

Overview of NI Trade with GB

19th May 2022

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 22nd October 2021

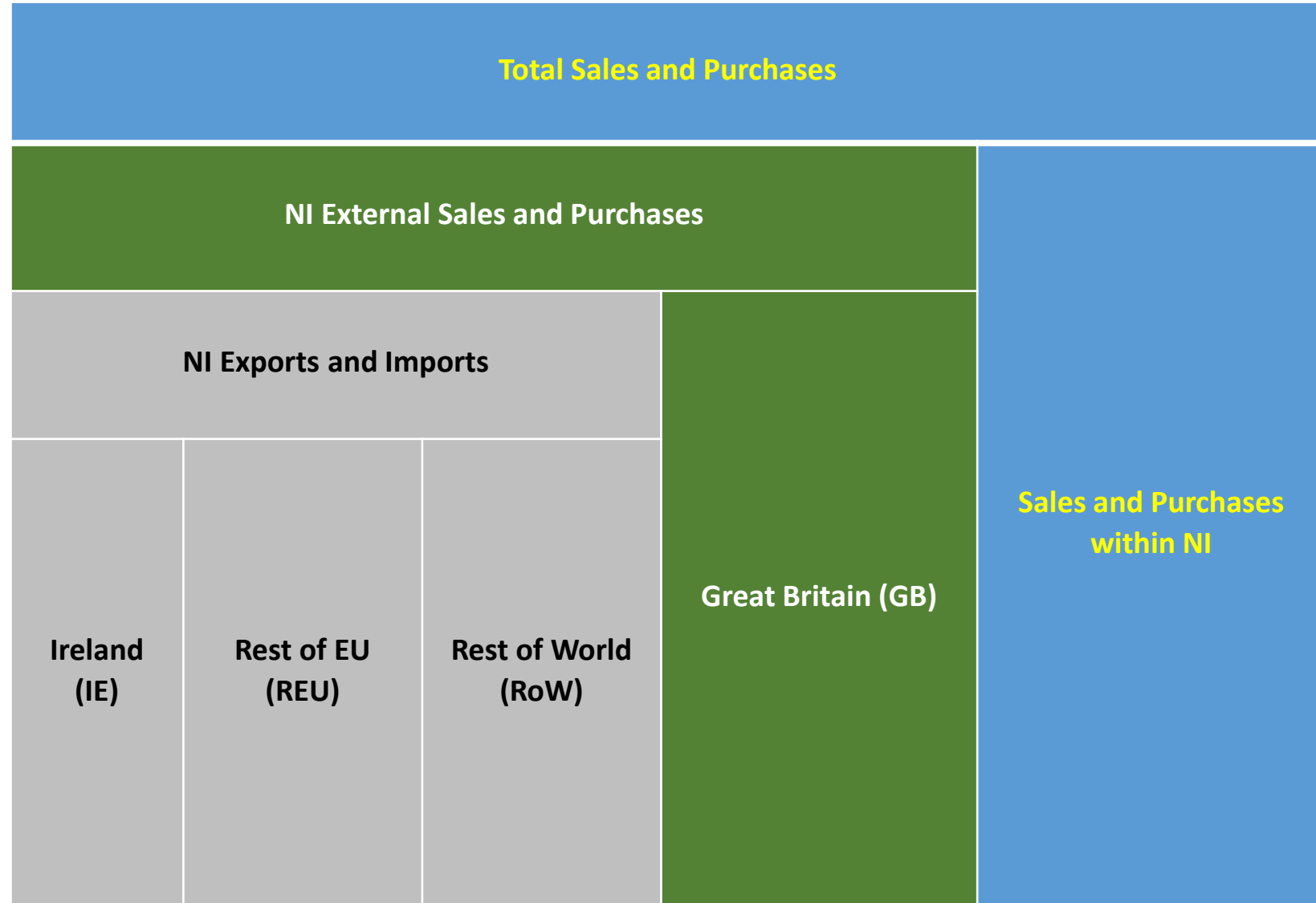
Definitions of terms

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 2019-2020 (£billion)

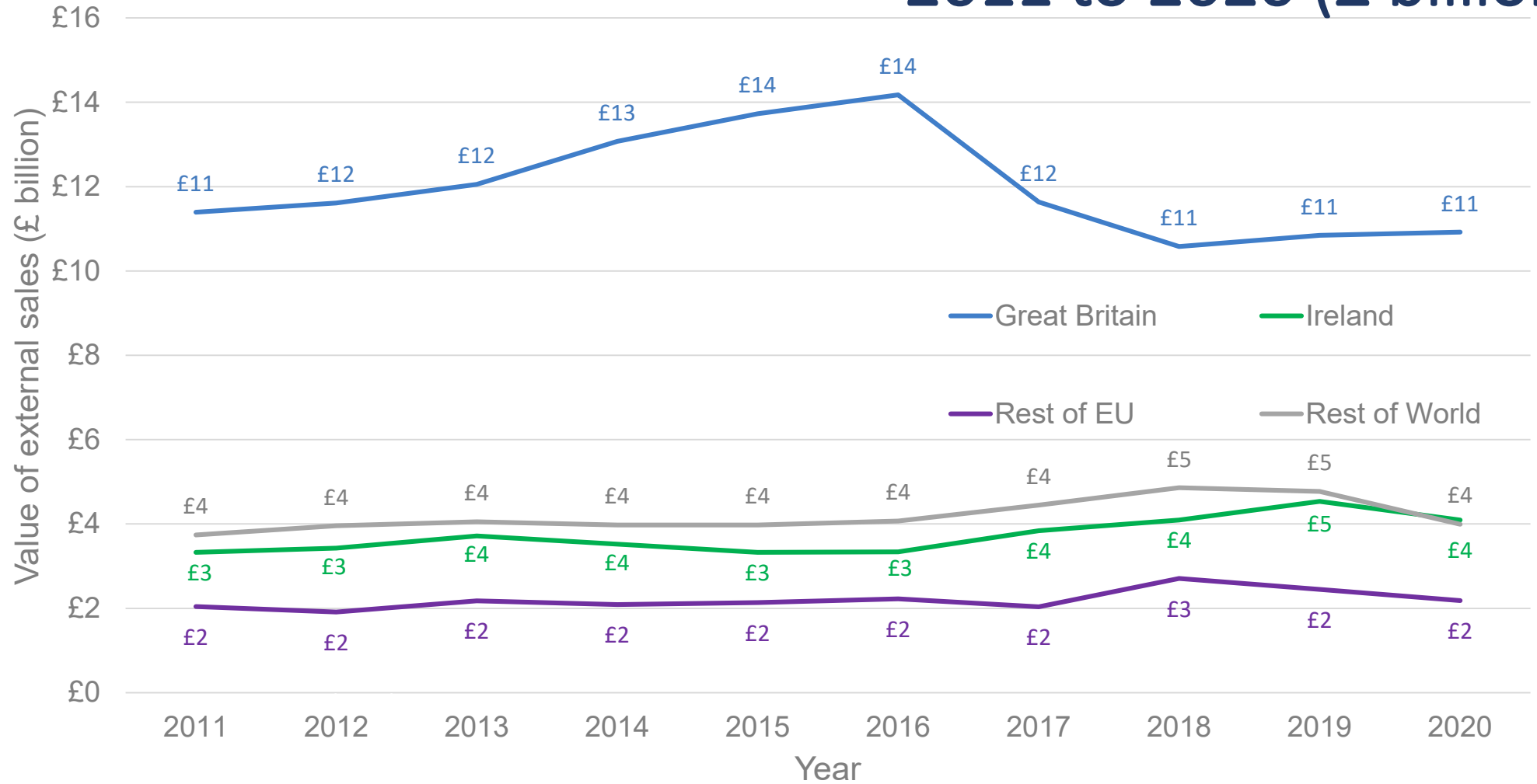
Destination	Total Sales ¹ by NI Businesses							
	NI External Sales ² to						Sales Within NI	Total Sales (NI + External Sales)
	NI Exports ³ to				Great Britain (GB)	Total External Sales (GB+Exports)		
Ireland (IE)	Rest of EU (REU)	Rest of World (RoW)	Total Exports (IE+REU+RoW)					
2019 £bn	4.5	2.4	4.8	11.8	10.8	22.6	48.7	71.3
2020 £bn	4.1	2.2	4.0	10.3	10.9	21.2	45.9	67.1
Annual Change (%)	-9.7	-10.7	-16.3	-12.6	0.7	-6.2	-5.9	-6.0

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)

Total value of NI external sales by destination 2011 to 2020 (£ billion)



Total Value of NI Purchases and Imports by Origin 2019-2020 (£ billion)

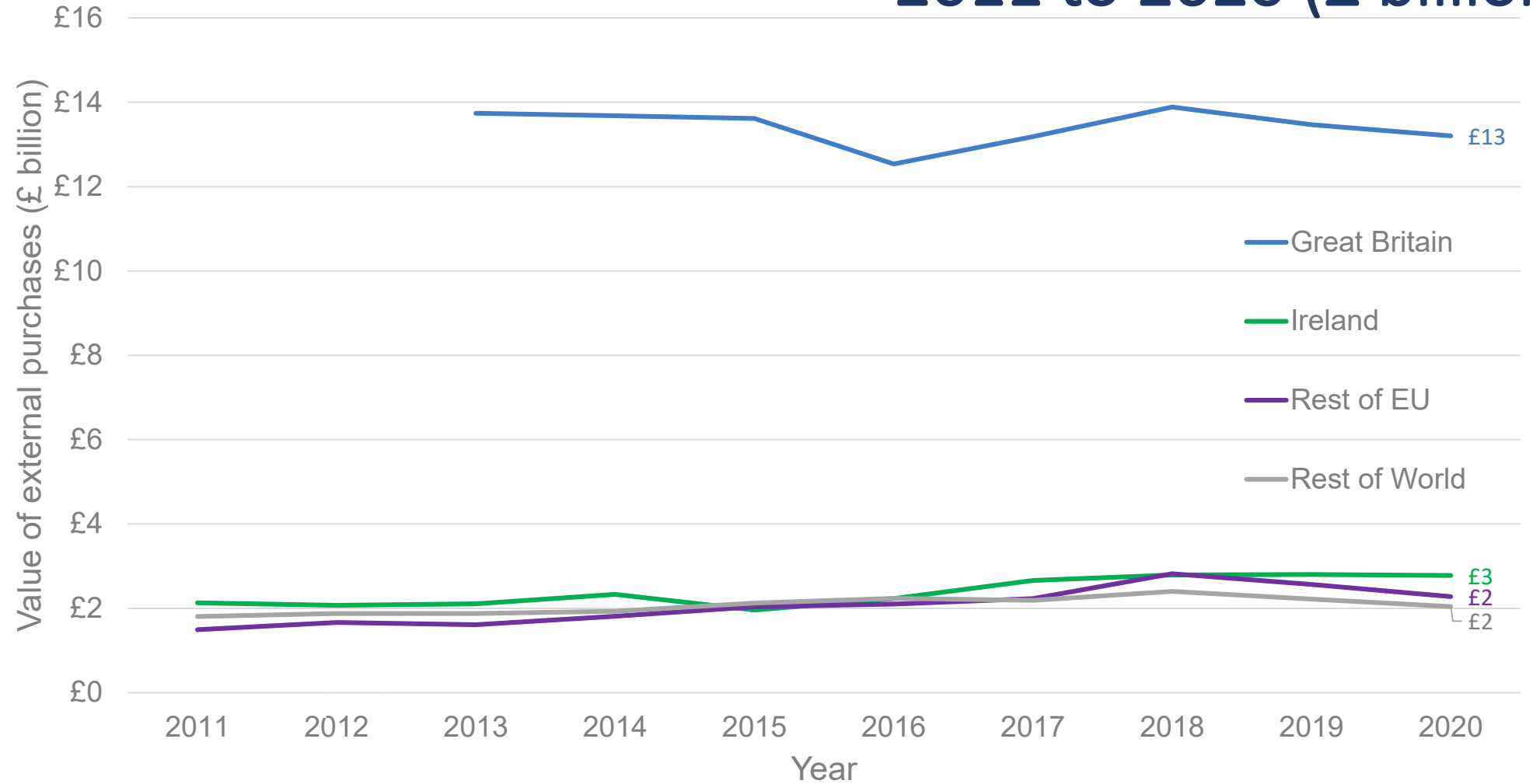
Destination	Total Purchases ¹ by NI Businesses									
	NI External Purchases ² from									
	NI Imports ³ from									
	Ireland (IE)	Rest of EU (REU)	Rest of World (RoW)	Total Imports (IE+REU+RoW)		Great Britain (GB)	Total External Purchases (GB+Exports)		Purchases Within NI	Total Purchases (NI + External Purchases)
2019 £bn	2.8	2.6	2.2	7.6		13.5	21.1		25.6	46.6
2020 £bn	2.8	2.3	2.0	7.1		13.2	20.3		23.1	43.4
Annual Change (%)	-0.9	-11.2	-8.2	-6.5		-2.0	-3.6		-9.8	-7.0

¹Total purchases represents purchases within NI + total external purchases

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

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

Total value of NI external purchases by origin 2011 to 2020 (£ 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 2020



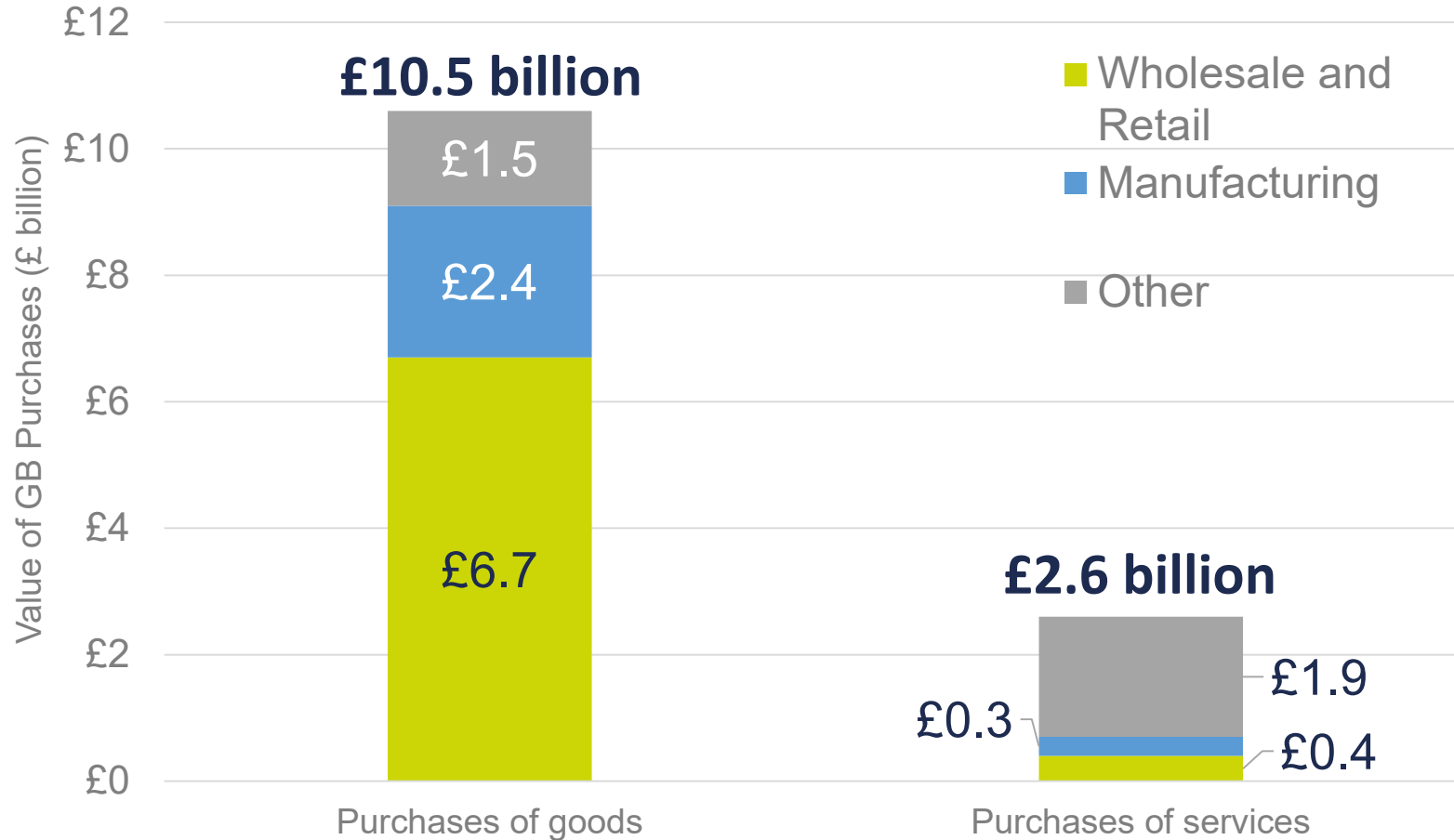
NI purchased £20.3 billion of goods and services from outside of NI in 2020

£13.2 billion (65%) of goods and services were purchased from GB in 2020

£10.6 billion (63%) of goods were purchased from GB in 2020

£2.6 billion (76%) of services were purchased from GB in 2020

63% of goods purchased by NI businesses from GB businesses were aimed at the NI Wholesale and Retail Sector in 2020

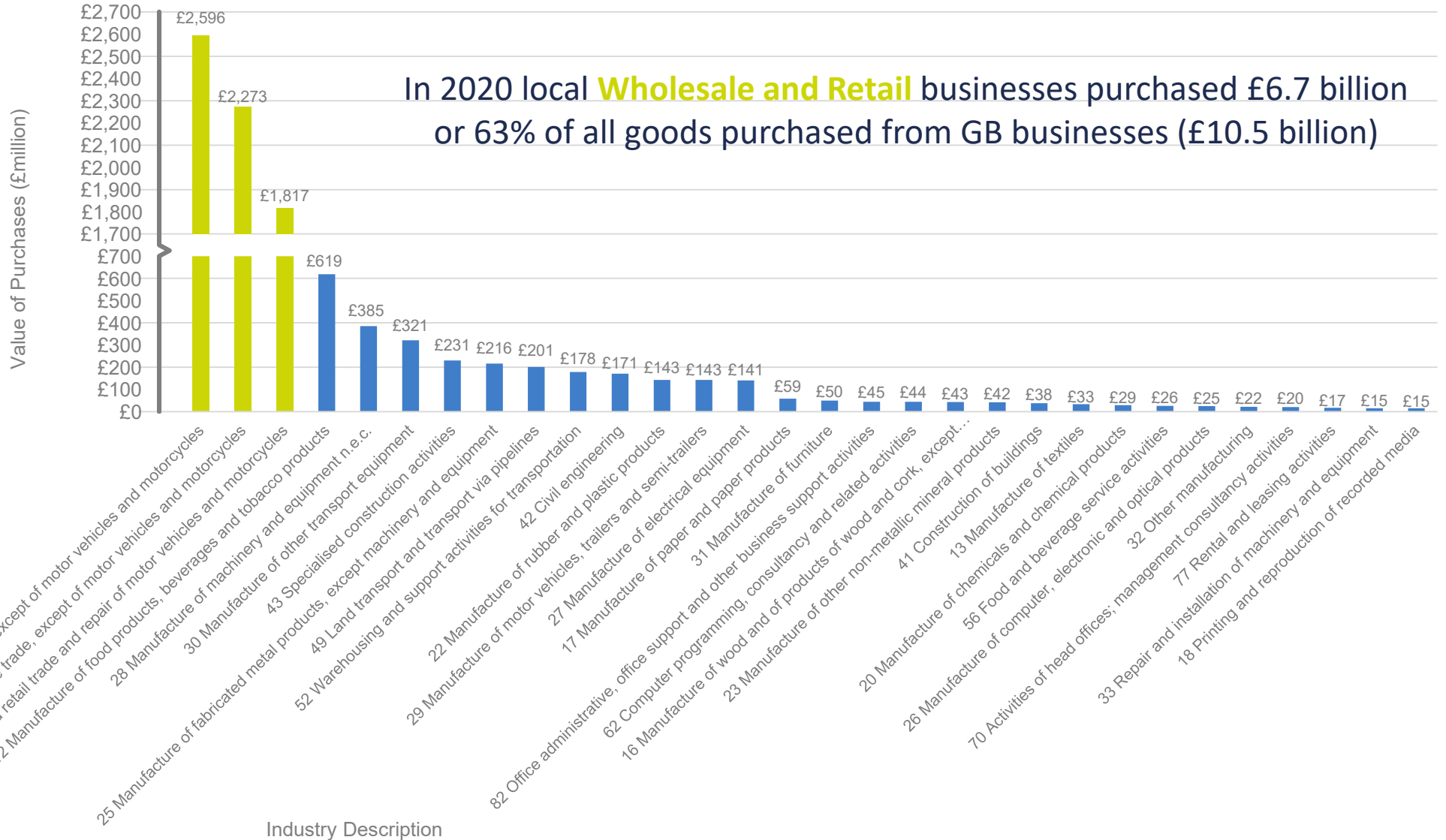


NI businesses purchased £10.5 billion of goods and £2.6 billion of services from GB businesses in 2020

Local Wholesale and Retail businesses accounted for £6.7 billion (63%) of all goods purchased from GB businesses

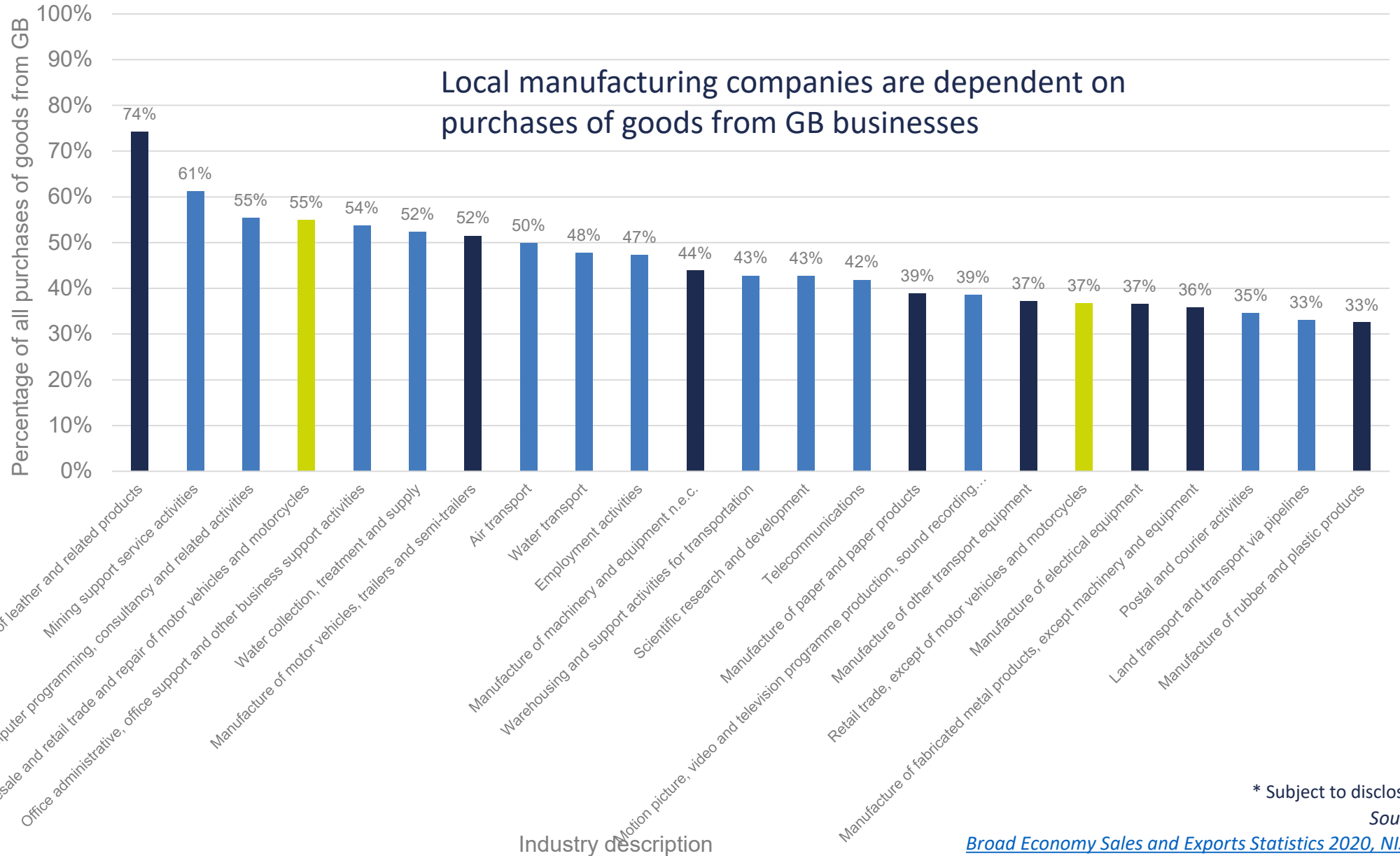
Top 30 NI Industries Purchasing Goods from GB by Value (£million), 2020¹

Total goods purchased from GB
£10.5 billion



¹ Disclosive cells have been excluded

NI industries* most dependent on purchases of goods from GB businesses (more than 30% of all purchases), 2020



Wholesale and Retail Sector

Manufacturing Companies

Other Industries

* Subject to disclosure

Source:

[Broad Economy Sales and Exports Statistics 2020, NISRA](#)

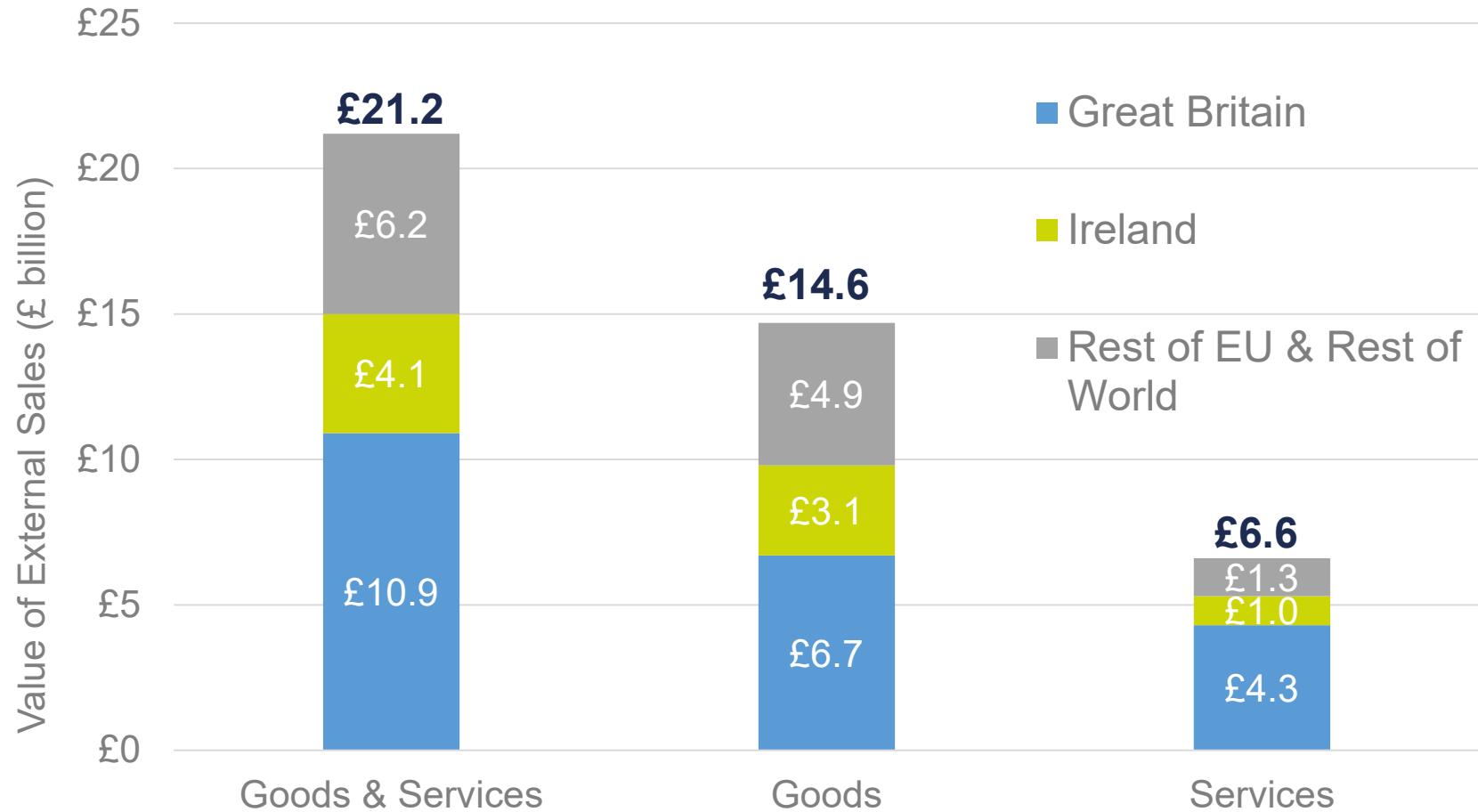
Total value of NI purchases of goods and value of goods purchased from GB by business size, 2020 (£ billion)

- 23% (£1.1 billion) of the value of all purchases of goods by NI micro-businesses are from GB businesses
- 30% (£2.5 billion) of the value of all purchases of goods by NI small businesses are from GB businesses
- 32% (£2.5 billion) of the value of all purchases of goods by NI medium businesses are from GB businesses
- 36% (£4.5 billion) of the value of all purchases of goods by NI large businesses are from GB businesses



NI trade with GB - sales

Over half of all goods and services sold outside NI were to GB in 2020



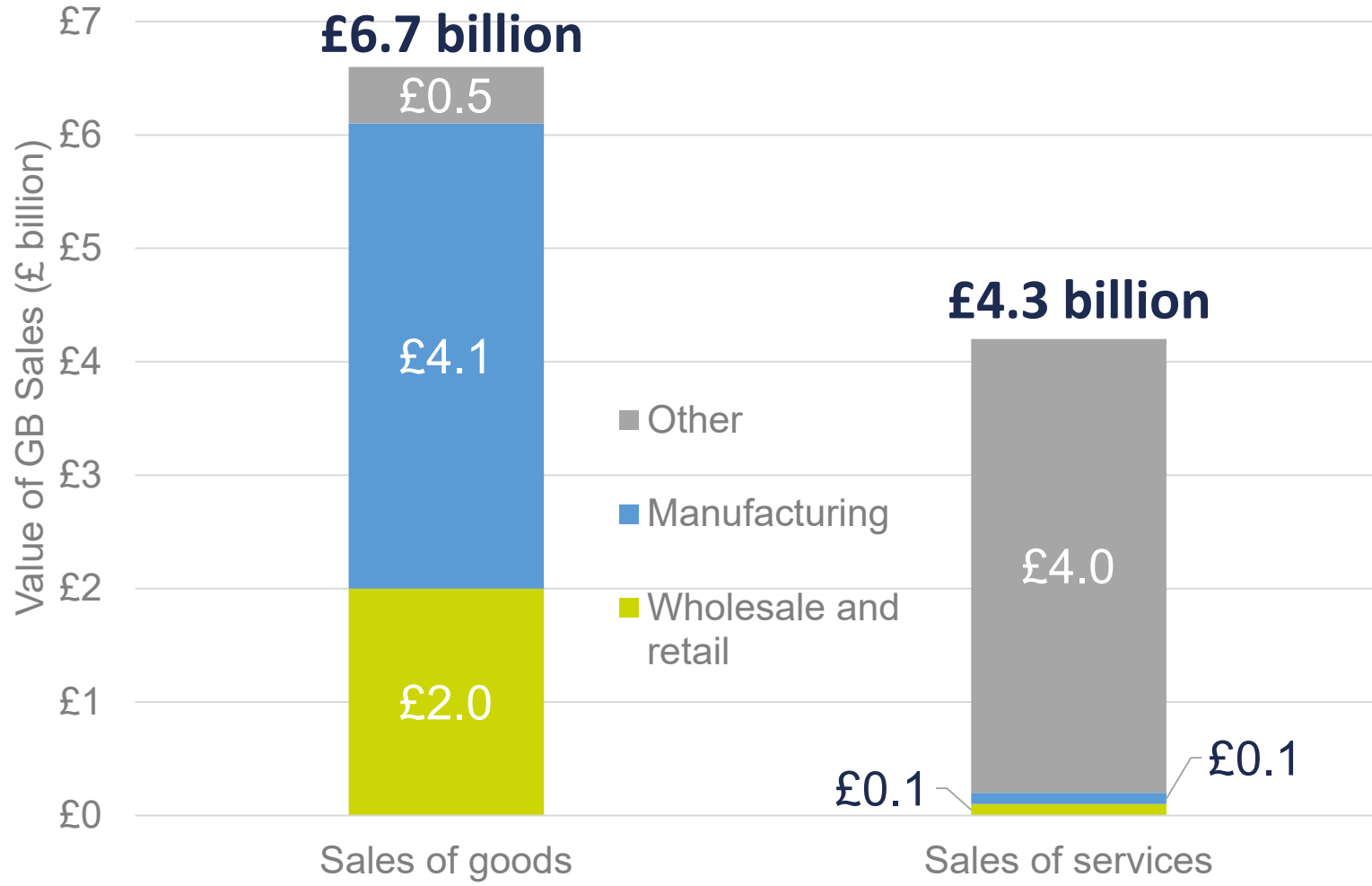
NI sold £21.2 billion worth of external goods and services in 2020

£10.9 billion (52%) of these goods and services were sold to GB in 2020

£6.7 billion (46%) of external goods were sold to GB in 2020

£4.3 billion (65%) of external services were sold to GB in 2020

Over sixty percent of goods sold by businesses in NI to GB were from the Manufacturing Sector in 2020

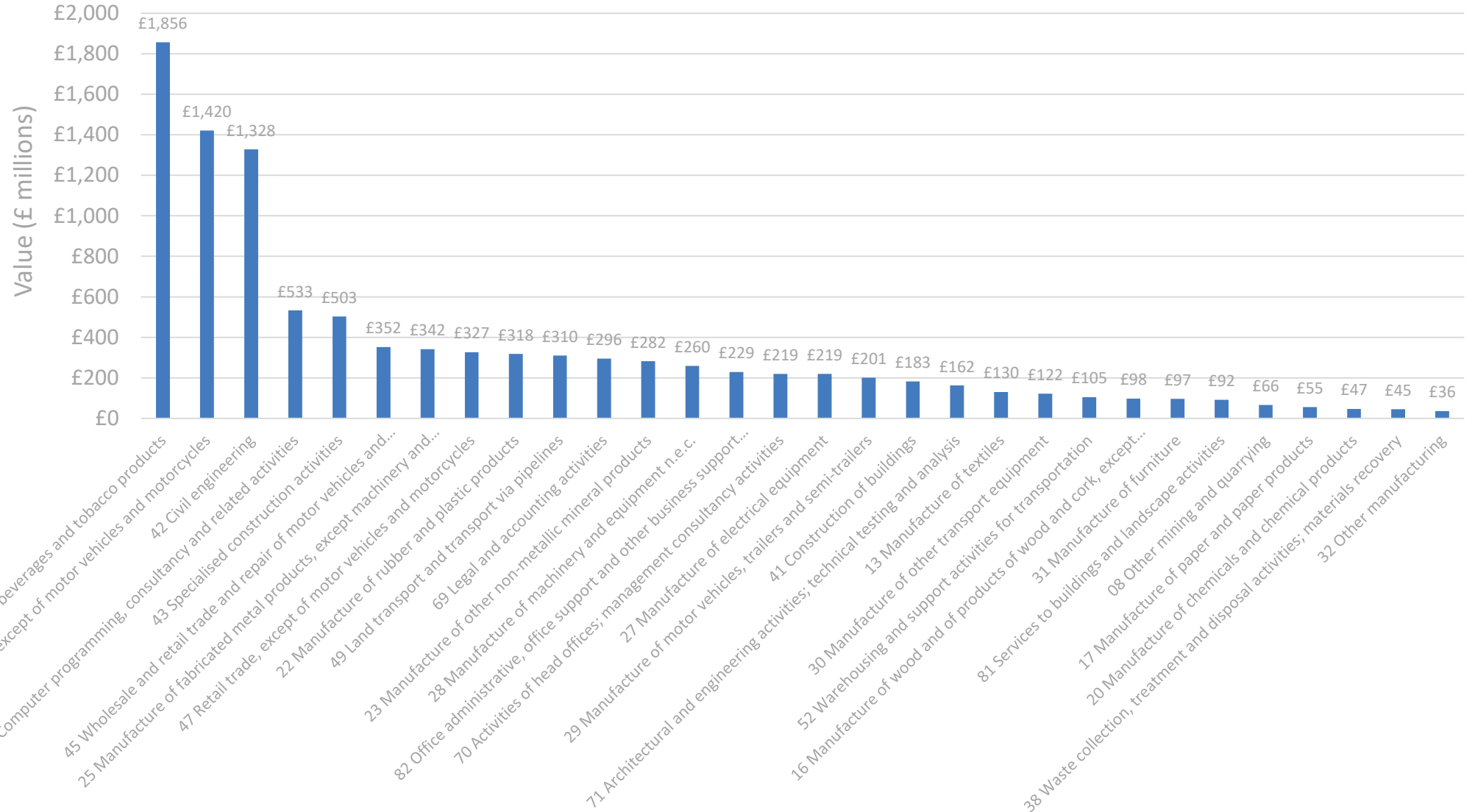


NI businesses sold £6.7 billion of goods and £4.3 billion of services to GB businesses in 2020

Local Manufacturing businesses accounted for £4.1 billion (62%) of all goods sold to GB businesses

Top 30 NI Industries Selling Goods & Services to GB by Value (£million), 2020¹

Total goods and services sold to GB: £10.9 billion



¹Disclosive cells have been excluded

Total value of NI sales of goods and value of goods sold to GB by business size, 2020 (£ billion)

- 7% (£0.4 billion) of the value of all sales of goods by NI micro-businesses are to GB businesses
- 12% (£1.3 billion) of the value of all sales of goods by NI small businesses are to GB businesses
- 17% (£1.7 billion) of the value of all sales of goods by NI medium businesses are to GB businesses
- 18% (£3.2 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, 2020 (£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	4,562	3,277	1,285	1,391	1,109	281	309	256	53	264	213	51	112	72	40
Small	10-49	5,599	4,291	1,308	2,869	2,505	364	672	577	95	572	466	106	614	557	58
Medium	50-249	5,342	3,763	1,578	3,193	2,518	675	1,026	922	104	460	426	35	302	259	43
Large	250+	7,562	5,398	2,164	5,751	4,455	1,296	771	701	70	985	943	42	1,011	872	140
	Total	23,065	16,730	6,335	13,204	10,588	2,616	2,778	2,456	322	2,281	2,048	233	2,040	1,760	280

Number of Purchasers/Importers of Goods and Services by Business size and Destination*, 2020

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	37,227	30,772	27,848	10,016	8,010	5,078	5,107	4,461	2,033	3,099	2,676	1,095	1,859	1,251	1,121
Small	10-49	10,763	9,556	9,085	5,630	4,920	3,671	3,965	3,519	2,085	2,630	2,203	1,202	2,010	1,603	981
Medium	50-249	1,256	1,158	1,195	888	813	753	714	653	501	532	496	293	425	315	257
Large	250+	272	258	264	197	188	167	155	143	112	121	109	77	96	74	63
	Total	49,517	41,745	38,393	16,731	13,930	9,669	9,941	8,777	4,731	6,382	5,484	2,667	4,390	3,242	2,422

*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, 2020 (£million)

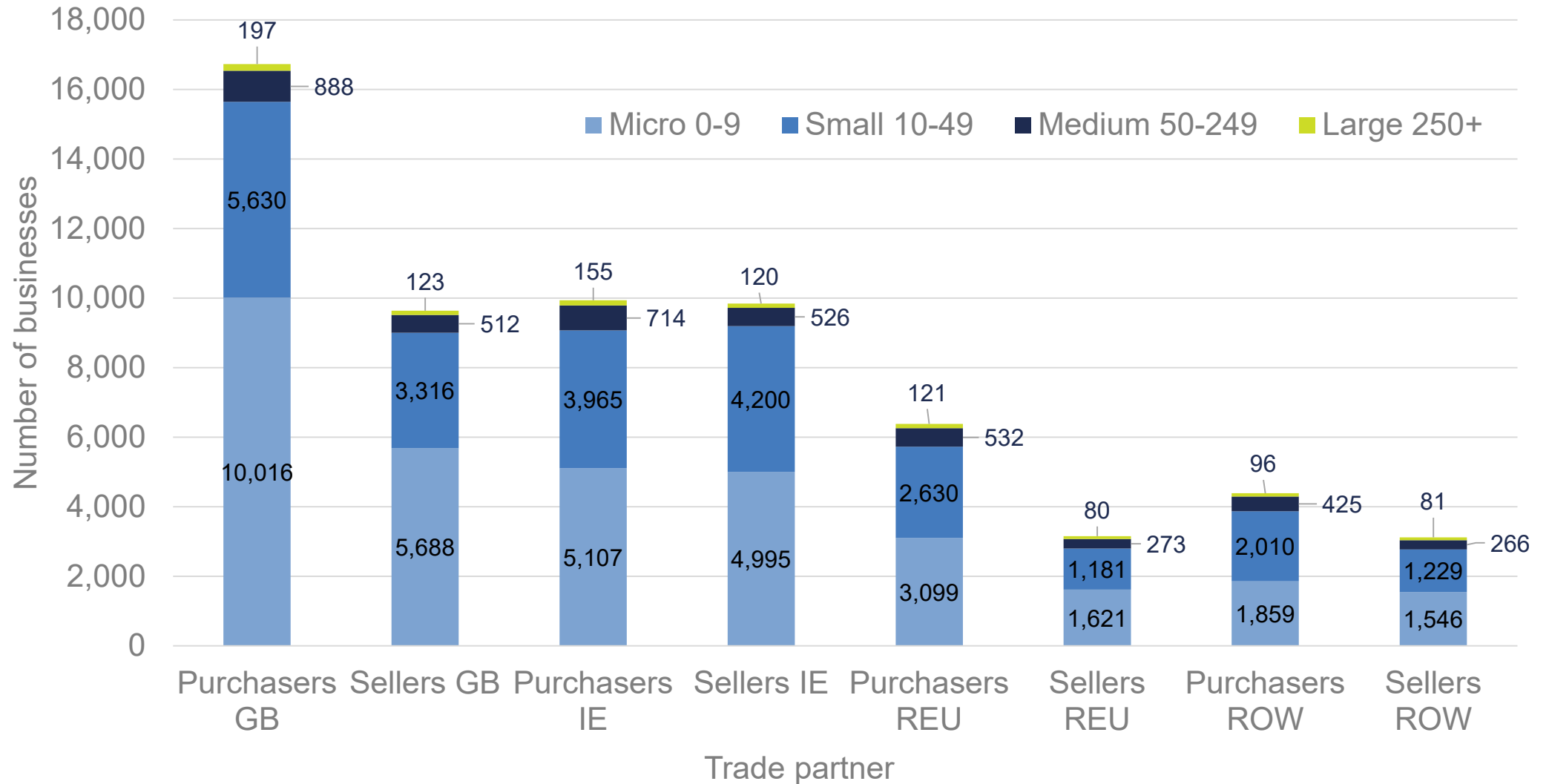
Business size		NI Sales (£m)			GB Sales (£m)			IE Exports (£m)			REU Exports (£m)			ROW Exports (£m)		
Category	No. of employees	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services
Micro	0-9	8,393	5,078	3,315	939	444	495	626	454	172	233	162	71	175	121	54
Small	10-49	11,937	7,915	4,023	2,039	1,271	768	1,380	948	432	260	197	63	532	351	181
Medium	50-249	11,714	6,801	4,912	2,705	1,729	976	1,194	970	224	421	350	70	542	332	210
Large	250+	13,837	10,311	3,526	5,236	3,206	2,030	897	694	203	1,271	1,118	153	2,747	2,246	501
	Total	45,881	30,105	15,776	10,920	6,651	4,269	4,097	3,066	1,031	2,185	1,828	357	3,995	3,049	946

Number of sellers/exporters of goods and services by business size and destination*, 2020

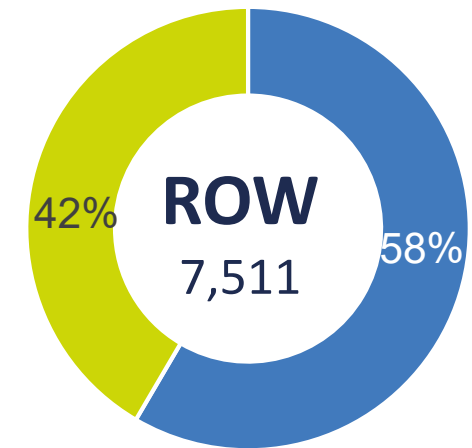
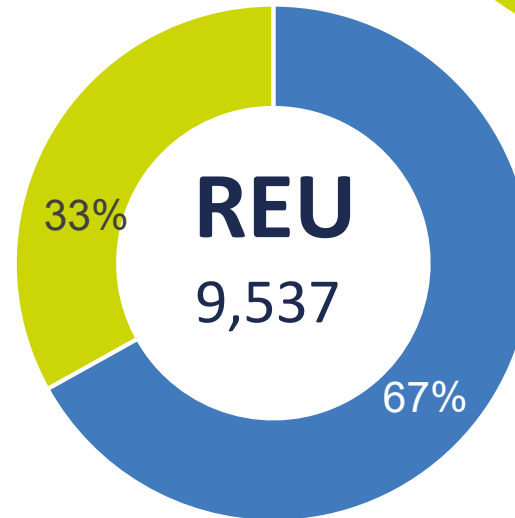
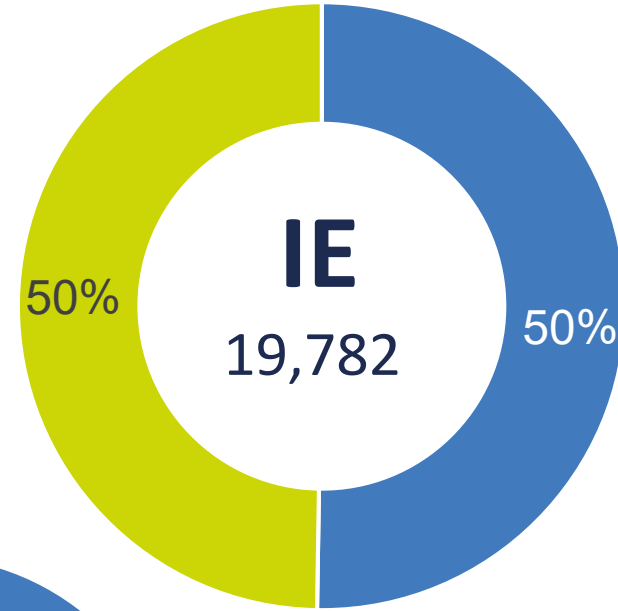
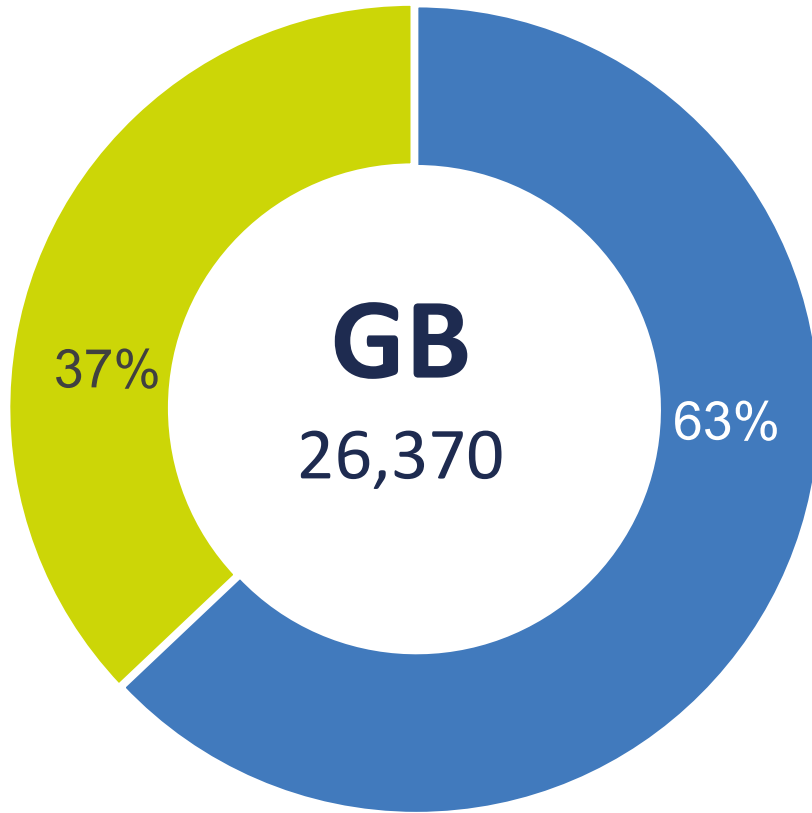
Business size		NI Sellers			GB Sellers			IE Exporters			REU Exporters			ROW Exporters		
Category	No. of employees	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services	Total	Goods	Services
Micro	0-9	37,254	17,125	26,010	5,688	2,553	3,817	4,995	2,843	2,860	1,621	985	858	1,546	827	821
Small	10-49	10,397	6,139	6,691	3,316	2,000	1,938	4,200	2,638	2,301	1,181	922	477	1,229	742	599
Medium	50-249	1,209	764	798	512	341	288	526	368	282	273	182	126	266	159	134
Large	250+	253	159	159	123	83	68	120	82	65	80	58	42	81	57	41
	Total	49,112	24,187	33,658	9,639	4,977	6,110	9,841	5,930	5,507	3,155	2,146	1,503	3,121	1,785	1,595



*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, 2020



Number of traders of goods and services by trade partner, 2020



 Seller/Exporter
 Purchaser/Importer

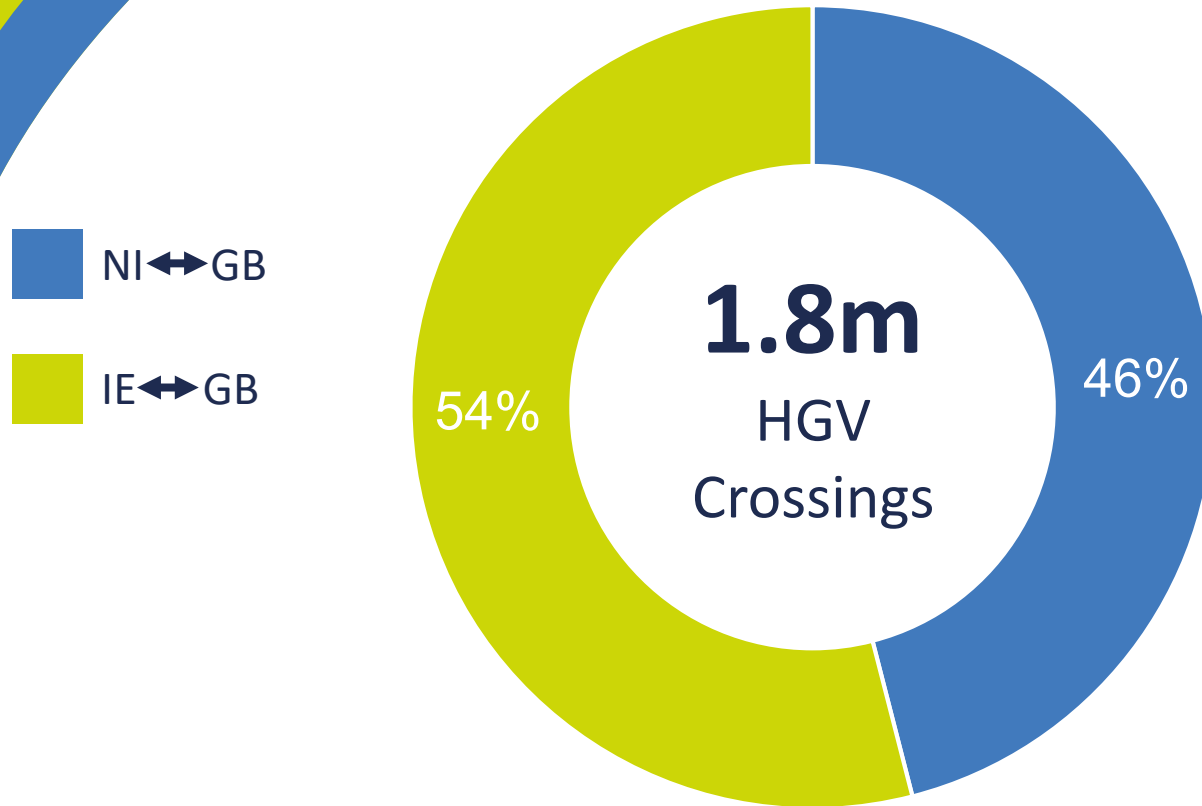
**Importer/exporter counts with trading partners are not mutually exclusive as a business can trade to multiple destinations. Businesses can also buy and sell to the same partner.*

Movement of goods

Irish Sea (IE/NI↔GB)

1.8 million HGV crossings 2020

Irish Sea - HGV Crossings 2020



An estimated 1.8 million Irish Sea (IE/NI↔GB) HGV crossings in 2020. Of these:

- 0.8 million (46%) were between NI and GB
- 1.0 million (54%) were between Ireland (IE) and GB

There were a further 63,400 air traffic movements between airports in NI/IE and GB; and 19,700 vessel arrivals at NI and IE sea ports (including GB and other international arrivals).

Sources:

[Port Freight Annual Statistics: 2020, Department for Transport](#)
[Statistics of Port Traffic 2020, CSO](#)
[UK Airport Data, Civil Aviation Authority](#)
[Aviation Statistics, CSO](#)

Irish Sea (IE/NI↔GB)

37 million tonnes of sea freight in 2020

Irish Sea – Freight Tonnage (Sea) 2020



An estimated 37 million tonnes of sea freight crossing the Irish Sea (IE/NI↔GB) in 2020. Of these:

- 18.7 million tonnes (50%) were between NI and GB
 - NI received 9.7 million tonnes (52%)
 - NI forwarded 9.0 million tonnes (48%)
- 18.4 million tonnes (50%) were between IE and GB
 - IE received 10.6 million tonnes (57%)
 - IE forwarded 7.8 million tonnes (43%)

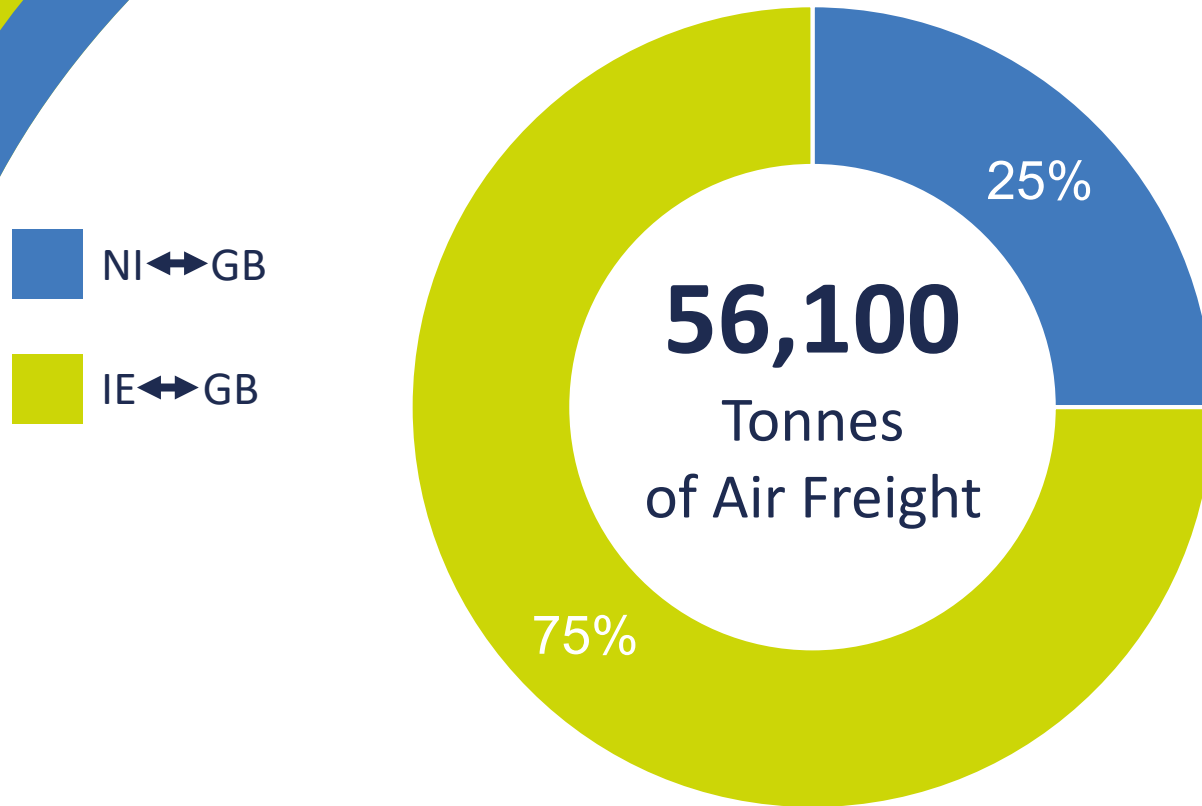
Source:

[Port Freight Annual Statistics: 2020, Department for Transport](#)

Irish Sea (IE/NI↔GB)

56,100 tonnes of air freight in 2020

Irish Sea – Freight Tonnage (Air) 2020



An estimated 56,100 tonnes of air freight crossing the Irish Sea (IE/NI↔GB) in 2020. Of these:

- 14,200 tonnes (25%) were between NI and GB
- 41,900 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)

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

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