

Invest NI

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Our Purpose

To improve the Northern Ireland economy through business development.

Our Vision

We will champion the growth of innovation and exports to build a local economy that competes globally.

Our Focus is on ...

- Exports
- Productivity (salaries + profits)
- Innovation
- Inward Investment
- Business Startup



A Small Business Economy

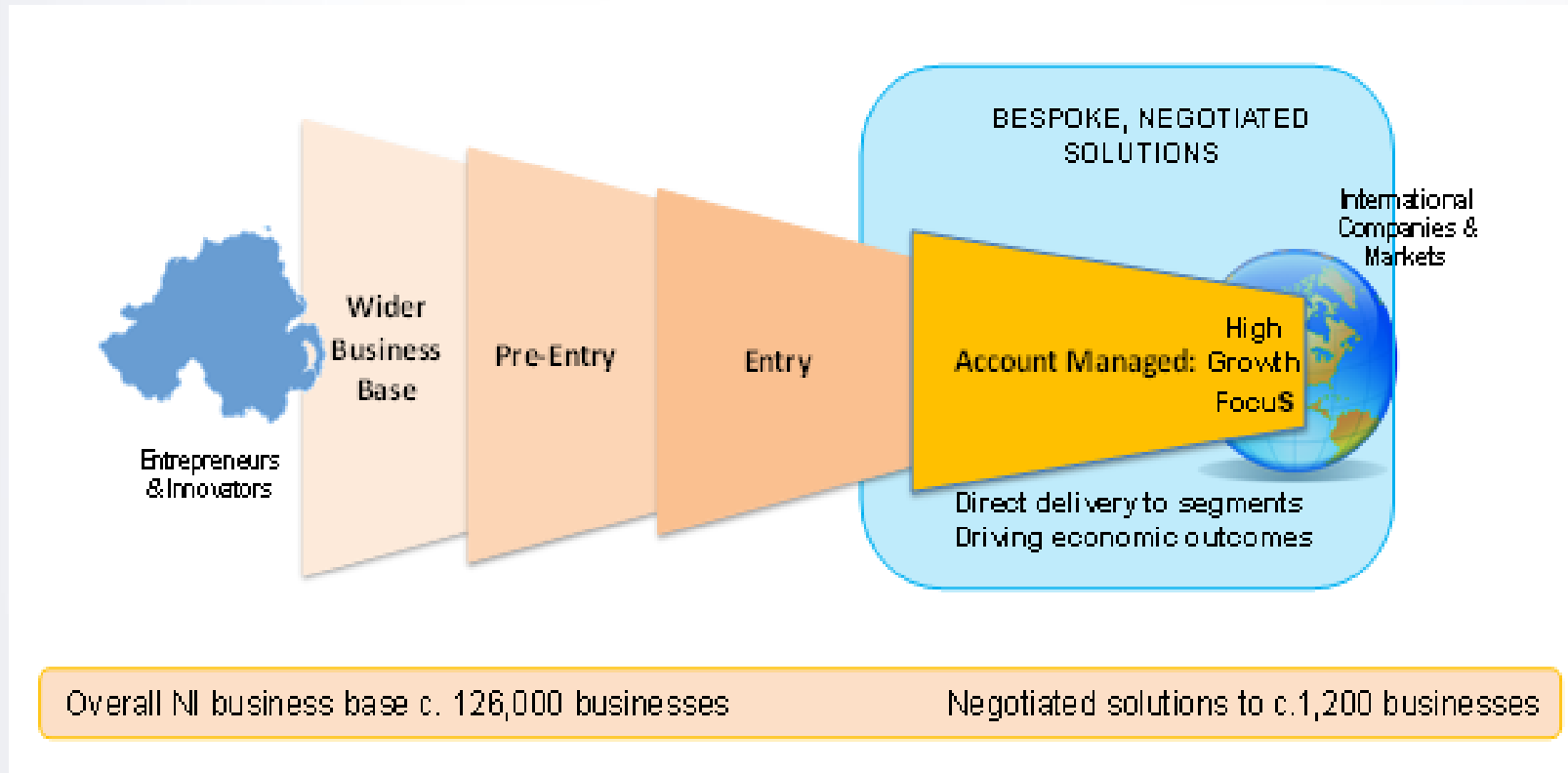
- There are c126,000 businesses in NI, employing 509,000 people.
- There are only 140 large firms in NI, accounting for 24% of employees – UK = 40%
- Key focus for Invest NI on high growth start ups and growing firms of scale.

NI Business Pop. Estimates

Of all SMEs:



Customer Segmentation



Key Sectors and sub-sectors



Manufacturing

Advanced Engineering

Construction

Consumer Products

Material Handling

Aerospace



Food & Tourism

Dairy, Bakery, Fresh Produce & Convenience

Drinks &

Horticulture

Proteins, Animal Feeds & Foodservice

Tourism



Technology & Services

Business Services

Financial & Professional Services

ICT

TV, Film & Digital

Legal Services



Life & Health Sciences

Life Sciences



Growth & Scaling

Global Starts

Scaling

Stage of Development

FS technology investment

CyberSource® **VISA**

 **3PAR**



 **Liberty**
Information
Technology



KOFAX 

Sopra
group

 **Allstate**
You're in good hands.

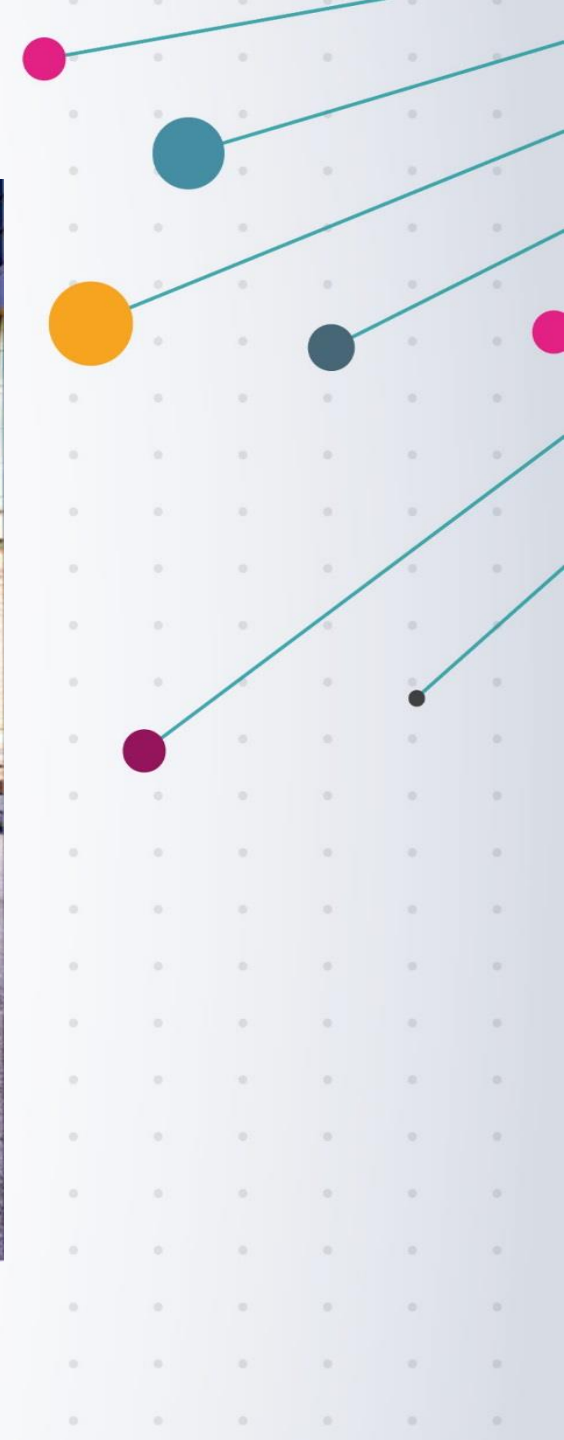
Fidessa

COWEN
G R O U P

 **Olenick**
AND ASSOCIATES
A foundation of quality

cme 
Chicago Mercantile Exchange

Software development & technical support investment



Legal services has been the fastest growing sector of the Northern Ireland economy

BAKER & MCKENZIE



ALLEN & OVERY



SmithDehnLLP
LOS ANGELES | NEW YORK | LONDON | INDIA

axiom

Over 12,000 employees in more than 40 companies provide business services covering finance, supply chain, customer support, human resources and more

Deloitte.

pwc

EY



TEREX®

stream

CATERPILLAR®

CONVERGYS

CONCENTRIX
A SYNnex Corporation Company

Over 80,000 employees directly employed in Northern Ireland manufacturing

RYOBI

CATERPILLAR

RANDOX

BOMBARDIER
the evolution of mobility

TEREX

HeartSine

Bemis

tru corp

B/E
AEROSPACE

GRAY ADAMS

Montupet

WRIGHTBUS
WRIGHT

MAGELLAN
AEROSPACE

AB PNEUMATICS

RFD BEAUFORT

GE
GE imagination at work

THALES

Entrepreneurship Ecosystem

from start-up to stand out

Supporting more businesses with high growth potential

Helping more businesses successfully sell outside Northern Ireland

Increasing the number of larger and more profitable businesses in Northern Ireland



North East Regional Briefing

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Jobs (2013)

The Census of Employment measures the number of actual jobs rather than number of persons with jobs and excludes the self-employed. Sub-NI analysis does not report on agricultural labour.

Employee Jobs by Sector

	Production including Manufacturing		Construction		Distribution Services**		Other Services†		Other‡		All
NE*	16,986	(17%)	4,298	(4%)	25,376	(26%)	50,478	(52%)	104	(0.1%)	97,481
- A&N*	7,017	(13%)	2,562	(5%)	15,265	(28%)	29,922	(54%)	75	(0.1%)	55,079
- M&EA*	9,969	(24%)	1,736	(4%)	10,111	(24%)	20,556	(48%)	29	(0.1%)	42,402
NI	83,915	(12%)	29,382	(4%)	146,924	(21%)	430,465	(62%)	815	(0.1%)	691,501

*Sector groupings includes suppressed cells.

**Distribution Services includes Motor Trades, Wholesale, Retail, Transport & Storage.

†Other Services includes Health, Education, Entertainment, Tourism & Finance.

‡Other excludes Agriculture but includes Animal Husbandry Service Activities, Hunting, Trapping and Game Propagation.

Employee Jobs by Sector (excluding 'Other')



Skills (2014)

The Labour Force Survey measures qualifications ranging from none to NVQ L4 (degree level and above).

Qualification Levels (16-64 Population)

	No Qualifications	Below NVQ L4	Above NVQ L4	All
NE*	22,000 (13%)	100,000 (61%)	42,000 (26%)	164,000
- A&N**	14,000 (16%)	47,000 (57%)	22,000 (27%)	82,000
- M&EA**	8,000 (10%)	53,000 (65%)	20,000 (24%)	82,000
NI	199,000 (17%)	606,000 (53%)	339,000 (30%)	1,144,000

*North East totals are based on rounded sub-totals.

**Sub-totals may not sum to totals due to rounding.

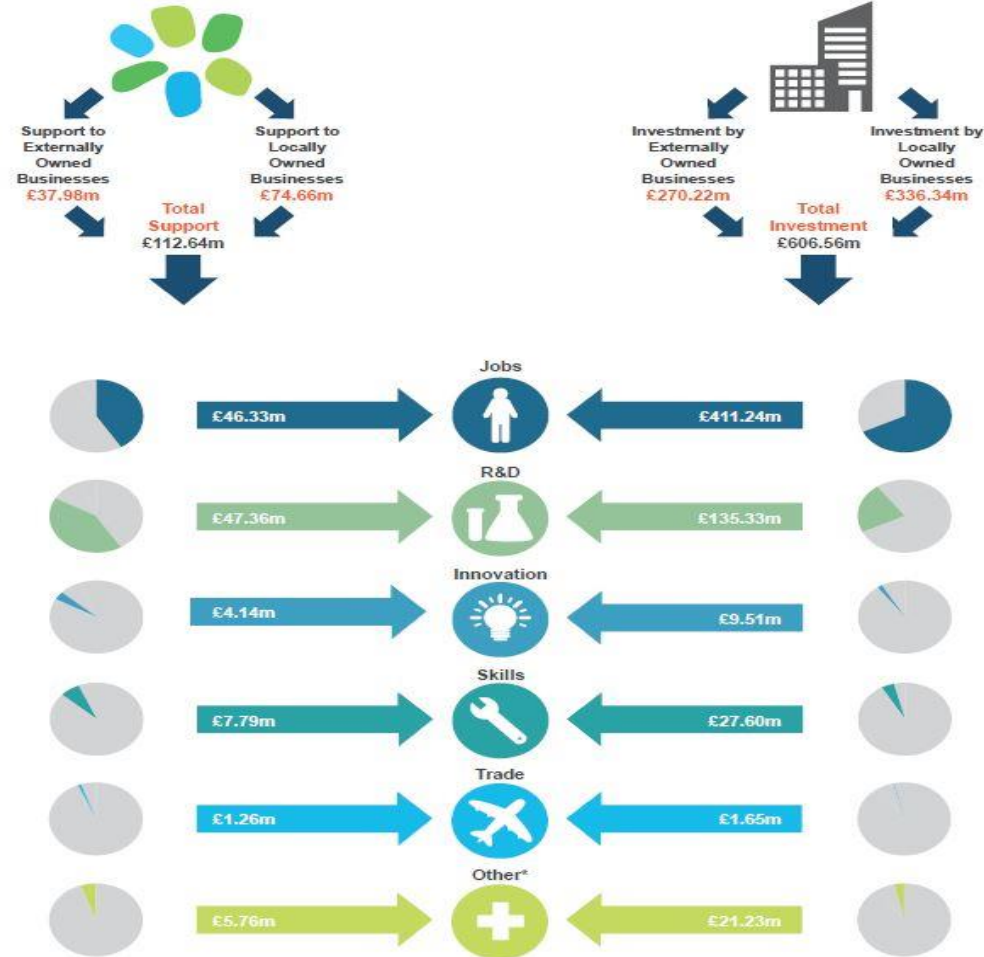


North East Regional Briefing

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Support and Investment Data (2010-11 to 2014-15)

Invest NI has made **2,907** offers of support to the **North East** region, this support is valued at **£112.64m** and has contributed towards **£606.56m** of investment secured for the area.



*Other contains projects that involve a varied range of economic development activities not accurately reflected by the categories above.

Total Inward Investment (2010-11 to 2014-15)

Inward investment is defined as investment into the Northern Ireland economy by externally owned businesses i.e. where at least 50% of the ownership is based outside Northern Ireland.

The map below shows where total inward investment of £270.22m secured by Invest NI for the North East region originated from over the past 5 years.

Total Investment - Origin Data



Section C – Regional Assets

Overview

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Priority Sectors

Advanced Engineering & Manufacturing



- Complex Network Systems - IT support.
- Wrightbus designs/manufactures buses Inc. the iconic London Routemaster.
- Bombardier manufactures products for the aerospace sector.
- Ryobi manufactures aluminium casting products for the automotive industry.
- RLC (UK) Ltd supplies components and precision engineering for the Airbus A320.
- Centre for Advanced Engineering at Northern Regional College.

Agriculture & Food



cafre
College of Agriculture,
Food & Rural Enterprise



- The CAFRE Greenmount Campus is the NI centre of agriculture, horticulture and environment.
- Ballymena Livestock Market is NI's largest livestock market.
- Moy Park Ltd is Northern Ireland's largest food processing company and one of Europe's leading poultry companies.
- Dunbia is a multi-national food company.
- Nampall, leading packaging company for the food & drinks sector.

E-Commerce

- The region has demonstrated a track record in growing businesses using e-commerce.
- Chain Reaction Cycles has grown from a small family business into a major global on-line retailer of bicycles, bicycle components and bicycle accessories.
- Old Mill Whips designs and manufactures riding whips that are sold on-line to customers across the globe.

- The region is a prime location for life science businesses.
- Randox Laboratories develops diagnostic solutions for hospitals, clinical, research and molecular labs, food testing, forensic toxicology, veterinary labs and life sciences.

- Actavis develops, manufactures and commercialises branded pharmaceutical products.
- Tenuo BCT manufactures products for blood processing.

- Region is home to the Glens of Antrim, Antrim Coast, Slieve Donard, Lough Neagh & The Gobbins Cliff Path.
- Galgorm Resort & Spa is Northern Ireland's premier luxury hotel and spa destination.
- Galgorm Golf Club – home of the NI Open.
- Carrickfergus Castle – site of historical significance.
- Sports Institute Northern Ireland provides high level support to Northern Ireland's top athletes.

Life & Health Sciences



Culture & Tourism & Sport



Education Provision



- The North East region has many of the top performing secondary and grammar schools in Northern Ireland.

- **Ulster University (UU)**

UU has campuses at Jordanstown (Newtownabbey), Coleraine, Belfast and Derry~Londonderry. The Jordanstown campus is the largest. UU has a strong profile in business, engineering, social sciences, communication and academic disciplines relating to the science and coaching of sport. UU at Jordanstown is home to the Sports Institute of Northern Ireland.

- **Northern Regional College (NRC)**

NRC is a provider of further and higher education and skills training to students and businesses. NRC has six campuses including those in Antrim, Ballymena, Larne and Newtownabbey providing a wide range of business courses and business services.

Transport Hubs



- Belfast International Airport is located in Antrim and is one of Northern Ireland's major airports. It carries over 4million passengers per year and 60 per cent of all passengers travelling to and from NI for business purposes. This airport also handles over 50,000 tonnes of cargo per year.

- The **North East** is also within easy access to the George Best City Airport (Belfast) and City of Derry Airport (Londonderry). The George Best City Airport carries over 2.5million passengers per year while City of Derry Airport carries over 350k passengers per year.



- The Port of Larne provides regular freight and passenger services to the rest of the UK.

- The **North East** region is within easy reach of the Port of Belfast which offers regular freight and passenger services to the rest of the UK.

Business Property Availability



- See Invest NI Property Availability for an overview of available private business provision in the Annexes.

Facilities and Initiatives

European Entrepreneurial Region (EER) Award



- European Entrepreneurial Region (EER) Award is a project run by the Committee of the Regions (COR) which identifies and rewards up to 3 EU regions which show an outstanding and innovative entrepreneurial policy strategy, irrespective of their size, wealth and competences. The regions with the most credible, forward-thinking and promising vision plans are granted the label EER for a specific year. Northern Ireland is one of only 3 winners for 2015 (along with Lisbon and Valencia).

The Sports Institute Northern Ireland



- Sports Institute Northern Ireland (SINI) was set up in 2002, establishing a high performance sporting system in Northern Ireland. SINI is designed to provide high level support to Northern Ireland's top athletes and coaches across a range of Olympic, Paralympic and Commonwealth Games sports along with a select number of other sports that are important to the public in Northern Ireland including rugby, soccer, cricket, GAA, golf and motor sports. SINI is a partnership between Sport Northern Ireland and Ulster University and is based on the Jordanstown campus at Ulster University. SINI aims to improve athlete performance by developing coaches and athletes through elite performance programmes.

Project Kelvin Transatlantic Fibre



- This project established a direct international link between the **North East** and North America.
- It now makes the **North East** a highly desirable location for major corporations to locate new remote operations. This direct international link is attractive to global companies such as leading financial houses, exchange markets and service and media companies, who require fast, low latency bandwidth that avoids traditionally congested routes, such as around the New York and London waterways.
- The project will inspire local people to creatively embrace the new economic, technological, sociological and academic opportunities it now provides.

CAFRE - Greenmount Campus



- The CAFRE Greenmount Campus is the centre for agricultural, horticultural and environmental education. The 200 hectares around the campus are used for arable, dairying and lowland beef farming including a state-of-the-art dairy unit for 180 cows with a 32 point parlour. This unit incorporates the latest technologies in animal housing, cow handling, waste management and parlour systems. Another 1,100 hectares of hill land, with 1,100 ewes and 100 suckler cows, is managed in an environmentally sustainable manner to promote wildlife and protected habitats. Both farms are used by CAFRE technologists and advisers to demonstrate and promote the latest advances in agriculture and land use.

ECOS Ballymena



- The ECOS Visitor Centre is based on 150 acres of land in Ballymena. Mid & East Antrim Borough Council is working with Northern Ireland Science Park to develop a digitally supported environmental innovation centre on this site. The environmental sector has been identified by the council as one of their long term strategic priorities for economic growth.

A8 Belfast to Larne Dual Carriageway



- A new dual carriageway between Belfast and Larne is due to be completed in 2015 and will reduce journey times and increase journey reliability. One of the key objectives of this investment was to support the continued development of the Port of Larne which is the second largest port in Northern Ireland. It is also intended to accommodate the growing volume of freight moving to and from the regional gateways.

North East Economic Development Partners

