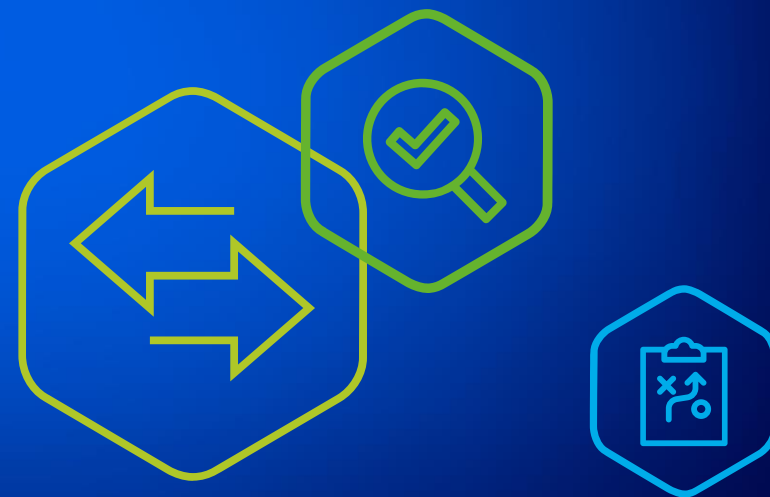


DUAL MARKET » **ACCESS**

MAXIMISING THE OPPORTUNITIES



WHAT IS DUAL MARKET ACCESS?

Northern Ireland is the only region in the world with Dual Market Access for goods to Great Britain (GB) and the European Union (EU).

That means businesses like yours can sell goods freely to both markets without restrictions such as customs checks, tariffs or regulatory barriers.



WHAT ARE QUALIFYING NORTHERN IRELAND GOODS?

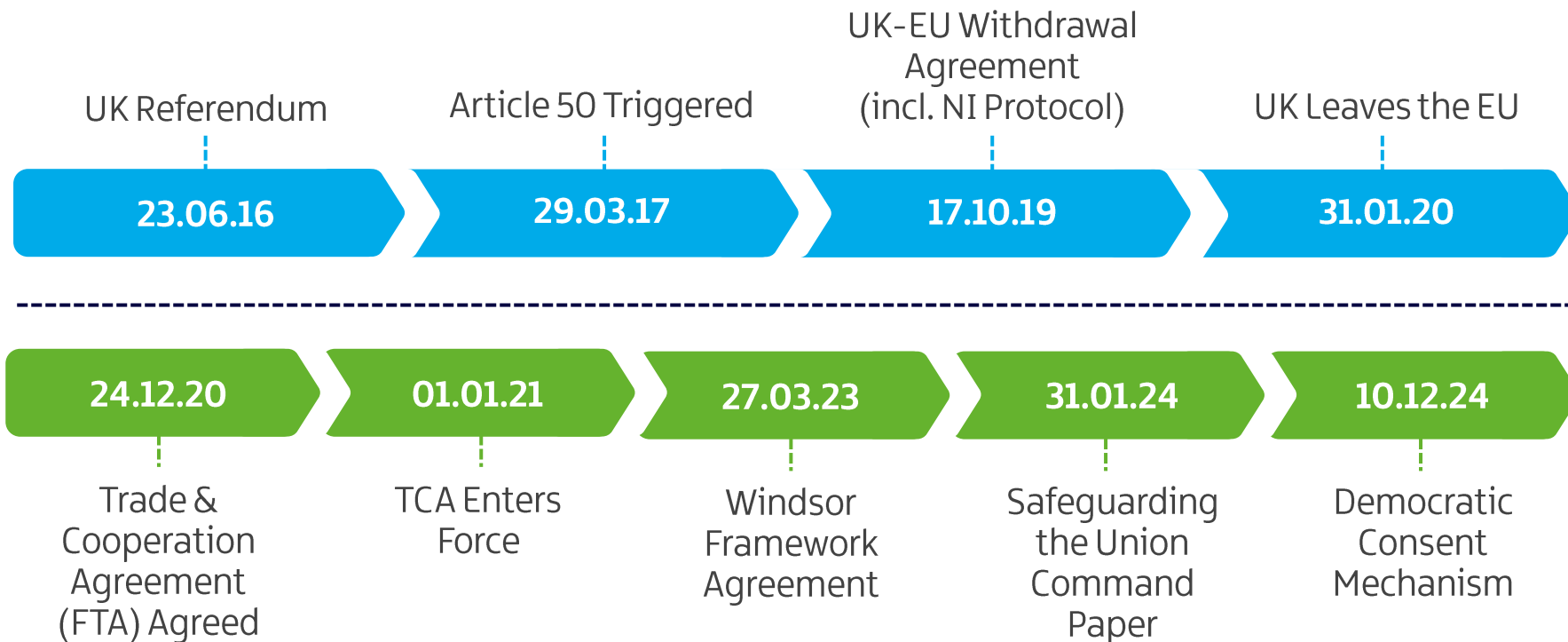
For unfettered access to Great Britain
they must be:

“Qualifying Northern Ireland Goods”.

This means the goods are in free circulation in Northern Ireland before they are moved from Northern Ireland to Great Britain (England, Scotland and Wales).



SO, HOW DID WE GET THIS ADVANTAGE?



HOW DOES THIS BENEFIT NI MANUFACTURERS?

Goods move freely from
Northern Ireland to GB:

England
Scotland
Wales

Population:
66.4m

Goods Imports 2023:
£581.3bn

Goods move freely to and from the EU:

Austria

Belgium

Bulgaria

Croatia

Republic of

Cyprus

Czech Republic

Denmark

Estonia

Finland

France

Germany

Greece

Hungary

Ireland

Italy

Latvia

Lithuania

Luxembourg

Malta

Netherlands

Poland

Portugal

Romania

Slovakia

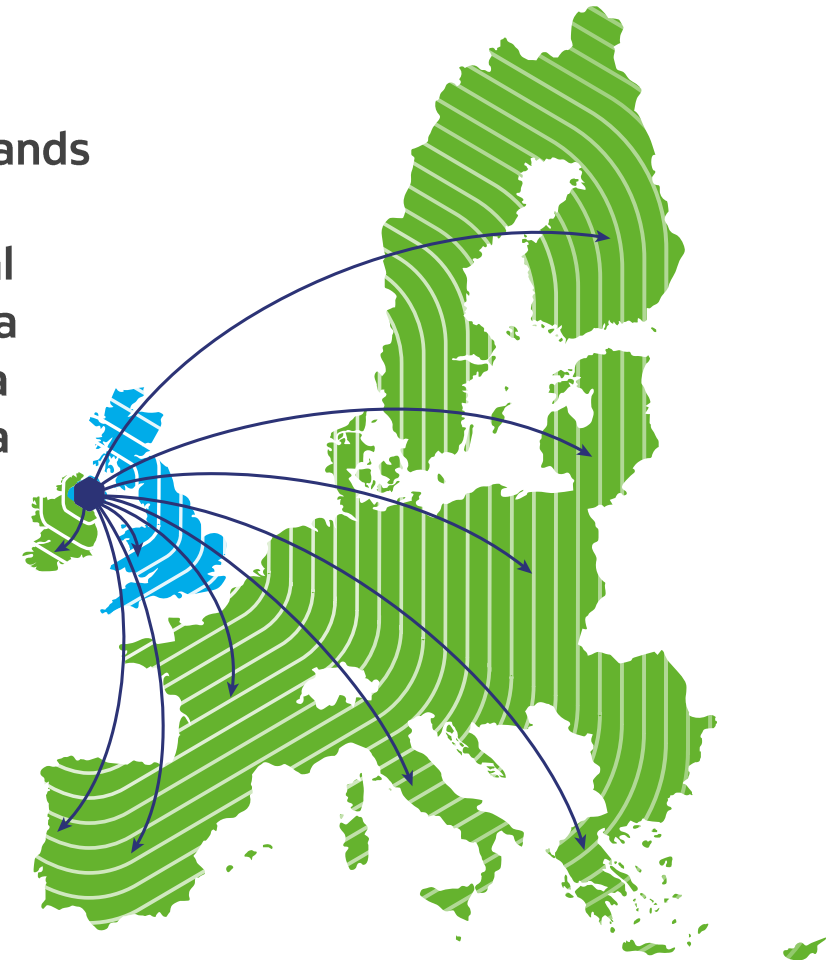
Slovenia

Spain

Sweden

Population: **448m**

Goods Imports 2023: **€6.53tr**



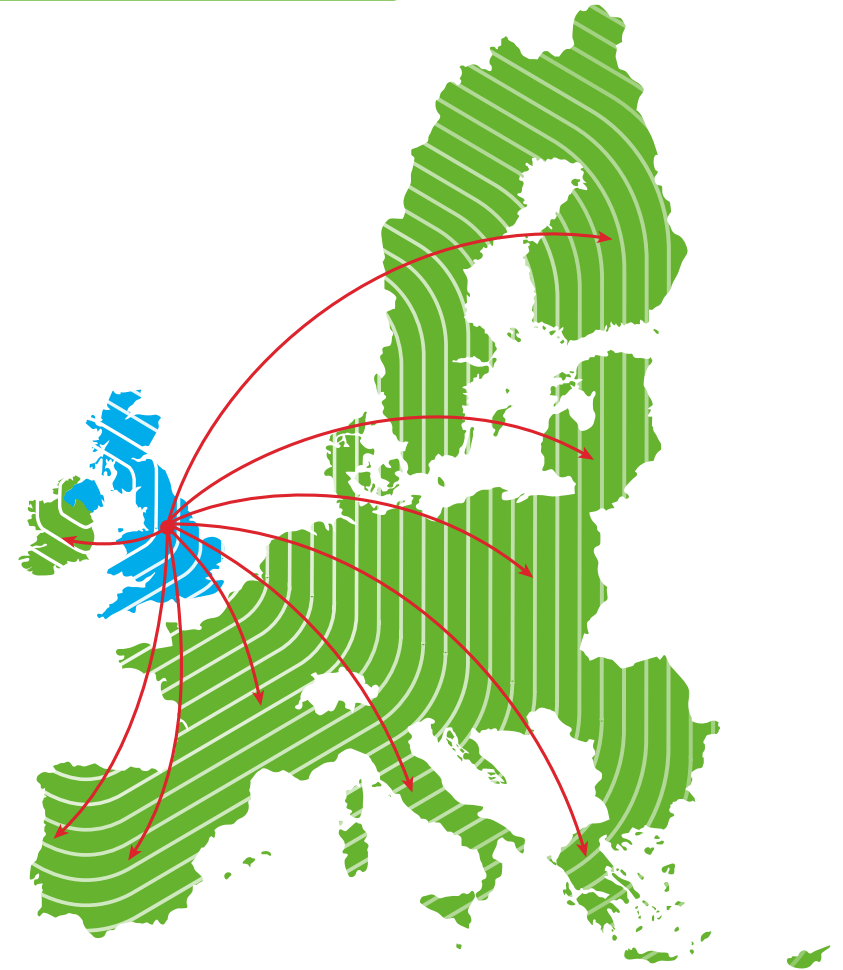
WHY EXPORTING IS MORE DIFFICULT FOR GB AND EU BUSINESSES TRADING WITH EACH OTHER?

Goods are traded between GB and the EU under either:





















- **World Trade Organisation Rules**
- **UK-EU Trade & Cooperation Agreement**

This means:

- **Customs declarations**
- **Regulatory checks**
- **Possible tariffs**
- **Possible origin certificates**
- **Costs!**



AT A GLANCE

Direct Movement of Goods from/to:	No Tariffs	No Customs Declarations	No Origin Requirements	No Additional Regulatory Approvals*
Northern Ireland to Great Britain				
Northern Ireland to European Union				
European Union to Northern Ireland				
Great Britain to European Union				
European Union to Great Britain				

*Exclusions apply



HOW DOES THIS BENEFIT NI BUSINESSES?

Unmatched market reach:

access to both the UK and EU,
reaching over 500 million people.

No trade barriers: avoid tariffs,
customs checks and extra costs.

Competitive advantage:

faster, cheaper and easier trade
than GB or EU rivals.

Growth potential: NI exports to
the EU are rising, unlike the rest
of the UK.

Stronger supply chains:

seamless trade makes NI
a top choice for buyers.

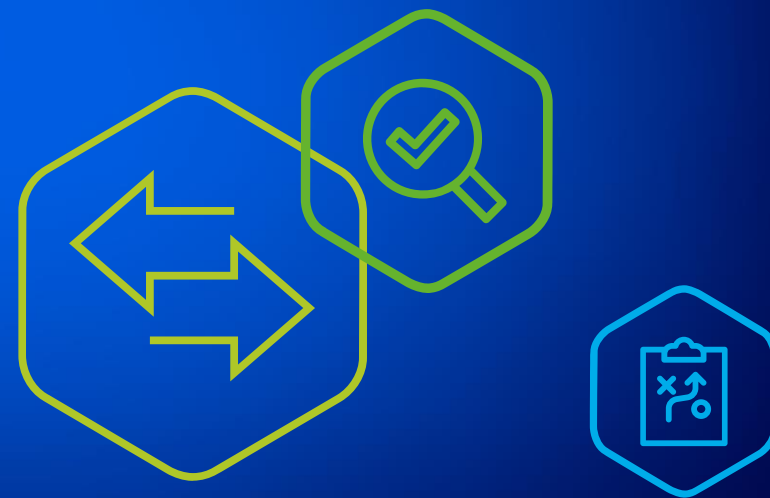
Investment magnet: a prime
location for businesses looking
for a competitive edge.



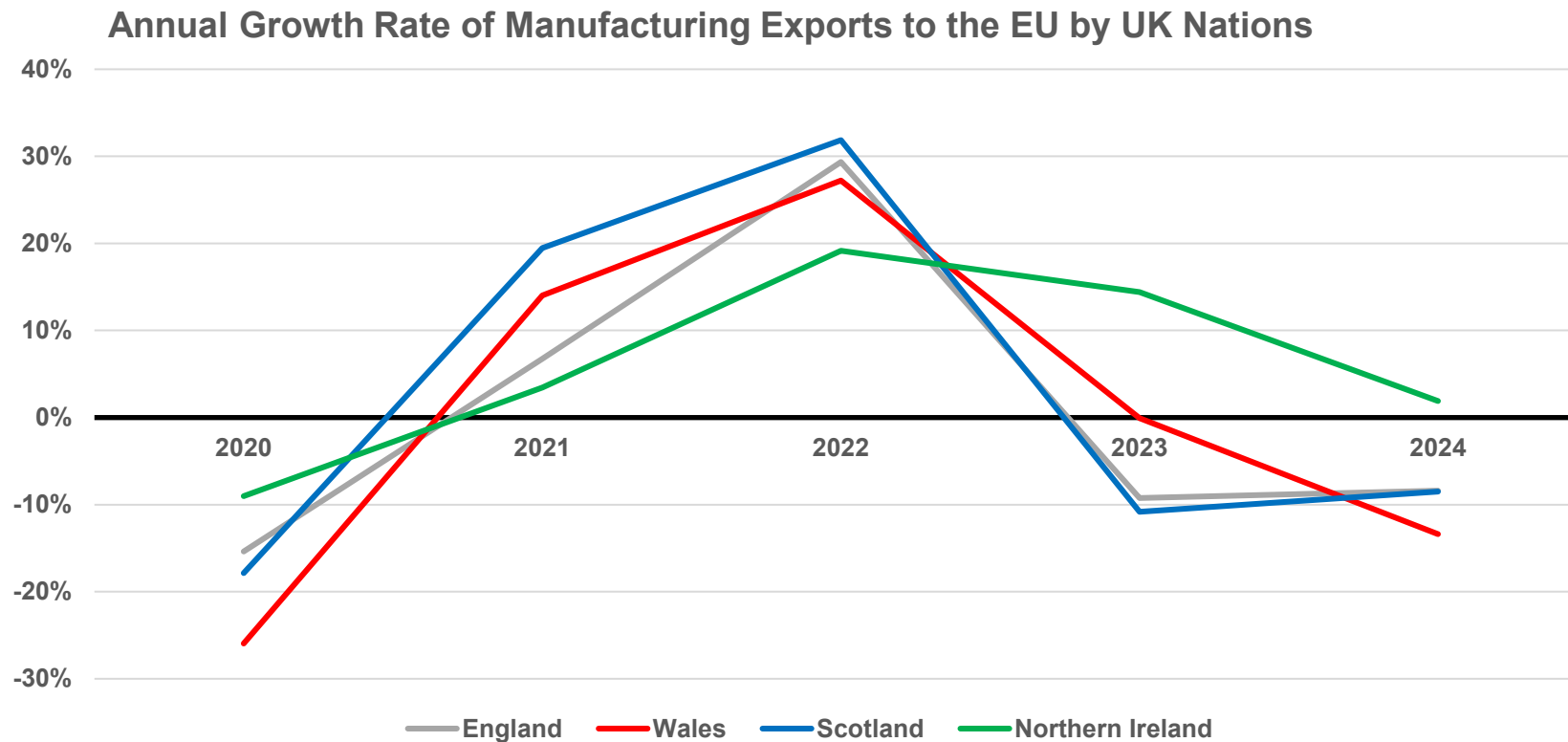


DUAL MARKET ACCESS

SO, HOW IS THIS AFFECTING
TRADE RIGHT NOW?



UK REGIONS MANUFACTURING EXPORTS TO THE EU



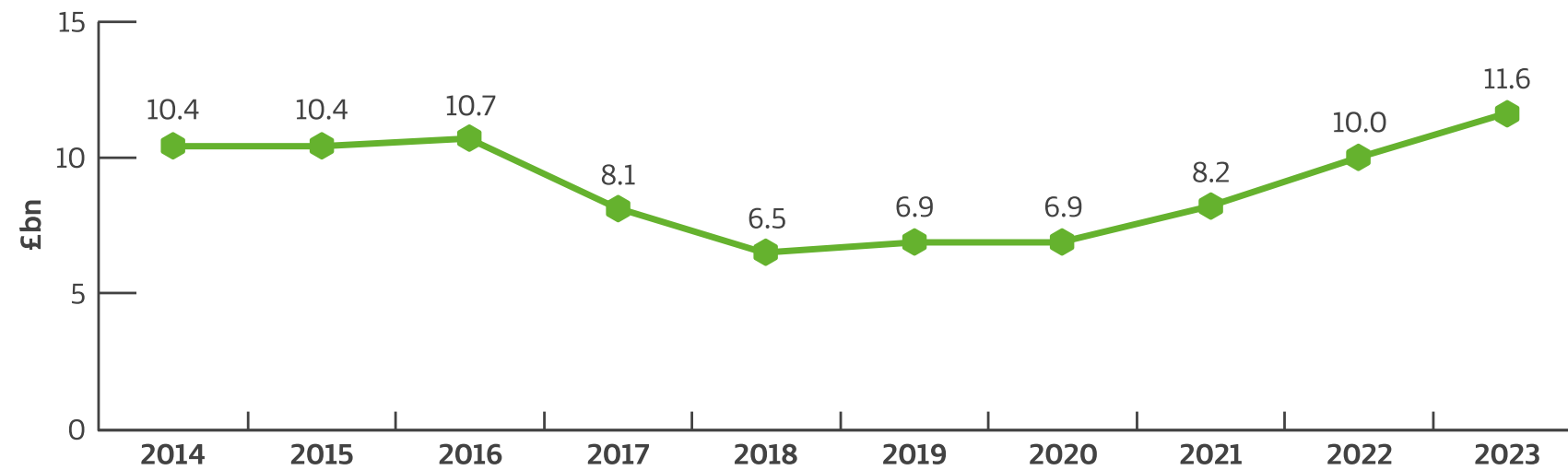
NI was the only UK region to grow manufacturing exports to the EU in 2023 and 2024.



MANUFACTURING

SALES TO GB

Sale of Goods to GB 2014-2023



GROWING COST OF EXPORTING FROM GB TO EU



Borderlex

News and analysis
on trade policy in Europe

One in five UK exports to EU face tariffs despite trade agreement
13/02/25

Nearly one-fifth of all British exports to the European Union were charged tariffs, according to the latest figures available.

A common reason why goods are traded on a non-preferential basis is inability to comply with the applicable rules of origin.

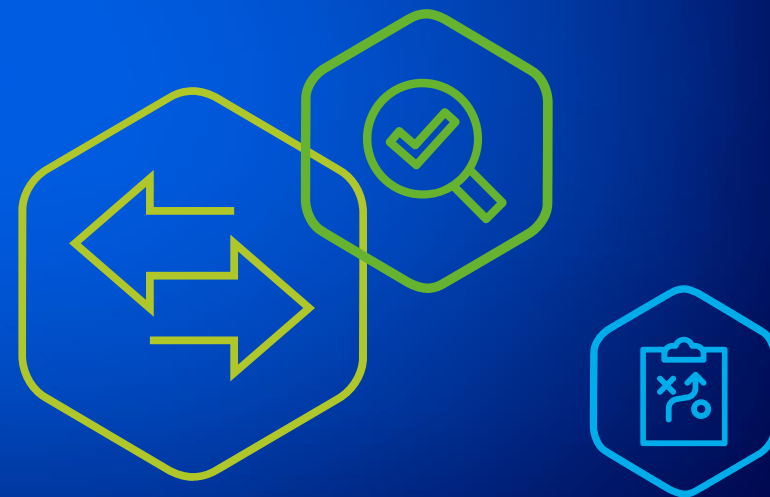
Source: <https://borderlex.net/2025/02/13/one-in-five-uk-exports-to-eu-face-tariffs-despite-trade-agreement/>





DUAL MARKET » **ACCESS**

WHAT COULD THIS ALL MEAN
FOR YOUR BUSINESS?



QUESTIONS FOR NI MANUFACTURERS

- Who are your GB and EU competitors?
- Who else is supplying your GB and EU customers?
- What is your USP?
- Are your customers and suppliers aware of your DMA position?
- If you're already exporting to an EU country (e.g. Ireland) have you considered other EU countries?
- How can you take advantage of free market access to 27 countries and 3 UK nations to grow your business?



QUESTIONS FOR EU AND GB BUYERS

- Are they aware goods manufactured in Northern Ireland move freely to GB and the EU?
- Are EU buyers aware of Northern Ireland's position and how it allows for free market access?
- Could there be benefits to reviewing supply chains?



SHOULD INTERNATIONAL MANUFACTURERS CONSIDER SETTING UP IN NI?

There's a huge opportunity on offer for inward investors.

On top of all the benefits Northern Ireland already offers as a manufacturing location, we now have unbeatable market access for goods manufactured here, giving investors a unique competitive edge.

- GB manufacturers gain unrestricted access to the EU single market for goods
- EU manufacturers gain frictionless access to the UK internal market – the 6th largest economy in the world. As NI aligns with EU regulations, EU manufacturers will be familiar with and compliant with these requirements



CASE STUDY

EXACT GROUP, NEWRY

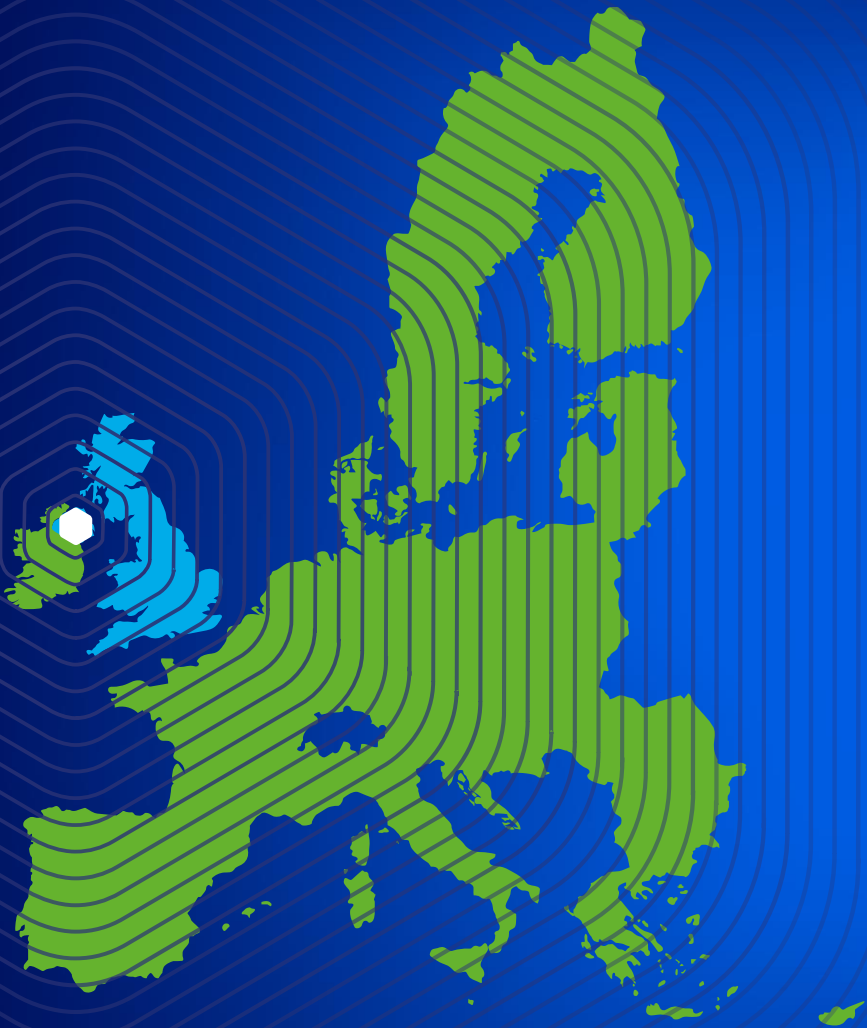
- 11 years in business
- Specialises in contract manufacturing, fabrication, and powder coating
- Key customers in aerospace, defence, and medical equipment
- 233% growth over the past few years
- Increased demand from companies restructuring supply chains to simplify the movement of goods
- Now at capacity due to high demand



INVEST NI

EU LOCATIONS





DUAL MARKET » **ACCESS** **YOUR COMPETITIVE** **ADVANTAGE**

www.investni.com/dualmarketaccess

