

ENTERPRISE IRELAND

Where innovation means business



About Enterprise Ireland



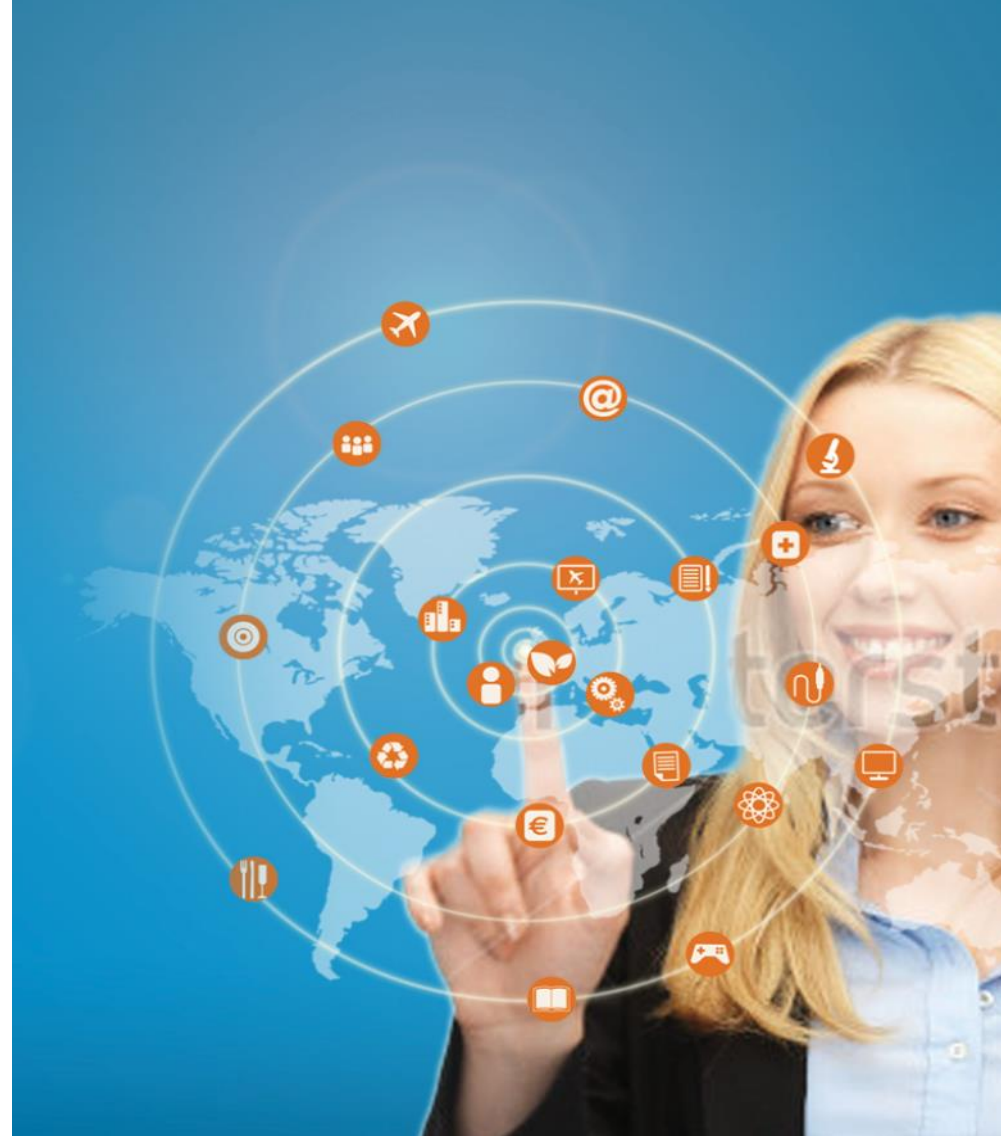
Enterprise Ireland

- Government agency responsible for supporting Irish businesses in the manufacturing and internationally traded service sectors
- €343M Annual Budget
- International network of 33 overseas offices
- 5,000+ client companies (Approx. 200 Large companies)
- Innovation activities across all Irish industry (Micro SME, SME, Large Indigenous, Foreign MNC)
- Supporting high growth industries including Food, Lifesciences, Construction, Medical technology, Agricultural technology and international financial services



Our Vision

Irish business becomes a powerhouse of economic growth and job creation



Why our vision matters

- Our actions will create **40,000+ new jobs** in Irish businesses by year end 2016
- The impact of this employment will translate into spending in the Irish economy of c. **€20bn annually**
- Enterprise Ireland will lead the drive to increase total exports from €17bn to €22bn by 2016, an **increase of €5bn**
- We will help more than **550 new** internationally focussed businesses to get started
- Through our innovation strategy, **330 new technologies** will be transferred to industry by 2016
- Beyond 2016, the targeted uplift in indigenous exports is projected to result in exports increasing by **€10bn to €27bn**, by 2020



Enterprise Ireland Strategy



The four pillars of Enterprise Ireland strategy 2015 - 2018

START



INNOVATE



SCALE



ANTICIPATE





START

Driving Ireland's national entrepreneurship performance, helping more entrepreneurs than ever before - backing entrepreneurs with big ideas



INNOVATE

Shaping and developing Ireland's research capabilities to meet business needs



SCALE

Backing businesses with big ambition to build scale in international markets



ANTICIPATE

Playing the long-game, putting in place the building blocks of future competitive advantage



Key pillars of support

1. Start-up

Consistent supports for micro-enterprise across all regions to increase the number of start-ups & those that achieve scale

2. Innovation

Innovation to help Irish companies develop a competitive edge & ROI on state investment in research

3. International Scale

Exports as a key engine of growth
Build in-company capability to scale

4. Competitiveness

Establish competitive positions in technology, sectors, and high growth markets



Enterprise Ireland Supports

- **FUNDING** – to support growth
- **EXPORT ASSISTANCE** – to develop international sales
- **MARKET-LED RESEARCH & INNOVATION** – to develop competitive edge
- **MANAGEMENT DEVELOPMENT SUPPORTS** – to develop leadership skills
- **INTERNATIONAL INTRODUCTIONS** to global buyers & partners – to open doors of opportunity for Irish companies in global markets



START

- 105 new high potential start ups supported by Enterprise Ireland in 2015
- We will work intensely with 300 new high potential start-up businesses to accelerate their international growth in 2016
- ‘Start in Ireland’ agenda overseas
- Competitive Start Funds & Competitive Feasibility Funds
- Broader remit – Local Enterprise Offices nationwide



Ambitious Irish Female Entrepreneurs

- 'Ambitious Women' program
- Targeted Competitive Feasibility Fund
- 61 investments in new start-ups led by female entrepreneurs in 2015





INNOVATE

- Companies engaging in R&D perform better
- Enterprise Ireland drives the capacity of Irish companies to deliver innovation
- Fed by graduates and talent
- Access to significant international innovation funds
- Progress in commercialisation outputs



Innovation Approach 2015

- 86 R&D approvals of more than €100k for client companies
- €135m secured in Horizon 2020 funding
- 875 collaborative innovations between industry and third level
- 100 technologies with market potential licenced to companies in Ireland
- 11 HPSUs from research
- €35m new dairy processing technology centre





- Growing sales is the solution
- Fast-growing firms deliver more jobs
- Leadership and management development strongly supported by Enterprise Ireland
 - Leadership for Growth
 - International Selling Program
 - Accelerated Growth Engagement Programme
 - Access Silicon Valley



Internationalisation in 2015

- 1,239 new and significant contracts secured overseas with EI assistance
- 45 new first time exporters to high growth markets
- 428 new overseas presences established
- 1,064 international buyers were brought to Ireland by EI and 121 international trade missions and knowledge events were organised
- 1000+ CEO's and managers participated in EI leadership and management programmes





ANTICIPATE

- Creating building blocks of future competitive advantage
- Investing in High Growth Markets (HGMs) of great potential such as South Africa, United Arab Emirates, Qatar, ASEAN, China, India, Brazil and Western Australia
- Development of 'foresight strategies' on key sectors
- Building capability around technology adoption, in key disruptive technologies such as Mobile Internet, Cloud Technology, Internet of Things, 3D Printing
- Working at regional level to strengthen the regional business platform



Anticipating the future

- In 2015 Ireland became the 7th most popular study abroad destination for US students
- Ireland is now ranked Number 3 globally for seed investment
- New Food FDI investments into Ireland – Edlong and Amazon



Results 2015



Results 2015

- 21,118 new jobs created in total by Enterprise Ireland supported companies
- 10,169 net jobs created when job losses are taken into account
- 192,223 people employed by Enterprise Ireland supported Irish companies
- 64% of net new jobs created outside Dublin
- Key performance sectors: Technology, Business process outsourcing, Agri-tech



What success looks like

- Irish enterprise is a 'powerhouse' of economic growth
- Working with wider range of startups (550 new start-ups) to create and estimated 5,000 jobs within 5 years
- More Irish businesses, achieving a 50% increase in the number of start-ups that achieve sales milestones of €1m and €3m
- New cohort of Irish companies of scale, as a key engine of growth
- Irish companies dominating in niche sectors globally
- Foresight strategies and clusters of sectoral excellence such as digital media, cloud computing, mobile applications, medtech, e-health, cleantech, complex manufacturing
- Half the exports gains achieved in high growth markets – China, India, Russia, Asia
- Employment growth across all regions – regional plans, creation of regional clusters of strength that build on local capabilities and strengths



Success in 2015

- Newsweaver creating 60 new jobs in Cork
- Glanbia opened 3 new facilities in Cavan and Kilkenny
- ICON plc will create 200 new jobs in Limerick and Dublin
- Movidius raised US\$40m led by Summit Bridge Capital
- PMD solutions to receive €4.2m in Horizon 2020 funding



Success in 2015

- Voxpro announced 400 new jobs in Cork
- EI investing €1m in expansion in Perigord Premedia
- EPS announced €3m investment in new water expertise design
- Largest start-up investment, the East Coast Bakehouse in Drogheda starts construction
- Lakeland dairies €36m expansion in Cavan

