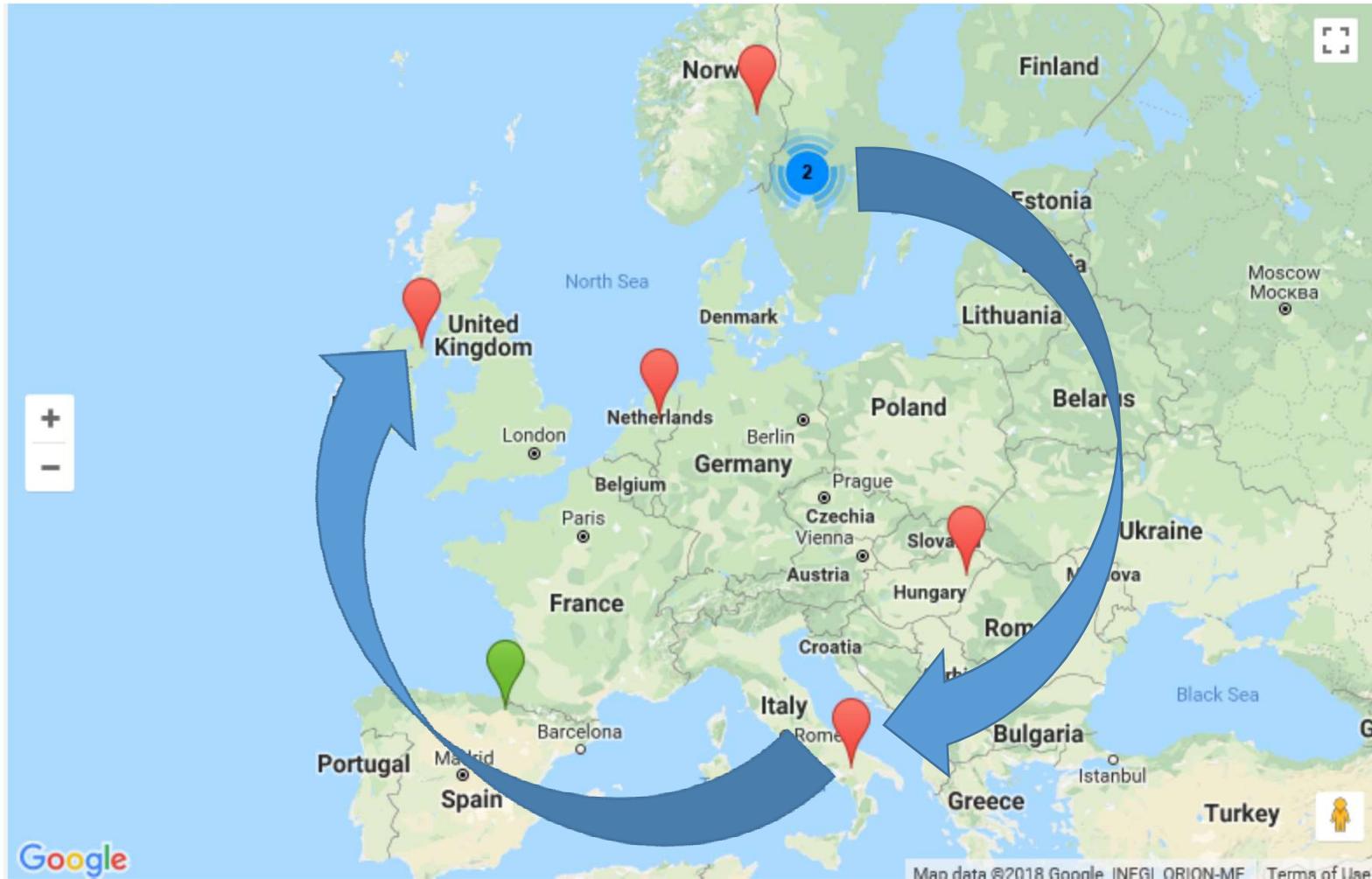




Invest NI Welcomes Project Partners

Nigel Sands
Trade Manager

Wednesday 21 February 2018





Programme

14:30 - Welcome

14:40 - Supporting SMEs to Export

15:00 - Supporting SMEs to Innovate

15:20 – Q&A

15:30 – Break

15:45 – NI Chamber of Commerce & Industry

16:05 – Supporting SMEs with Market Information

16:25 – Q&A

16:30 - Close



**C Series wings
are the largest
and most
complex
composite
structures
manufactured
and
assembled in
the UK**



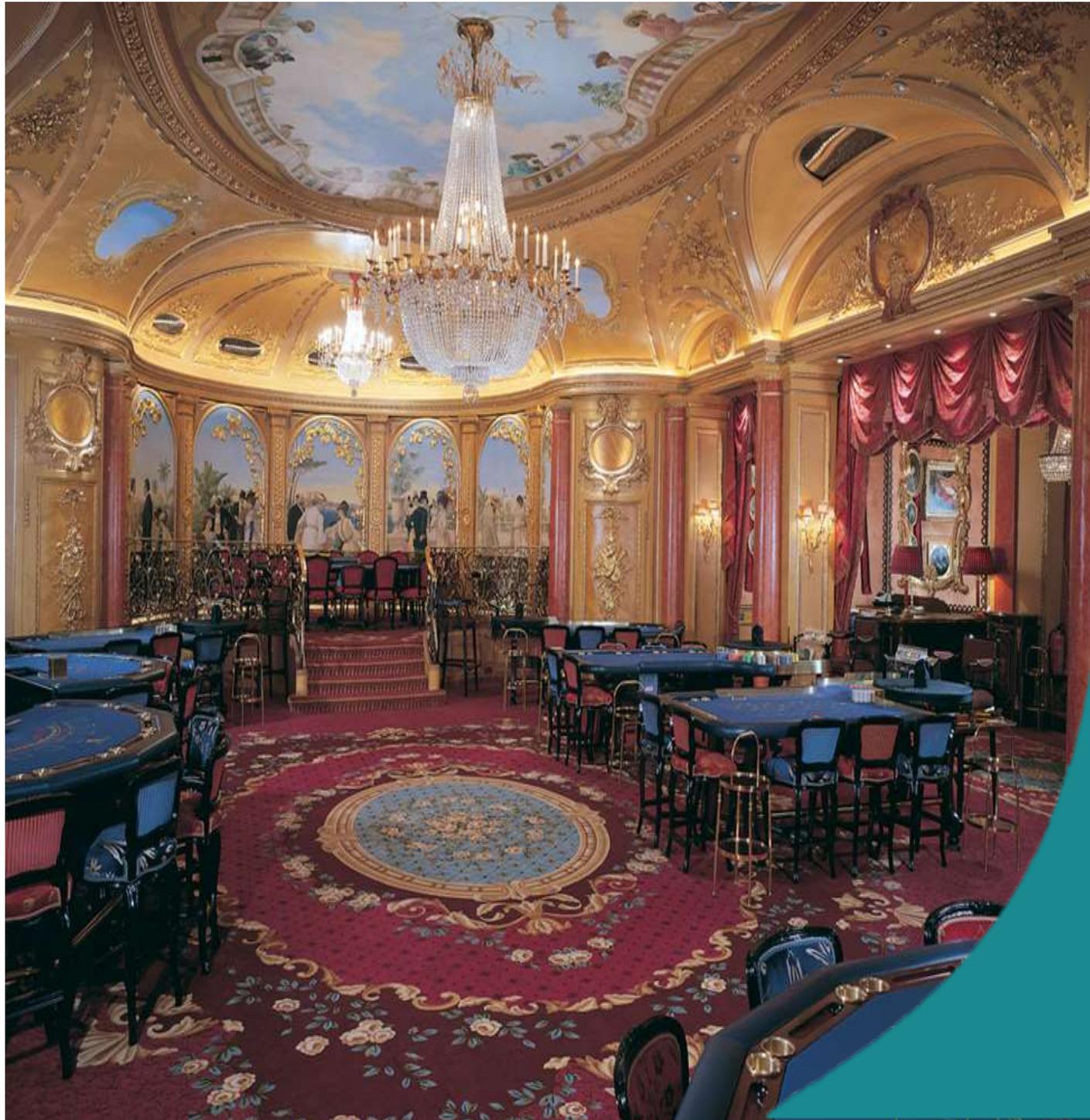
**1 in 5 of the
world's
computer
drives contains
a part created
in Northern
Ireland by
Seagate**



**40% of the world's
mobile crushing and
screening equipment is
made in Northern
Ireland**



One in three
London buses
manufactured
by Northern
Ireland
company,
Wrightbus



**Ulster Carpets
has supplied
carpets to
Buckingham
Palace, Tower of
London, The
Ritz and 7 Star
Hotels in UAE**



**Radox
Laboratories -
10% of global
cholesterol tests
are manufactured
by Radox**



**Heartsine - first
portable battery
operated
defibrillator.
Used by NATO,
The White
House, Bayern
Munich Stadium**



Vita Liberata,
Kim Kardashian's
tanning choice!

Northern Ireland Export Statistics

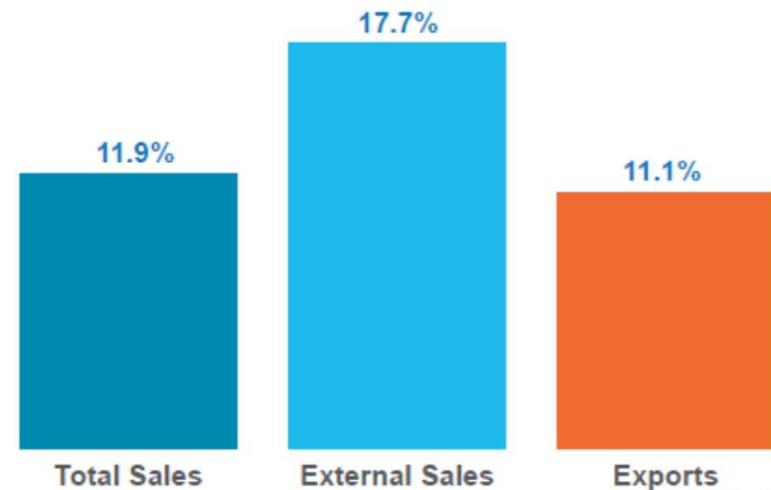
Total Sales	=	£68.9bn	(NI: £44.7bn	+	GB: £14.0bn	+	Exports: £10.1bn)
External Sales	=	£24.1bn	(GB: £14.0bn	+	Exports: £10.1bn)		
Exports	=	£10.1bn					

Composition and Trends

Breakdown of Sales 2016 (£bn)



Trends 2011-2016 (% change)



Source: Broad Economy Sales and Export Statistics, NISRA

Northern Ireland Export Statistics

Destination of Exports 2016

Republic of Ireland (£3.4bn)		Rest of EU (£2.3bn)		Rest of World (£4.4bn)					
Republic of Ireland £3,401m		Germany £569m		North America £1,853m			Asia £857m		
		France £489m					Switzerland £736m		
		Belgium £336m					Middle East £297m		Australia £136m
		Luxembourg £164m	Rest of EU Other £627m				Africa £191m	Rest of World Other £320m	
		Netherlands £149m							
Total Exports (£10.1bn)									

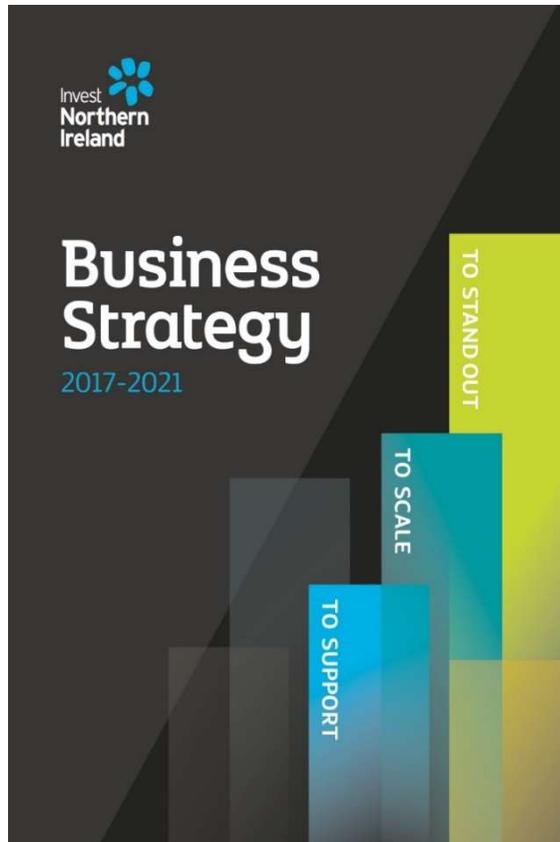
Source: Broad Economy Sales and Export Statistics, NISRA



Number of Businesses Selling Outside NI & Exporting (2016)



Business Strategy Context



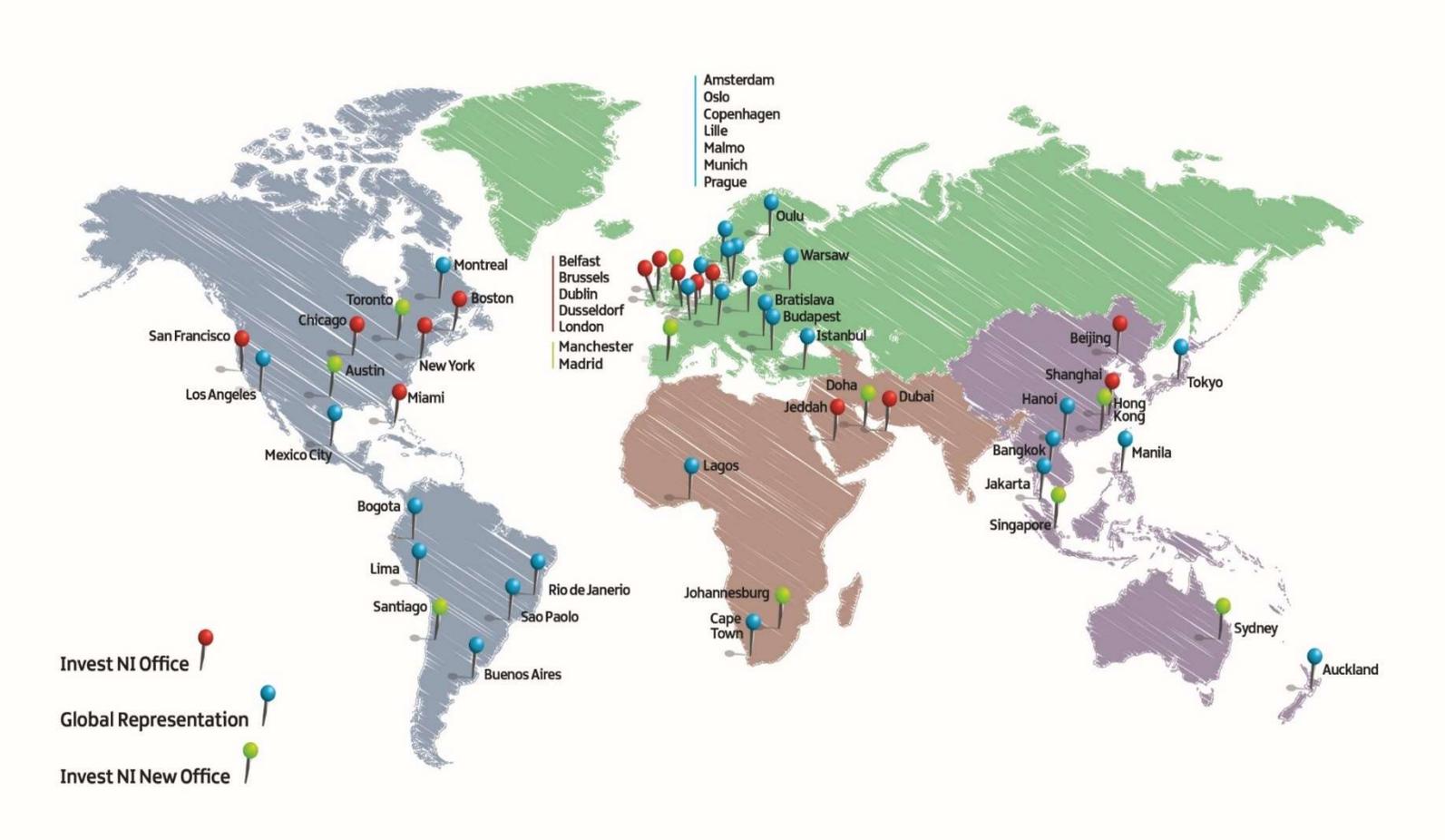
Supporting our customers to increase their **total sales** by

£3.2 to £4.2 billion

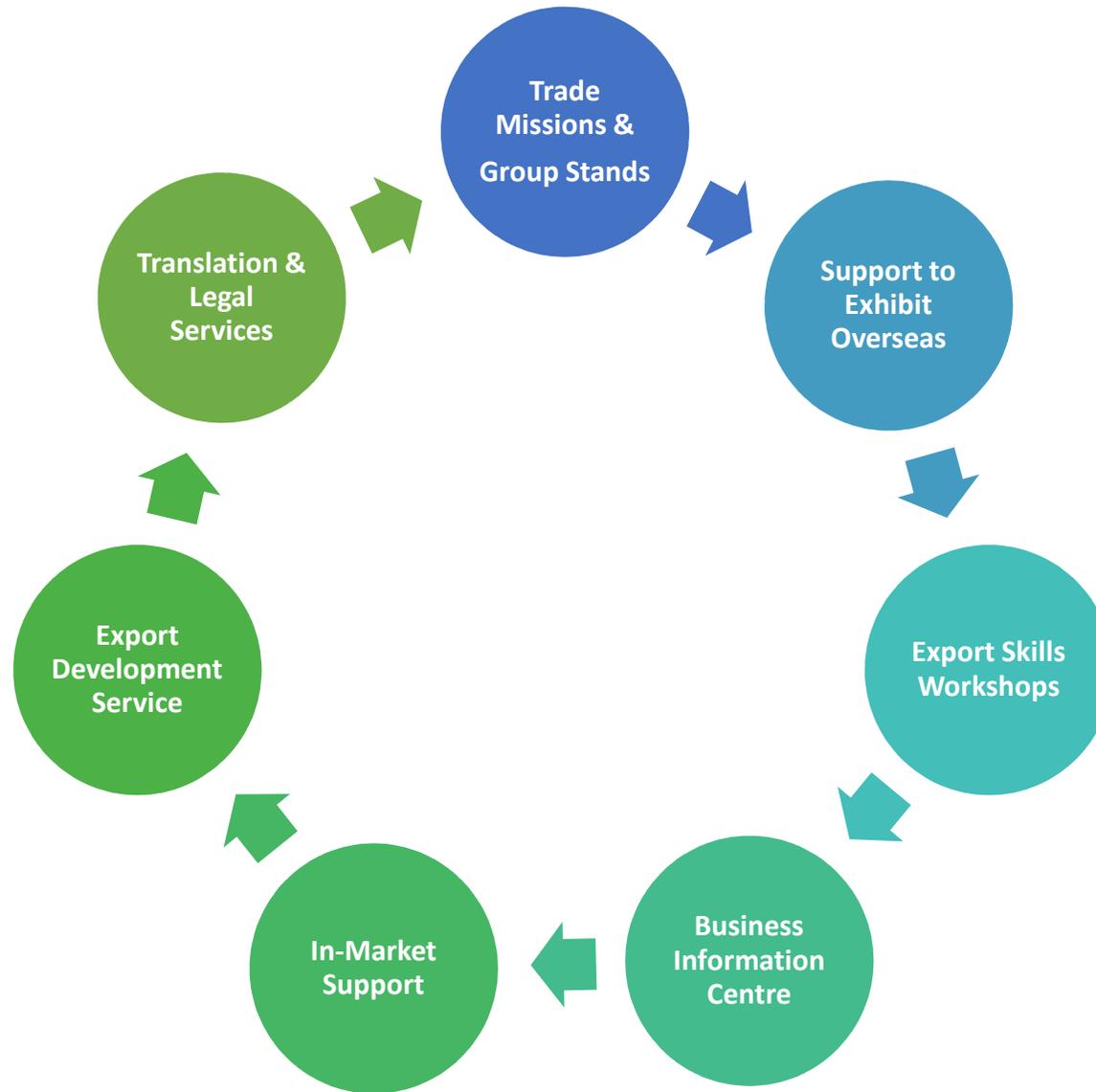


£2.4 - £3.1 billion will be sales outside Northern Ireland, including
£0.8 - £1.2 billion of new export sales

Expanding our global presence



Invest NI supports the export journey



Export Skills Workshops

- Core and Essential Export Skills workshops
- Open to all Northern Ireland companies interested in exporting
- Spring & Autumn - £75 (€85) per person
- Includes 1:1 mentoring (half day)

Business Information Centre Bedford Square, Belfast

- Business Research facility
 - company and market information using specialised electronic database resources
- How to access our resources
 - Enquiry Service
 - Visit the Centre
- Appointment only

In-Market Support

Trade Advisory Service – TAS

- Overseas office network and in-market advisers
- £125 (€141) per day – 10-day project
- up to 30 days per company per year

Trade Missions 2018-19

- 7 outside EU (multi-industry sector)
- Assistance towards travel and accommodation
- 50% of economy airfare
- up to £75 (€85) per night

Trade Exhibitions 2018-19

- Attend and support our customers at 27 overseas exhibitions
- 60% outside EU
- 50% of stand design & build costs
- 50% of economy airfare
- up to £75 (€85) per night

SOLEX

- Supporting SMEs to exhibit at trade shows outside Northern Ireland
- Support at 50% to maximum grant of £2,000 (€2,260)
- Assistance towards travel and accommodation



Farnborough
Airshow

Invest NI helps you internationalise



Education, Training & Careers
Exhibition
25-27 October 2017
Abu Dhabi National Exhibition Centre





Gulfood 2017
Dubai



EXPORT MARKET VISIT

- Support for up to 5 visits per country per year
- 50% of economy airfare. Up to 2 people. Limits apply
- £75(€85) per person per night (max. 5 nights)

EXPORT DEVELOPMENT SERVICE

- Specialist consultants in all sectors
- Assistance to help develop export strategy and planning
- Cost is £125 (€141) per day - up to 10 days per year

TRANSLATION & LEGAL SERVICES

- Assistance towards translation, interpreting and legal services at a rate of 50% to a max. of £5,000 (€5,650) in a rolling 12 month period
- Eligible costs are for new markets only



Thank you!