ROW

- **£3.8bn** goods were exported to **ROW**
- Top 2 exports:
 1. Machinery & Transport Equipment 53% (£2.0bn)
 2. Chemicals & Related Products, n.e.s 18% (£692m)

Imports from ROW

- **£2.7bn** goods were imported from **ROW**
- Top 2 imports:
 1. Machinery & Transport Equipment 36% (£974m)
 2. Miscellaneous Manufactured Articles 26% (£695m)

• NI's Top 5 Export Partners to ROW:

1. USA	£1,169m
2. Canada	£598m
3. Thailand	£199m
4. Australia	£189m
5. China	£171m

Glossary of terms