

Invest Northern Ireland

Supporting Trade



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Invest Northern Ireland

Invest
Northern
Ireland

The logo for Invest Northern Ireland, featuring a stylized white flower or sunburst icon with eight petals.

Northern Ireland Life and Health Sciences Sector



250+ Companies

Employment 8,400

LHS average salary well above the private sector median

2% of private sector employment in NI

2018 Turnover £1.1b

80% in Pharma & Diagnostics

10% in Medical Devices

10% Health & Wellbeing

LHS Sector accounts for 10% of NI Exports

65% of all LHS revenue is exports

Exports growing at 8% per annum

NI companies exporting to over 140 countries



Academia

Research Infrastructure

1000+ researchers in Centres of Excellence

HERD LHS Funding - £175m

16,000 Students studying LHS subjects

4000 LHS Graduate per annum



Health

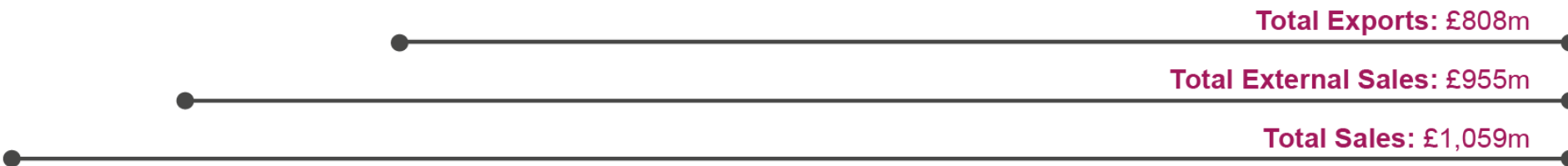
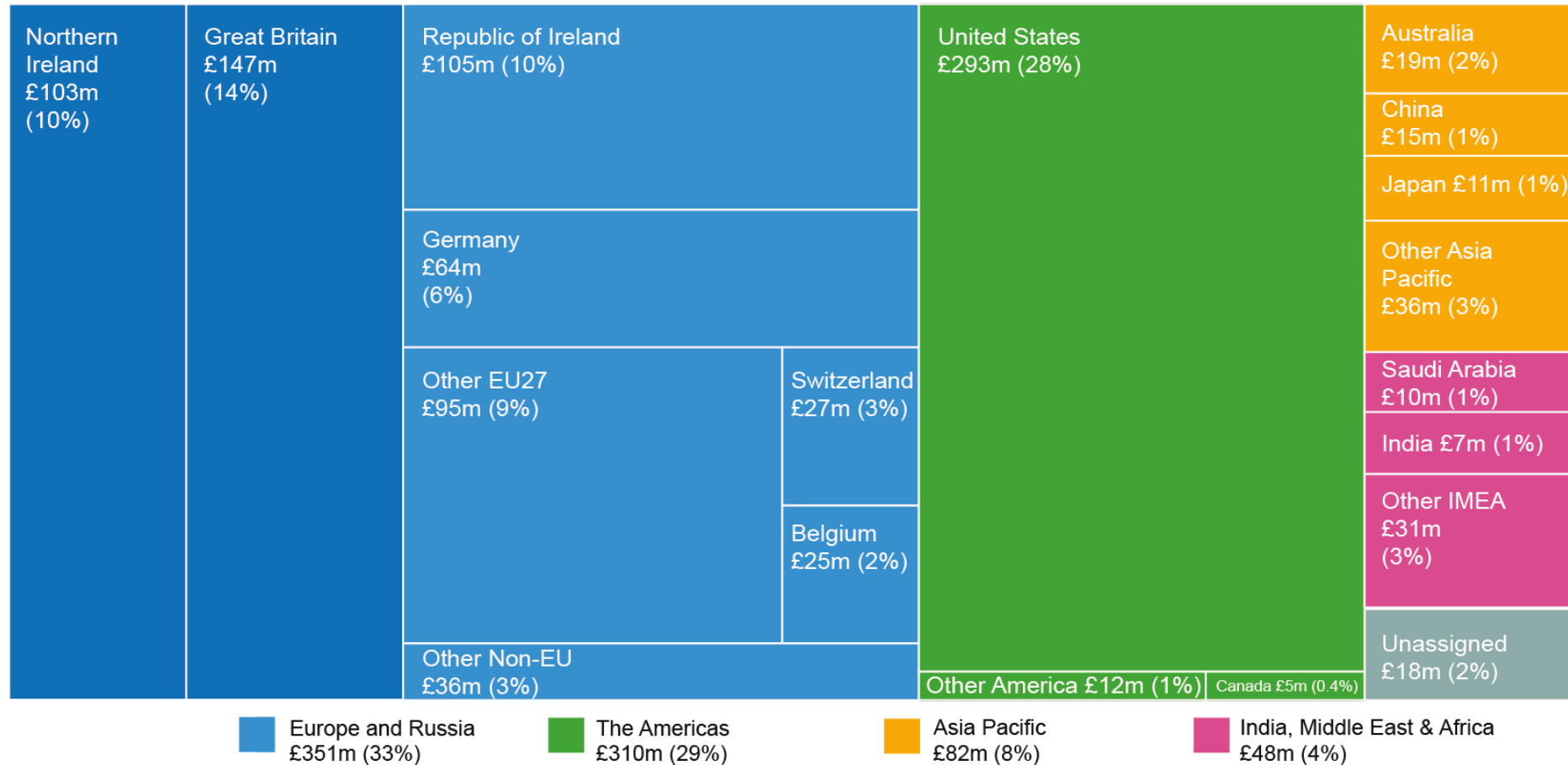
NI Health Services

66,000 employees

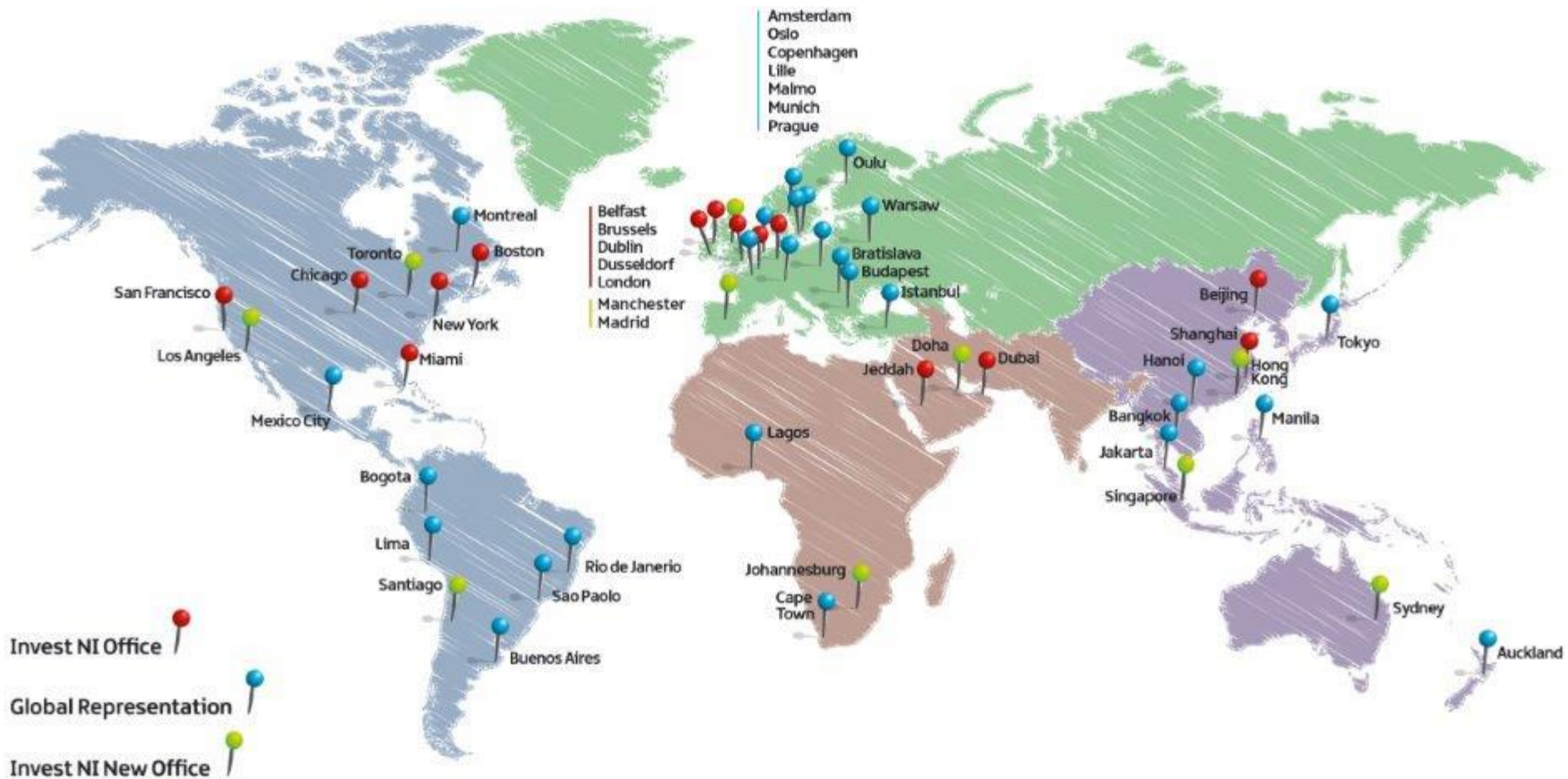
Budget - £4.8bn

R&D Spend - £15m

Sales by Market Destination



Invest NI – International Office network



How we can help

- Thinking about exporting
- Carry-out market research
- Develop an export strategy
- Practical export skills workshops
- Research competitors and markets
- Take part in market visits



Early Stage Exporters and Capability Support

Practical Export Skills Workshop
Spring/Summer 2019



Trade Advisory Service
GB/RoI



Going Dutch Programme



Pitch Optimisation Programme



Grow Beyond Programme



GRADUATE TO EXPORT



Targeting Markets

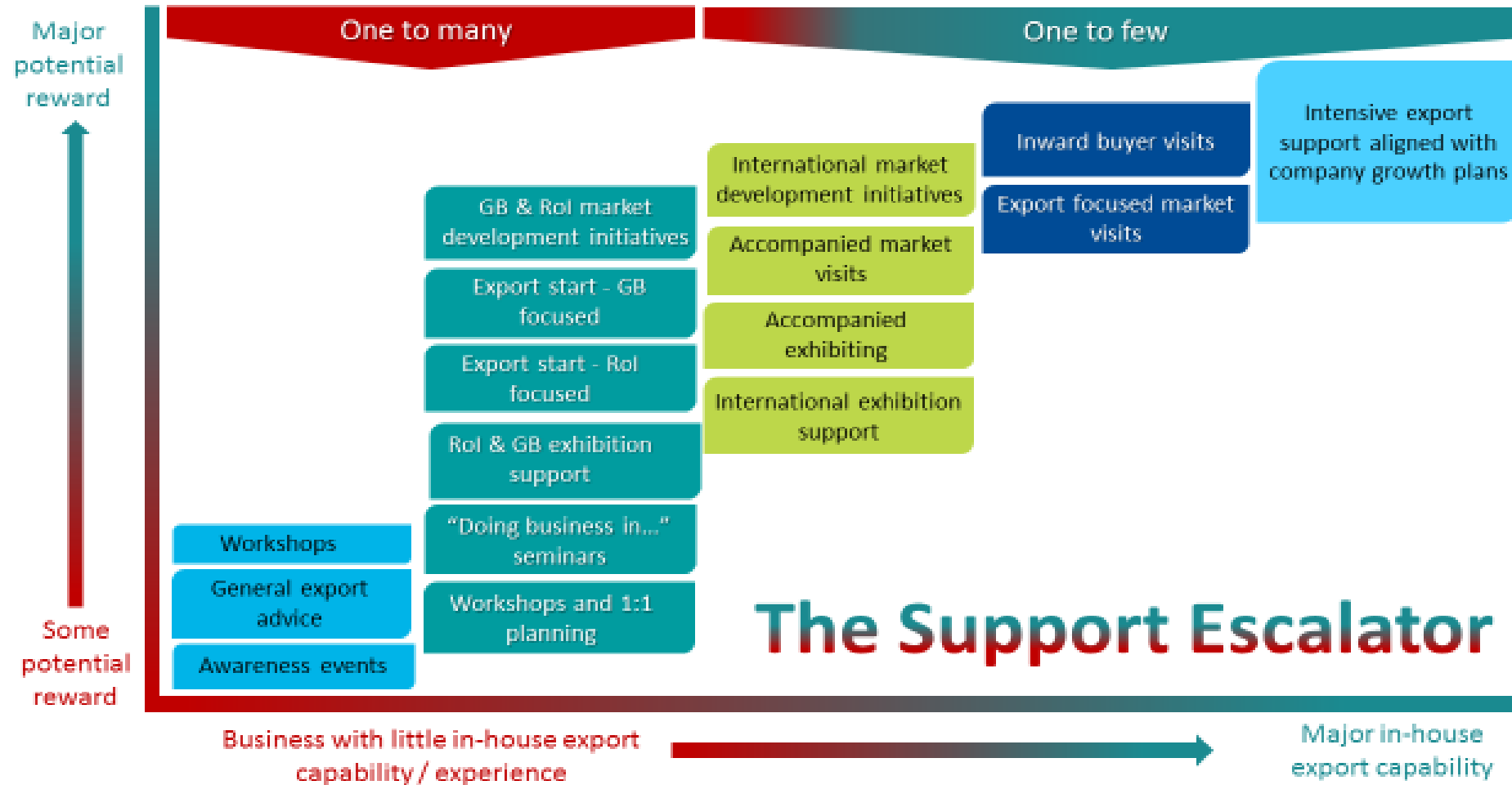
Grow Beyond - First Time Exporter Programme

The First Time Exporter Programme offers Invest NI customers targeting the Republic of Ireland or Great Britain:

- 3 workshops including Targeting and researching your Export Market, Considerations for Developing Your Market, Distribution Channels & Partners.
- 5 days 1-1 mentoring
- Support to develop a Trade Action Plan
- Support towards Export Market Visits



Invest NI Trade Support



Life & Health Sciences Sector Trade Event Calendar

Event	Date
Medica	18 th - 21 st November 2019
Arab Health	27 th - 30 th January 2020
HIMSS	9 th - 13 th March 2020
China BIO	May 2020
BIO USA	June 2020
HIDA	September 2020
BIO Europe	November 2020

Working with Partners

