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| **Indicator:** | **External sales** |

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| **Responsible Statistician:** | Gerard Colgan, Department of Finance |
| **Web Link to Statistical Publication:** | <https://www.nisra.gov.uk/statistics/business-statistics/broad-economy-sales-and-exports-statistics> |
| **Frequency of update:** | Annual |
| **Time lag:** | 12 months |
| **Data Source:** | Survey. Trade data are gathered through the NI Annual Business Inquiry (ABI) |
| **National Statistics Status** | Official Statistics |
| **Quality Report:** | N/A |
| **Historic Data available from:** | 2011 |
| **Time-series trend:** | |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | |  | **2011** | **2012** | **2013** | **2014** | **2015** | **2016** | **2017** | | **External Sales (£m)** | 20,508 | 20,907 | 21,997 | 22,664 | 23,167 | 23,812 | 21,410 | | **External Sales Rate (%)** | 23.1 | 25.0 | 24.0 | 23.5 | 22.9 | 22.5 | 24.8 |   Time series back to 2011 available at:  Sales values: <https://www.nisra.gov.uk/sites/nisra.gov.uk/files/publications/BESES-internet-tables-2011-2017.xlsx>  Counts: <https://www.nisra.gov.uk/sites/nisra.gov.uk/files/publications/BESES-counts-tables-2011-2017.xlsx> |
| **For Survey Data**  **Sample size and confidence interval for the latest available year:** | Sample size: In 2017: n = 9,300  Confidence interval (sales): 2017: ±£486m  Confidence interval (rate): 2017: ±1.12%. Sampling variability of change: ±0.6% |
| **UK/RoI/International comparisons:** | UK: Yes  UK Regional: Yes  RoI: Yes  International (please specify countries): Most  Trade data are available from most countries. However, there is no single data source or common methodology. So while there may be similarities in methodologies, comparisons between countries should be treated with caution. |
| **Issues in relation to this data, e.g. data limitations, future data availability, changes to methodology** | The Broad Economy Sales and Exports Statistics series is designated as experimental to reflect the fact that they are under development.  Ongoing development of the methodology will be informed by user feedback, both in terms of the usefulness and reliability of the estimates and their comparability with other sources. |
| **Is this measure being used to monitor performance against your current/latest Departmental/ Agency Plan** | Yes |
| **If yes, please specify any particular baseline point/year for the measure which is being for performance monitoring purposes** | 2015 |

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| **Available groupings\*** | **Yes/No** | **Notes** |
| **NI Level** | Yes |  |
| **Parliamentary Constituency level** | No |  |
| **Local Government District (2014) level** | No |  |
| **Deprivation Quintile** | No |  |
| **NISRA Geography Urban/Rural Measure** | No |  |
| **Gender** | No |  |
| **Age** | No |  |
| **Marital Status** | No |  |
| **Religion** | No |  |
| **Political Opinion** | No |  |
| **Disability** | No |  |
| **Dependants** | No |  |
| **Sexual Orientation** | No |  |
| **Racial Group** | No |  |
| **Lowest level geography at which the measure is available:** | Northern Ireland level | |

\* Due to confidentiality constraints, in some instances breakdowns may not be available due to small numbers