

Performance Reporting

2017/18 to 2021/22



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Invest NI

OFFER ACTIVITY OVERVIEW

2017/18
to
2021/22¹

14,696
offers of
support

22,894
jobs

£559m
assistance

£3,058m
investment

14,696
offers of support

Job Creation
1,746
offers

R&D
703
offers

Venture C.
987
offers

Skills
1,017
offers

Other
786
offers

Innovation
4,210
offers

Trade
3,901
offers

Covid
1,346
offers

Assistance
£162m

Assistance
£152m

Assistance
£94m

Assistance
£43m

Assistance
£32m

Assistance
£34m

Assistance
£12m

Assistance
£30m

Investment
£1,692m

Investment
£595m

Investment
£330m

Investment
£174m

Investment
£98m

Investment
£72m

Investment
£24m

Investment
£73m

Locally-Owned



Offers	Assistance	Investment	Jobs
13,703	£400m	£1,855m	12,894

Externally-Owned



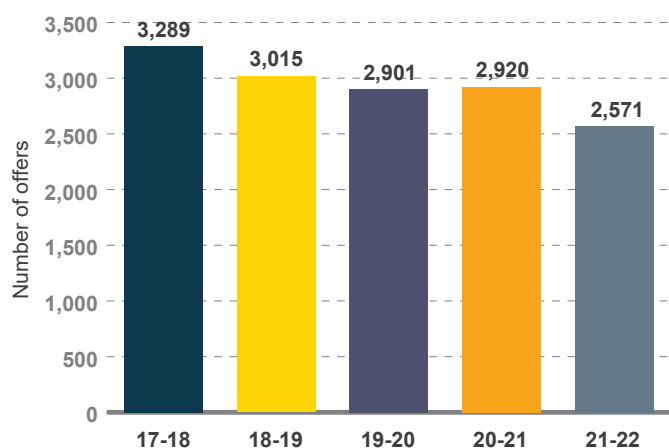
Offers	Assistance	Investment	Jobs
993	£159m	£1,204m	10,000

£3.1bn
of investment and
22,894
jobs secured

TOTAL SUPPORT

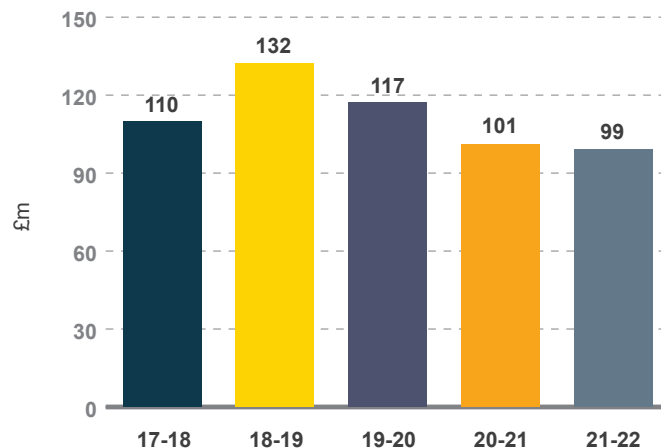
Number of Offers

2017-18 to 2021-22



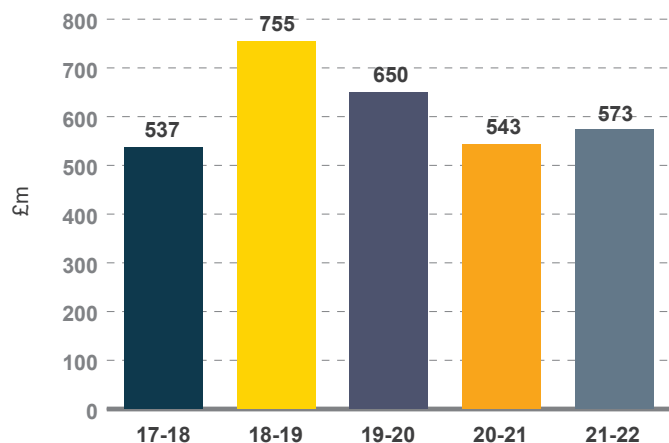
Assistance Offered

2017-18 to 2021-22



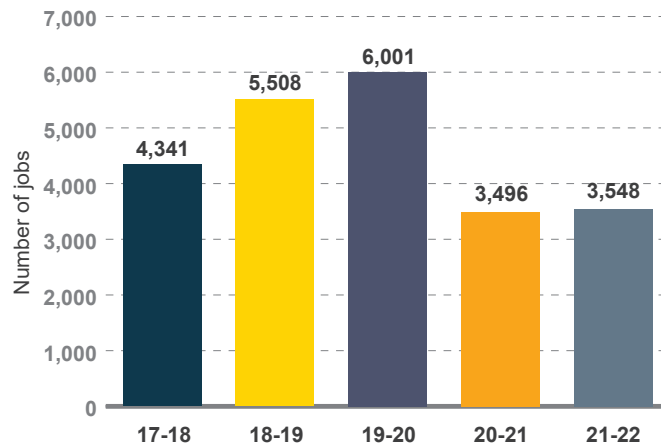
Total Investment²

2017-18 to 2021-22



New Jobs Assisted³

2017-18 to 2021-22



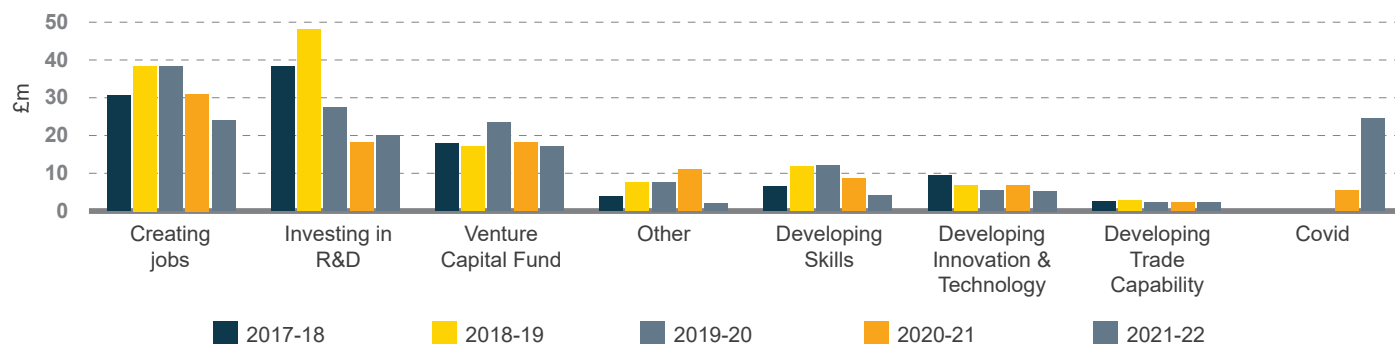
During the last Business Strategy period:

- Over **14,600** offers of support were made totalling **£559m** of assistance.
- Assistance contributed towards **£3.1bn** of investment commitments and will lead to the creation of **22,894** new jobs.
- **29%** of assistance was offered to job creation projects.
- Locally-owned businesses accounted for **93%** of all offers and **72%** of assistance offered.
- Largest sector in terms of support was Advanced Manufacturing & Engineering with **33%** (**£172m**) of overall assistance offered.
- Offers made to businesses located outside of Belfast or to those that have a potential to have an impact on multiple locations throughout Northern Ireland made up **73%** of all offers.
- **92%** of all offers went to SMEs.

TYPE OF SUPPORT

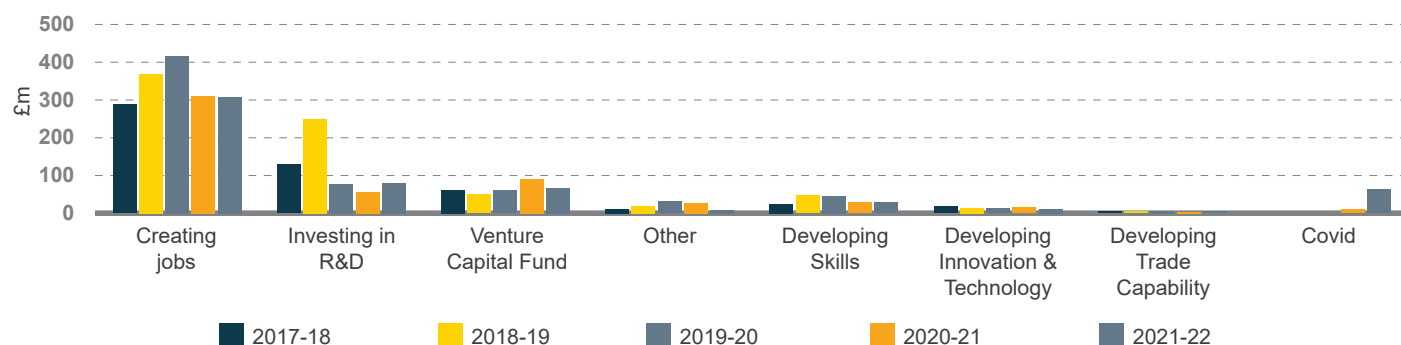
Assistance Offered

2017-18 to 2021-22



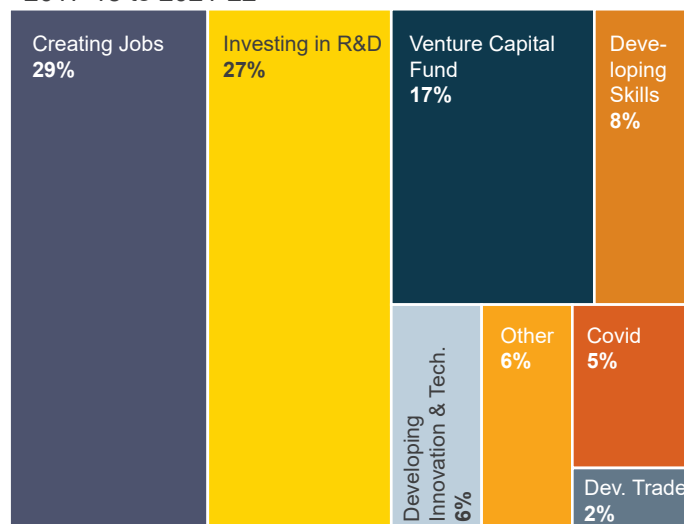
Total Investment

2017-18 to 2021-22



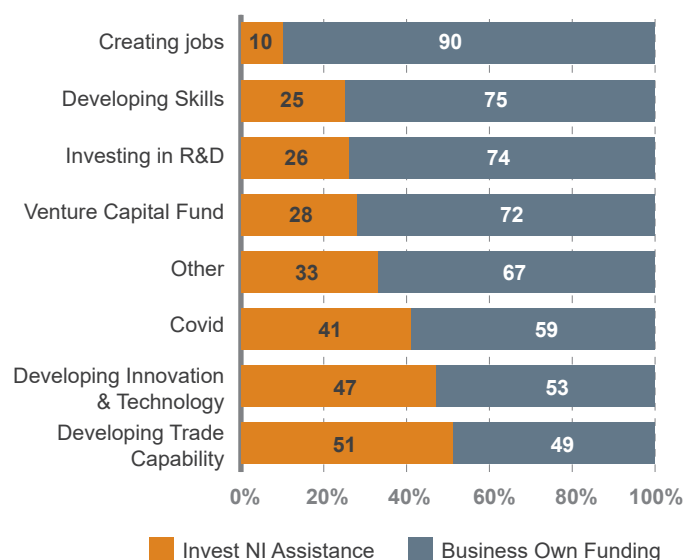
Percentage of Overall Support

2017-18 to 2021-22



Project Contribution Rate

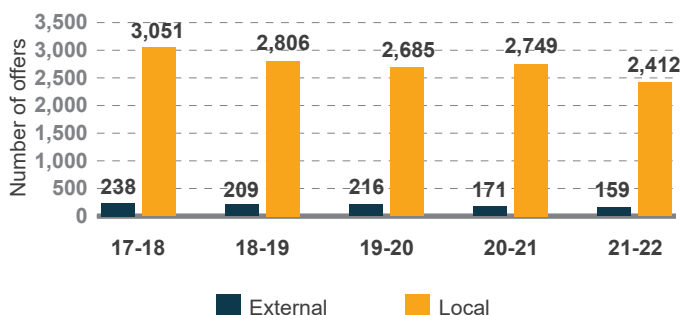
2017-18 to 2021-22



OWNERSHIP⁴

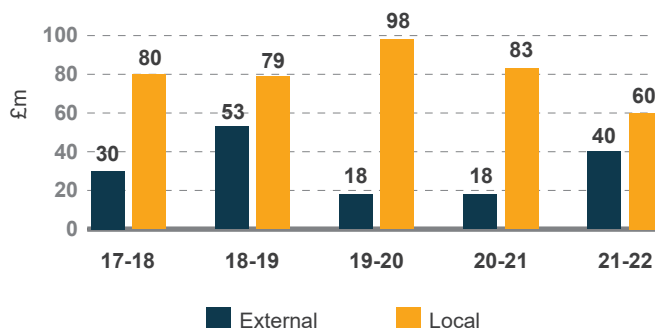
Number of Offers

2017-18 to 2021-22



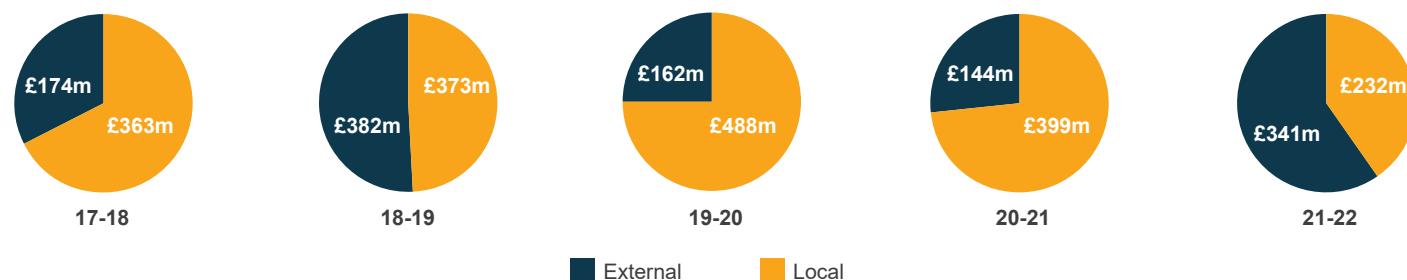
Assistance Offered

2017-18 to 2021-22



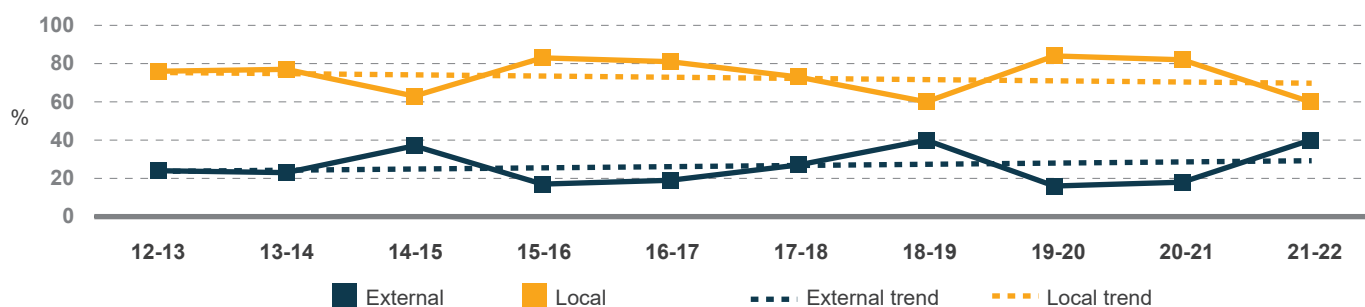
Total Investment

2017-18 to 2021-22



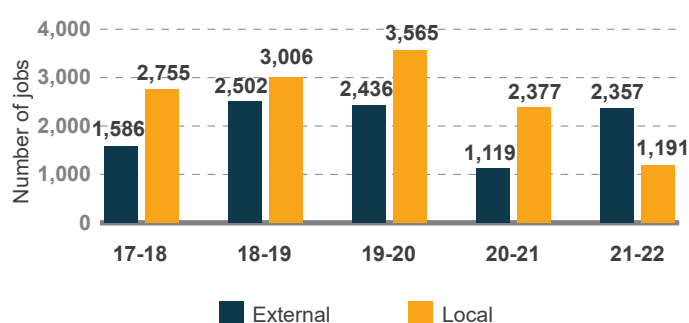
Assistance Offered 10 Year Trend

2012-13 to 2021-22



New Jobs Assisted

2017-18 to 2021-22

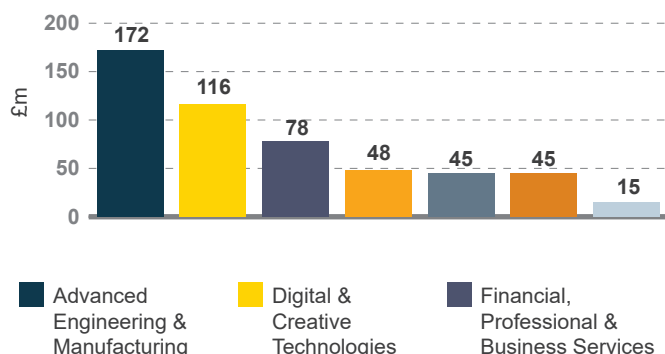


“
93%
 of offers
 approved were to
 locally-owned
 businesses
 ”

SECTOR

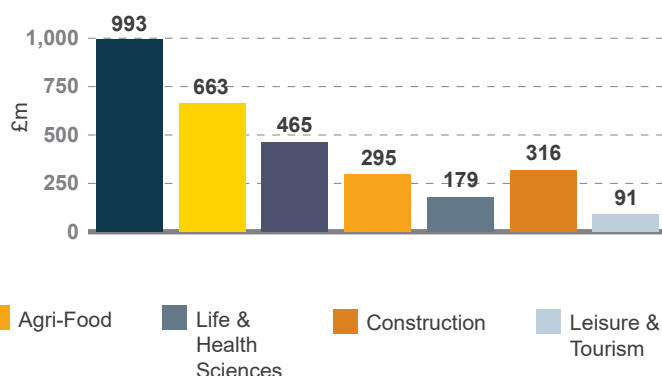
Assistance Offered

2017-18 to 2021-22



Total Investment

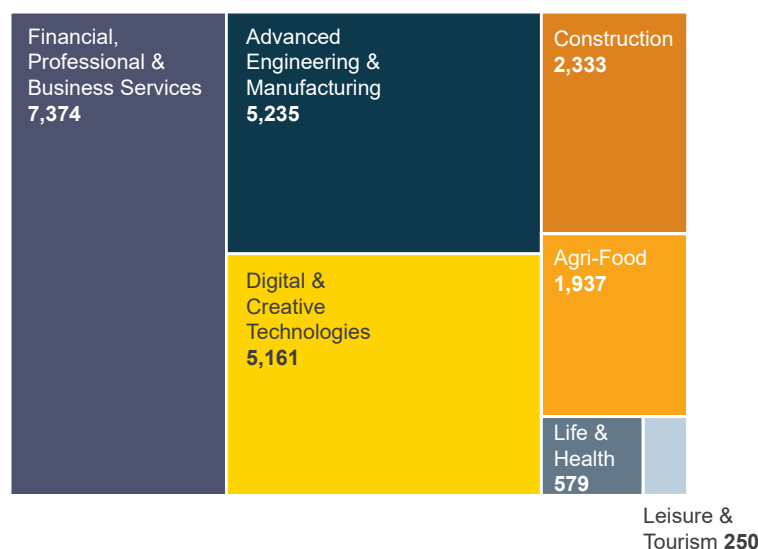
2017-18 to 2021-22



33%
of support was to the
Advanced Engineering
& Manufacturing
sector

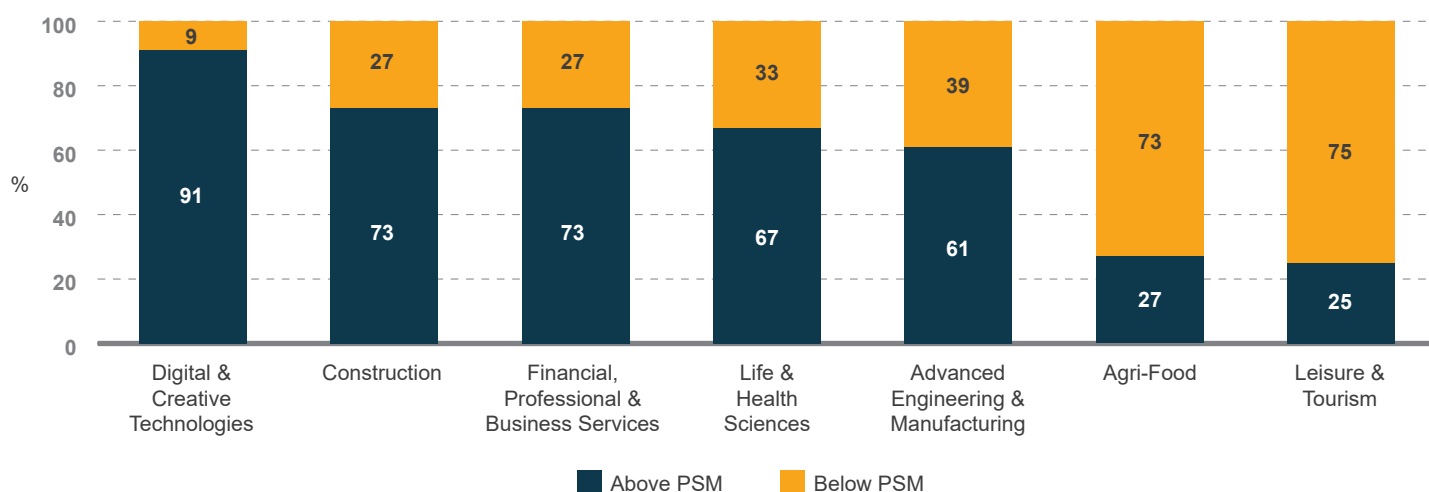
New Jobs Assisted

2017-18 to 2021-22



Jobs Above Private Sector Median Wage

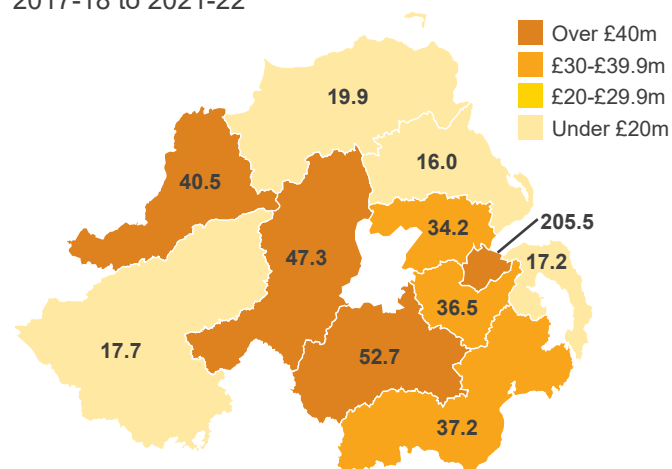
2017-18 to 2021-22



COUNCIL AREA⁵

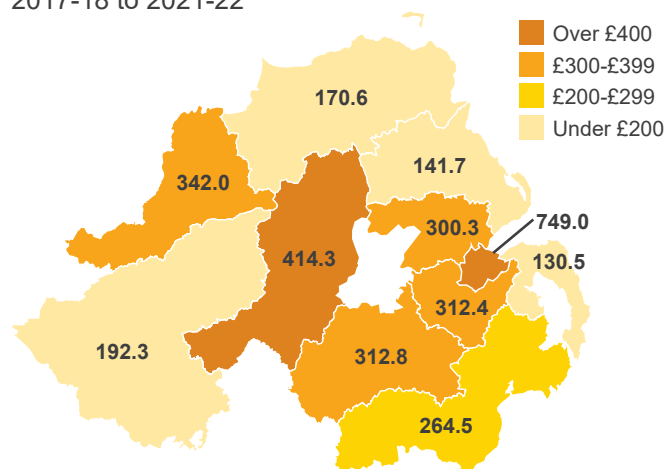
Assistance Offered

2017-18 to 2021-22



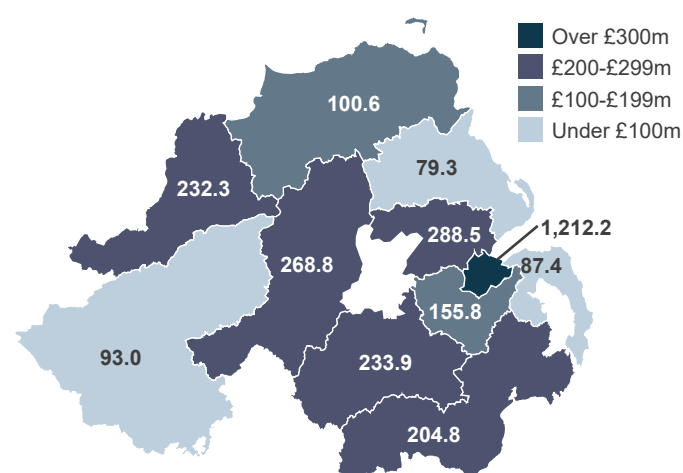
Assistance Offered per Head⁶

2017-18 to 2021-22



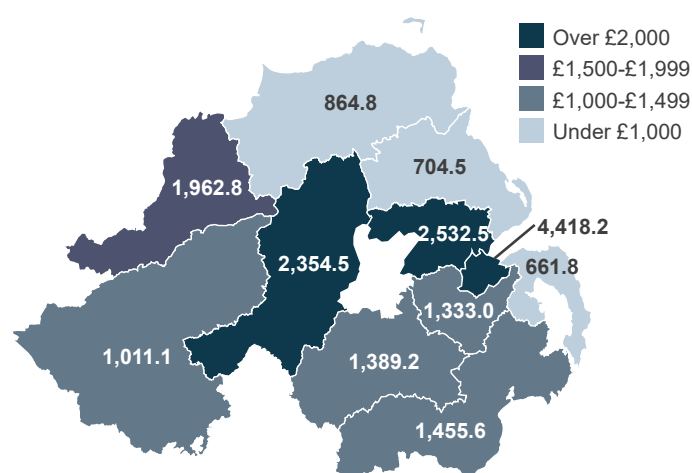
Total Investment

2017-18 to 2021-22



Total Investment per Head

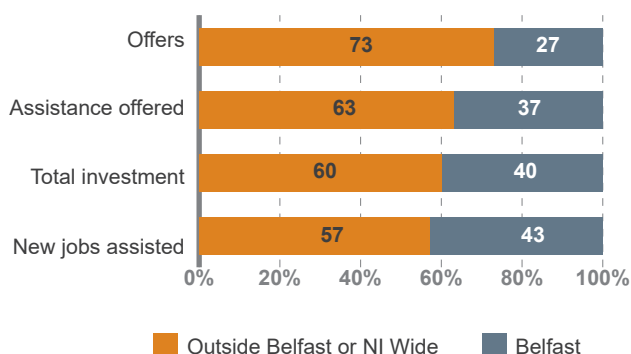
2017-18 to 2021-22



73%
of offers were to
businesses
outside Belfast

Invest NI Support by Area

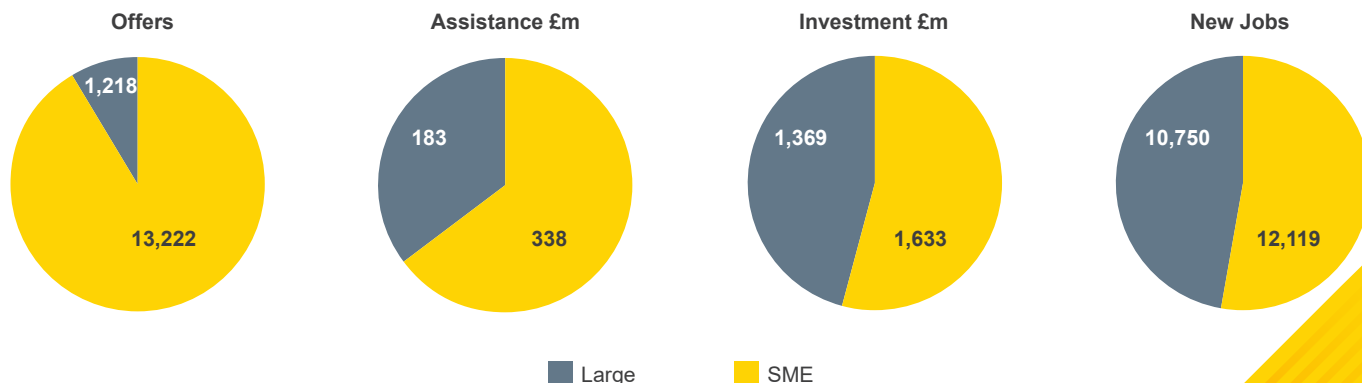
2017-18 to 2021-22



COMPANY SIZE⁷

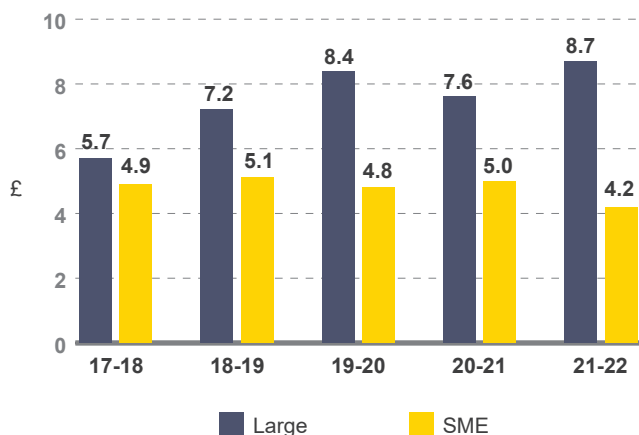
Invest NI Support by Company Size

2017-18 to 2021-22



£ of Investment in Economy per £ of Assistance

2017-18 to 2021-22

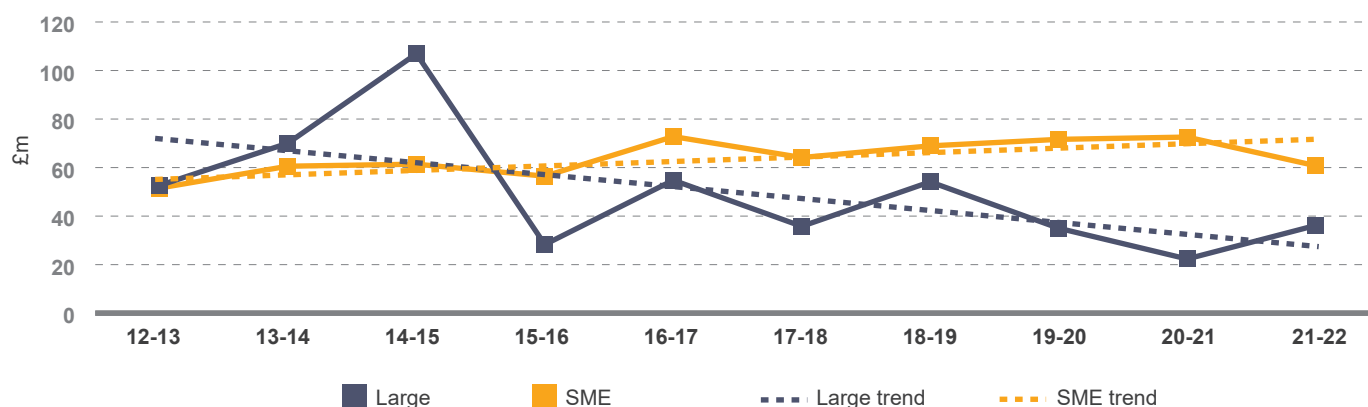


Every £1 of assistance offered to large businesses in the past 5 years contributed to £7 of investment in the economy - £5 for SMEs

NOTE: Investment includes Invest NI assistance offered.

Assistance 10 Year Trend

2012-13 to 2021-22



Invest NI

KEY PERFORMANCE INDICATORS OVERVIEW

2021

£17.7bn
external sales

£7.8bn
exports

131,899
employment

£22.8bn
sales

		Sales	External Sales	Exports	Employment
Advanced Engineering & Manufacturing		£6.7bn	£5.7bn	£3.6bn	36,176
Agri-Food		£6.3bn	£4.9bn	£1.7bn	23,852
Construction		£4.6bn	£3.2bn	£0.6bn	17,049
Financial, Professional & Business Services		£2.4bn	£1.7bn	£0.6bn	33,153
Life & Health Sciences		£1.5bn	£1.4bn	£1.0bn	9,420
Digital & Creative Technologies		£1.1bn	£0.8bn	£0.4bn	9,607
Leisure & Tourism		£0.1bn	-	-	2,642

Locally-Owned



Employment	Sales	External sales	Exports
69,828	£13.3bn	£9.5bn	£3.4bn

Externally-Owned



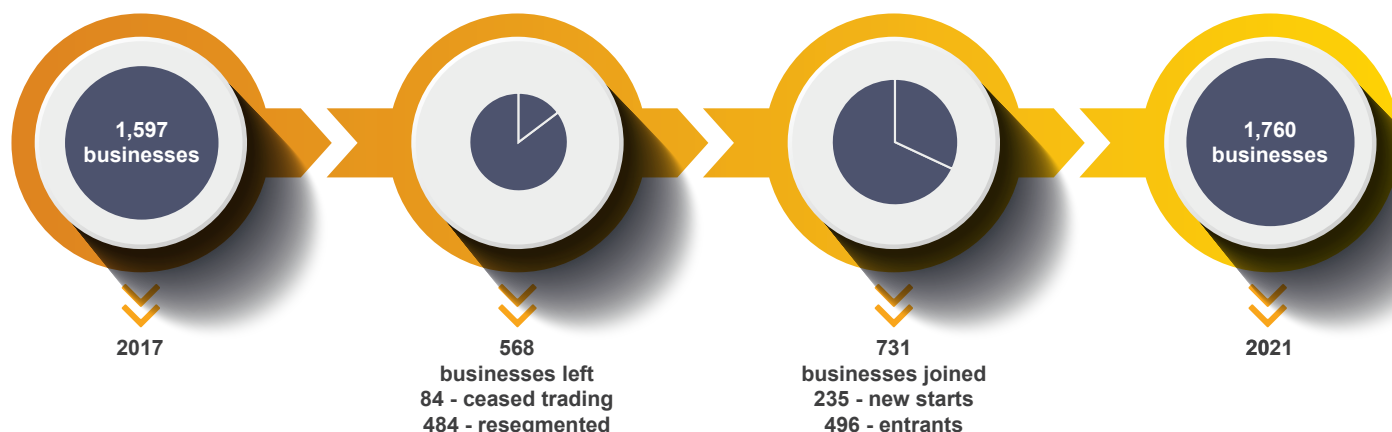
Employment	Sales	External sales	Exports
62,072	£9.6bn	£8.2bn	£4.4bn

87%
of companies
are
locally-owned

TOTAL OUTCOMES

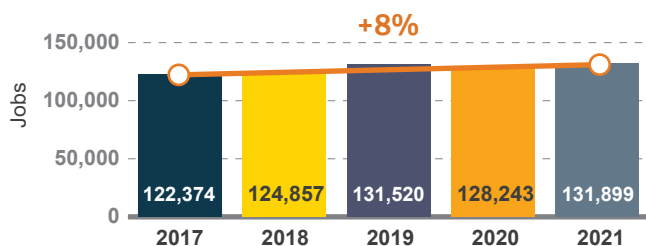
Portfolio Change - Businesses

2017 to 2021



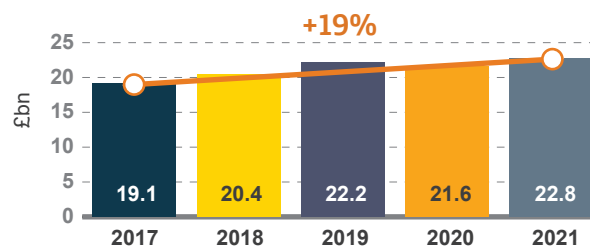
Employment

2017 to 2021



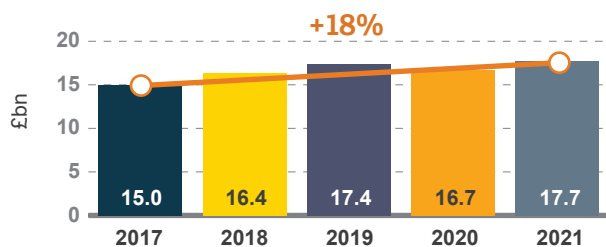
Sales

2017 to 2021



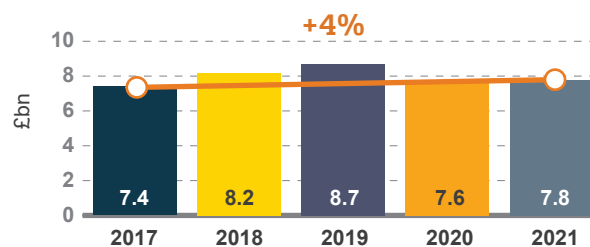
External Sales

2017 to 2021



Exports

2017 to 2021



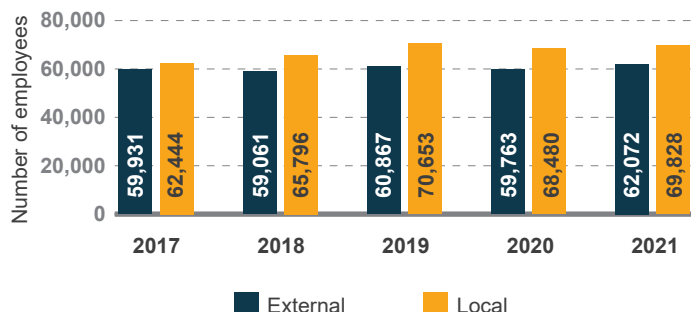
The Invest NI Key Performance Indicators (KPIs) are an annual survey of all account managed Invest NI clients. The KPIs collect both financial and employment information and provide a number of high level indicators of economic activity such as the total value of sales and exports as well as full-time equivalent employment. The surveys primary purpose is to gauge the impact of Invest NI intervention by measuring the aggregated performance of Invest NI supported businesses and benchmarking against targets for employment, sales, external sales and exports.

In addition to these high level measures, the KPIs provide Invest NI with a range of more disaggregated outputs allowing for analysis of business performance by industry, council, size band and others. The KPIs should not be interpreted as representative of the broader Northern Ireland economy, for which alternative sources of data are available through the Northern Ireland Statistics and Research Agency and the Office for National Statistics.

EMPLOYMENT

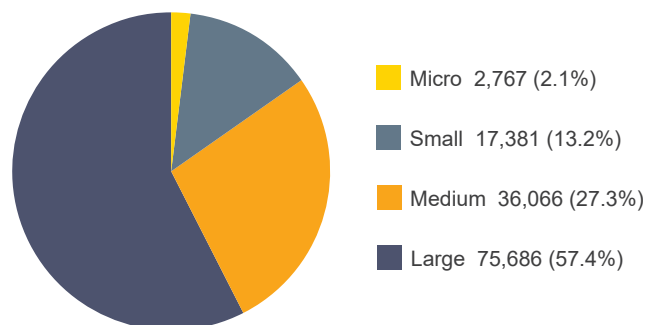
Employment by Ownership

2017-2021



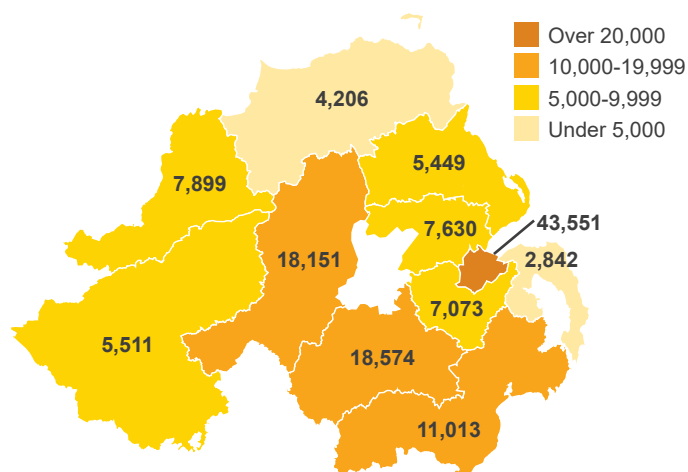
Employees by Company Size

2021



Employment by Council Area

2021

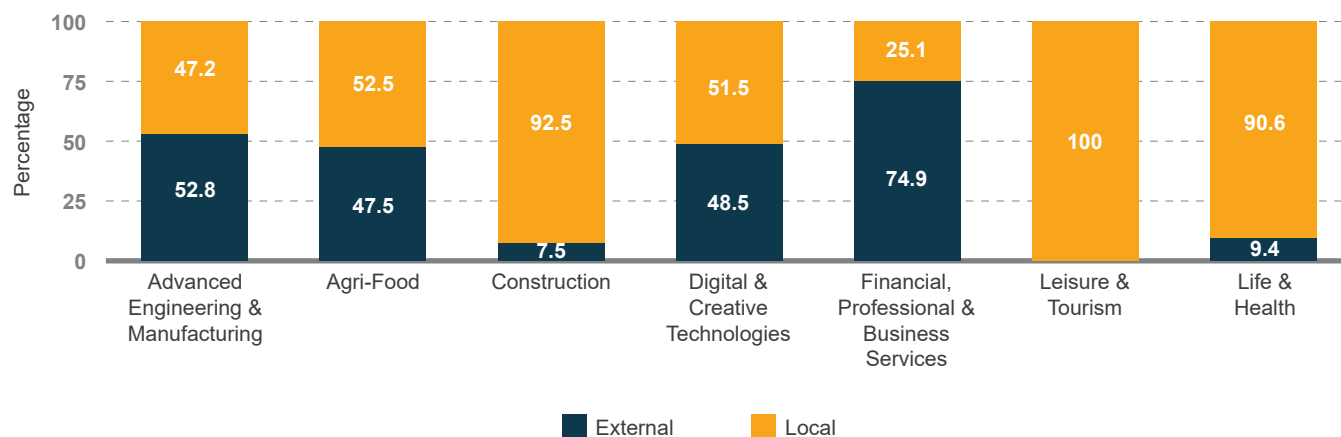


“ from 2017 - 2021
there has been an overall
increase in jobs, going from
122,374 to 131,899

8%

Employment by Ownership and Sector

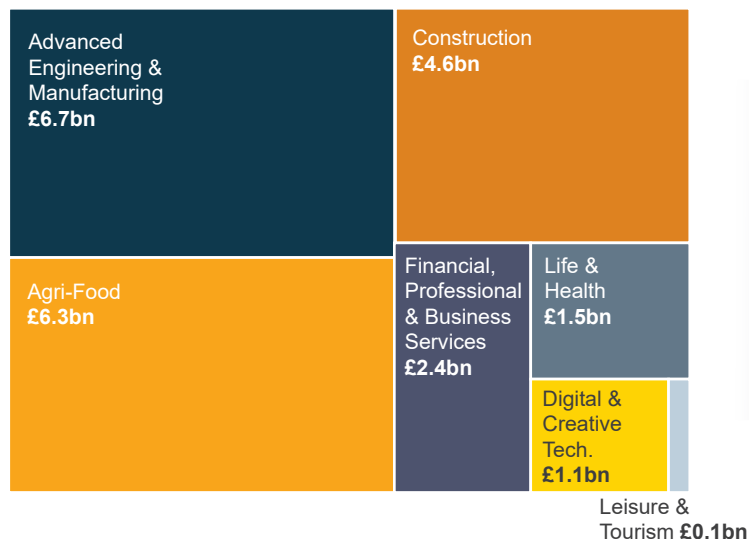
2021



SALES

Sales by Sector

2021

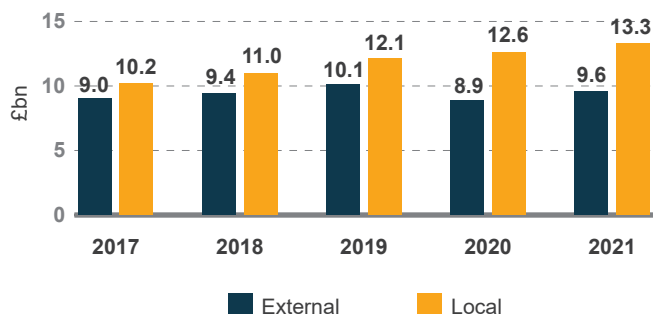


“While the Digital and Creative Technologies sector accounts for 5% of overall sales, this sector has grown from £708m in 2017 to £1.1bn in 2021. That's the highest percentage increase of all sectors at

55%

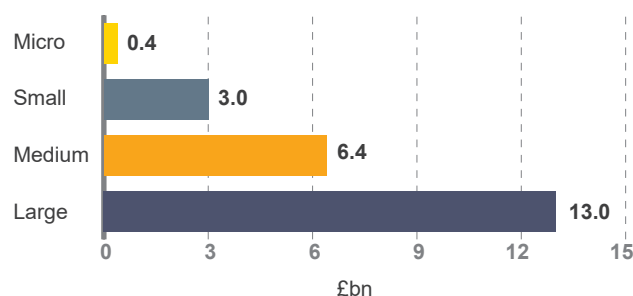
Sales by Ownership

2017-2021



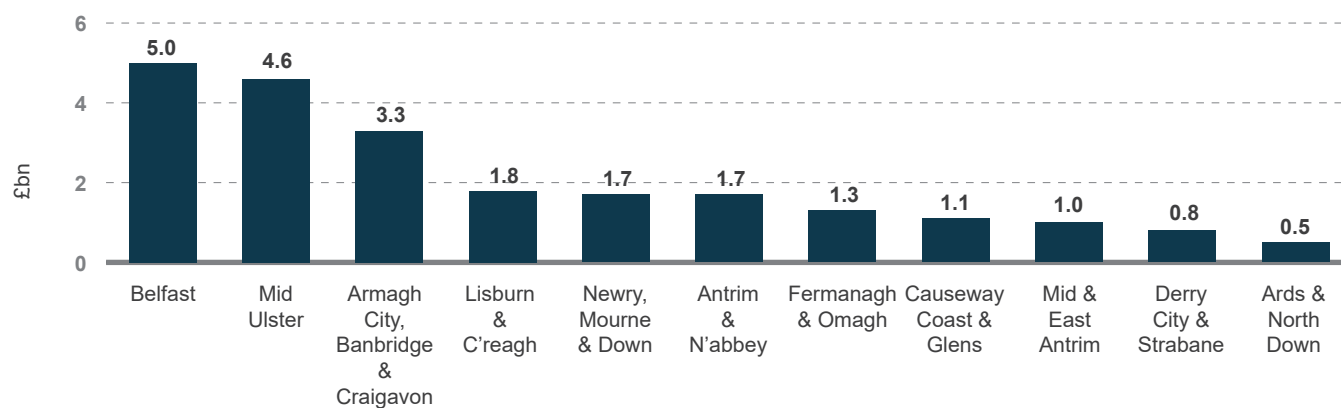
Sales by Company Size

2021



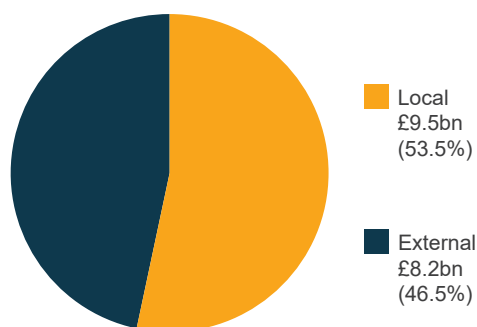
Sales by Council Area

2021

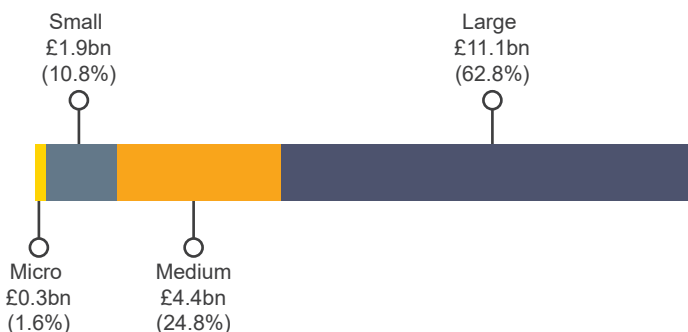


EXTERNAL SALES

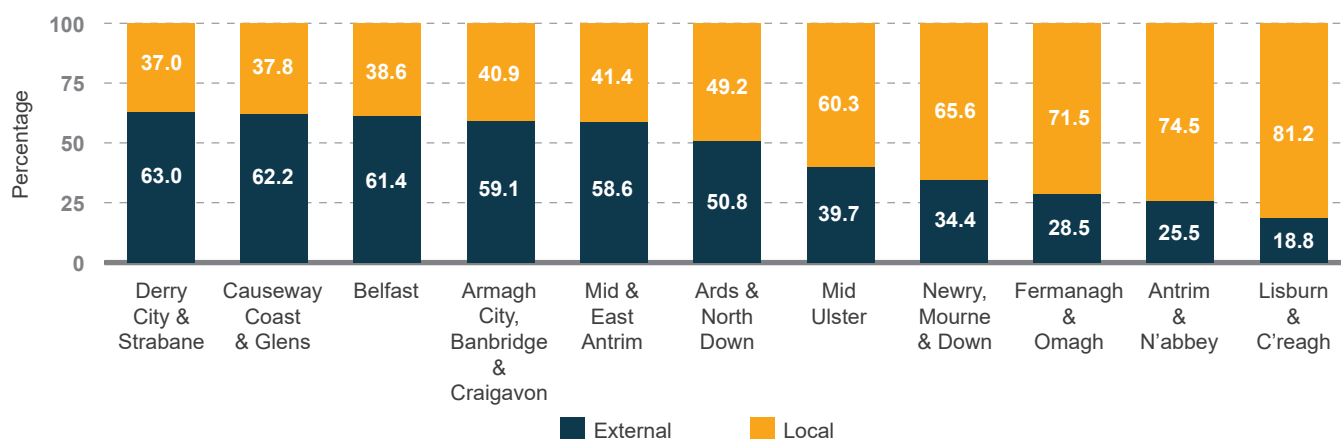
External Sales by Ownership
2021



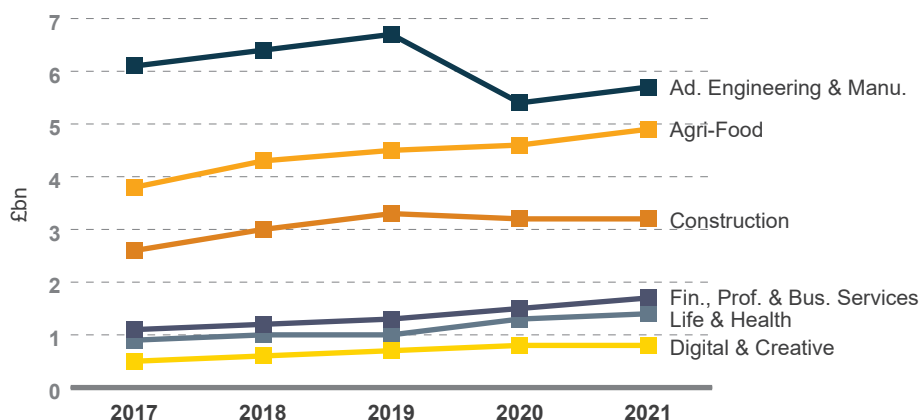
External Sales by Company Size
2021



External Sales by Council Area and Ownership
2021



External Sales by Sector
2017-2021



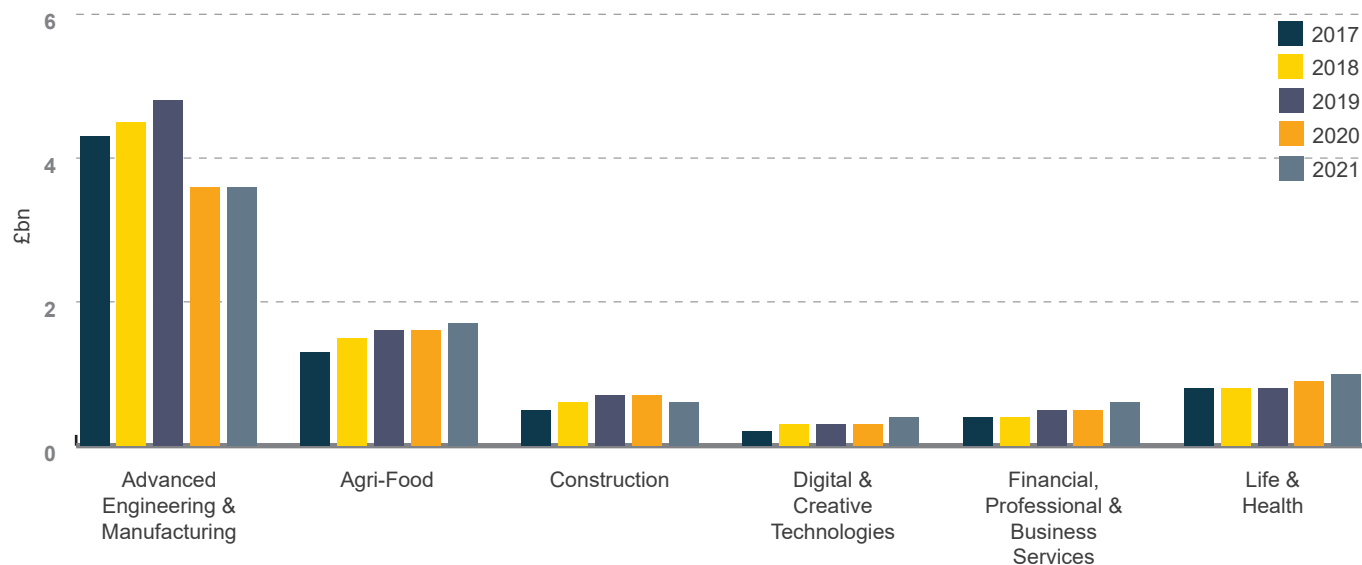
From 2017 to 2021 the Advanced Engineering and Manufacturing sector has been responsible for

36%
of all external sales

EXPORTS

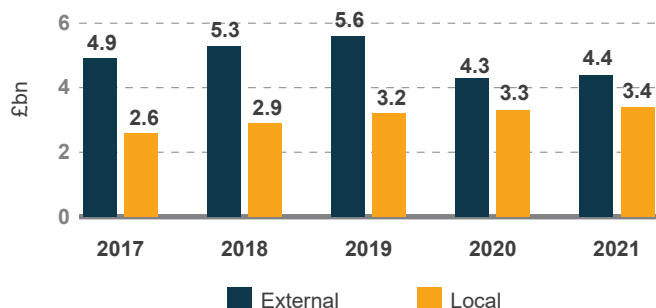
Exports by Sector

2017-2021



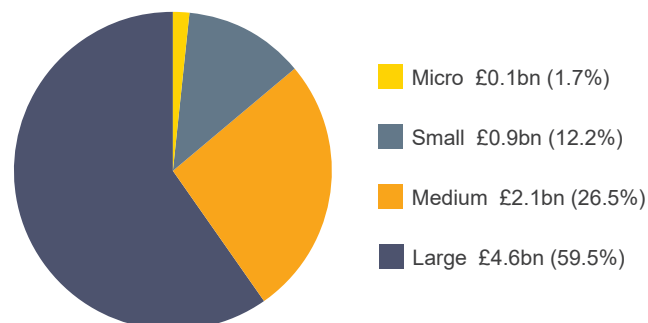
Exports by Ownership

2017-2021



Exports by Company Size

2021

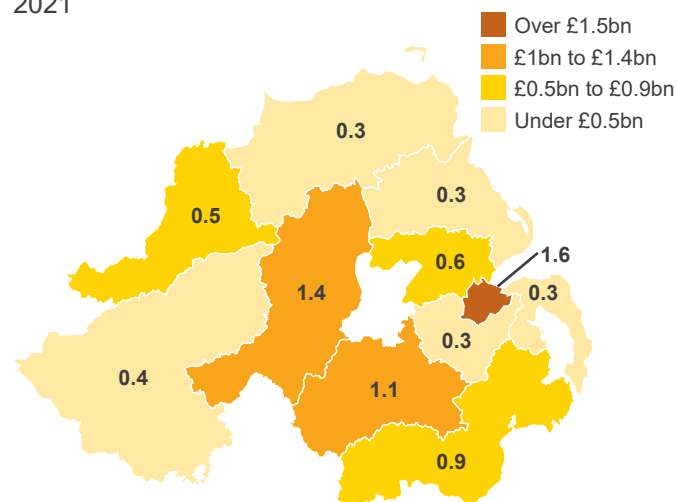


Fermanagh & Omagh
has seen the largest
percentage increase
in exports from
2017 - 2021

39%

Exports by Council Area

2021



BACKGROUND NOTES

Offer Activity Section

1. Offer Activity section is based on the 2017-18 to 2021-22 financial years. Key Performance Indicators section is based on the 2017 to 2021 calendar years.
 2. Total Investment is the amount that the business plans to invest in the local economy as a result of the support project – this includes Invest NI support offered.
 3. New Jobs Assisted relates to the number of new jobs that a business expects to create as a result of a project being fully implemented.
 4. Ownership refers to whether the business is locally or externally owned (at least 50% ownership outside NI) at the time when the offer was made.
 5. Council Area figures excludes support to other organisations such as External Delivery Organisations or universities which benefits businesses across Northern Ireland.
 6. Per Head figures are based on Adult Population from 2020 Mid Year Population Estimates.
 7. Company Size indicates whether a business is a small-to-medium enterprise (SME) with less than 250 employees or a large business with 250 or more.
- Invest NI revises performance data on a regular basis to ensure that it reflects implemented projects; therefore, data may differ to previously published information.

KPI Section

- The Invest NI KPIs are an annual survey of all account managed Invest NI clients. The survey collects both financial and full-time equivalent employment information to allow the organisation to gauge the performance of supported businesses.
- The 2021 KPI sampled 1,760 businesses.
- The KPI sample is constantly changing, as businesses fall on or off depending on their segmentation status at the time the survey is collected. Additionally, new to NI businesses will be included providing they have been trading for more than 18 months while businesses entering administration will be removed.
- The values in this document refer to the total value of employment, sales, external sales and exports recorded by all businesses on the KPI portfolio in each of the years referenced.
- Growth figures cover the period 2017 to 2021. However, they should not be interpreted as representing progress against business targets which are measured separately and using only those businesses present in two consecutive years.

If you would like further information please contact:

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corporate information