Overview of Northern Ireland Trade
4th April 2023
The following slides provide an analysis of Northern Ireland’s current trade with:

- Great Britain (GB)
- Ireland (IE)
- The Rest of the European Union (REU)
- The Rest of the World (RoW)

See Appendix for data sources related to NI trade
Trade in Goods and Services
The following slides provide an analysis of NI trade in both goods and services as measured by NISRA’s Northern Ireland Economic Trade Statistics (NIETS) (formerly named the Broad Economy Sales and Exports Statistics).

Estimates quoted throughout this report may not sum due to rounding.
Exports / External sales
# Total Value of NI Sales and Exports by Destination 2020-2021 (£billion)

<table>
<thead>
<tr>
<th>Destination</th>
<th>2020 £bn</th>
<th>2021 £bn</th>
<th>Annual Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NIC External Sales² to</td>
<td>4.2</td>
<td>5.2</td>
<td>23.0</td>
</tr>
<tr>
<td>NIC Exports³ to</td>
<td>2.2</td>
<td>2.6</td>
<td>16.8</td>
</tr>
<tr>
<td>Total Exports (IE+REU+RoW)²</td>
<td>4.1</td>
<td>4.4</td>
<td>8.3</td>
</tr>
<tr>
<td>Total Sales¹ by NI Businesses</td>
<td>10.5</td>
<td>12.2</td>
<td>16.0</td>
</tr>
<tr>
<td>Great Britain (GB)</td>
<td>11.3</td>
<td>12.8</td>
<td>13.1</td>
</tr>
<tr>
<td>Total External Sales (GB+Exports)</td>
<td>21.8</td>
<td>24.9</td>
<td>14.5</td>
</tr>
<tr>
<td>Sales Within NI</td>
<td>46.1</td>
<td>52.1</td>
<td>13.2</td>
</tr>
<tr>
<td>Total Sales (NI + External Sales)</td>
<td>67.8</td>
<td>77.1</td>
<td>13.6</td>
</tr>
</tbody>
</table>

1Total sales represents sales within NI + total external sales
2External sales represents sales made outside NI (sales to GB, IE, REU and RoW)
3Exports represent all sales made outside the UK (sales to IE, REU and RoW)
In 2021:

- NI sales to GB were worth 2.5 times more than NI exports to Ireland;

- Total export sales are the highest in the time series (since 2011);

- IE remains NI’s single largest export market

1Sales to GB are not “exports”, which are defined as sales outside the UK
Total NI Sales by Broad Destination (£billion), 2021

- Total External Sales, £24.9bn
  - GB, £12.8bn
  - IE, £5.2bn
    - Rest of EU, £2.6bn
      - Rest of World, £4.4bn
    - EU, £7.8bn
      - Germany, £0.5bn
      - Netherlands, £0.7bn
      - France, £0.4bn
      - Belgium, £0.2bn
      - Spain, £0.2bn
      - Italy, £0.1bn
      - Other, £0.5bn
    - Asia, £0.9bn
      - North America, £2.3bn
      - Middle East, £0.5bn
      - Africa, £0.2bn
      - Switzerland, £0.1bn
      - Central & South America, £0.1bn
      - Other, £0.4bn
- Rest of World, £4.4bn
  - Other, £0.4bn
- Exports, £12.2bn
  - IE, £5.2bn
  - Rest of EU, £2.6bn
  - North America, £2.3bn
  - Asia, £0.9bn
  - Middle East, £0.5bn
  - Africa, £0.2bn
  - Switzerland, £0.1bn
  - Central & South America, £0.1bn
  - Other, £0.4bn
Sales of Goods and Services by Broad Destination (£billion), 2021*

Total Sales, £77.1bn

Goods, £51.3bn
- External Goods, £17.0bn
  - Exports Goods, £9.2bn
  - ROW Goods, £3.3bn
  - EU Goods, £5.9bn
  - REU Goods, £2.1bn
- NI Goods, £34.3bn

Services, £25.8bn
- External Services, £7.9bn
  - Exports Services, £3.0bn
  - ROW Services, £5.0bn
  - EU Services, £1.9bn
  - REU Services, £1.1bn
- NI Services, £17.9bn
- GB Services, £5.0bn
- IE Services, £1.3bn

*Numbers may not sum due to rounding
In 2021:

- Total sales were worth £77.1bn
- **Goods** accounted for 67% of total sales
- **Services** accounted for 33% of total sales
In 2021:

- Total external sales were worth £24.9bn
- **Goods** accounted for 68% of external sales
- **Services** accounted for 32% of external sales
In 2021:

➢ Total exports were worth £12.2bn

➢ **Goods** accounted for 76% of exports

➢ **Services** accounted for 24% of exports

Exports of Goods and Services, 2011 – 2021 (£billion)
Sales by NI businesses within NI accounted for 68% of total sales

<table>
<thead>
<tr>
<th>2021 Summary</th>
<th>Value (£billion)</th>
<th>Share of Total Sales (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to IE</td>
<td>5.2</td>
<td>7%</td>
</tr>
<tr>
<td>Sales to REU</td>
<td>2.6</td>
<td>3%</td>
</tr>
<tr>
<td>Sales to RoW</td>
<td>4.4</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Total Exports(^1)</strong></td>
<td><strong>12.2</strong></td>
<td><strong>16%</strong></td>
</tr>
<tr>
<td>Sales to GB</td>
<td>12.8</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Total External Sales(^2)</strong></td>
<td><strong>24.9</strong></td>
<td><strong>32%</strong></td>
</tr>
<tr>
<td>Sales within NI</td>
<td>52.1</td>
<td>68%</td>
</tr>
<tr>
<td><strong>Total Sales(^3)</strong></td>
<td><strong>77.1</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

\(^1\) Exports represent all sales made outside the UK (sales to IE, REU and RoW)

\(^2\) External sales represents sales made outside NI (sales to GB, IE, REU and RoW)

\(^3\) Total sales represents sales within NI + total external sales
NI sales to GB accounted for 51% of total external sales and 17% of total sales

<table>
<thead>
<tr>
<th>2021 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to GB</td>
<td>12.8</td>
<td>51%</td>
</tr>
<tr>
<td>Total External Sales¹</td>
<td>24.9</td>
<td>100%</td>
</tr>
<tr>
<td>Sales to GB</td>
<td>12.8</td>
<td>17%</td>
</tr>
<tr>
<td>Total Sales²</td>
<td>77.1</td>
<td>100%</td>
</tr>
</tbody>
</table>

¹External sales represents sales made outside NI (sales to GB, IE, REU and RoW)
²Total sales represents sales within NI + total external sales
Top 30 NI Industries Selling Goods & Services to GB by Value (£million), 2021

Total goods and services sold to GB: £12.8 billion

Disclosive cells have been excluded

Northern Ireland Economic Trade Statistics, NISRA 2021
NI sales to IE were 42% of total exports, 21% of total external sales and 7% of total sales

<table>
<thead>
<tr>
<th>2021 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to IE</td>
<td>5.2</td>
<td>42%</td>
</tr>
<tr>
<td>Sales to REU</td>
<td>2.6</td>
<td>21%</td>
</tr>
<tr>
<td>Sales to RoW</td>
<td>4.4</td>
<td>36%</td>
</tr>
<tr>
<td><strong>Total Exports(^1)</strong></td>
<td><strong>12.2</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Sales to IE</td>
<td>5.2</td>
<td>21%</td>
</tr>
<tr>
<td><strong>Total External Sales(^2)</strong></td>
<td><strong>24.9</strong></td>
<td><strong>100%</strong></td>
</tr>
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<td>Sales to IE</td>
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</tr>
<tr>
<td><strong>Total Sales(^3)</strong></td>
<td><strong>77.1</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

\(^1\) Export sales represents all sales made outside the UK (sales to IE, REU and RoW)

\(^2\) External sales represents sales made outside NI (sales to GB, IE, REU and RoW)

\(^3\) Total sales represents sales within NI + total external sales
Total goods and services sold to Ireland: £5.2 billion

Top 30 NI Industries Selling Goods & Services to Ireland by Value (£million), 2021

1Disclosive cells have been excluded
## Value of sales/exports of goods and services by business size and destination, 2021 (£million)

<table>
<thead>
<tr>
<th>Business size</th>
<th>No. of employees</th>
<th>NI Sales (£m)</th>
<th>GB Sales (£m)</th>
<th>IE Exports (£m)</th>
<th>REU Exports (£m)</th>
<th>ROW Exports (£m)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Total</td>
<td>Goods</td>
<td>Services</td>
<td>Total</td>
<td>Goods</td>
</tr>
<tr>
<td>Micro</td>
<td>0-9</td>
<td>11,586</td>
<td>7,592</td>
<td>3,994</td>
<td>1,290</td>
<td>840</td>
</tr>
<tr>
<td>Small</td>
<td>10-49</td>
<td>15,028</td>
<td>10,021</td>
<td>5,006</td>
<td>2,751</td>
<td>1,805</td>
</tr>
<tr>
<td>Medium</td>
<td>50-249</td>
<td>11,741</td>
<td>6,801</td>
<td>4,940</td>
<td>2,800</td>
<td>1,740</td>
</tr>
<tr>
<td>Large</td>
<td>250+</td>
<td>13,772</td>
<td>9,849</td>
<td>3,923</td>
<td>5,917</td>
<td>3,413</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>52,126</td>
<td>34,264</td>
<td>17,863</td>
<td>12,759</td>
<td>7,799</td>
</tr>
</tbody>
</table>
### Number of sellers/exporters of goods and services by business size and destination*, 2021

<table>
<thead>
<tr>
<th>Business size</th>
<th>NI Sellers</th>
<th>GB Sellers</th>
<th>IE Exporters</th>
<th>REU Exporters</th>
<th>ROW Exporters</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No. of employees</td>
<td>Total</td>
<td>Goods</td>
<td>Services</td>
<td>Total</td>
</tr>
<tr>
<td>Micro</td>
<td>0-9</td>
<td>36,725</td>
<td>20,024</td>
<td>25,858</td>
<td>8,941</td>
</tr>
<tr>
<td>Small</td>
<td>10-49</td>
<td>13,216</td>
<td>7,683</td>
<td>8,694</td>
<td>4,887</td>
</tr>
<tr>
<td>Medium</td>
<td>50-249</td>
<td>1,206</td>
<td>709</td>
<td>798</td>
<td>513</td>
</tr>
<tr>
<td>Large</td>
<td>250+</td>
<td>244</td>
<td>147</td>
<td>152</td>
<td>117</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>51,391</td>
<td>28,563</td>
<td>35,502</td>
<td>14,457</td>
<td>9,102</td>
</tr>
</tbody>
</table>

*Importer/exporter counts with trading partners are not mutually exclusive as a business can trade to multiple destinations. Businesses can also buy and sell to the same partner.
Summary

NISRA’s Northern Ireland Economic Trade Statistics estimate that during 2021:

• Total sales were estimated to be worth £77.1 billion, an increase of 13.6% (£9.2 billion).
• Sales within NI increased by £6.1 billion to £52.1 billion, up 13.2% over the year.
• Sales to GB increased by 13.1% (£1.5 billion) to £12.8 billion.
• External sales (sales to all markets outside NI) increased by £3.2 billion (14.5%) to £24.9 billion, and accounted for almost a third (32.4%) of total sales.
• Exports (sales outside the UK) increased by £1.7 billion (16.0%) to £12.2 billion.
• Exports to IE increased by £968 million (23.0%) to £5.2 billion.
• Exports to the REU (excluding IE) increased by £374 million (16.8%) to £2.6 billion.
• Exports to the RoW increased by £336 million (8.3%) to £4.4 billion.
Imports / External purchases
## Total Value of NI Purchases and Imports by Origin 2020-2021 (£ billion)

<table>
<thead>
<tr>
<th>Destination</th>
<th>NI External Purchases(^2) from</th>
<th>NI Imports(^3) from</th>
<th>Total Imports (IE+REU+RoW)</th>
<th>Great Britain (GB)</th>
<th>Total External Purchases (GB+Exports)</th>
<th>Purchases Within NI</th>
<th>Total Purchases (NI + External Purchases)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Ireland (IE)</td>
<td>Rest of EU (REU)</td>
<td>Rest of World (RoW)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020 £bn</td>
<td>2.5</td>
<td>2.1</td>
<td>2.2</td>
<td>6.8</td>
<td></td>
<td>13.4</td>
<td>20.3</td>
</tr>
<tr>
<td>2021 £bn</td>
<td>3.1</td>
<td>2.5</td>
<td>2.1</td>
<td>7.7</td>
<td></td>
<td>14.4</td>
<td>22.2</td>
</tr>
<tr>
<td>Annual Change (%)</td>
<td>22.5</td>
<td>18.2</td>
<td>-3.3</td>
<td>12.9</td>
<td></td>
<td>7.6</td>
<td>9.4</td>
</tr>
</tbody>
</table>

1\(^\text{Total purchases represents purchases within NI + total external purchases}\)
2\(^\text{External purchases represents purchases made outside NI (purchases from GB, IE, REU and RoW)}\)
3\(^\text{Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)}\)

Source: Northern Ireland Economic Trade Statistics 2021, NISRA
In 2021, NI purchases from GB were worth:

- 1.9 times more than all imports; and
- 4.7 times more than NI imports from Ireland

IE remains NI’s single largest import market

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1 Purchases from GB are not “imports”, which are defined as purchases from outside the UK
Purchases of Goods and Services by Broad Destination (£billion), 2021

Total Purchases, £48.7bn

- NI, £26.5bn
- External, £22.2bn
  - GB, £14.4bn
  - EU, £5.6bn
  - REU, £2.5bn
- Imports, £7.7bn
- ROW, £2.1bn

Northern Ireland Economic Trade Statistics, NISRA 2021
In 2021:

- Total purchases were worth £48.7bn
- **Goods** accounted for 80% of total purchases
- **Services** accounted for 20% of total purchases

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### Total Purchases of Goods and Services, 2013 – 2021 (£billion)¹

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Purchases of Goods</th>
<th>Total Purchases of Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>£33.0</td>
<td>£9.4</td>
</tr>
<tr>
<td>2014</td>
<td>£34.4</td>
<td>£9.3</td>
</tr>
<tr>
<td>2015</td>
<td>£34.1</td>
<td>£9.4</td>
</tr>
<tr>
<td>2016</td>
<td>£34.0</td>
<td>£8.9</td>
</tr>
<tr>
<td>2017</td>
<td>£33.6</td>
<td>£10.3</td>
</tr>
<tr>
<td>2018</td>
<td>£35.4</td>
<td>£10.7</td>
</tr>
<tr>
<td>2019</td>
<td>£36.9</td>
<td>£9.7</td>
</tr>
<tr>
<td>2020</td>
<td>£34.1</td>
<td>£9.9</td>
</tr>
<tr>
<td>2021</td>
<td>£38.8</td>
<td>£9.9</td>
</tr>
</tbody>
</table>

¹ Data only available from 2013 onwards
External Purchases of Goods and Services, 2013 – 2021 (£billion)

In 2021:

- Total external purchases were worth £22.2bn
- **Goods** accounted for 86% of external purchases
- **Services** accounted for 14% of external purchases

1 Data only available from 2013 onwards
In 2021:

- Total imports were worth £7.7bn
- **Goods** accounted for 88% of imports
- **Services** accounted for 12% of imports
Purchases by NI businesses within NI accounted for 54% of total purchases

<table>
<thead>
<tr>
<th>2021 Summary</th>
<th>Value (£billion)</th>
<th>Share of Total Sales (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imports from IE</td>
<td>3.1</td>
<td>6%</td>
</tr>
<tr>
<td>Imports from REU</td>
<td>2.5</td>
<td>5%</td>
</tr>
<tr>
<td>Imports from RoW</td>
<td>2.1</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total Imports</strong>¹</td>
<td><strong>7.7</strong></td>
<td><strong>16%</strong></td>
</tr>
<tr>
<td>Purchases from GB</td>
<td>14.4</td>
<td>30%</td>
</tr>
<tr>
<td><strong>Total External Purchases</strong>²</td>
<td><strong>22.2</strong></td>
<td><strong>46%</strong></td>
</tr>
<tr>
<td>Purchases within NI</td>
<td>26.5</td>
<td>54%</td>
</tr>
<tr>
<td><strong>Total Purchases</strong>³</td>
<td><strong>48.7</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

¹Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)
²External purchases represent purchases made outside NI (purchases from GB, IE, REU and RoW)
³Total purchases represent purchases within NI + total external purchases
NI purchases from GB accounted for 65% of total external purchases and 30% of total purchases

<table>
<thead>
<tr>
<th>2021 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases from GB</td>
<td>14.4</td>
<td>65%</td>
</tr>
<tr>
<td><strong>Total External Purchases</strong>¹</td>
<td><strong>22.2</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Purchases from GB</td>
<td>14.4</td>
<td>30%</td>
</tr>
<tr>
<td><strong>Total Purchases</strong>²</td>
<td><strong>48.7</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

¹External purchases represent purchases made outside NI (purchases from GB, IE, REU and RoW)
²Total purchases represents purchases within NI + total external purchases
Total goods purchased from GB £12.3 billion

In 2021 local Wholesale and Retail businesses purchased £8.1 billion or 66% of all goods purchased from GB businesses (£12.3 billion)

### Top 30 NI Industries Purchasing Goods from GB by Value (£million), 2021

<table>
<thead>
<tr>
<th>Industry Description</th>
<th>Value of Purchases (£million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>01 Wholesale trade, except motor vehicles and motorcycles</td>
<td>£3,242</td>
</tr>
<tr>
<td>11 Manufacture of machinery and equipment</td>
<td>£2,766</td>
</tr>
<tr>
<td>21 Manufacture of fabricated metal products</td>
<td>£2,216</td>
</tr>
<tr>
<td>25 Manufacture of railway and transport vehicles</td>
<td>£583</td>
</tr>
<tr>
<td>26 Manufacture of motor vehicles and motorcycles</td>
<td>£382</td>
</tr>
<tr>
<td>31 Manufacture of furniture</td>
<td>£271</td>
</tr>
<tr>
<td>33 Manufacture of other nonmetallic mineral products</td>
<td>£263</td>
</tr>
<tr>
<td>35 Manufacture of other manufactured metal products</td>
<td>£232</td>
</tr>
<tr>
<td>36 Manufacture of rubber and plastic products</td>
<td>£169</td>
</tr>
<tr>
<td>37 Manufacture of electric and optical equipment</td>
<td>£153</td>
</tr>
<tr>
<td>38 Manufacture of polyvinyl chloride and related activities</td>
<td>£107</td>
</tr>
<tr>
<td>39 Manufacture of other fabricated metal products</td>
<td>£57</td>
</tr>
<tr>
<td>50 Manufacture of industrial and commercial machinery</td>
<td>£42</td>
</tr>
<tr>
<td>51 Manufacture of food products</td>
<td>£42</td>
</tr>
<tr>
<td>52 Manufacture of tobacco products</td>
<td>£41</td>
</tr>
<tr>
<td>53 Manufacture of beverages</td>
<td>£39</td>
</tr>
<tr>
<td>54 Manufacture of chemicals and chemical products</td>
<td>£38</td>
</tr>
<tr>
<td>55 Manufacture of other manufactured products</td>
<td>£35</td>
</tr>
<tr>
<td>56 Food and beverage service activities</td>
<td>£34</td>
</tr>
<tr>
<td>57 Manufacture of wood, second production and furniture</td>
<td>£28</td>
</tr>
<tr>
<td>58 Manufacture of other manufacturing and repair materials</td>
<td>£28</td>
</tr>
<tr>
<td>59 Manufacture of paper products</td>
<td>£27</td>
</tr>
<tr>
<td>60 Manufacture of other printing and reproduction of recorded media</td>
<td>£27</td>
</tr>
<tr>
<td>61 Manufacture of other printing and reproduction of recorded media</td>
<td>£25</td>
</tr>
<tr>
<td>62 Manufacture of other printing and reproduction of recorded media</td>
<td>£20</td>
</tr>
<tr>
<td>63 Manufacture of photography</td>
<td>£14</td>
</tr>
</tbody>
</table>

1 Disclosive cells have been excluded

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Northern Ireland Economic Trade Statistics, NISRA 2021
NI imports from IE were 40% of total imports, 14% of total external purchases and 6% of total purchases

<table>
<thead>
<tr>
<th>2021 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imports from IE</td>
<td>3.1</td>
<td>40%</td>
</tr>
<tr>
<td>Imports from REU</td>
<td>2.5</td>
<td>33%</td>
</tr>
<tr>
<td>Imports from RoW</td>
<td>2.1</td>
<td>27%</td>
</tr>
<tr>
<td><strong>Total Imports(^1)</strong></td>
<td><strong>7.7</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Imports from IE</td>
<td>3.1</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Total External Purchases(^2)</strong></td>
<td><strong>22.2</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Imports from IE</td>
<td>3.1</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Total Purchases(^3)</strong></td>
<td><strong>48.7</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

\(^1\)Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)
\(^2\)External purchases represents purchases made outside NI (purchases from GB, IE, REU and RoW)
\(^3\)Total purchases represents purchases within NI + total external purchases
Top 30 NI Industries Purchasing Goods from Ireland by Value (£million), 2021

Total goods purchased from Ireland: £2.8 billion

¹Disclosive cells have been excluded
## Value of Purchases/Imports of Goods and Services by Business size and Destination, 2021 (£million)

<table>
<thead>
<tr>
<th>Business size</th>
<th>NI Purchases (£m)</th>
<th>GB Purchases (£m)</th>
<th>IE Imports (£m)</th>
<th>REU Imports (£m)</th>
<th>ROW Imports (£m)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>Goods</td>
<td>Services</td>
<td>Total</td>
<td>Goods</td>
</tr>
<tr>
<td>Micro 0-9</td>
<td>6,009</td>
<td>4,544</td>
<td>1,465</td>
<td>2,476</td>
<td>2,254</td>
</tr>
<tr>
<td>Small 10-49</td>
<td>7,446</td>
<td>5,601</td>
<td>1,845</td>
<td>3,413</td>
<td>3,039</td>
</tr>
<tr>
<td>Medium 50-249</td>
<td>5,464</td>
<td>3,598</td>
<td>1,866</td>
<td>3,369</td>
<td>3,280</td>
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<tr>
<td>Large 250+</td>
<td>7,603</td>
<td>5,877</td>
<td>1,726</td>
<td>5,192</td>
<td>4,237</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>26,522</td>
<td>19,620</td>
<td>6,902</td>
<td>14,450</td>
<td>12,349</td>
</tr>
</tbody>
</table>
Number of Purchasers/Importers of Goods and Services by Business size and Destination*, 2021

<table>
<thead>
<tr>
<th>Business size</th>
<th>NI Purchasers</th>
<th>GB Purchasers</th>
<th>IE Importers</th>
<th>REU Importers</th>
<th>ROW Importers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>No. of employees</td>
<td>Total</td>
<td>Goods</td>
<td>Services</td>
<td>Total</td>
</tr>
<tr>
<td>Micro 0-9</td>
<td>37,631</td>
<td>32,278</td>
<td>32,659</td>
<td>11,688</td>
<td>10,377</td>
</tr>
<tr>
<td>Small 10-49</td>
<td>14,085</td>
<td>12,227</td>
<td>12,681</td>
<td>6,507</td>
<td>5,217</td>
</tr>
<tr>
<td>Medium 50-249</td>
<td>1,243</td>
<td>1,148</td>
<td>1,151</td>
<td>742</td>
<td>650</td>
</tr>
<tr>
<td>Large 250+</td>
<td>261</td>
<td>241</td>
<td>252</td>
<td>155</td>
<td>144</td>
</tr>
<tr>
<td>Total</td>
<td>53,220</td>
<td>45,895</td>
<td>46,743</td>
<td>19,093</td>
<td>16,388</td>
</tr>
</tbody>
</table>

*Importer/exporter counts with trading partners are not mutually exclusive as a business can trade to multiple destinations. Businesses can also buy and sell to the same partner.
Summary

NISRA’s Northern Ireland Economic Trade Statistics estimate that during 2021:

- Total purchases by companies in NI were estimated to be worth £48.7 billion, an increase of 10.5% (£4.6 billion) over the year.
- Imports were estimated to be worth £7.7 billion, an increase of 12.9% (£0.9 billion).
- Imports from IE were estimated to be worth £3.1 billion, an increase of 22.5% (£0.6 billion).
- Imports from REU were estimated to be worth £2.5 billion, an increase of 18.2% (£0.4 billion).
- Imports from ROW were estimated to be worth £2.1 billion, a decrease of 3.3% (£0.1 billion).
- External purchases were estimated to be worth £22.2 billion, an increase of 9.4% (£1.9 billion).
- Purchases from GB were estimated to be worth £14.4 billion, an increase of 7.6% (£1.0 billion).
Northern Ireland Trade Balances
In 2020 NI showed a:

- **Surplus** in trade with IE (£2.1bn), REU (£0.1) and the ROW (£2.3bn)
- **Deficit** in trade with GB (£1.6bn)
In 2021 NI showed a:

- **Surplus** in goods trade with IE (£1.1bn) and the ROW (£1.5bn)
- **Deficit** in goods trade with GB (£4.5bn) and the REU (£0.1bn)
In 2021 NI showed a:

- **Surplus** in services trade with all four regions:
  - GB (£2.9bn)
  - IE (£1.0bn)
  - REU (£0.2bn)
  - ROW (£0.8bn)
Trade in Goods
The following slides provide an analysis of NI trade in **goods only** using HMRC’s Regional Trade Statistics. Note that HMRC’s RTS does not collect UK inter-regional data. Therefore, no HMRC data is available for trade between NI and GB. The only source for this data is NISRA’s NIETS.

HMRC’s RTS assign goods according to the **Standard International Trade Classification (SITC)** – a United Nations commodity classification system based on a five digit numeric code representing five different levels.

The following analysis presents goods at levels 1 (Section) and 2 (Division).

In September 2022, HMRC published the **Summary of movements of goods into Northern Ireland from Great Britain 2021**. The release details the number of full declarations cleared by HMRC in 2021 for movements of goods into NI from GB.
Products\(^1\) where NI’s share of exports exceeds contribution to total UK exports (£millions), 2022

NI’s export value (£9.2bn) was worth 2.5% of the UK’s total export value (£371.5bn) in 2021. These are the 34 sectors in which NI’s share of the UK total is above 2.5%.

\(^1\)Split by SITC2 - Division
NI Trade in Goods with IE
Top 3 goods\textsuperscript{1} that NI exported to IE during 2022:

1. ‘\textit{Food and Live Animals}’ was worth 33\% (£1.2bn) of total NI exports to IE.
   - Within this the dominant product divisions\textsuperscript{2} were ‘Dairy Products and Birds’ Eggs’ (40\% or £492m) and ‘Meat & Meat Preparations’ (14\% or £178m), which together accounted for 54\% of ‘Food and Live Animals’ exports to IE.

2. ‘\textit{Manufactured Goods Classified Chiefly by Material}’ was worth 15\% (£551m) of NI exports to IE.
   - This was predominantly made up of ‘Manufactures of Metal n.e.s\textsuperscript{3}’ (23\% or £126m) and ‘Non-Metallic Mineral Manufactures n.e.s’ (20\% or £108m).

3. ‘\textit{Machinery and Transport Equipment}’ accounted for 14\% (£534m) of NI exports to IE.
   - The dominant divisions were ‘Road Vehicles (including Air Cushion Vehicles)’ (35\% or £187m) and ‘Machinery Specialized for Particular Industries’ (31\% or £168m).

Combined, the three products above accounted for £2.3bn (62\%) of all exports from NI to IE in 2022.

\textsuperscript{1} SITC 1 – Section  
\textsuperscript{2} SITC 2 – Division  
\textsuperscript{3} n.e.s = not elsewhere specified
Top 3 Goods\(^1\) that NI Exported to IE in 2022
(Split by Division\(^2\))

**Overall, £3.7bn goods exported from NI to IE in 2022**

1. **Food & Live Animals**
   - £1.2bn
   - (33\(^3\))
   - 02 - Dairy products & birds' eggs
   - 01 - Meat & meat preparations
   - 04 - Cereals & cereal preparations

2. **Manufactured Goods Classified Chiefly by Material**
   - £551m
   - (15\(^3\))
   - 69 - Manufactures of metal n.e.s.
   - 66 - Non-metallic mineral manufactures n.e.s.
   - 64 - Paper, paperboard & manufactures thereof
   - OTHER

3. **Machinery & Transport Equipment**
   - £534m
   - (14\(^3\))
   - 78 - Road vehicles (including air cushion vehicles)
   - 72 - Machinery specialized for particular industries
   - 74 - General industrial machinery & eqpt. & machine pt.n.e.s.
   - OTHER

---

\(^1\) SITC 1 - Section

\(^2\) SITC 2 – Division

\(^3\) As a proportion of total exports of goods from NI to IE

Regional Trade Statistics, HMRC 2022
HMRC Regional Trade Statistics estimate a value of £3.7bn goods were exported from NI to IE in 2022.

The top ten products (by SITC2 - Division) accounted for £2.0bn, 54% of all exported goods to IE in 2022.
Top 3 goods that NI imported from IE during 2022:

1. ‘Food and Live Animals’ was worth 34% (£1.2bn) of total NI imports from IE.
   - Within this the dominant product divisions were ‘Meat and Meat Preparations’ (28% or £330m) and ‘Dairy Products & Birds’ Eggs’ (26% or £306m), which together accounted for 54% of ‘Food and Live Animals’ imports from IE.

2. ‘Chemicals & related products, n.e.s\(^1\)’ was worth 22% (£750m) of NI imports from IE.
   - The dominant divisions were ‘Medicinal & pharmaceutical products’ (59% or £439m) and ‘Essential oils & perfume materials; toilet preps etc.’ (11% or £79m).

3. ‘Manufactured Goods Classified Chiefly by Material’ accounted for 13% (£456m) of NI imports from IE.
   - This was predominantly made up of ‘Non-metallic mineral manufactures n.e.s.’ (37% or £168m) and ‘Manufactures of metal n.e.s.’ (17% or £79m).

Combined, the three products above accounted for £2.4bn (70%) of all imports from IE to NI in 2022.

\(^1\) n.e.s = not elsewhere specified
Top 3 Goods\(^1\) that NI Imported from IE in 2021

(Split by Division\(^2\))

- **Food & Live Animals**: £1.2bn (34%\(^3\))
  - 01 - Meat & meat preparations
  - 02 - Dairy products & birds' eggs
  - 05 - Vegetables & fruit
  - OTHER

- **Chemicals & Related Products, n.e.s**: £750m (22%\(^3\))
  - 54 - Medicinal & pharmaceutical products
  - 55 - Essential oils & perfume materials; toilet preps etc
  - 58 - Plastics in non-primary forms
  - OTHER

- **Manufactured Goods Classified Chiefly by Material**: £456m (13%\(^3\))
  - 66 - Non-metallic mineral manufactures n.e.s.
  - 69 - Manufactures of metal n.e.s.
  - 67 - Iron & steel
  - OTHER

**Overall, £3.4bn goods imported from IE to NI in 2022**

\(^1\) SITC 1 - Section
\(^2\) SITC 2 – Division
\(^3\) As a proportion of total imports of goods from IE to NI

Regional Trade Statistics, HMRC 2022
HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2022

0 - Food & live animals
1 - Beverages & tobacco
2 - Crude materials, inedible, except fuels
3 - Mineral fuels, lubricants & related materials
4 - Animal & vegetable oils, fats & waxes
5 - Chemicals & related products, nes
6 - Manufactured goods classified chiefly by material
7 - Machinery & transport equipment
8 - Miscellaneous manufactured articles
9 - Commodities/transactions not class'd elsewhere in SITC

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
<th>Total Imports to NI</th>
<th>Total Exports from NI</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>Food &amp; live animals</td>
<td>£1,181</td>
<td>£1,243</td>
</tr>
<tr>
<td>1</td>
<td>Beverages &amp; tobacco</td>
<td>£820</td>
<td>£200</td>
</tr>
<tr>
<td>2</td>
<td>Crude materials, inedible, except fuels</td>
<td>£1351</td>
<td>£200</td>
</tr>
<tr>
<td>3</td>
<td>Mineral fuels, lubricants &amp; related materials</td>
<td>£145</td>
<td>£305</td>
</tr>
<tr>
<td>4</td>
<td>Animal &amp; vegetable oils, fats &amp; waxes</td>
<td>£45</td>
<td>£91</td>
</tr>
<tr>
<td>5</td>
<td>Chemicals &amp; related products, nes</td>
<td>£750</td>
<td>£319</td>
</tr>
<tr>
<td>6</td>
<td>Manufactured goods classified chiefly by material</td>
<td>£456</td>
<td>£551</td>
</tr>
<tr>
<td>7</td>
<td>Machinery &amp; transport equipment</td>
<td>£332</td>
<td>£534</td>
</tr>
<tr>
<td>8</td>
<td>Miscellaneous manufactured articles</td>
<td>£296</td>
<td>£345</td>
</tr>
<tr>
<td>9</td>
<td>Commodities/transactions not class'd elsewhere</td>
<td>£3</td>
<td>£10</td>
</tr>
</tbody>
</table>

Regional Trade Statistics, HMRC 2022
NI Trade in Goods with the REU
£2.2bn of goods exported from NI to the REU in 2022

Top 3 goods that NI exported to the REU during 2022:

1. ‘Machinery and Transport Equipment’ was worth 35% (£759m) of total NI exports from NI to the REU.
   - Within this sector the dominant product divisions were ‘Machinery Specialized for Particular Industries’ (37% or £281m) and ‘General Industrial Machinery and Equipment and Machine Parts n.e.s.’ (34% or £261m) which together accounted for 71% of ‘Machinery and Transport Equipment’ exports to the REU.

2. ‘Food and Live Animals’ which was worth 17% (£362m) of NI exports to the REU.
   - This was predominantly made up of ‘Meat and Meat Preparations’ (44% or £158m) and ‘Dairy Products and Birds’ Eggs’ (38% or £137m).

3. ‘Miscellaneous Manufactured Articles’ accounted for 14% (£307m) of NI exports to the REU.
   - The dominant divisions were ‘Professional, Scientific and Controlling Instruments and Apparatus n.e.s’ (37% or £114m) and ‘Furniture and Parts Thereof; Bedding, Mattresses etc.’ (34% or £103m).

Combined, the three products above accounted for £1.4bn (66%) of all exports from NI to the REU in 2022.

1 n.e.s = not elsewhere specified

Regional Trade Statistics, HMRC 2022
Overall, £2.2bn goods exported from NI to REU in 2022

1 SITC 1 - Section
2 SITC 2 – Division
3 As a proportion of total exports of goods from NI to REU
HMRC Regional Trade Statistics estimate a value of £2.2bn goods were exported from NI to REU in 2022.

The top ten products (by SITC2 - Division) accounted for £1.5bn, 69% of all exported goods to REU.

1Split by SITC 2 - Division
£3.1bn of goods were imported from the REU to NI in 2022

Top 3 goods that NI imported from the REU during 2022:

1. ‘Machinery and Transport Equipment’ was worth 29% (£902m) of total NI imports from the REU to NI.
   - Within this the dominant product divisions were ‘Road Vehicles (including air cushion vehicles)’ (28% or £248m) and ‘Other transport equipment’ (18% or £161m), which together accounted for 45% of ‘Machinery and Transport Equipment’ imports from the REU.

2. ‘Manufactured Goods Classified Chiefly by Material’ was worth 20% (£610m) of NI imports from the REU to NI.
   - The dominant divisions were ‘Paper, paperboard & manufactures thereof’ (19% or £117m) and ‘Manufactures of metal n.e.s.’ (17% or £104m).

3. ‘Chemicals & Related Products, n.e.s’ accounted for 15% (£470m) of NI imports from the REU to NI.
   - This was predominantly made up from ‘Plastics in Primary Forms’ (26% or £121m) and ‘Medicinal and Pharmaceutical Products’ (18% or £86m).

Combined, the three products above accounted for £2.0bn (65%) of all imports from the REU to NI in 2021.
Top 3 Goods\(^1\) that NI Imported from REU in 2021
(Split by Division\(^2\))

- **Machinery & Transport Equipment**: £902m (29\(^3\))
  - 78 - Road vehicles (including air cushion vehicles)
  - 79 - Other transport equipment
  - 74 - General industrial machinery & eqpt. & machine pt.n.e.s.
  - OTHER

- **Manufactured Goods Classified Chiefly by Material**: £610m (20\(^3\))
  - 64 - Paper, paperboard & manufactures thereof
  - 69 - Manufactures of metal n.e.s.
  - 65 - Textile yarn, fabrics, made up articles etc
  - OTHER

- **Chemicals & Related Products n.e.s.**: £470m (15\(^3\))
  - 57 - Plastics in primary forms
  - 54 - Medicinal & pharmaceutical products
  - 59 - Chemical materials & products n.e.s.
  - OTHER

\(^1\) SITC 1 - Section
\(^2\) SITC 2 – Division
\(^3\) As a proportion of total imports of goods from REU to NI

Overall, £3.1bn goods imported from REU to NI in 2021
HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2022

0 - Food & live animals
1 - Beverages & tobacco
2 - Crude materials, inedible, except fuels
3 - Mineral fuels, lubricants & related materials
4 - Animal & vegetable oils, fats & waxes
5 - Chemicals & related products, nes
6 - Manufactured goods classified chiefly by material
7 - Machinery & transport equipment
8 - Miscellaneous manufactured articles
9 - Commodities/transactions not class'd elsewhere in SITC

Regional Trade Statistics, HMRC 2022
NI Trade in Goods with the RoW
£3.3bn of goods were exported from NI to the RoW in 2022

Top 3 goods that NI exported to the RoW during 2022:

1. ‘Machinery and Transport Equipment’ – 53% (£1.7bn) of total NI exports to the RoW.
   - Within this the dominant product divisions were ‘Machinery Specialized for Particular Industries’ (33% or £563m) and ‘Other Transport Equipment’ (26% or £446m), which together accounted for 59% of ‘Machinery and Transport Equipment’ exports to the RoW.

2. ‘Chemicals & related products, n.e.s’ which was worth 17% (£548m) of NI exports to the RoW.
   - The dominant division was ‘Medicinal and Pharmaceutical Products’ which was worth £388m (71%) of ‘Chemicals and Related Products, n.e.s’ exports to the RoW.

3. ‘Miscellaneous manufactured articles’ accounted for 12% (£397m) of NI exports to the RoW.
   - This was predominately made from ‘Furniture and Parts Thereof; Bedding, Mattresses etc.’ (46% or £184m) and ‘Professional, Scientific and Controlling Instruments and Apparatus n.e.s’ (38% or £1150m).

Combined, the three products above accounted for £2.7bn (81%) of all exports from NI to the RoW in 2022.
Top 3 Goods\(^1\) that NI Exported to ROW in 2022
(Split by Division\(^2\))

Overall, £3.3bn goods exported from NI to ROW in 2022

1. **Machinery & Transport Equipment**
   - £1.7bn (53%\(^3\))
   - 72 - Machinery specialized for particular industries
   - 79 - Other transport equipment
   - 77 - Ele machinery, app & appliances & ele pt thereof n.e.s.
   - OTHER

2. **Chemicals & Related Products, n.e.s.**
   - £548m (17%\(^3\))
   - 54 - Medicinal & pharmaceutical products
   - 59 - Chemical materials & products n.e.s.
   - 57 - Plastics in primary forms
   - OTHER

3. **Miscellaneous Manufactured Articles**
   - £397m (12%\(^3\))
   - 82 - Furniture & parts thereof; bedding, mattresses etc
   - 87 - Professional, scientific & controlling ins & app n.e.s.
   - 89 - Miscellaneous manufactured articles n.e.s.
   - OTHER

---

\(^1\) SITC 1 - Section
\(^2\) SITC 2 – Division
\(^3\) As a proportion of total exports of goods from NI to ROW
HMRC Top Ten Export Goods from NI to ROW by Value (£million) and Product\(^1\), 2022

- HMRC Regional Trade Statistics estimate a value of £3.3bn goods were exported from NI to ROW in 2022.
- The top ten products (by SITC2 - Division) accounted for £2.5bn, 78% of all exported goods to ROW.

\(^1\)Split by SITC 2 - Division
£3.0bn of goods were imported from the RoW to NI in 2022

Top 3 goods that NI imported from the RoW to NI during 2022:

1. ‘Machinery and Transport Equipment’ was worth 35% (£1.1bn) of total NI imports from the RoW.
   - Within this the dominant product divisions were ‘Ele Machinery, App & Appliances & ele pt Thereof n.e.s.¹’ (21% or £226m) and ‘Road Vehicles (including air cushion vehicles)’ (20% or £216m), which together accounted for 41% of ‘Machinery and Transport Equipment’ imports from the RoW.

2. ‘Miscellaneous Manufactured Articles’ was worth 25% (£755m) of total NI imports from the RoW.
   - The dominant divisions were ‘Articles of Apparel & Clothing Accessories’ (38% or £283m) and ‘Furniture & parts thereof; bedding, mattresses etc.’ (23% or £174m).

3. ‘Manufactured Goods Classified Chiefly by Material’ accounted for 17% (£501m) of total NI imports from the RoW.
   - This was predominantly made up from ‘Manufactures of Metal n.e.s.’ (28% or £143m) and ‘Textile Yarn, Fabrics, Made Up Articles etc.’ (22% or £111m).

Combined, the three products above accounted for £2.3bn (76%) of all imports from the RoW to NI in 2022.

¹Electrical machinery, apparatus and appliances, n.e.s. (not elsewhere specified), and electrical parts thereof (including non-electrical counterparts, n.e.s., of electrical household-type equipment)
Overall, £3.0bn goods imported from ROW to NI in 2022
<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
<th>Total Imports to NI</th>
<th>Total Exports from NI</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>Food &amp; live animals</td>
<td>£2,500 £1,500 £500 £500 £1,500 £2,500 £3,500</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Beverages &amp; tobacco</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Crude materials, inedible, except fuels</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Mineral fuels, lubricants &amp; related materials</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Animal &amp; vegetable oils, fats &amp; waxes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Chemicals &amp; related products, nes</td>
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<td></td>
</tr>
<tr>
<td>6</td>
<td>Manufactured goods classified chiefly by material</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Machinery &amp; transport equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Miscellaneous manufactured articles</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Commodities/transactions not class’d elsewhere in SITC</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
NI’s Top 5 RoW Export Partners by Value and Product, 2022

**USA**
£1.1bn (32%)

**Canada**
£403m (12%)

**Thailand**
£240m (7%)

**Australia**
£194m (6%)

**China**
£127m (4%)

As a proportion of total exports of goods from NI to the RoW (£2.9bn)

1As a proportion of total exports of goods from NI to the RoW (£2.9bn)

54 - Medicinal & pharmaceutical products
72 - Machinery specialized for particular industries
74 - General industrial machinery & eqp. & machine pt.n.e.s.
77 - Ele machinery, app & appliances & ele pt thereof n.e.s.
78 - Road vehicles (including air cushion vehicles)
79 - Other transport equipment
82 - Furniture & parts thereof; bedding, mattresses etc
87 - Professional, scientific & controlling ins & app n.e.s.
OTHER

Regional Trade Statistics, HMRC 2022
HMRC Top Ten Export Goods from NI to USA by Value (£million) and Product, 2022

- HMRC Regional Trade Statistics estimate a value of £1.1bn goods were exported from NI to the USA in 2021 (32% of total RoW exported goods).

- The top ten products (by SITC2) accounted for £914m, 87% of all exported goods to USA.

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Value 2022 (£ million)</th>
<th>Value 2021 (£ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>72 - Machinery specialized for particular industries</td>
<td>309</td>
<td>195</td>
</tr>
<tr>
<td>54 - Medicinal &amp; pharmaceutical products</td>
<td>191</td>
<td>131</td>
</tr>
<tr>
<td>79 - Other transport equipment</td>
<td>106</td>
<td>85</td>
</tr>
<tr>
<td>82 - Furniture &amp; parts thereof; bedding, mattresses etc</td>
<td>93</td>
<td>70</td>
</tr>
<tr>
<td>74 - General industrial machinery &amp; eqp. &amp; machine pt.n.e.s.</td>
<td>65</td>
<td>44</td>
</tr>
<tr>
<td>11 - Beverages</td>
<td>68</td>
<td>62</td>
</tr>
<tr>
<td>87 - Professional, scientific &amp; controlling ins &amp; app n.e.s.</td>
<td>71</td>
<td>61</td>
</tr>
<tr>
<td>76 - Telecomms &amp; sound recording &amp; reproducing app. &amp; eqp.</td>
<td>35</td>
<td>28</td>
</tr>
<tr>
<td>71 - Power generating machinery &amp; equipment</td>
<td>26</td>
<td>21</td>
</tr>
<tr>
<td>77 - Ele machinery, app &amp; appliances &amp; ele pt thereof n.e.s.</td>
<td>23</td>
<td>26</td>
</tr>
</tbody>
</table>

Regional Trade Statistics, HMRC 2022
Northern Ireland Supply Chain Activity
### Supply Chain Survey/BESES data

- NI businesses made some 758,000 cross-border export deliveries to IE, estimated to be worth some £3.4bn to the local economy in 2016. In addition there were approximately 410,000 import deliveries in 2015 from IE to NI businesses worth nearly £2.0bn in the sectors covered by the survey. The sectors not covered include some farming sectors (including live animals), financial, pension services and the public sector.

- The majority of those cross-border transactions were made by micro and small businesses, which dominate the NI economy, with approximately 74% of export deliveries involving NI businesses with fewer than 50 employees and 33% carried out by businesses with fewer than 10 employees.

- NI businesses exporting to IE made on average nearly 100 deliveries valued at approximately £4,500 per trip in 2016. Most businesses tended to make low value deliveries but these accounted for just less than one fifth of the total value of exports. Conversely, just over 20% of businesses made deliveries worth more than £4,500 per trip and these accounted for most (82%) of the total value of NI exports to IE.

- Exports to IE accounted for more than 15% of businesses’ (within NI + IE) sales for five of NI’s District Council Areas (DCAs) with most border DCAs showing a greater propensity for trade with IE, than DCA’s not adjoinning the border.

### Supply Chain Survey/HMRC data

- Analysis of HMRC trade data indicated that 39% of NI trade with IE was comprised of trade in “intermediate” goods i.e. goods that are used to produce other goods, which may be considered as evidence of supply chain activity.

- When exports and imports of agri-food products (Meat & Fish Products, Foodstuffs, Dairy Products and Beverages) are also included, two-thirds of goods traded with IE can be considered to be part of such supply chain activity. This wider definition of supply chain activity reflects agri-food products that were intensively traded across the border and were frequently time sensitive.

- As a small open economy NI trade is also integrated into trade with the REU and the RoW. 62% of trade with the REU met this wider definition of Supply Chain activity as did 53% of NI’s trade with the RoW.

- Trade in capital goods (i.e. inputs to the production process that are not used in the course of production during the accounting period) can also be considered as a further type of input to the production process. NI was much more likely to trade in capital goods with the REU (21% of above threshold trade) and the RoW (23%) than with IE (7%). This is in addition to the wider definition of Supply Chain activity described above and provides further evidence of NI’s integration into markets beyond these islands.
Over 1 million cross-border deliveries per annum...

- NI export deliveries to Ireland: 35%
- NI import deliveries from Ireland: 65%

Nearly three quarters of export deliveries made by small businesses...

- Small (0-49 employees): 11%
- Medium (50-249 employees): 16%
- Large (250+ employees): 73%

Two thirds of cross-border trade involves supply chain activity...

- Value of NI trade with Ireland (exports and imports): 66% bilateral agri-food and intermediate trade, 34% other trade

Most NI businesses make low value export deliveries...

- Percentage of NI businesses: 78% below average export value, 22% above average export value
- Average value of export trip £4,500

Cross-Border Supply Chain Survey Report (2015, 2016), NISRA, June 2018
Appendix
Data Sources

HMRC Regional Trade Statistics (RTS)

- RTS source data is collected from the EU-wide Intrastat survey and from Customs import and export entries, both administered by HMRC.
- These record the movement - for trade purposes - of goods only between the UK and both EU and non-EU countries. There is a legal requirement for all VAT-registered businesses to supply this data, although for trade with the EU this only applies to businesses trading above the Intrastat threshold.
- The RTS methodology allocates trade to a region based on the location of the business exporting or importing the goods. For multi-branch businesses, it allocates trade to a region based on the proportional distribution of employees of that business across the regions of the UK.

NISRA Northern Ireland Economic Trade Statistics (NIETS)

- The NIETS is an experimental measure, based on an annual survey of local businesses’ sales to markets outside Northern Ireland (NI). NIETS data is gathered through the NI Annual Business Inquiry (ABI) and has been running since 2011.
- The ABI surveys all businesses with 50 or more employees; all multi-site businesses with 20-49 employees; all manufacturing businesses with more than 5 employees; and a representative sample of other smaller businesses. In all, the ABI samples about 20% of the eligible business population each year.
- The NIETS provides estimates of the value of both goods and services.
- NIETS data is now available via the new NISRA data portal.

Central Statistics Office (CSO) Goods Exports and Imports

- The Central Statistics Office (CSO) Goods Exports and Imports statistics provide estimates on the movement of goods between Ireland and other countries including Northern Ireland and Great Britain.
- The collection of trade data is the responsibility of VIMA (a branch of Revenue) and the CSO is responsible for processing and disseminating the data.
- The statistics use a combination of Customs-based non-EU trade statistics and data from the Intrastat Survey of Irish traders involved in trade with other EU member states.

Due to methodological differences, NISRA’s BESES, HMRC’s RTS and CSO’s Goods Exports and Imports statistics are not directly comparable.

DFE and NISRA Cross-Border Supply Chain Survey (SCS)

- The (SCS) was issued as a one-off survey in mid-July 2017 to all businesses who indicated that they traded with Ireland in the 2015 ABI (c. 2,300 businesses).
- The survey gathered information on what businesses export to or import from IE and the number, nature, transport method and value of export and import transactions.
- Results from the SCS were supplemented with data from the HMRC RTS and from the BESES where appropriate.
Data Sources

**Department of Agriculture, Environment and Rural Affairs (DAERA)**
- Provides statistics on the destinations and values of Northern Ireland food and drinks processing subsector sales.
- The data is presented in the Statistical Review of Northern Ireland Agriculture which is published annually.
- Data is sourced from farm surveys, including the Agricultural Census and the Farm Business Survey, as well as surveys of food processors and agricultural input supply firms.

**Financial Services**
- Only source available is the ONS Regionalised Estimates of UK Service Exports – NI figures are modelled.

**NI Supply-Use Tables (SUTs)**
- The NI SUTs draw upon the above data sources to estimate an overall NI economy level estimate of imports and exports split by products and destination/origin.
- Experimental tables are available for 2012-2016.

**NI Monthly Trade in Goods Dashboard**
- Trade in goods data updated monthly here: EU Exit - Trade Analysis | Northern Ireland Statistics and Research Agency (nisra.gov.uk)
- As part of the Northern Ireland Protocol the UK is bound to collect and send trade data that corresponds to the movement of goods in and out of NI to the Statistical Office of the European Commission (Eurostat). The Northern Ireland trade in goods data is compiled by HMRC following similar concepts to those for the published Overseas Trade Statistics. The dashboard has been created using monthly extracts of the data published on Eurostat.
- Goods are classified according to the Harmonized System, a multipurpose international product nomenclature.
- The dashboard covers international trade in goods, and therefore does not include data about NI-Gb trade.
- All values are provided in Euros.
## Data Sources – HMRC RTS and NIETS comparison

<table>
<thead>
<tr>
<th></th>
<th>HMRC</th>
<th>NIETS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UK COVERAGE</strong></td>
<td>Consistent data across all UK regions</td>
<td>Provides NI estimates only</td>
</tr>
<tr>
<td><strong>UK INTER-REGIONAL TRADE</strong></td>
<td>No inter-regional trade</td>
<td>NI trade with GB provided</td>
</tr>
<tr>
<td><strong>DATA SOURCE</strong></td>
<td>Administrative data source – it is a legal requirement for all VAT registered businesses to supply this data</td>
<td>Survey-based data source – associated drawbacks include respondent bias, error, gaps in survey coverage, sampling error etc.</td>
</tr>
<tr>
<td><strong>THRESHOLDS</strong></td>
<td>Businesses included must have EU exports and imports above the Intrastat threshold (exports &gt;£250k, imports &gt; £500k). Detailed information on smaller traders is not available</td>
<td>Businesses surveyed must have turnover above the VAT threshold (£85k in 2017/18). Information on smaller businesses is therefore available from NIETS.</td>
</tr>
<tr>
<td><strong>GOODS AND SERVICES DATA COLLECTED</strong></td>
<td>Trade in goods only</td>
<td>Trade in goods and services</td>
</tr>
<tr>
<td><strong>CLASSIFICATION OF DATA COLLECTED</strong></td>
<td>Estimates provided at product level using the Standard International Trade Classification (SITC) and so only broadly comparable with NIETS.</td>
<td>Estimates provided at industry level using the Standard Industrial Classification (SIC 2007) and so only broadly comparable with HMRC</td>
</tr>
<tr>
<td><strong>TIMELINESS</strong></td>
<td>New up-to-date data published quarterly</td>
<td>Previous year data published annually. 2022 data published in December 2023.</td>
</tr>
</tbody>
</table>
Other Data Sources

**UK Trade in Services by Subnational Areas of the UK (Office for National Statistics)**
- Provides experimental estimated value of exports and imports of services for 2018 for NUTS1, NUTS2, NUTS3 and 15 city regions, including industry and non-EU and EU split.
- Use the International Trade in Services Survey (ITIS) alongside UK Balance of Payments information and apportion trade value to the level of the local unit of a business from the level of the reporting unit.

**UK Trade in Services by Business Characteristics (Office for National Statistics)**
- This publication gives information about the value of trade in services by business characteristics, namely business size and ownership status.
- It is a combination of trade data from the ITIS survey and business characteristics taken from the IDBR.

**Trade and Investment Core Statistics Book (UK level only) (Department for International Trade)**
- The most up to date snapshot of the UK’s trade and investment position, summarising trade statistics produced by ONS, HMRC, DIT and others.

**DfE Secondary Analysis of the Broad Economy Sales and Exports Statistics (Department for the Economy)**
- The Department for the Economy in NI has published reports and research projects based on secondary analysis of NISRA’s Broad Economy Sales and Exports Statistics; these include:
  - Northern Ireland businesses: trade flows, surplus and deficit
  - External selling of goods and services: rewards and risks
  - Trade patterns and business characteristics
Contacts

For further information please contact:

Patrick O’Kane (Patrick.okane@nisra.gov.uk / 028 9025 5161)
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