

# Overview of Northern Ireland Trade

## 15<sup>th</sup> June 2020

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# 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 2017-2018 (£billion)

Destination	Total Sales <sup>1</sup> by NI Businesses							
	NI External Sales <sup>2</sup> to						Sales Within NI	Total Sales (NI + External Sales)
	NI Exports <sup>3</sup> to				Great Britain (GB)	Total External Sales (GB+Exports)		
Ireland (IE)	Rest of EU (REU)	Rest of World (RoW)	Total Exports (IE+REU+RoW)					
<b>2017 £bn</b>	3.8	2.0	4.5	10.3	11.6	22.0	44.2	66.1
<b>2018 £bn</b>	4.2	2.5	4.5	11.2	10.6	21.7	46.7	68.4
<b>Annual Change (%)</b>	8.6	20.9	1.8	8.1	-9.3	-1.1	5.7	3.5

<sup>1</sup>Total sales represents sales within NI + total external sales

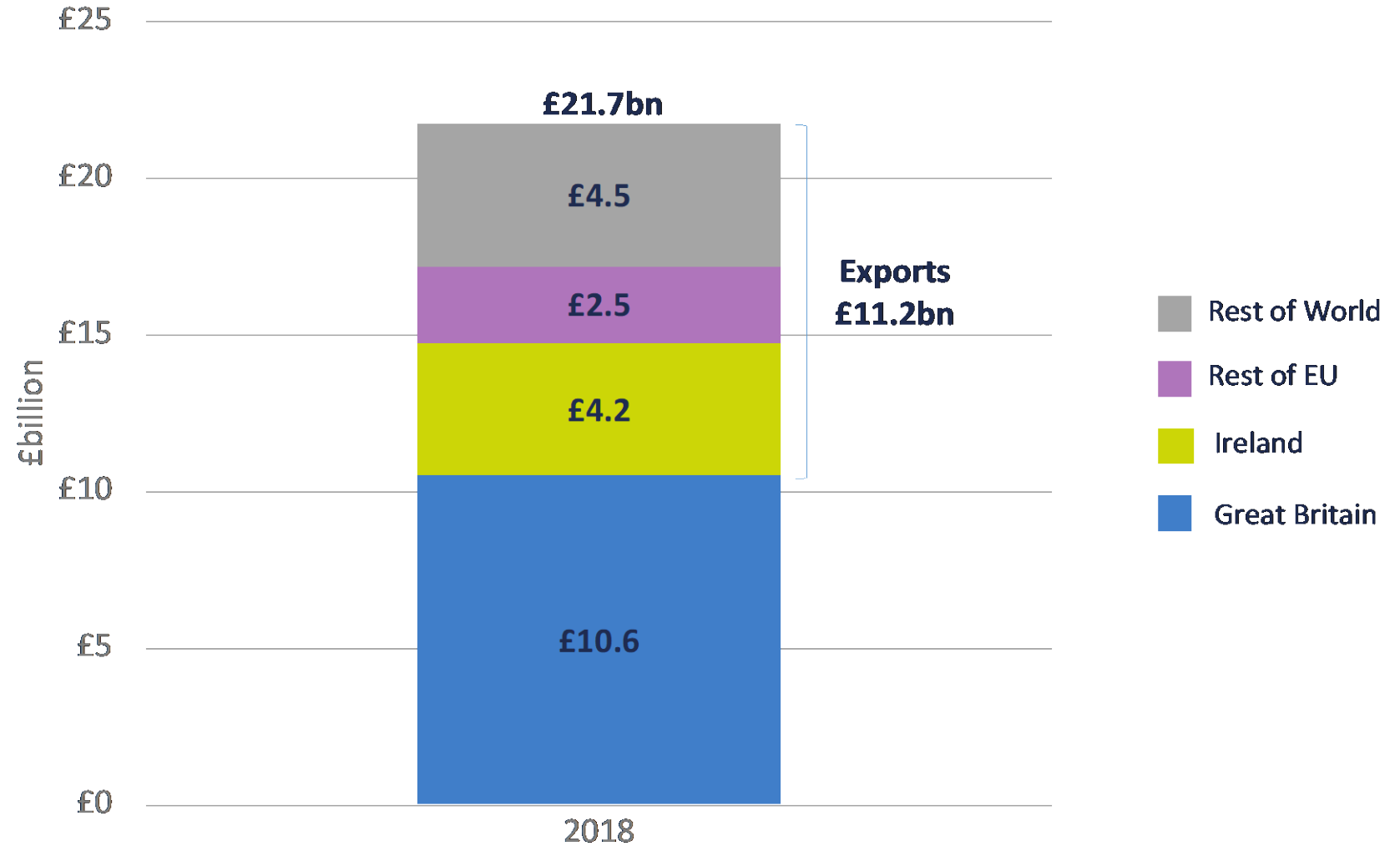
<sup>2</sup>External sales represents sales made outside NI (sales to GB, IE, REU and RoW)

<sup>3</sup>Exports represent all sales made outside the UK (sales to IE, REU and RoW)

# NI External Sales & Exports by Destination (£billion), 2018

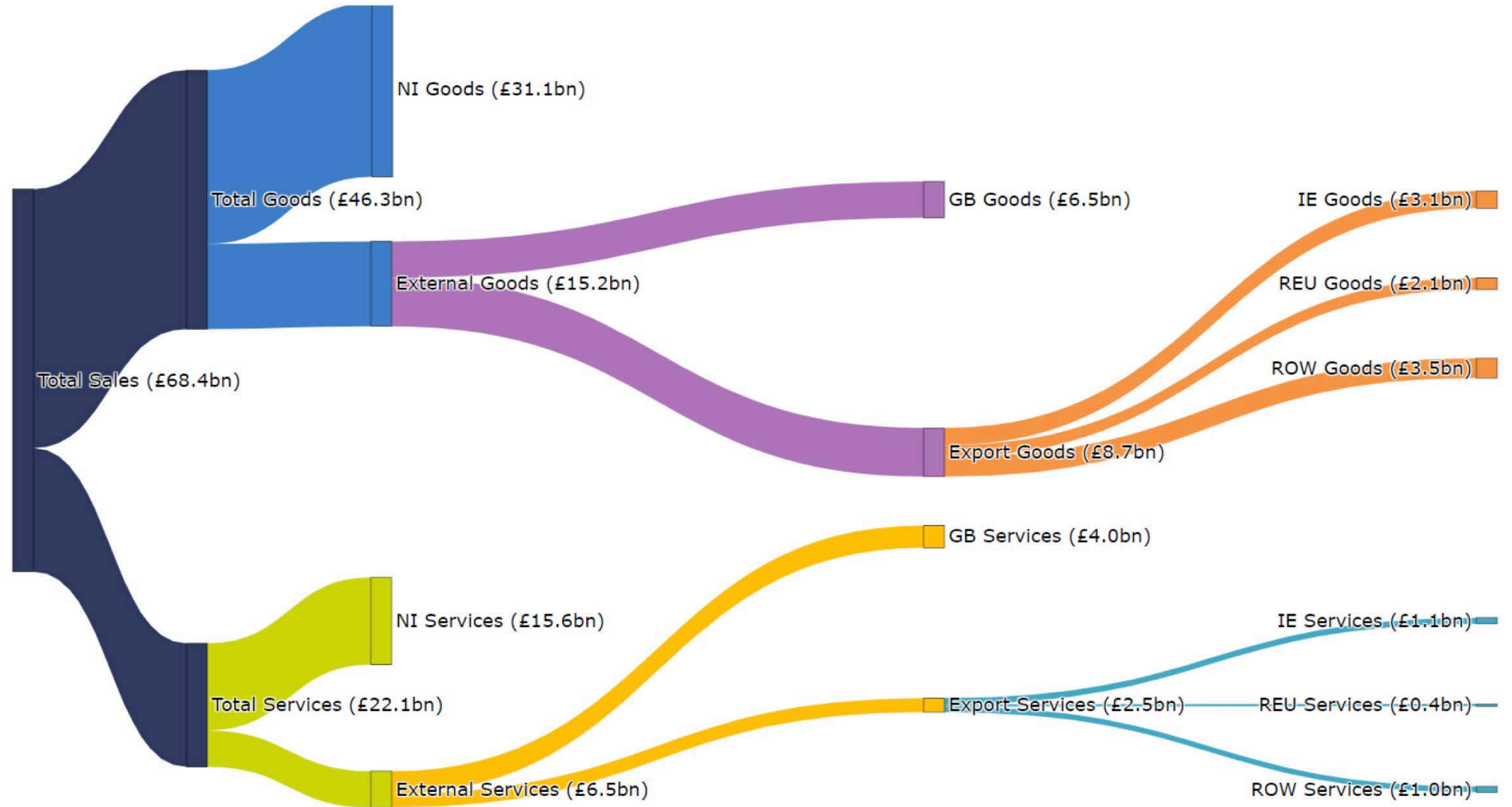
In 2018:

- NI sales to GB were worth 2.5 times more than NI exports to Ireland;
- Total exports exceeded sales to GB for the first time since survey records began in 2011<sup>1</sup>;
- IE remains NI's single largest export market



<sup>1</sup>Sales to GB are not "exports", which are defined as sales outside the UK

# Sales of Goods and Services by Broad Destination (£billion), 2018

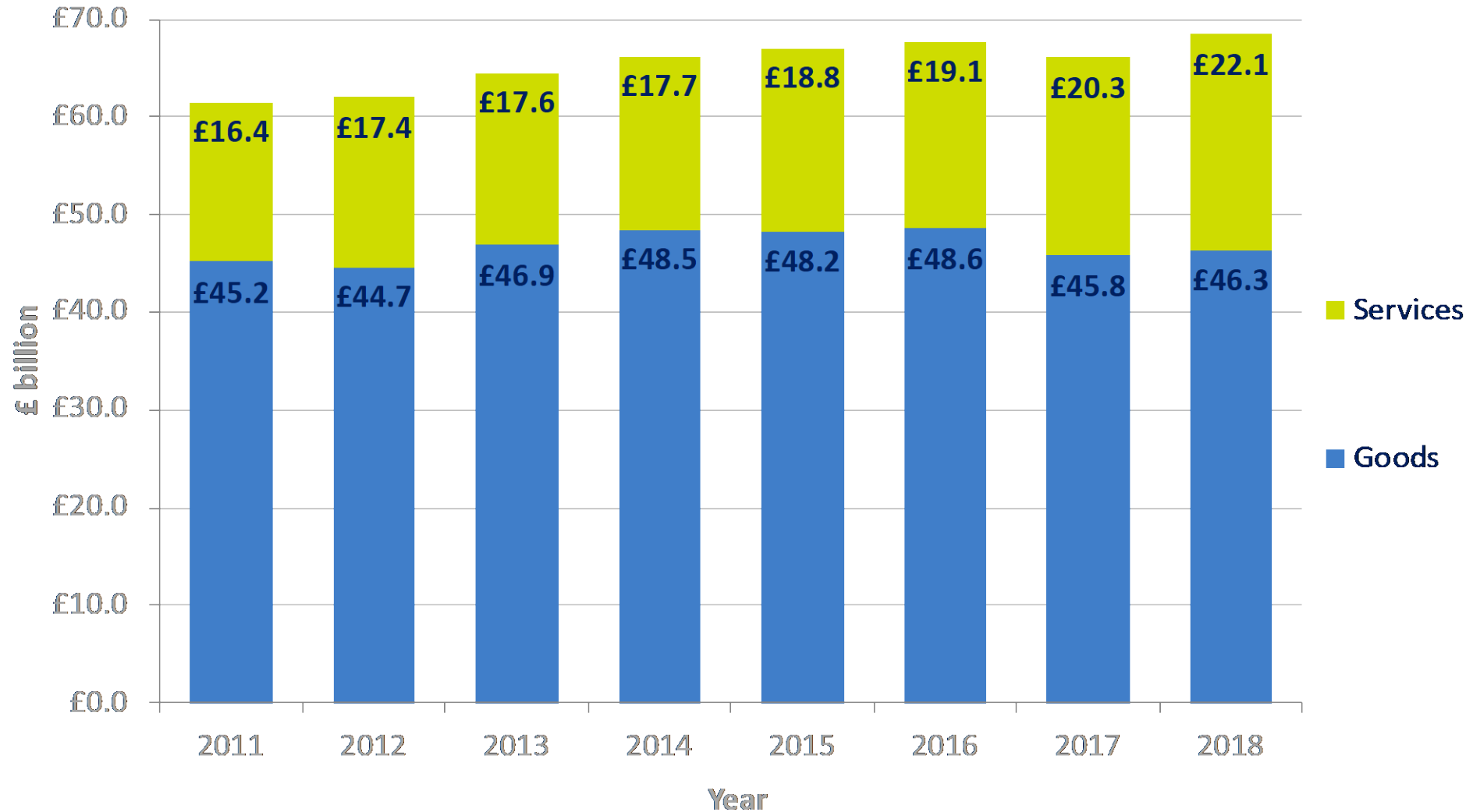




# Total Sales of Goods and Services, 2011 – 2018 (£billion)

In 2018:

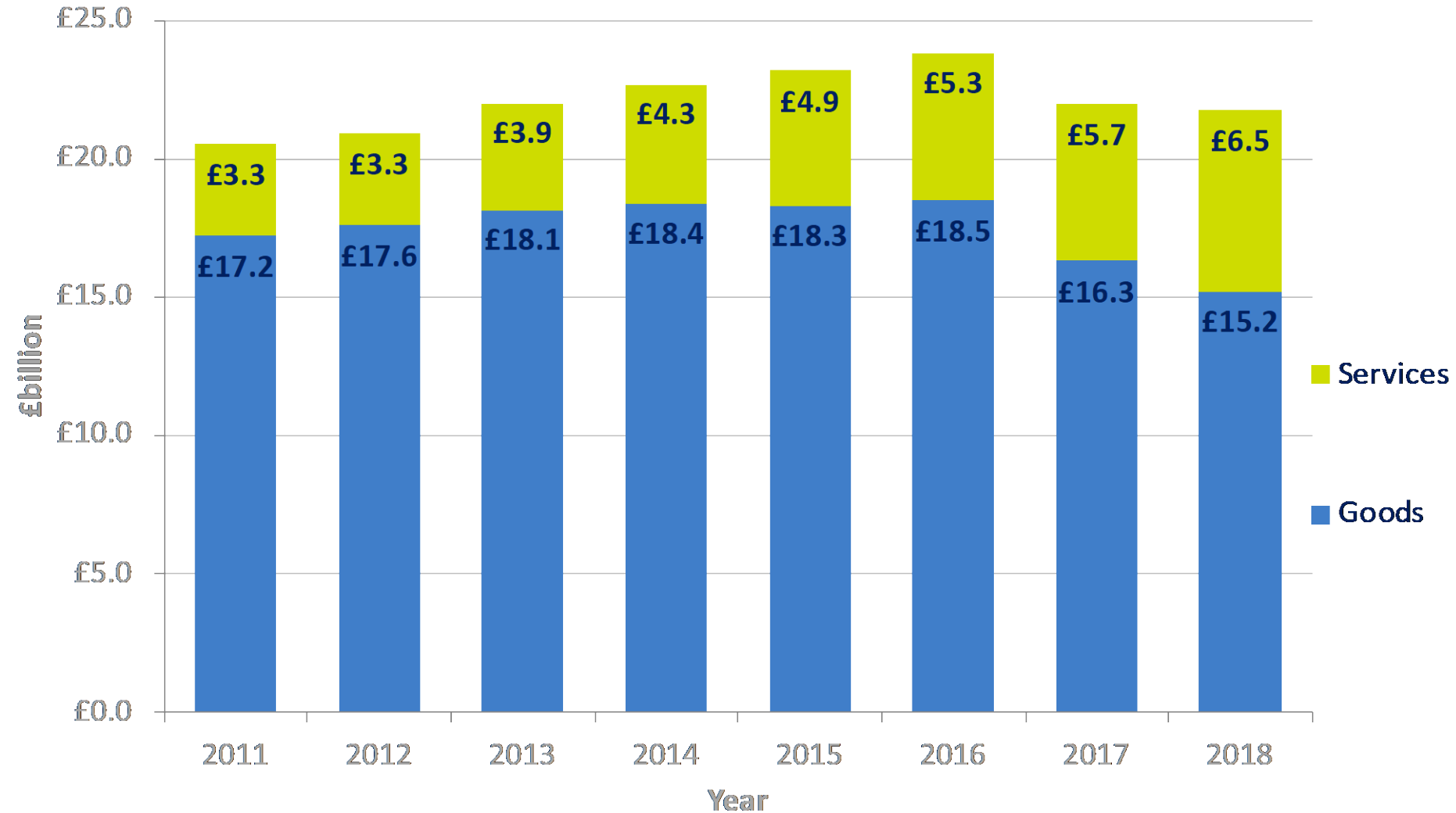
- Total sales were worth £68.4bn
- **Goods** accounted for 68% of total sales
- **Services** accounted for 32% of total sales



# External Sales of Goods and Services, 2011 – 2018 (£billion)

In 2018:

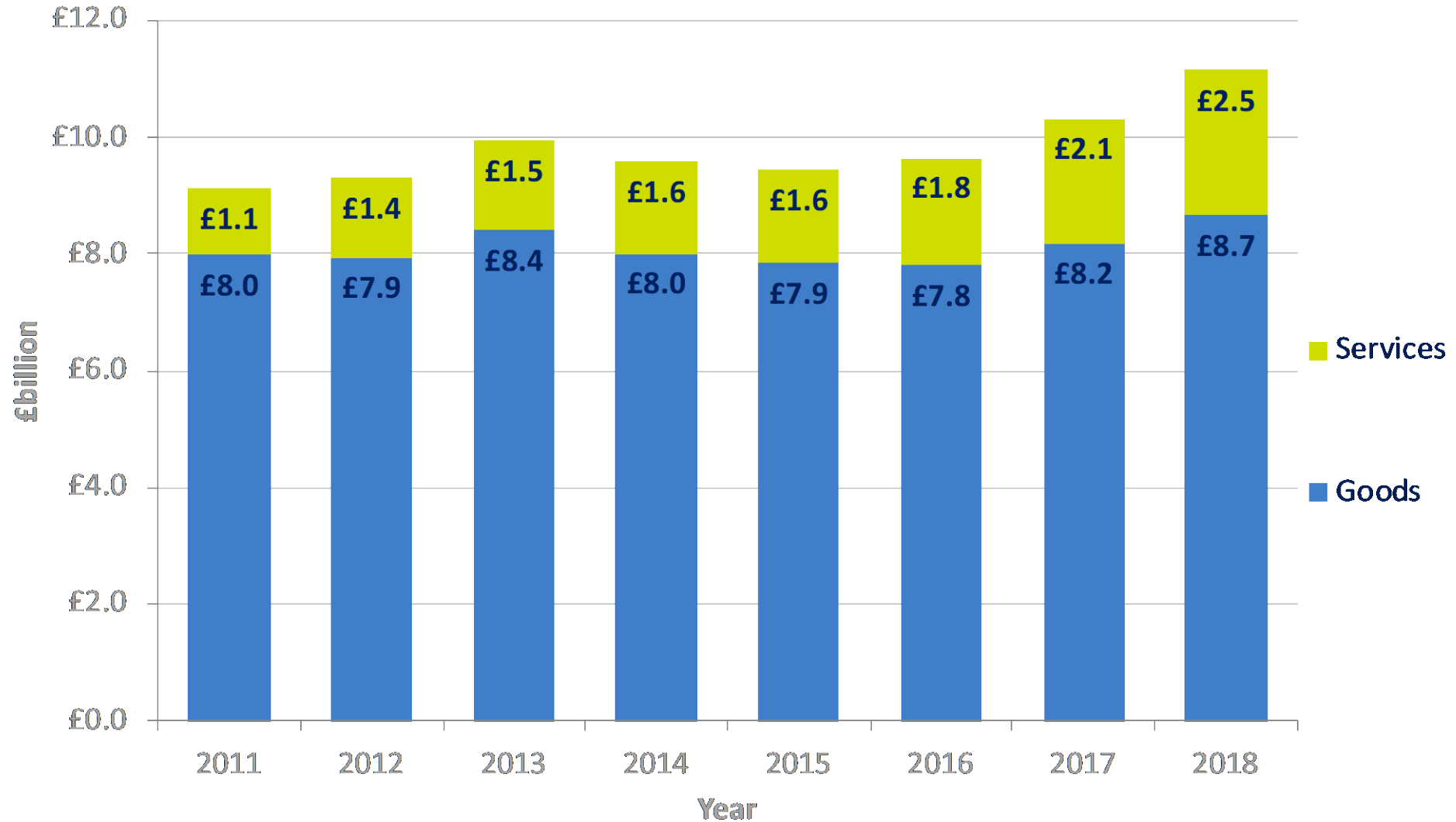
- Total external sales were worth £21.7bn
- **Goods** accounted for 70% of external sales
- **Services** accounted for 30% of external sales



# Exports of Goods and Services, 2011 – 2018 (£billion)

In 2018:

- Total exports were worth £11.2bn
- **Goods** accounted for 78% of exports
- **Services** accounted for 22% of exports



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

2018 Summary	Value (£billion)	Share of Total Sales (%)
Sales to IE	4.2	6%
Sales to REU	2.5	4%
Sales to RoW	4.5	7%
<b>Total Exports<sup>1</sup></b>	<b>11.2</b>	<b>16%</b>
Sales to GB	10.6	15%
<b>Total External Sales<sup>2</sup></b>	<b>21.7</b>	<b>32%</b>
Sales within NI	46.7	68%
<b>Total Sales<sup>3</sup></b>	<b>68.4</b>	<b>100%</b>

<sup>1</sup>Exports represent all sales made outside the UK (sales to IE, REU and RoW)

<sup>2</sup>External sales represents sales made outside NI (sales to GB, IE, REU and RoW)

<sup>3</sup>Total sales represents sales within NI + total external sales

# NI sales to GB accounted for 49% of total external sales and 15% of total sales

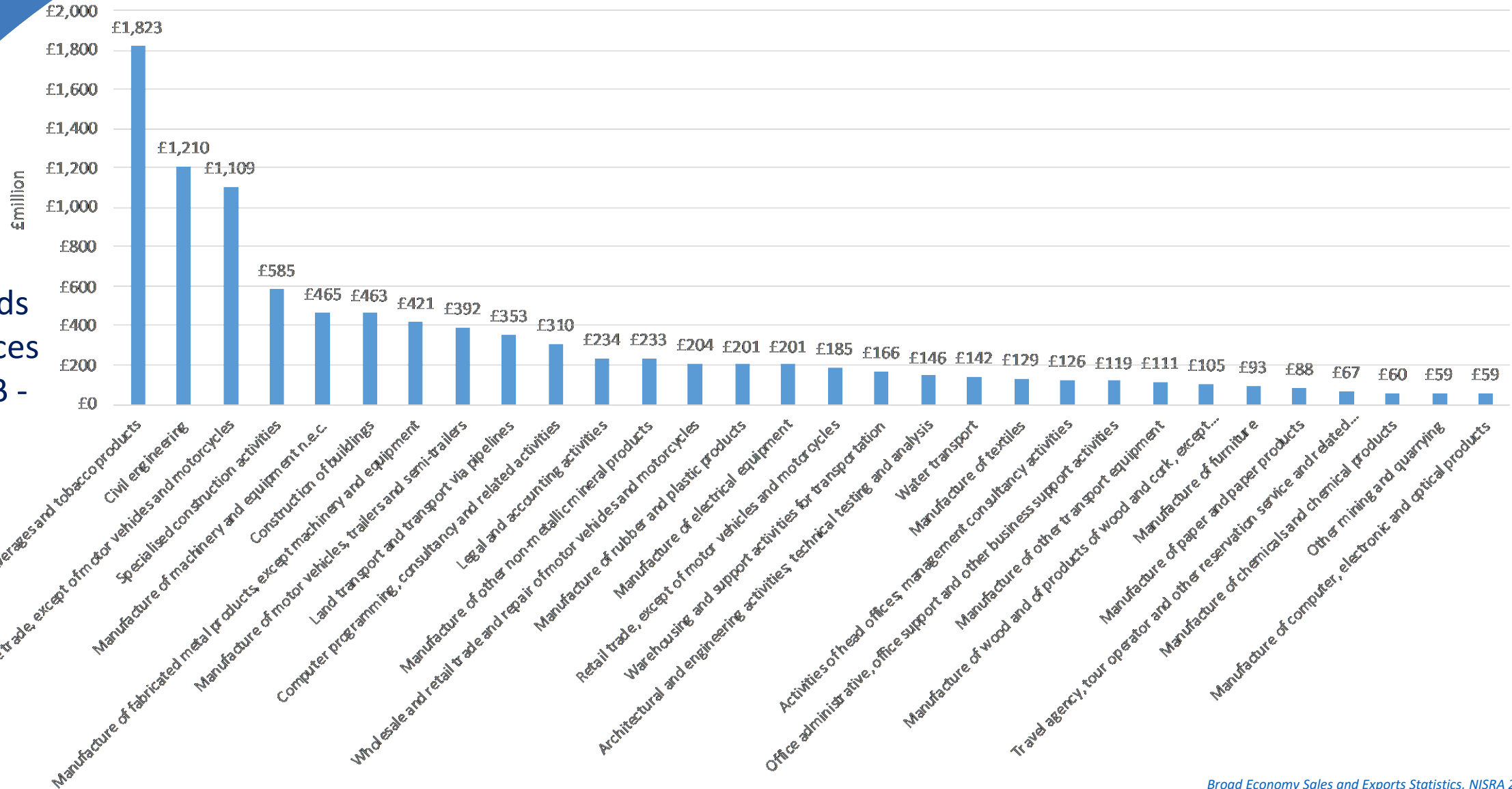
2018 Summary	Value (£billion)	Share (%)
Sales to GB	10.6	49%
<b>Total External Sales<sup>1</sup></b>	<b>21.7</b>	<b>100%</b>
Sales to GB	10.6	15%
<b>Total Sales<sup>2</sup></b>	<b>68.4</b>	<b>100%</b>

<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

# Top 30 NI Industries Selling Goods & Services to GB by Value (£million), 2018

Total Goods and Services Sold to GB - £10.6bn



# NI sales to IE were 37% of total exports, 19% of total external sales and 6% of total sales

2018 Summary	Value (£billion)	Share (%)
Sales to IE	4.2	37%
Sales to REU	2.5	22%
Sales to RoW	4.5	41%
<b>Total Exports<sup>1</sup></b>	<b>11.2</b>	<b>100%</b>
Sales to IE	4.2	19%
<b>Total External Sales<sup>2</sup></b>	<b>21.7</b>	<b>100%</b>
Sales to IE	4.2	6%
<b>Total Sales<sup>3</sup></b>	<b>68.4</b>	<b>100%</b>

<sup>1</sup>Export sales represents all sales made outside the UK (sales to IE, REU and RoW)

<sup>2</sup>External sales represents sales made outside NI (sales to GB, IE, REU and RoW)

<sup>3</sup>Total sales represents sales within NI + total external sales

# Value of sales/exports of goods and services by business size and destination, 2018 (£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	7,823	4,632	3,191	817	344	473	491	330	161	120	65	55	184	133	51
Small	10-49	12,260	8,410	3,849	1,742	1,107	635	1,421	876	545	435	340	95	458	347	111
Medium	50-249	12,341	8,070	4,271	3,095	1,935	1,160	1,381	1,127	254	599	517	82	754	487	267
Large	250+	14,297	9,995	4,302	4,903	3,164	1,739	876	739	137	1,306	1,154	152	3,136	2,543	593
	<b>Total</b>	<b>46,721</b>	<b>31,108</b>	<b>15,613</b>	<b>10,556</b>	<b>6,549</b>	<b>4,007</b>	<b>4,169</b>	<b>3,073</b>	<b>1,097</b>	<b>2,460</b>	<b>2,076</b>	<b>383</b>	<b>4,532</b>	<b>3,510</b>	<b>1,022</b>



# Number of sellers/exporters of goods and services by business size and destination, 2018\*

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	34,978	16,246	24,541	5,201	1,881	3,803	5,153	2,706	2,953	915	353	575	779	342	449
Small	10-49	9,666	6,339	5,235	2,357	1,487	1,157	2,905	1,963	1,253	948	714	284	744	493	274
Medium	50-249	1,235	754	767	472	317	227	460	329	194	183	137	60	184	130	70
Large	250+	246	165	163	117	80	69	112	83	65	78	55	39	76	52	36
	<b>Total</b>	<b>46,125</b>	<b>23,503</b>	<b>30,706</b>	<b>8,147</b>	<b>3,764</b>	<b>5,256</b>	<b>8,631</b>	<b>5,081</b>	<b>4,465</b>	<b>2,124</b>	<b>1,259</b>	<b>959</b>	<b>1,784</b>	<b>1,017</b>	<b>829</b>

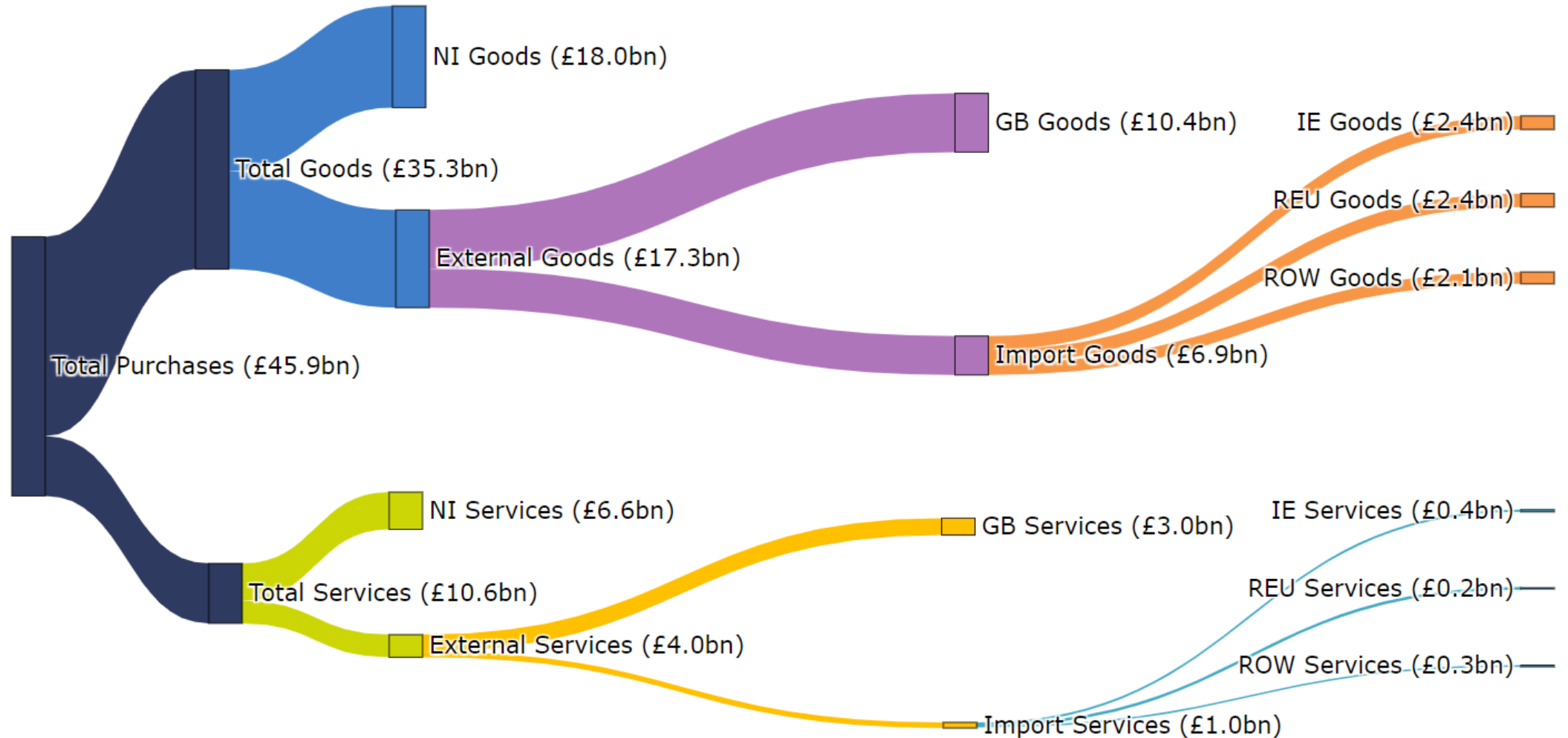
\*Importer/exporter counts with trading partners are not mutually exclusive as a business can trade to multiple destinations. Businesses can also buy and sell to the same partner.

# Summary

NISRA's Broad Economy Sales and Exports Statistics estimate that during 2018:

- Total sales were estimated to be worth £68.4 billion, an increase of 3.5% (£2.3 billion).
- Sales within NI increased by £2.5 billion to £46.7 billion, up 5.7% over the year and are at the highest level since the survey commenced in 2011.
- Sales to GB decreased by 9.3% (£1.1 billion) to £10.6 billion.
- External sales (sales to all markets outside NI) decreased by £241 million (1.1%) to £21.7 billion, and accounted for almost a third (31.7%) of total sales.
- This is the second consecutive year of falling external sales. These falls continue to be driven by a substantial decline in the Food, Beverages and Tobacco subsector.
- Exports (sales outside the UK) increased by £837 million (8.1%) to £11.2 billion.
- Exports to IE increased by £330 million (8.6%) to £4.2 billion.
- Exports to the REU (excluding IE) increased by £425 million (20.9%) to £2.5 billion.
- Exports to the RoW increased by £82 million (1.8%) to £4.5 billion.

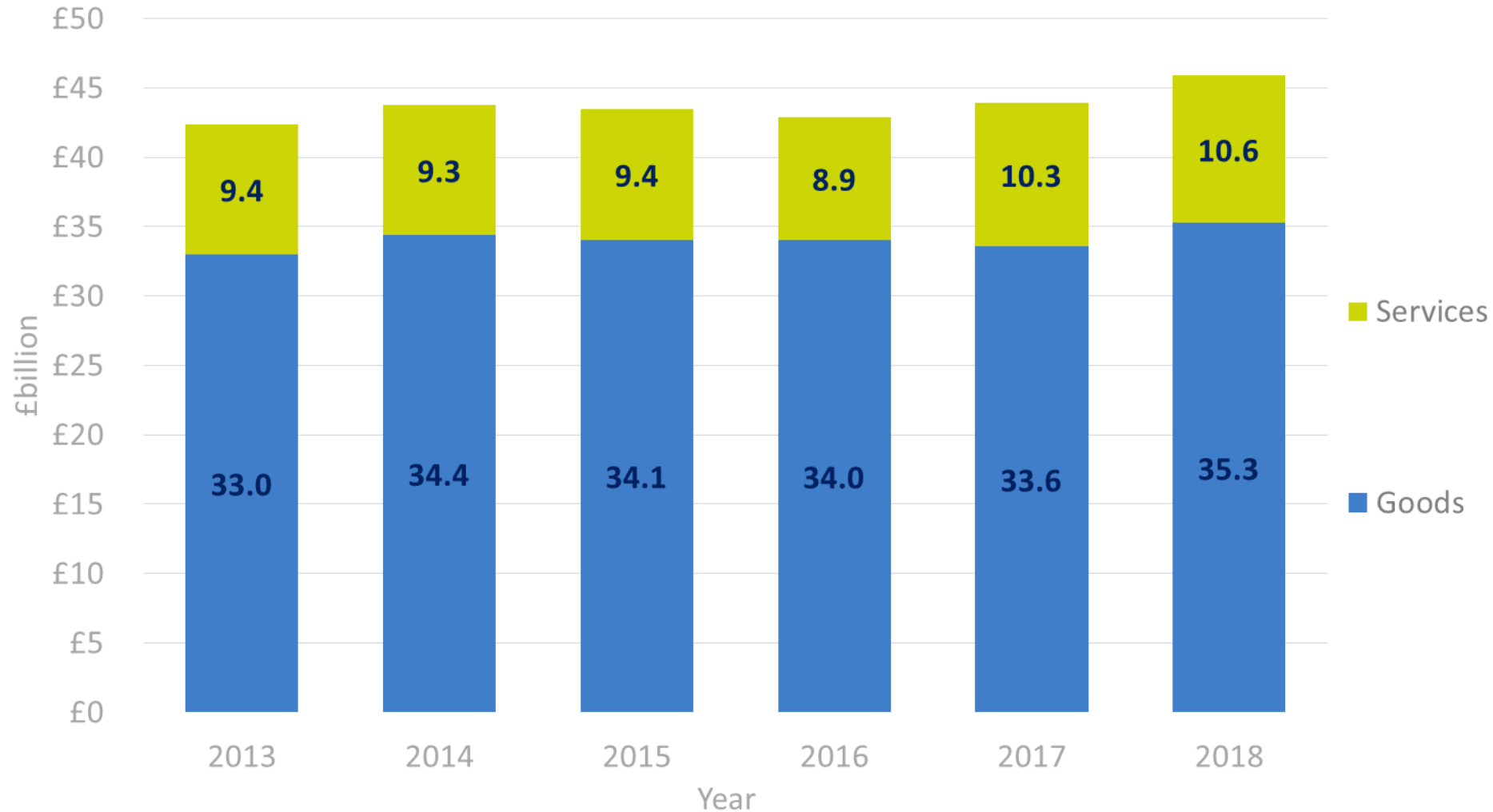
# Purchases of Goods and Services by Broad Destination (£billion), 2018



# Total Purchases of Goods and Services, 2013 – 2018 (£billion)<sup>1</sup>

In 2018:

- Total purchases were worth £45.9bn
- **Goods** accounted for 77% of total purchases
- **Services** accounted for 23% of total purchases



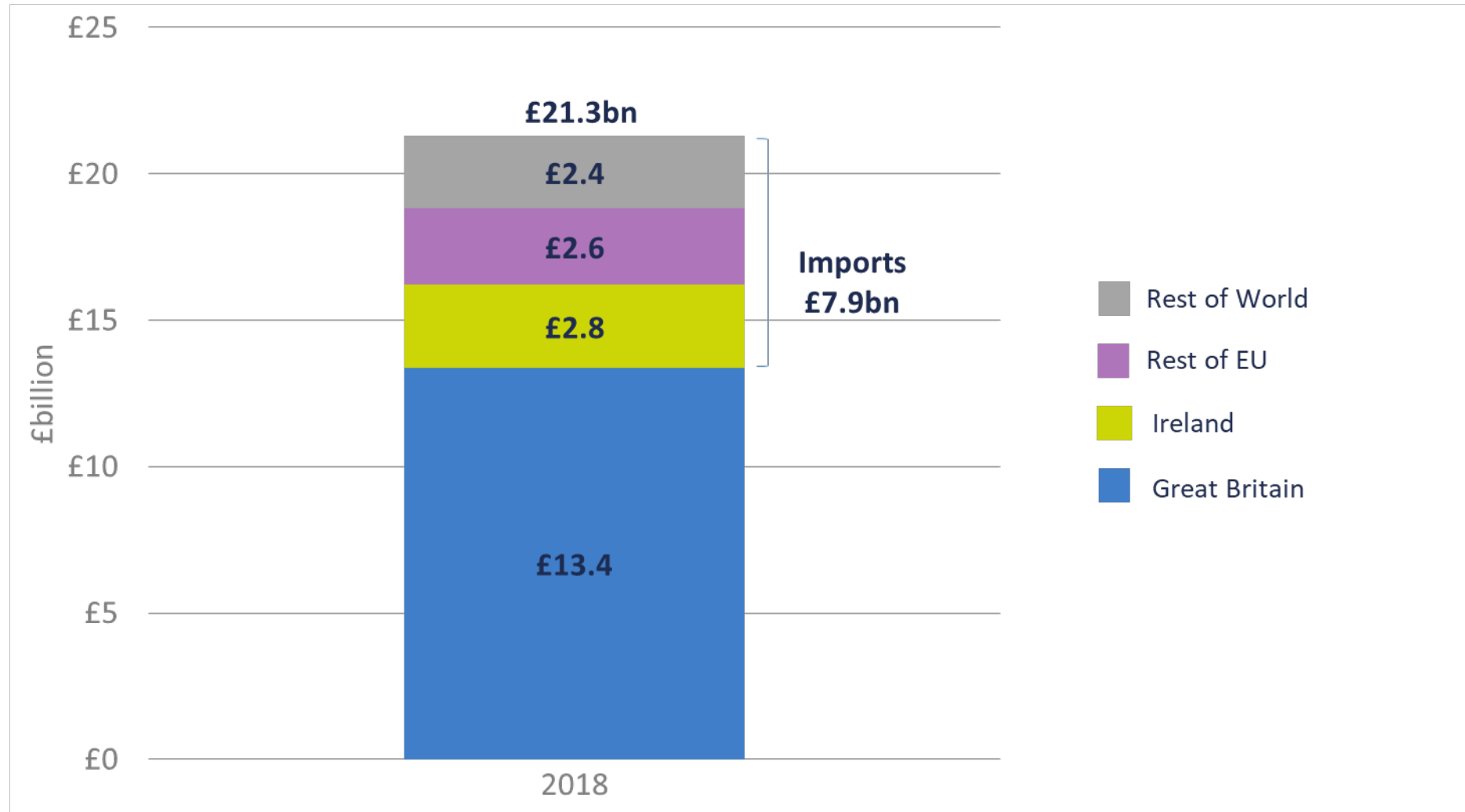
<sup>1</sup> Data only available from 2013 onwards

# NI External Purchases & Imports by Destination (£billion), 2018

In 2018, NI purchases from GB were worth:

- 1.7 times more than all imports<sup>1</sup>; and
- 4.7 times more than NI imports from Ireland

IE remains NI's single largest import<sup>1</sup> market

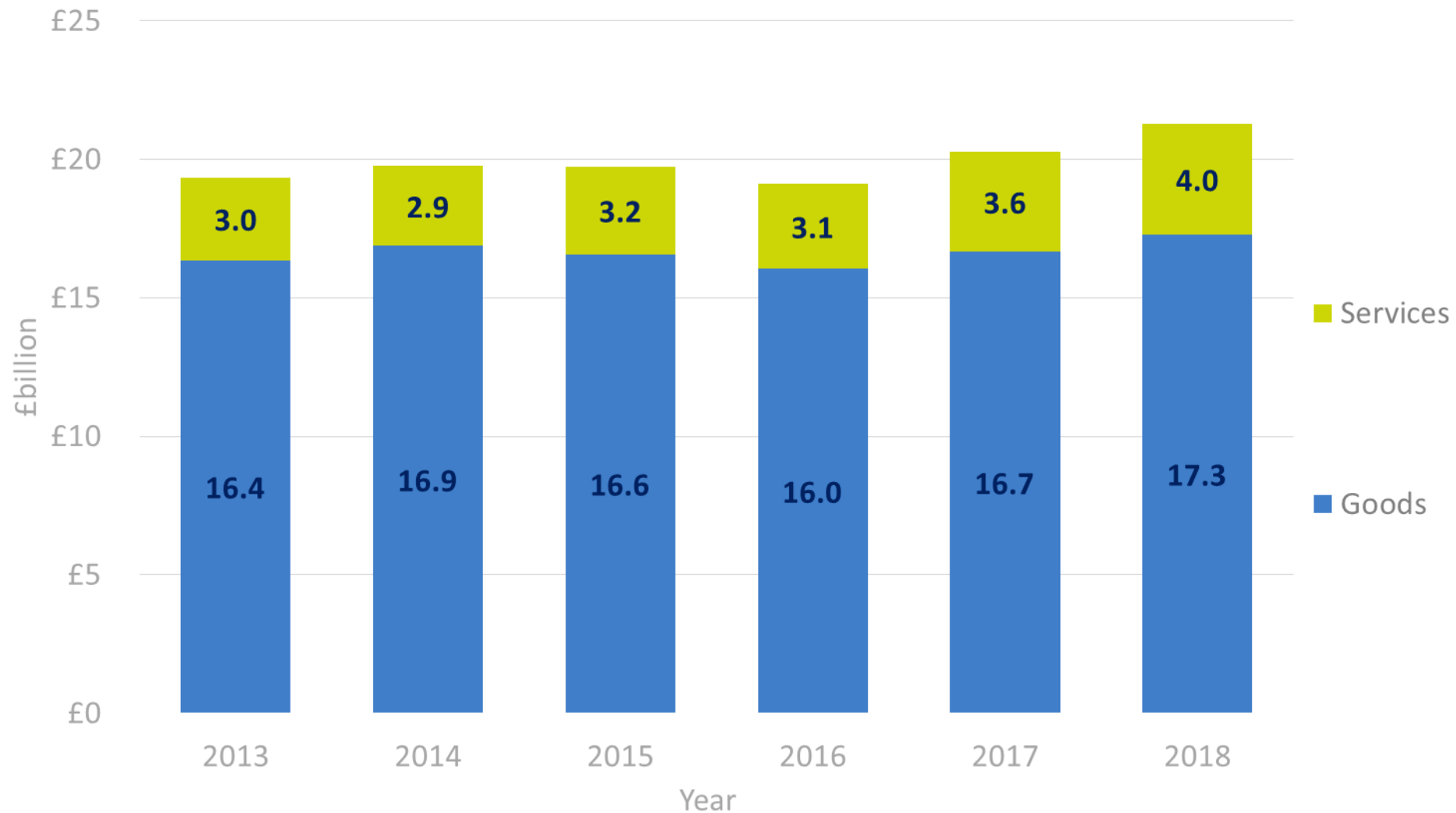


<sup>1</sup> Purchases from GB are not "imports", which are defined as purchases from outside the UK

# External Purchases of Goods and Services, 2013 – 2018 (£billion)<sup>1</sup>

In 2018:

- Total external purchases were worth £21.3bn
- **Goods** accounted for 81% of external purchases
- **Services** accounted for 19% of external purchases

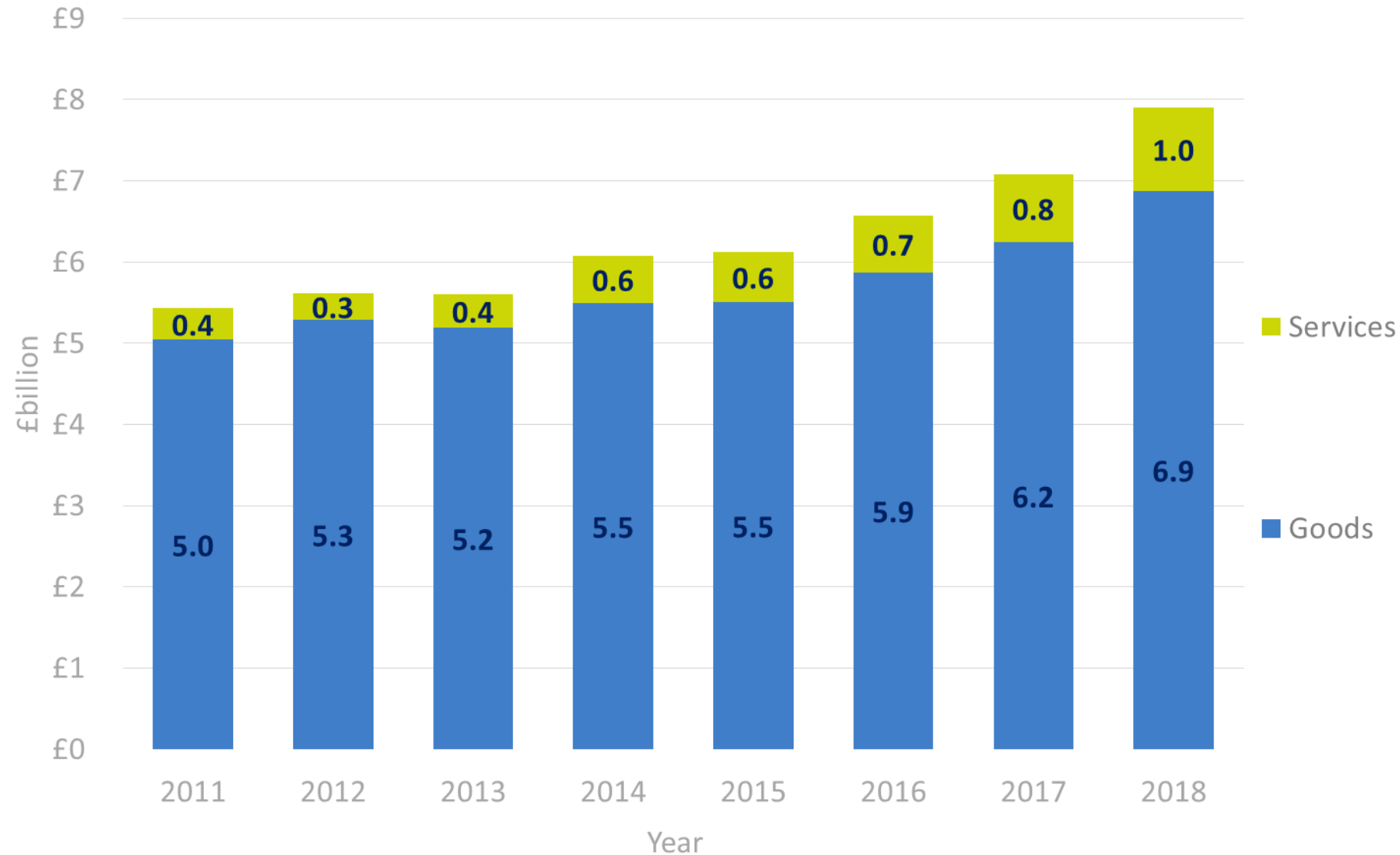


<sup>1</sup> Data only available from 2013 onwards

# Imports of Goods and Services, 2011 – 2018 (£billion)

In 2018:

- Total imports were worth £7.9bn
- **Goods** accounted for 87% of imports
- **Services** accounted for 13% of imports



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

2018 Summary	Value (£billion)	Share of Total Sales (%)
Imports from IE	2.8	6%
Imports from REU	2.6	6%
Imports from RoW	2.4	5%
<b>Total Imports<sup>1</sup></b>	<b>7.9</b>	<b>17%</b>
Purchases from GB	13.4	29%
<b>Total External Purchases<sup>2</sup></b>	<b>21.3</b>	<b>46%</b>
Purchases within NI	24.6	54%
<b>Total Purchases<sup>3</sup></b>	<b>45.9</b>	<b>100%</b>

<sup>1</sup>Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)

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

<sup>3</sup>Total purchases represents purchases within NI + total external purchases



# NI purchases from GB accounted for 63% of total external purchases and 29% of total purchases

2018 Summary	Value (£billion)	Share (%)
Purchases from GB	13.4	63%
<b>Total External Purchases<sup>1</sup></b>	<b>21.3</b>	<b>100%</b>
Purchases from GB	13.4	29%
<b>Total Purchases<sup>2</sup></b>	<b>45.9</b>	<b>100%</b>

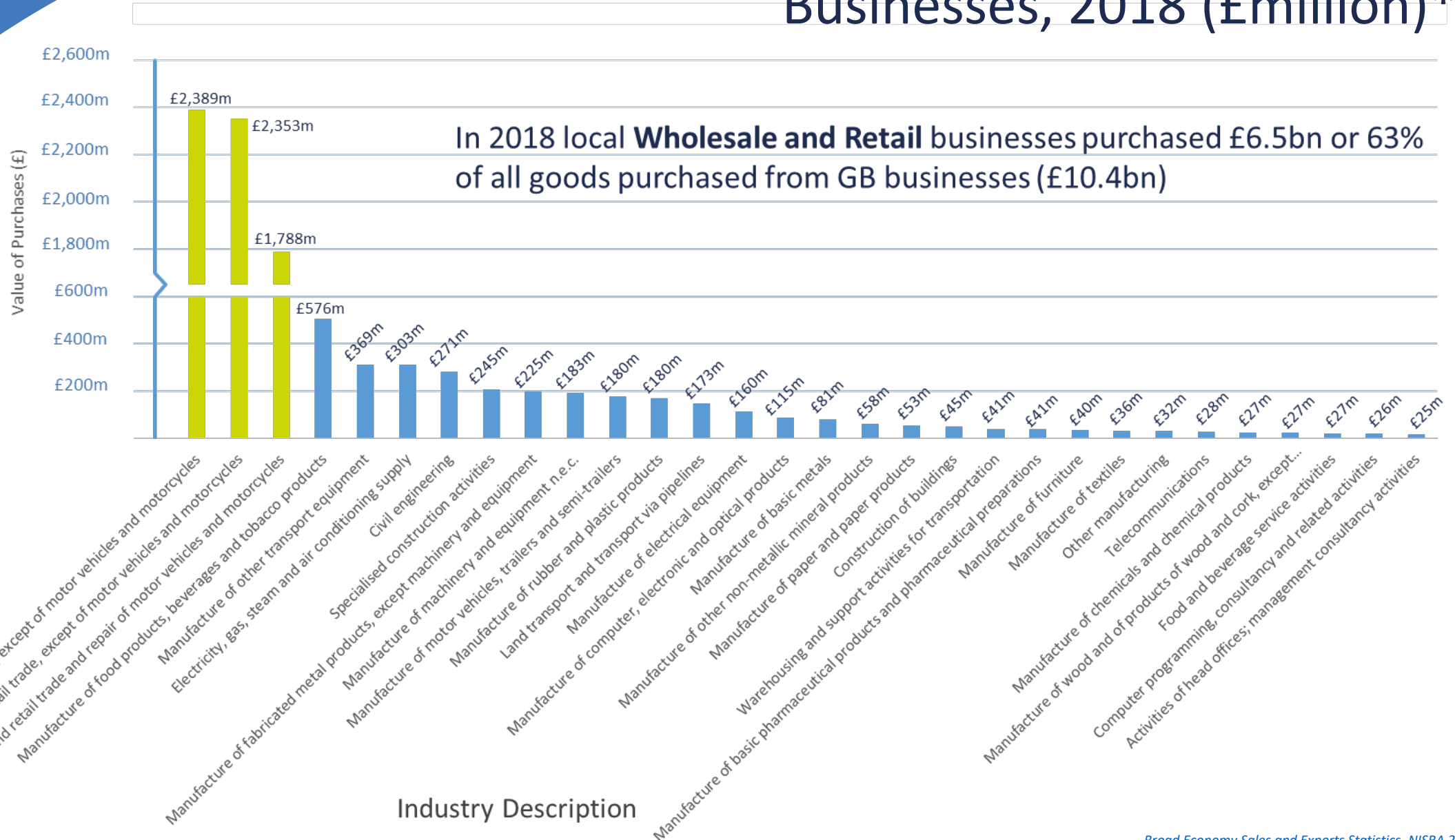
<sup>1</sup>External purchases represent purchases made outside NI (purchases from GB, IE, REU and RoW)

<sup>2</sup>Total purchases represents purchases within NI + total external purchases

# Top 30 Purchases of Goods from GB by NI Businesses, 2018 (£million)\*

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**



\* Subject to disclosure

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

2018 Summary	Value (£billion)	Share (%)
Imports from IE	2.8	36%
Imports from REU	2.6	33%
Imports from RoW	2.4	31%
<b>Total Imports<sup>1</sup></b>	<b>7.9</b>	<b>100%</b>
Imports from IE	2.8	13%
<b>Total External Purchases<sup>2</sup></b>	<b>21.3</b>	<b>100%</b>
Imports from IE	2.8	6%
<b>Total Purchases<sup>3</sup></b>	<b>45.9</b>	<b>100%</b>

<sup>1</sup>Imports represent all purchases made outside the UK (purchases from IE, REU and RoW)

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

<sup>3</sup>Total purchases represents purchases within NI + total external purchases

# Value of Purchases/Imports of Goods and Services by Business size and Destination, 2018 (£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	3,846	2,820	1,026	1,168	1,016	152	399	356	43	254	208	46	167	146	21
Small	10-49	6,340	4,849	1,491	2,548	2,137	411	755	562	192	555	513	42	534	466	68
Medium	50-249	6,451	4,345	2,106	4,015	2,983	1,033	950	818	132	647	589	57	421	328	92
Large	250+	7,970	5,967	2,003	5,647	4,264	1,383	722	647	75	1,172	1,072	100	1,326	1,174	152
	<b>Total</b>	<b>24,607</b>	<b>17,981</b>	<b>6,626</b>	<b>13,379</b>	<b>10,400</b>	<b>2,979</b>	<b>2,825</b>	<b>2,383</b>	<b>442</b>	<b>2,628</b>	<b>2,382</b>	<b>245</b>	<b>2,447</b>	<b>2,113</b>	<b>334</b>

# Number of Purchasers/Importers of Goods and Services by Business size and Destination, 2018\*

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	35,537	28,953	23,709	7,970	6,017	4,200	4,214	3,432	1,155	1,668	1,402	346	1,040	694	389
Small	10-49	9,831	8,684	7,939	4,210	3,474	2,155	2,550	2,144	930	1,320	1,124	396	850	686	239
Medium	50-249	1,263	1,135	1,124	673	590	490	493	434	297	320	273	160	221	171	105
Large	250+	258	237	246	151	132	118	115	105	86	101	89	68	81	69	52
	<b>Total</b>	<b>46,890</b>	<b>39,009</b>	<b>33,018</b>	<b>13,005</b>	<b>10,213</b>	<b>6,963</b>	<b>7,373</b>	<b>6,114</b>	<b>2,469</b>	<b>3,410</b>	<b>2,888</b>	<b>969</b>	<b>2,193</b>	<b>1,619</b>	<b>785</b>

\*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

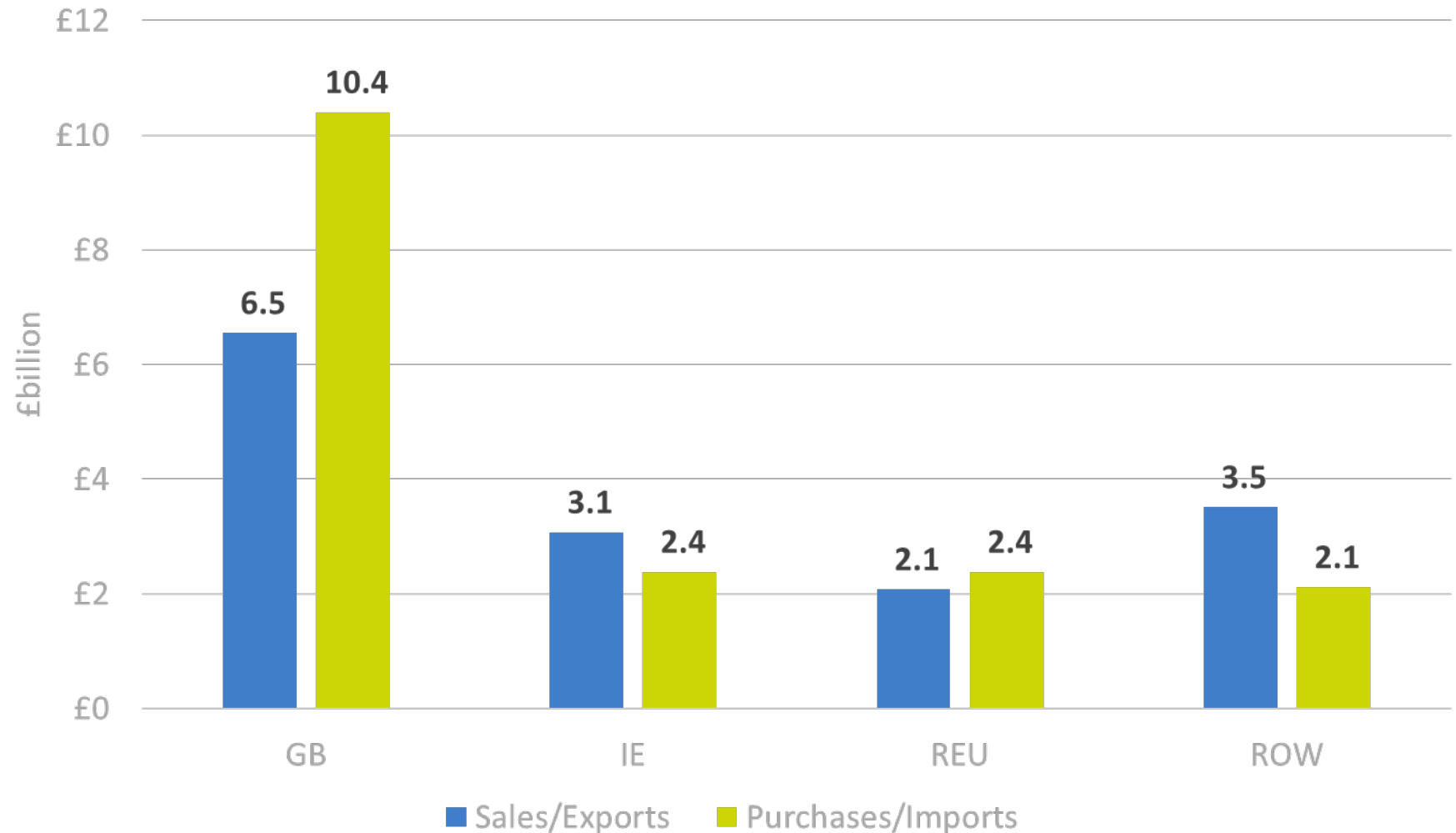
NISRA's Broad Economy Sales and Exports Statistics: Purchases and Imports Results estimate that during 2018:

- Total purchases by companies in NI were estimated to be worth £45.9 billion, an increase of 4.5% (£2.0 billion) over the year.
- Imports were estimated to be worth £7.9 billion, an increase of 11.6% (£0.8 billion).
- Imports from IE were estimated to be worth £2.8 billion, an increase of 6.2% (£0.2 billion).
- Imports from REU were estimated to be worth £2.6 billion, an increase of 17.8% (£0.4 billion).
- Imports from ROW were estimated to be worth £2.4 billion, an increase of 11.8% (£0.3 billion).
- Purchases from GB were estimated to be worth £13.4 billion, an increase of 1.4% (£0.2 billion).

# NI Trade in Goods Balance by Destination, 2018 (£billion)

In 2018:

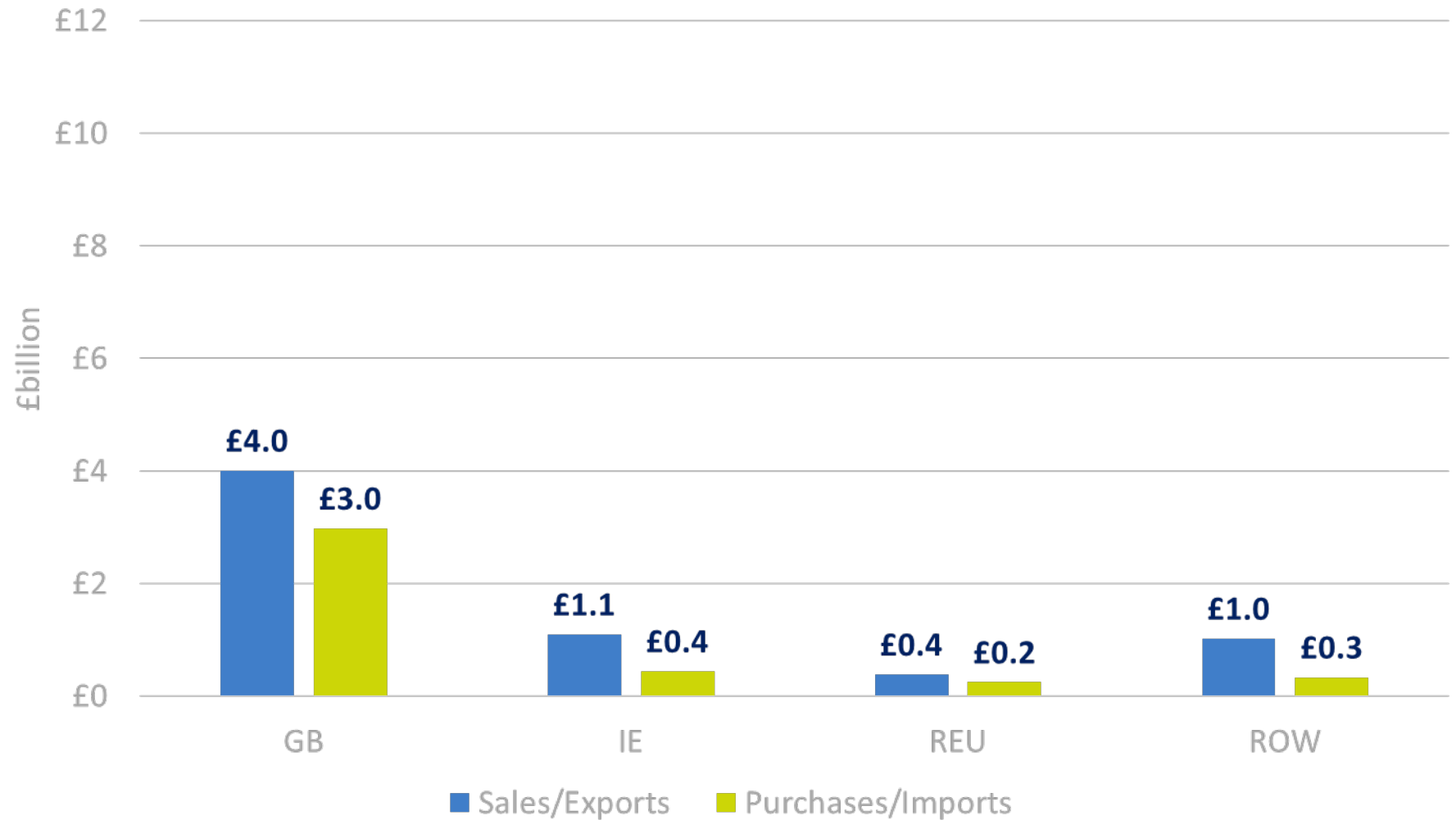
- **Surplus** in goods trade with IE (£0.7bn) and the ROW (£1.4bn)
- **Deficit** in goods trade with GB (£3.9bn) and the REU (£0.3bn)



# NI Trade in Services Balance by Destination, 2018 (£billion)

In 2018:

- **Surplus** in services trade with all four regions –
  - GB (£1.0bn)
  - IE (£0.7bn)
  - REU (£0.1bn)
  - ROW (£0.7bn)



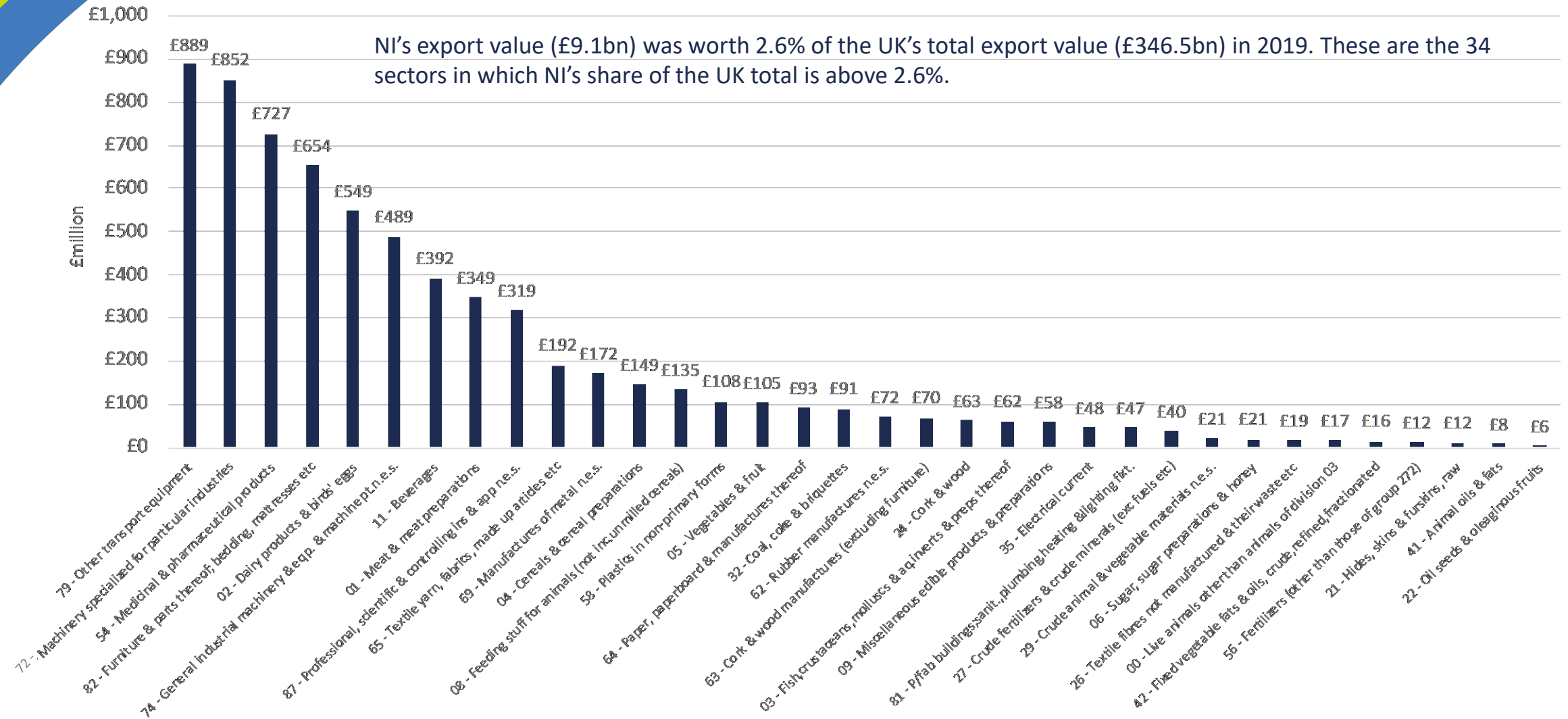


# Trade in Goods

# User Note

- 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).

# Products<sup>1</sup> where NI's share of exports exceeds contribution to total UK exports (£million), 2019



<sup>1</sup>Split by SITC2 - Division

# NI Trade in Goods with IE

# £3.2bn of goods exported from NI to IE in 2019

## Top 3 goods<sup>1</sup> that NI exported to IE during 2019:

1. ***'Food and Live Animals'*** was worth 31% (£983m) of total NI exports to IE.
  - Within this the dominant product divisions<sup>2</sup> were 'Dairy Products and Birds' Eggs' (34% or £335m) and 'Meat and Meat Preparations' (17% or £168m), which together accounted for 51% of 'Food and Live Animals' exports to IE.
2. ***'Machinery and Transport Equipment'*** was worth 17% (£526m) of NI exports to IE.
  - The dominant divisions were 'Road Vehicles (including Air Cushion Vehicles)' (40% or £212m) and 'Machinery Specialized for Particular Industries' (28% or £149m).
3. ***'Manufactured Goods Classified Chiefly by Material'*** accounted for 16% (£514m) of NI exports to IE.
  - This was predominantly made up of 'Manufactures of Metal n.e.s<sup>3</sup>' (23% or £118m) and 'Non-Metallic Mineral Manufactures n.e.s' (16% or £84m).

Combined, the three products above accounted for £2.0bn (64%) of all exports from NI to IE in 2019.

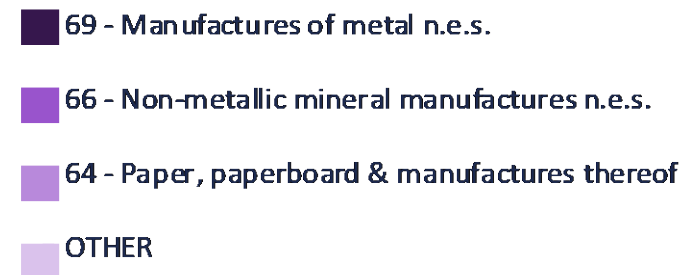
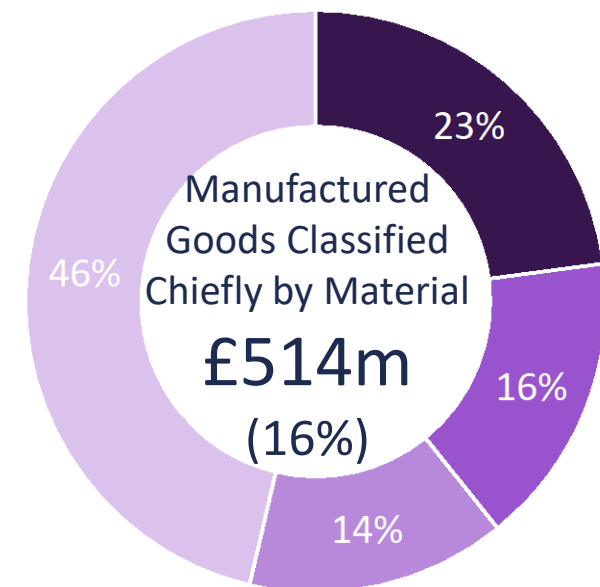
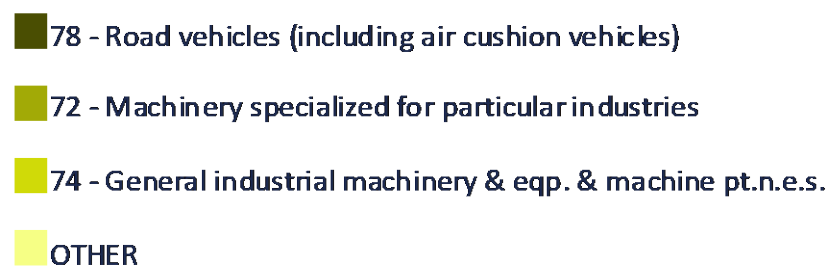
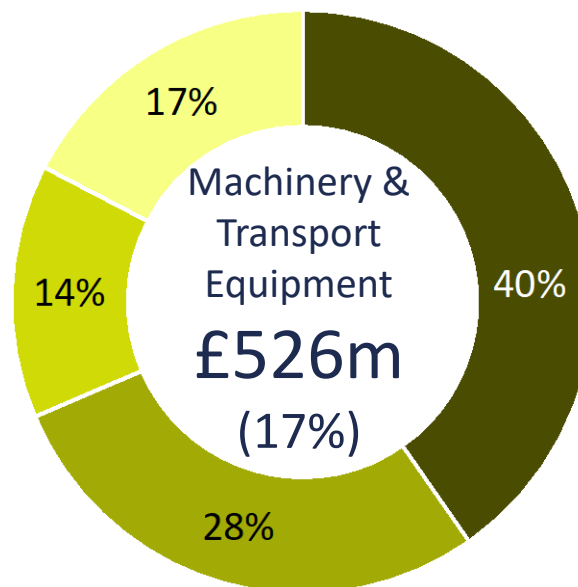
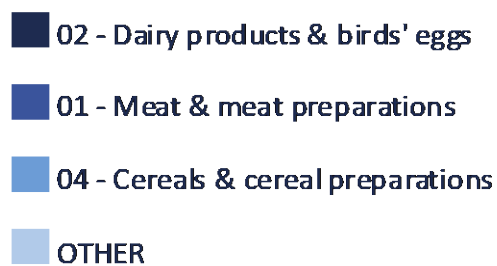
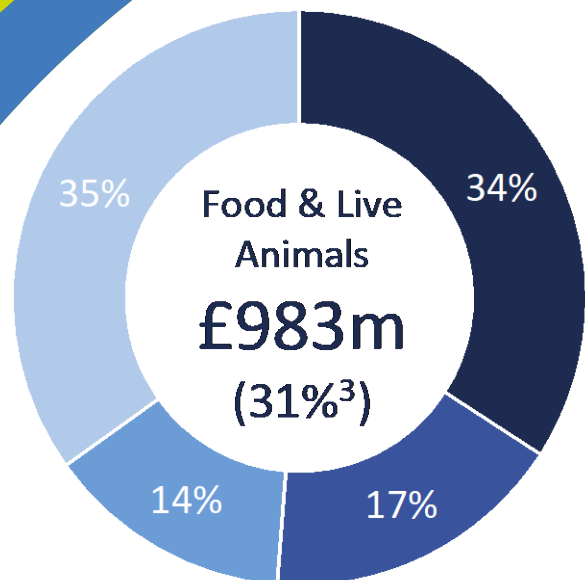
<sup>1</sup> SITC 1 – Section

<sup>2</sup> SITC 2 – Division

<sup>3</sup> n.e.s = not elsewhere specified

# Top 3 Goods<sup>1</sup> that NI Exported to IE in 2019

(Split by Division<sup>2</sup>)



**Overall, £3.2bn goods exported from NI to IE in 2019**

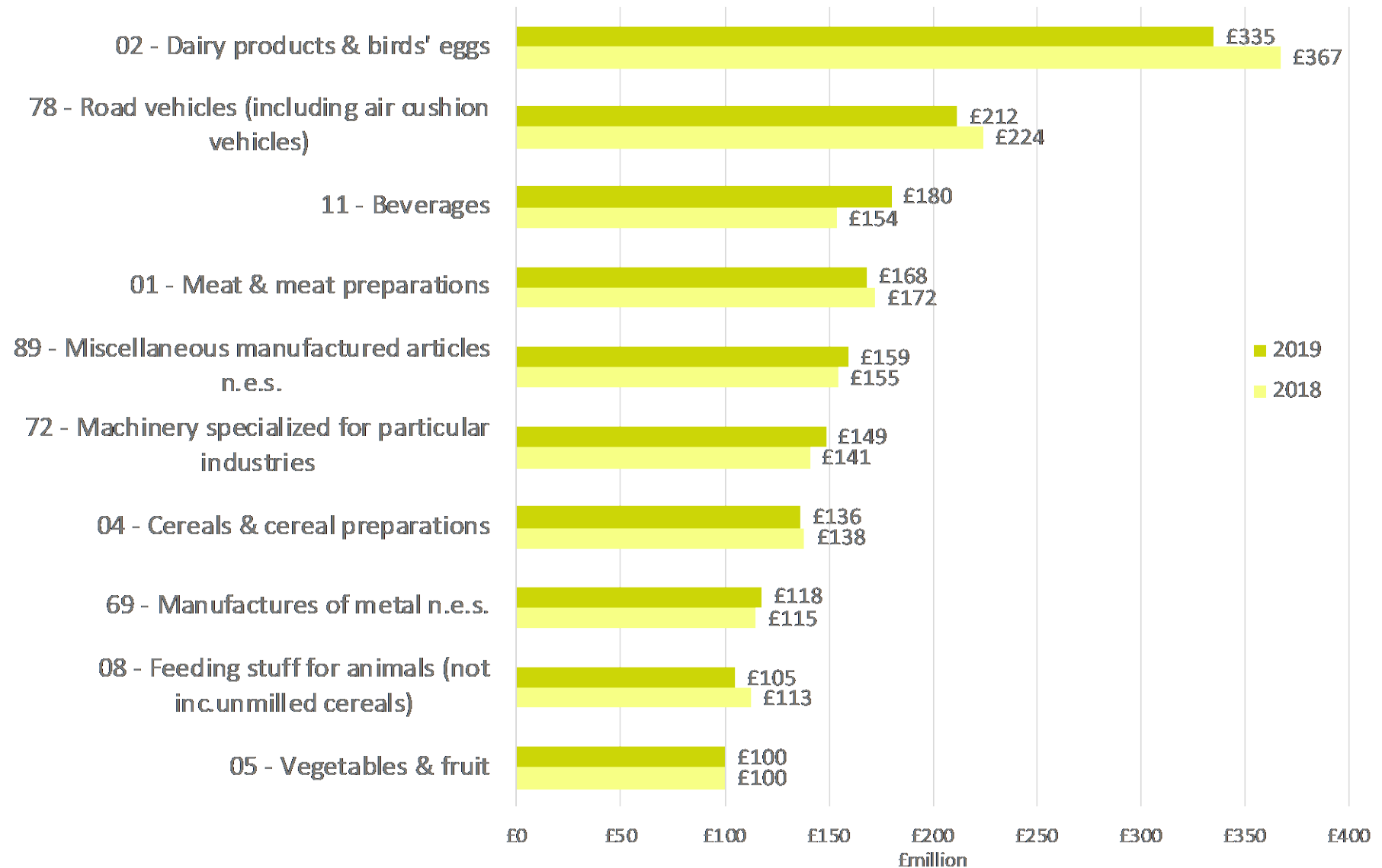
<sup>1</sup> SITC 1 - Section

<sup>2</sup> SITC 2 – Division

<sup>3</sup> 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 Product<sup>1</sup>, 2019

- HMRC Regional Trade Statistics estimate a value of £3.2bn goods were exported from NI to IE in 2019.
- The top ten products (by SITC2 - Division) accounted for £1.7bn, 53% of all exported goods to IE.



<sup>1</sup>Split by SITC 2 - Division

# £2.3bn of goods imported from IE to NI in 2019

## Top 3 goods that NI imported from IE during 2019:

1. ***'Food and Live Animals'*** was worth 37% (£874m) of total NI imports from IE.
  - Within this the dominant product divisions were 'Meat and Meat Preparations' (33% or £288m) and 'Cereals & cereal preparations' (19% or £163m), which together accounted for 52% of 'Food and Live Animals' imports from IE.
2. ***'Chemicals & related products, n.e.s<sup>1</sup>'*** was worth 17% (£408m) of NI imports from IE.
  - The dominant divisions were 'Medicinal & pharmaceutical products' (58% or £235m) and 'Essential oils & perfume materials; toilet preps etc' (17% or £69m).
3. ***'Manufactured Goods Classified Chiefly by Material'*** accounted for 13% (£306m) of NI imports from IE.
  - This was predominantly made up of 'Non-metallic mineral manufactures n.e.s.' (35% or £106m) and 'Manufactures of metal n.e.s.' (21% or £65m).

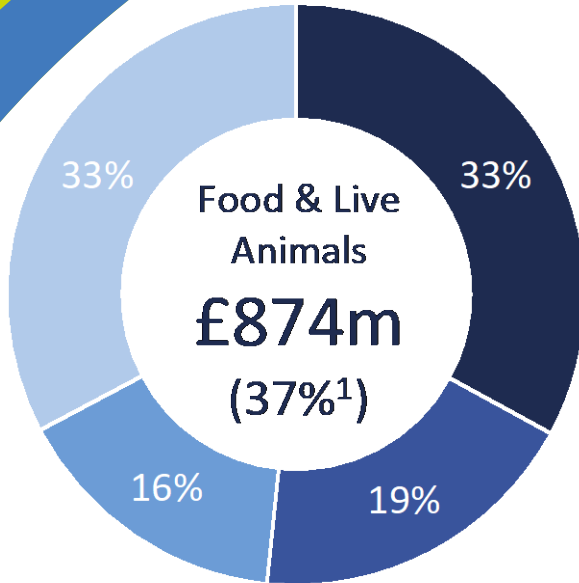
Combined, the three products above accounted for £1.6bn (68%) of all imports from IE to NI in 2019.

<sup>1</sup> n.e.s = not elsewhere specified

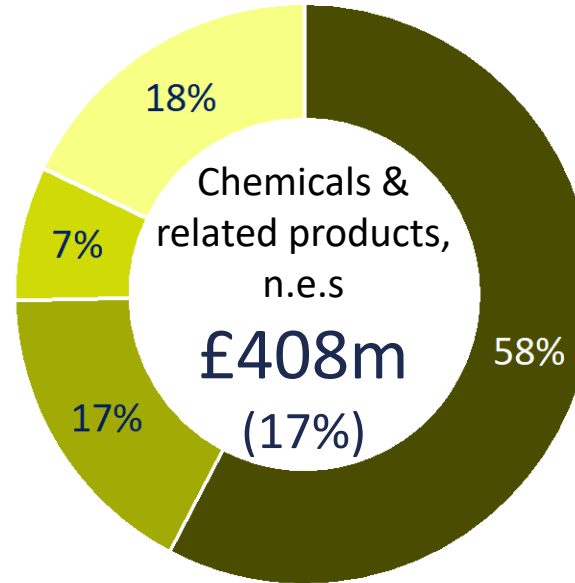


# Top 3 Goods that NI Imported from IE in 2019

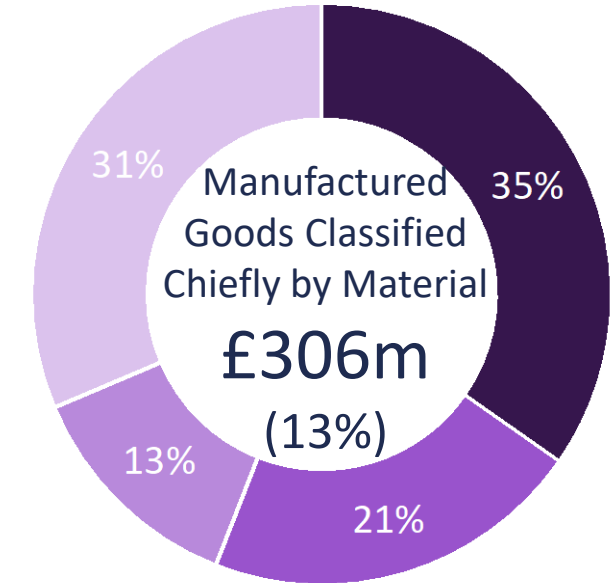
(Split by Division)



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



- 54 - Medicinal & pharmaceutical products
- 55 - Essential oils & perfume materials; toilet preps etc
- 57 - Plastics in primary forms
- OTHER

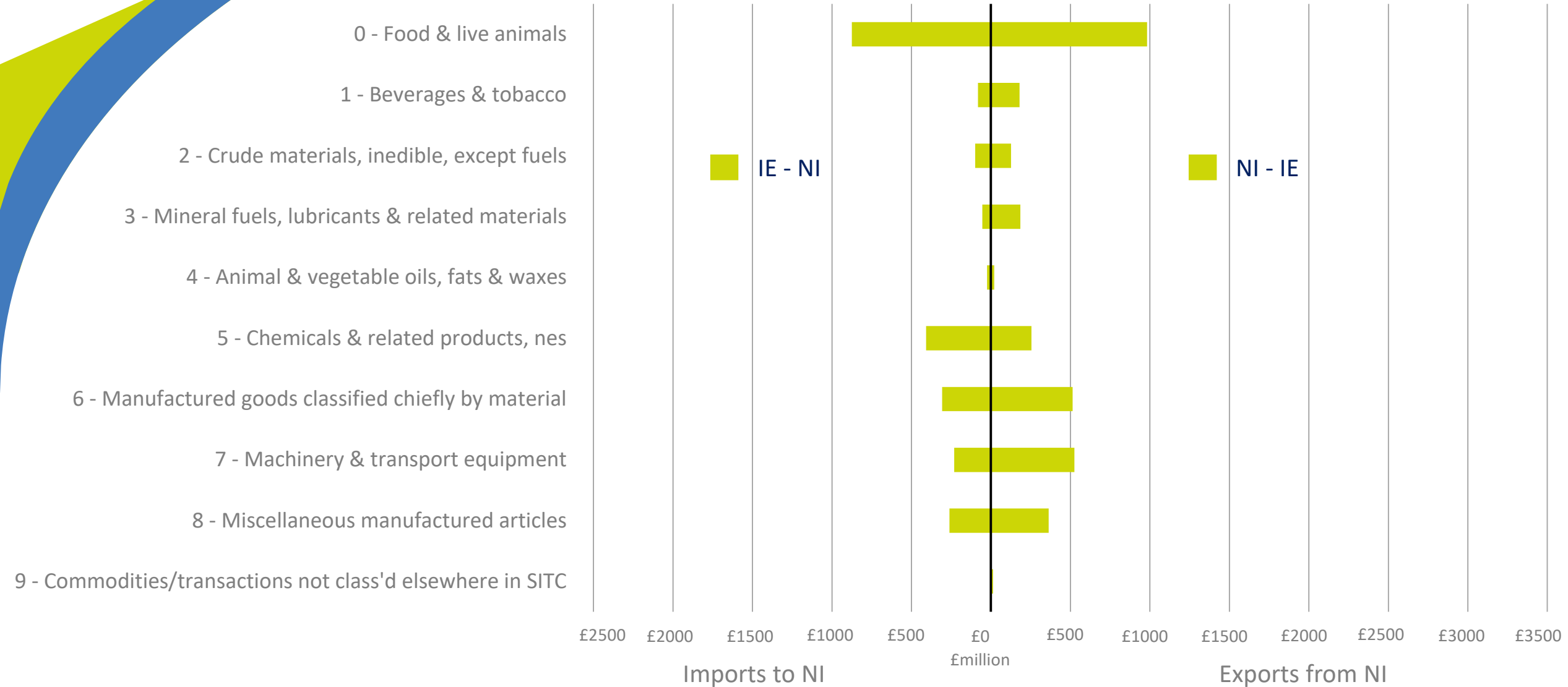


- 66 - Non-metallic mineral manufactures n.e.s.
- 69 - Manufactures of metal n.e.s.
- 64 - Paper, paperboard & manufactures thereof
- OTHER

**Overall, £2.3bn goods imported from IE to NI in 2019**

<sup>1</sup>As 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 Product<sup>1</sup>, 2019



<sup>1</sup>Split by SITC 1 - Section

# NI Trade in Goods with the REU

# £2.2bn of goods exported from NI to the REU in 2019

## Top 3 goods that NI exported to the REU during 2019:

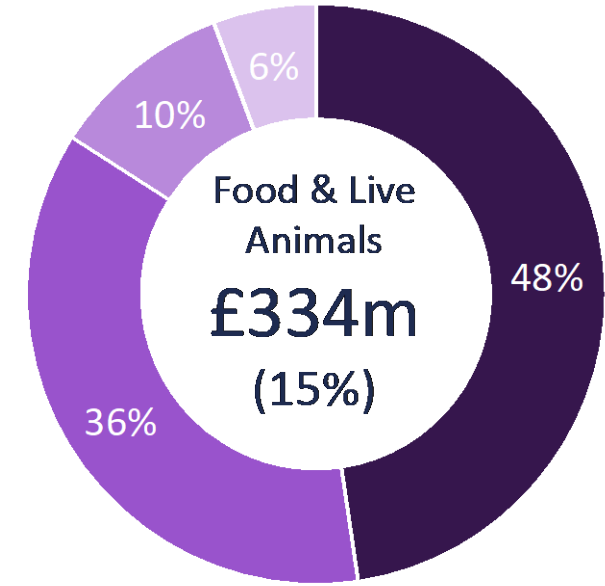
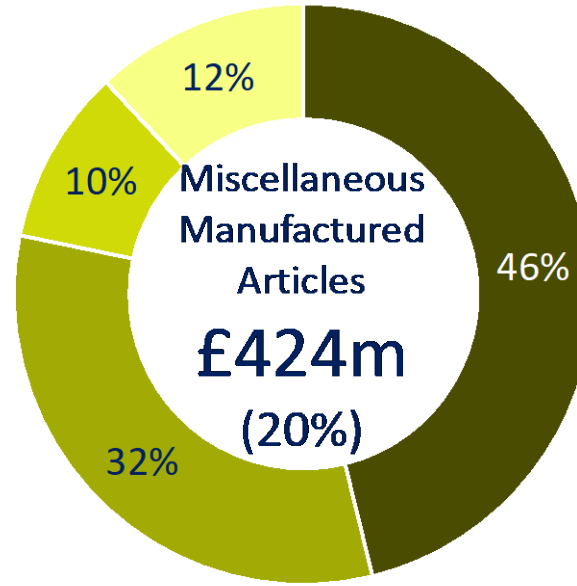
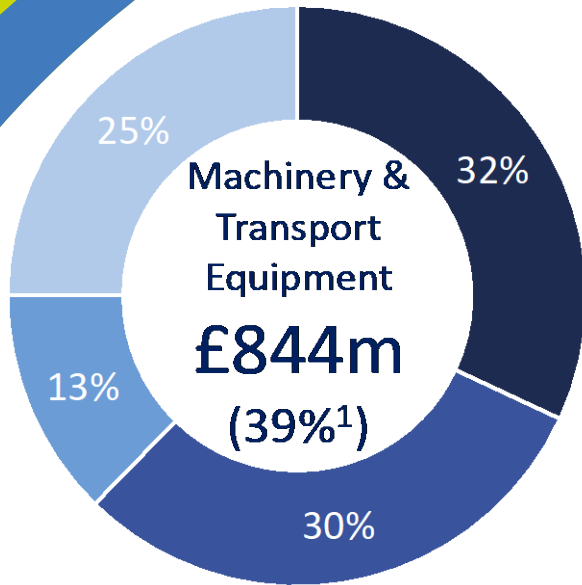
1. ***'Machinery and Transport Equipment'*** was worth 39% (£844m) of total NI exports from NI to the REU.
  - Within this sector the dominant product divisions were 'Machinery Specialized for Particular Industries' (32% or £270m) and 'General Industrial Machinery and Equipment and Machine Parts n.e.s.<sup>1</sup>' (30% or £256m) which together accounted for 62% of 'Machinery and Transport Equipment' exports to the REU.
2. ***'Miscellaneous Manufactured Articles'*** which was worth 20% (£424m) of NI exports to the REU.
  - The dominant divisions were 'Furniture and Parts Thereof; Bedding, Mattresses etc.' (46% or £196m) and 'Professional, Scientific and Controlling Instruments and Apparatus n.e.s' (32% or £136m).
3. ***'Food and Live Animals'*** accounted for 15% (£334m) of NI exports to the REU.
  - This was predominantly made up of 'Dairy Products and Birds' Eggs' (48% or £159m) and 'Meat and Meat Preparations' (36% or £121m).

Combined, the three products above accounted for £1.6bn (74%) of all exports from NI to the REU in 2019.

<sup>1</sup> n.e.s = not elsewhere specified

# Top 3 Goods that NI Exported to the REU in 2019

(Split by Division)



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

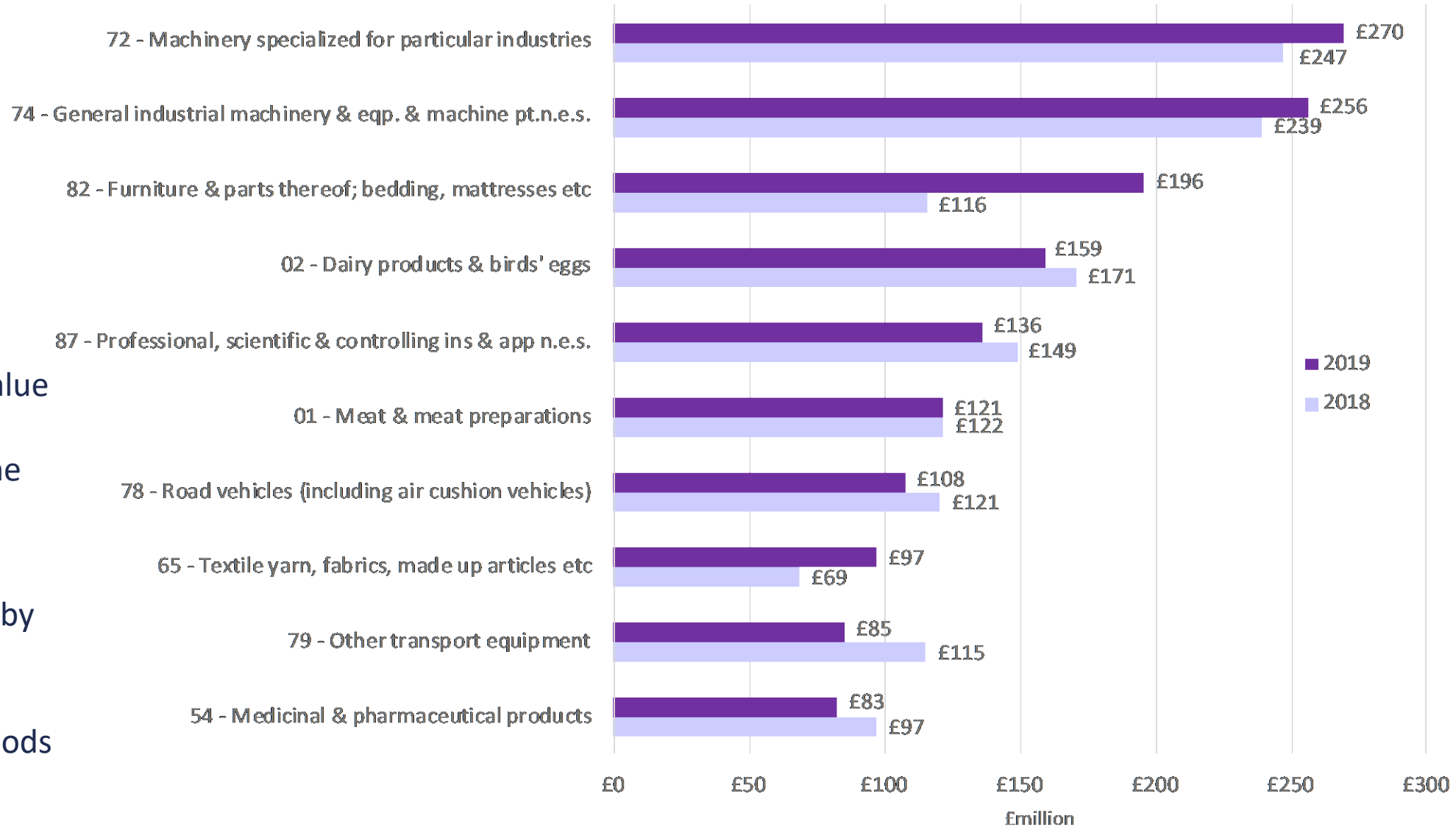
- 02 - Dairy products & birds' eggs
- 01 - Meat & meat preparations
- 03 - Fish, crustaceans, molluscs & aq.inverts & preps thereof
- OTHER

**Overall, £2.2bn goods exported from NI to the REU in 2019**

<sup>1</sup>As 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 Product<sup>1</sup>, 2019

- HMRC Regional Trade Statistics estimate a value of £2.2bn goods were exported from NI to the REU in 2019.
- The top ten products (by SITC 2 - Division) accounted for £1.5bn, 70% of all exported goods to the REU.



<sup>1</sup>Split by SITC 2 - Division

# £2.8bn of goods were imported from the REU to NI in 2019

## Top 3 goods that NI imported from the REU during 2019:

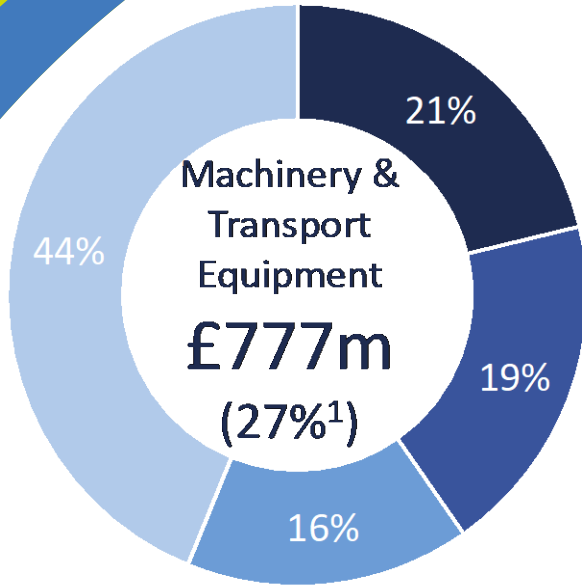
1. ***'Machinery and Transport Equipment'*** was worth 27% (£777m) of total NI imports from the REU to NI.
  - Within this the dominant product divisions were 'Machinery Specialized for Particular Industries' (21% or £165m) and 'General Industrial Machinery & Eq. & Machine pt. n.e.s.<sup>1</sup>' (19% or £148m), which together accounted for 40% of 'Machinery and Transport Equipment' imports from the REU.
2. ***'Manufactured Goods Classified Chiefly by Material'*** was worth 19% (£527m) of NI imports from the REU to NI.
  - The dominant divisions were 'Manufactures of metal n.e.s.' (19% or £99m) and 'Cork & wood manufactures (excluding furniture)' (15% or £78m).
3. ***'Chemicals & related products, n.e.s.'*** accounted for 17% (£495m) of NI imports from the REU to NI.
  - This was predominantly made up from 'Plastics in primary forms' (46% or £226m) and 'Organic chemicals' (12% or £59m).

Combined, the three products above accounted for £1.8bn (63%) of all imports from the REU to NI in 2019.

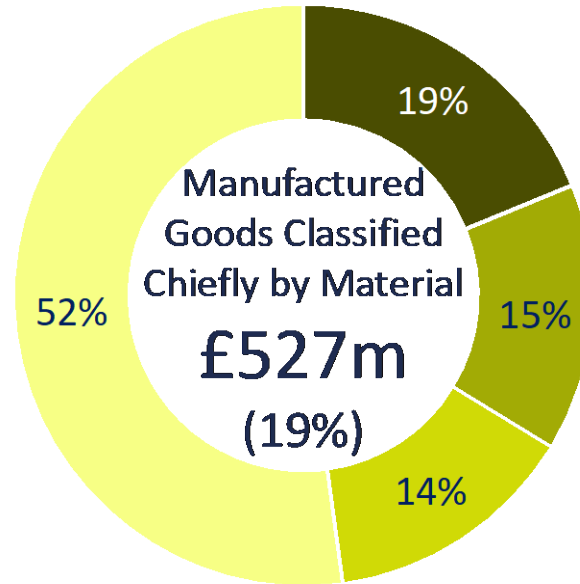
<sup>1</sup> n.e.s = not elsewhere specified

# Top 3 Goods that NI Imported from the REU in 2019

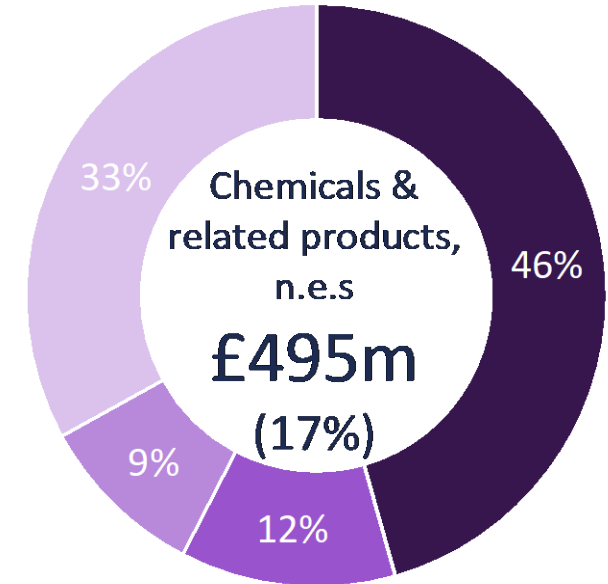
(Split by Division)



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



- 69 - Manufactures of metal n.e.s.
- 63 - Cork & wood manufactures (excluding furniture)
- 65 - Textile yarn, fabrics, made up articles etc
- OTHER



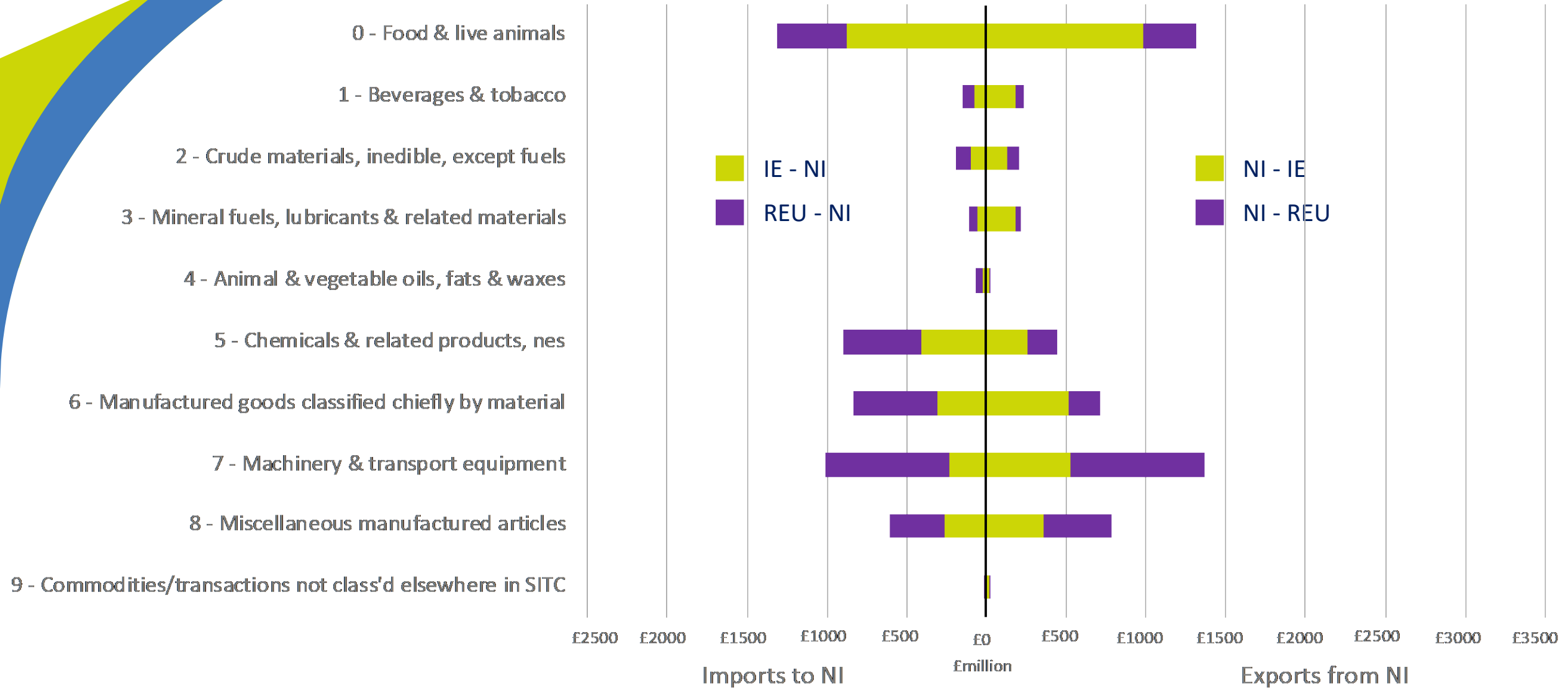
- 57 - Plastics in primary forms
- 51 - Organic chemicals
- 58 - Plastics in non-primary forms
- OTHER

**Overall, £2.8bn goods imported from the REU to NI in 2019**

<sup>1</sup>As 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, 2019



# NI Trade in Goods with the RoW

# £3.8bn of goods were exported from NI to the RoW in 2019

## Top 3 goods that NI exported to the RoW during 2019:

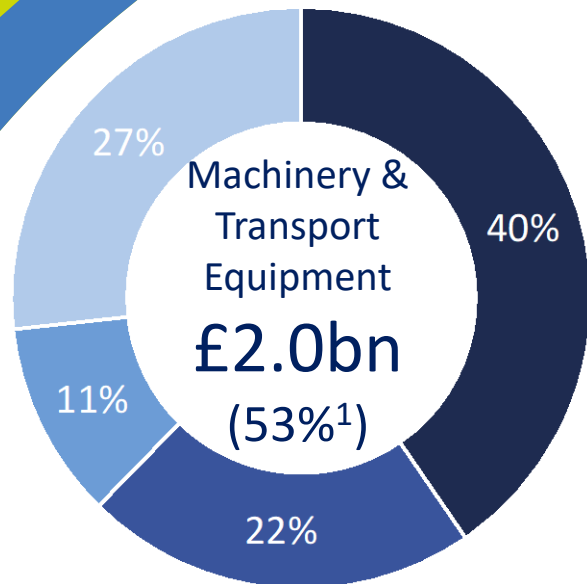
1. ***'Machinery and Transport Equipment'*** – 53% (£2.0bn) of total NI exports to the RoW.
  - Within this the dominant product divisions were 'Other Transport Equipment' (40% or £802m) and 'Machinery Specialized for Particular Industries' (22% or £434m), which together accounted for 62% of 'Machinery and Transport Equipment' exports to the RoW.
2. ***'Chemicals and Related Products, n.e.s'<sup>1</sup>*** which was worth 18% (£692m) of NI exports to the RoW.
  - The dominant division was 'Medicinal and Pharmaceutical Products' which was worth £576m (83%) of 'Chemicals and Related Products, n.e.s' exports to the RoW.
3. ***'Miscellaneous Manufactured Articles'*** accounted for 17% (£625m) of NI exports to the RoW.
  - This was predominately made from 'Furniture and Parts Thereof; Bedding, Mattresses etc.' (62% or £386m) and 'Professional, Scientific and Controlling Instruments and Apparatus n.e.s' (26% or £165m).

Combined, the three products above accounted for £3.3bn (88%) of all exports from NI to the RoW in 2019.

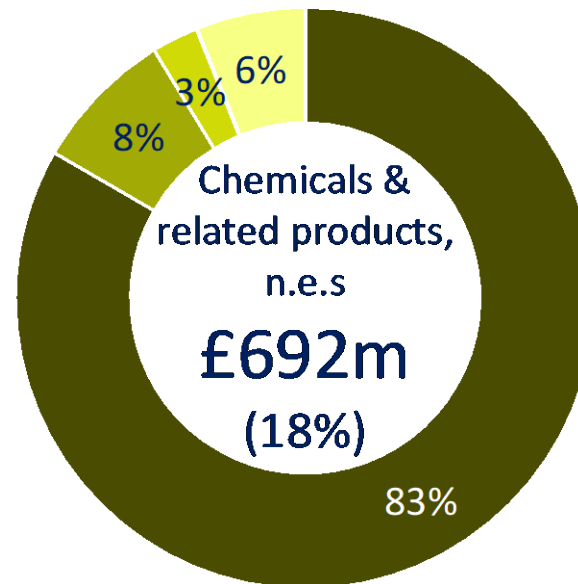
<sup>1</sup> n.e.s = not elsewhere specified

# Top 3 Goods that NI Exported to the RoW in 2019

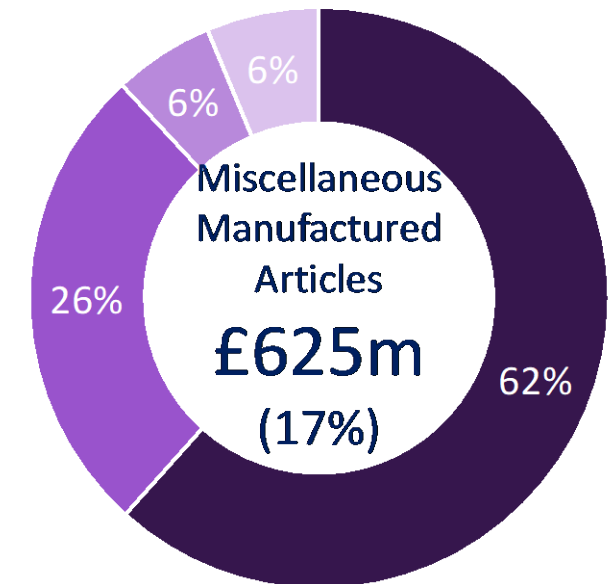
(Split by Division)



- 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



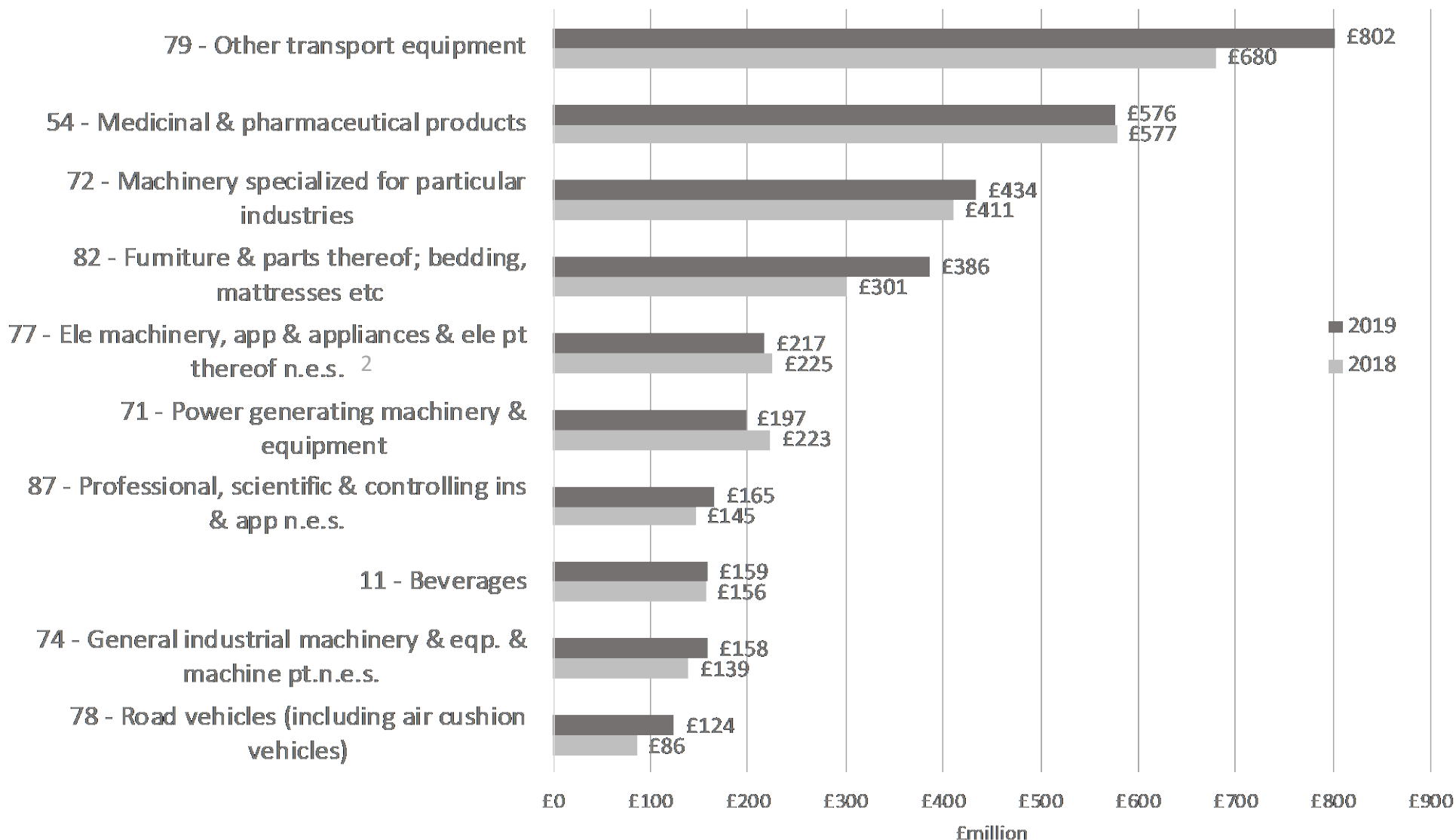
- 82 - Furniture & parts thereof; bedding, mattresses etc
- 87 - Professional, scientific & controlling ins & app n.e.s.
- 89 - Miscellaneous manufactured articles n.e.s.
- OTHER

**Overall, £3.8bn goods exported from NI to the RoW in 2019**

<sup>1</sup>As 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 Product<sup>1</sup>, 2019

- HMRC Regional Trade Statistics estimate £3.8bn of goods were exported from NI to the RoW in 2019.
- The top ten products (by SITC 2 - Division) accounted for £3.2bn, 86% of all exported goods to the RoW.



<sup>1</sup>Split by SITC 2 - Division

<sup>2</sup>Electrical 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 2019

## Top 3 goods that NI imported from the RoW to NI during 2019:

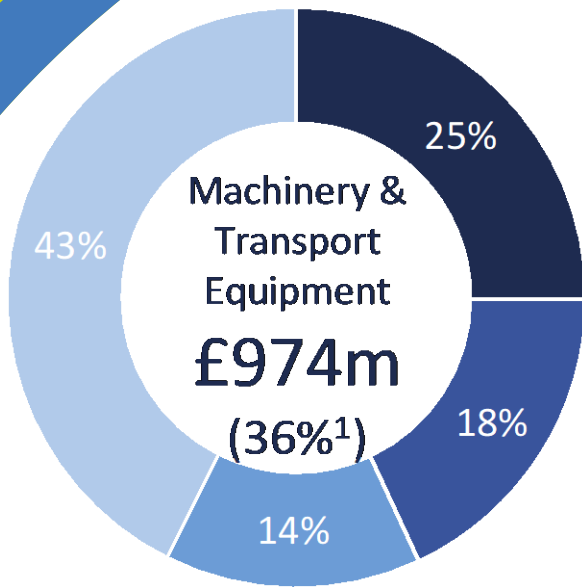
1. ***'Machinery and Transport Equipment'*** was worth 36% (£974m) of total NI imports from the RoW.
  - Within this the dominant product divisions were 'Ele Machinery, App & Appliances & Ele Pt Thereof n.e.s.<sup>1</sup>' (25% or £244m) and 'Power Generating Machinery & Equipment' (18% or £175m), which together accounted for 43% of 'Machinery and Transport Equipment' imports from the RoW.
2. ***'Miscellaneous Manufactured Articles'*** was worth 26% (£695m) of total NI imports from the RoW.
  - The dominant divisions were 'Articles of Apparel & Clothing Accessories' (38% or £265m) and 'Furniture & Parts Thereof; Bedding, Mattresses etc' (29% or £204m).
3. ***'Manufactured Goods Classified Chiefly by Material'*** accounted for 17% (£469m) of total NI imports from the RoW.
  - This was predominantly made up from 'Manufactures of Metal n.e.s.' (25% or £117m) and 'Textile Yarn, Fabrics, Made Up Articles etc' (22% or £105m).

Combined, the three products above accounted for £2.1bn (79%) of all imports from the RoW to NI in 2019.

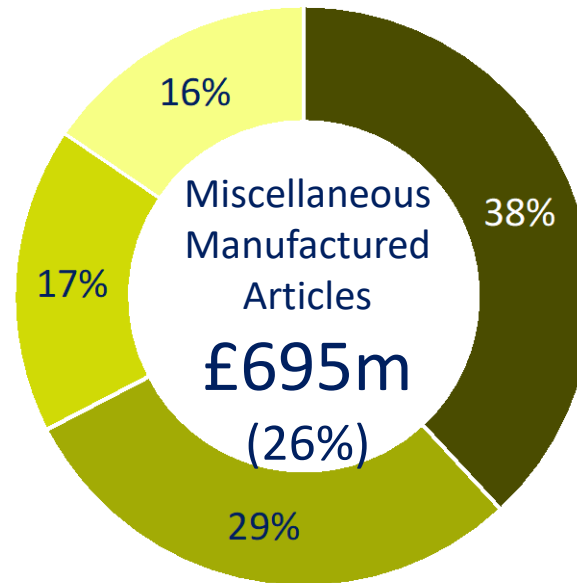
<sup>1</sup>Electrical machinery, apparatus and appliances, n.e.s. (not elsewhere specified), and electrical parts thereof (including non-electrical counterparts, n.e.s., of electrical household-type equipment)

# Top 3 Goods that NI Imported from the RoW in 2019

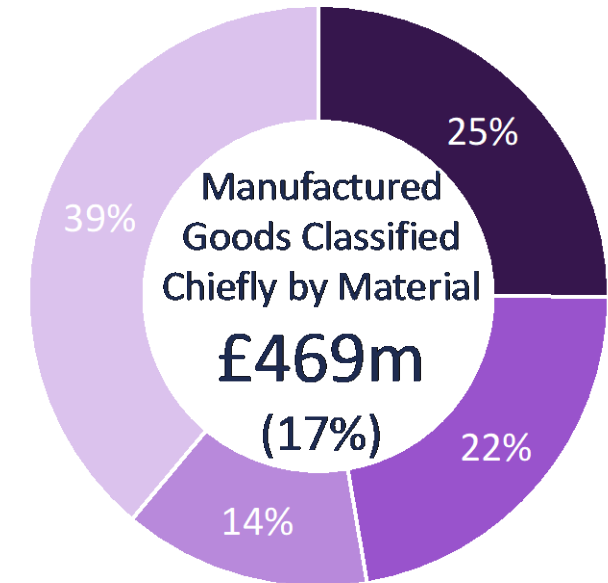
(Split by Division)



- 77 - Ele machinery, app & appliances & ele pt thereof n.e.s.
- 71 - Power generating machinery & equipment
- 76 - Telecomms & sound recording & reproducing app. & eqp.
- OTHER



- 84 - Articles of apparel & clothing accessories
- 82 - Furniture & parts thereof; bedding, mattresses etc
- 89 - Miscellaneous manufactured articles n.e.s.
- OTHER

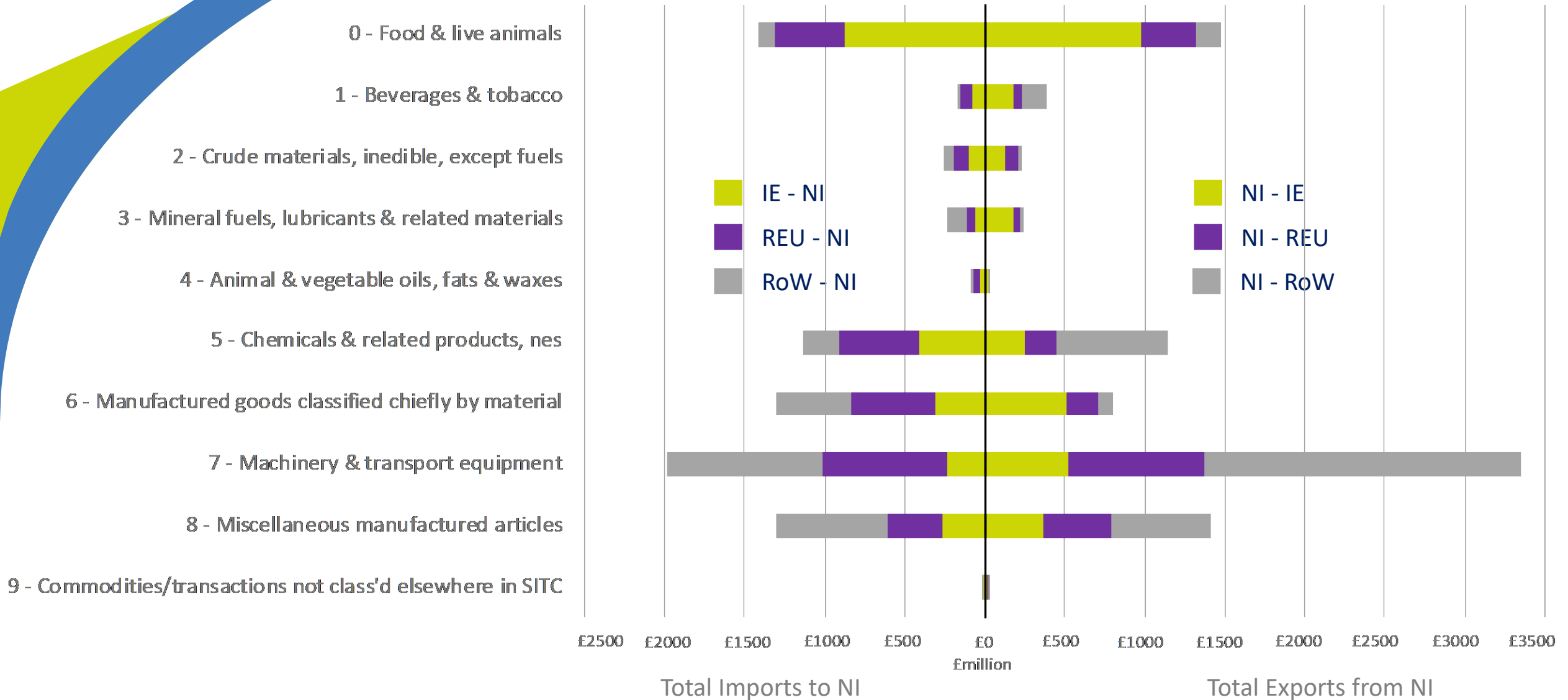


- 69 - Manufactures of metal n.e.s.
- 65 - Textile yarn, fabrics, made up articles etc
- 62 - Rubber manufactures n.e.s.
- OTHER

**Overall, £2.7bn goods imported from the RoW to NI in 2019**

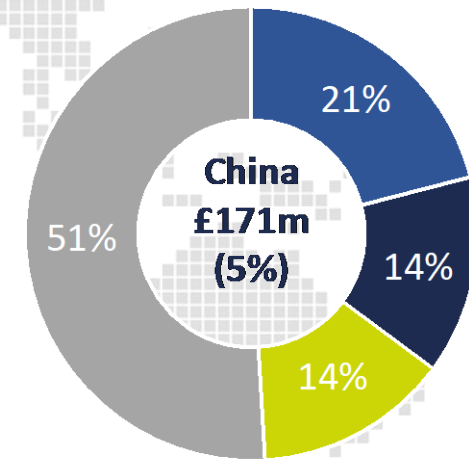
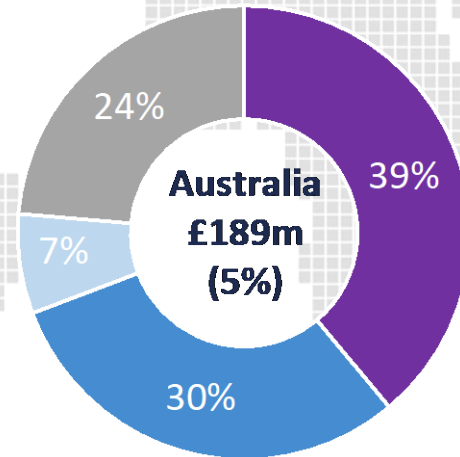
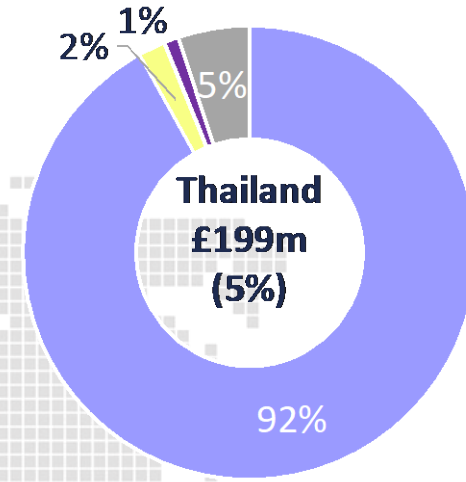
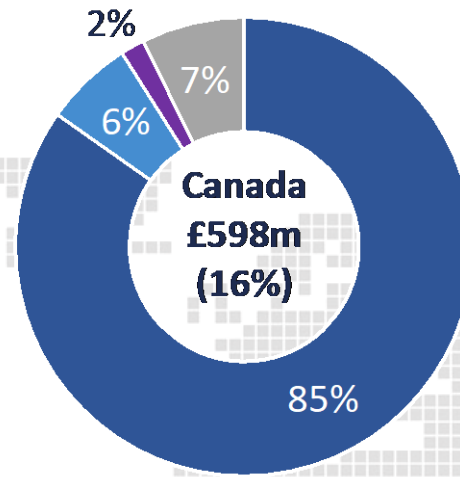
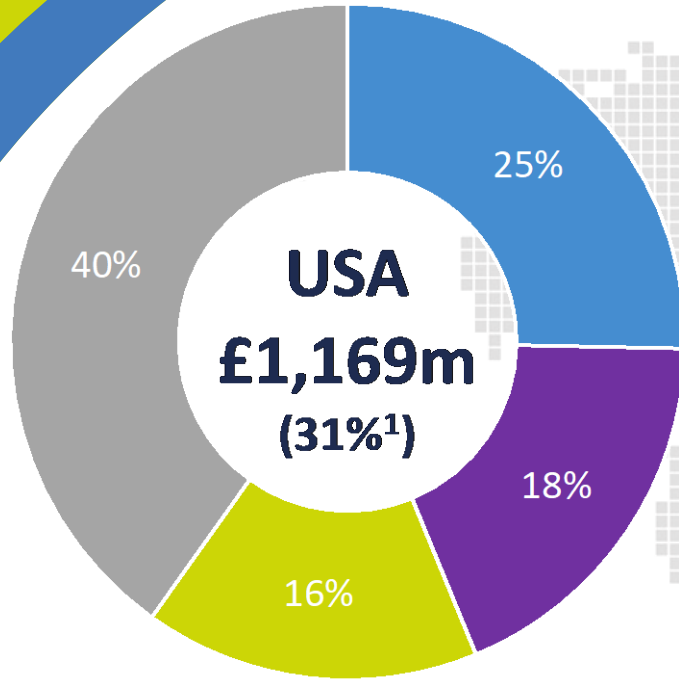
<sup>1</sup>As a proportion of total imports of goods from the RoW to NI

# HMRC Value of Goods (£million): Imports and Exports by Origin, Broad Destination and Product, 2019














## NI's Top 5 RoW Export Partners by Value and Product, 2019

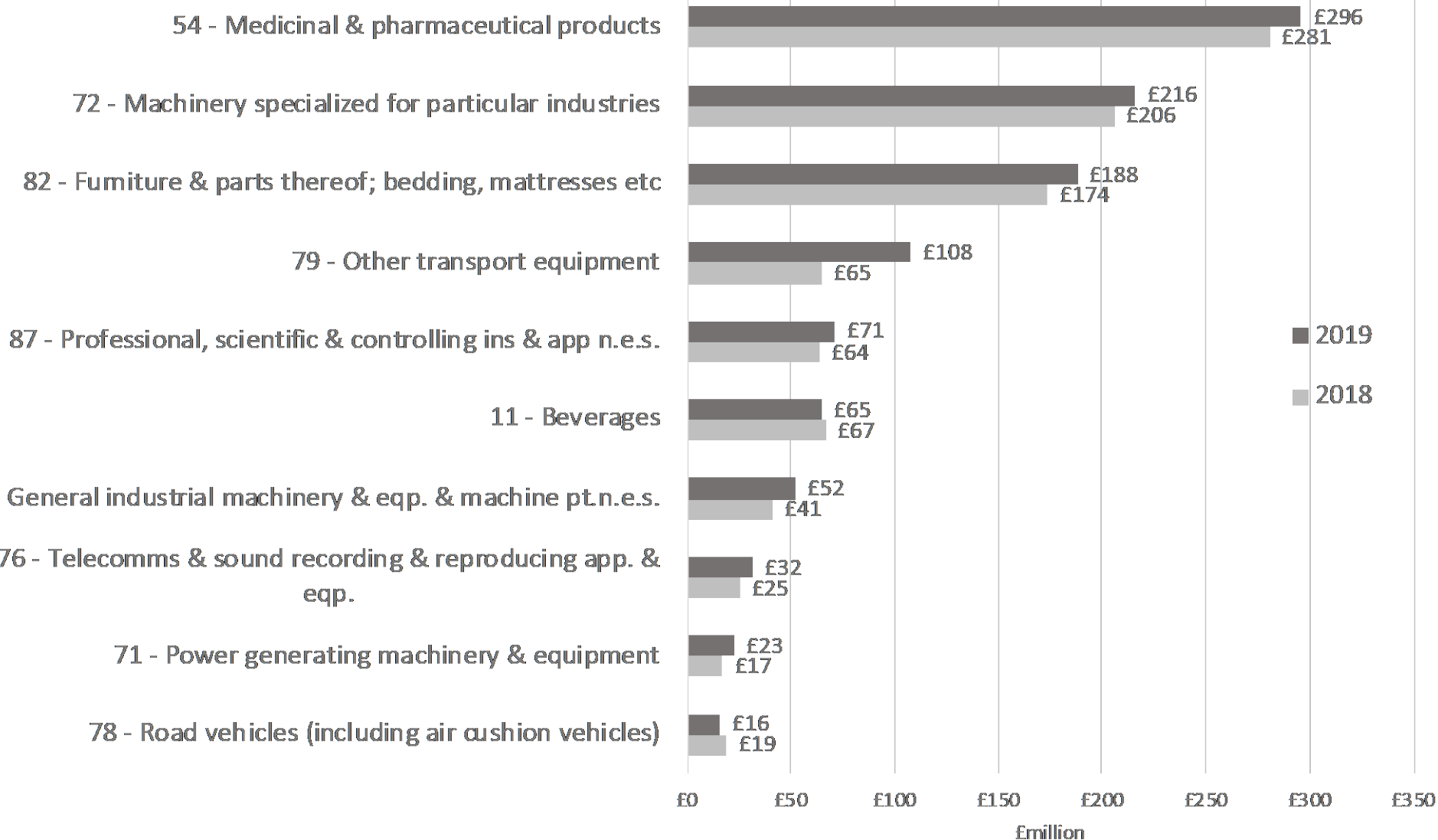


<sup>1</sup>As a proportion of total exports of goods from NI to the RoW (£3.8bn)

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

# HMRC Top Ten Export Goods from NI to USA by Value (£million) and Product, 2019

- HMRC Regional Trade Statistics estimate a value of £1.2bn goods were exported from NI to the USA in 2019 (31% of total RoW exported goods).
- The top ten products (by SITC2) accounted for £1.1bn, 91% of all exported goods to USA.



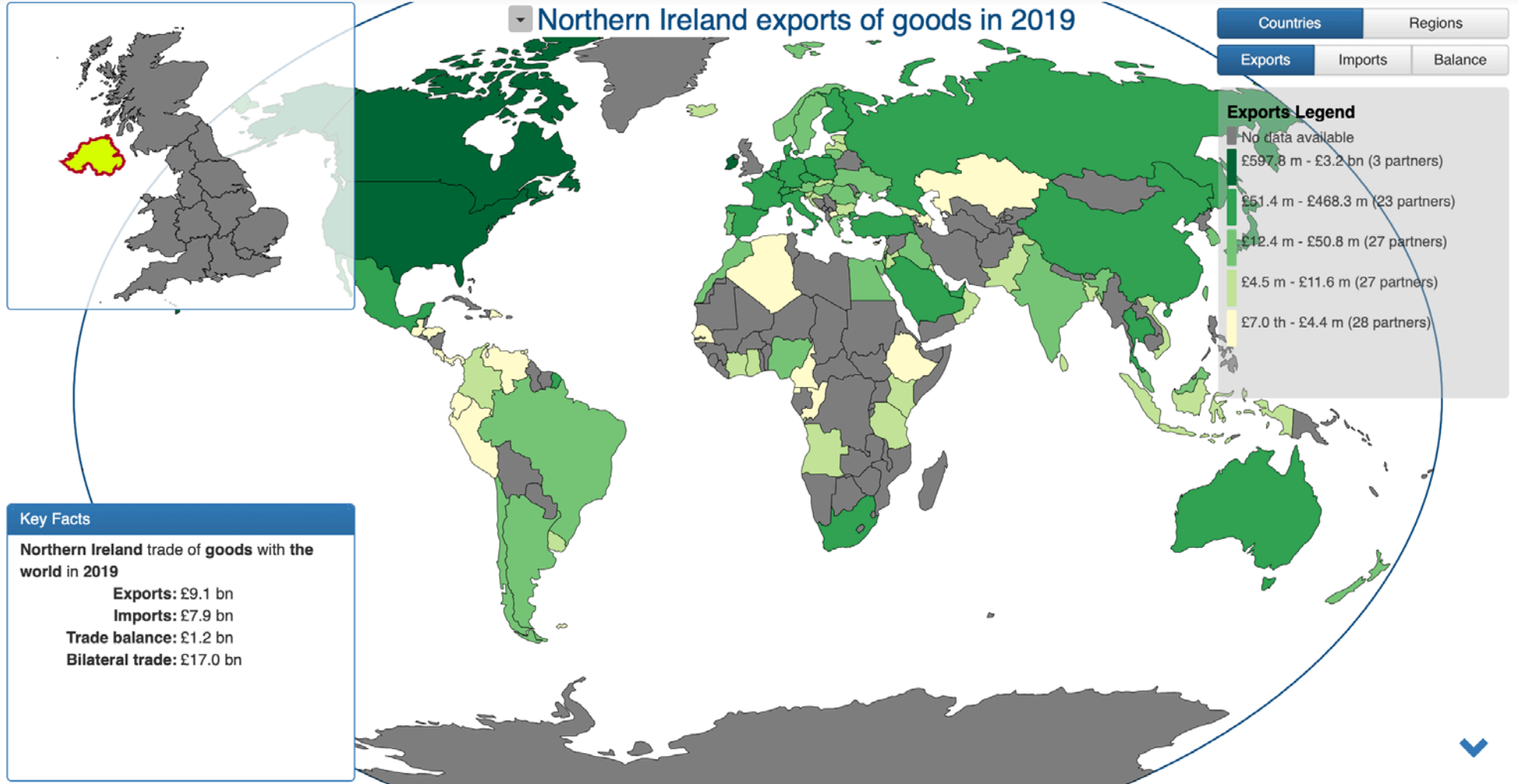
# For more information on UK trade in goods by country and product [click here](#)

## UK Regions Imports and Exports of Goods by Country and World Region

This prototype was developed by the Northern Ireland Statistics and Research Agency

About ▾ Share

Reporter: Northern Ireland ▾ Partner: Select a partner ▾ Commodity: Select a commodity ▾ 2019 ▾ ✕ Clear all



# Northern Ireland Supply Chain Activity

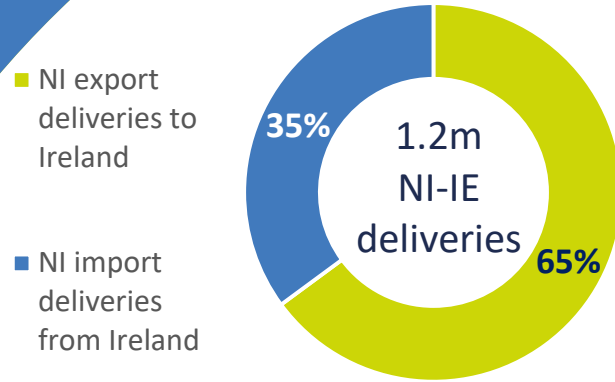
# Cross-Border Supply Chain Report (2015,2016)

## – Key Findings

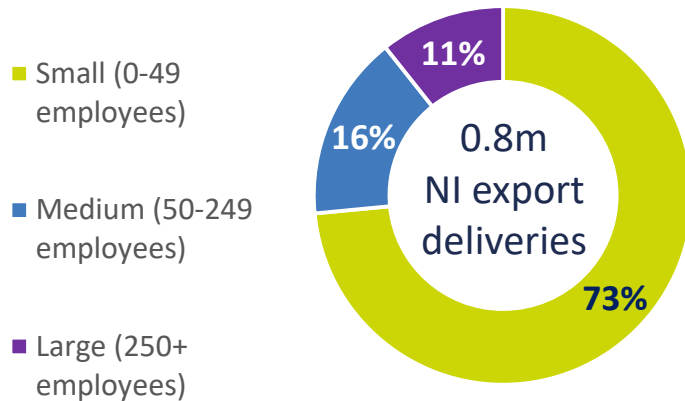
Supply Chain Survey/BESES data	Supply Chain Survey/HMRC data
<ul style="list-style-type: none"> <li>NI businesses made some 758,000 cross-border export deliveries to IE, estimated to be worth some £3.4bn to the local economy in 2016. In addition there were approximately 410,000 import deliveries in 2015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

# Cross-Border Supply Chain Report (2015, 2016)

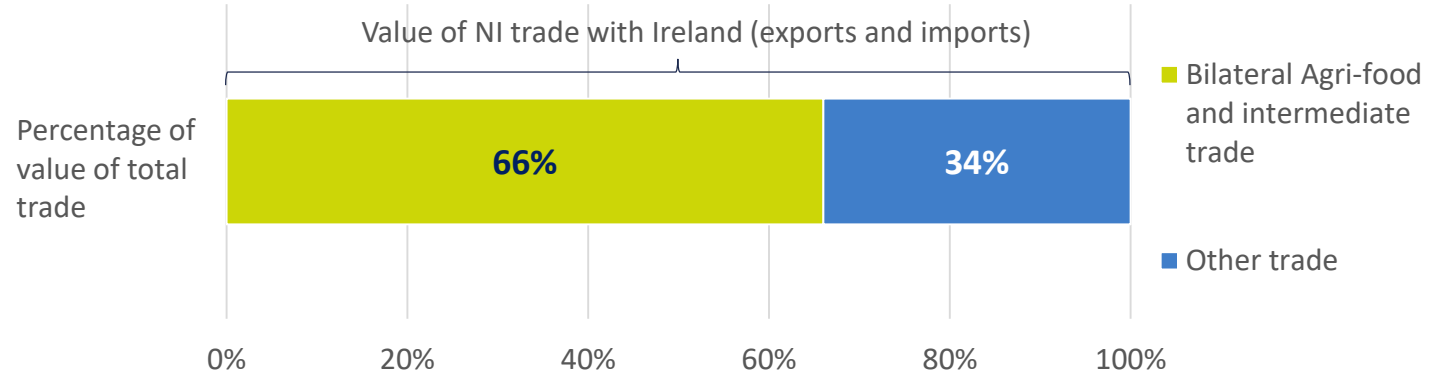
**Over 1 million cross-border deliveries per annum...**



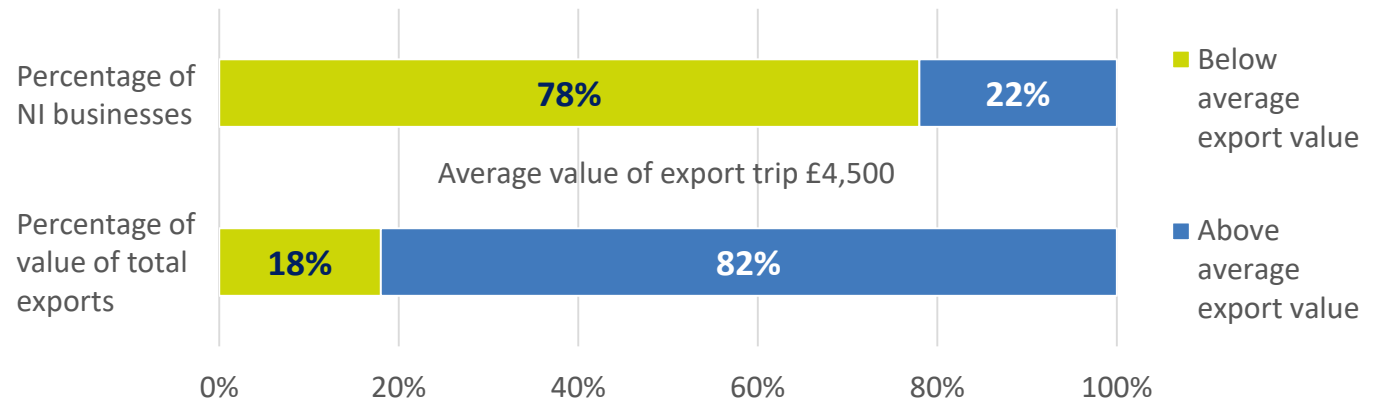
**Nearly three quarters of export deliveries made by small businesses...**



**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 2012-2016.

# Data Sources – HMRC RTS and BESES comparison

	HMRC	BESES
<b>UK COVERAGE</b>	Consistent data across all UK regions	Provides NI estimates only
<b>UK INTER-REGIONAL TRADE</b>	No inter-regional trade	NI trade with GB provided
<b>DATA SOURCE</b>	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.
<b>THRESHOLDS</b>	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 (£85k in 2017/18). Information on smaller businesses is therefore available from BESES
<b>GOODS AND SERVICES DATA COLLECTED</b>	Trade in goods only	Trade in goods and services
<b>CLASSIFICATION OF DATA COLLECTED</b>	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
<b>TIMELINESS</b>	New up-to-date data published quarterly	Previous year data published annually. 2018 data published on the 19 <sup>th</sup> December 2019.

## Contacts

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