

# Overview of NI Trade with GB

23rd October 2019

# Outline

The following slides provide an analysis of Northern Ireland's current trade with Great Britain. This is a follow up to the [“\*\*Overview of Northern Ireland Trade\*\*”](#) slide pack published by NISRA on the 19<sup>th</sup> June 2019

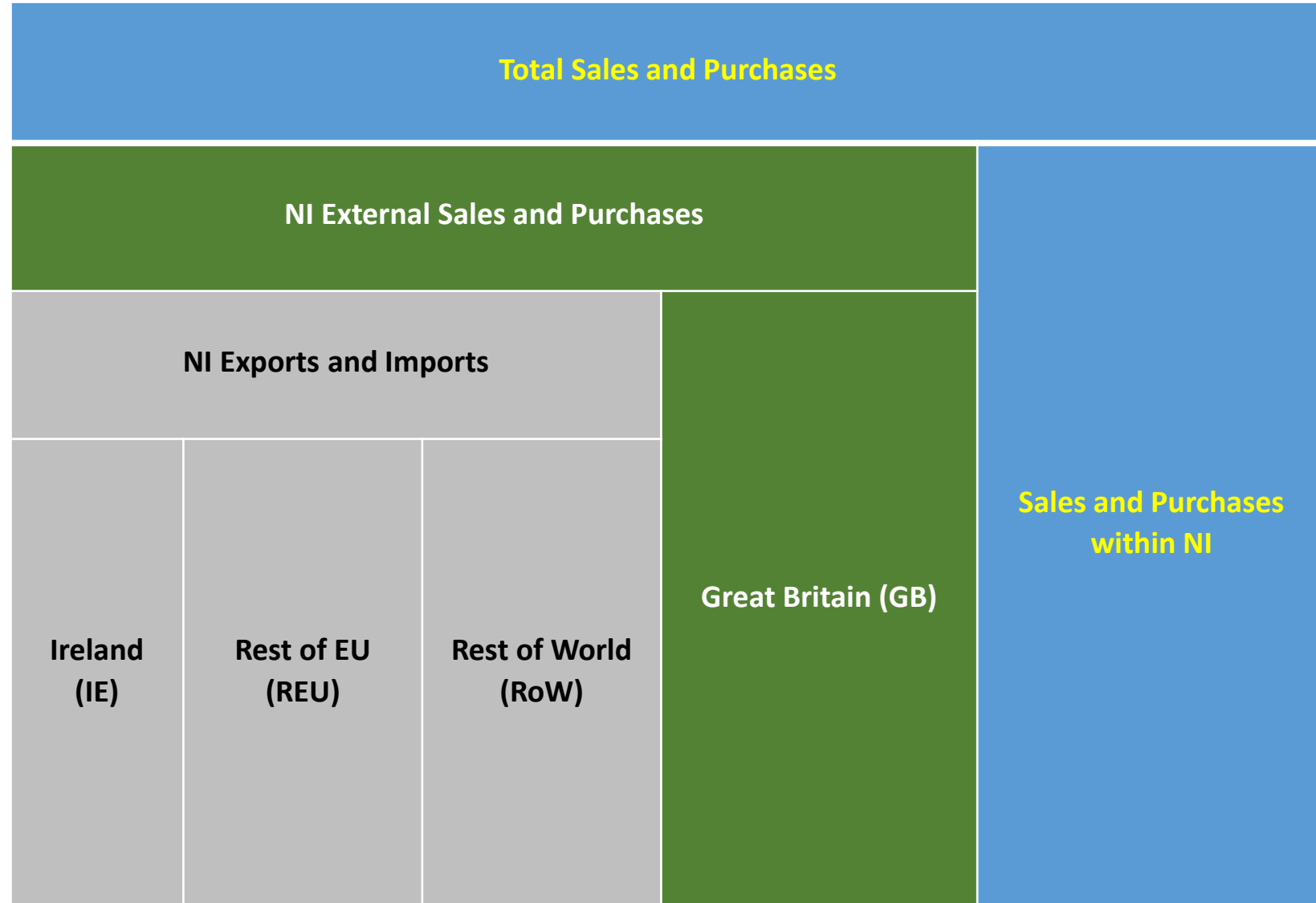
# Definitions of terms

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.*

# Overview of definitions

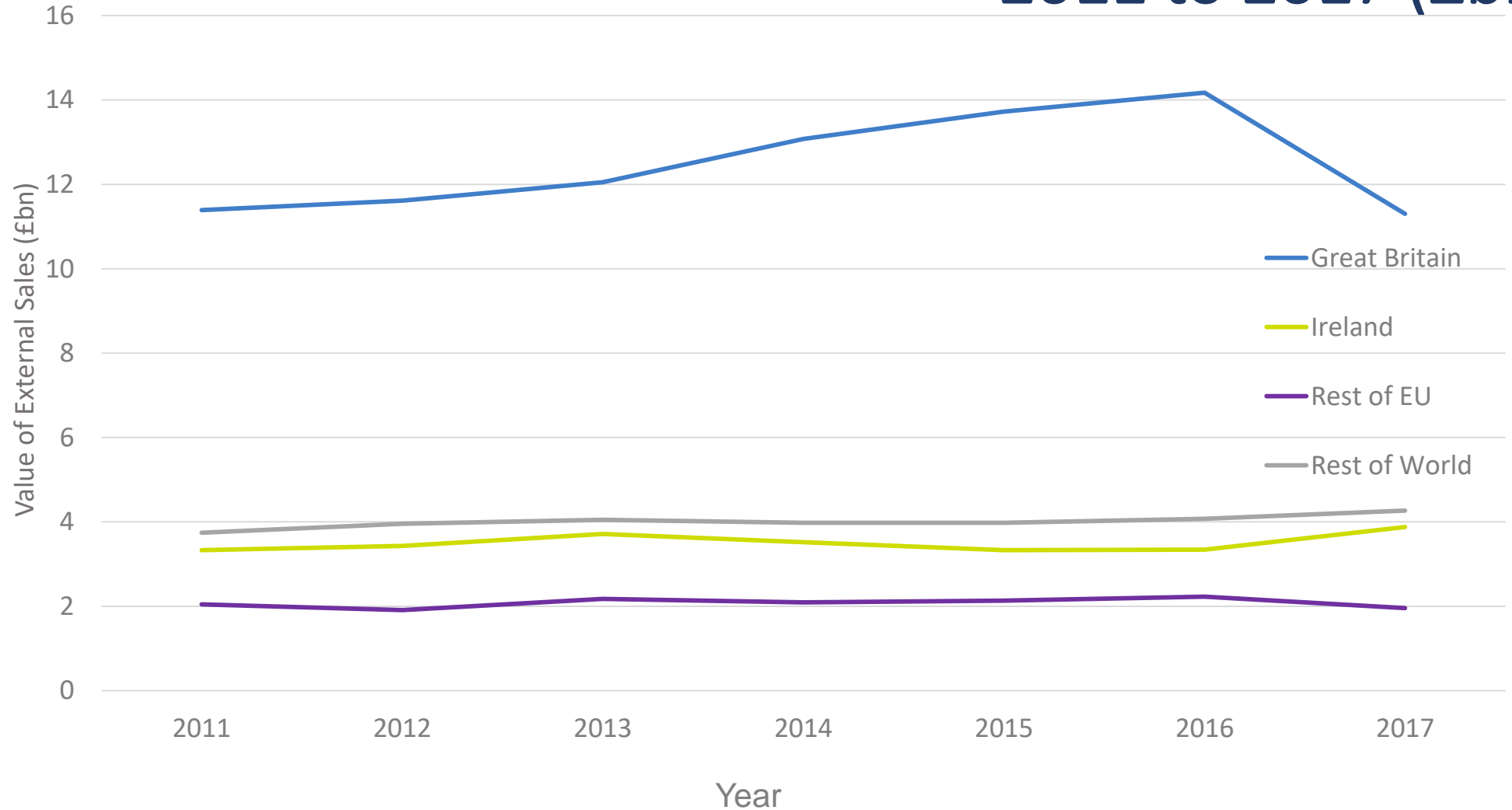


## User note...

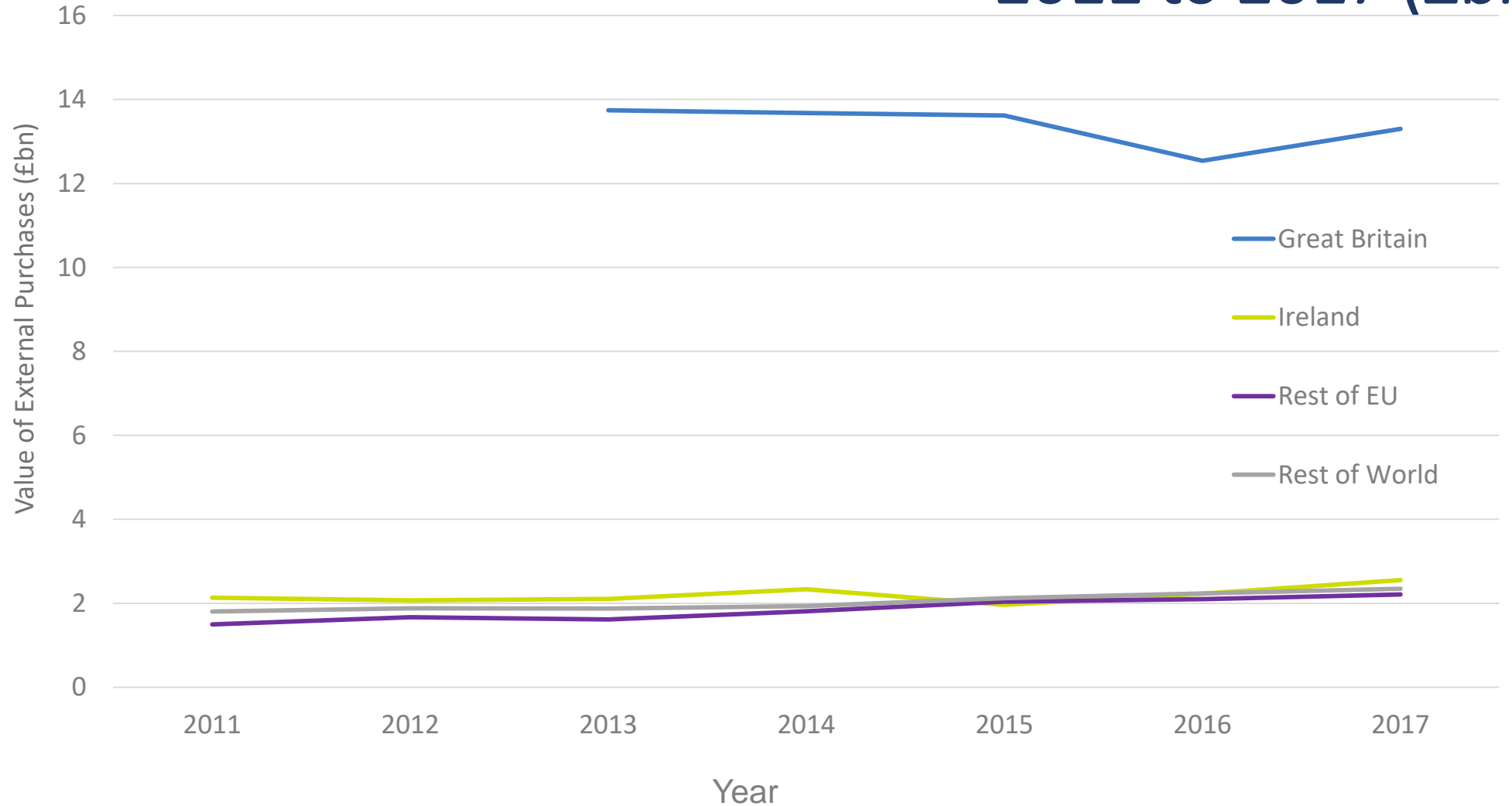
1. A purchase by a Northern Ireland business from a Great Britain business does not necessarily equate to a full market transaction. For example, some purchases will relate to a large GB company transferring goods from a distribution centre in GB to a branch located within NI.
2. It should be noted that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

# NI Trade in context

# Total value of NI external sales by destination 2011 to 2017 (£bn)



# Total value of NI external purchases by origin 2011 to 2017 (£bn)





# Total Value of NI Sales and Exports by Destination 2016-2017 (£bn)

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)				
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%

<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)

# Total Value of NI Purchases and Imports by Origin 2016-2017 (£bn)

Destination	Total Purchases <sup>1</sup> by NI Businesses									
	NI External Purchases <sup>2</sup> from									
	NI Imports <sup>3</sup> from									
	Ireland (IE)	Rest of EU (REU)	Rest of World (RoW)	Total Imports (IE+REU+RoW)		Great Britain (GB)	Total External Purchases (GB+Exports)		Purchases Within NI	Total Purchases (NI + External Purchases)
2016 £bn	2.2	2.1	2.2	6.6		12.5	19.1		23.8	42.9
2017 £bn	2.6	2.2	2.3	7.1		13.3	20.4		23.4	44.3
Annual Change (%)	14.6%	5.2%	5.0%	8.3%		6.1%	6.8%		0.3%	3.2%

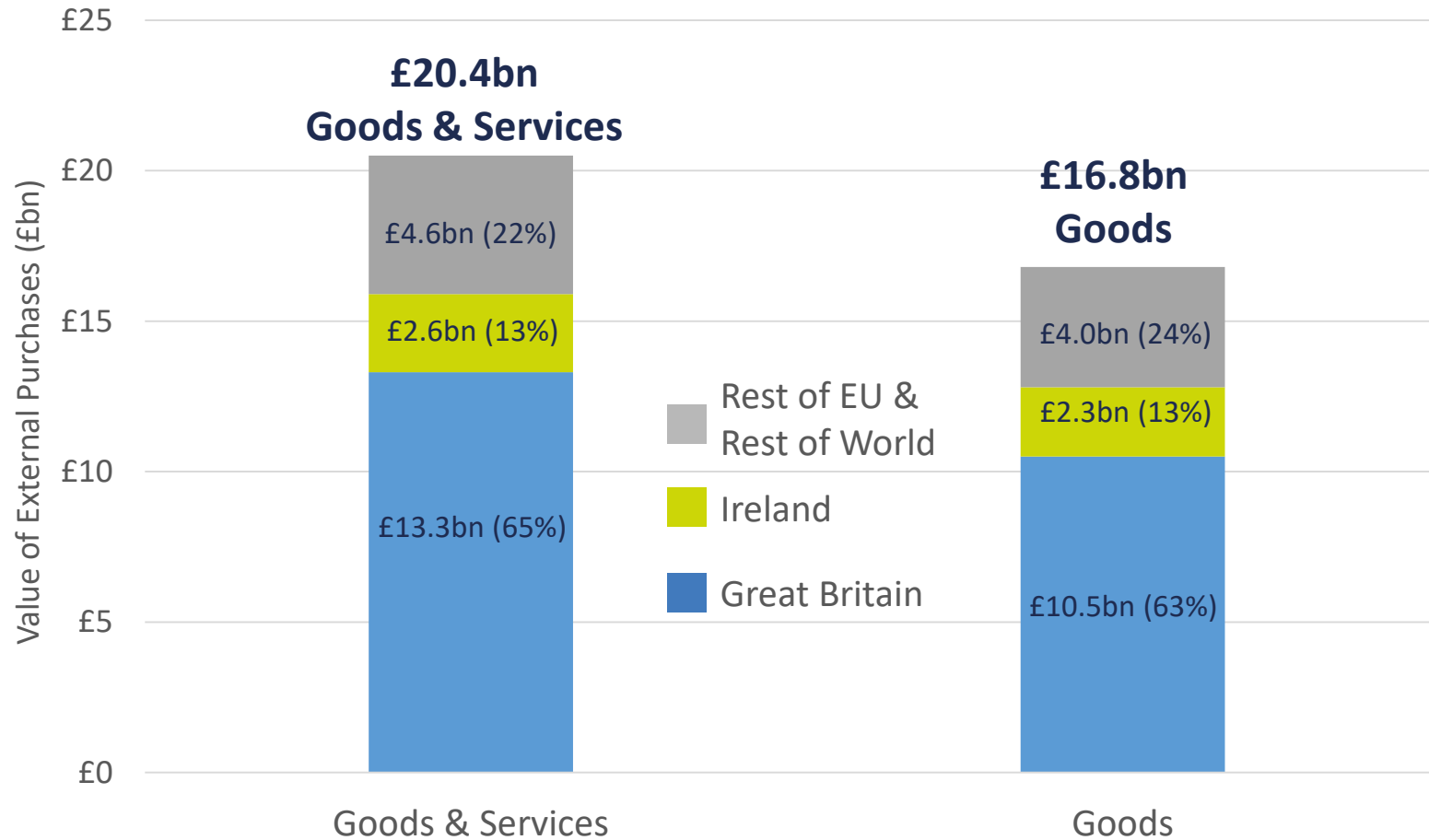
<sup>1</sup>Total purchases represents purchases within NI + total external purchases

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

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

# NI Trade with GB

# Northern Ireland (NI) businesses made significant use of goods & services purchased from Great Britain (GB) businesses in 2017



NI purchased £20.4bn of external goods and services in 2017

£13.3bn (65%) of goods and services were purchased from GB in 2017

£10.5bn (63%) of goods were purchased from GB in 2017

# 65% of goods purchased by NI businesses from GB businesses were aimed at the NI Wholesale and Retail Sector in 2017



NI businesses purchased £10.5bn of goods from GB businesses in 2017

Local Wholesale and Retail businesses accounted for £6.8bn (65%) of all goods purchased from GB businesses

# Purchases of goods from GB by NI businesses\* (by value(£) 2017)

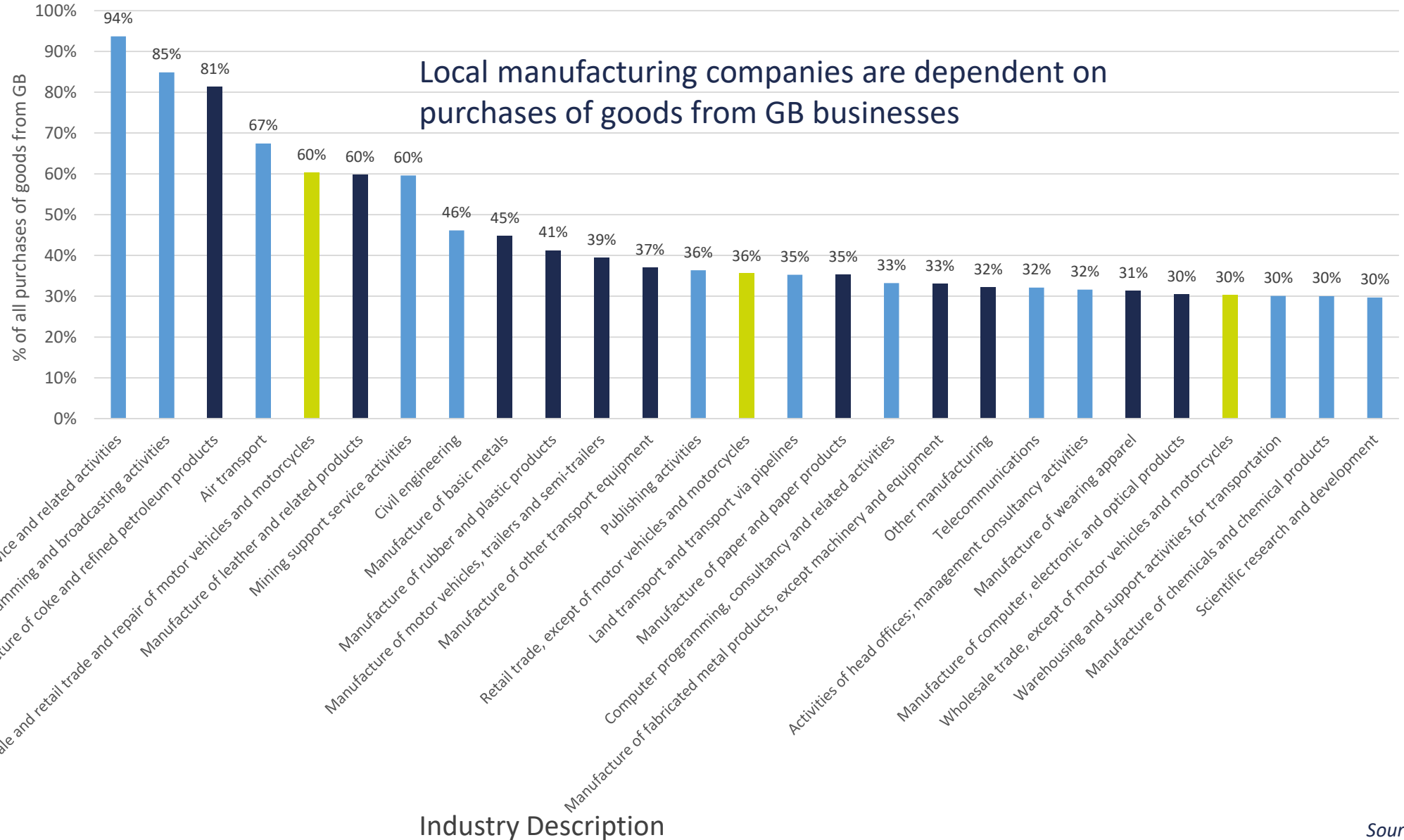
Total goods  
purchased  
from GB  
£10.5bn



\* Subject to disclosure

# NI industries\* most dependent on purchases of goods from GB businesses (more than 30% of all purchases), 2017

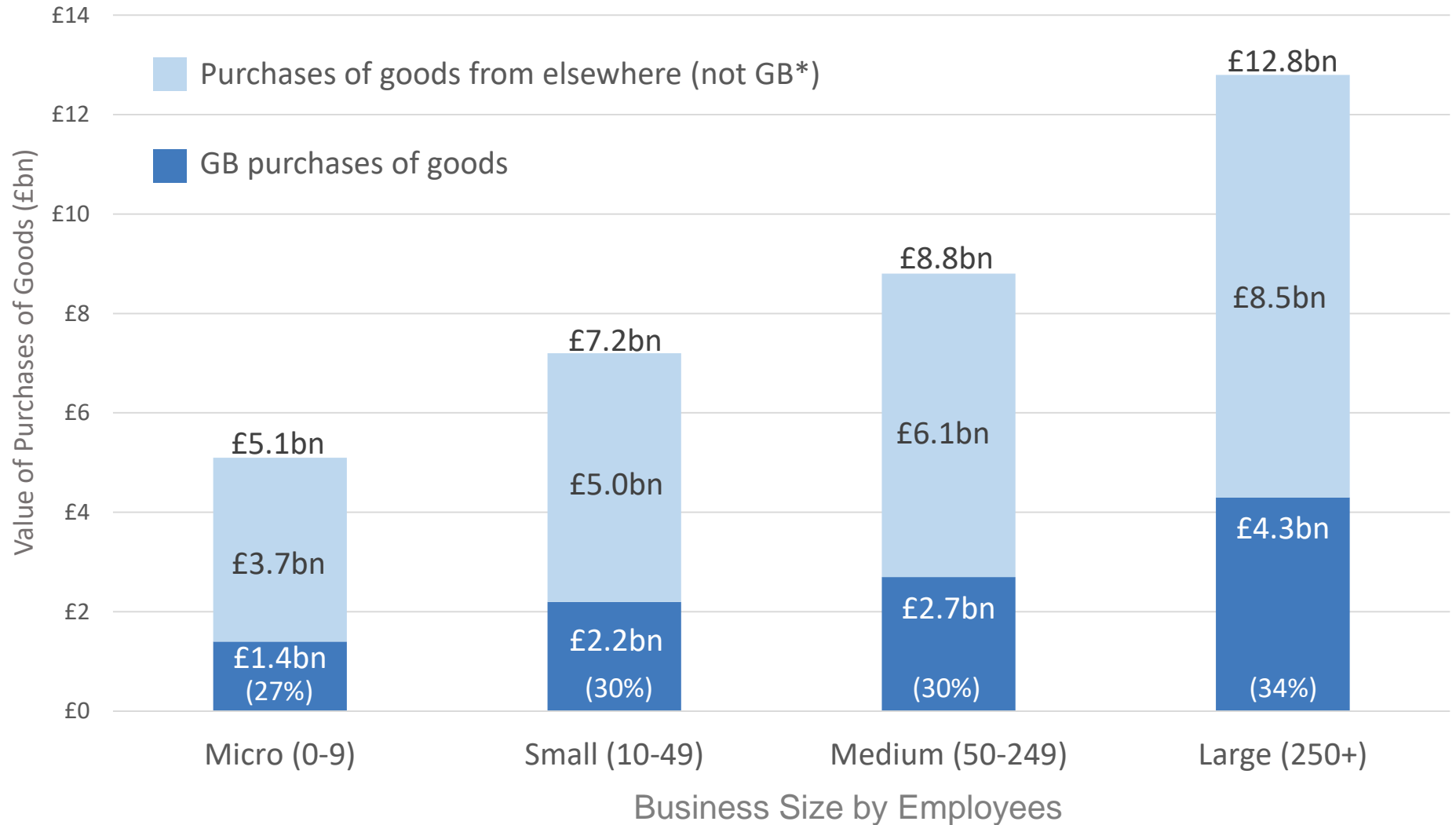
- Wholesale and Retail Sector
- Manufacturing Companies
- Other Industries



\* Subject to disclosure

# Total value of NI purchases of goods and value of goods purchased from GB by business size, 2017 (£bn)

- 27% of the value of all purchases by NI micro-businesses are from GB businesses
- 34% of the value of all purchases of goods by NI large businesses are from GB businesses

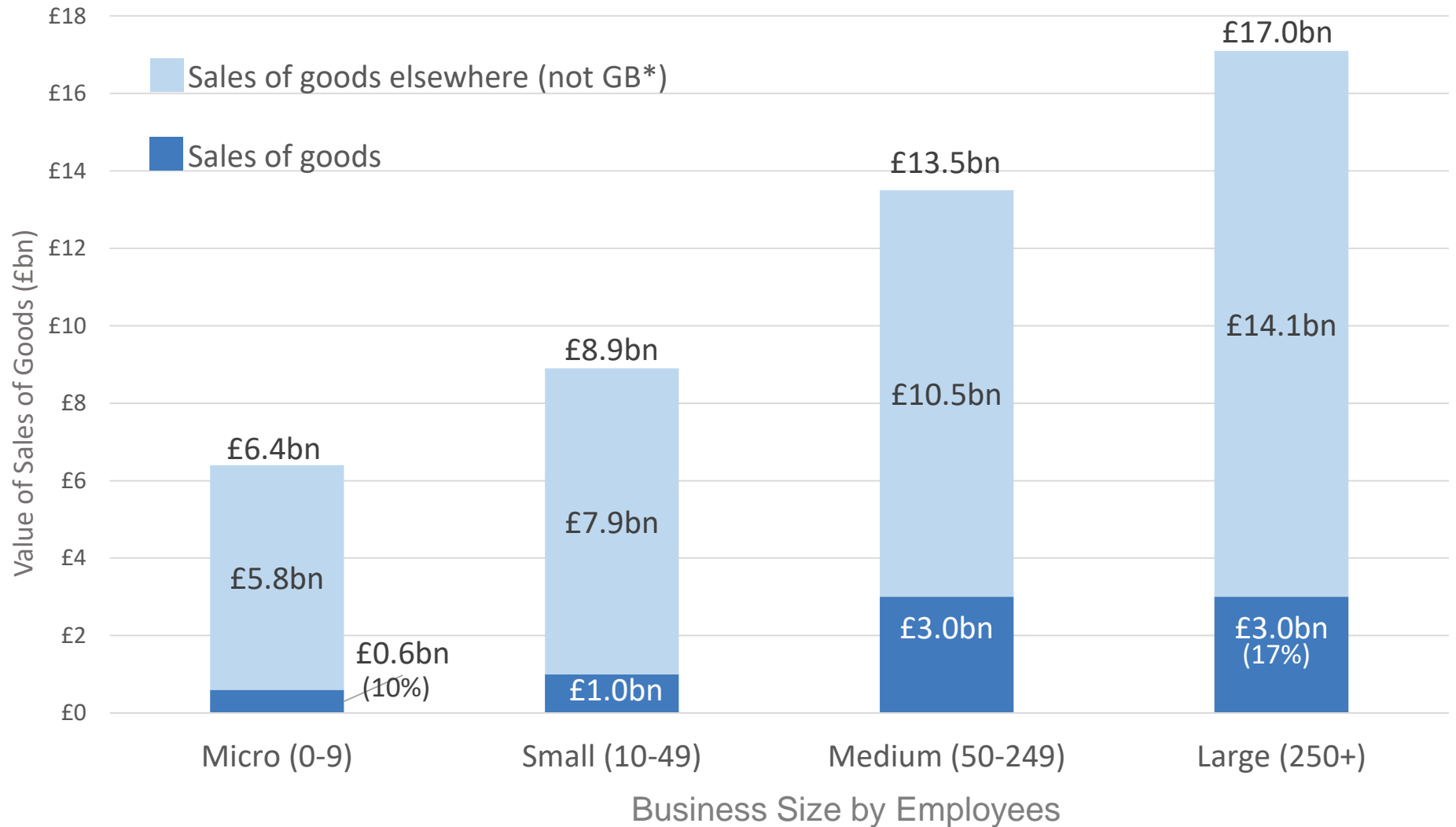


\* Includes purchases from NI, IE, REU & ROW



# Total value of NI sales of goods and value of goods sold to GB by business size, 2017 (£bn)

- 10% of the value of all sales by NI micro-businesses are to GB businesses
- 17% of the value of all sales of goods by NI large businesses are to GB businesses

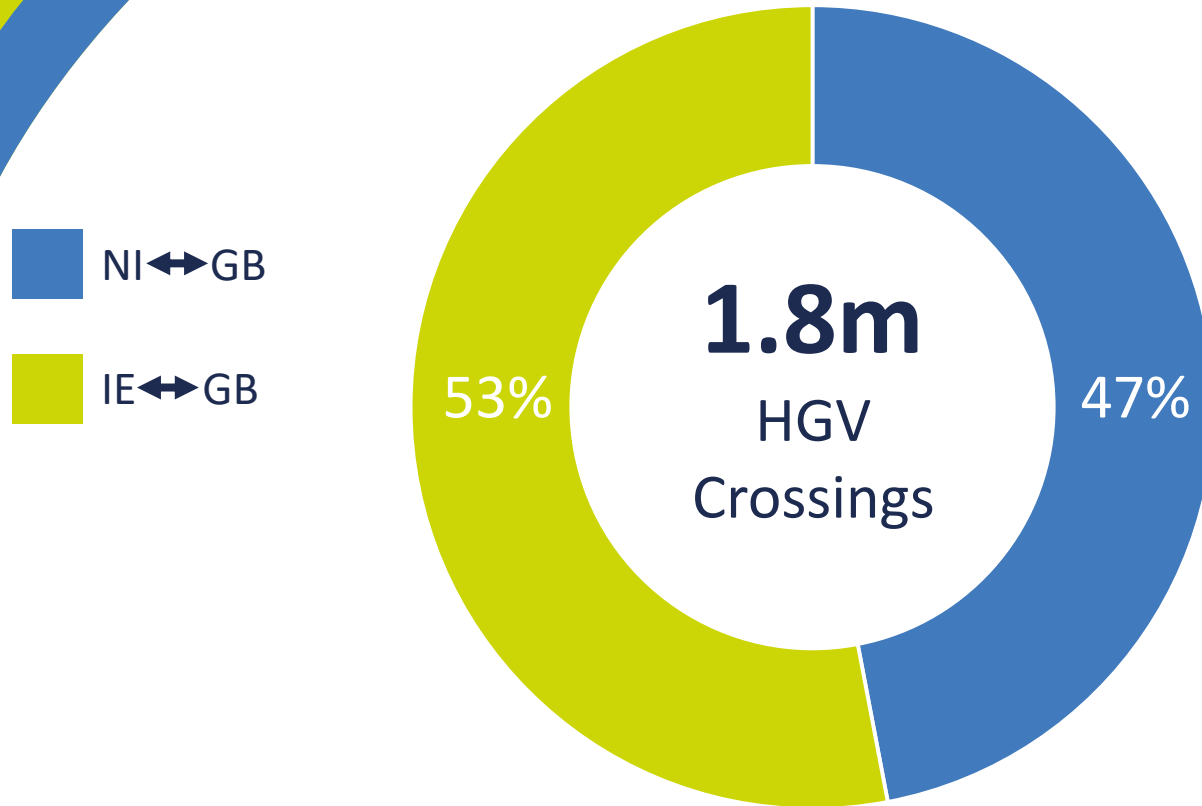


\* Includes sales to NI, IE, REU & ROW

# Irish Sea (IE/NI↔GB)

## 1.8 million HGV crossings 2018

Irish Sea - HGV Crossings 2018



An estimated 1.8 million Irish Sea (IE/NI↔GB) HGV crossings in 2018. Of these:

- 0.9\* million (47%) were between NI and GB
- 1.0\* million (53%) were between Ireland (IE) and GB

There were a further 182,000 air traffic movements between airports in NI/IE and GB; and 32,000 vessel arrivals at NI and IE sea ports (including GB and other international arrivals).

Sources:

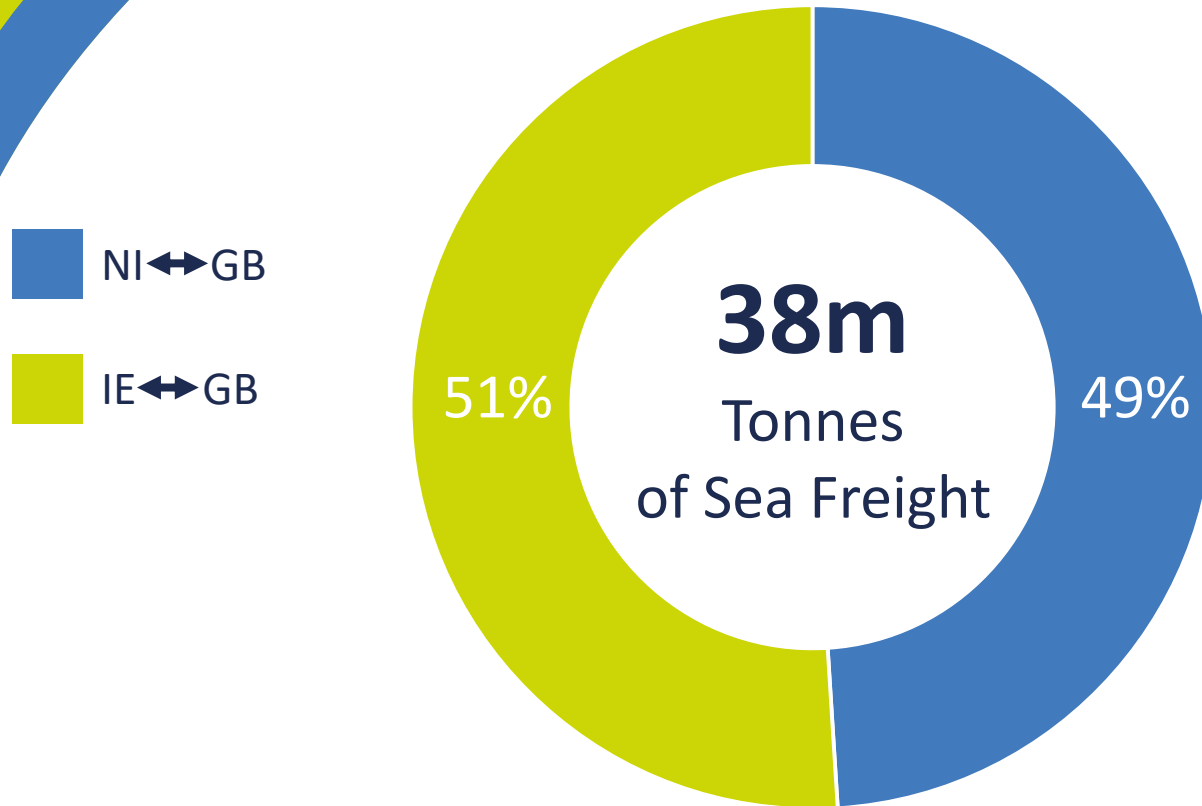
[Port Freight Statistics: 2018 final figures \(revised\), Department for Transport](#)  
[Statistics of Port Traffic 2018, CSO](#)  
[UK Airport Data, Civil Aviation Authority](#)  
[Aviation Statistics, CSO](#)

\* Note figures do not sum due to rounding

# Irish Sea (IE/NI↔GB)

## 38 million tonnes of sea freight in 2018

Irish Sea – Freight Tonnage (Sea) 2018



An estimated 38 million tonnes of sea freight crossing the Irish Sea (IE/NI↔GB) in 2018. Of these:

- 19 million tonnes (49%) were between NI and GB
  - NI received 9.8 million tonnes (52%)
  - NI forwarded 9.0 million tonnes (48%)
- 19 million tonnes (51%) were between IE and GB
  - IE received 11.2 million tonnes (57%)
  - IE forwarded 8.3 million tonnes (43%)

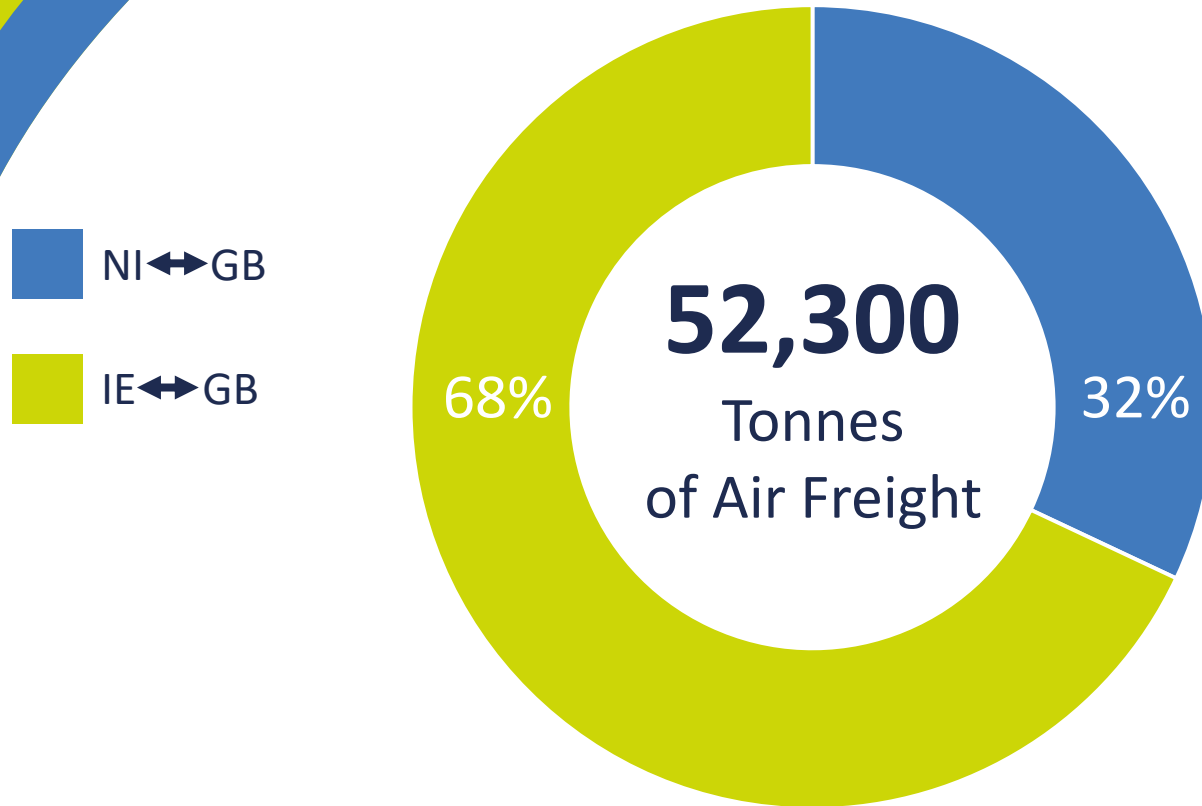
Source:

[Port Freight Statistics: 2018 final figures \(revised\), Department for Transport](#)

# Irish Sea (IE/NI↔GB)

## 52,300 tonnes of air freight in 2018

Irish Sea – Freight Tonnage (Air) 2018



An estimated 52,300 tonnes of air freight crossing the Irish Sea (IE/NI↔GB) in 2018. Of these:

- 16,700 tonnes (32%) were between NI and GB
- 35,600 tonnes (68%) were between IE and GB

Sources:

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

# Transportation of goods NI ↔ GB

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

# Movement of Goods from GB to NI/IE 2016

Direction	Value of Goods (£bn)	% Wholesale and Retail	Number of HGVs
GB to NI	£11.0	70%	419,000
GB to IE	£14.6	50-70%*	500,000**

Notes:

\*CSO approximation based on unpublished data

\*\*figures based on approximation of half of the total known figure

Sources:

[Broad Economy Sales and Exports Statistics 2016, NISRA](#)

[Regional Trade Statistics 2016, HMRC](#)

[Port Freight Statistics: 2016 final figures \(revised\), Department for Transport](#)  
[Statistics of Port Traffic 2016, CSO](#)

# Number of purchasers/importers of goods and services by business size and origin 2017

Business size			Number of purchasers/importers by origin			
Category	No. of employees	Total no. businesses in BESES population	GB purchasers	IE importers	REU importers	ROW importers
Micro	0-9	44,071	10,538	4,303	2,224	1,173
Small	10-49	8,558	3,649	2,023	812	874
Medium	50-249	1,299	729	494	347	228
Large	250+	319	218	113	91	74
	<b>Total</b>	<b>54,247</b>	<b>15,134</b>	<b>6,934</b>	<b>3,474</b>	<b>2,349</b>

Notes:

\*Numbers may not sum due to rounding

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

# Number of sellers/exporters of goods and services by business size and destination 2017

Business size			Number of sellers/exporters by destination			
Category	No. of employees	Total no. businesses in BESES population	GB sellers	IE exporters	REU exporters	ROW exporters
Micro	0-9	44,071	5,363	5,681	1,047	957
Small	10-49	8,558	1,827	2,448	723	697
Medium	50-249	1,299	445	454	194	190
Large	250+	319	169	106	76	65
	<b>Total</b>	<b>54,247</b>	<b>7,804</b>	<b>8,689</b>	<b>2,039</b>	<b>1,908</b>

Notes:

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



# Value of purchases/imports of goods and services by business size and origin 2017

Business size		Value (£m) of purchases/imports by origin			
Category	No. of employees	GB purchases	IE imports	REU imports	ROW imports
Micro	0-9	1,674	532	211	223
Small	10-49	2,592	576	435	496
Medium	50-249	3,552	871	550	534
Large	250+	5,485	577	1,015	1,094
	<b>Total</b>	<b>13,302</b>	<b>2,555</b>	<b>2,211</b>	<b>2,347</b>

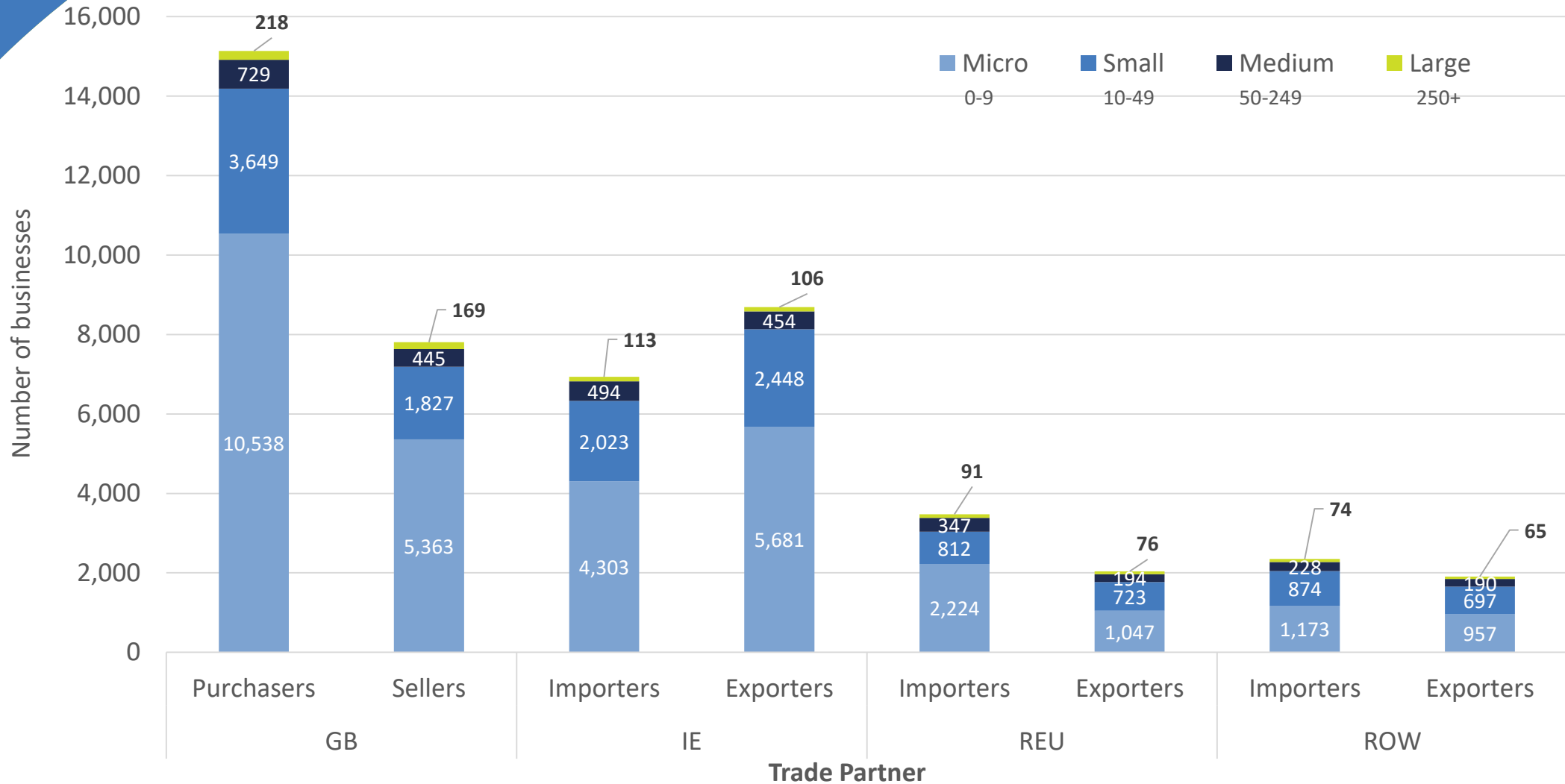
*Note:*  
Numbers may not sum due to rounding

# Value of sales/exports of goods and services by business size and destination 2017

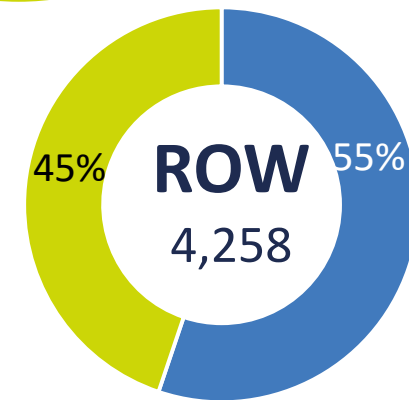
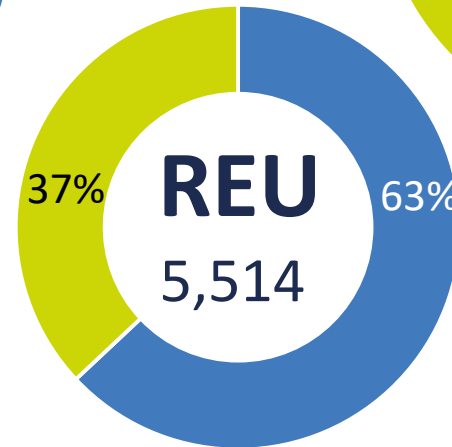
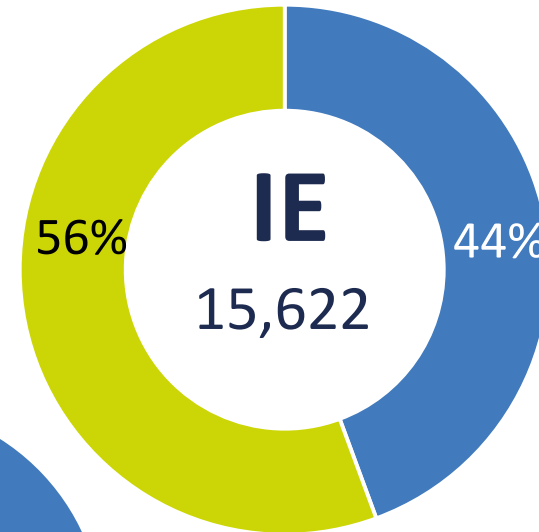
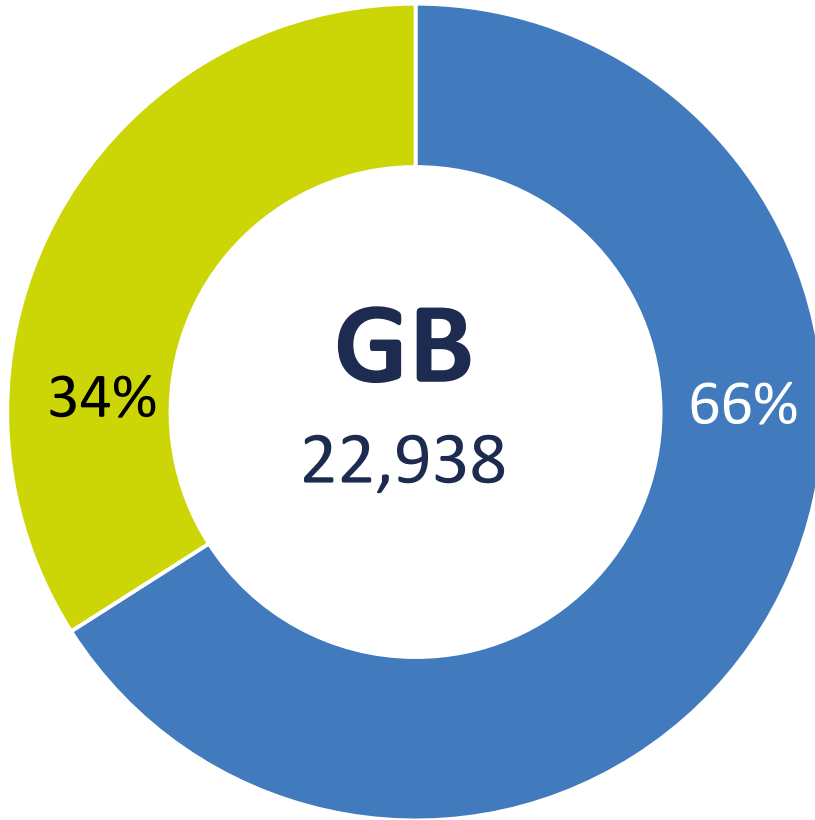
Business size		Value (£m) of sales/exports by destination			
Category	No. of employees	GB sales	IE exports	REU exports	ROW exports
Micro	0-9	1,189	754	105	228
Small	10-49	1,807	1,086	259	471
Medium	50-249	3,946	1,316	495	962
Large	250+	4,362	725	1,098	2,606
	<b>Total</b>	<b>11,304</b>	<b>3,881</b>	<b>1,958</b>	<b>4,267</b>



*Note:*  
Numbers may not sum due to rounding

# Number of traders of goods and services by business size and trade partner, 2017



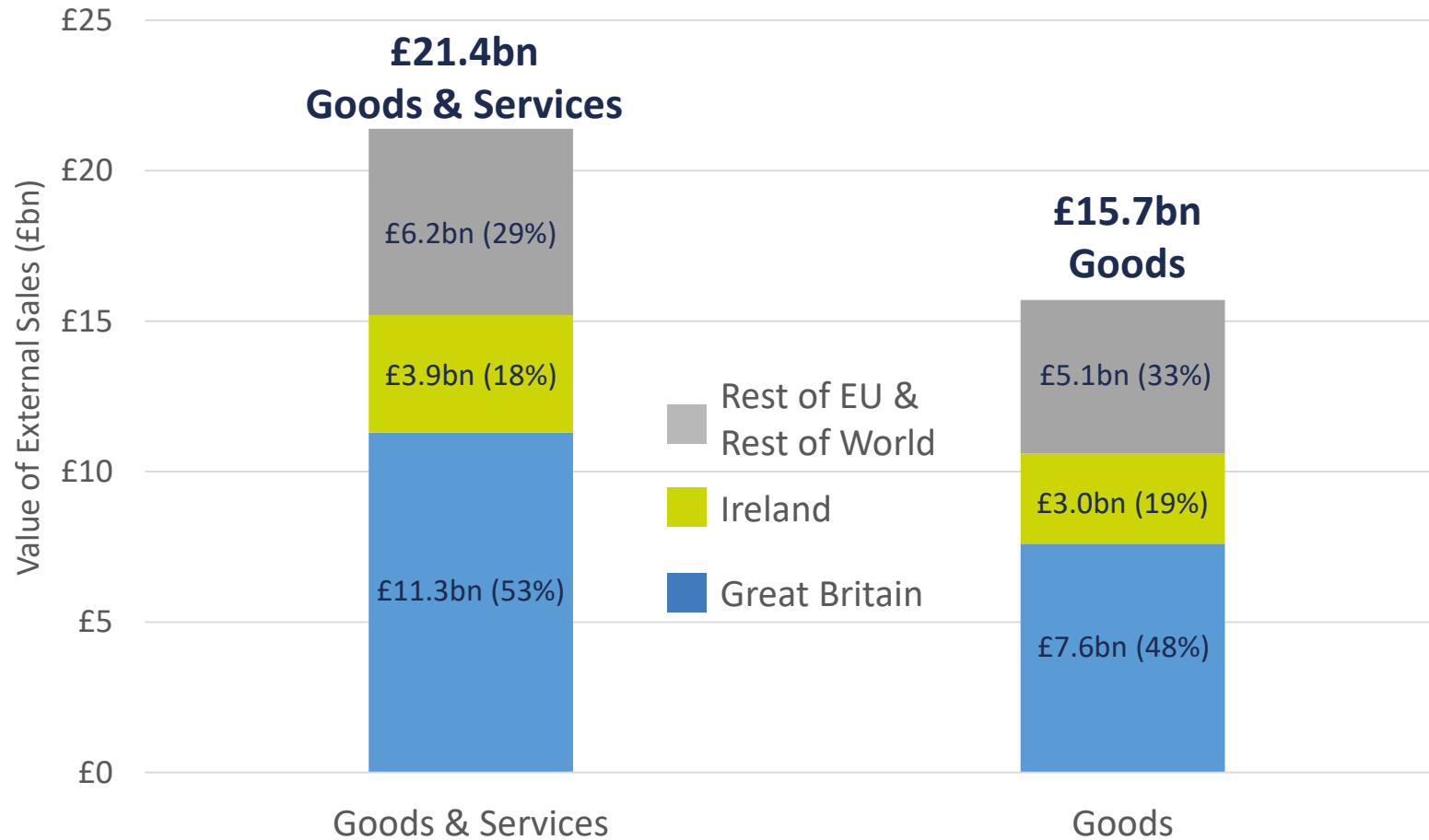
# Number of traders of goods and services by trade partner, 2017



 Seller/Exporter  
 Purchaser/Importer

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

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

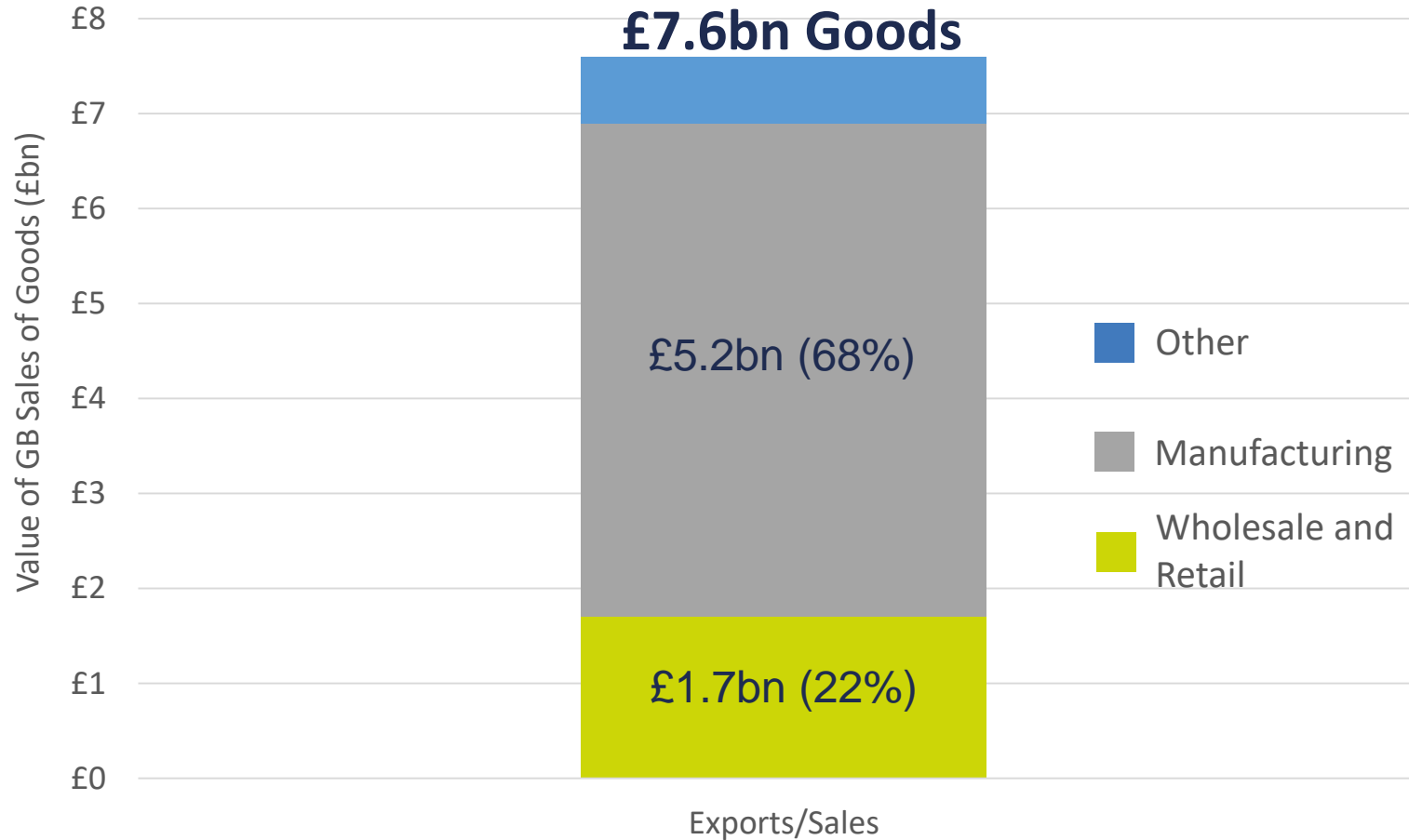


NI sold £21.4bn of external goods and services in 2017

£11.3bn (53%) of goods and services were sold to GB in 2017

£7.6bn (48%) of goods were sold to GB in 2017

# Over two-thirds of goods sold by businesses in NI to GB were from the Manufacturing Sector in 2017



NI businesses sold £7.6bn of goods to GB businesses in 2017

Local Manufacturing businesses accounted for £5.2bn (68%) of all goods sold to GB businesses

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