

## Statistical Press Release

A National Statistics press release, detailing the latest results from the 2010/11 Manufacturing Sales and Exports Survey (MSES) has been published today by the Northern Ireland Statistics and Research Agency (NISRA).

The MSES statistical bulletin can be accessed via <http://www.detini.gov.uk/deti-stats-index/stats-surveys/stats-manufacturing-sales-exports.htm>

### Main results

**Total manufacturing sales up 3.3% in current prices but down 1.1% in real terms.**

1. Total sales by manufacturing companies in Northern Ireland (NI) were estimated to be worth £15.9 billion in 2010/11. This represents an increase of 3.3% over the year in current prices. This compared to a decrease last year of 2.1%.
  - Sales within Northern Ireland increased in current prices by £231 million to £3.5 billion – up 7% over the year but remain below levels last reported in 2006/07.
  - Sales to Great Britain (GB) increased in current prices by £312 million to £7.3 billion – up 4.4% over the year. These are the highest level of sales to GB on record (in current prices). The proportion of sales going to Great Britain has increased for four consecutive years, from 40.0% in 2007/08 to the current 2010/11 figure of 46.0%.
  - Exports fell in current prices by £30 million to £5.1 billion – down 0.6% over the year to levels just above those last reported in 2006/07.
2. The value of sales outside Northern Ireland (£12.4 billion) represents a return to levels just below the previously recorded peak in 2008/09 (£12.5 billion).

**Exports fell over the year by 0.6% in current prices and 4.6% in real terms.**

3. Exports decreased by £30 million (0.6%) over the year, from £5.09 billion to £5.06 billion in current prices. After adjusting for price changes over the year, this represented a decrease of 4.6% in real terms.
4. Exports to the EU (excluding the Republic of Ireland (ROI) ) increased over the year by £166 million (15.7%) to £1.2 billion in current prices. In real terms this represented an increase of 11.0%. Exports to the rest of the world increased by £33 million (1.3%) to £2.6 billion in current prices. After adjusting for price changes over the year this represented a decrease of 2.8% in real terms.
5. Exports to the Republic of Ireland decreased by £229 million (15.7%) over the year, from £1.5 billion to £1.2 billion in current prices. This represents a return to levels last reported in 2004/05 in current prices. After adjusting for price changes over the year, the 2010/11 sales represented a decrease of 19.1% in real terms.
6. For the second year in a row, exports to countries outside the EU have exceeded those to the EU, although the Republic of Ireland still remains our single largest export market. North America (USA, Canada and Mexico) continues to be the largest non-EU market.

### **Machinery and equipment sector shows largest export growth**

7. The sectors showing the largest increases by value in terms of external sales (sales outside NI) were Machinery and equipment, Food, beverages and tobacco, and Rubber and plastics:
  - Machinery and equipment (not elsewhere classified) increased by £117 million (20.5%) in net external sales to £688 million and this included an increase of £140 million (32.5% to £571 million) in exports.
  - Food, beverages and tobacco increased by £107 million (1.7%) in external sales to £6.6 billion but decreased by £38 million (3.7%) to £995 million in exports

- Rubber and plastics increased by £60 million (10.9%) in external sales to £615 million and increased by £53 million (14.3%) to £422 million in exports
8. The sectors showing the largest decreases by value in terms of external sales were the Computer, electronic and optical products and the Fabricated metal products sectors:
- Fabricated metal products fell by £68 million (16.2%) to £352 million in external sales and fell by £44 million (30.1%) to £103 million in exports.
  - Computer, electronic and optical products fell by £116 million (17.9%) to £534 million in external sales and fell by £50 million (9.3%) to £493 million in exports.
  - The Other Transport Equipment division is the second largest exporter by value (£926 million), just behind Food, Beverages and Tobacco (£995 million). External sales in this sector decreased over the year by 1.3% in current prices.

**The fall in exports was mainly due to medium sized businesses.**

9. The fall in exports was driven mainly by medium-sized businesses (those with between 50 and 249 employees). Exports by these companies fell by 14.3%, whilst small companies (those with less than 50 employees) saw a fall of 0.7% in their exports. Large companies (250 or more employees) recorded an increase of 4.5% over the year in current prices.
10. Exports account for just over a quarter (27.6%) of total sales of SMEs, with just over half (51.9%) of exports going to the ROI. Northern Ireland continues to be the dominant market for SMEs, accounting for 46.9% of total sales.
11. Large businesses dominate the GB and non-EU export markets, accounting for 86% of exports to countries outside the EU, and 80% of sales to Great Britain.

### **Notes to editors:**

1. From the 1st April 2011, the responsibility for the collection of data and production of official labour market and economic statistics transferred from the Department of Enterprise, Trade and Investment to the Northern Ireland Statistics and Research Agency (DFP). This transfer mirrored the position in Great Britain where most business surveys and labour market data collection and statistical production have been transferred from the departments with policy responsibilities to the Office for National Statistics (ONS). However, it is important to note that there are no planned changes to the production of economic and labour market statistical publications and outputs as a result of the transfer.
2. More detailed statistical information and definitions of the methodology used, can be found in the Manufacturing Sales and Exports Survey statistical bulletin, which is available on the following website:  
<http://www.detini.gov.uk/deti-stats-index/stats-surveys/stats-manufacturing-sales-exports.htm>
3. For media enquiries, please contact DETI Press Office on 028 9052 9297. Outside office hours, please contact the Duty Press Officer via pager number 07699 715 440 and your call will be returned.
4. General information can be obtained from Brian Spence, Economic & Labour Market Statistics Branch, on Tel: 028 9052 9424.