Invest Northern Ireland

Trade Data Sources
2023

Sources: UK Regional Trade in Goods Statistics
NI Economic Trade Statistics, NISRA
Key Performance Indicators, Invest NI

UK Regional Trade in Goods	NISRA (Northern Ireland Statistics and Research Agency)	Invest Northern Ireland
Regional Trade Statistics	**NI Economic Trade Statistics**	**Key Performance Indicators**
Quarterly 2013 - 2023	Annually (calendar year) 2011 - 2022	Annually (calendar year) 2013 - 2022
• Exports	• Exports • External sales • All sales	• Exports • External sales • All sales
approx. **8,000** businesses export from NI	**12,002** businesses export from NI **15,151** businesses sell outside NI	**1,364** INI account managed/entry businesses export from NI **1,495** INI account managed/entry businesses sell outside NI
Goods (UK Regional Trade Statistics do not cover services exports)	Production, construction & services sectors, excluding financial, public & farming	All sectors
99 individual markets plus grouped regions	62 individual markets plus grouped regions	67 individual markets plus grouped regions
Coverage	**Coverage**	**Coverage**
✗ GB ✓ RoI ✓ EU 27 (excl RoI) ✓ RoW	✓ GB ✓ RoI ✓ EU 27 (excl RoI) ✓ RoW	✓ GB ✓ RoI ✓ EU 27 (excl RoI) ✓ RoW

Notes:
- UK Regional Trade Statistics (RTS) records exports based on the country of ultimate destination however there is an unquantified issue where exports may be assigned to point of dispatch/arrival rather than final country to which goods are being sold i.e. 'The Rotterdam effect'.
- UK RTS exports are assigned to sectors using the Standard International Trade Classification (SITC) system, NISRA uses the Standard Industry Classification 2007 (SIC 07) and Invest NI uses both SIC 07 and an organisational reporting system: SITC and SIC are not comparable.
- Invest NI KPIs allow access to individual business data (for operational purposes only) and can also be used for sub-regional reporting.

External Sales = sales outside of NI. **Exports** = sales outside of UK.