

# Overview of NI Trade with GB

01 November 2021

# 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 22<sup>nd</sup> October 2021

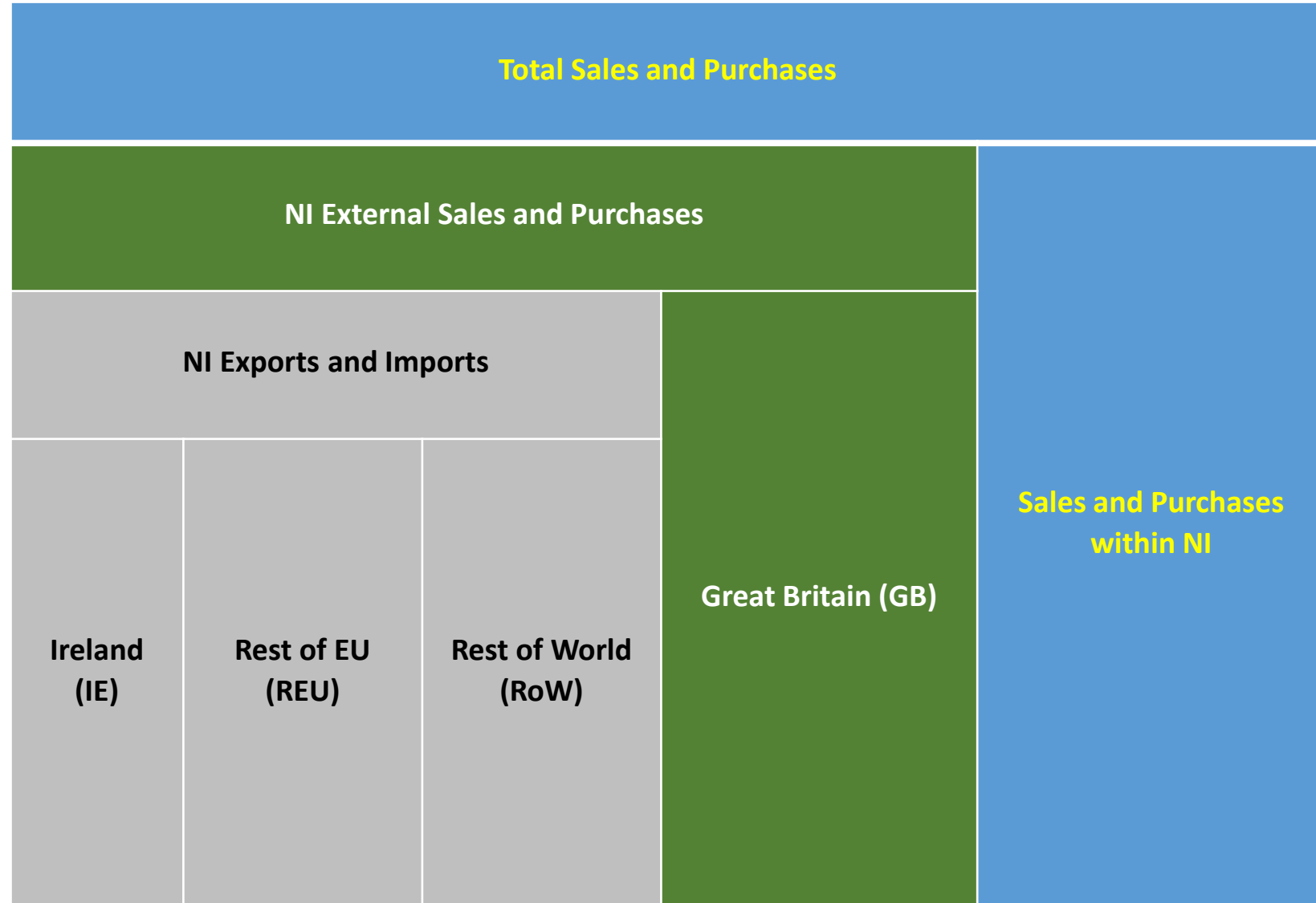
# Definitions of terms

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 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 Sales and Exports by Destination 2017-2019 (£ billion)

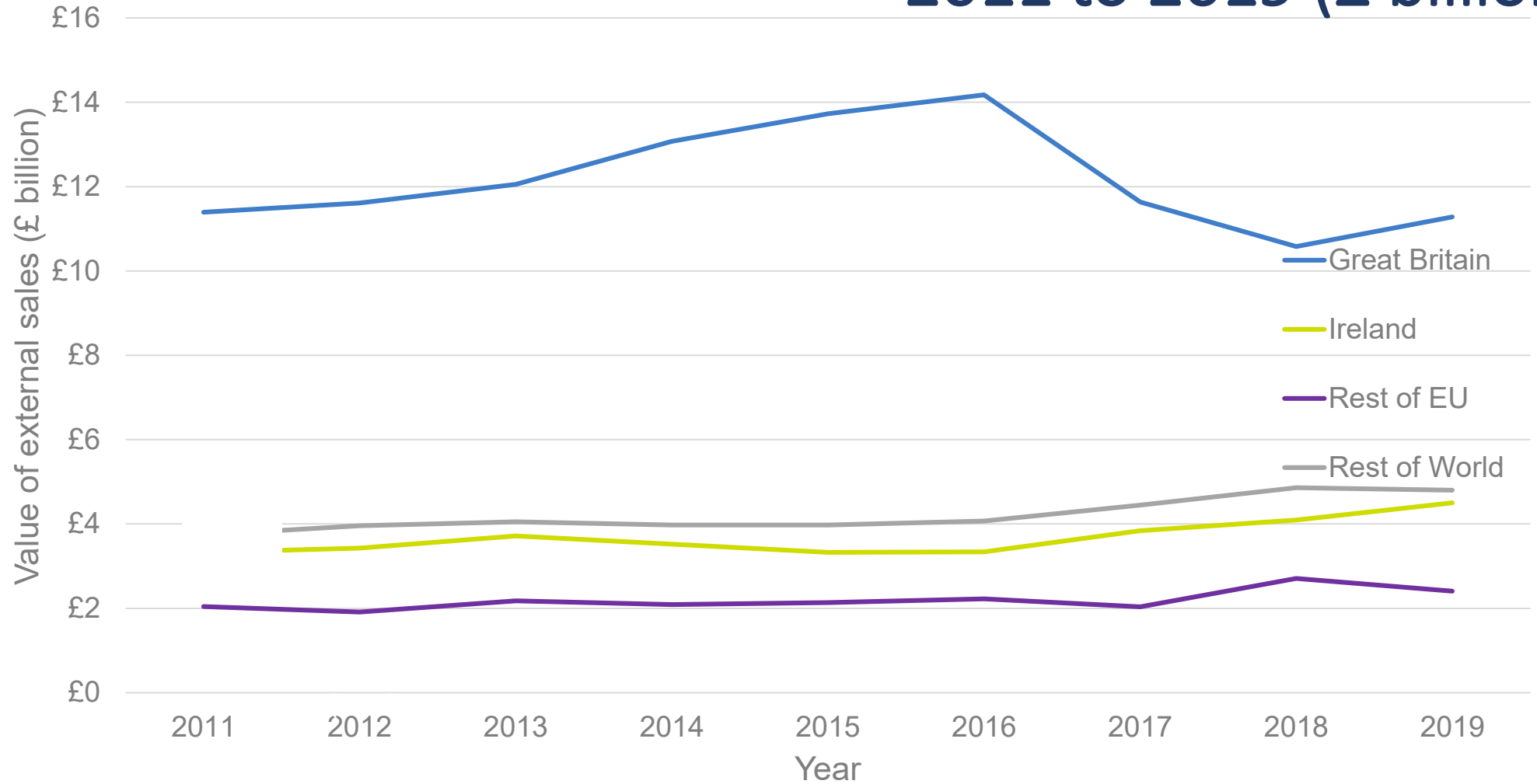
Destination	Total Sales <sup>1</sup> by NI Businesses								
	NI External Sales <sup>2</sup> to						Sales Within NI	Total Sales (NI + External Sales)	
	NI Exports <sup>3</sup> to				Great Britain (GB)	Total External Sales (GB+Exports)			
Ireland (IE)	Rest of EU (REU)	Rest of World (RoW)	Total Exports (IE+REU+RoW)						
2018 £bn	4.1	2.7	4.9	11.7	10.6	22.2	46.5	68.8	
2019 £bn	4.5	2.4	4.8	11.7	11.3	23.0	48.9	71.9	
<i>Annual Change (%)</i>	9.9	-11.0	-1.2	0.4	6.6	3.3	5.2	4.6	

<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 external sales by destination 2011 to 2019 (£ billion)





# Total Value of NI Purchases and Imports by Origin 2018-2019 (£ billion)

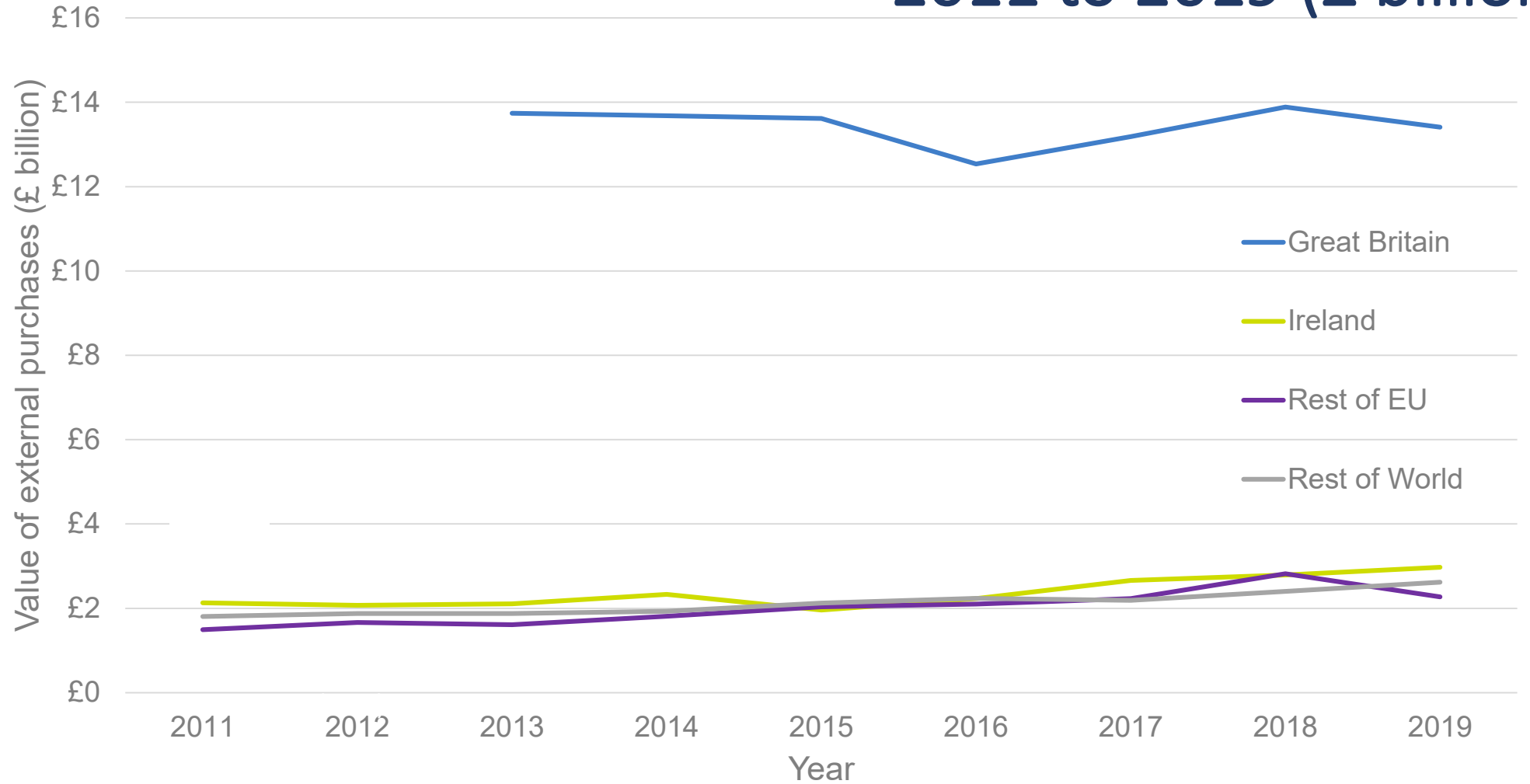
Destination	Total Purchases <sup>1</sup> by NI Businesses									
	NI External Purchases <sup>2</sup> from									
	NI Imports <sup>3</sup> from									
	Ireland (IE)	Rest of EU (REU)	Rest of World (RoW)	Total Imports (IE+REU+RoW)		Great Britain (GB)	Total External Purchases (GB+Exports)		Purchases Within NI	Total Purchases (NI + External Purchases)
2018 £bn	2.8	2.8	2.4	8.0		13.9	21.9		24.2	46.1
2019 £bn	3.0	2.3	2.6	7.9		13.4	21.3		25.1	46.4
<i>Annual Change (%)</i>	6.6	-19.3	9.1	-1.8		-3.4	-2.8		3.6	0.5

<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)

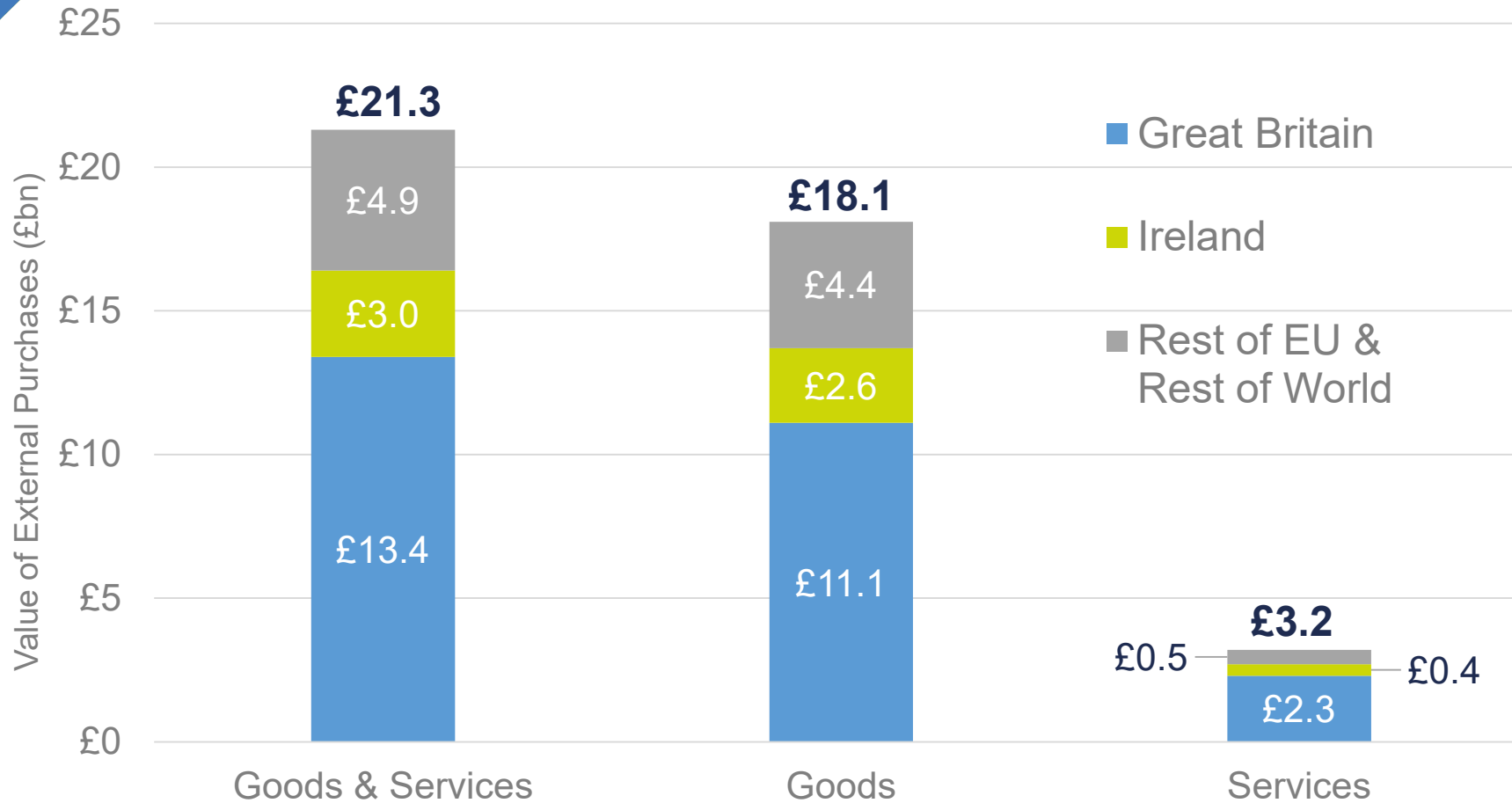
# Total value of NI external purchases by origin 2011 to 2019 (£ billion)



Please note GB data is not available for 2011 and 2012

# NI trade with GB - purchases

# Northern Ireland (NI) businesses made significant use of goods & services purchased from Great Britain (GB) businesses in 2019



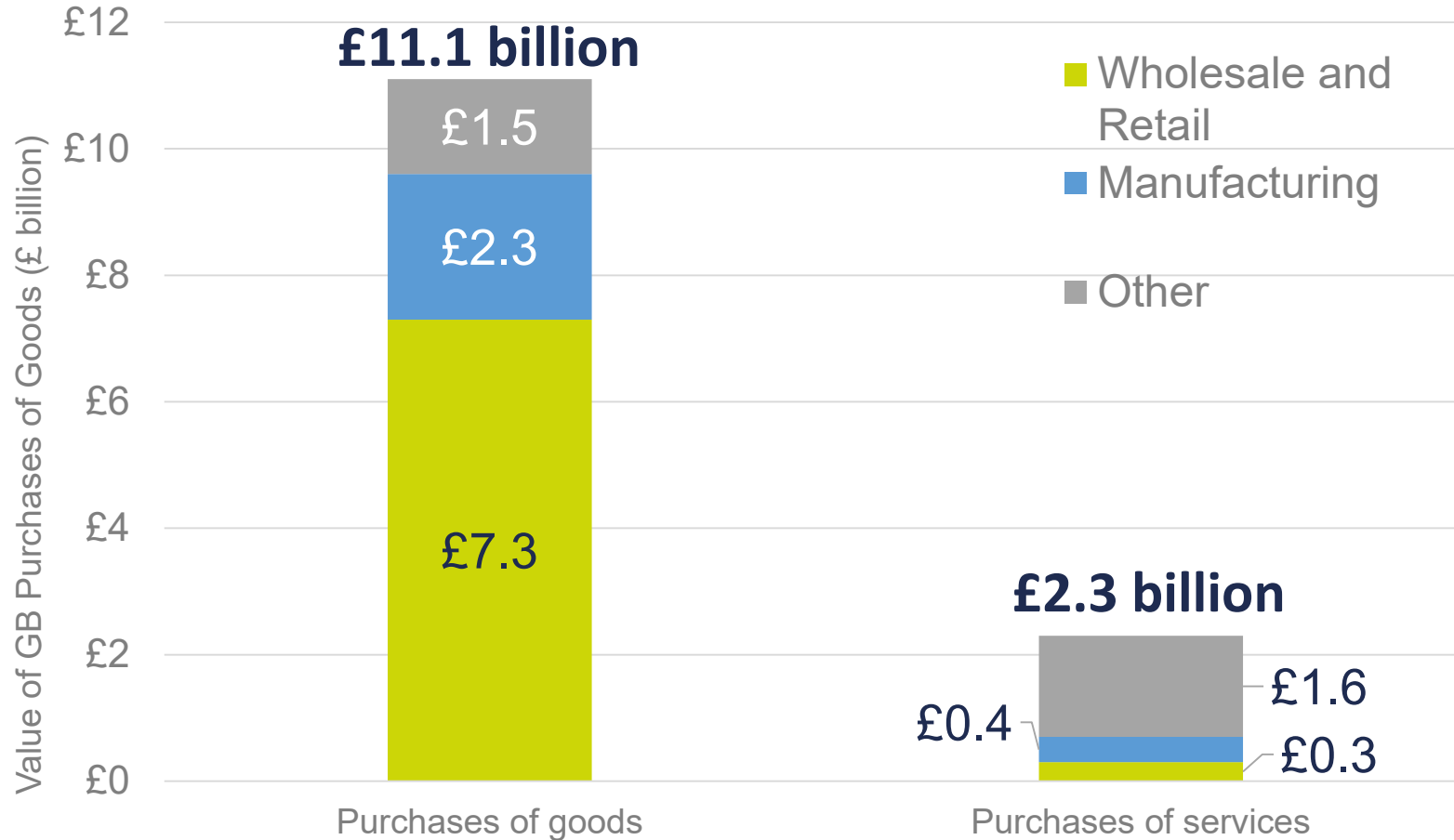
NI purchased £21.3 billion of external goods and services in 2019

£13.4 billion (63%) of goods and services were purchased from GB in 2019

£11.1 billion (61%) of goods were purchased from GB in 2019

£2.3 billion (73%) of services were purchased from GB in 2019

# 66% of goods purchased by NI businesses from GB businesses were aimed at the NI Wholesale and Retail Sector in 2019

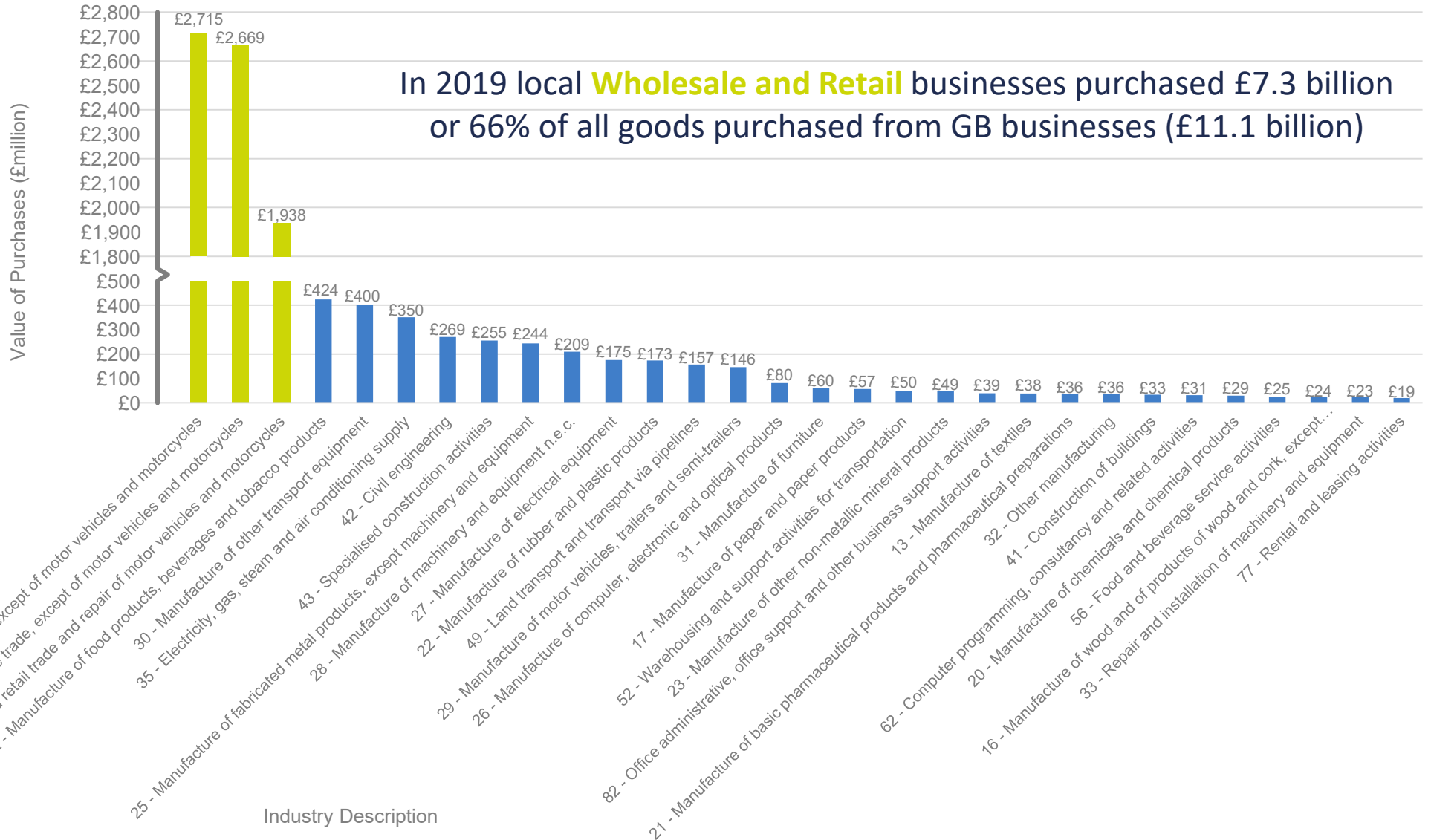


NI businesses purchased £11.1 billion of goods and £2.3 billion of services from GB businesses in 2019

Local Wholesale and Retail businesses accounted for £7.3 billion (66%) of all goods purchased from GB businesses

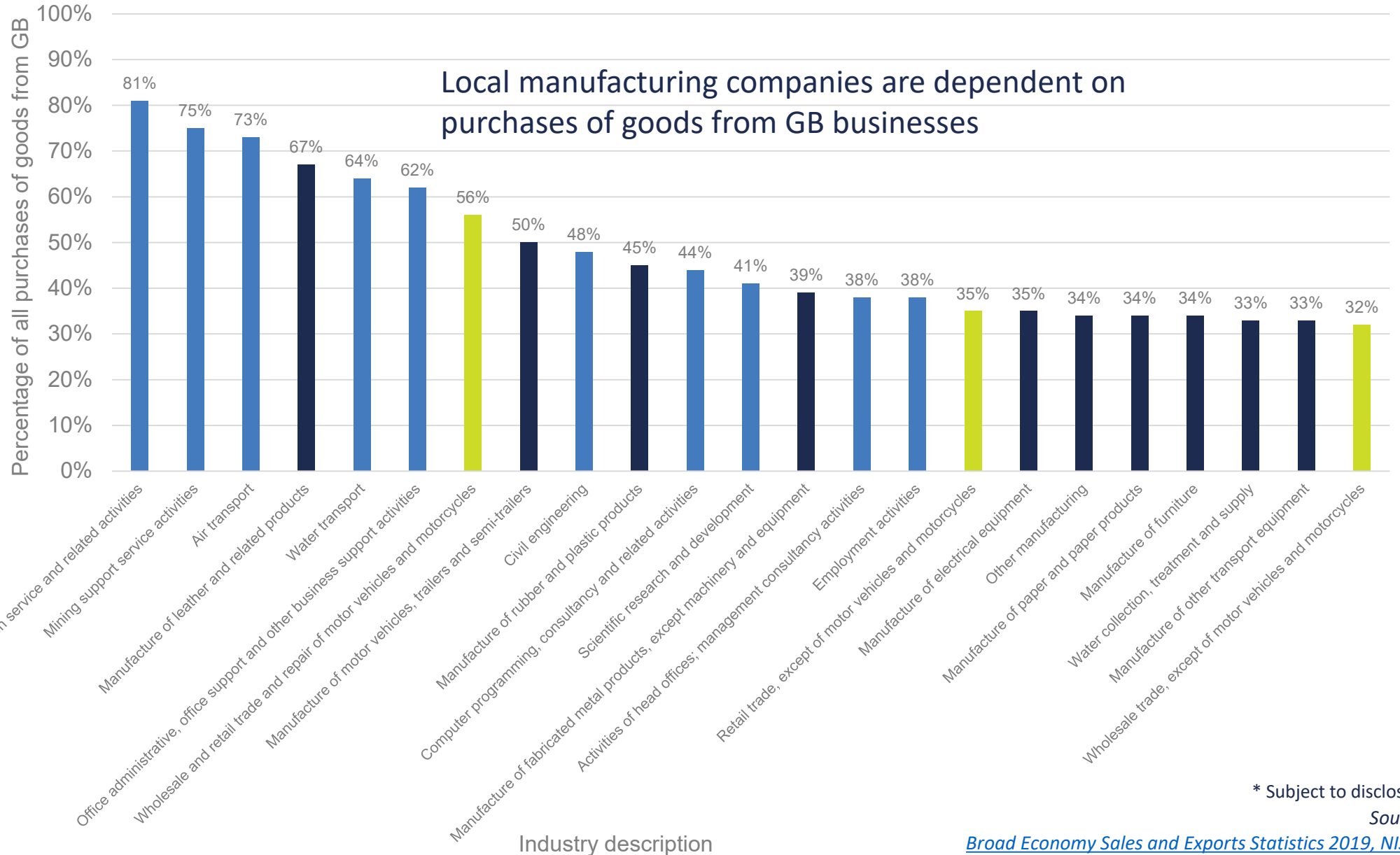
# Top 30 NI Industries Purchasing Goods from GB by Value (£million), 2019<sup>1</sup>

Total goods purchased from GB  
**£11.1 billion**



<sup>1</sup> Disclosive cells have been excluded

# NI industries\* most dependent on purchases of goods from GB businesses (more than 30% of all purchases), 2019



Wholesale and Retail Sector

Manufacturing Companies

Other Industries

\* Subject to disclosure

Source:

[Broad Economy Sales and Exports Statistics 2019, NISRA](#)

## Total value of NI purchases of goods and value of goods purchased from GB by business size, 2019 (£ billion)

- 26% (£1.2 billion) of the value of all purchases by NI micro-businesses are from GB businesses
- 26% (£2.5 billion) of the value of all purchases by NI small businesses are from GB businesses
- 36% (£3.0 billion) of the value of all purchases by NI medium businesses are from GB businesses
- 31% (£4.4 billion) of the value of all purchases of goods by NI large businesses are from GB businesses





# NI trade with GB - sales

# Almost half of all goods and services sold outside NI were to GB in 2019



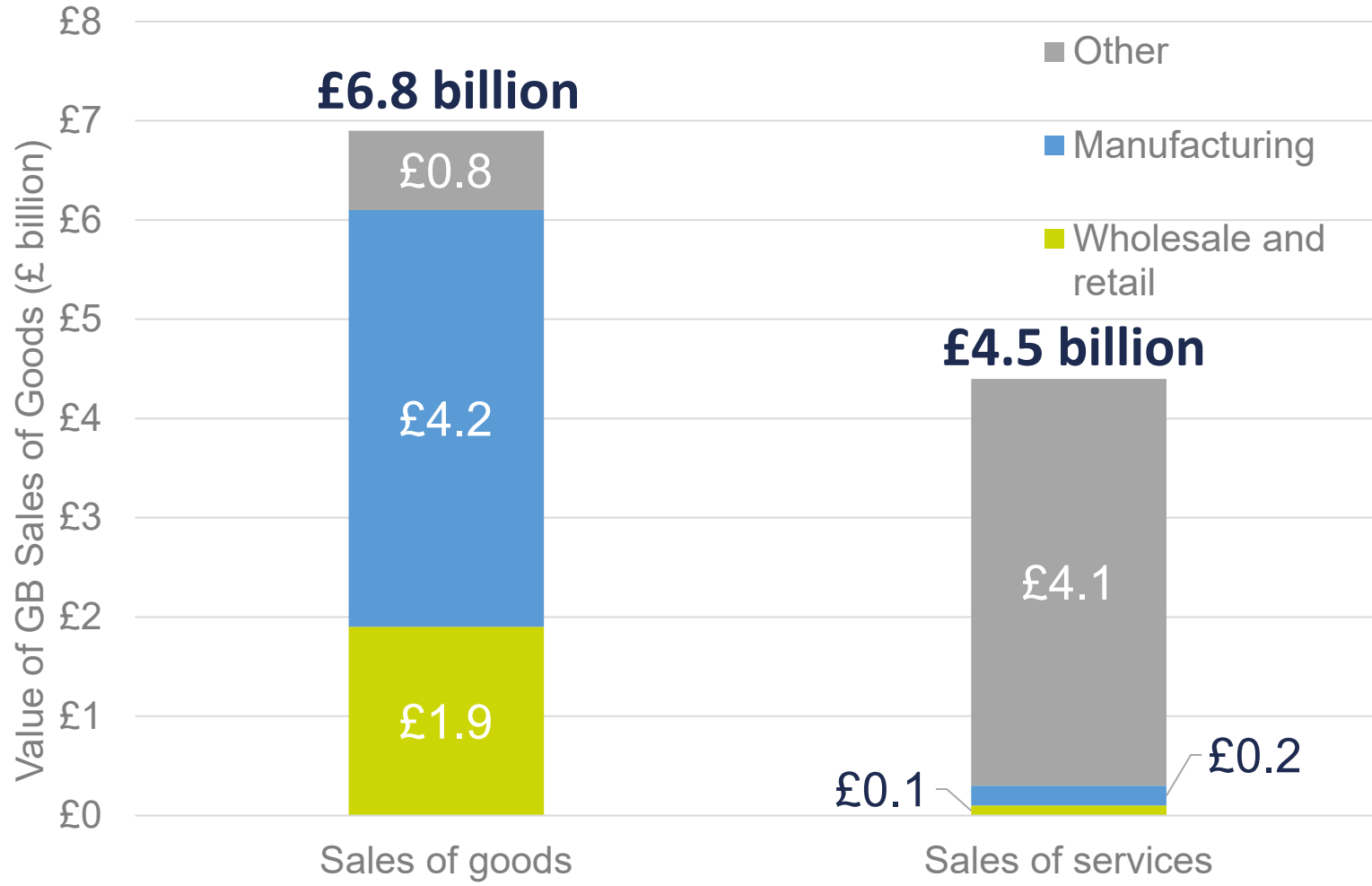
NI sold £23.0 billion worth of external goods and services in 2019

£11.3 billion (49%) of goods and services were sold to GB in 2019

£6.8 billion (43%) of goods were sold to GB in 2019

£4.5 billion (63%) of services were sold to GB in 2019

# Over sixty percent of goods sold by businesses in NI to GB were from the Manufacturing Sector in 2019

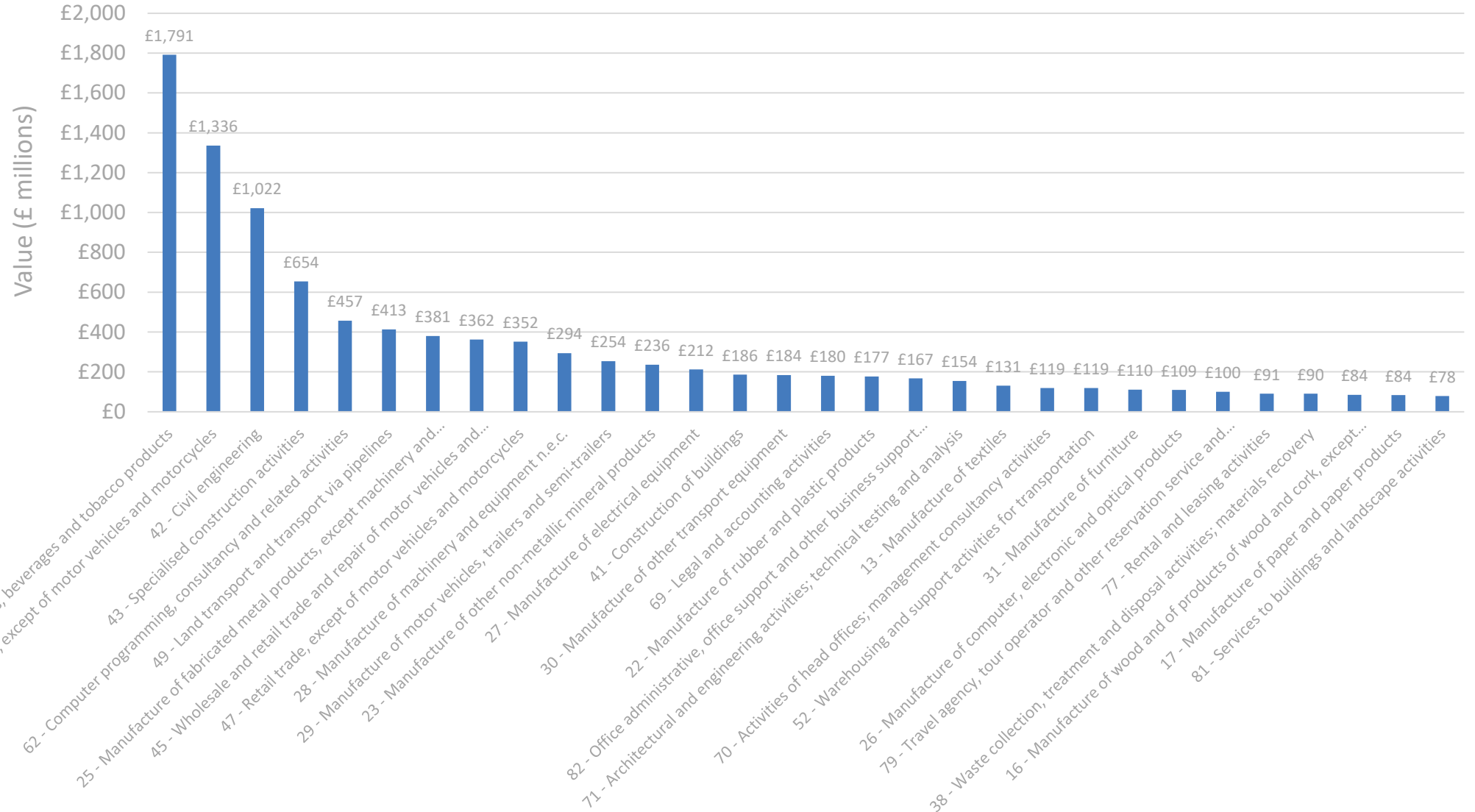


NI businesses sold £6.8 billion of goods and £4.5 billion of services to GB businesses in 2019

Local Manufacturing businesses accounted for £4.2 billion (61%) of all goods sold to GB businesses

# Top 30 NI Industries Selling Goods & Services to GB by Value (£million), 2019<sup>1</sup>

Total goods and services sold to GB: £11.3 billion



<sup>1</sup>Disclosive cells have been excluded

# Total value of NI sales of goods and value of goods sold to GB by business size, 2019 (£ billion)

- 12% (£0.7 billion) of the value of all sales by NI micro-businesses are to GB businesses
- 10% (£1.2 billion) of the value of all sales by NI small businesses are to GB businesses
- 14% (£1.5 billion) of the value of all sales by NI medium businesses are to GB businesses
- 18% (£3.4 billion) of the value of all sales of goods by NI large businesses are to GB businesses



# NI Trade by business size band

# Value of purchases/imports of goods and services by business size and destination, 2019 (£ 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	3,923	2,840	1,083	1,374	1,209	165	269	233	36	192	175	17	168	143	25
Small	10-49	7,008	5,314	1,695	2,909	2,503	406	818	701	117	505	467	38	594	512	82
Medium	50-249	5,582	3,688	1,895	3,782	2,971	811	1,019	893	126	563	512	50	322	292	30
Large	250+	8,563	6,654	1,909	5,347	4,401	946	866	766	99	1,016	929	87	1,533	1,398	135
	<b>Total</b>	<b>25,077</b>	<b>18,495</b>	<b>6,582</b>	<b>13,412</b>	<b>11,084</b>	<b>2,328</b>	<b>2,972</b>	<b>2,593</b>	<b>378</b>	<b>2,275</b>	<b>2,083</b>	<b>192</b>	<b>2,618</b>	<b>2,346</b>	<b>272</b>

# Number of Purchasers/Importers of Goods and Services by Business size and Destination\*, 2019

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	36,207	30,088	24,636	9,277	7,420	5,296	4,866	3,932	2,243	2,612	2,179	1,044	1,892	1,439	1,012
Small	10-49	11,965	11,137	9,907	5,704	5,064	3,764	4,242	3,782	2,514	2,860	2,598	966	2,141	1,918	787
Medium	50-249	1,293	1,201	1,217	874	802	742	788	719	632	607	523	348	476	346	298
Large	250+	267	254	255	176	162	150	141	127	112	114	100	76	91	69	66
	<b>Total</b>	<b>49,731</b>	<b>42,680</b>	<b>36,016</b>	<b>16,032</b>	<b>13,448</b>	<b>9,951</b>	<b>10,037</b>	<b>8,561</b>	<b>5,500</b>	<b>6,193</b>	<b>5,400</b>	<b>2,435</b>	<b>4,600</b>	<b>3,772</b>	<b>2,163</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.



# Value of sales/exports of goods and services by business size and destination, 2019 (£ million)

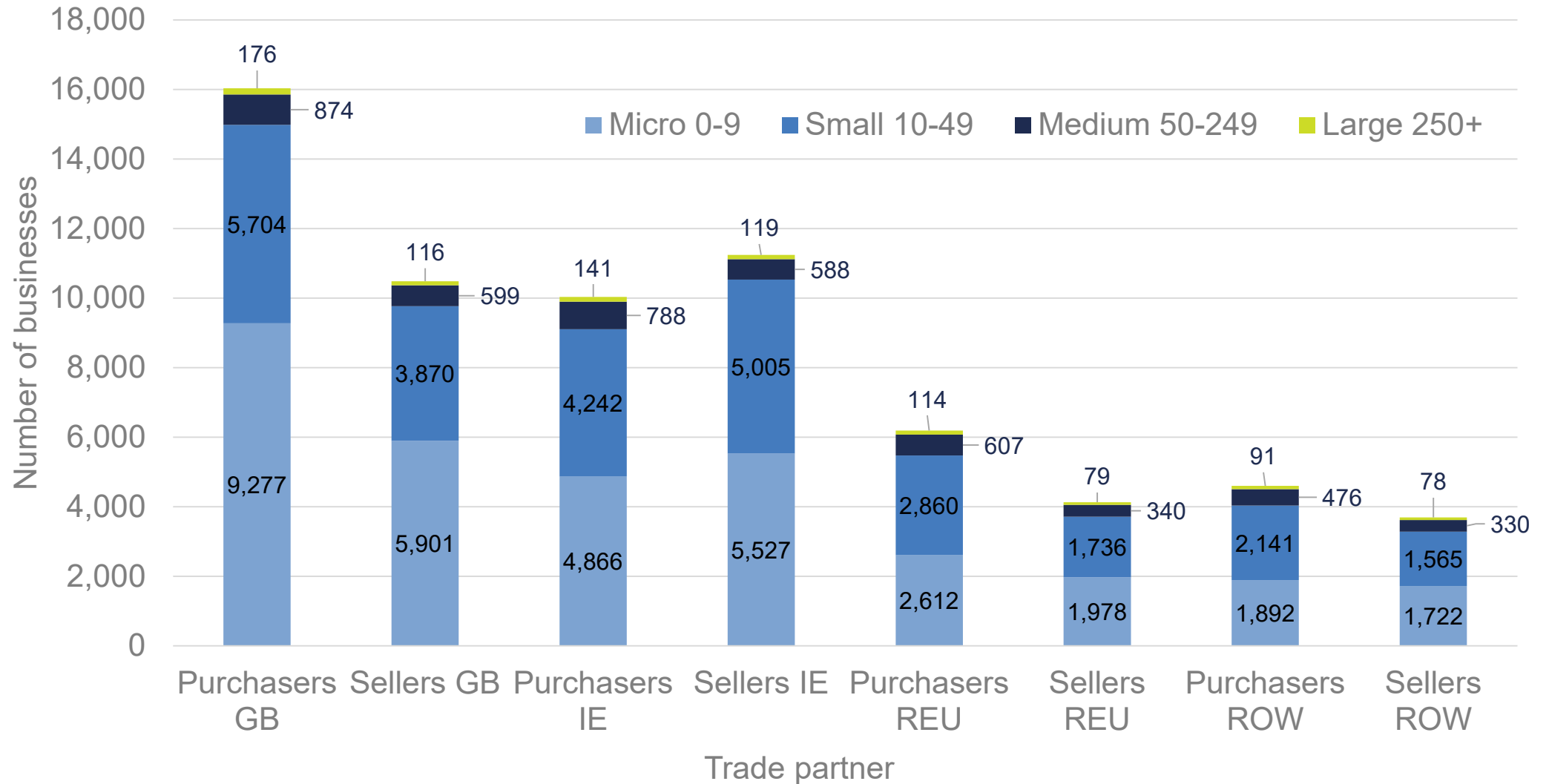
Business size		NI Sales (£m)			GB Sales (£m)			IE Exports (£m)			REU Exports (£m)			ROW Exports (£m)		
Category	No. of employees	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services
Micro	0-9	7,546	4,576	2,969	1,289	733	556	695	514	181	154	119	35	257	143	114
Small	10-49	13,858	9,358	4,501	2,519	1,200	1,319	1,554	1,104	449	273	193	80	548	376	172
Medium	50-249	12,259	7,454	4,805	2,629	1,517	1,112	1,183	897	286	654	564	89	705	483	222
Large	250+	15,275	10,494	4,781	4,843	3,363	1,480	1,069	859	210	1,328	1,172	155	3,288	2,702	586
	<b>Total</b>	<b>48,938</b>	<b>31,882</b>	<b>17,056</b>	<b>11,279</b>	<b>6,813</b>	<b>4,466</b>	<b>4,501</b>	<b>3,374</b>	<b>1,126</b>	<b>2,408</b>	<b>2,049</b>	<b>359</b>	<b>4,799</b>	<b>3,705</b>	<b>1,094</b>

# Number of sellers/exporters of goods and services by business size and destination\*, 2019

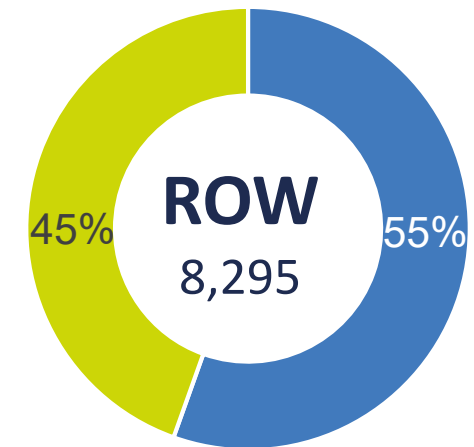
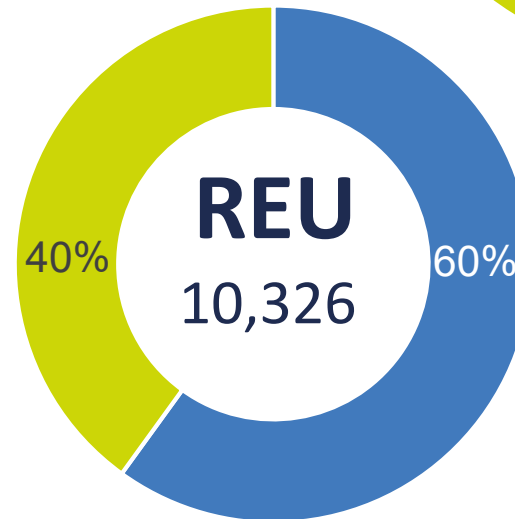
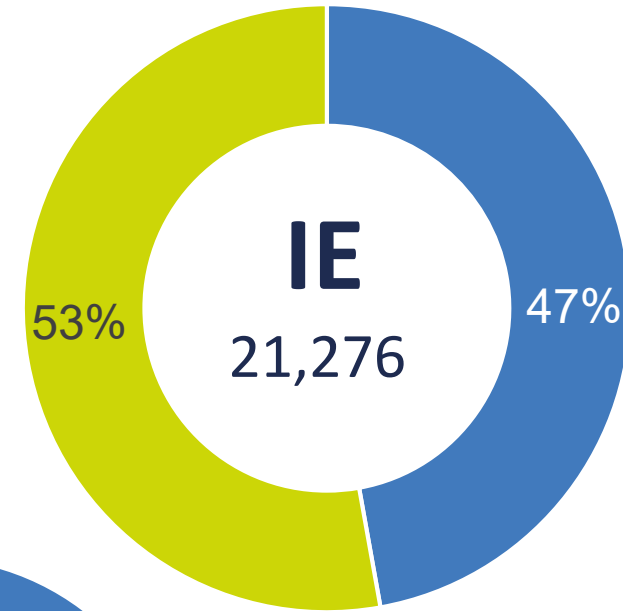
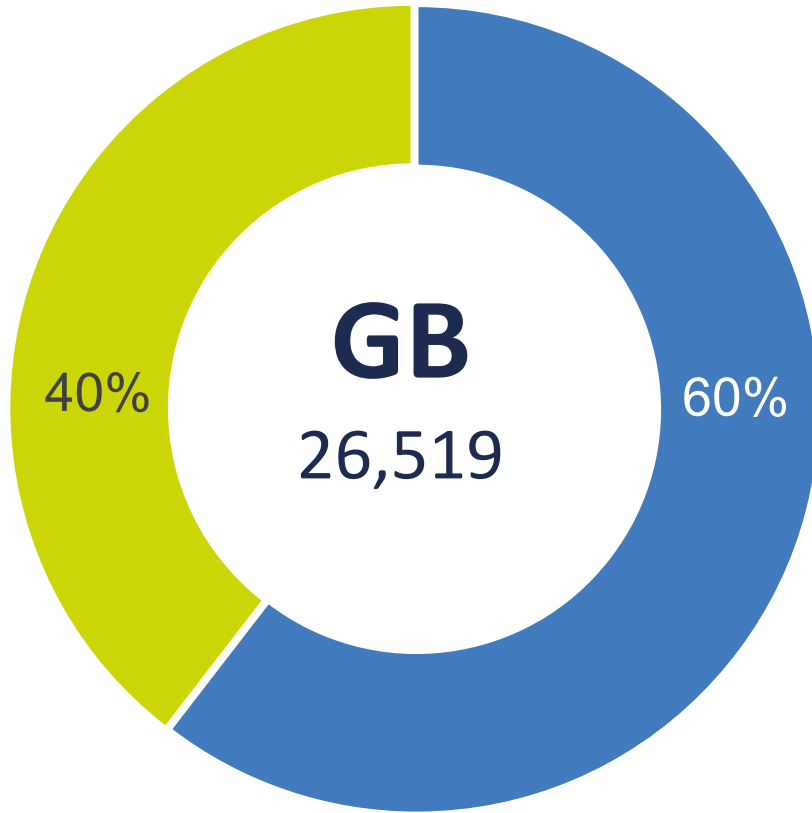
Business size		NI Sellers			GB Sellers			IE Exporters			REU Exporters			ROW Exporters		
Category	No. of employees	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services
Micro	0-9	35,996	16,377	24,821	5,901	2,835	4,044	5,527	3,240	3,207	1,978	1,329	868	1,722	1,010	847
Small	10-49	11,840	7,344	7,480	3,870	2,619	2,364	5,005	3,347	2,886	1,736	1,356	710	1,565	1,066	736
Medium	50-249	1271	815	911	599	441	378	588	439	366	340	239	175	330	243	156
Large	250+	254	161	166	116	83	64	119	91	65	79	61	40	78	60	34
	<b>Total</b>	<b>49,360</b>	<b>24,698</b>	<b>33,377</b>	<b>10,487</b>	<b>5,978</b>	<b>6,850</b>	<b>11,239</b>	<b>7,117</b>	<b>6,524</b>	<b>4,133</b>	<b>2,986</b>	<b>1,793</b>	<b>3,695</b>	<b>2,379</b>	<b>1,772</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.

# Number of traders of goods and services by business size and trade partner, 2019



# Number of traders of goods and services by trade partner, 2019



 Seller/Exporter  
 Purchaser/Importer

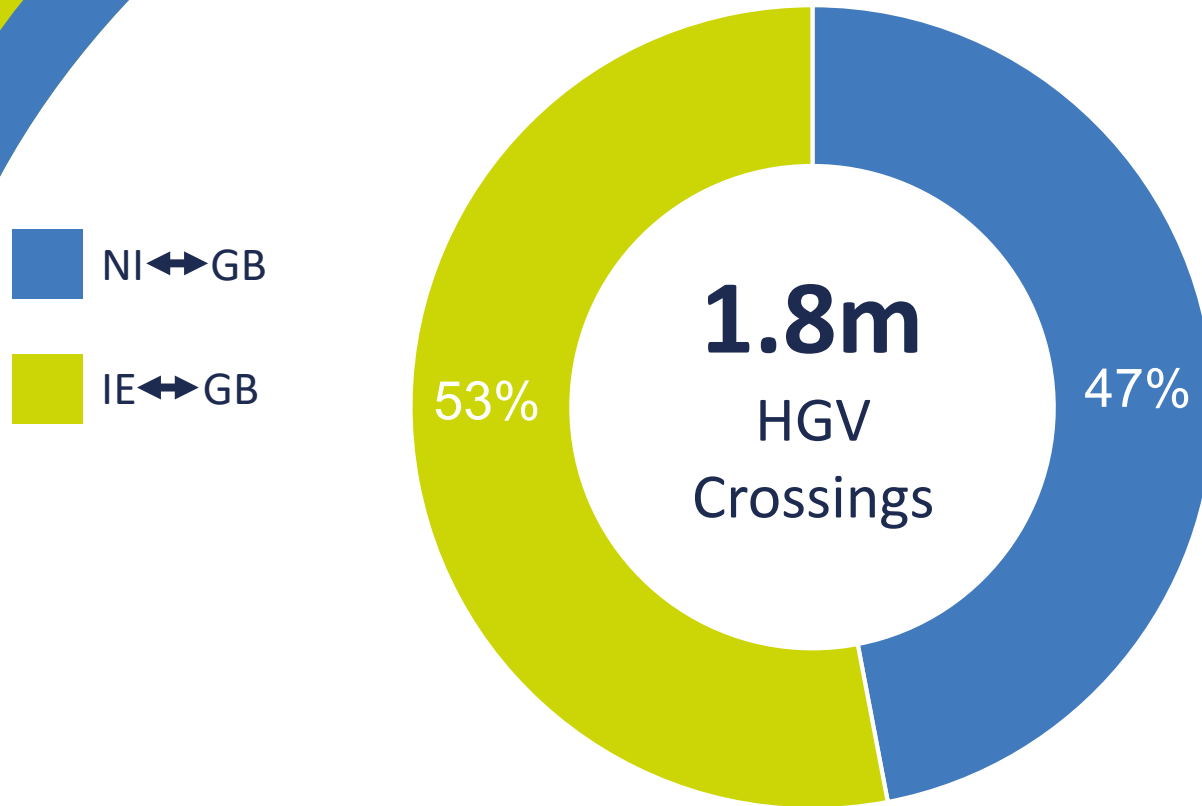
*\*Importer/exporter counts with trading partners are not mutually exclusive as a business can trade to multiple destinations. Businesses can also buy and sell to the same partner.*

# Movement of goods

# Irish Sea (IE/NI↔GB)

## 1.8 million HGV crossings 2019

Irish Sea - HGV Crossings 2019



An estimated 1.8 million Irish Sea (IE/NI↔GB) HGV crossings in 2019. 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 183,000 air traffic movements between airports in NI/IE and GB; and 42,000 vessel arrivals at NI and IE sea ports (including GB and other international arrivals).

Sources:

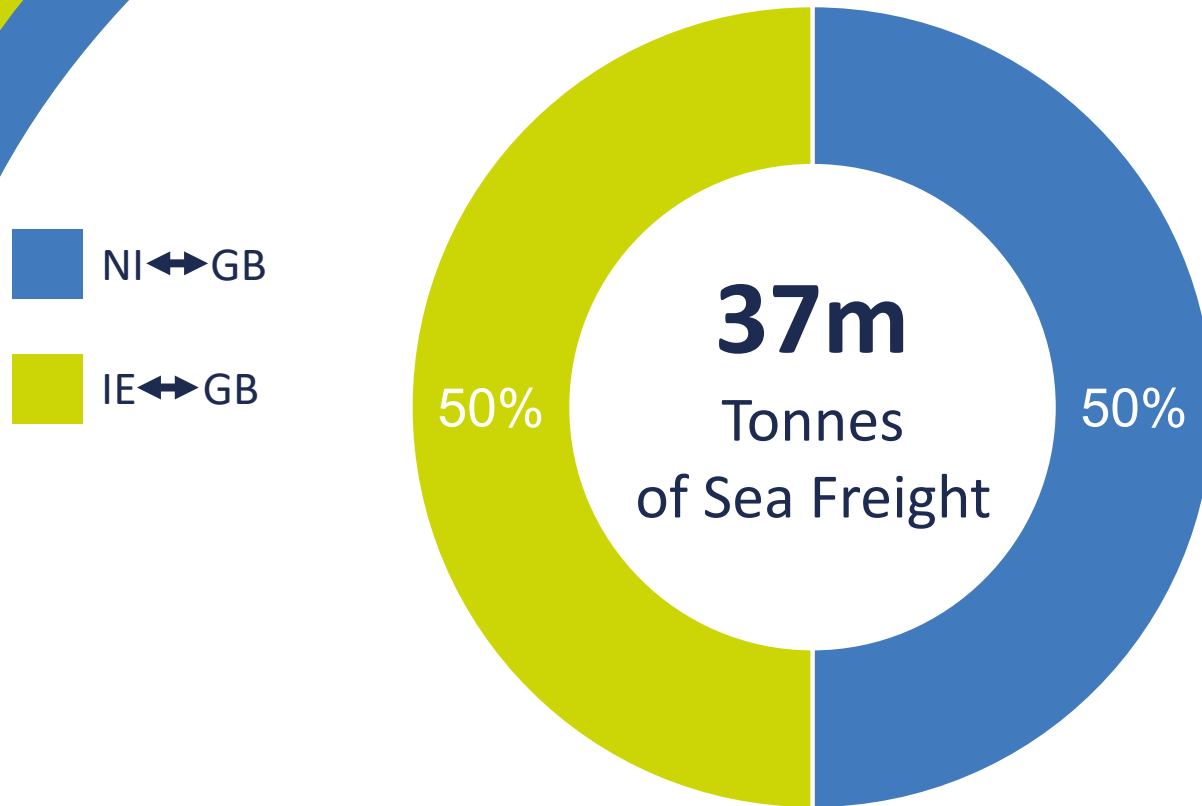
[Port Freight Statistics: 2019 final figures \(revised\), Department for Transport](#)  
[Statistics of Port Traffic 2019, CSO](#)  
[UK Airport Data, Civil Aviation Authority](#)  
[Aviation Statistics, CSO](#)

\* Note figures do not sum due to rounding

# Irish Sea (IE/NI↔GB)

## 37 million tonnes of sea freight in 2019

Irish Sea – Freight Tonnage (Sea) 2019



An estimated 37 million tonnes of sea freight crossing the Irish Sea (IE/NI↔GB) in 2019. Of these:

- 18.5 million tonnes (50%) were between NI and GB
  - NI received 9.7 million tonnes (52%)
  - NI forwarded 8.8 million tonnes (48%)
- 18.8 million tonnes (50%) were between IE and GB
  - IE received 10.8 million tonnes (57%)
  - IE forwarded 8.0 million tonnes (53%)

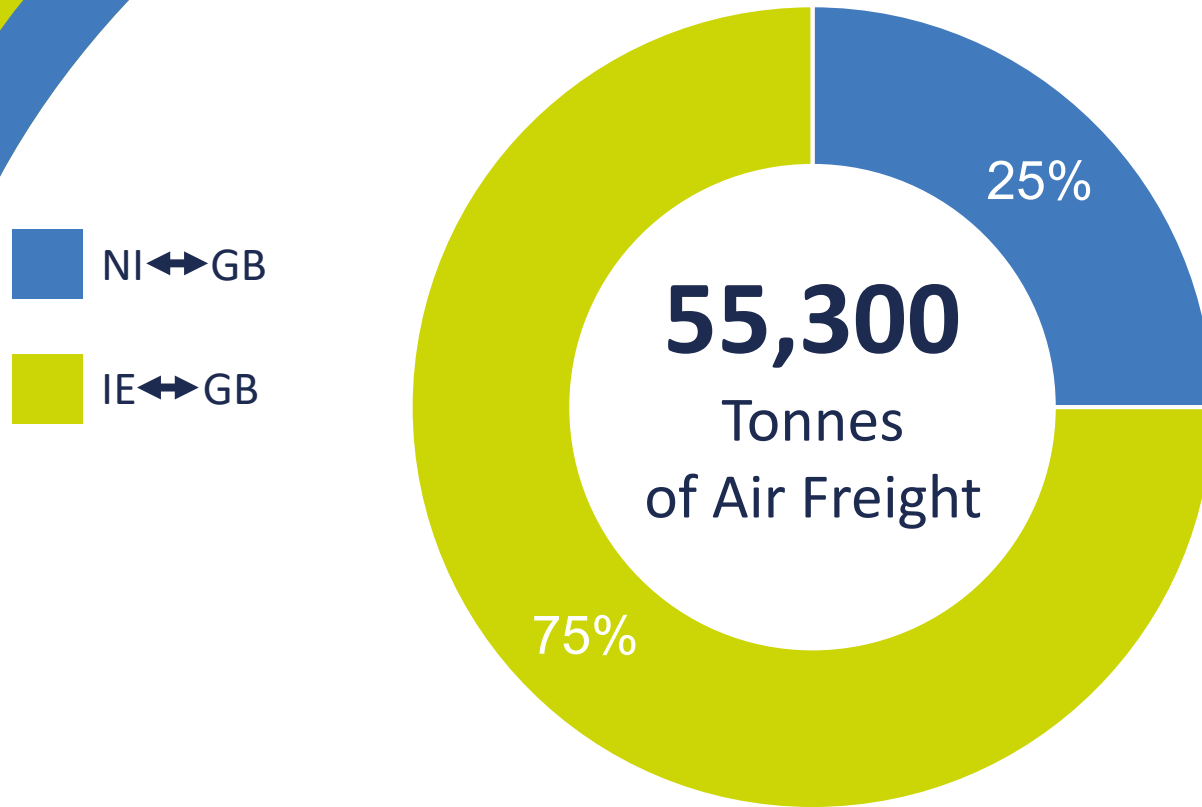
Source:

[Port Freight Statistics: 2019 final figures \(revised\), Department for Transport](#)

# Irish Sea (IE/NI↔GB)

## 55,300 tonnes of air freight in 2019

Irish Sea – Freight Tonnage (Air) 2019



An estimated 55,300 tonnes of air freight crossing the Irish Sea (IE/NI↔GB) in 2019. Of these:

- 13,900 tonnes (25%) were between NI and GB
- 41,400 tonnes (75%) 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](#)

# Data sources

# Data Sources

## 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.

## 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.

## **Additional data source**

### Department of Agriculture, Environment and Rural Affairs (DAERA)

- DAERA provides statistics on the destinations and values of Northern Ireland's food and drinks processing subsector sales; and Northern Ireland's sales and purchases of live animals.
- The latest annual data is presented in the [Statistical Review of Northern Ireland Agriculture 2020](#).
- Data is sourced from farm surveys, including the Agricultural Census and the Farm Business Survey, as well as surveys of food processors and agricultural input supply firms.

## Contacts

For further information please contact:

Patrick O’Kane ([Patrick.O'Kane@nisra.gov.uk](mailto:Patrick.O'Kane@nisra.gov.uk))

# Overview of NI Trade with GB

01 November 2021