

Overview of NI Trade with GB

4th April 2023

Outline

The following slides provide an analysis of Northern Ireland's current trade with Great Britain. This is a follow up to the "[Overview of Northern Ireland Trade](#)" slide pack published by NISRA on the **22nd October 2021**

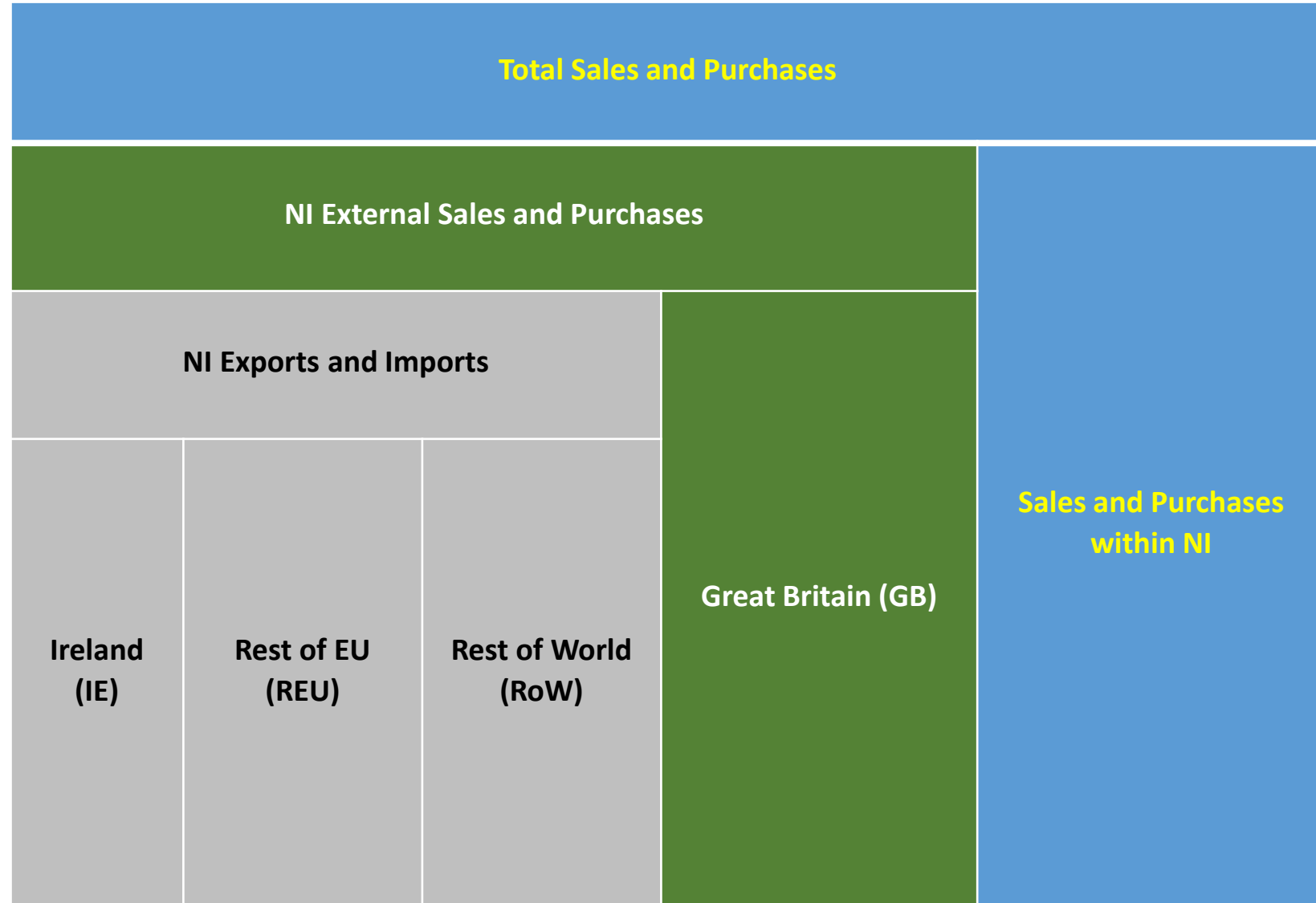
Definitions of terms

The following slides provide an analysis of NI trade in **both goods and services** as measured by [NISRA's Northern Ireland Economic Trade Statistics \(NIETS\)](#).

| Definitions | |
|---------------------|--|
| Sales within NI | Sales made by NI businesses within NI |
| External sales | Sales made outside NI (sales to GB, IE, REU and RoW) |
| Exports | All sales made outside the UK (sales to IE, REU and RoW) |
| Total sales | Sales made by NI businesses within NI + external sales |
| Purchases within NI | Purchases made by NI businesses within NI |
| External purchases | Purchases made outside NI (purchases from GB, IE, REU and RoW) |
| Imports | All purchases made outside the UK (purchases from IE, REU and RoW) |
| Total purchases | Purchases made by NI businesses within NI + external purchases |

Estimates quoted throughout this report may not sum due to rounding.

Overview of definitions



User note...

1. A purchase by a Northern Ireland business from a Great Britain business does not necessarily equate to a full market transaction. For example, some purchases will relate to a large GB company transferring goods from a distribution centre in GB to a branch located within NI.
2. It should be noted that GB might not be the origin of the product but is where businesses have reported they have purchased it from.
3. The goods figures shown here exclude sales of live animals. The services figures will also exclude transactions relating to tourism and financial services.
4. Figures shown here are based primarily on the [Northern Ireland Economic Trade Statistics \(NIETS\)](#), therefore they are survey based estimates.

NI trade in context

Total Value of NI Sales and Exports by Destination 2020-2021 (£billion)

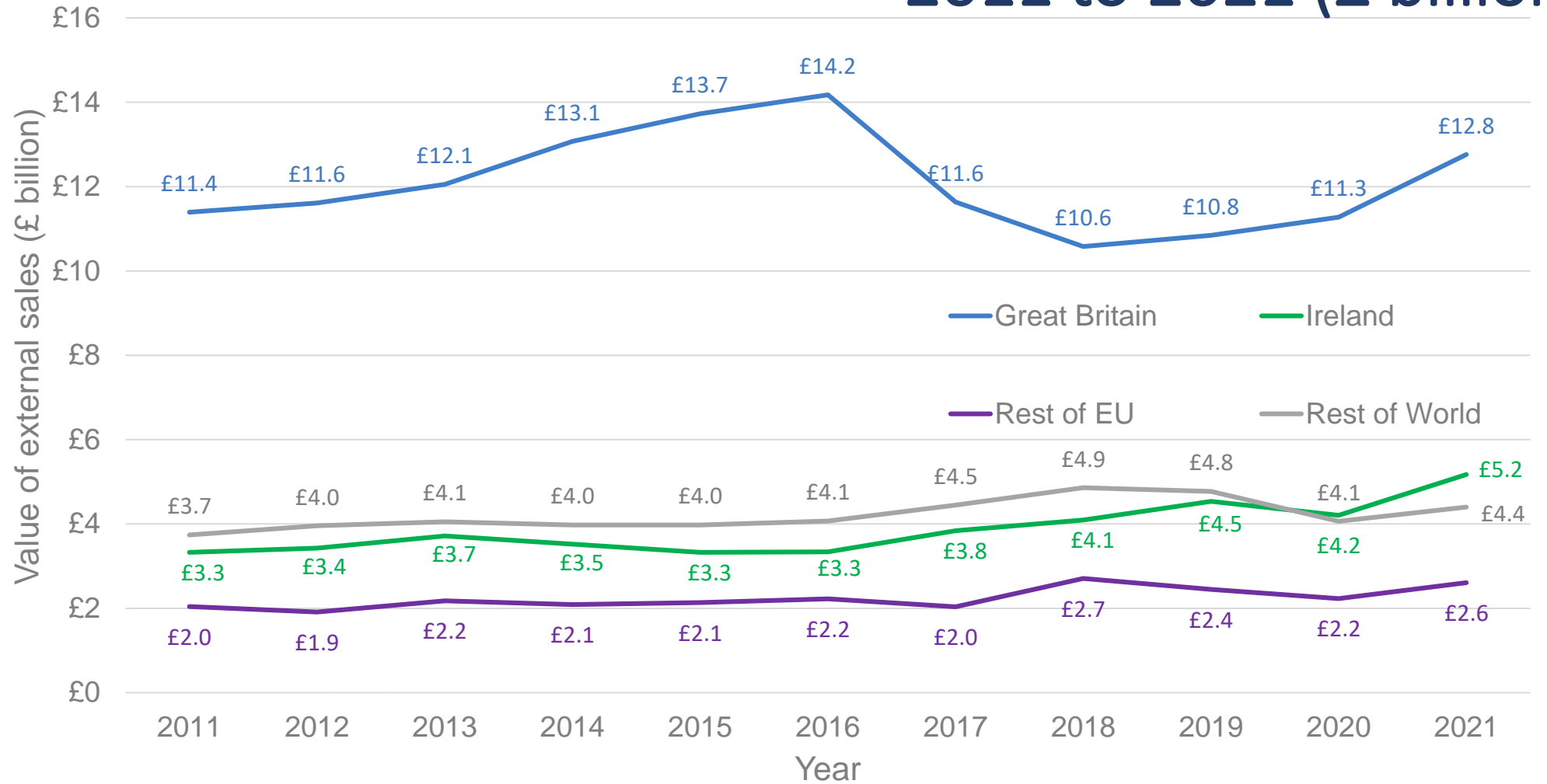
| Destination | Total Sales ¹ by NI Businesses | | | | | | | | |
|-------------------|---|------------------|---------------------|----------------------------|--|--------------------|-----------------------------------|------|------|
| | NI External Sales ² to | | | | | | | | |
| | NI Exports ³ to | | | | | | | | |
| | Ireland (IE) | Rest of EU (REU) | Rest of World (RoW) | Total Exports (IE+REU+RoW) | | Great Britain (GB) | Total External Sales (GB+Exports) | | |
| 2020 £bn | 4.2 | 2.2 | 4.1 | 10.5 | | 11.3 | 21.8 | 46.1 | 67.8 |
| 2021 £bn | 5.2 | 2.6 | 4.4 | 12.2 | | 12.8 | 24.9 | 52.1 | 77.1 |
| Annual Change (%) | 23.0 | 16.8 | 8.3 | 16.0 | | 13.1 | 14.5 | 13.2 | 13.6 |

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)

Total value of NI external sales by destination 2011 to 2021 (£ billion)



Total Value of NI Purchases and Imports by Origin 2020-2021 (£ billion)

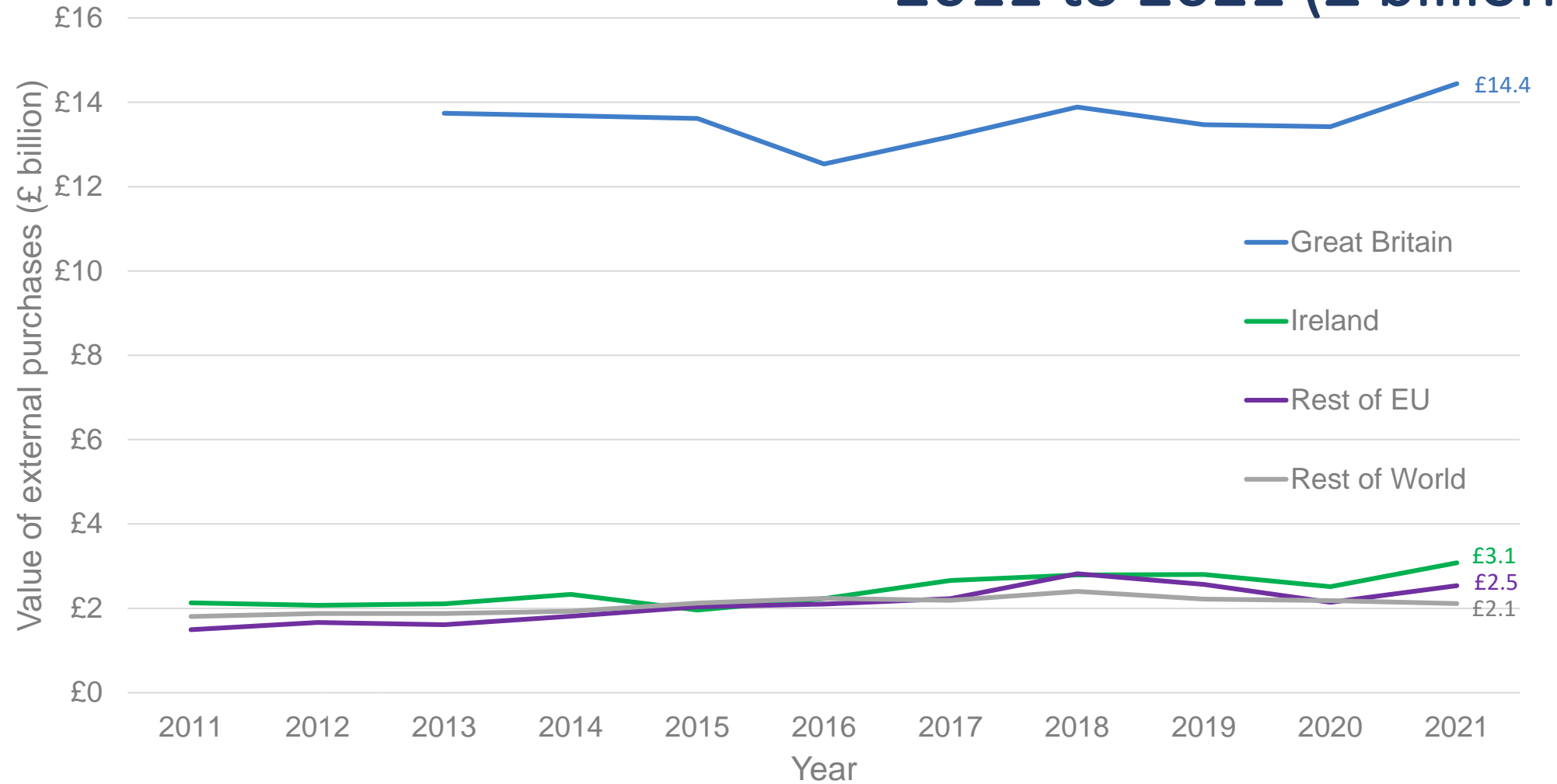
| Destination | Total Purchases ¹ by NI Businesses | | | | | | | | |
|-------------------|---|------------------|---------------------|----------------------------|--|--------------------|---------------------------------------|------|---|
| | NI External Purchases ² from | | | | | | | | |
| | NI Imports ³ from | | | | | | | | |
| | Ireland (IE) | Rest of EU (REU) | Rest of World (RoW) | Total Imports (IE+REU+RoW) | | Great Britain (GB) | Total External Purchases (GB+Exports) | | |
| 2020 £bn | 2.5 | 2.1 | 2.2 | 6.8 | | 13.4 | 20.3 | 23.8 | Total Purchases (NI + External Purchases) 44.1 |
| 2021 £bn | 3.1 | 2.5 | 2.1 | 7.7 | | 14.4 | 22.2 | 26.5 | 48.7 |
| Annual Change (%) | 22.5 | 18.2 | -3.3 | 12.9 | | 7.6 | 9.4 | 11.4 | 10.5 |

¹Total purchases represents purchases within NI + total external purchases

²External purchases represents purchases made outside NI (purchases from GB, IE, REU and RoW)

³Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)

Total value of NI external purchases by origin 2011 to 2021 (£ billion)



NI trade with GB - purchases

Northern Ireland (NI) businesses made significant use of goods & services purchased from Great Britain (GB) businesses in 2021



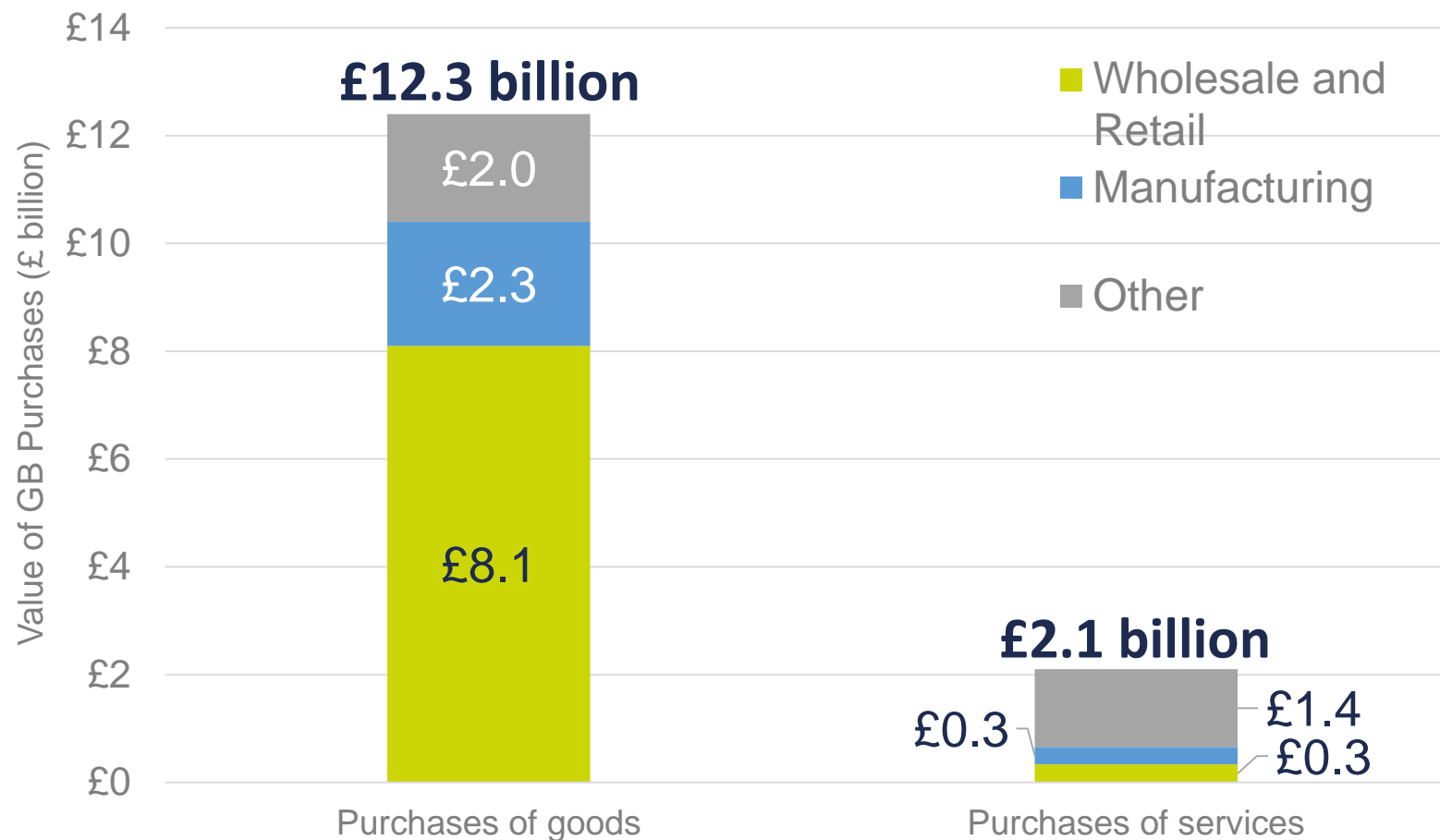
NI purchased £22.2 billion of goods and services from outside of NI in 2021

£14.4 billion (65%) of goods and services were purchased from GB in 2021

£12.3 billion (65%) of goods were purchased from GB in 2021

£2.1 billion (69%) of services were purchased from GB in 2021

66% of goods purchased by NI businesses from GB businesses were aimed at the NI Wholesale and Retail Sector in 2021



NI businesses purchased £12.3 billion of goods and £2.1 billion of services from GB businesses in 2021

Local Wholesale and Retail businesses accounted for £8.1 billion (66%) of all goods purchased from GB businesses

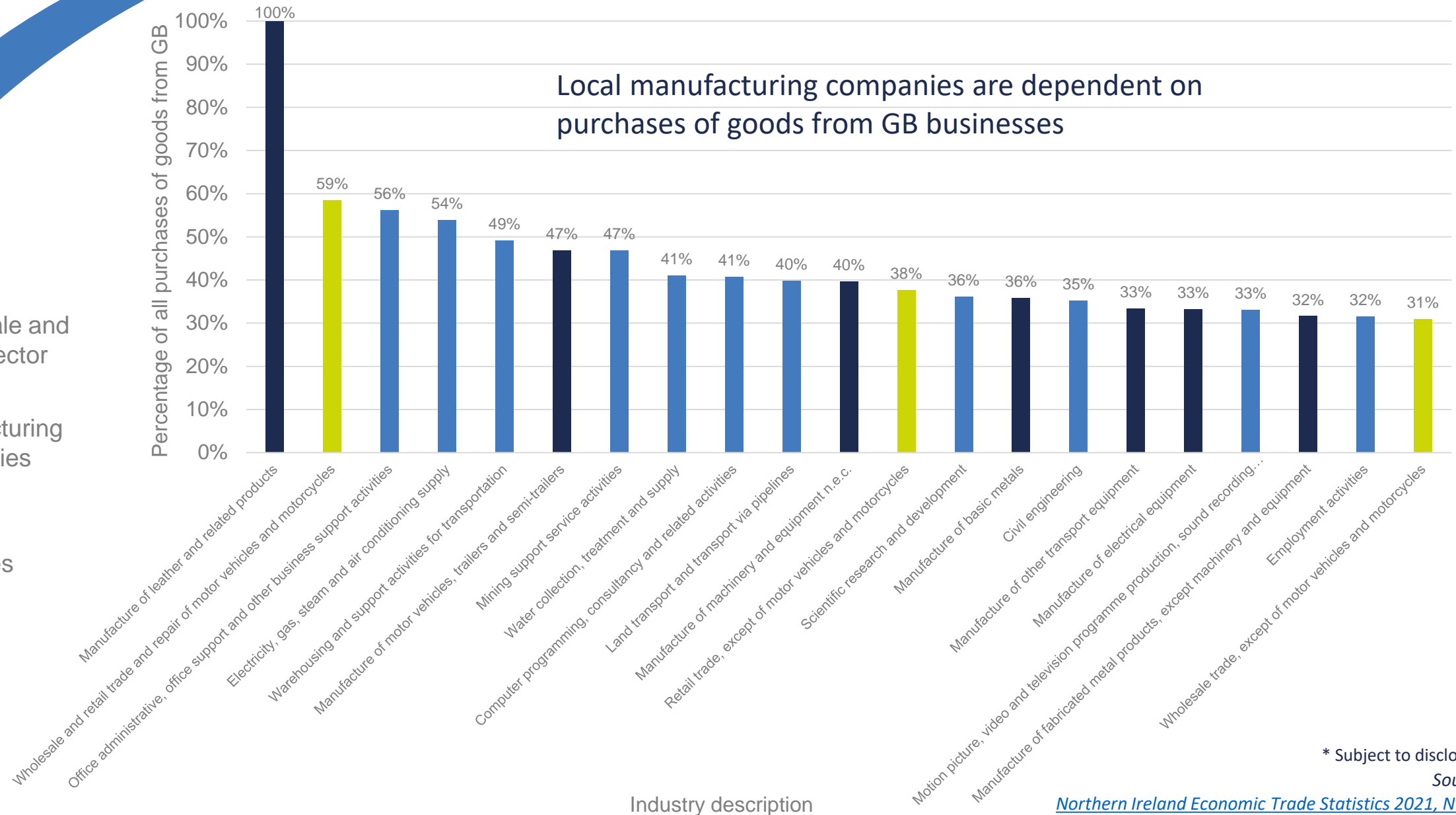
Top 30 NI Industries Purchasing Goods from GB by Value (£million), 2021¹

Total goods
purchased
from GB
£12.3 billion



¹ Disclosive cells have been excluded

NI industries* most dependent on purchases of goods from GB businesses (more than 30% of all purchases), 2021



* Subject to disclosure

Source:

[Northern Ireland Economic Trade Statistics 2021, NISRA](#)

Total value of NI purchases of goods and value of goods purchased from GB by business size, 2021 (£ billion)

- 28% (£2.3 billion) of the value of all purchases of goods by NI micro-businesses are from GB businesses
- 29% (£3.0 billion) of the value of all purchases of goods by NI small businesses are from GB businesses
- 36% (£2.8 billion) of the value of all purchases of goods by NI medium businesses are from GB businesses
- 34% (£4.2 billion) of the value of all purchases of goods by NI large businesses are from GB businesses



NI trade with GB - sales

Over half of all goods and services sold outside NI were to GB in 2021



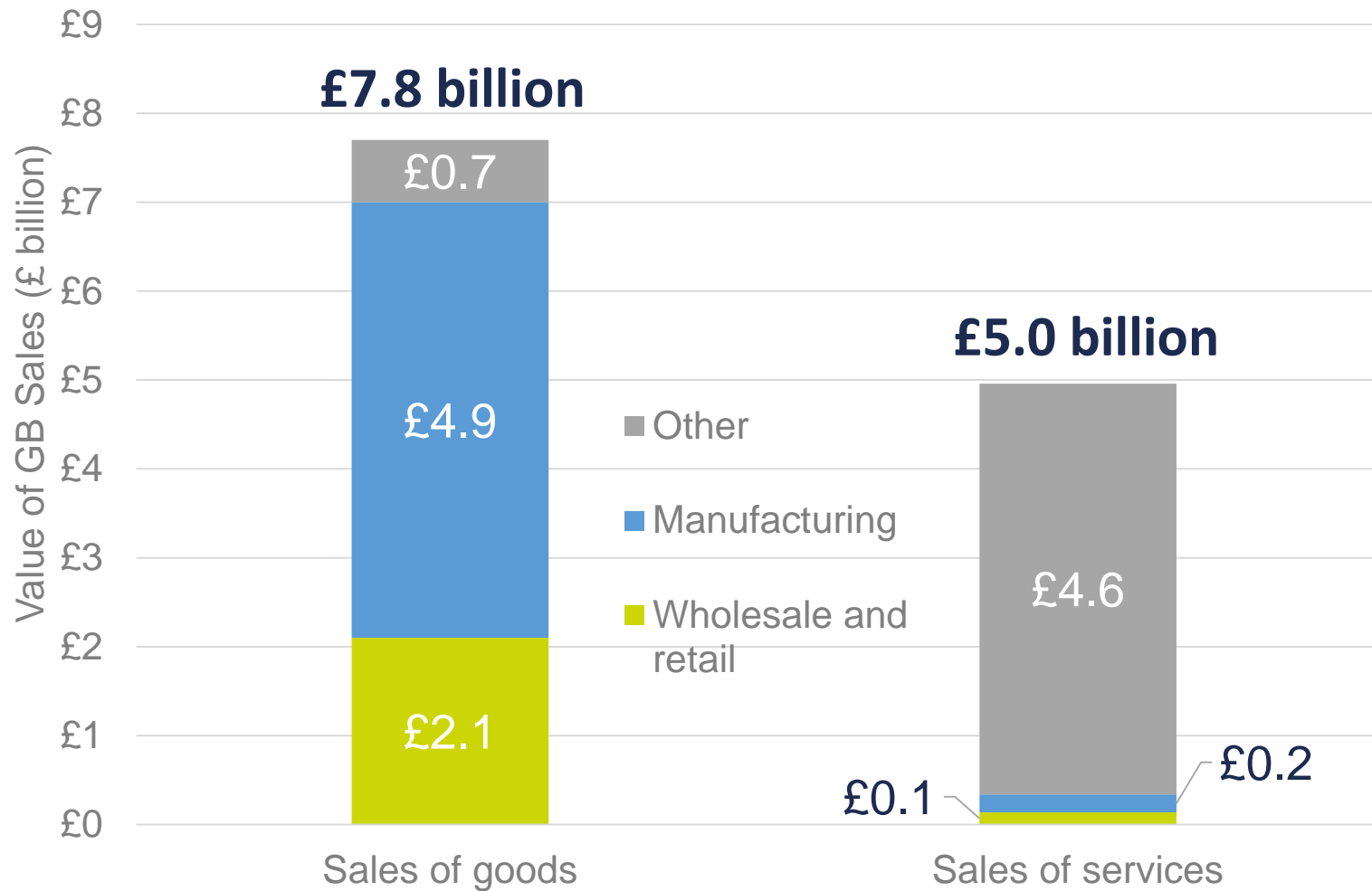
NI sold £25.0 billion worth of external goods and services in 2021

£12.8 billion (51%) of these goods and services were sold to GB in 2021

£7.8 billion (46%) of external goods were sold to GB in 2021

£5.0 billion (63%) of external services were sold to GB in 2021

Over sixty percent of goods sold by businesses in NI to GB were from the Manufacturing Sector in 2021

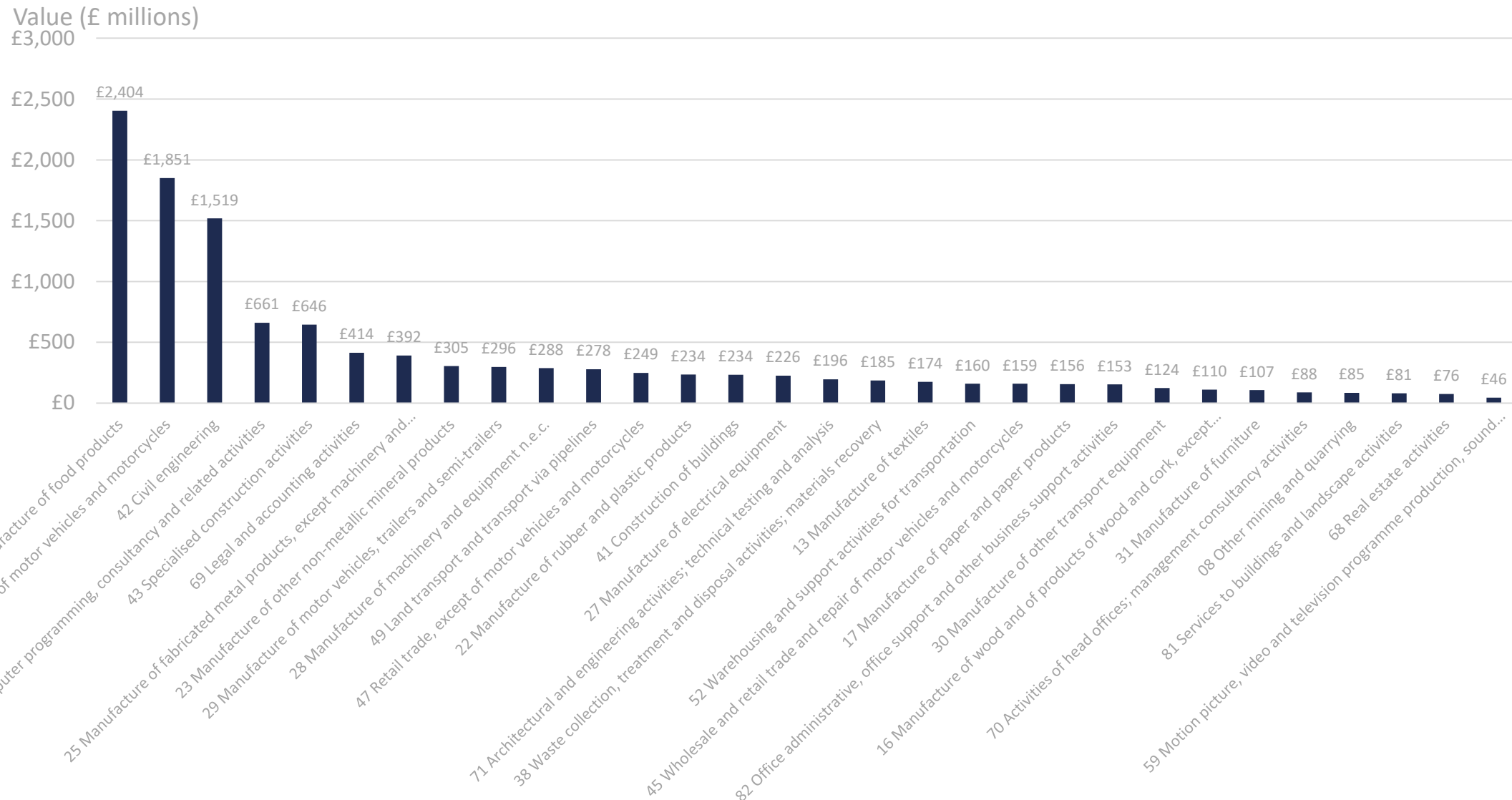


NI businesses sold £7.8 billion of goods and £5.0 billion of services to GB businesses in 2021

Local Manufacturing businesses accounted for £4.9 billion (63%) of all goods sold to GB businesses

Top 30 NI Industries Selling Goods & Services to GB by Value (£million), 2021¹

Total goods and services sold to GB: £12.8 billion



¹Disclosive cells have been excluded

Total value of NI sales of goods and value of goods sold to GB by business size, 2021 (£ billion)

- 9% (£0.8 billion) of the value of all sales of goods by NI micro-businesses are to GB businesses
- 13% (£1.8 billion) of the value of all sales of goods by NI small businesses are to GB businesses
- 17% (£1.7 billion) of the value of all sales of goods by NI medium businesses are to GB businesses
- 19% (£3.4 billion) of the value of all sales of goods by NI large businesses are to GB businesses



NI Trade by business size band

Value of Purchases/Imports of Goods and Services by Business size and Destination, 2021 (£million)

| Business size | | NI Purchases (£m) | | | GB Purchases (£m) | | | IE Imports (£m) | | | REU Imports (£m) | | | ROW Imports (£m) | | |
|---------------|------------------|-------------------|---------------|--------------|-------------------|---------------|--------------|-----------------|--------------|------------|------------------|--------------|------------|------------------|--------------|------------|
| Category | No. of employees | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services |
| Micro | 0-9 | 6,009 | 4,544 | 1,465 | 2,476 | 2,254 | 223 | 777 | 725 | 52 | 281 | 245 | 36 | 203 | 169 | 34 |
| Small | 10-49 | 7,446 | 5,601 | 1,845 | 3,413 | 3,039 | 374 | 709 | 593 | 116 | 749 | 574 | 175 | 636 | 584 | 52 |
| Medium | 50-249 | 5,464 | 3,598 | 1,866 | 3,369 | 2,820 | 549 | 874 | 791 | 83 | 515 | 455 | 60 | 336 | 271 | 65 |
| Large | 250+ | 7,603 | 5,877 | 1,726 | 5,192 | 4,237 | 955 | 717 | 654 | 63 | 991 | 928 | 62 | 937 | 797 | 139 |
| | Total | 26,522 | 19,620 | 6,902 | 14,450 | 12,349 | 2,100 | 3,078 | 2,764 | 313 | 2,536 | 2,202 | 334 | 2,111 | 1,821 | 290 |

Number of Purchasers/Importers of Goods and Services by Business size and Destination*, 2021

| Business size | | NI Purchasers | | | GB Purchasers | | | IE Importers | | | REU Importers | | | ROW Importers | | |
|---------------|------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|
| Category | No. of employees | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services |
| Micro | 0-9 | 37,631 | 32,278 | 32,659 | 11,688 | 10,377 | 7,652 | 7,567 | 7,051 | 3,691 | 4,098 | 3,885 | 2,038 | 2,965 | 2,676 | 1,172 |
| Small | 10-49 | 14,085 | 12,227 | 12,681 | 6,507 | 5,217 | 4,320 | 3,855 | 3,155 | 2,231 | 2,449 | 1,866 | 1,127 | 2,091 | 1,384 | 1,001 |
| Medium | 50-249 | 1,243 | 1,148 | 1,151 | 742 | 650 | 571 | 513 | 444 | 318 | 340 | 282 | 165 | 261 | 195 | 126 |
| Large | 250+ | 261 | 241 | 252 | 155 | 144 | 117 | 110 | 96 | 70 | 88 | 77 | 54 | 67 | 51 | 42 |
| | Total | 53,220 | 45,895 | 46,743 | 19,093 | 16,388 | 12,660 | 12,045 | 10,746 | 6,310 | 6,975 | 6,110 | 3,385 | 5,383 | 4,307 | 2,342 |

**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.*

Value of sales/exports of goods and services by business size and destination, 2021 (£million)

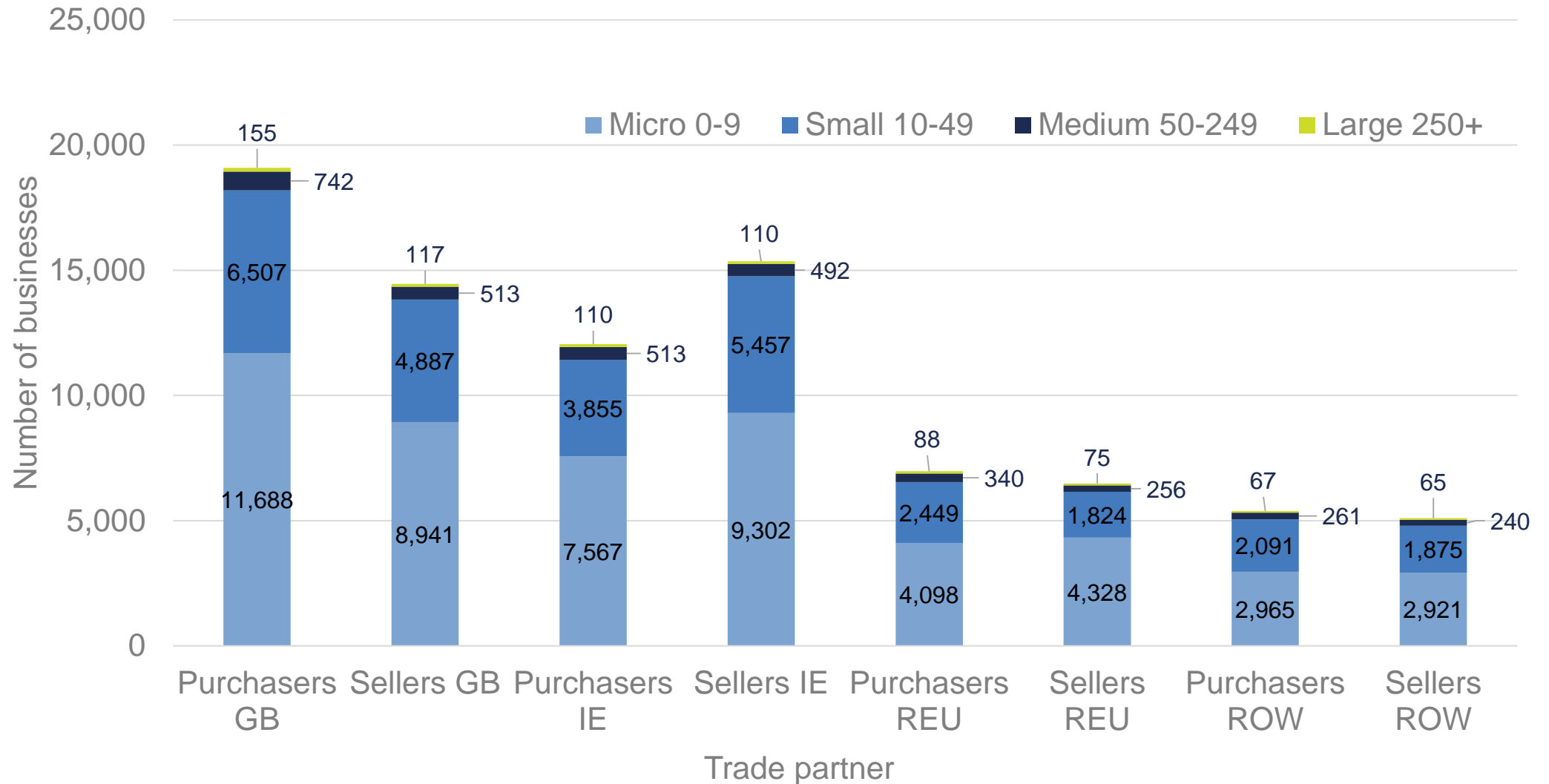
| Business size | | NI Sales (£m) | | | GB Sales (£m) | | | IE Exports (£m) | | | REU Exports (£m) | | | ROW Exports (£m) | | |
|---------------|------------------|---------------|---------------|---------------|---------------|--------------|--------------|-----------------|--------------|--------------|------------------|--------------|------------|------------------|--------------|--------------|
| Category | No. of employees | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services |
| Micro | 0-9 | 11,586 | 7,592 | 3,994 | 1,290 | 840 | 450 | 988 | 797 | 191 | 143 | 124 | 19 | 252 | 196 | 56 |
| Small | 10-49 | 15,028 | 10,021 | 5,006 | 2,751 | 1,805 | 946 | 1,777 | 1,229 | 547 | 440 | 215 | 226 | 646 | 424 | 222 |
| Medium | 50-249 | 11,741 | 6,801 | 4,940 | 2,800 | 1,740 | 1,061 | 1,205 | 979 | 226 | 545 | 480 | 65 | 677 | 380 | 298 |
| Large | 250+ | 13,772 | 9,849 | 3,923 | 5,917 | 3,413 | 2,504 | 1,203 | 859 | 344 | 1,479 | 1,247 | 233 | 2,824 | 2,297 | 527 |
| | Total | 52,126 | 34,264 | 17,863 | 12,759 | 7,799 | 4,960 | 5,173 | 3,864 | 1,309 | 2,608 | 2,066 | 542 | 4,399 | 3,296 | 1,103 |

Number of sellers/exporters of goods and services by business size and destination*, 2021

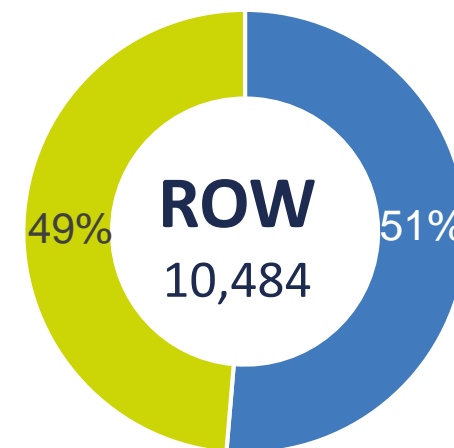
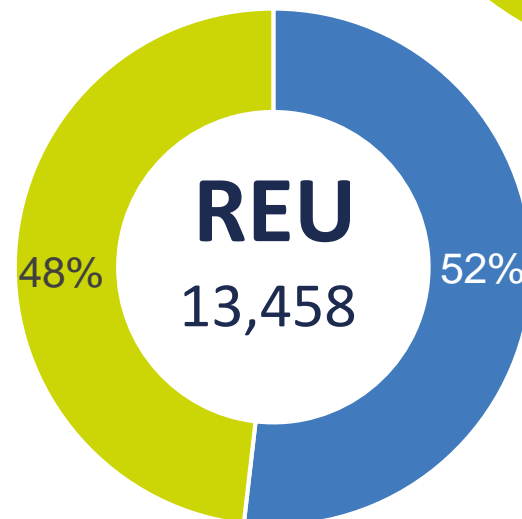
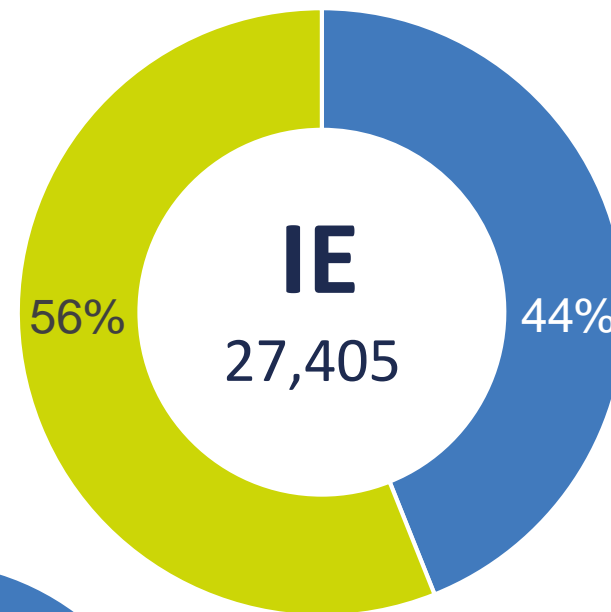
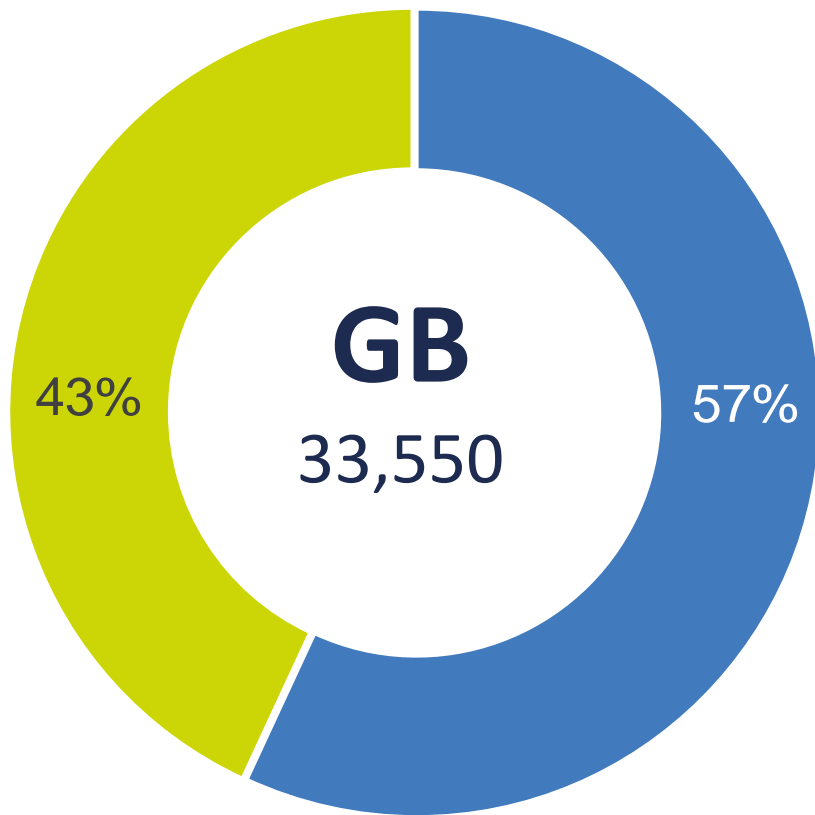
| Business size | | NI Sellers | | | GB Sellers | | | IE Exporters | | | REU Exporters | | | ROW Exporters | | |
|---------------|------------------|---------------|---------------|---------------|---------------|--------------|--------------|---------------|---------------|---------------|---------------|--------------|--------------|---------------|--------------|--------------|
| Category | No. of employees | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services | Total | Goods | Services |
| Micro | 0-9 | 36,725 | 20,024 | 25,858 | 8,941 | 6,012 | 5,794 | 9,302 | 7,128 | 6,471 | 4,328 | 3,321 | 2,224 | 2,921 | 1,619 | 1,498 |
| Small | 10-49 | 13,216 | 7,683 | 8,694 | 4,887 | 2,683 | 3,147 | 5,457 | 3,302 | 3,373 | 1,824 | 1,133 | 960 | 1,875 | 992 | 1,118 |
| Medium | 50-249 | 1,206 | 709 | 798 | 513 | 325 | 299 | 492 | 352 | 254 | 256 | 171 | 110 | 240 | 141 | 118 |
| Large | 250+ | 244 | 147 | 152 | 117 | 82 | 59 | 110 | 81 | 55 | 75 | 56 | 36 | 65 | 48 | 28 |
| | Total | 51,391 | 28,563 | 35,502 | 14,457 | 9,102 | 9,299 | 15,360 | 10,862 | 10,153 | 6,483 | 4,682 | 3,330 | 5,101 | 2,800 | 2,763 |



**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.*

Number of traders of goods and services by business size and trade partner, 2021



Number of traders of goods and services by trade partner, 2021



 Seller/Exporter
 Purchaser/Importer

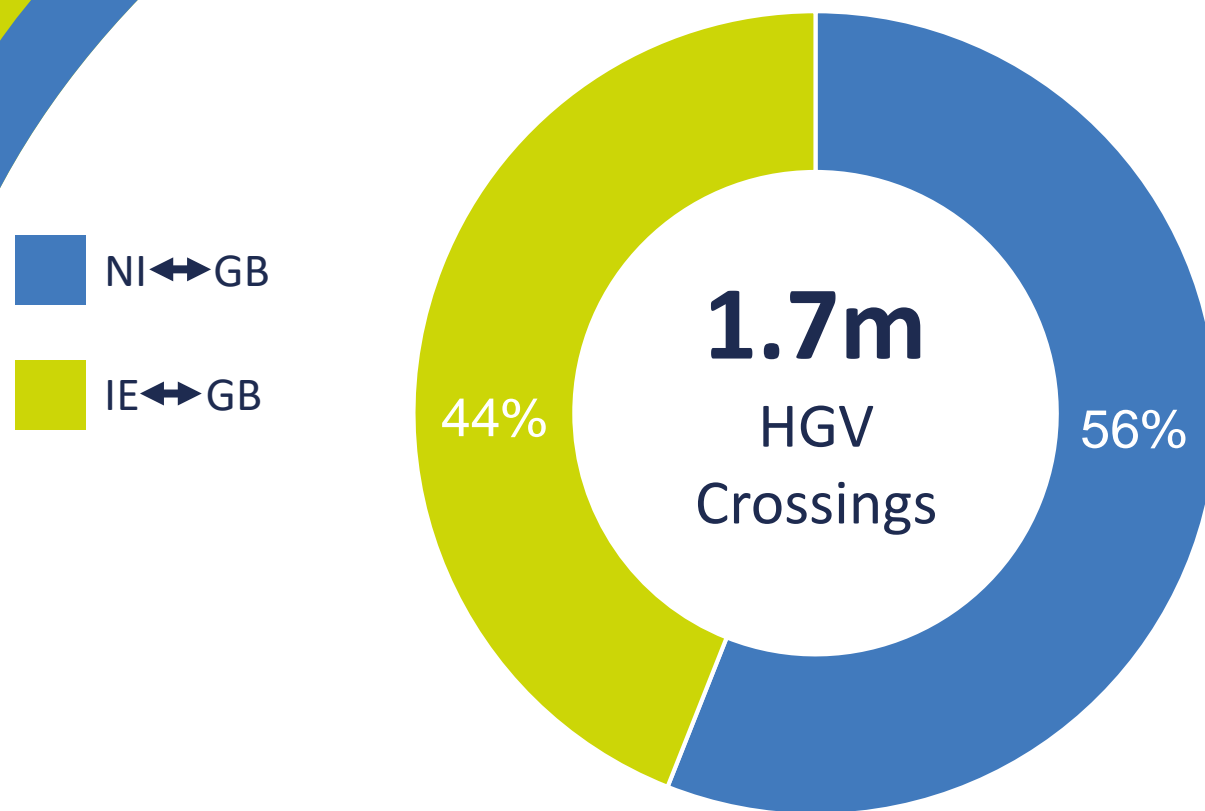
**Importer/exporter counts with trading partners are not mutually exclusive as a business can trade to multiple destinations. Businesses can also buy and sell to the same partner.*

Movement of goods

Irish Sea (IE/NI↔GB)

1.7 million HGV crossings 2021

Irish Sea - HGV Crossings 2021



An estimated 1.7 million Irish Sea (IE/NI↔GB) HGV crossings in 2021. Of these:

- 0.9 million (56%) were between NI and GB
- 0.7 million (44%) were between Ireland (IE) and GB

There were a further 61,500 air traffic movements between airports in NI/IE and GB; and 21,300 vessel arrivals at NI and IE sea ports (including GB and other international arrivals).

Sources:

[Port Freight Annual Statistics: 2021, Department for Transport](#)

[Statistics of Port Traffic 2021, CSO](#)

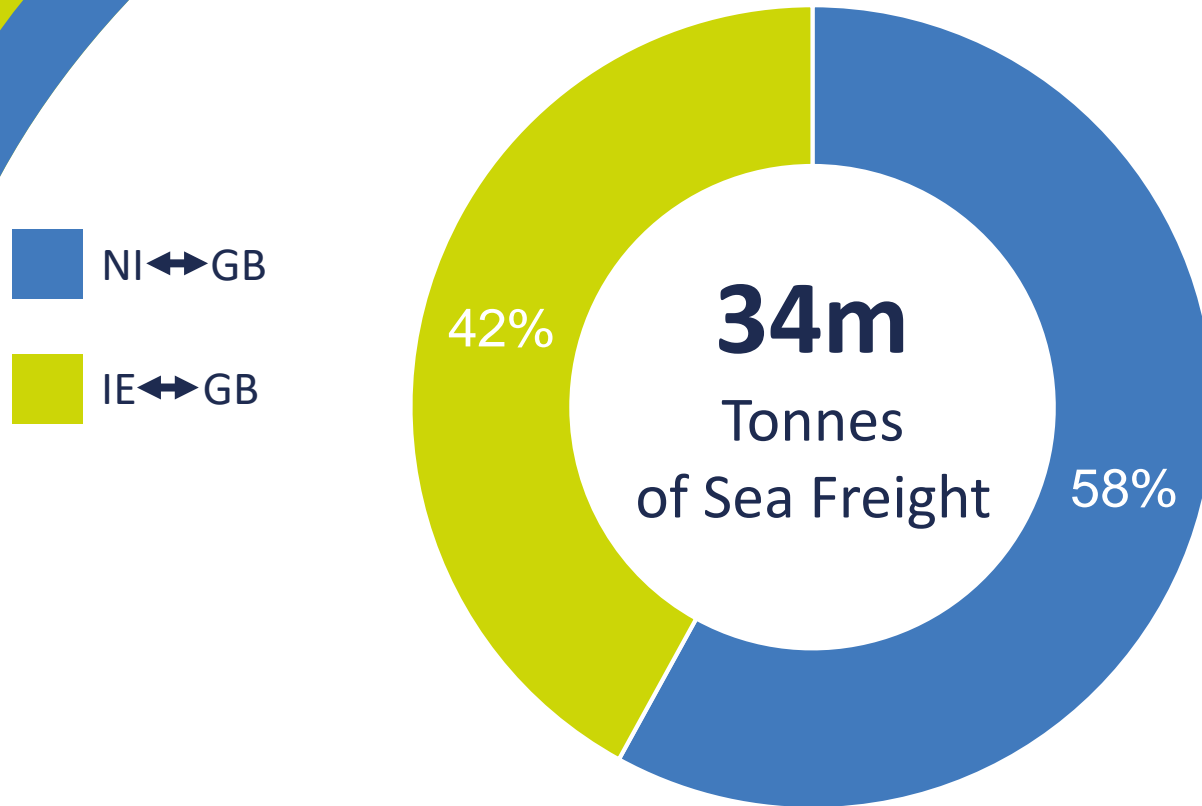
[UK Airport Data, Civil Aviation Authority](#)

[Aviation Statistics, CSO](#)

Irish Sea (IE/NI↔GB)

34 million tonnes of sea freight in 2021

Irish Sea – Freight Tonnage (Sea) 2021



An estimated 34 million tonnes of sea freight crossing the Irish Sea (IE/NI↔GB) in 2021. Of these:

- 19.8 million tonnes (58%) were between NI and GB
 - NI received 9.7 million tonnes (49%)
 - NI forwarded 10.1 million tonnes (51%)
- 14.6 million tonnes (42%) were between IE and GB
 - IE received 8.0 million tonnes (55%)
 - IE forwarded 6.6 million tonnes (45%)

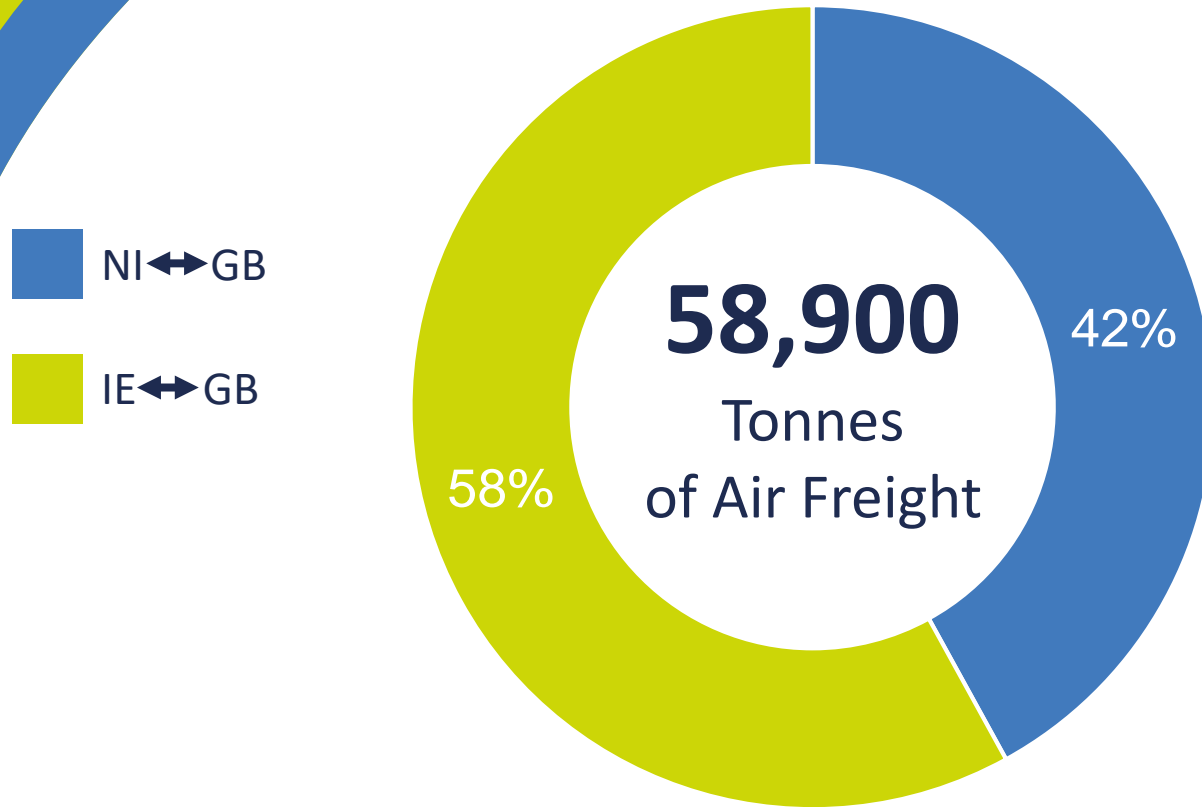
Source:

[Port Freight Annual Statistics: 2021, Department for Transport](#)

Irish Sea (IE/NI↔GB)

58,900 tonnes of air freight in 2021

Irish Sea – Freight Tonnage (Air) 2021



An estimated 58,900 tonnes of air freight crossing the Irish Sea (IE/NI↔GB) in 2021. Of these:

- 25,500 tonnes (42%) were between NI and GB
- 34,400 tonnes (58%) were between IE and GB

Sources:

[UK Airport Data, Civil Aviation Authority](#)
[Aviation Statistics, CSO](#)

Transportation of goods NI ↔ GB

- Macro-economic data suggests that most of the movement of goods to/from GB which directly involves a NI business is through a NI air or sea port
- The latest estimates from DAERA are that around 75% of the value of goods sold in to GB by NI food and drinks businesses is transported through an NI air or sea port
- That said intelligence suggests that the delivery from NI to GB of just in time chilled foods does make greater use of the shorter journey time between Dublin and Holyhead (i.e. this specific element may be different)

Data sources

Data Sources

The below sources are the main sources of information relating to trade between NI-GB.

NISRA NI Economic Trade Statistics (NIETS)

- The NIETS is a National Statistics publication, 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 BESES provides estimates of the value of both goods and services.
- NIETS data is now available via the new [NISRA data portal](#).

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 2012-2018.

Additional data source

Department of Agriculture, Environment and Rural Affairs (DAERA)

- DAERA provides statistics on the destinations and values of Northern Ireland's food and drinks processing subsector sales; and Northern Ireland's sales and purchases of live animals.
- The latest annual data is presented in the [Statistical Review of Northern Ireland Agriculture 2020](#).
- 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.

Contacts

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