Overview of Northern Ireland Trade
22nd October 2021
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 Broad Economy Sales and Exports Statistics (BESES).

 Estimates quoted throughout this report may not sum due to rounding.
Exports / External sales
### Total Value of NI Sales and Exports by Destination 2018-2019 (£billion)

<table>
<thead>
<tr>
<th>Destination</th>
<th>NI External Sales(^2) to</th>
<th>NI Exports(^3) to</th>
<th>Total Exports (IE+REU+RoW)</th>
<th>Great Britain (GB)</th>
<th>Total External Sales (GB+Exports)</th>
<th>Sales Within NI</th>
<th>Total Sales (NI + External Sales)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ireland (IE)</td>
<td>Rest of EU (REU)</td>
<td>Rest of World (RoW)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018 £bn</td>
<td>4.1</td>
<td>2.7</td>
<td>4.9</td>
<td>11.7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019 £bn</td>
<td>4.5</td>
<td>2.4</td>
<td>4.8</td>
<td>11.7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Change (%)</td>
<td>9.9</td>
<td>-11.0</td>
<td>-1.2</td>
<td>0.4</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. Total sales represents sales within NI + total external sales
2. External sales represents sales made outside NI (sales to GB, IE, REU and RoW)
3. Exports represent all sales made outside the UK (sales to IE, REU and RoW)
In 2019:

- NI sales to GB were worth 2.5 times more than NI exports to Ireland;
- Total exports exceeded sales to GB for the second year in a row;
- IE remains NI’s single largest export market

\*Sales to GB are not “exports”, which are defined as sales outside the UK
Total NI Sales by Broad Destination (£billion), 2019

Source: Broad Economy Sales and Exports Statistics
Sales of Goods and Services by Broad Destination (£billion), 2019

Total Sales (£71.9bn)
- NI Goods (£31.9bn)
- NI Services (£17.1bn)
- Total Goods (£47.8bn)
- Total Services (£24.1bn)
- External Goods (£15.9bn)

GB Goods (£6.8bn)
- GB Services (£4.5bn)
- Export Goods (£9.1bn)

IE Goods (£9.4bn)
- IE Services (£4.1bn)
- Export Services (£2.6bn)

REU Goods (£2.0bn)
- REU Services (£0.4bn)

ROW Goods (£3.7bn)
- ROW Services (£1.1bn)
In 2019:

- Total sales were worth £71.9bn

- **Goods** accounted for 66% of total sales

- **Services** accounted for 34% of total sales
In 2019:

- Total external sales were worth £23.0bn
- **Goods** accounted for 69% of external sales
- **Services** accounted for 31% of external sales
In 2019:

- **Total exports were worth £11.7bn**
- **Goods** accounted for 78% of exports
- **Services** accounted for 22% of exports
Sales by NI businesses within NI accounted for 68% of total sales

<table>
<thead>
<tr>
<th>2019 Summary</th>
<th>Value (£billion)</th>
<th>Share of Total Sales (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to IE</td>
<td>4.5</td>
<td>6%</td>
</tr>
<tr>
<td>Sales to REU</td>
<td>2.4</td>
<td>3%</td>
</tr>
<tr>
<td>Sales to RoW</td>
<td>4.8</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Total Exports¹</strong></td>
<td><strong>11.7</strong></td>
<td><strong>16%</strong></td>
</tr>
<tr>
<td>Sales to GB</td>
<td>11.3</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Total External Sales²</strong></td>
<td><strong>23.0</strong></td>
<td><strong>32%</strong></td>
</tr>
<tr>
<td>Sales within NI</td>
<td>48.9</td>
<td>68%</td>
</tr>
<tr>
<td><strong>Total Sales³</strong></td>
<td><strong>71.9</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

¹Exports represent all sales made outside the UK (sales to IE, REU and RoW)
²External sales represents sales made outside NI (sales to GB, IE, REU and RoW)
³Total sales represents sales within NI + total external sales
NI sales to GB accounted for 49% of total external sales and 16% of total sales

<table>
<thead>
<tr>
<th>2019 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to GB</td>
<td>11.3</td>
<td>49%</td>
</tr>
<tr>
<td><strong>Total External Sales</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td><strong>23.0</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Sales to GB</td>
<td>11.3</td>
<td>16%</td>
</tr>
<tr>
<td><strong>Total Sales</strong>&lt;sup&gt;2&lt;/sup&gt;</td>
<td><strong>71.9</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

<sup>1</sup>External sales represents sales made outside NI (sales to GB, IE, REU and RoW)

<sup>2</sup>Total sales represents sales within NI + total external sales
Total goods and services sold to GB: £11.3 billion
NI sales to IE were 38% of total exports, 20% of total external sales and 6% of total sales.

<table>
<thead>
<tr>
<th>2019 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales to IE</td>
<td>4.5</td>
<td>38%</td>
</tr>
<tr>
<td>Sales to REU</td>
<td>2.4</td>
<td>21%</td>
</tr>
<tr>
<td>Sales to RoW</td>
<td>4.8</td>
<td>41%</td>
</tr>
<tr>
<td><strong>Total Exports</strong>¹</td>
<td><strong>11.7</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Sales to IE</td>
<td>4.5</td>
<td>20%</td>
</tr>
<tr>
<td><strong>Total External Sales</strong>²</td>
<td><strong>23.0</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Sales to IE</td>
<td>4.5</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Total Sales</strong>³</td>
<td><strong>71.9</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

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

**Broad Economy Sales and Exports Statistics, NISRA 2019**
Total goods and services sold to Ireland: £4.5 billion
## Value of sales/exports of goods and services by business size and destination, 2019 (£million)

<table>
<thead>
<tr>
<th>Category</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>7,546</td>
<td>4,576</td>
<td>2,969</td>
<td>1,289</td>
<td>733</td>
</tr>
<tr>
<td></td>
<td></td>
<td>10-49</td>
<td>13,858</td>
<td>9,358</td>
<td>4,501</td>
<td>2,519</td>
</tr>
<tr>
<td>Small</td>
<td>50-249</td>
<td>12,259</td>
<td>7,454</td>
<td>4,805</td>
<td>2,629</td>
<td>1,517</td>
</tr>
<tr>
<td>Medium</td>
<td>250+</td>
<td>15,275</td>
<td>10,494</td>
<td>4,781</td>
<td>3,363</td>
<td>1,480</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>48,938</td>
<td>31,882</td>
<td>17,056</td>
<td>11,279</td>
<td>6,813</td>
</tr>
</tbody>
</table>

*Broad Economy Sales and Exports Statistics, NISRA 2019*
Number of sellers/exporters of goods and services by business size and destination*, 2019

<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>Total</td>
<td>Goods</td>
<td>Services</td>
<td>Total</td>
<td>Goods</td>
</tr>
<tr>
<td>Micro 0-9</td>
<td>35,996</td>
<td>16,377</td>
<td>24,821</td>
<td>5,901</td>
<td>2,835</td>
</tr>
<tr>
<td>Small 10-49</td>
<td>11,840</td>
<td>7,344</td>
<td>7,480</td>
<td>3,870</td>
<td>2,619</td>
</tr>
<tr>
<td>Medium 50-249</td>
<td>1271</td>
<td>815</td>
<td>911</td>
<td>599</td>
<td>441</td>
</tr>
<tr>
<td>Large 250+</td>
<td>254</td>
<td>161</td>
<td>166</td>
<td>116</td>
<td>83</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>24,698</strong></td>
<td><strong>33,377</strong></td>
<td><strong>10,487</strong></td>
<td><strong>5,978</strong></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.
NISRA’s Broad Economy Sales and Exports Statistics estimate that during 2019:

- Total sales were estimated to be worth £71.9 billion, an increase of 4.6% (£3.2 billion).
- Sales within NI increased by £2.4 billion to £48.9 billion, up 5.2% over the year and are at the highest level since the survey commenced in 2011.
- Sales to GB increased by 6.6% (£0.7 billion) to £11.3 billion.
- External sales (sales to all markets outside NI) increased by £745 million (3.3%) to £23.0 billion, and accounted for almost a third (32.0%) of total sales.
- Exports (sales outside the UK) increased by £45 million (0.4%) to £11.7 billion.
- Exports to IE increased by £404 million (9.9%) to £4.5 billion.
- Exports to the REU (excluding IE) decreased by 299 million (11.0%) to £2.4 billion.
- Exports to the RoW decreased by £60 million (1.2%) to £4.8 billion.
Imports / External purchases
# Total Value of NI Purchases and Imports by Origin 2018-2019 (£ billion)

<table>
<thead>
<tr>
<th>Destination</th>
<th>Total Purchases(^1) by NI Businesses</th>
<th>NI External Purchases(^2) from</th>
<th>NI Imports(^3) from</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></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ireland (IE)</td>
<td>2018 £bn</td>
<td>2.8</td>
<td>2.4</td>
<td>8.0</td>
<td>13.9</td>
<td>21.9</td>
<td>24.2</td>
</tr>
<tr>
<td></td>
<td>2019 £bn</td>
<td>3.0</td>
<td>2.6</td>
<td>7.9</td>
<td>13.4</td>
<td>21.3</td>
<td>25.1</td>
</tr>
<tr>
<td></td>
<td>Annual Change (%)</td>
<td>6.6</td>
<td>-19.3</td>
<td>9.1</td>
<td>-3.4</td>
<td>-2.8</td>
<td>3.6</td>
</tr>
</tbody>
</table>

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

Source: Broad Economy Sales and Exports Statistics 2019, NISRA
In 2019, NI purchases from GB were worth:

- 1.7 times more than all imports\(^1\); and
- 4.5 times more than NI imports from Ireland

IE remains NI’s single largest import\(^1\) 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), 2019

Total Purchases (£46.4bn)
- NI Goods (£18.5bn)
- GB Goods (£11.1bn)
- IE Goods (£2.3bn)
- REU Goods (£2.1bn)
- ROW Goods (£2.3bn)

Total Goods (£36.6bn)
- NI Goods (£18.5bn)
- GB Goods (£11.1bn)
- IE Goods (£2.3bn)
- REU Goods (£2.1bn)
- ROW Goods (£2.3bn)

External Goods (£19.1bn)
- NI Goods (£18.5bn)
- GB Goods (£11.1bn)
- IE Goods (£2.3bn)
- REU Goods (£2.1bn)
- ROW Goods (£2.3bn)

Total Services (£9.8bn)
- NI Services (£6.6bn)
- GB Services (£2.3bn)
- IE Services (£0.4bn)
- REU Services (£0.2bn)
- ROW Services (£0.3bn)

External Services (£3.2bn)
- NI Goods (£18.5bn)
- GB Goods (£11.1bn)
- IE Goods (£2.3bn)
- REU Goods (£2.1bn)
- ROW Goods (£2.3bn)

Import Goods (£7.0bn)
- NI Goods (£18.5bn)
- GB Goods (£11.1bn)
- IE Goods (£2.3bn)
- REU Goods (£2.1bn)
- ROW Goods (£2.3bn)

Import Services (£0.8bn)
- NI Goods (£18.5bn)
- GB Goods (£11.1bn)
- IE Goods (£2.3bn)
- REU Goods (£2.1bn)
- ROW Goods (£2.3bn)
In 2019:

- Total purchases were worth £46.4bn
- **Goods** accounted for 79% of total purchases
- **Services** accounted for 21% of total purchases

Data only available from 2013 onwards
In 2019:

- **Total external purchases** were worth £21.3bn
- **Goods** accounted for 85% of external purchases
- **Services** accounted for 15% of external purchases

1 Data only available from 2013 onwards
In 2019:

- Total imports were worth £7.9bn
- **Goods** accounted for 89% of imports
- **Services** accounted for 11% of imports
Purchases by NI businesses within NI accounted for 54% of total purchases

<table>
<thead>
<tr>
<th>2018 Summary</th>
<th>Value (£billion)</th>
<th>Share of Total Sales (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imports from IE</td>
<td>3.0</td>
<td>6%</td>
</tr>
<tr>
<td>Imports from REU</td>
<td>2.3</td>
<td>5%</td>
</tr>
<tr>
<td>Imports from RoW</td>
<td>2.6</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Total Imports</strong></td>
<td><strong>7.9</strong></td>
<td><strong>17%</strong></td>
</tr>
<tr>
<td>Purchases from GB</td>
<td>13.4</td>
<td>29%</td>
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<tr>
<td><strong>Total External Purchases</strong></td>
<td><strong>21.3</strong></td>
<td><strong>46%</strong></td>
</tr>
<tr>
<td>Purchases within NI</td>
<td>25.1</td>
<td>54%</td>
</tr>
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<td><strong>Total Purchases</strong></td>
<td><strong>46.4</strong></td>
<td><strong>100%</strong></td>
</tr>
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1Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)
2External purchases represents purchases made outside NI (purchases from GB, IE, REU and RoW)
3Total purchases represents purchases within NI + total external purchases
NI purchases from GB accounted for 63% of total external purchases and 29% of total purchases

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<thead>
<tr>
<th>2018 Summary</th>
<th>Value (£billion)</th>
<th>Share (%)</th>
</tr>
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<tbody>
<tr>
<td>Purchases from GB</td>
<td>13.4</td>
<td>63%</td>
</tr>
<tr>
<td><strong>Total External Purchases</strong>¹</td>
<td><strong>21.3</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Purchases from GB</td>
<td>13.4</td>
<td>29%</td>
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<tr>
<td><strong>Total Purchases</strong>²</td>
<td><strong>46.4</strong></td>
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¹External purchases represent purchases made outside NI (purchases from GB, IE, REU and RoW)
²Total purchases represent purchases within NI + total external purchases
In 2019 local Wholesale and Retail businesses purchased £7.3 billion or 66% of all goods purchased from GB businesses (£11.1 billion)

Total goods purchased from GB £11.1 billion
Top 30 NI Industries Purchasing Goods from GB by Value (£million), 2018

In 2018 local Wholesale and Retail businesses purchased £6.5bn or 63% of all goods purchased from GB businesses (£10.4bn)

Total goods purchased from GB £10.4bn

1 Disclosive cells have been excluded

Broad Economy Sales & Exports Statistics (BESES) 2019 Purchases & Imports is due to be published later in 2021

1 Broad Economy Sales and Exports Statistics, NISRA 2018
NI imports from IE were 38% of total imports, 14% of total external purchases and 6% of total purchases

<table>
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<tr>
<th>2018 Summary</th>
<th>Value (£billion)</th>
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<tbody>
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<td>38%</td>
</tr>
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<td>Imports from REU</td>
<td>2.3</td>
<td>29%</td>
</tr>
<tr>
<td>Imports from RoW</td>
<td>2.6</td>
<td>33%</td>
</tr>
<tr>
<td><strong>Total Imports</strong></td>
<td><strong>7.9</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Imports from IE</td>
<td>3.0</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Total External Purchases</strong></td>
<td><strong>21.3</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Imports from IE</td>
<td>3.0</td>
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</tr>
<tr>
<td><strong>Total Purchases</strong></td>
<td><strong>46.4</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 represents purchases made outside NI (purchases from GB, IE, REU and RoW)
3Total purchases represents purchases within NI + total external purchases
Total goods purchased from Ireland: £2.6 billion

Top 30 NI Industries Purchasing Goods from Ireland by Value (£million), 2019

1Disclosive cells have been excluded
## Value of Purchases/Imports of Goods and Services by Business size and Destination, 2019 (£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</td>
<td>0-9</td>
<td>3,923</td>
<td>2,840</td>
<td>1,083</td>
<td>1,374</td>
</tr>
<tr>
<td>Small</td>
<td>10-49</td>
<td>7,008</td>
<td>5,314</td>
<td>1,695</td>
<td>2,909</td>
</tr>
<tr>
<td>Medium</td>
<td>50-249</td>
<td>5,582</td>
<td>3,688</td>
<td>1,895</td>
<td>3,782</td>
</tr>
<tr>
<td>Large</td>
<td>250+</td>
<td>8,563</td>
<td>6,654</td>
<td>1,909</td>
<td>5,347</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>25,077</td>
<td>18,495</td>
<td>6,582</td>
<td>13,412</td>
</tr>
</tbody>
</table>

Broad Economy Sales and Exports Statistics, NISRA 2019
# Number of Purchasers/Importers of Goods and Services by Business size and Destination*, 2019

<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</td>
<td>0-9</td>
<td>36,207</td>
<td>30,088</td>
<td>24,636</td>
<td>9,277</td>
</tr>
<tr>
<td>Small</td>
<td>10-49</td>
<td>11,965</td>
<td>11,137</td>
<td>9,907</td>
<td>5,704</td>
</tr>
<tr>
<td>Medium</td>
<td>50-249</td>
<td>1,293</td>
<td>1,201</td>
<td>1,217</td>
<td>874</td>
</tr>
<tr>
<td>Large</td>
<td>250+</td>
<td>267</td>
<td>254</td>
<td>255</td>
<td>176</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>49,731</td>
<td>42,680</td>
<td>36,016</td>
<td>16,032</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 Broad Economy Sales and Exports Statistics: Purchases and Imports Results estimate that during 2019:

• Total purchases by companies in NI were estimated to be worth £46.4 billion, an increase of 0.5% (£0.2 billion) over the year.
• Imports were estimated to be worth £7.9 billion, a decrease of 1.8% (£0.1 billion).
• Imports from IE were estimated to be worth £3.0 billion, an increase of 6.6% (£0.2 billion).
• Imports from REU were estimated to be worth £2.3 billion, a decrease of 19.3% (£0.5 billion).
• Imports from ROW were estimated to be worth £2.6 billion, an increase of 9.1% (£0.2 billion).
• Purchases from GB were estimated to be worth £13.4 billion, a decrease of 3.4% (£0.5 billion).
Northern Ireland Trade Balances
In 2019 NI showed a:

- **Surplus** in goods trade with IE (£1.5bn), REU (£0.1bn) and the ROW (£2.2bn)

- **Deficit** in goods trade with GB (£2.1bn)
In 2019 NI showed a:

- **Surplus** in goods trade with IE (£0.4bn) and the ROW (£1.4bn)
- **Deficit** in goods trade with GB (£4.3bn) and the REU (£0.1bn)
In 2019 NI showed a:

- **Surplus** in services trade with all four regions:
  - GB (£2.2bn)
  - IE (£0.7bn)
  - REU (£0.2bn)
  - ROW (£0.3bn)
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 BESES.

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).
NI’s export value (£7.8bn) was worth 2.7% of the UK’s total export value (£293.6bn) in 2020. These are the 34 sectors in which NI’s share of the UK total is above 2.7.

Products¹ where NI’s share of exports exceeds contribution to total UK exports (£million), 2020

¹Split by SITC2 - Division
NI Trade in Goods with IE
£3.1 bn of goods exported from NI to IE in 2020

Top 3 goods\(^1\) that NI exported to IE during 2020:

1. ‘**Food and Live Animals**’ was worth 31% (£938m) of total NI exports to IE.
   - Within this the dominant product divisions\(^2\) were ‘Dairy Products and Birds’ Eggs’ (34% or £319m) and ‘Meat and Meat Preparations’ (16% or £149m), which together accounted for 50% of ‘Food and Live Animals’ exports to IE.

2. ‘**Manufactured Goods Classified Chiefly by Material**’ was worth 19% (£577m) of NI exports to IE.
   - This was predominantly made up of ‘Manufactures of Metal n.e.s\(^3\)’ (37% or £216m) and ‘Non-Metallic Mineral Manufactures n.e.s’ (14% or £80m).

3. ‘**Machinery and Transport Equipment**’ accounted for 16% (£477m) of NI exports to IE.
   - The dominant divisions were ‘Road Vehicles (including Air Cushion Vehicles)’ (39% or £185m) and ‘Machinery Specialized for Particular Industries’ (29% or £138m).

Combined, the three products above accounted for £2.0bn (65%) of all exports from NI to IE in 2020.

---

\(^1\) SITC 1 – Section
\(^2\) SITC 2 – Division
\(^3\) n.e.s = not elsewhere specified
Top 3 Goods¹ that NI Exported to IE in 2020
(Split by Division²)

Overall, £3.1bn goods exported from NI to IE in 2020

1 SITC 1 - Section
2 SITC 2 – Division
3 As a proportion of total exports of goods from NI to IE
HMRC Regional Trade Statistics estimate a value of £3.1bn goods were exported from NI to IE in 2020.

The top ten products (by SITC2 - Division) accounted for £1.7bn, 54% of all exported goods to IE.

1 Split by SITC 2 - Division
£2.1 bn of goods imported from IE to NI in 2020

Top 3 goods that NI imported from IE during 2020:

1. ‘Food and Live Animals’ was worth 38% (£814m) of total NI imports from IE.
   • Within this the dominant product divisions were ‘Meat and Meat Preparations’ (36% or £291m) and ‘Dairy Products & Birds’ Eggs’ (18% or £149m), which together accounted for 54% of ‘Food and Live Animals’ imports from IE.

2. ‘Chemicals & related products, n.e.s\(^1\)’ was worth 19% (£397m) of NI imports from IE.
   • The dominant divisions were ‘Medicinal & pharmaceutical products’ (55% or £219m) and ‘Essential oils & perfume materials; toilet preps etc’ (16% or £65m).

3. ‘Manufactured Goods Classified Chiefly by Material’ accounted for 13% (£274m) of NI imports from IE.
   • This was predominantly made up of ‘Non-metallic mineral manufactures n.e.s.’ (37% or £101m) and ‘Manufactures of metal n.e.s.’ (19% or £52m).

Combined, the three products above accounted for £1.5bn (70%) of all imports from IE to NI in 2019.

\(^1\) n.e.s = not elsewhere specified
Top 3 Goods\(^1\) that NI Imported from IE in 2020
(Split by Division\(^2\))

Overall, £2.1bn goods imported from IE to NI in 2020

- **Food & Live Animals**: £814m (38%\(^3\))
  - 01 - Meat & meat preparations
  - 02 - Dairy products & birds' eggs
  - 04 - Cereals & cereal preparations
  - OTHER

- **Chemicals & Related Products, n.e.s**: £397m (19%\(^3\))
  - 54 - Medicinal & pharmaceutical products
  - 55 - Essential oils & perfume materials; toilet preps etc
  - 59 - Chemical materials & products n.e.s.
  - OTHER

- **Manufactured Goods Classified Chiefly by Material**: £274m (13%\(^3\))
  - 66 - Non-metallic mineral manufactures n.e.s.
  - 69 - Manufactures of metal n.e.s.
  - 64 - Paper, paperboard & manufactures thereof
  - OTHER

---

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

Regional Trade Statistics, HMRC 2020
HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2020

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
NI Trade in Goods with the REU
£1.8bn of goods exported from NI to the REU in 2020

Top 3 goods that NI exported to the REU during 2020:

1. ‘Machinery and Transport Equipment’ was worth 36% (£631m) of total NI exports from NI to the REU.
   - Within this sector the dominant product divisions were ‘Machinery Specialized for Particular Industries’ (35% or £221m) and ‘General Industrial Machinery and Equipment and Machine Parts n.e.s.1’ (33% or £209m) which together accounted for 68% of ‘Machinery and Transport Equipment’ exports to the REU.

2. ‘Miscellaneous Manufactured Articles’ which was worth 18% (£313m) of NI exports to the REU.
   - The dominant divisions were ‘Furniture and Parts Thereof; Bedding, Mattresses etc.’ (35% or £110m) and ‘Professional, Scientific and Controlling Instruments and Apparatus n.e.s’ (32% or £101m).

3. ‘Food and Live Animals’ accounted for 16% (£286m) of NI exports to the REU.
   - This was predominantly made up of ‘Dairy Products and Birds’ Eggs’ (48% or £136m) and ‘Meat and Meat Preparations’ (35% or £99m).

Combined, the three products above accounted for £1.2bn (69%) of all exports from NI to the REU in 2020.

1 n.e.s = not elsewhere specified
Top 3 Goods\(^1\) that NI Exported to REU in 2020
(Split by Division\(^2\))

**Machinery & Transport Equipment**
- £631m (36\(^3\)%)
  - 72 - Machinery specialized for particular industries
  - 74 - General industrial machinery & eqp. & machine pt.n.e.s.
  - 79 - Other transport equipment
  - OTHER

**Miscellaneous Manufactured Articles**
- £313m (18\(^3\)%)
  - 82 - Furniture & parts thereof; bedding, mattresses etc
  - 87 - Professional, scientific & controlling ins & app n.e.s.
  - 84 - Articles of apparel & clothing accessories
  - OTHER

**Food & Live Animals**
- £286m (16\(^3\)%)
  - 02 - Dairy products & birds' eggs
  - 01 - Meat & meat preparations
  - 03 - Fish, crustaceans, molluscs & aq.inverts & preps thereof
  - OTHER

**Overall, £1.8bn goods exported from NI to REU in 2020**

---

\(^1\) 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 £1.8bn goods were exported from NI to REU in 2020.

- The top ten products (by SITC2 - Division) accounted for £1.2bn, 67% of all exported goods to REU.

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Value (£ million) 2020</th>
<th>Value (£ million) 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>72 - Machinery specialized for particular industries</td>
<td>£221</td>
<td>£270</td>
</tr>
<tr>
<td>74 - General industrial machinery &amp; eqpt. &amp; machine pt.n.e.s.</td>
<td>£209</td>
<td>£256</td>
</tr>
<tr>
<td>02 - Dairy products &amp; birds' eggs</td>
<td>£134</td>
<td>£159</td>
</tr>
<tr>
<td>65 - Textile yarn, fabrics, made up articles etc</td>
<td>£136</td>
<td>£97</td>
</tr>
<tr>
<td>82 - Furniture &amp; parts thereof; bedding, mattresses etc</td>
<td>£110</td>
<td>£196</td>
</tr>
<tr>
<td>87 - Professional, scientific &amp; controlling ins &amp; app n.e.s.</td>
<td>£136</td>
<td>£101</td>
</tr>
<tr>
<td>01 - Meat &amp; meat preparations</td>
<td>£121</td>
<td>£99</td>
</tr>
<tr>
<td>54 - Medicinal &amp; pharmaceutical products</td>
<td>£83</td>
<td>£68</td>
</tr>
<tr>
<td>28 - Metalliferous ores &amp; metal scrap</td>
<td>£63</td>
<td>£57</td>
</tr>
<tr>
<td>79 - Other transport equipment</td>
<td>£85</td>
<td>£54</td>
</tr>
</tbody>
</table>

1Split by SITC 2 - Division
£2.4bn of goods were imported from the REU to NI in 2020

Top 3 goods that NI imported from the REU during 2020:

1. ‘Machinery and Transport Equipment’ was worth 24% (£589m) of total NI imports from the REU to NI.
   - Within this the dominant product divisions were ‘Machinery Specialized for Particular Industries’ (23% or £136m) and ‘Other Transport Equipment’ (20% or £116m), which together accounted for 43% of ‘Machinery and Transport Equipment’ imports from the REU.

2. ‘Chemicals & Related Products, n.e.s\(^1\)’ was worth 19% (£470m) of NI imports from the REU to NI.
   - The dominant divisions were ‘Plastics in Primary Forms’ (41% or £194m) and ‘Organic Chemicals’ (15% or £68m).

3. ‘Food & Live Animals’ accounted for 17% (£417m) of NI imports from the REU to NI.
   - This was predominantly made up from ‘Meat & Meat Preparations’ (36% or £151m) and ‘Vegetables & Fruit’ (23% or £95m).

Combined, the three products above accounted for £1.5bn (61%) of all imports from the REU to NI in 2020.

\(^1\) n.e.s = not elsewhere specified

Regional Trade Statistics, HMRC 2020
Top 3 Goods\(^1\) that NI Imported from REU in 2020

(Split by Division\(^2\))

**Machinery & Transport Equipment**
- £589m (24%\(^3\))
  - 72 - Machinery specialized for particular industries
  - 79 - Other transport equipment
  - 74 - General industrial machinery & eqpt. & machine pt.n.e.s.
  - OTHER

**Chemicals & Related Products, n.e.s**
- £470m (19%\(^3\))
  - 57 - Plastics in primary forms
  - 51 - Organic chemicals
  - 54 - Medicinal & pharmaceutical products
  - OTHER

**Food & Live Animals**
- £417m (17%\(^3\))
  - 01 - Meat & meat preparations
  - 04 - Cereals & cereal preparations
  - 05 - Vegetables & fruit
  - OTHER

---

**Overall, £2.4bn goods imported from REU to NI in 2020**

---

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

Regional Trade Statistics, HMRC 2020
HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2020

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
NI Trade in Goods with the RoW
£3.0bn of goods were exported from NI to the RoW in 2020

Top 3 goods that NI exported to the RoW during 2020:

1. ‘Machinery and Transport Equipment’ – 51% (£1.5bn) of total NI exports to the RoW.
   - Within this the dominant product divisions were ‘Other Transport Equipment’ (32% or £491m) and ‘Machinery Specialized for Particular Industries’ (23% or £352m), which together accounted for 55% of ‘Machinery and Transport Equipment’ exports to the RoW.

2. ‘Chemicals and Related Products, n.e.s\(^1\)’ which was worth 17% (£521m) of NI exports to the RoW.
   - The dominant division was ‘Medicinal and Pharmaceutical Products’ which was worth £396m (76%) of ‘Chemicals and Related Products, n.e.s’ exports to the RoW.

3. ‘Miscellaneous Manufactured Articles’ accounted for 16% (£491m) of NI exports to the RoW.
   - This was predominately made from ‘Furniture and Parts Thereof; Bedding, Mattresses etc.’ (58% or £284m) and ‘Professional, Scientific and Controlling Instruments and Apparatus n.e.s’ (30% or £146m).

Combined, the three products above accounted for £2.5bn (85%) of all exports from NI to the RoW in 2020.

\(^1\) n.e.s = not elsewhere specified
Top 3 Goods\(^1\) that NI Exported to ROW in 2020
(Split by Division\(^2\))

Overall, £3.0bn goods exported from NI to ROW in 2020

1 SITC 1 - Section
2 SITC 2 – Division
3 As a proportion of total exports of goods from NI to ROW

**Machinery & Transport Equipment**
- £1.5bn (36\(\%\))
  - 79 - Other transport equipment
  - 72 - Machinery specialized for particular industries
  - 77 - Ele machinery, app & appliances & ele pt thereof n.e.s.
  - OTHER

**Chemicals & Related Products, n.e.s.**
- £521m (17\(\%\))
  - 54 - Medicinal & pharmaceutical products
  - 59 - Chemical materials & products n.e.s.
  - 58 - Plastics in non-primary forms
  - OTHER

**Miscellaneous Manufactured Articles**
- £491m (16\(\%\))
  - 82 - Furniture & parts thereof; bedding, mattresses etc
  - 87 - Professional, scientific & controlling ins & app n.e.s.
  - 89 - Miscellaneous manufactured articles n.e.s.
  - OTHER

**Overall, £3.0bn goods exported from NI to ROW in 2020**

Regional Trade Statistics, HMRC 2020
• HMRC Regional Trade Statistics estimate a value of £3.0bn goods were exported from NI to ROW in 2020.

• The top ten products (by SITC2 - Division) accounted for £2.5bn, 82% of all exported goods to ROW.

---

1 Split by SITC 2 - Division
Top 3 goods that NI imported from the RoW to NI during 2020:

1. ‘Machinery and Transport Equipment’ was worth 35% (£764m) 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’ (25% or £190m) and ‘Power Generating Machinery & Equipment’ (23% or £176m), which together accounted for 48% of ‘Machinery and Transport Equipment’ imports from the RoW.

2. ‘Miscellaneous Manufactured Articles’ was worth 27% (£596m) of total NI imports from the RoW.
   - The dominant divisions were ‘Articles of Apparel & Clothing Accessories’ (37% or £221m) and ‘Furniture & Parts Thereof; Bedding, Mattresses etc’ (25% or £148m).

3. ‘ Manufactured Goods Classified Chiefly by Material’ accounted for 17% (£382m) of total NI imports from the RoW.
   - This was predominantly made up from ‘Textile Yarn, Fabrics, Made Up Articles etc.’ (26% or £98m) and ‘Manufactures of Metal n.e.s.’ (24% or £91m).

Combined, the three products above accounted for £1.7bn (80%) of all imports from the RoW to NI in 2020.

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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)
Top 3 Goods\(^1\) that NI Imported from ROW in 2020
(Split by Division\(^2\))

Overall, £2.2bn goods imported from ROW to NI in 2020

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

![Diagram showing the top 3 goods imported from ROW to NI in 2020.](image-url)
HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2020

- 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
NI’s Top 5 RoW Export Partners by Value and Product, 2020

**NI’s Top 5 RoW Export Partners by Value and Product, 2020**

- **USA** £992m (33%)
  - 01 – Meat 7 meat preparations
  - 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.

- **Canada** £414m (14%)
  - 01 – Meat 7 meat preparations
  - 72 - Machinery specialized for particular industries
  - 76 - Machinery, except electrical

- **China** £137m (5%)
  - 74 - General industrial machinery & eqp. & machine pt.n.e.s.
  - 82 - Furniture & parts thereof; bedding, mattresses etc

- **Australia** £118m (4%)
  - 82 - Furniture & parts thereof; bedding, mattresses etc

- **Thailand** £214m (7%)
  - 78 - Road vehicles (including air cushion vehicles)

---

1As a proportion of total exports of goods from NI to the RoW (£3.0bn)
HMRC Regional Trade Statistics estimate a value of £992m goods were exported from NI to the USA in 2020 (33% of total RoW exported goods).

The top ten products (by SITC2) accounted for £869m, 88% of all exported goods to USA.
For more information on UK trade in goods by country and product, click here.
Northern Ireland Supply Chain Activity
### Cross-Border Supply Chain Report (2015, 2016) – Key Findings

<table>
<thead>
<tr>
<th>Supply Chain Survey/BESES data</th>
<th>Supply Chain Survey/HMRC data</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 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.</td>
<td>• 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.</td>
</tr>
<tr>
<td>• 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.</td>
<td>• When exports and imports of agri-food products (Meat &amp; 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.</td>
</tr>
<tr>
<td>• 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.</td>
<td>• 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.</td>
</tr>
<tr>
<td>• 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 adjoining the border.</td>
<td>• 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.</td>
</tr>
</tbody>
</table>
Over 1 million cross-border deliveries per annum...

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

1.2m NI-IE deliveries

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

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

0.8m NI export deliveries

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

- 66% Bilateral Agri-food and intermediate trade
- 34% Other trade

Most NI businesses make low value export deliveries...

- 78% Below average export value
- 22% Above average export value

- Average value of export trip £4,500

Percentage of NI businesses

Percentage of value of total exports

Cross-Border Supply Chain Report (2015, 2016), NISRA, June 2018
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 Broad Economy Sales and Exports Statistics (BESES)

- The BESES is an experimental measure, based on an annual survey of local businesses’ sales to markets outside Northern Ireland (NI). BESES 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 BESES provides estimates of the value of both goods and services.

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](https://www.ons.gov.uk) – 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.
## Data Sources – HMRC RTS and BESES comparison

<table>
<thead>
<tr>
<th></th>
<th>HMRC</th>
<th>BESES</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; £1.5m). 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 BESES</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 BESES</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. 2018 data published on the 19th December 2019.</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

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