

Overview of Northern Ireland Trade

19 June 2019

Outline

- 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

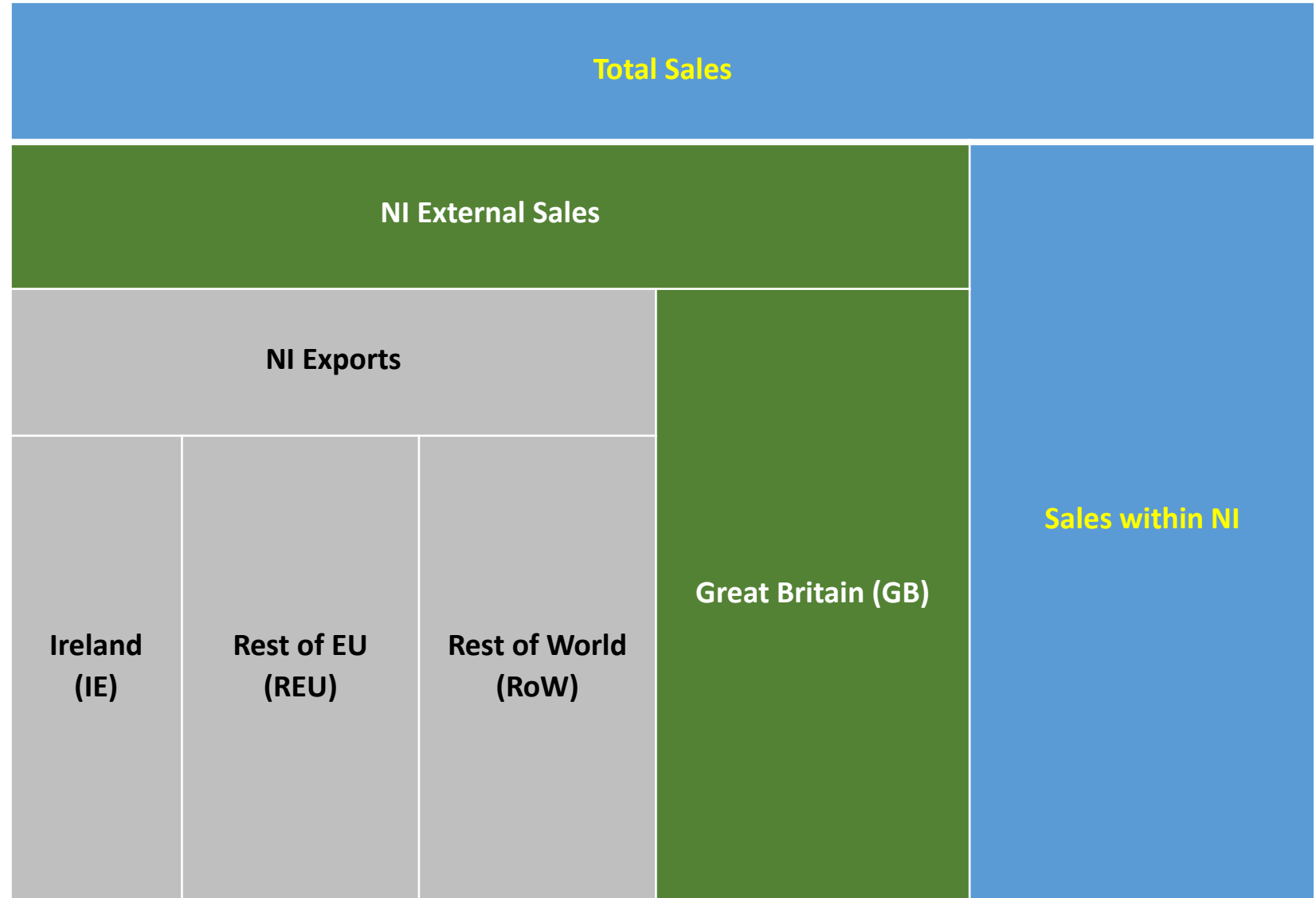
Trade in Goods and Services

User Note

- 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).

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.***



Total Value of NI Sales and Exports by Destination 2016-2017 (£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)		
2016 £bn	3.3	2.2	4.1	9.6		14.2	23.8	43.9	67.7
2017 £bn	3.9	2.0	4.3	10.1		11.3	21.4	45.2	66.6
Annual Change (%)	16.2%	-12.1%	4.8%	4.8%		-20.2%	-10.1%	2.9%	-1.7%

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)

NI External Sales & Exports by Destination (£billion), 2017

In 2017, NI sales to GB were worth:

- 1.1 times more than all exports¹; and
- 2.9 times more than NI exports to Ireland

IE remains NI's single largest export¹ market

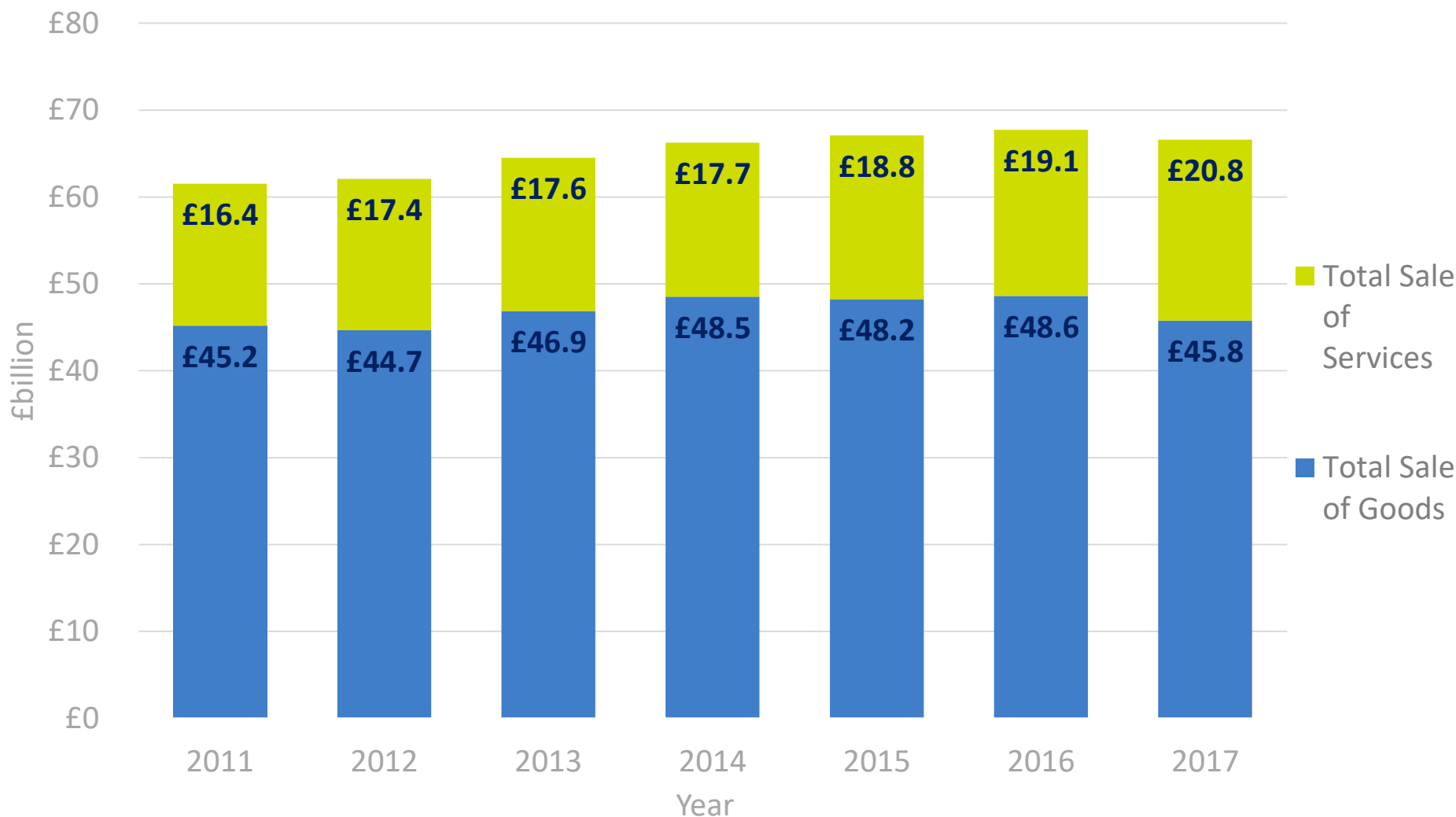


¹Sales to GB are not “exports”, which are defined as sales outside the UK

Total Sales of Goods and Services, 2011 – 2017 (£billion)

In 2017:

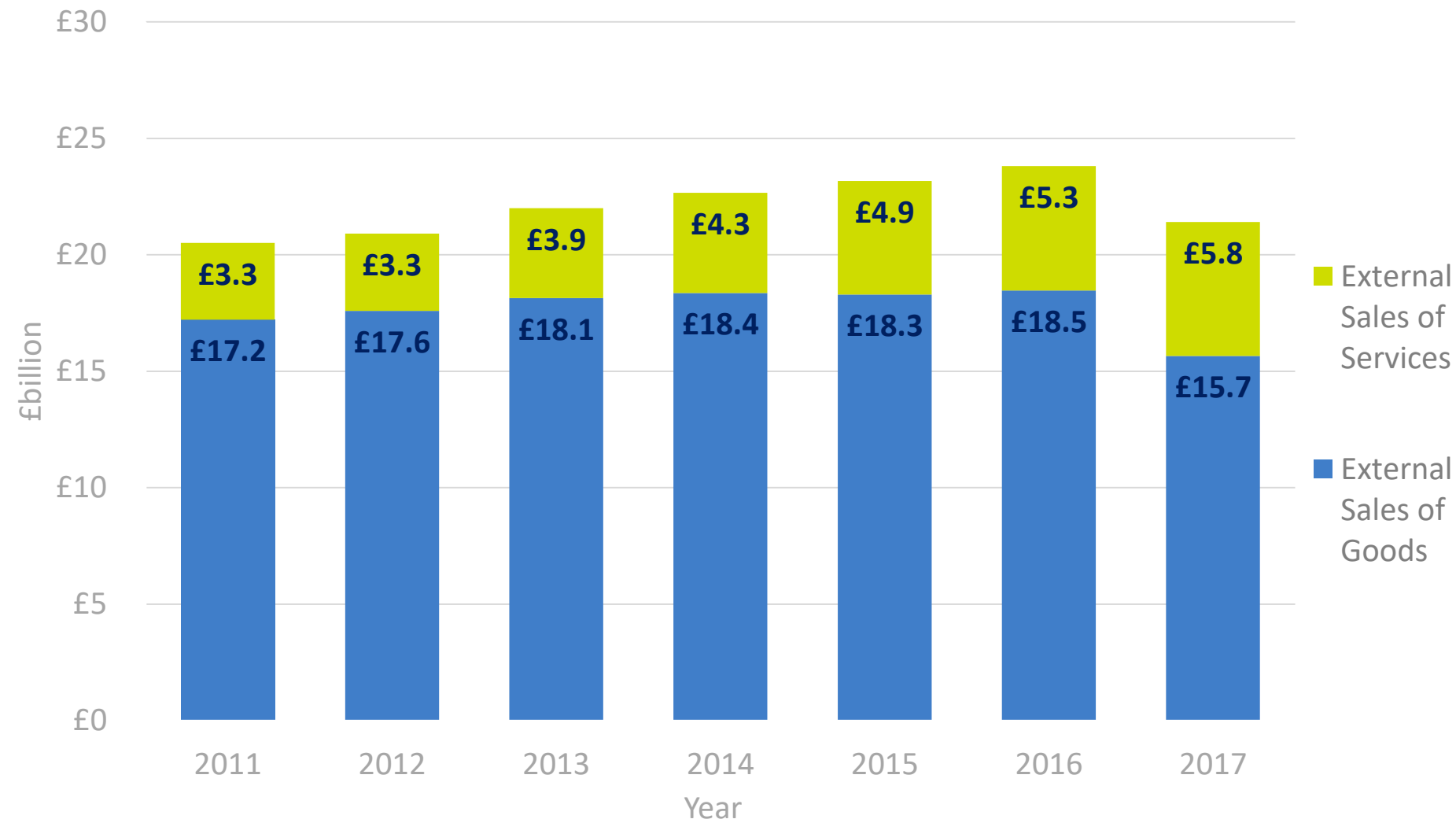
- Total sales were worth £66.6bn
- **Goods** accounted for 69% of total sales
- **Services** accounted for 31% of total sales



External Sales of Goods and Services, 2011 – 2017 (£billion)

In 2017:

- Total external sales were worth £21.4bn
- **Goods** accounted for 73% of external sales
- **Services** accounted for 27% of external sales



Exports of Goods and Services, 2011 – 2017 (£billion)

In 2017:

- Total exports were worth £10.1bn
- **Goods** accounted for 80% of exports
- **Services** accounted for 20% of exports



Sales by NI businesses within NI accounted for 68% of total sales

2017 Summary	Value (£billion)	Share of Total Sales (%)
Sales to IE	3.9	6%
Sales to REU	2.0	3%
Sales to RoW	4.3	6%
Total Exports¹	10.1	15%
Sales to GB	11.3	17%
Total External Sales²	21.4	32%
Sales within NI	45.2	68%
Total Sales³	66.6	100%

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 53% of total external sales and 17% of total sales

2017 Summary	Value (£billion)	Share (%)
Sales to GB	11.3	53%
Total External Sales¹	21.4	100%
Sales to GB	11.3	17%
Total Sales²	66.6	100%

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

²Total sales represents sales within NI + total external sales

NI sales to IE were 38% of total exports, 18% of total external sales and 6% of total sales

2017 Summary	Value (£billion)	Share (%)
Sales to IE	3.9	38%
Sales to REU	2.0	19%
Sales to RoW	4.3	42%
Total Exports¹	10.1	100%
Sales to IE	3.9	18%
Total External Sales²	21.4	100%
Sales to IE	3.9	6%
Total Sales³	66.6	100%

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

NI is more dependent on GB market than IE (trade in goods, 2017)

2017	NI Sales		Ireland Exports ¹	
	Value (£bn)	Share (%)	Value (£bn)	Share (%)
Sales to GB	7.6	48%	12.5	12%
Total External Sales	15.7	100%	107.1	100%

- In 2017, NI's sale of goods to GB accounted for 48% of total NI external sales.
- IE's sale of goods to GB accounted for 12% of IE's total external sales.

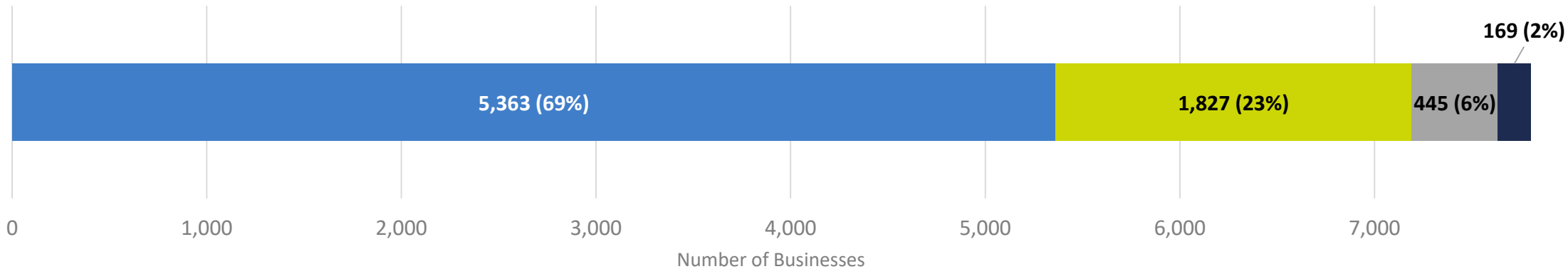
Business Characteristics

- A large proportion of NI sales (39% or £4,362m) to GB can be attributed to a small number (2% or 169 businesses) of large businesses (250+ employees).
- Conversely, 47% (£1,840m) of NI exports to IE can be attributed to a large number (94% or 8,129 businesses) of micro and small businesses (0-49 employees).

2017					
Business size		Value of Sales/Exports (£m)		Count of Businesses	
Category	No. of employees	Sales to GB	Exports to IE	GB	IE
Micro	0-9	1,189	754	5,363	5,681
Small	10-49	1,807	1,086	1,827	2,448
Medium	50-249	3,946	1,316	445	454
Large	250+	4,362	725	169	106
	Total	11,304	3,881	7,804	8,689

NI large businesses (250+ employees) account for just 2% of those selling to GB, but 39% of the value of NI sales to GB

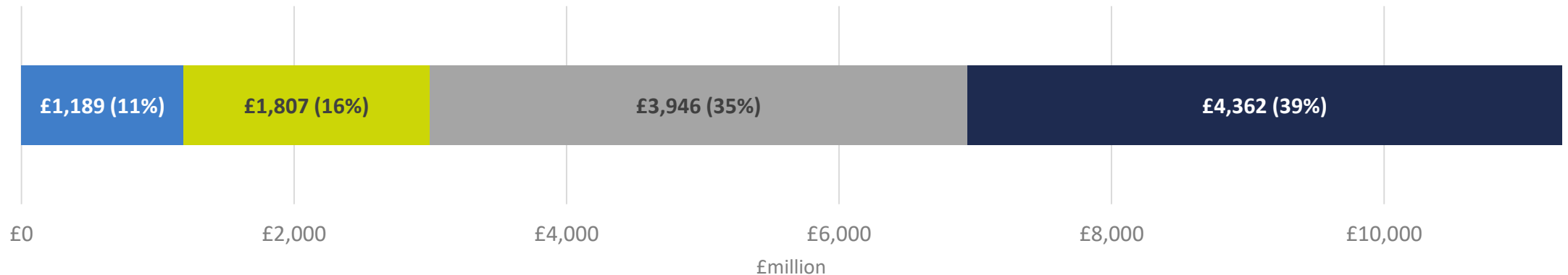
Number of Businesses Selling to GB by Size of Business, 2017



No. of Employees

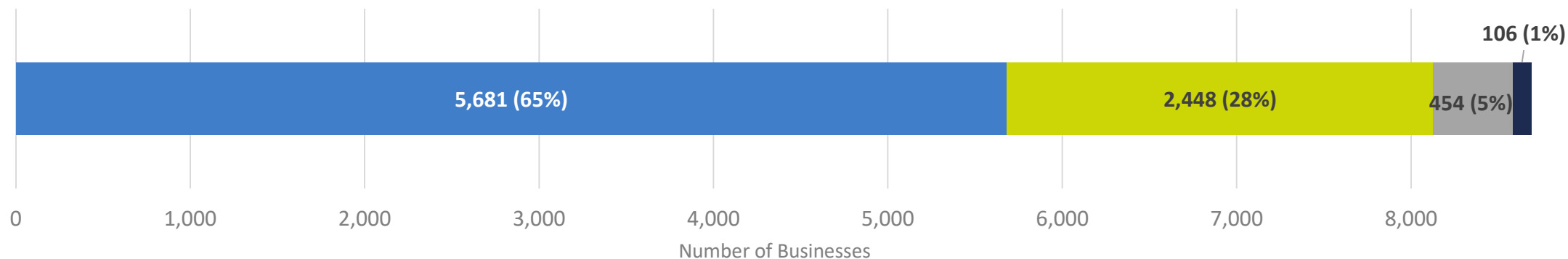
- 0-9
- 10-49
- 50-249
- 250+

Value of Sales to GB by Size of Business (£million), 2017



NI small and micro businesses (0-49 employees) account for 94% of those exporting to IE and 47% of the value of exports to IE

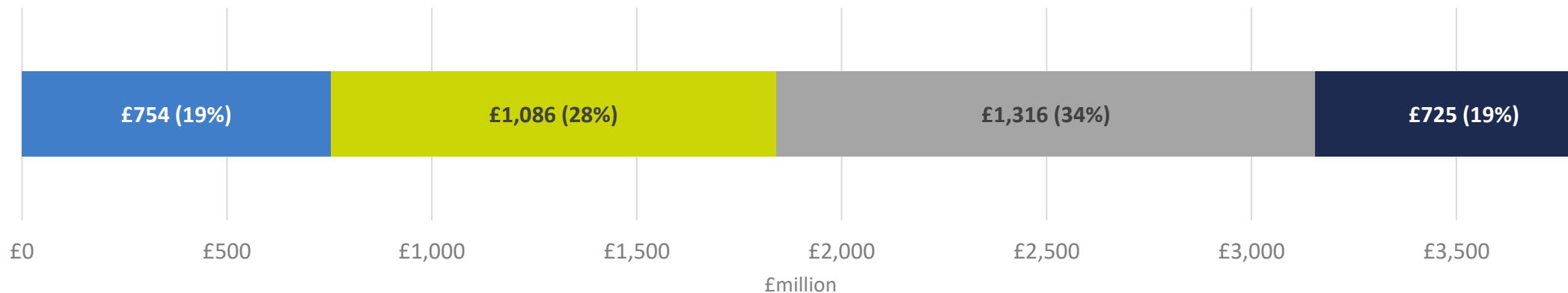
Number of Businesses Exporting to IE by Size of Business, 2017



No. of Employees

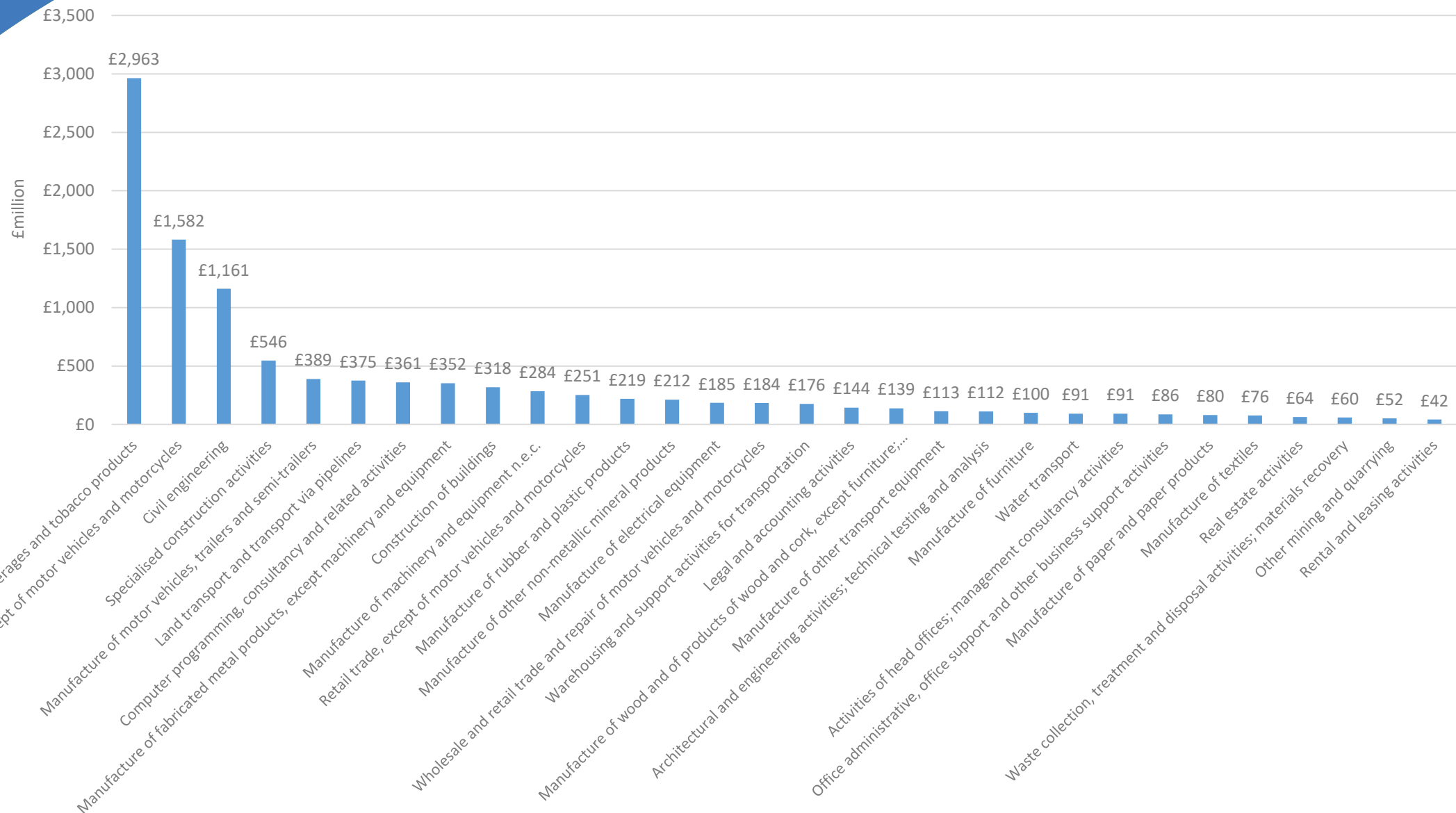
- 0-9
- 10-49
- 50-249
- 250+

Value of Exports to IE by Size of Business (£million), 2017



Top 30 NI Industries Selling Goods & Services to GB by Value (£million), 2017

Total Goods and Services Sold to GB - £11.3bn



Summary

NISRA's Broad Economy Sales and Exports Statistics estimate that during 2017:

- Total sales were estimated to be worth £66.6 billion, a decrease of 1.7% (£1.1 billion).
- External sales (sales to all markets outside NI) decreased by £2.4 billion (10.1%) to £21.4 billion, and accounted for almost a third (32.1%) of total sales.
- Sales to GB decreased by 20.2% (£2.9 billion) to £11.3 billion.
- Exports (sales outside the UK) increased by £467 million (4.8%) to £10.1 billion.
- Exports to IE increased by £540 million (16.2%) to £3.9 billion.
- Exports to the REU (excluding IE) decreased by £269 million (12.1%) to £2.0 billion.
- Exports to the RoW increased by £195 million (4.8%) to £4.3 billion.

NI External Purchases & Imports by Destination (£billion), 2017

In 2017, NI purchases from GB were worth:

- 1.9 times more than all imports¹; and
- 5.2 times more than NI imports from Ireland

IE remains NI's single largest import¹ market

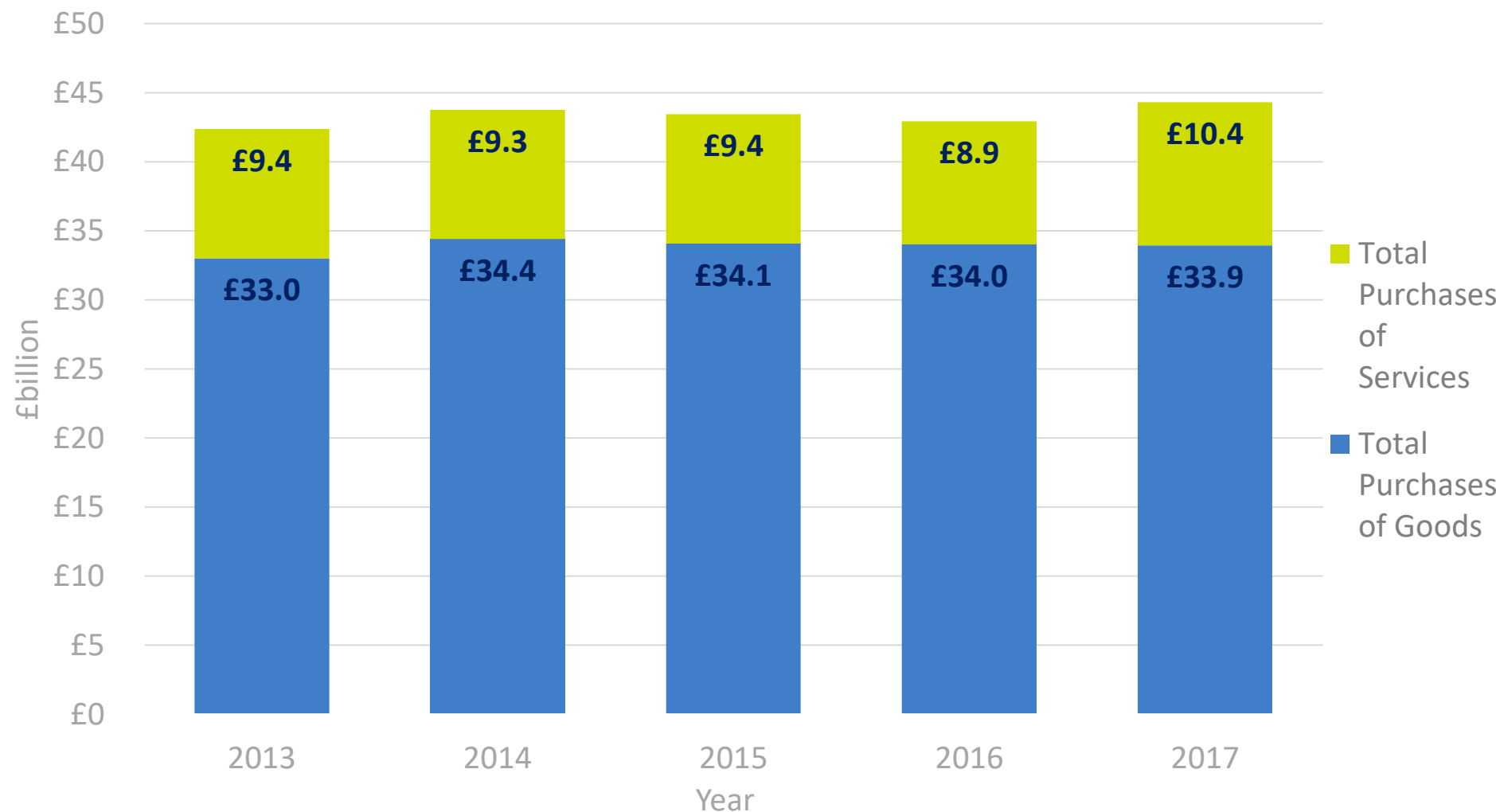


¹ Purchases from GB are not "imports", which are defined as purchases from outside the UK

Total Purchases of Goods and Services, 2013 – 2017 (£billion)

In 2017:

- Total purchases were worth £44.3bn
- **Goods** accounted for 77% of total purchases
- **Services** accounted for 23% of total purchases



External Purchases of Goods and Services, 2013 – 2017 (£billion)

In 2017:

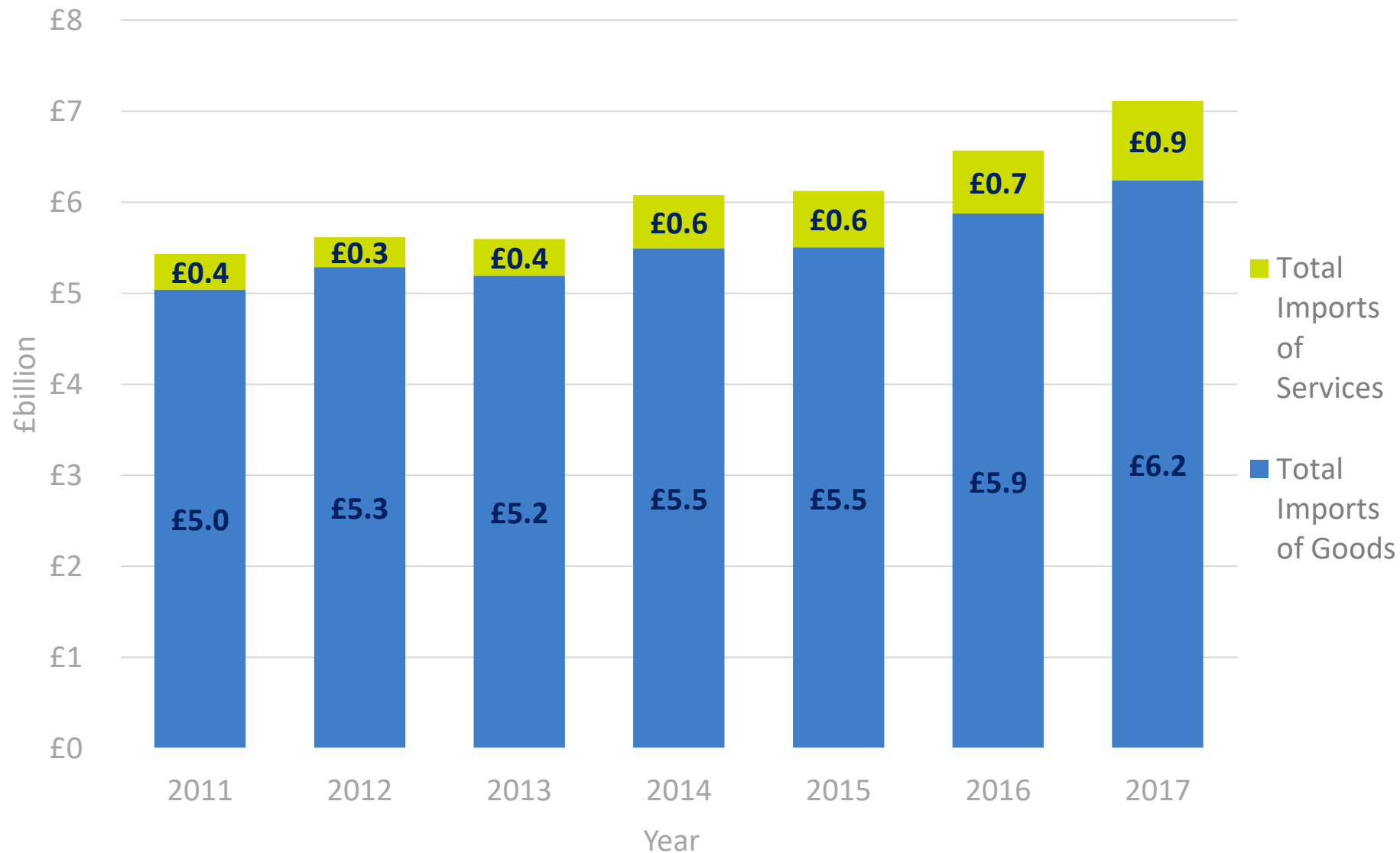
- Total external purchases were worth £20.4bn
- **Goods** accounted for 82% of external purchases
- **Services** accounted for 18% of external purchases



Imports of Goods and Services, 2013 – 2017 (£billion)

In 2017:

- Total imports were worth £7.1bn
- **Goods** accounted for 88% of imports
- **Services** accounted for 12% of imports



Purchases by NI businesses within NI accounted for 54% of total purchases

2017 Summary	Value (£billion)	Share of Total Sales (%)
Imports from IE	2.6	6%
Imports from REU	2.2	5%
Imports from RoW	2.3	5%
Total Imports¹	7.1	16%
Purchases from GB	13.3	30%
Total External Purchases²	20.4	46%
Purchases within NI	23.9	54%
Total Purchases³	44.3	100%

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 65% of total external purchases and 30% of total purchases

2017 Summary	Value (£billion)	Share (%)
Purchases from GB	13.3	65%
Total External Purchases¹	20.4	100%
Purchases from GB	13.3	30%
Total Purchases²	44.3	100%

¹External purchases represent purchases made outside NI (purchases from GB, IE, REU and RoW)

²Total purchases represents purchases within NI + total external purchases

NI imports from IE were 36% of total imports, 13% of total external purchases and 6% of total purchases

2017 Summary	Value (£billion)	Share (%)
Imports from IE	2.6	36%
Imports from REU	2.2	31%
Imports from RoW	2.3	33%
Total Imports¹	7.1	100%
Imports from IE	2.6	13%
Total External Purchases²	20.4	100%
Imports from IE	2.6	6%
Total Purchases³	44.3	100%

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

Summary

NISRA's Broad Economy Sales and Exports Statistics: Purchases and Imports Results estimate that during 2017:

- Total purchases by companies in NI were estimated to be worth £44.3 billion, an increase of 3.2% (£1.4 billion) over the year.
- Imports were estimated to be worth £7.1 billion, an increase of 8.3% (£0.5 billion).
- Imports from IE were estimated to be worth £2.6 billion, an increase of 14.6% (£0.3 billion).
- Imports from REU were estimated to be worth £2.2 billion, an increase of 5.2% (£0.1 billion).
- Imports from ROW were estimated to be worth £2.3 billion, an increase of 5.0% (£0.1 billion).
- Purchases from GB were estimated to be worth £13.3 billion, an increase of 6.1% (£0.8 billion).

NI is more dependent on GB market than IE (trade in goods, 2017)

2017	NI Sales		Ireland Exports ¹	
	Value (£bn)	Share (%)	Value (£bn)	Share (%)
Sales to GB	7.6	48%	12.5	12%
Total External Sales	15.7	100%	107.1	100%

2017	NI Purchases		Ireland Imports ¹	
	Value (£bn)	Share (%)	Value (£bn)	Share (%)
Purchases from GB	10.5	63%	15.3	21%
Total External Purchases	16.8	100%	72.4	100%

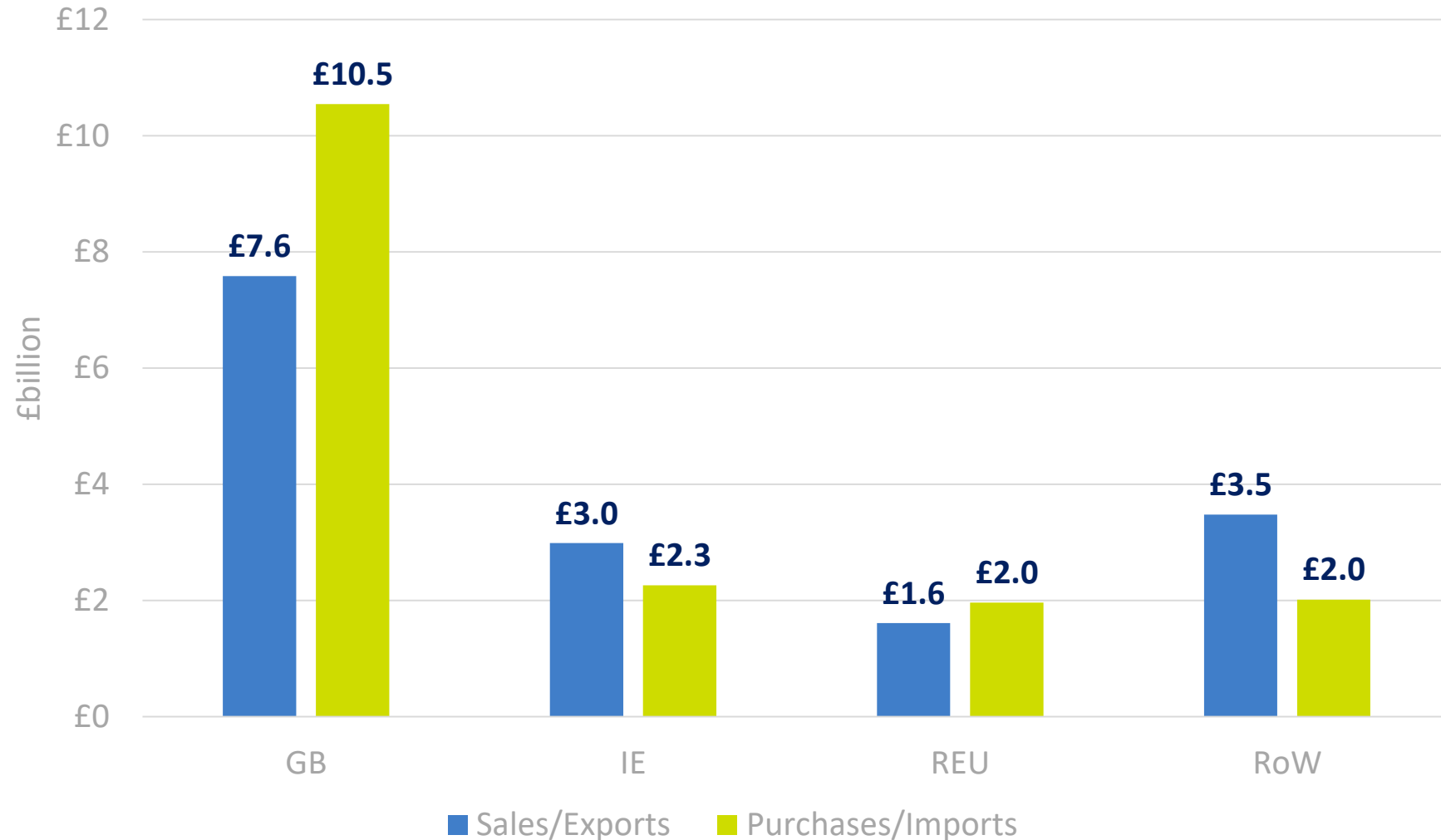
In 2017:

- NI's sale of goods to GB accounted for 48% of total NI external sales, whilst IE's sale of goods to GB accounted for 12% of IE's total external sales.
- NI's purchases of goods from GB accounted for 63% of total NI external purchases, whereas IE's purchases of goods from GB accounted for 21% of IE's total external purchases.

NI Trade in Goods Balance by Destination, 2017 (£billion)

In 2017:

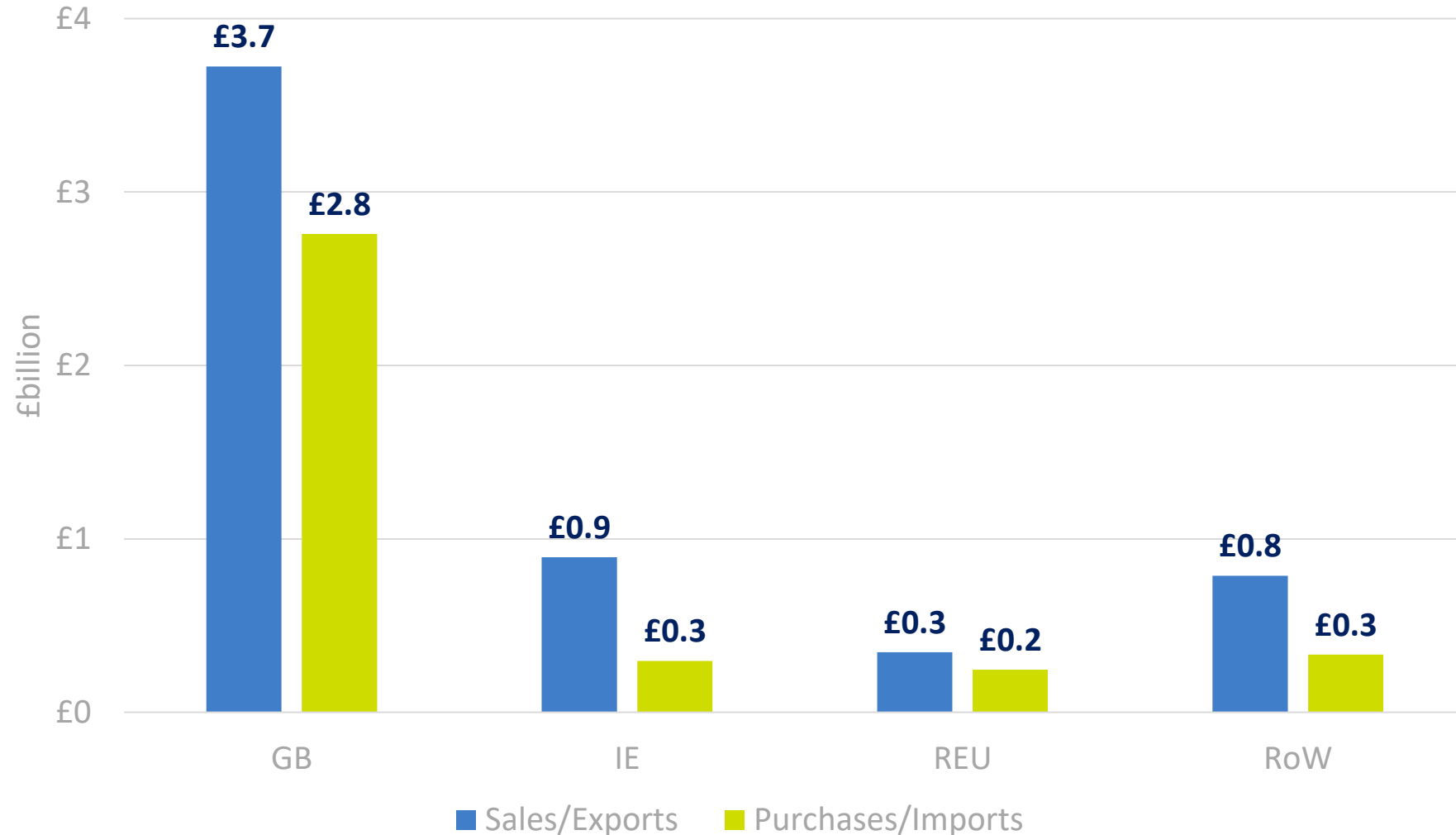
- **Surplus** in goods trade with IE (£0.7bn) and the ROW (£1.5bn)
- **Deficit** in goods trade with GB (£3bn) and the REU (£0.4bn)



NI Trade in Services Balance by Destination, 2017 (£billion)

In 2017:

- **Surplus** in services trade with all four regions –
 - GB (£1bn)
 - IE (£0.6bn)
 - REU (£0.1bn)
 - ROW (£0.5bn)

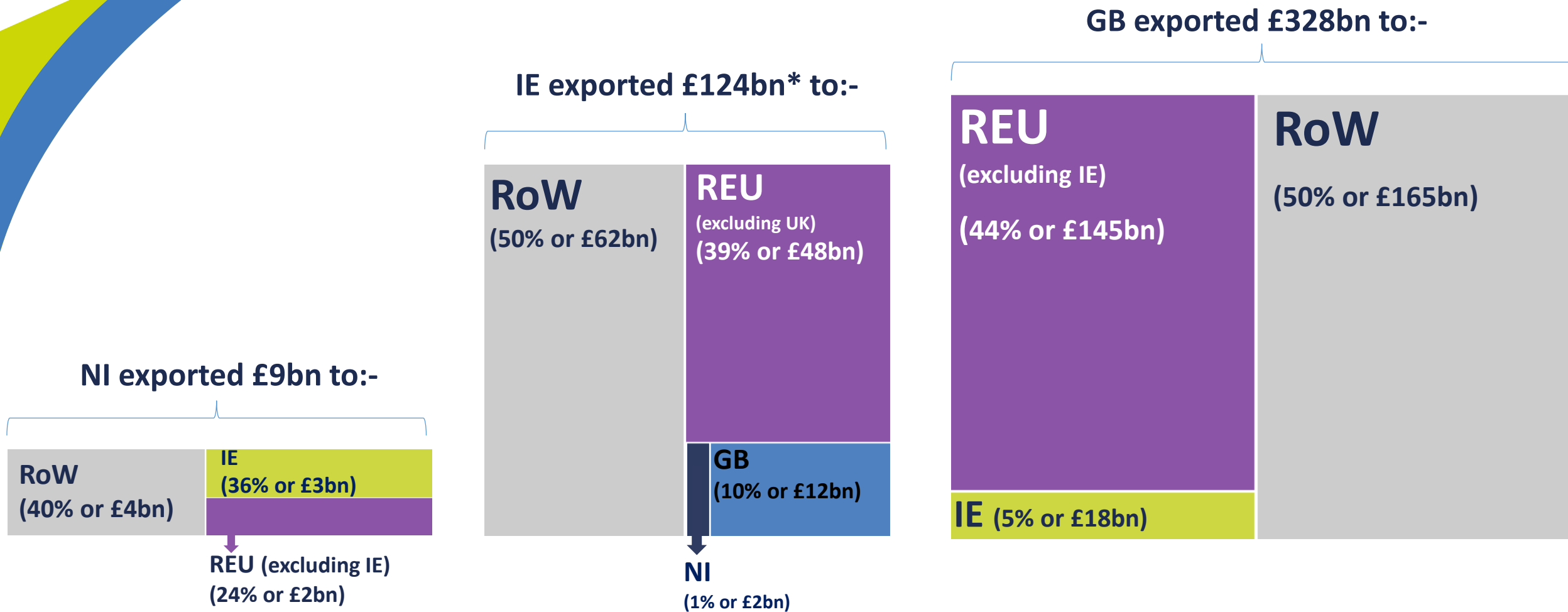


Trade in Goods

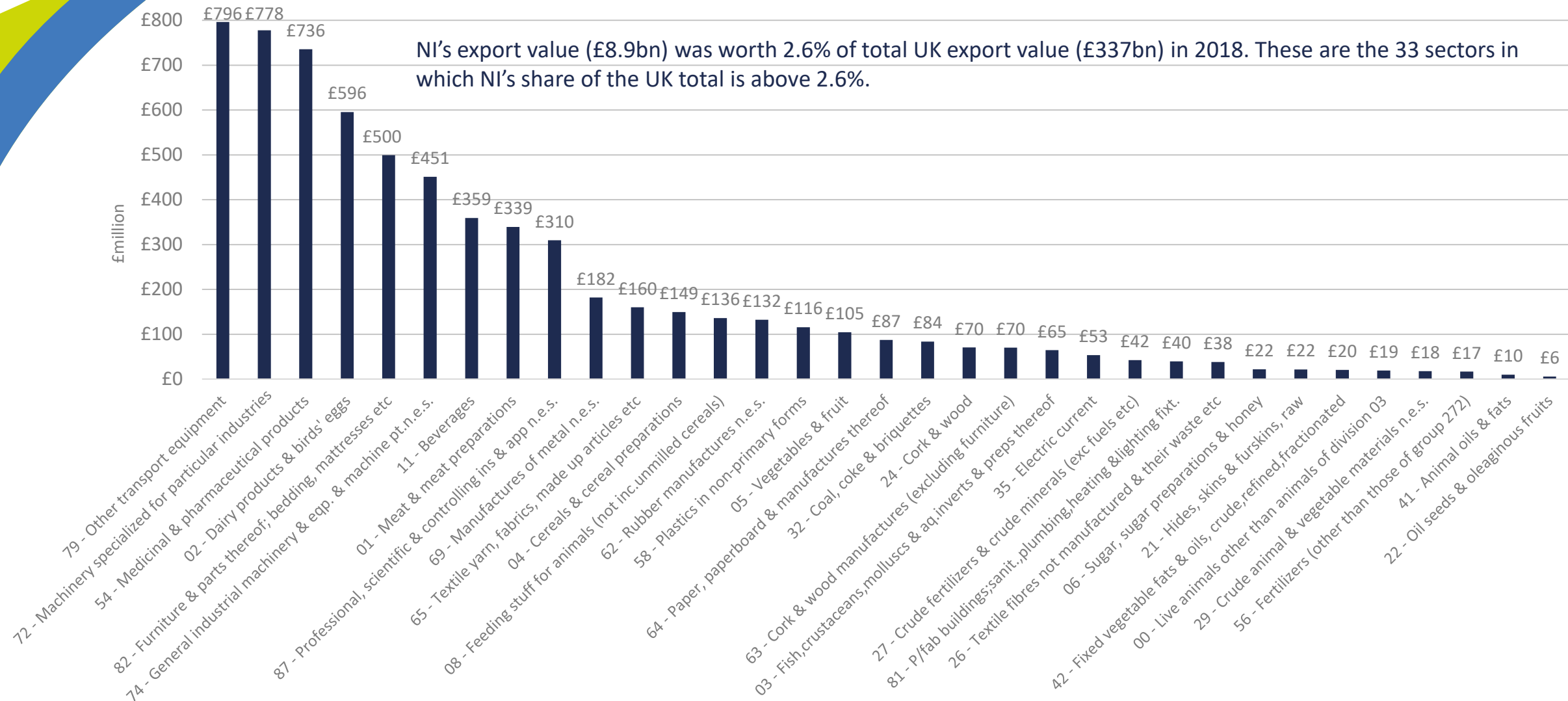
User Note

- The following slides provide an analysis of NI trade in **goods only** using [HMRC's Regional Trade Statistics](#) and [Goods Exports and Imports](#) statistics from the Central Statistics Office (CSO).
- 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.

NI, GB and IE Export of Goods 2018

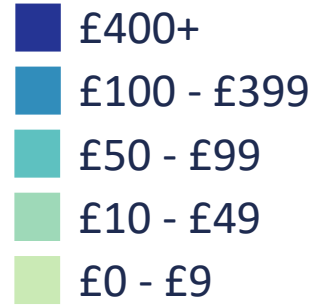


Products¹ where NI's share of exports exceeds contribution to total UK exports (£million), 2018



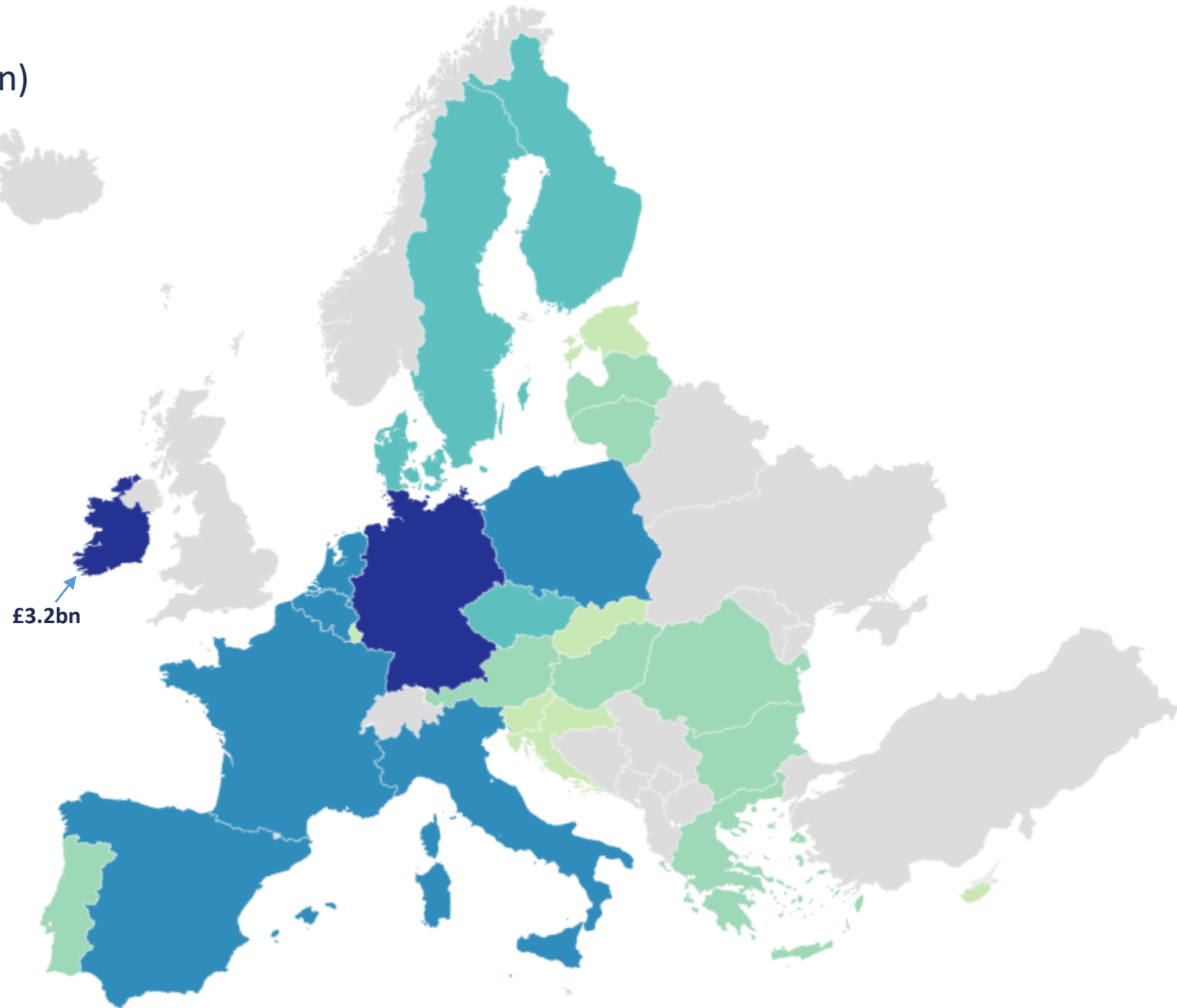
¹Split by SITC2 - Division

Export of Goods (£million)



Total Value of NI Exports of Goods to EU Countries 2018 - £5bn

*For more information on UK trade
in goods by country and product
[click here](#)*



User Note

- HMRC's Regional Trade Statistics 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 Trade in Goods with IE

£3.2bn of goods exported from NI to IE in 2018

Top 3 goods¹ that NI exported to IE during 2018:

1. ***'Food and Live Animals'*** was worth 32% (£1.0bn) of total NI exports to IE.
 - Within this the dominant product divisions² were 'Dairy Products and Birds' Eggs' (36% or £367m) and 'Meat and Meat Preparations' (17% or £173m), which together accounted for 52% of 'Food and Live Animals' exports to IE.
2. ***'Machinery and Transport Equipment'*** was worth 16% (£519m) of NI exports to IE.
 - The dominant divisions were 'Road Vehicles (including Air Cushion Vehicles)' (43% or £221m) and 'Machinery Specialized for Particular Industries' (26% or £136m).
3. ***'Manufactured Goods Classified Chiefly by Material'*** accounted for 15% (£470m) of NI exports to IE.
 - This was predominantly made up of 'Manufactures of Metal n.e.s³' (25% or £116m) and 'Non-Metallic Mineral Manufactures n.e.s' (17% or £80m).

Combined, the three products above accounted for £2.0bn (63%) of all exports from NI to IE in 2018.

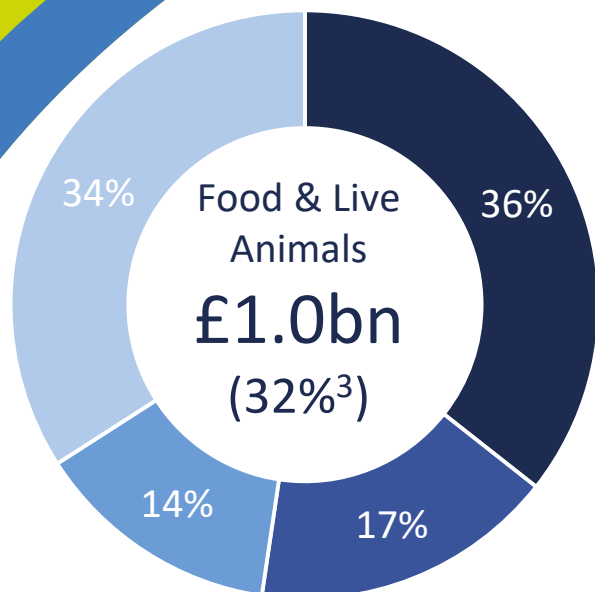
¹ SITC 1 – Section

² SITC 2 – Division

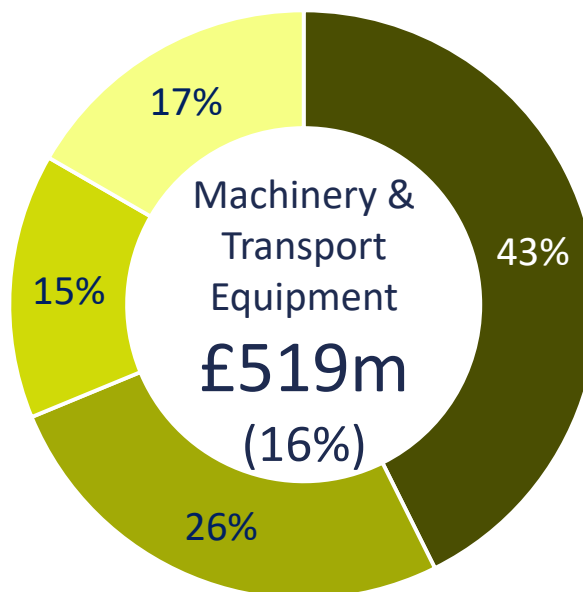
³ n.e.s = not elsewhere specified

Top 3 Goods¹ that NI Exported to IE in 2018

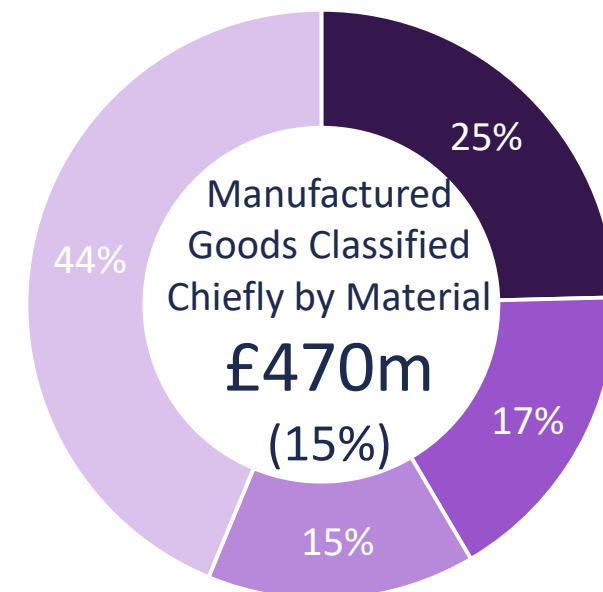
(Split by Division²)



- 02 - Dairy products & birds' eggs
- 01 - Meat & meat preparations
- 04 - Cereals & cereal preparations
- OTHER



- 78 - Road vehicles (including air cushion vehicles)
- 72 - Machinery specialized for particular industries
- 74 - General industrial machinery & eqp. & machine pt.n.e.s.
- OTHER



- 69 - Manufactures of metal n.e.s.
- 66 - Non-metallic mineral manufactures n.e.s.
- 64 - Paper, paperboard & manufactures thereof
- OTHER

Overall, £3.2bn goods exported from NI to IE in 2018

¹ SITC 1 - Section

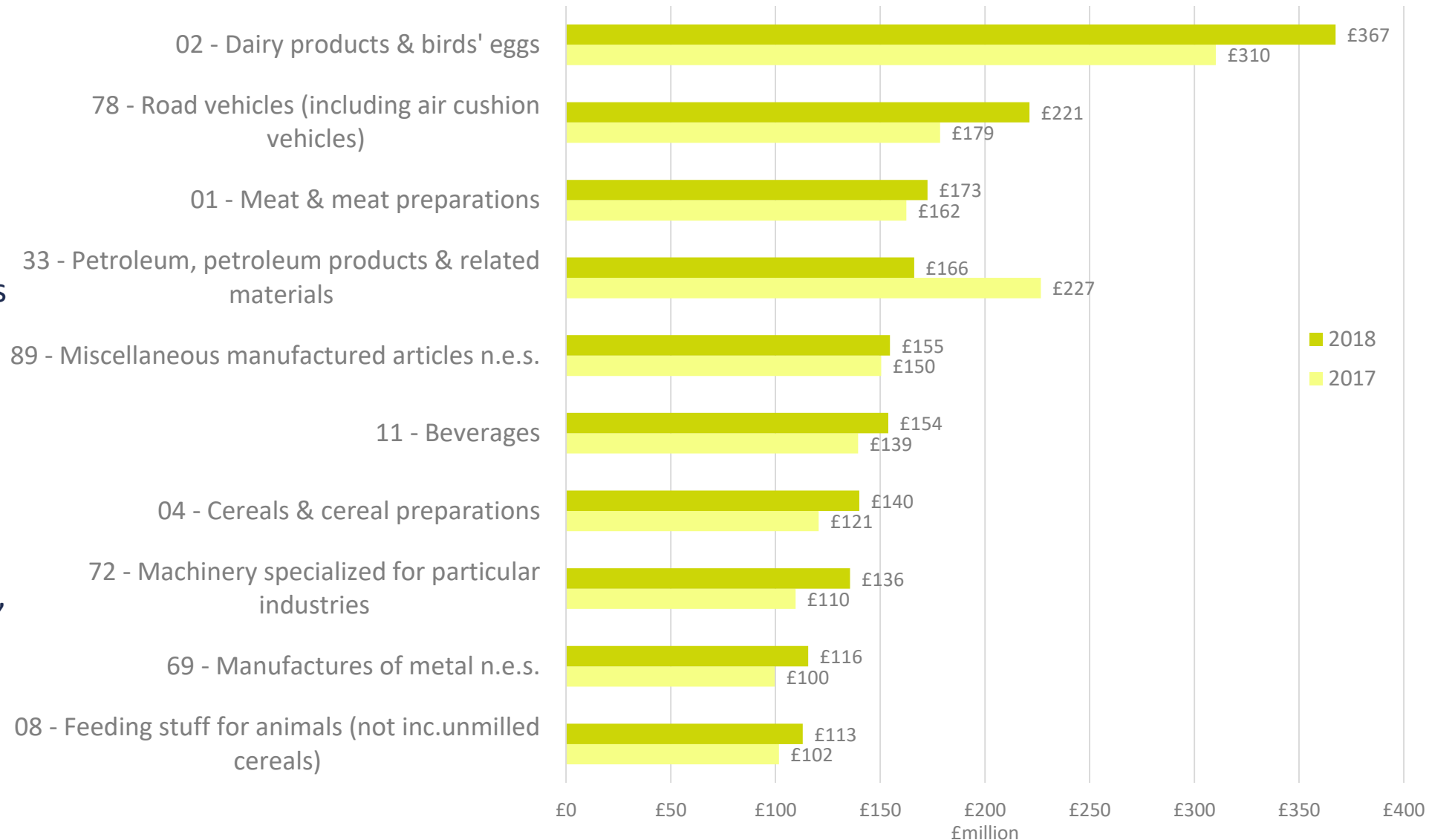
² SITC 2 – Division

³ As a proportion of total exports of goods from NI to IE

HMRC Top Ten Export Goods from NI to IE by Value (£million) and Product¹, 2018

- HMRC Regional Trade Statistics estimate a value of £3.2bn goods were exported from NI to IE in 2018.

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



¹Split by SITC 2 - Division

£2.2bn of goods imported from IE to NI in 2018

Top 3 goods that NI imported from IE during 2018:

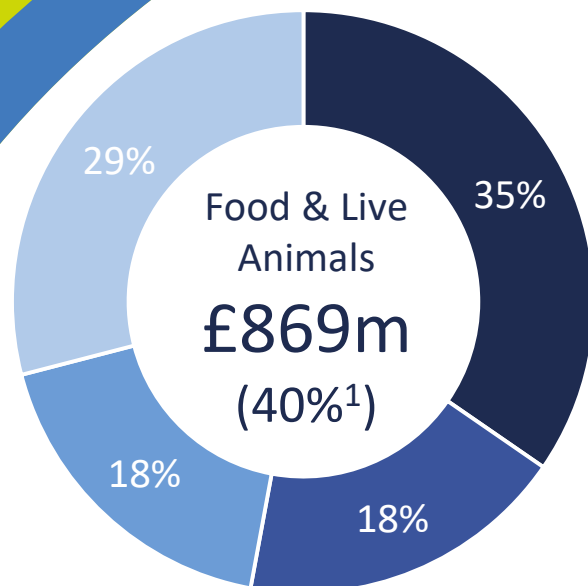
1. ***'Food and Live Animals'*** was worth 40% (£869m) of total NI imports from IE.
 - Within this the dominant product divisions were 'Meat and Meat Preparations' (35% or £301m) and 'Dairy Products and Birds' Eggs' (18% or £159m), which together accounted for 53% of 'Food and Live Animals' imports from IE.
2. ***'Manufactured Goods Classified Chiefly by Material'*** was worth 15% (£329m) of NI imports from IE.
 - The dominant divisions were 'Non-Metallic Mineral Manufactures n.e.s.¹' (39% or £127m) and 'Manufactures of Metal n.e.s.' (20% or £66m).
3. ***'Machinery and Transport Equipment'*** accounted for 11% (£244m) of NI imports from IE.
 - This was predominantly made up of 'Machinery Specialized for Particular Industries' (30% or £73m) and 'Ele machinery, app & appliances & ele pt thereof n.e.s.' (19% or £48m).

Combined, the three products above accounted for £1.4bn (66%) of all imports from IE to NI in 2018.

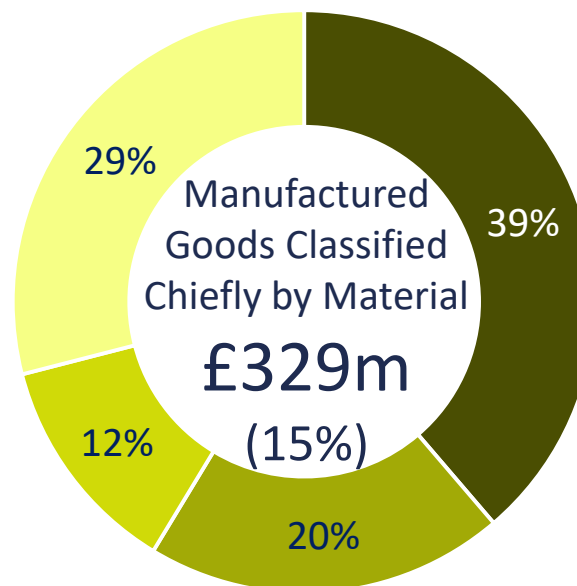
¹ n.e.s = not elsewhere specified

Top 3 Goods that NI Imported from IE in 2018

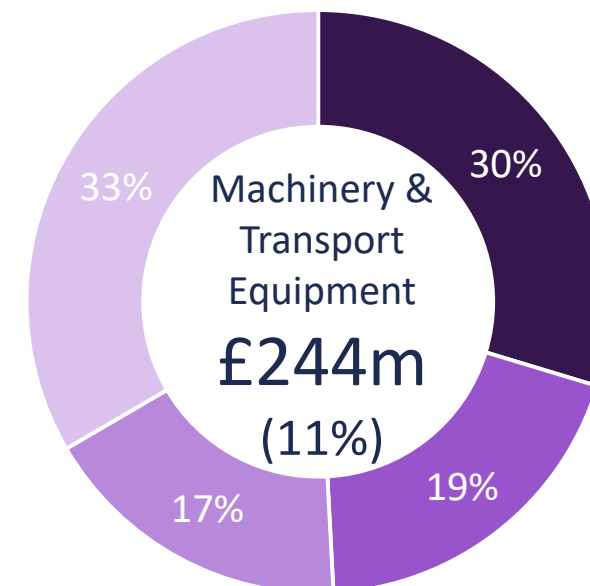
(Split by Division)



- 01 - Meat & meat preparations
- 02 - Dairy products & birds' eggs
- 04 - Cereals & cereal preparations
- OTHER



- 66 - Non-metallic mineral manufactures n.e.s.
- 69 - Manufactures of metal n.e.s.
- 64 - Paper, paperboard & manufactures thereof
- OTHER

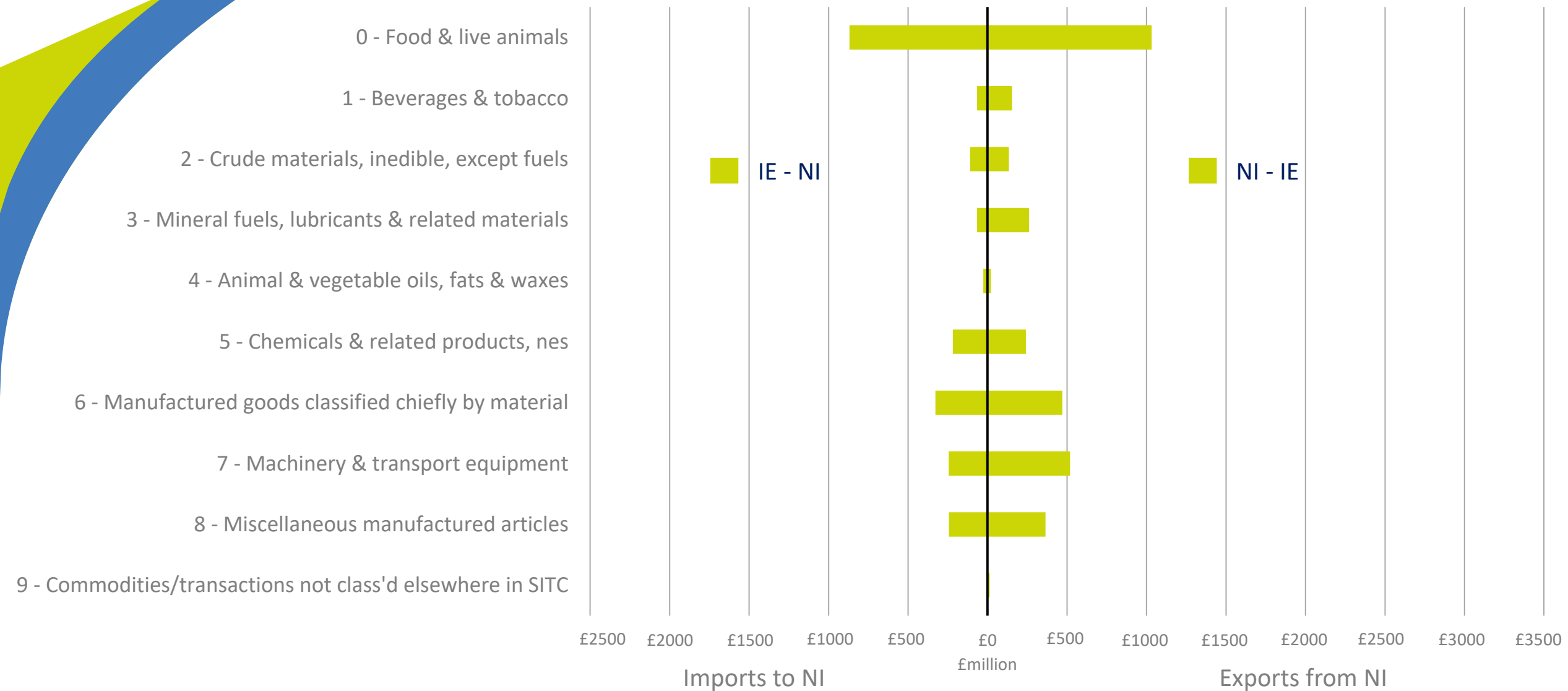


- 72 - Machinery specialized for particular industries
- 77 - Ele machinery, app & appliances & ele pt thereof n.e.s.
- 74 - General industrial machinery & eqp. & machine pt.n.e.s.
- OTHER

Overall, £2.2bn goods imported from IE to NI in 2018

¹As a proportion of total imports of goods from IE to NI

HMRC Value of Goods (£million): NI Imports and Exports by Origin, Broad Destination and Product¹, 2018



¹Split by SITC 1 - Section

NI Trade in Goods with the REU

£2.2bn of goods exported from NI to the REU in 2018

Top 3 goods that NI exported to the REU during 2018:

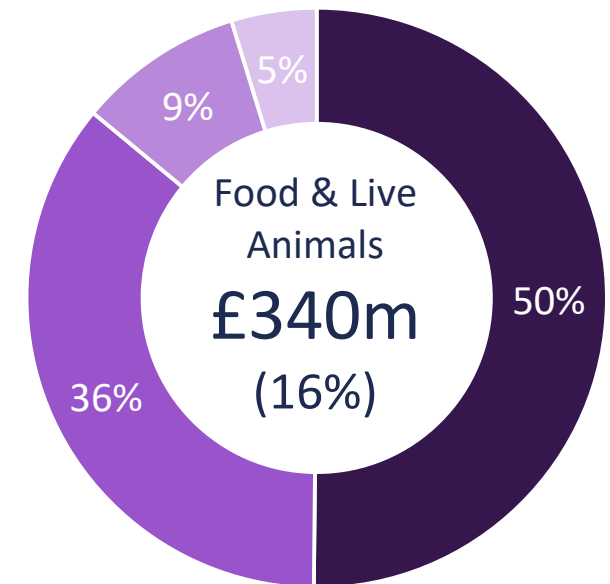
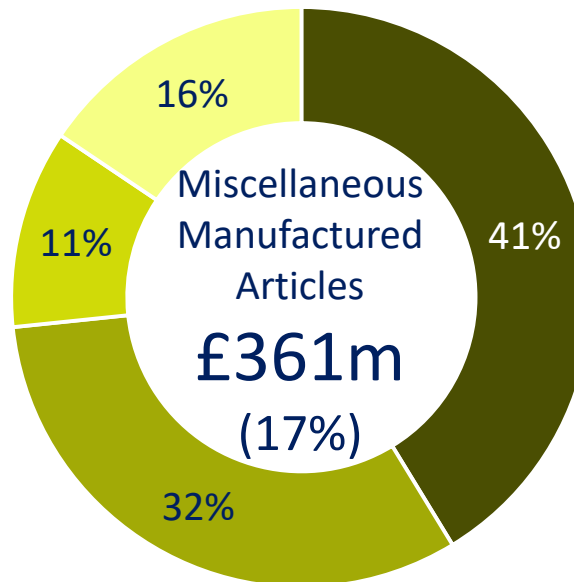
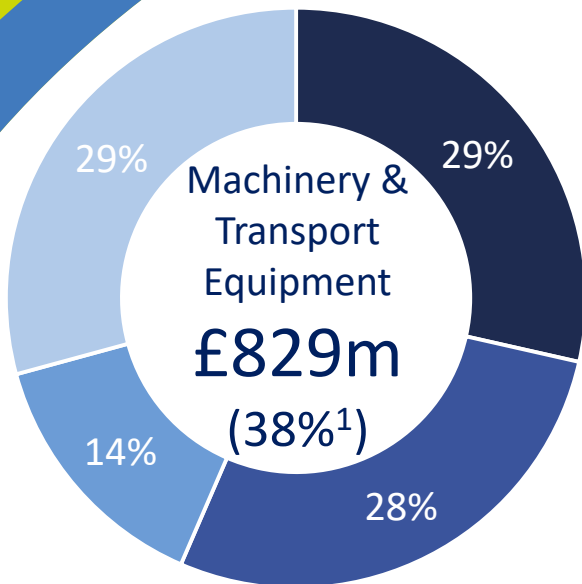
1. ***'Machinery and Transport Equipment'*** was worth 38% (£829m) of total NI exports from NI to the REU.
 - Within this sector the dominant product divisions were 'General Industrial Machinery and Equipment and Machine Parts n.e.s.¹' (29% or £237m) and 'Machinery Specialized for Particular Industries' (28% or £232m) which together accounted for 56% of 'Machinery and Transport Equipment' exports to the REU.
2. ***'Miscellaneous Manufactured Articles'*** which was worth 17% (£361m) of NI exports to the REU.
 - The dominant divisions were 'Professional, Scientific and Controlling Instruments and Apparatus n.e.s.' (41% or £149m) and 'Furniture and Parts Thereof; Bedding, Mattresses etc.' (32% or £116m).
3. ***'Food and Live Animals'*** accounted for 16% (£340m) of NI exports to the REU.
 - This was predominantly made up of 'Dairy Products and Birds' Eggs' (50% or £171m) and 'Meat and Meat Preparations' (36% or £122m).

Combined, the three products above accounted for £1.5bn (71%) of all exports from NI to the REU in 2018.

¹ n.e.s = not elsewhere specified

Top 3 Goods that NI Exported to the REU in 2018

(Split by Division)



- 74 - General industrial machinery & eq. & machine pt.n.e.s.
- 72 - Machinery specialized for particular industries
- 78 - Road vehicles (including air cushion vehicles)
- OTHER

- 87 - Professional, scientific & controlling ins & app n.e.s.
- 82 - Furniture & parts thereof; bedding, mattresses etc
- 89 - Miscellaneous manufactured articles n.e.s.
- OTHER

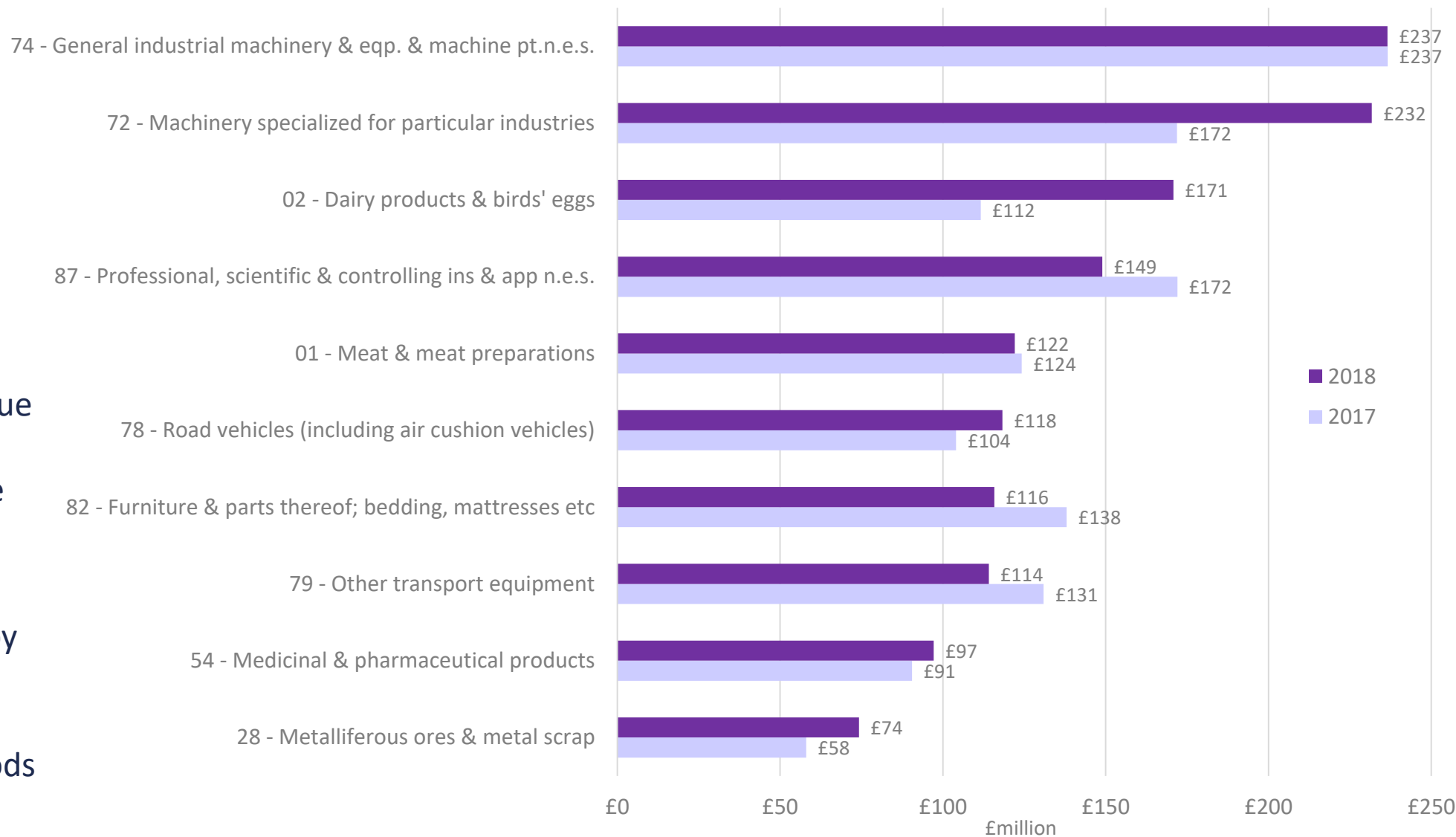
- 02 - Dairy products & birds' eggs
- 01 - Meat & meat preparations
- 03 - Fish, crustaceans, molluscs & aq.inverts & preps thereof
- OTHER

Overall, £2.2bn goods exported from NI to the REU in 2018

¹As a proportion of total exports of goods from NI to the REU

HMRC Top Ten Export Goods from NI to the REU by Value (£million) and Product¹, 2018

- HMRC Regional Trade Statistics estimate a value of £2.2bn goods were exported from NI to the REU in 2018.
- The top ten products (by SITC 2 - Division) accounted for £1.4bn, 66% of all exported goods to the REU.



¹Split by SITC 2 - Division

£2.8bn of goods were imported from the REU to NI in 2018

Top 3 goods that NI imported from the REU during 2018:

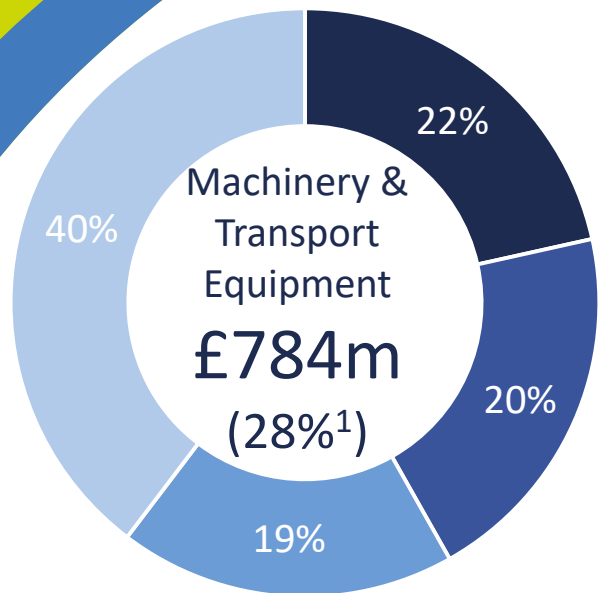
1. ***'Machinery and Transport Equipment'*** was worth 28% (£784m) of total NI imports from the REU to NI.
 - Within this the dominant product divisions were 'Machinery Specialized for Particular Industries' (22% or £169m) and 'General Industrial Machinery & Eqp. & Machine pt. n.e.s.¹' (20% or £159m), which together accounted for 42% of 'Machinery and Transport Equipment' imports from the REU.
2. ***'Manufactured Goods Classified Chiefly by Material'*** was worth 22% (£614m) of NI imports from the REU to NI.
 - The dominant divisions were 'Rubber Manufactures n.e.s.' (22% or £134m) and 'Manufactures of metal n.e.s.' (17% or £106m).
3. ***'Food and Live Animals'*** accounted for 16% (£444m) of NI imports from the REU to NI.
 - This was predominantly made up from 'Meat & Meat Preparations' (43% or £191m) and 'Vegetables & Fruit' (21% or £92m).

Combined, the three products above accounted for £1.8bn (65%) of all imports from the REU to NI in 2018.

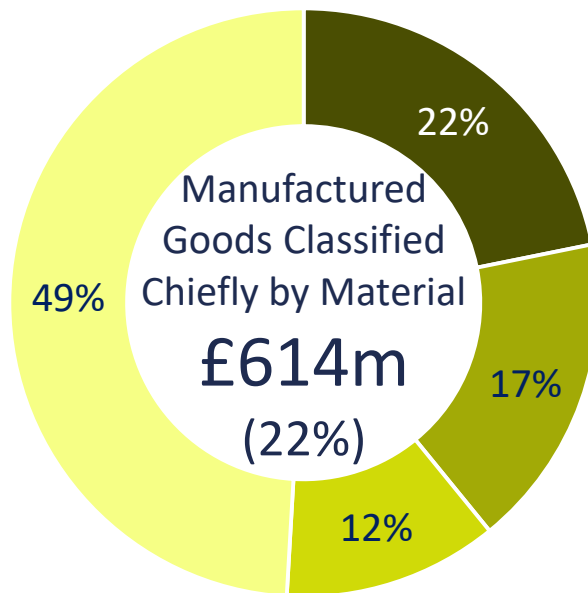
¹ n.e.s = not elsewhere specified

Top 3 Goods that NI Imported from the REU in 2018

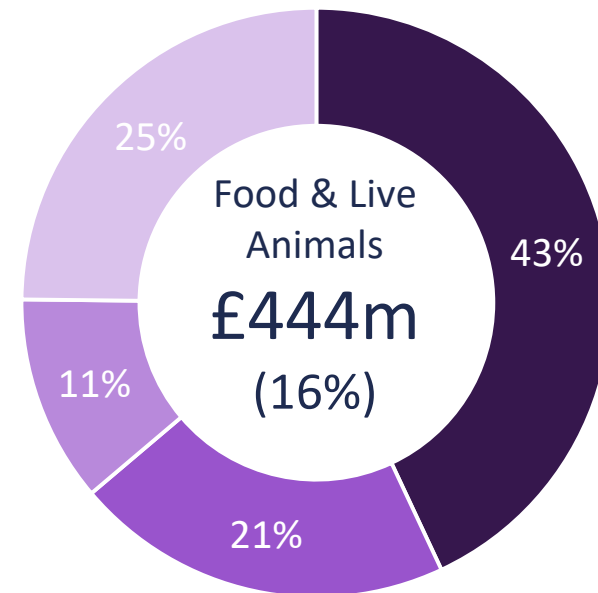
(Split by Division)



- 72 - Machinery specialized for particular industries
- 74 - General industrial machinery & eqp. & machine pt.n.e.s.
- 78 - Road vehicles (including air cushion vehicles)
- OTHER



- 62 - Rubber manufactures n.e.s.
- 69 - Manufactures of metal n.e.s.
- 65 - Textile yarn, fabrics, made up articles etc
- OTHER

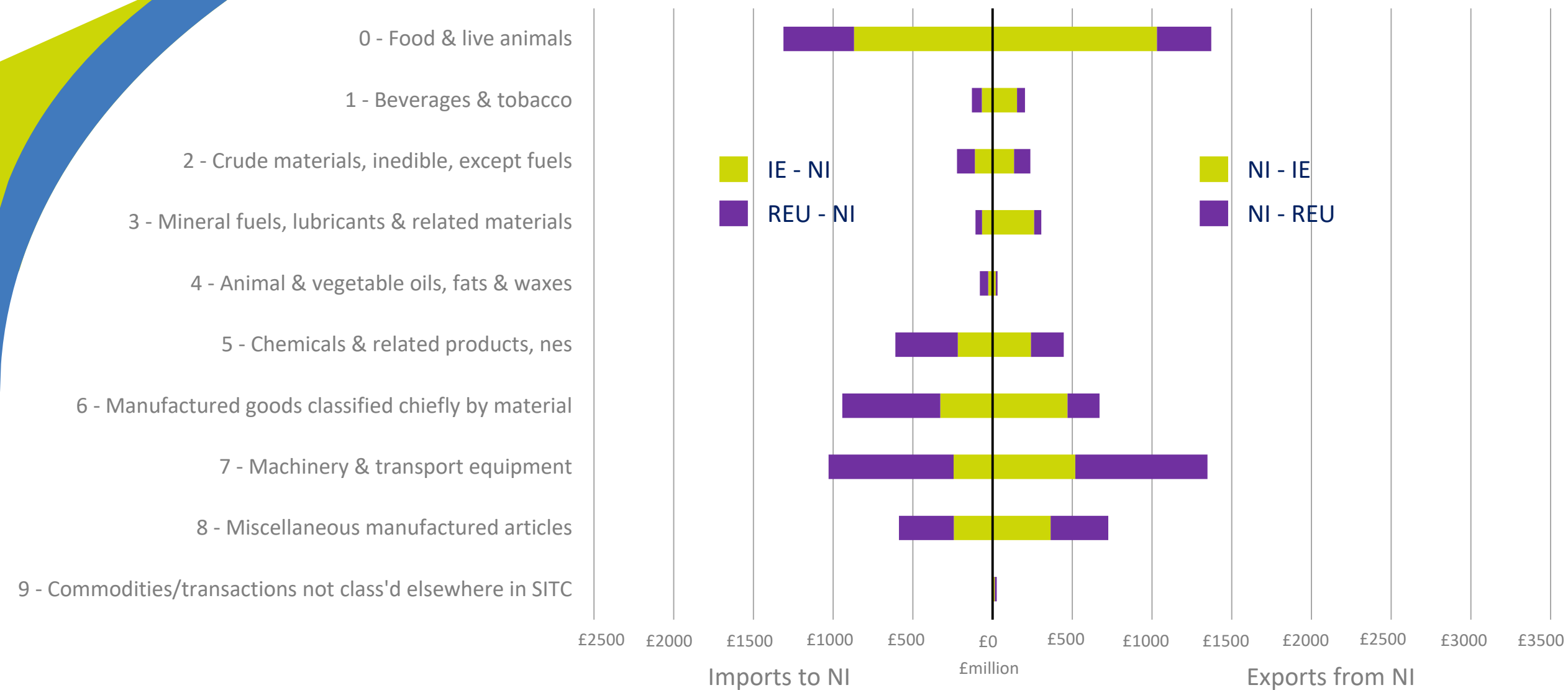


- 01 - Meat & meat preparations
- 05 - Vegetables & fruit
- 02 - Dairy products & birds' eggs
- OTHER

Overall, £2.8bn goods imported from the REU to NI in 2018

¹As a proportion of total imports of goods from the REU to NI

HMRC Value of Goods (£million): NI Imports and Exports by Origin, Broad Destination and Product, 2018



NI Trade in Goods with the RoW

£3.5bn of goods were exported from NI to the RoW in 2018

Top 3 goods that NI exported to the RoW during 2018:

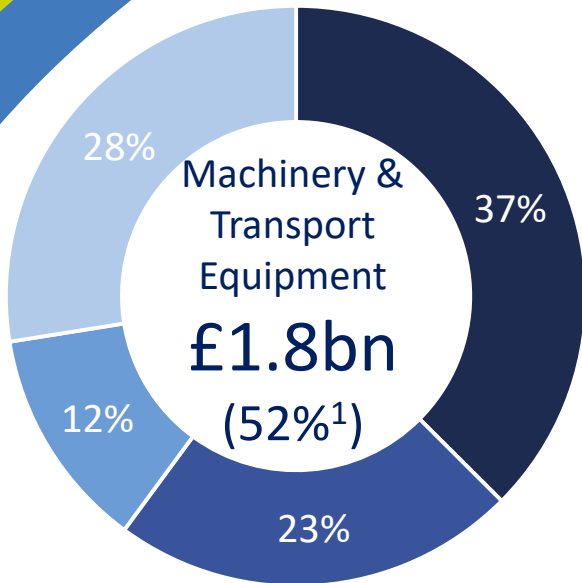
1. ***'Machinery and Transport Equipment'*** – 52% (£1.8bn) of total NI exports to the RoW.
 - Within this the dominant product divisions were 'Other Transport Equipment' (37% or £680m) and 'Machinery Specialized for Particular Industries' (23% or £410m), which together accounted for 60% of 'Machinery and Transport Equipment' exports to the RoW.
2. ***'Chemicals and Related Products, n.e.s'¹*** which was worth 20% (£700m) of NI exports to the RoW.
 - The dominant division was 'Medicinal and Pharmaceutical Products' which was worth £577m (83%) of 'Chemicals and Related Products, n.e.s' exports to the RoW.
3. ***'Miscellaneous Manufactured Articles'*** accounted for 15% (£510m) of NI exports to the RoW.
 - This was predominately made from 'Furniture and Parts Thereof; Bedding, Mattresses etc.' (59% or £301m) and 'Professional, Scientific and Controlling Instruments and Apparatus n.e.s' (29% or £145m).

Combined, the three products above accounted for £3.0bn (86%) of all exports from NI to the RoW in 2018.

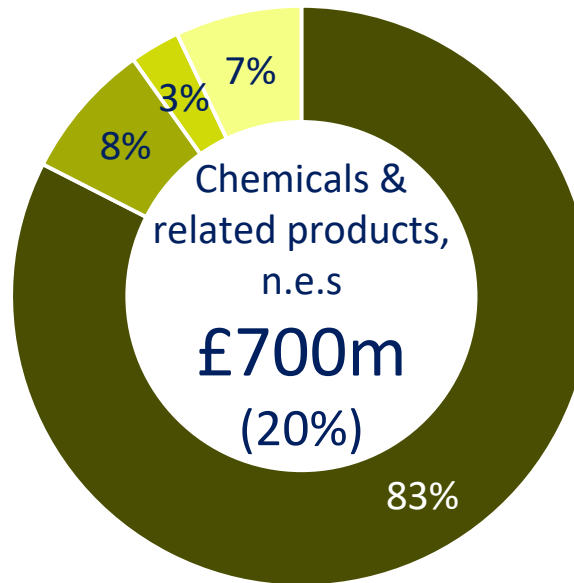
¹ n.e.s = not elsewhere specified

Top 3 Goods that NI Exported to the RoW in 2018

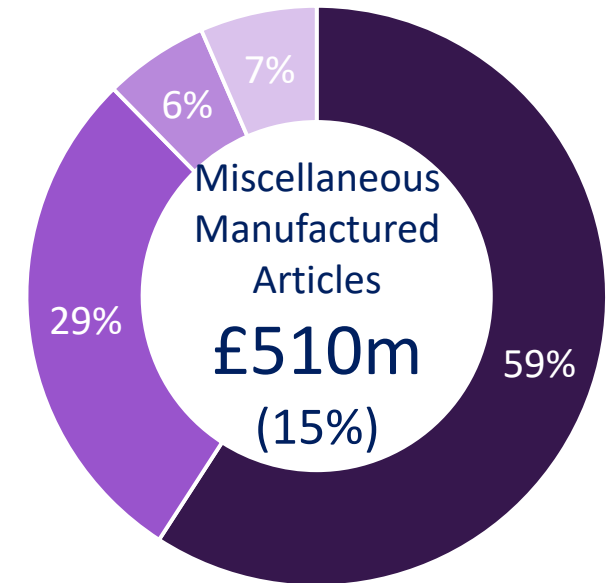
(Split by Division)



- 79 - Other transport equipment
- 72 - Machinery specialized for particular industries
- 77 - Ele machinery, app & appliances & ele pt thereof n.e.s.
- OTHER



- 54 - Medicinal & pharmaceutical products
- 59 - Chemical materials & products n.e.s.
- 58 - Plastics in non-primary forms
- OTHER



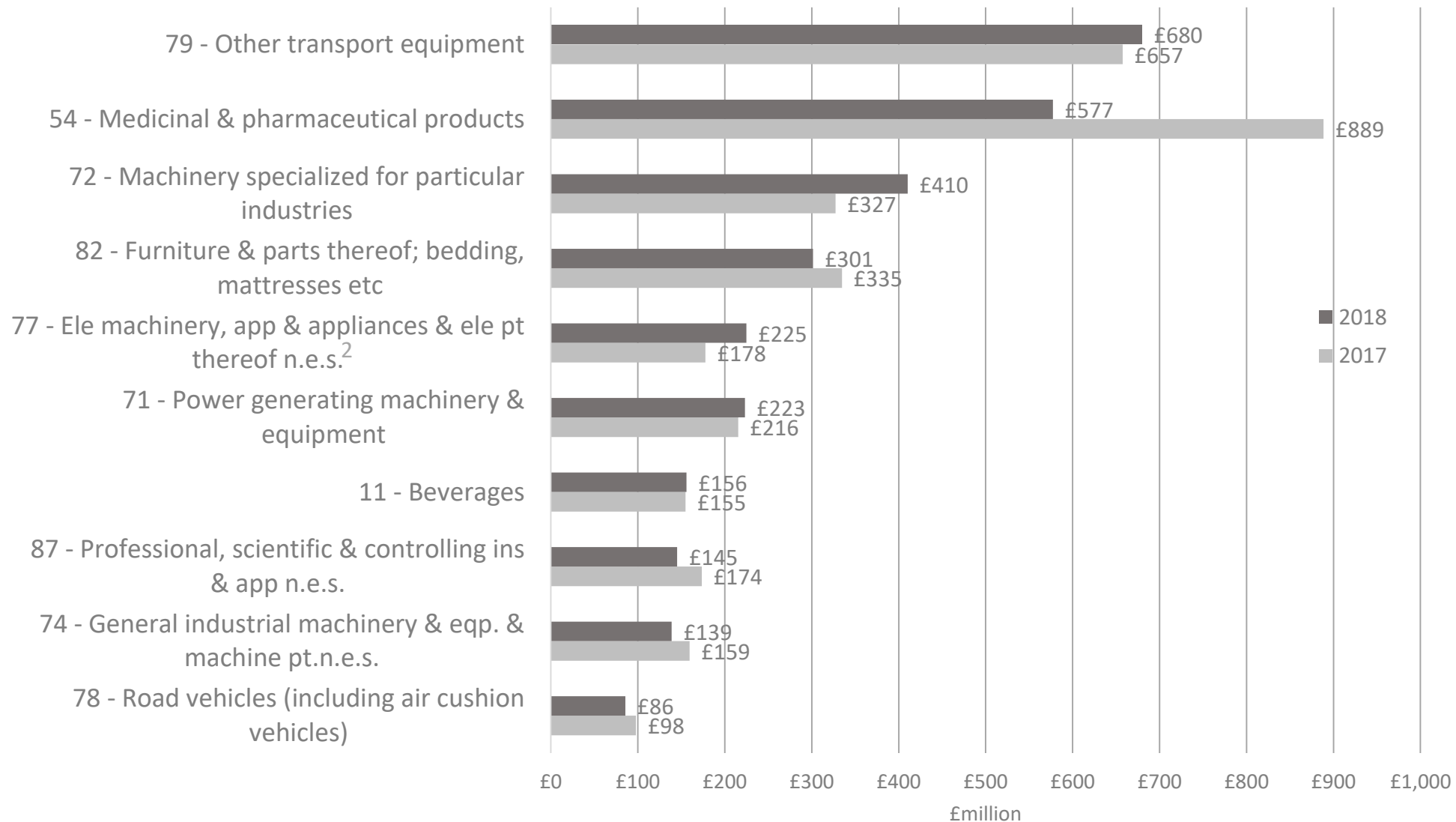
- 82 - Furniture & parts thereof; bedding, mattresses etc
- 87 - Professional, scientific & controlling ins & app n.e.s.
- 89 - Miscellaneous manufactured articles n.e.s.
- OTHER

Overall, £3.5bn goods exported from NI to the RoW in 2018

¹As a proportion of total exports of goods from NI to the RoW

HMRC Top Ten Export Goods from NI to the RoW by Value (£million) and Product¹, 2018

- HMRC Regional Trade Statistics estimate £3.5bn of goods were exported from NI to the RoW in 2018.
- The top ten products (by SITC 2 - Division) accounted for £2.9bn, 84% of all exported goods to the RoW.



¹Split by SITC 2 - Division

²Electrical machinery, apparatus and appliances, n.e.s., and electrical parts thereof (including non-electrical counterparts, n.e.s., of electrical household-type equipment)

£2.7bn of goods were imported from the RoW to NI in 2018

Top 3 goods that NI imported from the RoW to NI during 2018:

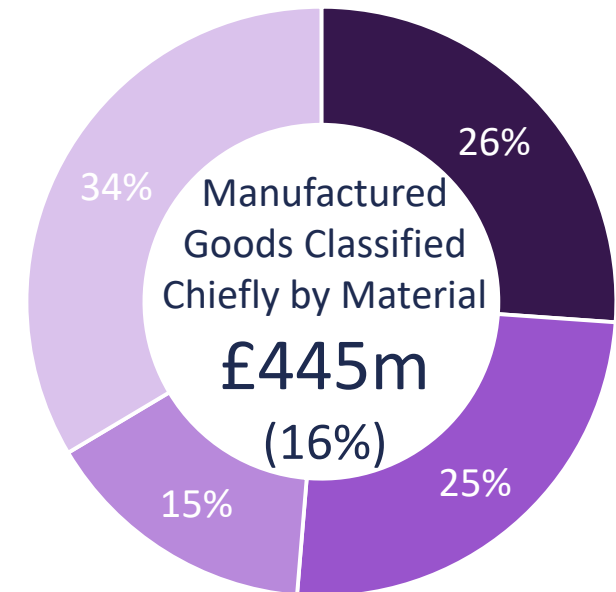
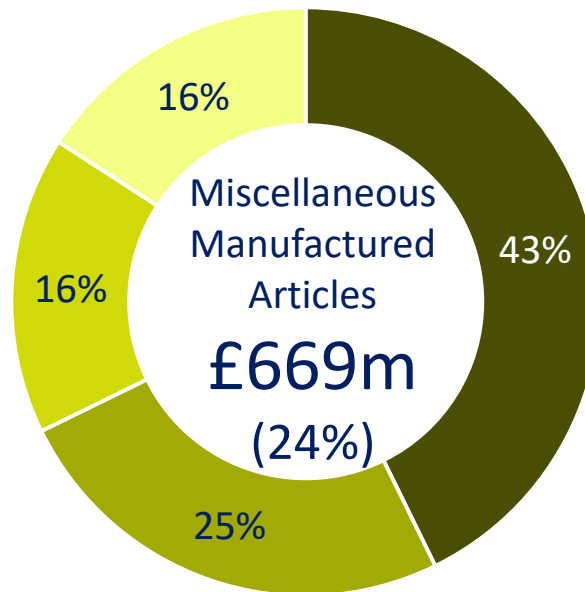
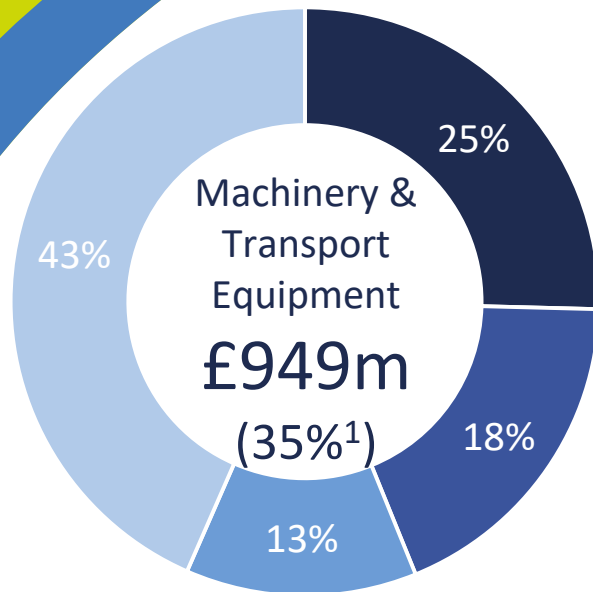
1. ***'Machinery and Transport Equipment'*** was worth 35% (£949m) of total NI imports from the RoW.
 - Within this the dominant product divisions were 'Ele Machinery, App & Appliances & Ele Pt Thereof n.e.s.¹' (25% or £241m) and 'Power Generating Machinery & Equipment' (18% or £175m), which together accounted for 44% of 'Machinery and Transport Equipment' imports from the RoW.
2. ***'Miscellaneous Manufactured Articles'*** was worth 24% (£669m) of total NI imports from the RoW.
 - The dominant divisions were 'Articles of Apparel & Clothing Accessories' (43% or £286m) and 'Furniture & Parts Thereof; Bedding, Mattresses etc' (25% or £167m).
3. ***'Manufactured Goods Classified Chiefly by Material'*** accounted for 16% (£445m) of total NI imports from the RoW.
 - This was predominantly made up from 'Manufactures of Metal n.e.s.' (26% or £116m) and 'Textile Yarn, Fabrics, Made Up Articles etc' (25% or £112m).

Combined, the three products above accounted for £2.1bn (75%) of all imports from the RoW to NI in 2018.

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 that NI Imported from the RoW in 2018

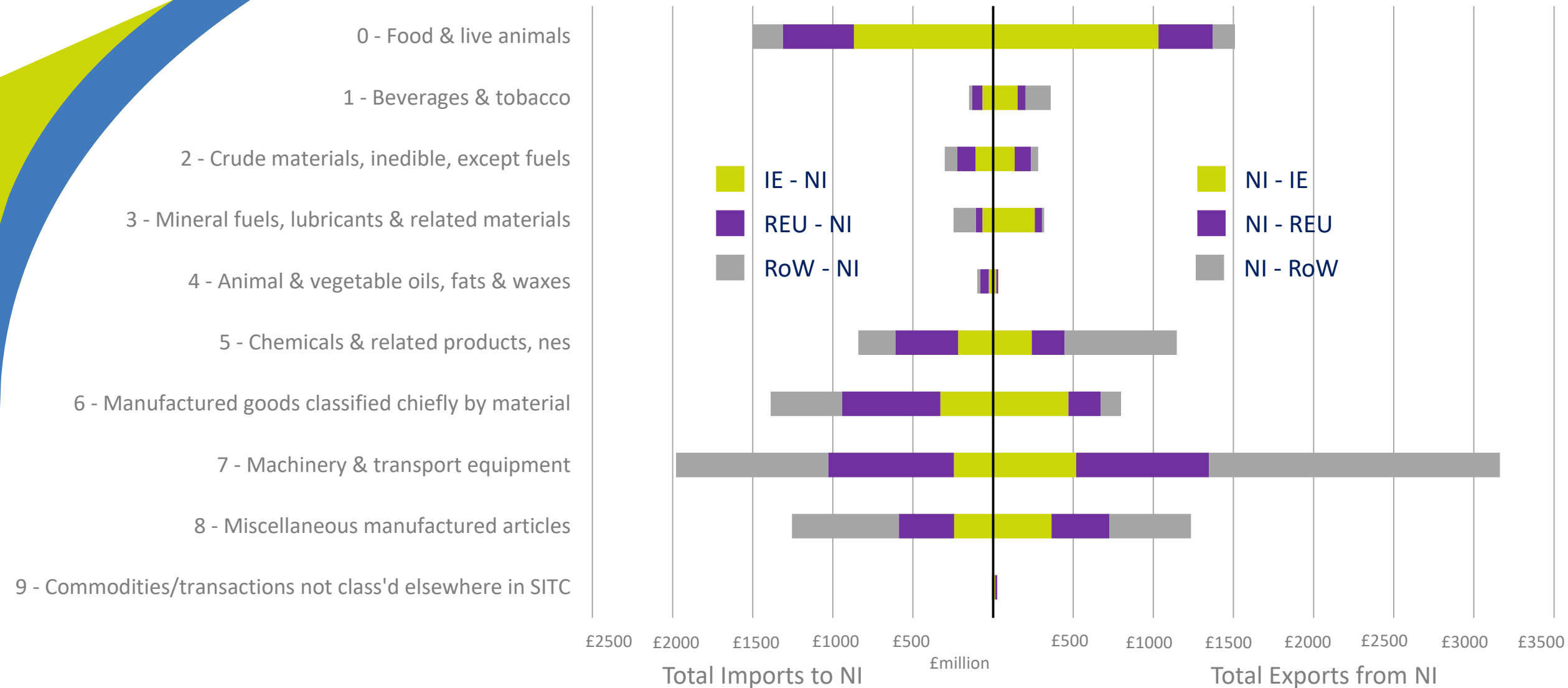
(Split by Division)



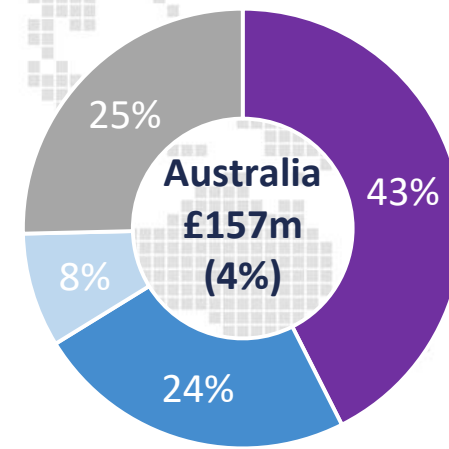
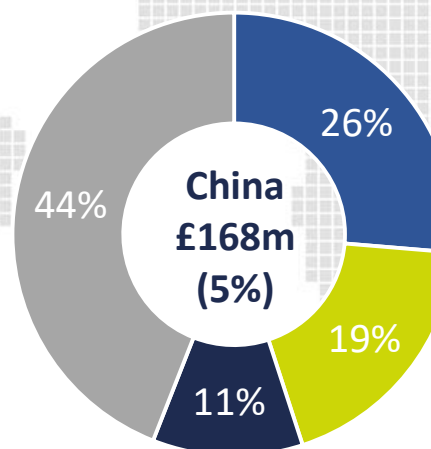
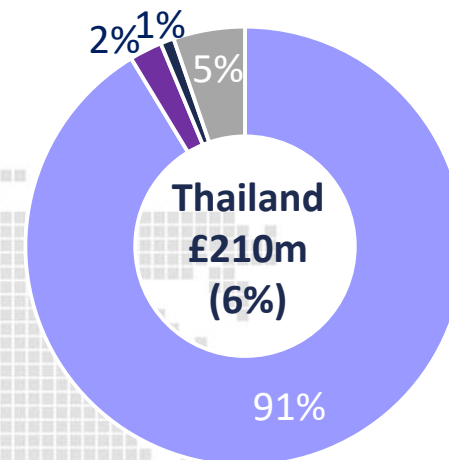
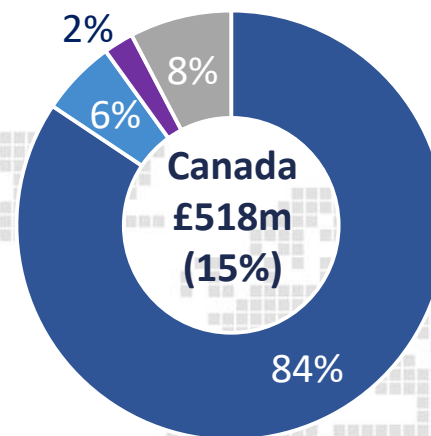
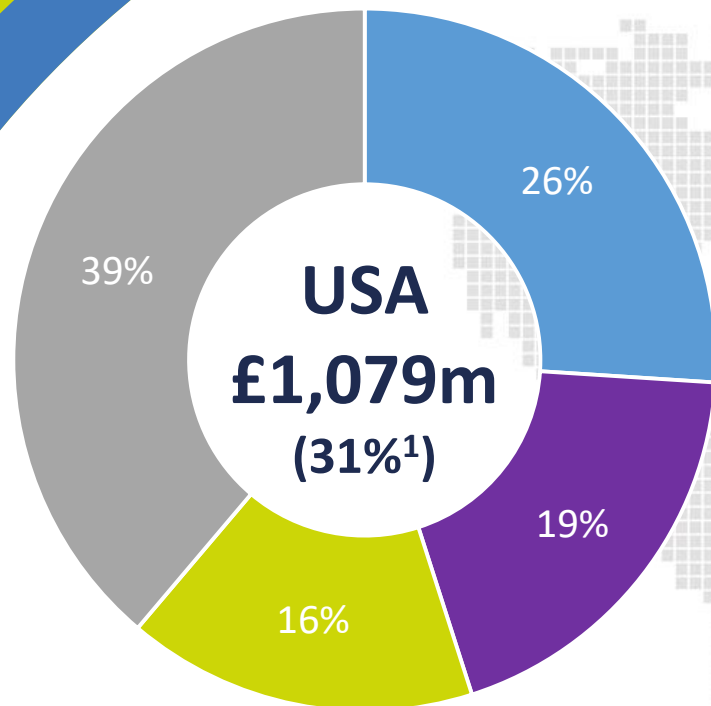
Overall, £2.7bn goods imported from the RoW to NI in 2018

¹As a proportion of total imports of goods from the RoW to NI

HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2018



NI's Top 5 RoW Export Partners by Value and Product, 2018



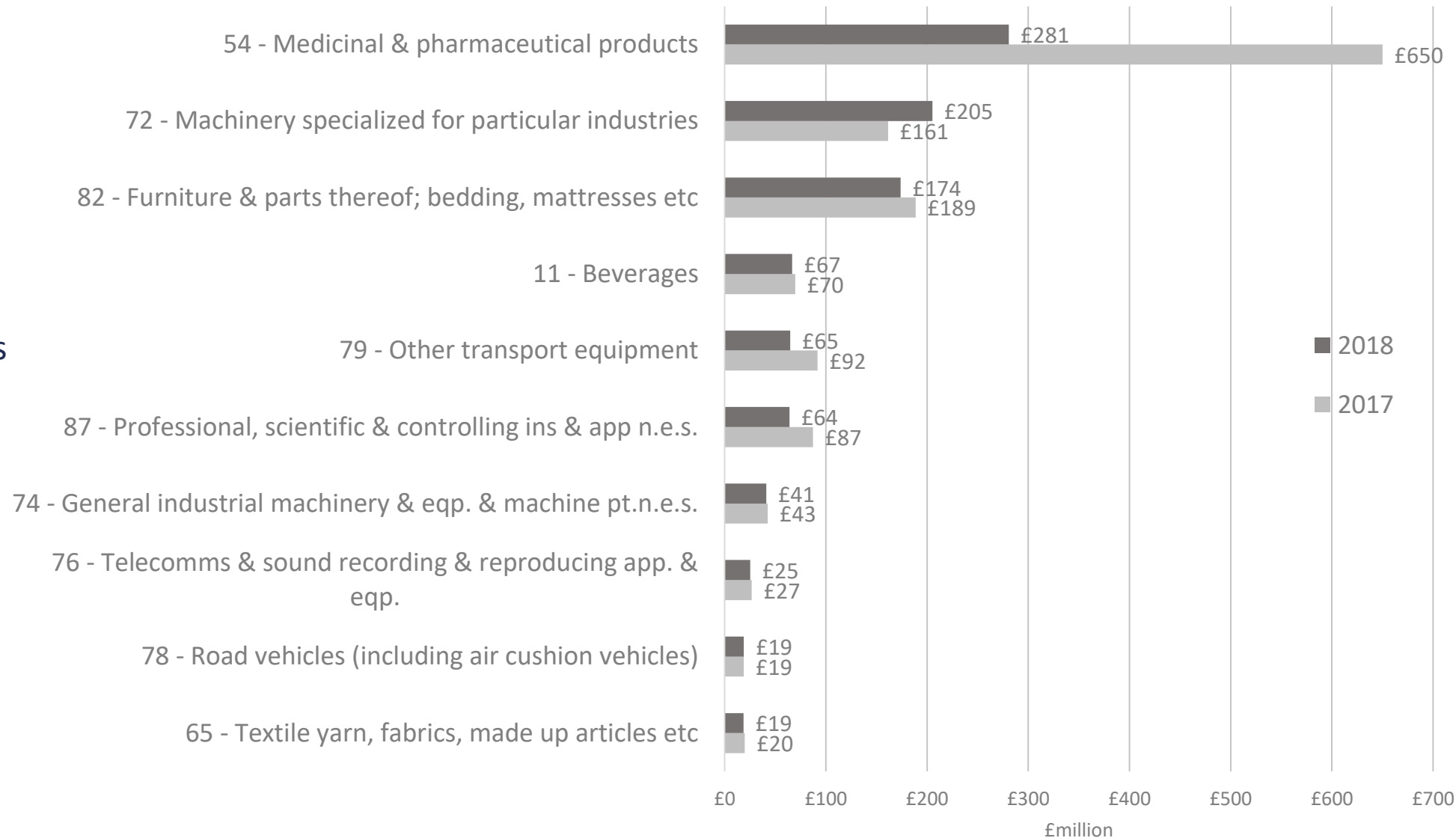
¹As a proportion of total exports of goods from NI to the RoW (£3.5bn)

- 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.

- 79 - Other transport equipment
- 82 - Furniture & parts thereof; bedding, mattresses etc
- 87 - Professional, scientific & controlling ins & app n.e.s.
- OTHER

HMRC Top Ten Export Goods from NI to USA by Value (£million) and Product, 2018

- HMRC Regional Trade Statistics estimate a value of £1.1bn goods were exported from NI to the USA in 2018 (31% of total RoW exported goods).
- The top ten products (by SITC2) accounted for £959m, 89% of all exported goods to USA.



Northern Ireland Supply Chain Activity

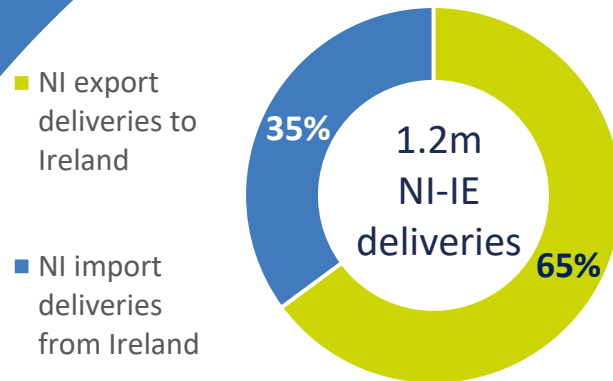
Cross-Border Supply Chain Report (2015,2016)

– Key Findings

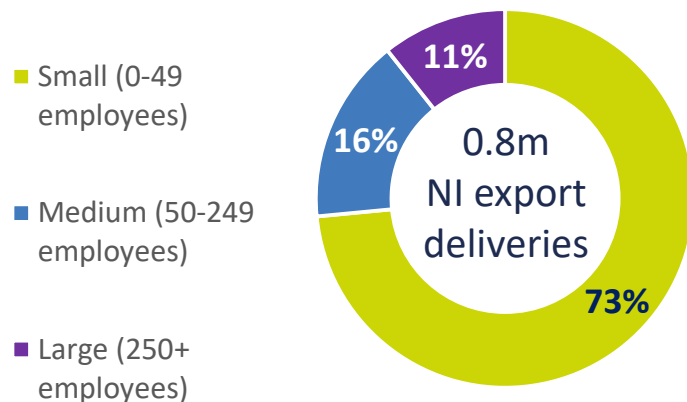
Supply Chain Survey/BESES data	Supply Chain Survey/HMRC data
<ul style="list-style-type: none"> NI businesses made some 758,000 cross-border export deliveries to IE, estimated to be worth some £3.4bn to the local economy in 2016. In addition there were approximately 410,000 import deliveries in 2015 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. 	<ul style="list-style-type: none"> 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.
<ul style="list-style-type: none"> 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. 	<ul style="list-style-type: none"> 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.
<ul style="list-style-type: none"> 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. 	<ul style="list-style-type: none"> 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.
<ul style="list-style-type: none"> 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. 	<ul style="list-style-type: none"> 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.

Cross-Border Supply Chain Report (2015, 2016)

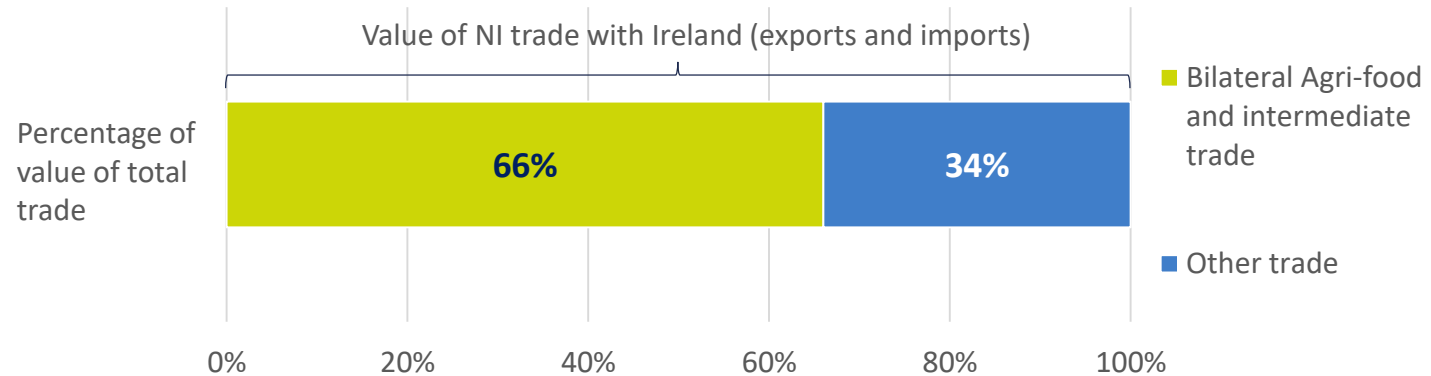
Over 1 million cross-border deliveries per annum...



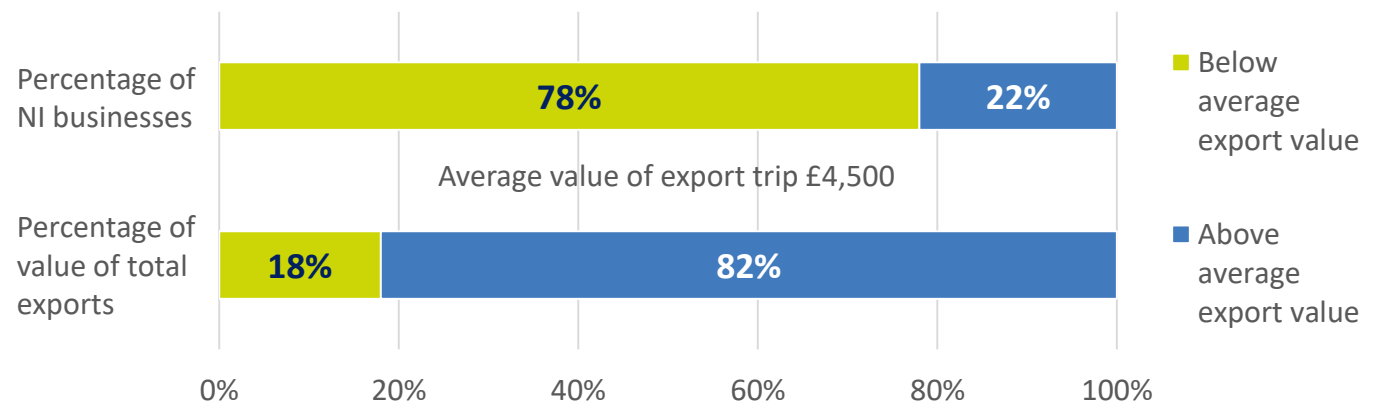
Nearly three quarters of export deliveries made by small businesses...



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



Most NI businesses make low value export deliveries...



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 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](#) – 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 2012-2015.

Data Sources – HMRC RTS and BESES comparison

	HMRC	BESES
UK COVERAGE	Consistent data across all UK regions	Provides NI estimates only
UK INTER-REGIONAL TRADE	No inter-regional trade	NI trade with GB provided
DATA SOURCE	Administrative data source – it is a legal requirement for all VAT registered businesses to supply this data	Survey-based data source – associated drawbacks include respondent bias, error, gaps in survey coverage, sampling error etc.
THRESHOLDS	Businesses included must have EU exports and imports above the Intrastat threshold (exports >£250k, imports > £1.5m). Detailed information on smaller traders is not available	Businesses surveyed must have turnover above the VAT threshold (£82k in 2015/16). Information on smaller businesses is therefore available from BESES
GOODS AND SERVICES DATA COLLECTED	Trade in goods only	Trade in goods and services
CLASSIFICATION OF DATA COLLECTED	Estimates provided at product level using the Standard International Trade Classification (SITC) and so only broadly comparable with BESES	Estimates provided at industry level using the Standard Industrial Classification (SIC 2007) and so only broadly comparable with HMRC
TIMELINESS	New up-to-date data published quarterly	Previous year data published annually. 2017 data published on the 12 th December 2018

Contacts

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