

# Northern Irish Trade Performance and External Sales Activity 2014–2020: Appendices

*using NISRA's BESES and NIABI datasets*



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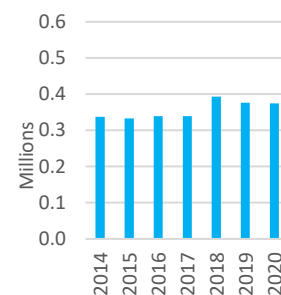
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# Appendix 1: Summary statistics at NI level

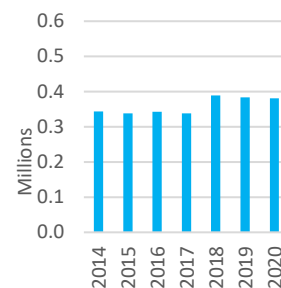
**Table A1.1 WQ050: Total employees, 2014–2020 (No.)**

	2014	2015	2016	2017	2018	2019	2020
Total ('000)	337	333	339	339	393	377	375
Mean	45	48	56	59	61	65	60
SD	215	223	242	254	245	255	239
Missing	0	0	0	0	0	0	0
Observations	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros	1,426	1,342	982	1,039	915	809	942



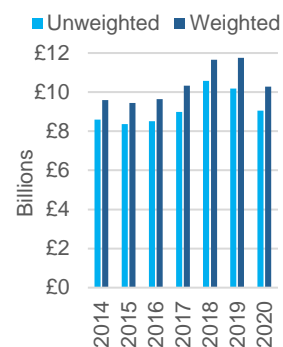
**Table A1.2 WQ059: Total employment, 2014–2020 (No.)**

	2014	2015	2016	2017	2018	2019	2020
Total ('000)	343	338	343	338	389	384	381
Mean	46	48	57	59	61	67	61
SD	215	223	242	253	241	260	243
Missing	-	551	482	412	430	361	-
Observations	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros	387	283	284	227	223	177	200



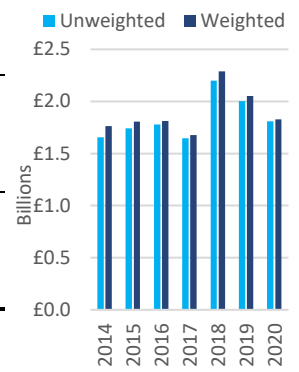
**Table A1.3 WQ110: Total exports value, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	8,597,274	8,365,878	8,505,736	8,991,581	10,576,011	10,175,344	9,053,518
Mean (£'000)	1,155	1,195	1,407	1,574	1,650	1,764	1,443
SD (£'000)	13,102	13,735	15,470	15,788	16,056	16,764	14,229
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,134	4,886	4,107	3,734	3,805	3,586	4,033
Weighted total (£'000)	9,589,196	9,439,807	9,639,128	10,323,427	11,662,456	11,756,233	10,277,494



**Table A1.4 WQ111: Export of goods to the REU**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,656,697	1,742,128	1,778,882	1,646,806	2,199,846	2,003,649	1,809,771
Mean (£'000)	223	249	294	288	343	347	289
SD (£'000)	3,321	3,978	4,785	4,212	4,632	4,539	3,902
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,976	6,552	5,613	5,281	5,545	5,114	5,641
Weighted total (£'000)	1,764,706	1,807,430	1,814,023	1,676,461	2,287,749	2,052,543	1,828,203



**Oddities:** Any material difference with weighting – investigations show:

- 2014 – 7,445 observations – 469 > 0 (8.7%) – 149 considered outliers
- 2015 – 6,999 observations – 447 > 0 (6.4%) – 145 considered outliers
- 2016 – 6,044 observations – 431 > 0 (7.1%) – 163 considered outliers
- 2017 – 5,713 observations – 432 > 0 (7.6%) – 179 considered outliers
- 2018 – 6,409 observations – 864 > 0 (13.5%) – 234 considered outliers
- 2019 – 5,770 observations – 656 > 0 (11.4%) – 172 considered outliers
- 2020 – 6,274 observations – 633 > 0 (10.1%) – 163 considered outliers

Given the low number of companies reporting this variable, with around a quarter of those considered to be outliers, it is not surprising that the weighted totals are not dissimilar to the unweighted ones.

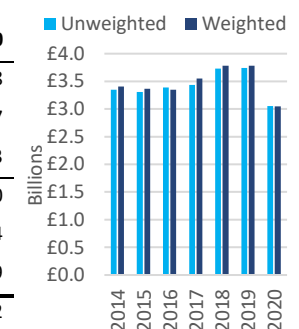
**Table A1.5 WQ112: Export of goods outside the UK**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	7,283,693	6,609,449	7,419,641	7,231,644	8,702,834	8,288,521	7,109,581
Mean (£'000)	978	944	1,228	1,266	1,358	1,437	1,133
SD (£'000)	12,596	12,744	15,574	14,772	15,008	16,019	13,777
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,810	5,486	4,724	4,390	4,414	3,904	4,434
Weighted total (£'000)	7,951,865	7,346,754	8,129,865	8,095,507	9,186,043	9,202,608	7,769,406



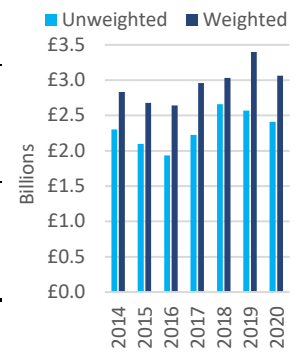
**Table A1.6 WQ113: Export of goods to the ROW**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	3,348,254	3,309,338	3,386,649	3,432,137	3,729,274	3,742,009	3,054,828
Mean (£'000)	450	473	560	601	582	649	487
SD (£'000)	9,930	9,965	10,975	10,732	10,667	12,115	10,253
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,009	6,610	5,667	5,325	5,596	5,161	5,699
Weighted total (£'000)	3,407,623	3,365,142	3,349,583	3,548,125	3,779,395	3,781,360	3,049,322



**Table A1.7 WQ114: Export of goods to the ROI**

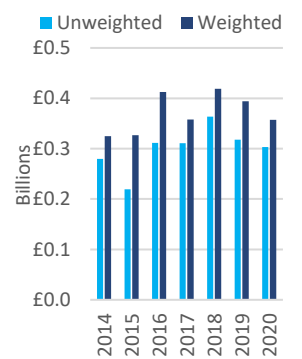
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	2,302,147	2,098,092	1,933,974	2,223,300	2,659,715	2,569,703	2,410,195
Mean (£'000)	309	300	320	389	415	445	384
SD (£'000)	3,039	3,005	2,643	3,137	3,154	3,192	2,573
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,898	5,568	4,806	4,464	4,591	4,280	4,790
Weighted total (£'000)	2,831,926	2,678,697	2,644,148	2,957,380	3,030,106	3,400,093	3,065,756



**Oddities:** In 2018 the unweighted value increases but the weighted value uplift seems small relative to the weight difference report in other years. In 2018 there are 6,409 observations. Of these 4,591 returned 0 in the survey. Of the remaining 1,818 returns - 756 were allocated weights > 1, 567 were allocated weights equal to 1 and 495 were allocated weights <1. Perhaps small weights are being applied to large, returned figures and vice versa.

**Table A1.8 WQ115: Export of services to the REU**

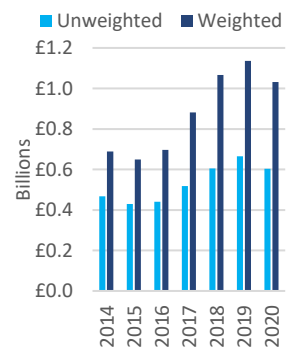
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	279,682	<b>219,328</b>	311,192	310,772	363,352	317,763	302,987
Mean (£'000)	38	31	51	54	57	55	48
SD (£'000)	699	593	809	1,040	800	806	794
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,195	6,778	5,798	5,466	5,893	5,432	5,906
Weighted total (£'000)	325,113	326,624	412,296	357,836	418,940	394,262	357,272



**Oddities:** The unweighted amount for 2015 suggests this variable is understated relative to the overall trend.

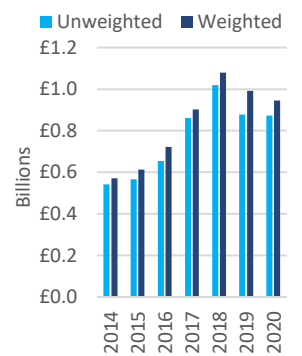
**Table A1.9 WQ116: Export of services to ROI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	468,169	429,919	441,178	518,389	605,009	664,469	603,178
Mean (£'000)	63	61	73	91	94	115	96
SD (£'000)	603	574	556	687	673	1,091	947
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,612	6,253	5,315	4,944	5,172	4,835	5,277
Weighted total (£'000)	688,368	649,632	697,168	882,133	1,066,900	1,136,740	1,031,369



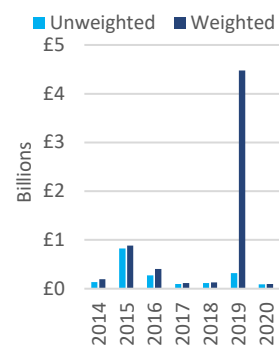
**Table A1.10 WQ117: Export of services to ROW**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	542,326	567,073	653,860	860,176	1,018,815	877,751	872,558
Mean (£'000)	73	81	108	151	159	152	139
SD (£'000)	1,649	2,027	2,332	2,801	3,025	2,506	2,457
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,193	6,782	5,805	5,459	6,012	5,469	5,922
Weighted total (£'000)	571,460	612,283	721,910	901,492	1,079,367	991,236	945,572



**Table A1.11 WQ118: Freight and insurance costs associated with exports**

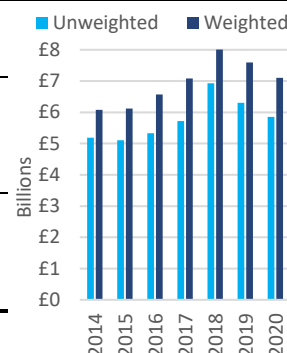
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	135,410	827,861	275,556	99,068	112,923	321,238	89,937
Mean (£'000)	18	118	46	17	18	56	14
SD (£'000)	298	8,316	1,972	222	204	2,652	243
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,955	6,514	5,625	5,270	5,482	5,040	5,587
Weighted total (£'000)	191,878	886,952	406,281	116,982	128,181	4,474,519	97,884



**Oddities:** Years 2015 and 2019 appear to have outliers. Investigations suggest these are errors with the 2019 return being exacerbated by a high weight.

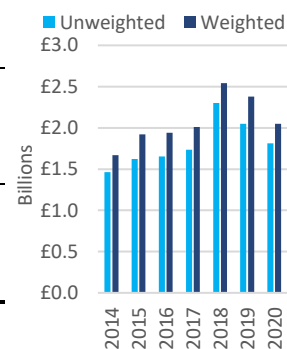
**Table A1.12 WQ120: Total imports goods and services from outside the UK**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	5,189,486	5,100,861	5,328,269	5,724,567	6,926,782	6,307,992	5,855,532
Mean (£'000)	697	729	882	1,002	1,081	1,093	933
SD (£'000)	8,342	8,405	9,160	9,961	9,356	10,640	8,976
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,304	4,946	4,193	3,938	3,549	3,306	3,774
Weighted total (£'000)	6,076,858	6,124,010	6,567,437	7,080,216	8,008,287	7,593,047	7,099,391



**Table A1.13 WQ121: Import of goods from the REU**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,464,827	1,623,214	1,654,360	1,734,905	2,303,039	2,050,743	1,814,115
Mean (£'000)	197	232	274	304	359	355	289
SD (£'000)	2,322	2,740	3,146	3,536	4,107	4,892	4,162
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,517	6,080	5,253	4,931	4,720	4,309	4,867
Weighted total (£'000)	1,666,996	1,920,530	1,942,158	2,010,217	2,540,240	2,379,531	2,048,268



**Table A1.14 WQ122: Import of goods from outside the UK**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	5,693,458	4,374,165	4,647,595	5,152,127	5,871,120	15,800,869	4,345,472
Mean (£'000)	765	625	769	902	916	2,739	693
SD (£'000)	15,153	7,954	8,821	9,765	8,765	87,510	6,865
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,663	5,284	4,487	4,231	4,000	3,647	4,189
Weighted total (£'000)	7,017,342	5,317,349	5,748,648	6,281,406	6,684,455	17,677,762	5,365,386

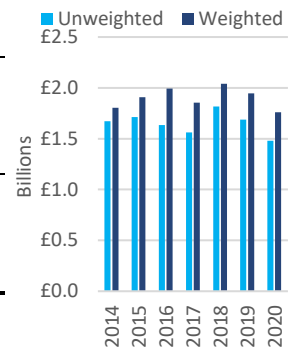


**Oddities:** Errors identified in 2019.



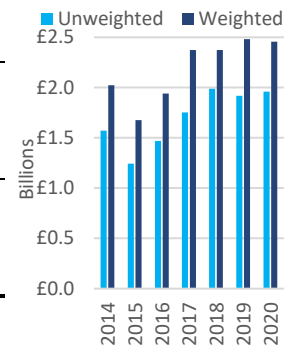
**Table A1.15 WQ123: Import of goods from the ROW**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,671,396	1,712,641	1,634,683	1,561,495	1,816,661	1,687,625	1,478,787
Mean (£'000)	225	245	271	273	284	293	236
SD (£'000)	5,337	5,281	4,995	4,894	4,421	5,897	5,142
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,884	6,430	5,523	5,205	5,199	4,734	5,342
Weighted total (£'000)	1,804,271	1,907,669	1,992,745	1,855,241	2,041,572	1,944,903	1,759,956



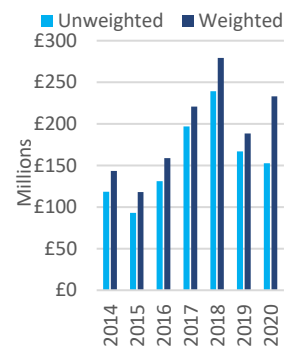
**Table A1.16 WQ124: Import of goods from the ROI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,570,997	1,241,978	1,470,536	1,751,055	1,988,732	1,919,752	1,958,274
Mean (£'000)	211	178	243	307	310	333	312
SD (£'000)	2,291	1,650	2,358	3,674	2,612	3,378	2,793
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,904	5,499	4,699	4,453	4,129	3,804	4,296
Weighted total (£'000)	2,022,748	1,677,109	1,939,874	2,374,490	2,373,234	2,482,241	2,455,775



**Table A1.17 WQ125: Import of services from the REU**

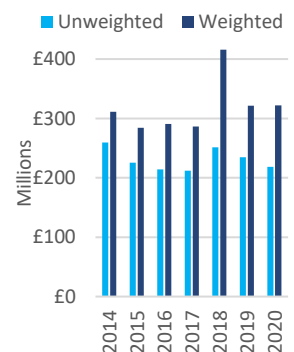
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	118,442	93,179	131,066	196,754	239,076	167,063	152,624
Mean (£'000)	16	13	22	34	37	29	24
SD (£'000)	253	218	334	545	516	425	402
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,121	6,669	5,704	5,346	5,402	4,989	5,464
Weighted total (£'000)	143,252	118,168	158,995	220,824	279,234	188,480	233,018



**Oddities:** Weighted 2020 seems high. We are unable to pinpoint any errors but the patterns suggest weightings many need adjustment.

**Table A1.18 WQ126: Import of services from the ROI**

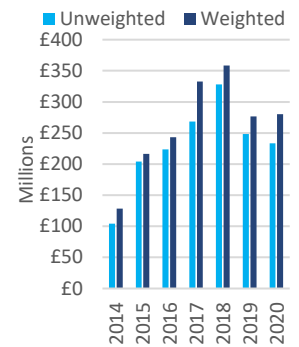
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	259,458	225,543	214,105	212,066	251,339	234,641	218,359
Mean (£'000)	35	32	35	37	39	41	35
SD (£'000)	494	364	357	383	301	344	300
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,730	6,277	5,349	4,966	4,773	4,272	4,961
Weighted total (£'000)	311,388	284,196	290,492	286,622	415,682	321,262	322,157



**Oddities:** Seems to be an error with the weightings in 2018, the uplift is out of line with other years.

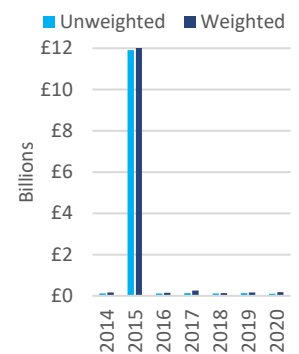
**Table A1.19 WQ127: Import of services from the ROW**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	104,365	204,306	223,518	268,292	327,936	248,170	233,373
Mean (£'000)	14	29	37	47	51	43	37
SD (£'000)	329	878	1,278	944	1,157	964	954
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,220	6,767	5,808	5,420	5,625	5,080	5,606
Weighted total (£'000)	128,203	216,337	243,173	332,821	358,325	276,630	280,217



**Table A1.20 WQ128: Freight and insurance costs associated with imports**

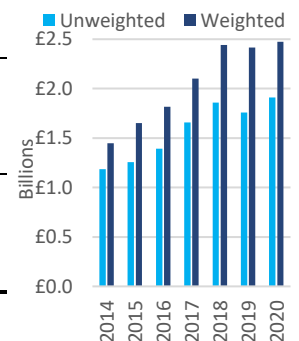
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	122,184	11,900,991	110,753	137,245	109,071	125,024	103,506
Mean (£'000)	16	1700	18	24	17	22	17
SD (£'000)	337	139,986	322	595	284	454	402
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,872	6,443	5,558	5,262	5,407	4,952	5,481
Weighted total (£'000)	170,171	12,266,276	147,140	262,920	132,227	158,513	174,034



**Oddities:** A single outlier in 2015 is an error.

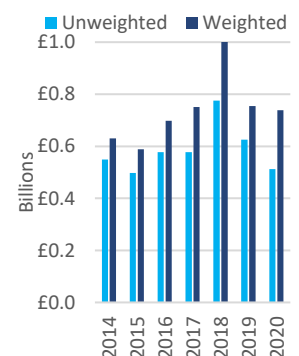
**Table A1.21 WQ163: Export of services outside the UK**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,186,745	1,257,678	1,392,979	1,658,151	1,858,814	1,759,282	1,910,511
Mean (£'000)	159	180	231	290	290	305	305
SD (£'000)	2,016	2,444	2,732	3,555	3,393	3,210	3,991
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,505	6,151	5,226	4,856	5,003	4,527	5,026
Weighted total (£'000)	1,447,857	1,652,272	1,816,273	2,103,385	2,442,938	2,414,579	2,473,457



**Table A1.22 WQ164: Import of services from outside the UK**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	549,290	497,140	577,014	576,835	775,353	625,285	512,485
Mean (£'000)	74	71	96	101	121	109	82
SD (£'000)	1,102	1,096	1,440	1,123	1,430	1,228	1,073
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,680	6,241	5,293	4,925	4,879	4,385	4,934
Weighted total (£'000)	630,023	588,577	698,407	750,349	1,001,899	754,810	738,826



**Oddities:** There were 1,148 businesses who recorded 0 in 2017 and > 0 in 2018. Of these, our best guess is that 782 were imputed. 352 of the 1,148 returned to 0 in 2019. Of the companies that look like the figures were imputed in both 2018 and 2019, the estimates dropped by around a factor of 100 in general, though one business's figures dropped to 0.6% of its 2018 value in 2019. It looks like the imputation in 2018 is not appropriate.

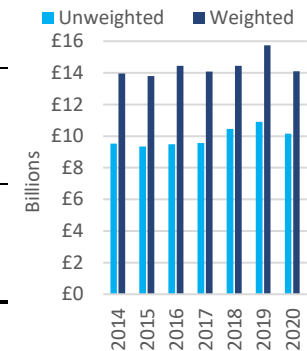
**Table A1.23 WQ321: VAT included in total sales**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	984,958	947,766	1,017,270	979,481	1,115,704	1,096,515	955,082
Mean (£'000)	132	135	168	171	174	190	152
SD (£'000)	2,152	2,058	2,249	2,268	2,391	2,652	2,043
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,827	6,388	5,428	5,134	5,670	5,104	5,567
Weighted total (£'000)	1,465,202	1,382,268	1,542,459	1,514,669	1,590,118	1,574,000	1,387,212



**Table A1.24 WQ346: Total sales (including VAT)**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	9,530,277	9,341,985	9,474,413	9,565,228	10,463,860	10,890,708	10,155,672
Mean (£'000)	1,280	1,335	1,568	1,674	1,633	1,888	1,619
SD (£'000)	22,180	21,716	23,713	25,302	24,537	27,618	26,385
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,666	6,228	5,296	5,031	5,570	5,014	5,462
Weighted total (£'000)	13,948,033	13,794,835	14,450,309	14,086,363	14,436,439	15,730,910	14,101,480



**Table A1.25 WQ399: Total sales**

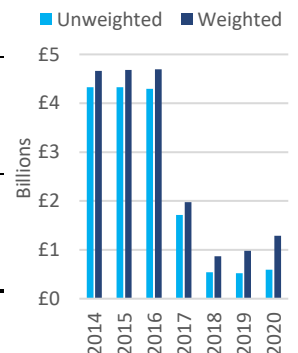
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	42,869,174	42,059,339	41,519,578	40,612,696	45,473,701	43,151,682	41,346,014
Mean (£'000)	5,758	6,009	6,870	7,109	7,095	7,479	6,590
SD (£'000)	61,839	63,735	69,461	37,998	32,928	34,238	31,387
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	1,455	1,296	1,180	1,085	1,263	1,105	1,326
Weighted total (£'000)	53,770,580	54,695,564	54,834,088	53,569,348	55,927,188	57,177,335	54,364,780



**Oddities:** 2019 weighted – of the businesses that report a figure > 0, 2,898 observations have been allocated a weight > 1, 1,187 observations have been allocated a weight = 1 and 580 have been allocated a weight < 1. The proportion of weightings seems out of line.

**Table A1.26 WQ400: Total taxes and levies paid**

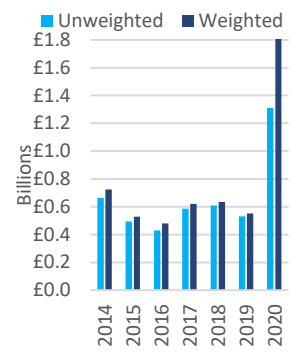
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	4,330,607	4,326,808	4,294,035	1,712,065	542,864	520,055	593,547
Mean (£'000)	582	618	711	300	85	90	95
SD (£'000)	45,419	46,444	49,225	15,543	662	711	2,231
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	2,152	1,943	1,555	1,594	1,455	1,339	1,927
Weighted total (£'000)	4,664,880	4,685,080	4,697,293	1,977,073	867,506	979,275	1,287,845



**Oddities:** Negative minimums: We did not use this variable. However, negative values do not make much sense. We recommend that the original survey be examined or checked to another source for a range of outliers. In addition, there is a sharp shift between the periods 2014–2016 and 2017–2020. This seems to be a reporting difference/change in the survey?

**Table A1.27 WQ414: Total subsidies from government sources and the EU**

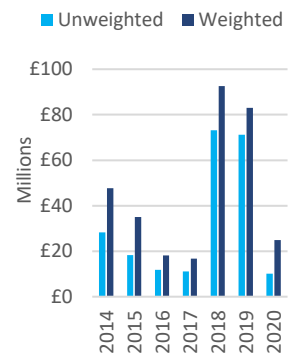
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	665,429	494,074	429,948	586,961	608,536	530,356	1,310,417
Mean (£'000)	89	71	71	103	95	92	209
SD (£'000)	3,441	3,605	3,724	4,101	3,959	4,196	4,902
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,034	6,652	5,720	5,350	5,559	4,950	3,287
Weighted total (£'000)	725,281	527,784	481,013	620,279	633,573	550,519	1,883,687



**Oddities:** WQ414 2020 outlier problems identified. These are probably COVID-19 disbursements.

**Table A1.28 WQ416: Total excise drawback and allowances from HMRC**

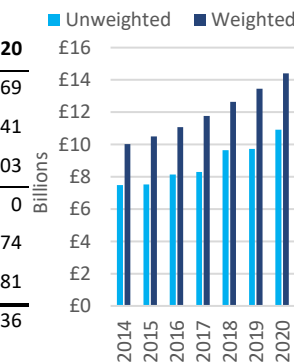
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	28,332	18,295	11,746	11,143	73,185	71,131	10,150
Mean (£'000)	4	3	2	2	11	12	2
SD (£'000)	119	89	57	65	767	807	40
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	7,337	6,922	5,980	5,660	6,315	5,633	6,142
Weighted total (£'000)	47,675	34,968	18,099	16,699	92,564	83,050	24,933



**Oddities:** 2018 and 2019 outlier problems identified. Both years are being affected by figures from one company. Is it possible these figures are imputed or input in error?

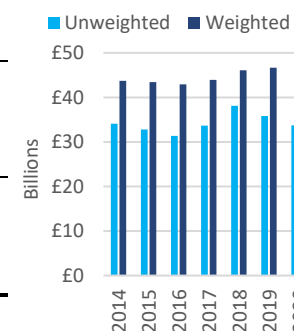
**Table A1.29 WQ450: Total employment costs**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	7,483,108	7,529,683	8,148,459	8,291,166	9,643,376	9,724,616	10,920,469
Mean (£'000)	1,005	1,076	1,348	1,451	1,505	1,685	1,741
SD (£'000)	5,194	5,531	6,752	6,660	6,420	7,111	10,403
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	1,425	1,393	949	968	842	749	881
Weighted total (£'000)	10,014,110	10,502,281	11,065,935	11,762,747	12,641,648	13,455,889	14,399,536



**Table A1.30 WQ499: Total purchases of goods, material and services**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	34,108,606	32,808,220	31,349,213	33,657,827	38,084,957	35,836,860	33,710,770
Mean (£'000)	4,581	4,688	5,187	5,891	5,942	6,211	5,373
SD (£'000)	26,910	26,623	28,370	32,147	32,043	33,589	30,194
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	573	571	442	447	370	351	451
Weighted total (£'000)	43,752,820	43,450,652	42,928,909	43,903,466	46,110,702	46,639,236	43,368,999



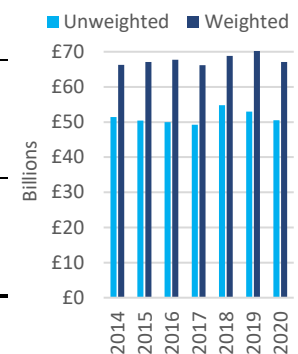
**Table A1.31 WQ500: Total value of all stocks at beginning of period**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	3,408,710	3,193,434	3,062,199	3,369,862	3,862,602	4,193,140	3,893,022
Mean (£'000)	458	456	507	590	603	727	621
SD (£'000)	3,762	3,381	4,052	5,074	4,101	5,621	3,456
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	4,031	3,892	3,371	3,216	3,196	2,903	3,267
Weighted total (£'000)	5,163,724	4,795,217	4,812,345	4,838,983	5,276,863	6,343,805	5,954,828



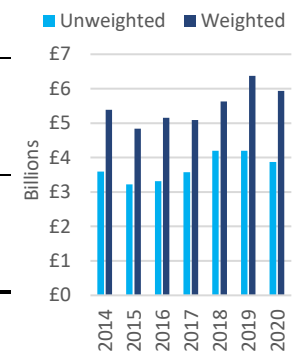
**Table A1.32 WQ550: Sales excluding VAT**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	51,412,121	50,448,694	49,976,433	49,198,444	54,821,804	52,943,778	50,545,760
Mean (£'000)	6,906	7,208	8,269	8,612	8,554	9,176	8,056
SD (£'000)	64,927	66,613	72,595	44,258	39,481	42,145	39,586
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	678	528	435	403	425	351	517
Weighted total (£'000)	66,250,839	67,094,244	67,741,691	66,141,042	68,773,456	71,332,359	67,078,179



**Table A1.33 WQ599: Total value of all stocks at end of the period**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	3,598,066	3,224,139	3,319,131	3,576,946	4,194,777	4,195,196	3,869,277
Mean (£'000)	483	461	549	626	655	727	617
SD (£'000)	4,138	3,711	4,886	5,509	4,593	4,651	3,418
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	3,976	3,852	3,331	3,173	3,166	2,881	3,257
Weighted total (£'000)	5,390,442	4,844,434	5,153,582	5,093,827	5,633,839	6,375,181	5,933,965



**Oddities:** Negative min value in 2014. This relates to one company. This company was only surveyed in 2014. The figure looks incorrect.

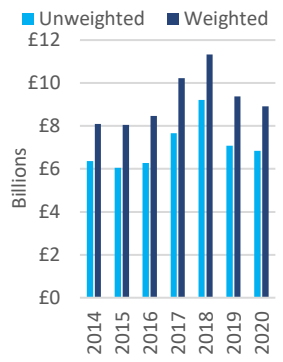
**Table A1.34 WQ710: Total purchases of goods and materials**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	26,052,259	25,018,001	21,857,683	24,788,750	27,597,474	27,260,616	25,454,737
Mean (£'000)	3,499	3,575	3,616	4,339	4,306	4,725	4,057
SD (£'000)	23,760	23,163	23,248	27,283	26,957	30,104	26,084
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	1,151	1,095	1,161	1,037	1,019	886	1,329
Weighted total (£'000)	33,457,524	33,137,941	30,815,407	32,015,510	33,103,291	34,917,669	32,597,630



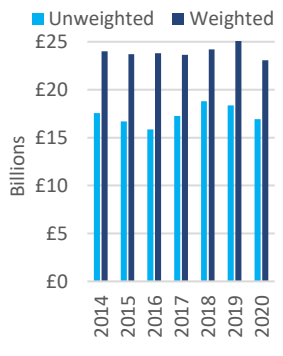
**Table A1.35 WQ730: Total purchases of services**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	6,365,709	6,051,378	6,270,748	7,667,508	9,210,441	7,083,114	6,843,632
Mean (£'000)	855	865	1,038	1,342	1,437	1,228	1,091
SD (£'000)	6,516	6,396	6,534	10,926	11,469	6,126	6,802
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	923	856	651	577	477	449	545
Weighted total (£'000)	8,100,636	8,044,646	8,464,596	10,234,100	11,328,836	9,375,384	8,911,652



**Table A1.36 WQ1600: Total goods and services purchased from NI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	17,561,354	16,699,508	15,842,244	17,272,600	18,790,597	18,354,072	16,931,832
Mean (£'000)	2,359	2,386	2,621	3,023	2,932	3,181	2,699
SD (£'000)	15,374	15,307	15,745	18,122	17,302	18,748	15,691
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	852	839	649	647	549	500	600
Weighted total (£'000)	23,996,518	23,709,694	23,822,053	23,635,458	24,213,463	25,576,425	23,065,130



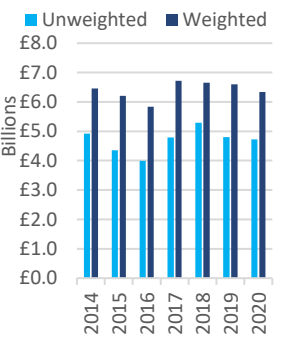
**Table A1.37 WQ1601: Goods purchased from NI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	12,644,050	12,343,349	11,850,441	12,487,496	13,499,090	13,549,110	12,202,894
Mean (£'000)	1,698	1,764	1,961	2,186	2,106	2,348	1,945
SD (£'000)	13,590	13,935	14,182	16,218	15,286	16,970	13,437
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	1,801	1,735	1,522	1,475	1,272	1,148	1,338
Weighted total (£'000)	17,541,075	17,503,799	17,985,141	16,919,709	17,560,361	18,975,858	16,729,762



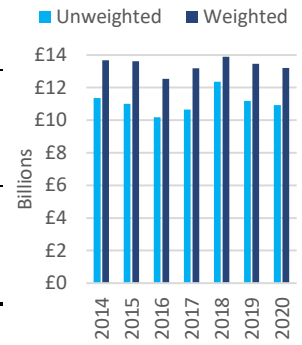
**Table A1.38 WQ1602: Services purchased from NI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	4,917,304	4,356,159	3,991,803	4,785,104	5,291,507	4,804,962	4,728,938
Mean (£'000)	660	622	661	838	826	833	754
SD (£'000)	5,383	4,351	4,338	5,701	5,535	4,607	5,043
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	2,302	2,165	1,991	1,739	1,504	1,296	1,413
Weighted total (£'000)	6,455,443	6,205,895	5,836,912	6,715,749	6,653,102	6,600,568	6,335,368



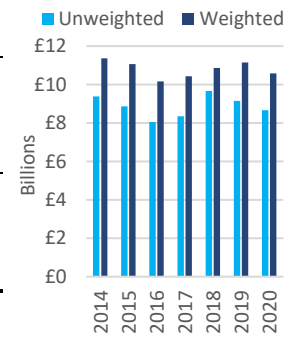
**Table A1.39 WQ1603: Total goods and services purchased from GB**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	11,357,766	11,007,852	10,178,701	10,660,660	12,367,578	11,174,796	10,923,406
Mean (£'000)	1,526	1,573	1,684	1,866	1,930	1,937	1,741
SD (£'000)	12,428	13,122	14,208	16,315	16,400	15,755	13,915
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	3,836	3,395	3,790	3,249	3,263	2,946	3,266
Weighted total (£'000)	13,679,444	13,616,949	12,539,419	13,187,793	13,888,953	13,469,765	13,204,478



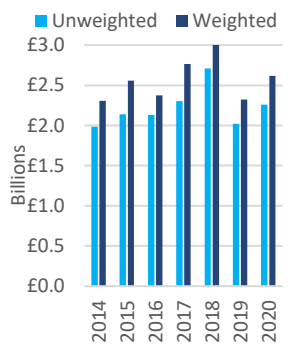
**Table A1.40 WQ1604: Goods purchased from GB**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	9,374,891	8,870,135	8,048,463	8,356,674	9,659,419	9,155,052	8,665,872
Mean (£'000)	1,259	1,267	1,332	1,463	1,507	1,587	1,381
SD (£'000)	11,171	11,642	12,578	13,815	13,486	14,675	12,047
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	4,244	3,844	4,144	3,604	3,623	3,272	3,598
Weighted total (£'000)	11,372,053	11,058,934	10,164,179	10,424,278	10,867,750	11,148,649	10,588,415



**Table A1.41 WQ1605: Services purchased from GB**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,982,875	2,137,716	2,130,239	2,303,986	2,708,158	2,019,744	2,257,534
Mean (£'000)	266	305	353	403	423	350	360
SD (£'000)	3,465	4,159	4,887	7,409	8,001	4,082	5,869
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,078	4,534	4,738	4,098	4,077	3,734	4,157
Weighted total (£'000)	2,307,391	2,558,015	2,375,241	2,763,515	3,021,203	2,321,116	2,616,062



**Table A1.42 WQ2010: GVA at market prices**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	17,709,297	17,817,279	19,021,144	15,937,917	17,243,031	17,217,543	17,070,399
Mean (£'000)	2,379	2,546	3,147	2,790	2,690	2,984	2,721
SD (£'000)	56,859	58,291	64,059	23,040	12,299	12,881	13,656
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	433	359	273	272	260	239	314
Weighted total (£'000)	23,003,949	23,880,750	25,304,895	22,706,346	23,318,790	24,897,724	23,990,015



**Oddities:** This variable has several negative minimum values (substantially more than expected). Further investigation revealed that a large proportion of these businesses had zero sales. A review of the weighting uncovered that all max values for each year are treated as outliers (Weight = 1). One business reported the maximum individual GVA for the years' 2014 to 2017. This business was not included in the dataset in later years.

**Table A1.43 WQ2020: GVA at factor cost**

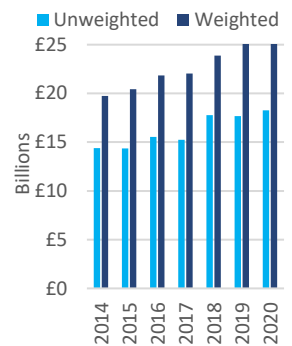
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	14,072,464	14,002,839	15,168,803	14,823,956	17,381,888	17,298,974	17,797,419
Mean (£'000)	1,890	2,001	2,510	2,595	2,712	2,998	2,837
SD (£'000)	15,860	15,605	18,764	14,081	13,663	14,474	15,728
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	424	348	266	264	255	230	311
Weighted total (£'000)	19,112,039	19,758,422	21,106,714	21,366,252	23,177,421	24,552,018	24,610,790



**Oddities:** This variable has many negative minimum values. Further investigation revealed that a large proportion of these businesses had zero sales. A review of the weighting uncovered that all max values for each year are treated as outliers (Weight = 1).

**Table A1.44 WQ2030: GVA at basic prices**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	14,386,548	14,349,199	15,531,302	15,255,132	17,780,531	17,662,093	18,255,466
Mean (£'000)	1,932	2,050	2,570	2,670	2,774	3,061	2,910
SD (£'000)	16,005	15,828	19,017	14,421	14,037	14,849	15,865
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	431	358	272	268	261	237	313
Weighted total (£'000)	19,740,824	20,437,706	21,827,641	22,024,710	23,881,545	25,329,801	25,683,130



**Oddities:** This variable has many negative minimum values. Further investigation revealed that a large proportion of these businesses had zero sales. A review of the weighting uncovered that all max values for each year are treated as outliers (Weight = 1).

**Table A1.45 MF5001: Goods sold to NI**

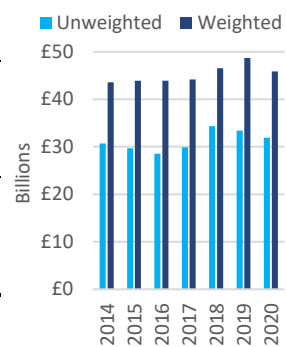
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	22,128,254	21,097,265	19,992,150	20,953,000	23,500,447	22,897,479	21,958,189
Mean (£'000)	2,972	3,014	3,308	3,668	3,667	3,968	3,500
SD (£'000)	25,479	24,489	26,644	28,981	27,956	29,373	29,278
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	3,812	3,584	3,069	2,839	2,836	2,664	2,994
Weighted total (£'000)	30,163,769	29,948,095	30,147,375	29,510,695	30,761,805	32,198,466	30,104,728





**Table A1.46 MF5000: Goods and services sold to NI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	30,709,260	29,695,968	28,526,890	29,931,088	34,325,223	33,399,183	31,925,748
Mean (£'000)	4,125	4,243	4,720	5,239	5,356	5,788	5,089
SD (£'000)	27,150	26,339	28,794	31,075	30,455	33,260	31,436
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	968	846	744	708	707	615	818
Weighted total (£'000)	43,586,935	43,926,835	43,927,258	44,183,390	46,531,620	48,731,961	45,881,099



**Oddities:** Over the period 2018–2019 the unweighted total decreases but the weighted total increases. There was an unweighted rise of 17.8% in 2017–2018 followed by a 2.7% decline in 2018–2019. Underlying figures show that 2,177 companies recorded a rise in 2017–2018, with 81 of these recording a 100% rise. 2018–2019 saw 1,629 companies recording a decrease (<10 companies reporting 100% decline).

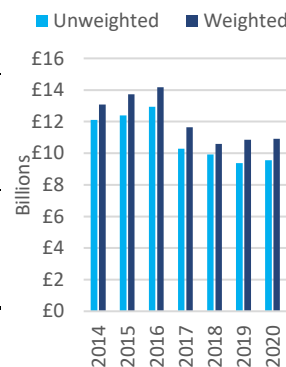
**Table A1.47 MF5002: Services sold to NI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	8,581,006	8,598,704	8,534,739	8,978,089	10,824,776	10,501,703	9,967,558
Mean (£'000)	1,152	1,229	1,412	1,572	1,689	1,820	1,589
SD (£'000)	8,731	9,060	10,195	10,526	11,251	10,659	10,170
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999.0	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	3,538	3,243	2,764	2,600	2,790	2,512	2,816
Weighted total (£'000)	13,423,166	13978740.5	13779883.4	14672695.3	15769816.0	16533494.5	15776371.5



**Table A1.48 MF5003: Goods and services sold to GB**

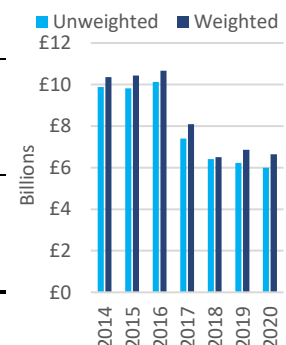
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	12,105,587	12,386,848	12,943,807	10,275,774	9,920,571	9,369,251	9,566,495
Mean (£'000)	1,626	1,770	2,142	1,799	1,548	1,624	1,525
SD (£'000)	51,683	53,673	57,967	22,878	13,622	13,018	14,373
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,692	5,305	4,474	4,093	4,133	3,913	4,374
Weighted total (£'000)	13,074,708	13,727,601	14,175,305	11,634,225	10,579,380	10,844,166	10,919,586



**Oddities:** There seems to be a problem as there are negative numbers.

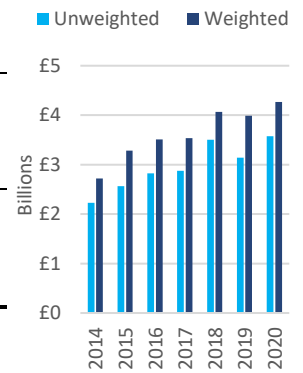
**Table A1.49 MF5004: Goods sold to GB**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	9,875,768	9,822,037	10,122,522	7,401,343	6,415,001	6,226,276	5,992,663
Mean (£'000)	1,327	1,403	1,675	1,296	1,001	1,079	955
SD (£'000)	51,393	53,295	57,412	21,036	9,574	10,618	9,595
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,295	5,902	5,060	4,711	4,844	4,515	5,008
Weighted total (£'000)	10,352,286	10,442,004	10,666,542	8,099,535	6,511,552	6,856,549	6,651,025



**Table A1.50 MF5005: Services sold to GB**

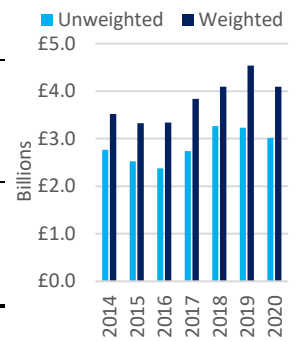
	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	2,229,819	2,564,811	2,821,285	2,874,431	3,505,570	3,142,975	3,573,832
Mean (£'000)	300	367	467	503	547	545	570
SD (£'000)	5,408	6,383	7,979	8,974	9,683	7,555	10,675
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,597	6,173	5,245	4,882	5,116	4,775	5,257
Weighted total (£'000)	2,722,422	3,285,597	3,508,763	3,534,690	4,067,828	3,987,617	4,268,561



**Oddities:** There seems to be a problem as there are negative numbers..

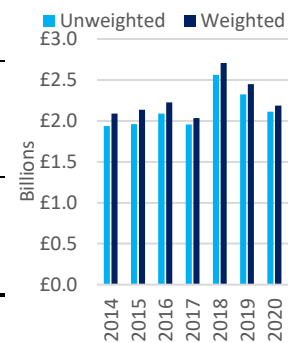
**Table A1.51 MF5008: The value of exports of goods and services to ROI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	2,770,315	2,528,011	2,375,152	2,741,690	3,264,724	3,234,172	3,013,373
Mean (£'000)	372	361	393	480	509	561	480
SD (£'000)	3,124	3,080	2,723	3,227	3,236	3,431	2,787
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,346	5,070	4,294	3,935	3,975	3,762	4,223
Weighted total (£'000)	3,520,294	3,328,329	3,341,316	3,839,513	4,097,006	4,536,833	4,097,125



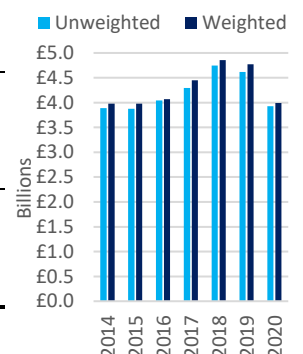
**Table A1.52 MF5009: The value of exports of goods and services to REU**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,936,379	1,961,456	2,090,075	1,957,578	2,563,197	2,321,412	2,112,758
Mean (£'000)	260	280	346	343	400	402	337
SD (£'000)	3,466	4,089	4,928	4,469	4,785	4,722	4,070
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,788	6,378	5,416	5,087	5,252	4,916	5,416
Weighted total (£'000)	2,089,819	2,134,054	2,226,319	2,034,298	2,706,689	2,446,804	2,185,475



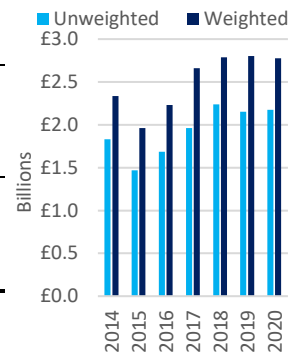
**Table A1.53 MF5010: The value of exports of goods and services to the ROW**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	3,890,580	3,876,411	4,040,510	4,292,313	4,748,089	4,619,761	3,927,386
Mean (£'000)	523	554	669	751	741	801	626
SD (£'000)	10,229	10,317	11,410	117,467	11,689	12,558	10,780
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,809	6,432	5,468	5,118	5,336	4,958	5,437
Weighted total (£'000)	3,979,083	3,977,425	4,071,494	4,449,617	4,858,762	4,772,596	3,994,895



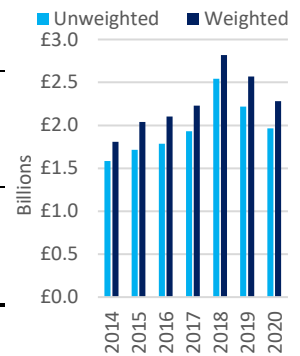
**Table A1.54 MF5013: The value of imports of goods and services from the ROI**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,830,454	1,467,521	1,684,641	1,963,121	2,240,071	2,154,392	2,176,633
Mean (£'000)	246	210	279	344	350	373	347
SD (£'000)	2,372	1,734	2,427	3,755	2,670	3,418	2,840
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	5,659	5,260	4,466	4,232	3,868	3,573	4,055
Weighted total (£'000)	2,334,136	1,961,306	2,230,366	2,661,113	2,788,916	2,803,503	2,777,932



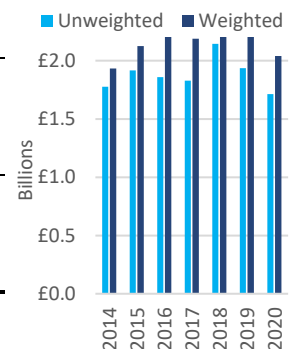
**Table A1.55 MF5014: The value of imports of goods and services from the REU**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,583,270	1,716,393	1,785,427	1,931,659	2,542,114	2,217,805	1,966,739
Mean (£'000)	213	245	295	338	397	384	314
SD (£'000)	2,393	2,817	3,270	3,713	4,228	4,968	4,218
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,386	5,965	5,124	4,807	4,563	4,141	4,687
Weighted total (£'000)	1,810,248	2,038,698	2,101,153	2,231,042	2,819,474	2,568,011	2,281,286



**Table A1.56 MF5015: The value of imports of goods and services from the ROW**

	2014	2015	2016	2017	2018	2019	2020
Total (£'000)	1,775,762	1,916,947	1,858,200	1,829,787	2,144,597	1,935,794	1,712,160
Mean (£'000)	239	274	307	320	335	336	273
SD (£'000)	5,419	5,420	5,177	5,019	4,753	6,108	5,312
Missing (No.)	0	0	0	0	0	0	0
Observations (No.)	7,445	6,999	6,044	5,713	6,409	5,770	6,274
Zeros (No.)	6,763	6,317	5,388	5,056	4,907	4,487	5,076
Weighted total (£'000)	1,932,474	2,124,006	2,235,918	2,188,062	2,399,897	2,221,533	2,040,172



## Appendix 2: Sample descriptive statistics (cleaned dataset)

(Differences in the totals between tables arises as some of the data is missing for some businesses)

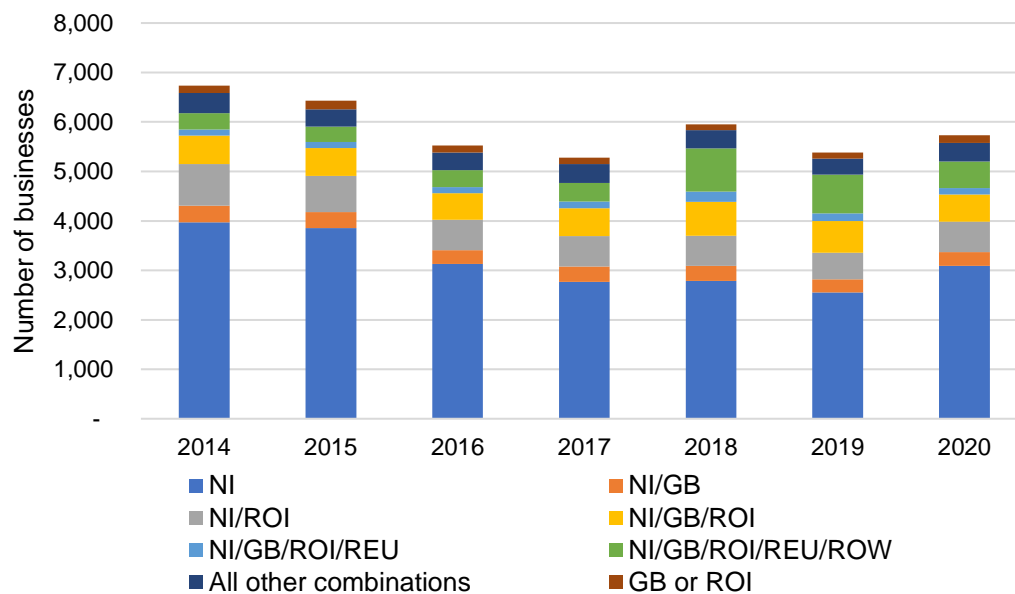
**Table A2.1 Businesses by size (employee numbers), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020	Total
	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)
0-9 employees	3,273(48.6)	3,059(47.6)	2,433(44.0)	2,379(45.1)	2,229(37.4)	1,975(36.7)	2,280(39.8)	17,628(43.0)
10-19 employees	1,044(15.5)	989(15.4)	833(15.1)	760(14.4)	985(16.5)	892(16.6)	975(17.0)	6,478(15.8)
20-49 employees	1,231(18.3)	1,193(18.5)	1,086(19.6)	984(18.7)	1,240(20.8)	1,102(20.5)	1,108(19.3)	7,944(19.4)
50-99 employees	579(8.6)	581(9.0)	539(9.8)	521(9.9)	765(12.9)	692(12.9)	658(11.5)	4,335(10.6)
100-249 employees	378(5.6)	383(6.0)	382(6.9)	386(7.3)	472(7.9)	447(8.3)	438(7.6)	2,886(7.0)
250+ employees	230(3.4)	227(3.5)	254(4.6)	246(4.7)	262(4.4)	272(5.1)	274(4.8)	1,765(4.3)
<b>Total</b>	<b>6,735(100)</b>	<b>6,432(100)</b>	<b>5,527(100)</b>	<b>5,276(100)</b>	<b>5,953(100)</b>	<b>5,380(100)</b>	<b>5,733(100)</b>	<b>41,036(100)</b>

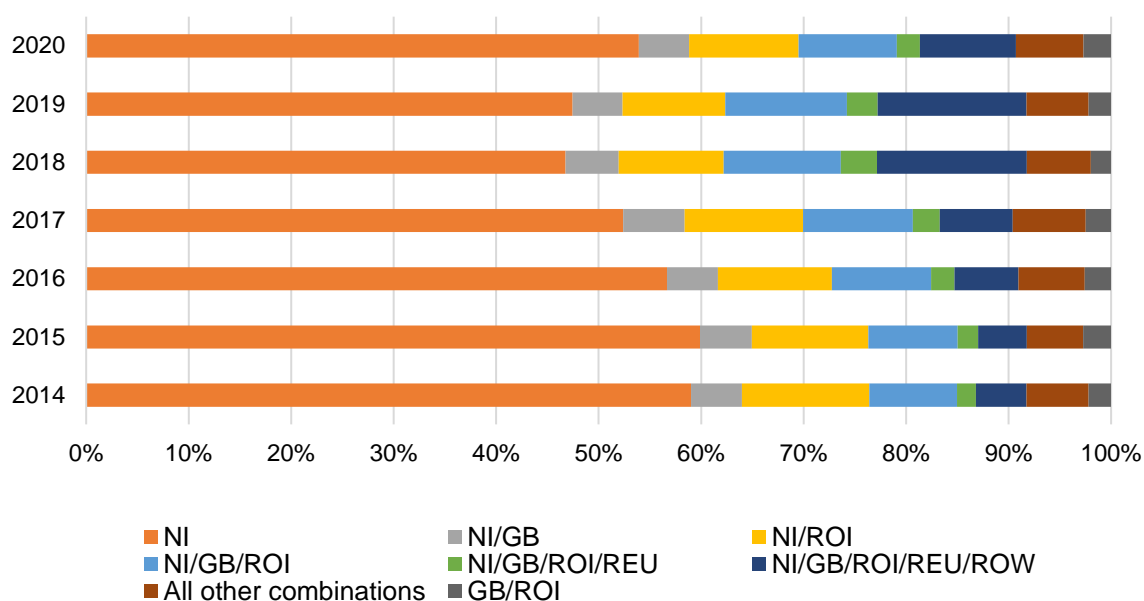
**Table A2.2 Businesses by legal structure, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020	Total
	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)
Gov and non-profit	342(5.1)	337(5.2)	308(5.6)	276(5.2)	315(5.3)	309(5.7)	357(6.2)	2,244(5.5)
For-profit corporations	4,725(70.2)	4,618(71.8)	4,049(73.3)	3,924(74.4)	4,634(77.8)	4,193(77.9)	4,484(78.2)	30,627(74.6)
Partnerships/LLPs	625(9.3)	562(8.7)	427(7.7)	389(7.4)	404(6.8)	381(7.1)	341(5.9)	3,129(7.6)
Sole proprietor	1,043(15.5)	915(14.2)	742(13.4)	687(13.0)	600(10.1)	497(9.2)	551(9.6)	5,035(12.3)
<b>Total</b>	<b>6,735(100)</b>	<b>6,432(100)</b>	<b>5,526(100)</b>	<b>5,276(100)</b>	<b>5,953(100)</b>	<b>5,380(100)</b>	<b>5,733(100)</b>	<b>41,035(100)</b>

**Figure A2.1: Businesses by destination markets, 2014–2020**



**Figure A2.2: Percentage of businesses by destination market, 2014–2020**



**Table A2.3: Businesses by sub-region, 2014–2020 (unadjusted)**

	2014	2015	2016	2017	2018	2019	2020	Total
	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)
Antrim & Newtownabbey	480(7.1)	447(6.9)	378(6.8)	323(6.1)	402(6.8)	361(6.7)	363(6.3)	2,754(6.7)
Ards & North Down	382(5.7)	373(5.8)	326(5.9)	333(6.3)	356(6.0)	309(5.7)	351(6.1)	2,430(5.9)
Armagh and Craigavon	679(10.1)	650(10.1)	505(9.1)	504(9.6)	557(9.4)	540(10.0)	572(10.0)	4,007(9.8)
Belfast	1,408(20.9)	1,327(20.6)	1,165(21.1)	1,117(21.2)	1,200(20.2)	1,094(20.3)	1,124(19.6)	8,435(20.6)
Causeway Coast & Glens	441(6.5)	407(6.3)	327(5.9)	315(6.0)	365(6.1)	311(5.8)	339(5.9)	2,505(6.1)
Derry City & Strabane	383(5.7)	370(5.8)	284(5.1)	265(5.0)	333(5.6)	294(5.5)	323(5.6)	2,252(5.5)
Fermanagh & Omagh	419(6.2)	386(6.0)	307(5.6)	315(6.0)	316(5.3)	314(5.8)	332(5.8)	2,389(5.8)
Lisburn & Castlereagh	547(8.1)	539(8.4)	425(7.7)	386(7.3)	427(7.2)	398(7.4)	444(7.7)	3,166(7.7)
Mid and East Antrim	347(5.2)	347(5.4)	274(5.0)	242(4.6)	295(5.0)	270(5.0)	293(5.1)	2,068(5.0)
Mid-Ulster	666(9.9)	633(9.8)	546(9.9)	537(10.2)	601(10.1)	540(10.0)	556(9.7)	4,079(9.9)
Newry, Mourne & Down	636(9.4)	611(9.5)	499(9.0)	493(9.3)	545(9.2)	494(9.2)	526(9.2)	3,804(9.3)
Unknown	347(5.2)	342(5.3)	491(8.9)	446(8.5)	556(9.3)	455(8.5)	510(8.9)	3,147(7.7)
<b>Total</b>	<b>6,735(100)</b>	<b>6,432(100)</b>	<b>5,527(100)</b>	<b>5,276(100)</b>	<b>5,953(100)</b>	<b>5,380(100)</b>	<b>5,733(100)</b>	<b>41,036(100)</b>

**Table A2.4: Businesses by sub-region, 2014–2020 (unknowns removed)**

	2014	2015	2016	2017	2018	2019	2020	Total
	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)	No.(%)
Antrim & Newtownabbey	480(7.5)	447(7.3)	378(7.5)	323(6.7)	402(7.4)	361(7.3)	363(7.0)	2,754(7.3)
Ards & North Down	382(6.0)	373(6.1)	326(6.4)	333(6.9)	356(6.6)	309(6.3)	351(6.7)	2,430(6.4)
Armagh and Craigavon	679(10.6)	650(10.7)	505(10.0)	504(10.4)	557(10.3)	540(11.0)	572(11.0)	4,007(10.6)
Belfast	1,408(22.0)	1,327(21.8)	1,165(23.4)	1,117(23.1)	1,200(22.2)	1,094(22.2)	1,124(21.5)	8,435(22.3)
Causeway Coast & Glens	441(6.9)	407(6.7)	327(6.5)	315(6.5)	365(6.8)	311(6.3)	339(6.5)	2,505(6.6)
Derry City & Strabane	383(6.0)	370(6.1)	284(5.6)	265(5.5)	333(6.2)	294(6.0)	323(6.2)	2,252(5.9)
Fermanagh & Omagh	419(6.6)	386(6.3)	307(6.1)	315(6.5)	316(5.9)	314(6.4)	332(6.4)	2,389(6.3)
Lisburn & Castlereagh	547(8.6)	539(8.9)	425(8.4)	386(8.0)	427(7.9)	398(8.1)	444(8.5)	3,166(8.4)
Mid and East Antrim	347(5.4)	347(5.7)	274(5.4)	242(5.0)	295(5.5)	270(5.5)	293(5.6)	2,068(5.5)
Mid-Ulster	666(10.4)	633(10.4)	546(10.8)	537(11.1)	601(11.1)	540(11.0)	556(10.6)	4,079(10.8)
Newry, Mourne & Down	636(10.0)	611(10.0)	499(9.9)	493(10.2)	545(10.1)	494(10.0)	526(10.1)	3,804(10.0)
<b>Total</b>	<b>6,388(100)</b>	<b>6,090(100)</b>	<b>5,036(100)</b>	<b>4,830(100)</b>	<b>5,397(100)</b>	<b>5,925(100)</b>	<b>5,223(100)</b>	<b>37,889(100)</b>

**Table A2.5: Businesses by (combined) sub-region, 2014–2020 (trade performance)**

	2014	2015	2016	2017	2018	2019	2020	Total
	No.	No.	No.	No.	No.	No.	No.	No.
Belfast	1,302	1,252	1,090	1,036	1,130	1,035	1,012	7,890
Antrim and Newtownabbey	459	433	367	313	388	350	351	2,661
North Down and East Antrim	704	699	580	553	623	560	616	4,335
Lisburn and Castlereagh	527	522	413	371	411	385	421	3,050
South Down and Armagh	1,273	1,227	979	975	1,079	1,012	1,064	7,609
Causeway Coast and Glens	423	393	319	304	353	302	323	2,417
Derry City and Strabane	374	359	276	259	318	285	308	2,179
Fermanagh and Mid-Ulster	1,053	985	828	816	890	826	862	6,260
<b>Total</b>	<b>6,115</b>	<b>5,870</b>	<b>4,852</b>	<b>4,627</b>	<b>5,192</b>	<b>4,755</b>	<b>4,957</b>	<b>36,401</b>

**Note:** Businesses with unknown location, sector and employment have been removed

**Table A2.6: Businesses by (combined) sub-region, 2014–2020 (external sales activity)**

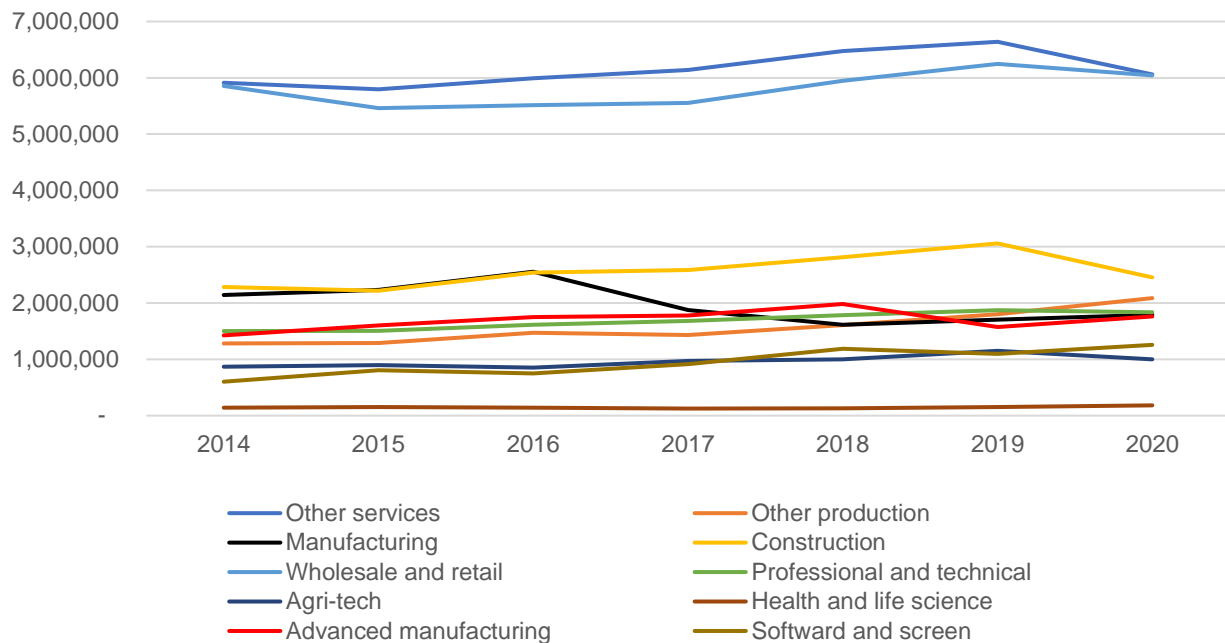
	2014	2015	2016	2017	2018	2019	2020	Total
	No.	No.	No.	No.	No.	No.	No.	No.
Belfast	1,313	1,263	1,093	1,041	1,123	1,026	1,055	7,914
Antrim and Newtownabbey	461	434	359	300	380	342	349	2,625
North Down and East Antrim	705	708	587	564	636	570	634	4,404
Lisburn and Castlereagh	535	531	415	377	415	388	433	3,094
South Down and Armagh	1,289	1,244	986	975	1,074	1,008	1,073	7,649
Causeway Coast and Glens	430	399	320	310	359	303	331	2,452
Derry City and Strabane	372	361	278	258	325	284	313	2,191
Fermanagh and Mid-Ulster	1,066	1,002	836	836	895	834	863	6,332
<b>Total</b>	<b>6,171</b>	<b>5,942</b>	<b>4,874</b>	<b>4,661</b>	<b>5,207</b>	<b>4,755</b>	<b>5,051</b>	<b>36,661</b>

**Note:** Businesses with unknown location, sector and no external sales and have been removed

## Appendix 3: Northern Ireland Trade

### Sector analysis

Figure A3.1: Total GVA by sector (£'000), 2014–2020



Note: Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

Table A3.1: Total sales by sector (£'000s), 2014–2020

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	11,560,477	11,490,199	11,614,495	11,577,712	12,155,408	12,143,280	9,813,049
Other production	3,400,261	3,387,136	3,540,765	3,562,639	4,000,035	4,519,366	3,213,123
Manufacturing	8,848,423	8,679,057	8,905,521	5,603,503	4,537,785	4,621,535	4,410,841
Construction	6,640,968	6,989,551	7,299,702	7,812,576	7,927,837	7,266,471	6,921,228
Wholesale and retail	29,301,346	28,165,176	27,566,950	26,690,741	26,704,006	27,295,102	25,093,929
Professional and technical	2,366,940	2,405,289	2,588,365	2,493,083	2,560,495	2,691,299	2,582,347
<b>10X</b>							
Agri-tech	4,569,558	4,046,900	3,869,589	4,332,344	4,624,079	4,629,969	4,395,725
Health and life science	363,758	373,383	415,327	438,332	468,539	464,925	451,086
Advanced manufacturing	5,010,446	5,093,706	4,985,732	5,272,916	5,913,474	5,788,163	4,896,796
Software and screen	1,054,122	1,301,666	1,187,790	1,316,787	1,649,915	1,502,871	1,674,669
<b>Total</b>	<b>73,116,299</b>	<b>71,932,063</b>	<b>71,974,236</b>	<b>69,100,633</b>	<b>70,541,573</b>	<b>70,922,981</b>	<b>63,452,793</b>

Note: Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

Table A3.2: Total purchases by sector (£'000s), 2014–2020

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	6,149,989	5,924,418	5,758,493	5,629,688	5,897,563	5,614,099	4,536,565
Other production	2,403,444	2,389,000	2,400,471	2,467,205	2,744,095	3,092,007	1,723,172
Manufacturing	2,605,720	2,529,353	2,490,680	2,665,805	2,959,608	2,952,286	2,711,906
Construction	4,356,157	4,769,353	4,847,344	5,188,342	5,180,335	4,257,331	4,553,537
Wholesale and retail	23,604,627	22,770,371	22,079,533	21,253,852	21,029,533	21,101,647	19,118,792
Professional and technical	958,574	941,567	1,025,060	883,127	855,844	888,634	850,078
<b>10X</b>							
Agri-tech	3,738,265	3,142,061	3,035,298	3,399,896	3,655,469	3,484,558	3,414,911
Health and life science	216,995	234,413	280,335	317,647	345,570	323,166	279,508
Advanced manufacturing	3,684,295	3,559,943	3,346,295	3,611,237	4,054,659	4,133,451	3,174,103
Software and screen	483,804	527,192	459,518	436,638	516,018	408,282	382,681
<b>Total</b>	<b>48,201,870</b>	<b>46,787,671</b>	<b>45,723,027</b>	<b>45,853,437</b>	<b>47,238,694</b>	<b>46,255,461</b>	<b>40,745,253</b>

Note: Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

## Spatial analysis: Trade by sub-region

**Table A3.3: Total sales by sub-region (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Belfast	17,415,718	16,621,475	16,947,261	17,640,491	17,554,070	15,815,016	13,871,625
Antrim and Newtownabbey	7,140,979	7,195,599	7,420,686	6,616,611	6,903,312	7,452,939	5,173,886
North Down and East Antrim	4,400,818	4,539,747	4,444,554	4,118,103	4,346,657	4,444,305	4,101,762
Lisburn and Castlereagh	4,460,612	4,628,994	4,346,026	4,407,588	4,682,938	5,338,514	4,407,588
South Down and Armagh	10,765,522	10,887,680	10,736,924	10,821,237	11,076,237	12,424,422	11,101,698
Causeway Coast and Glens	2,809,460	2,660,493	2,582,513	2,554,151	2,645,662	2,881,656	3,035,992
Derry City and Strabane	2,957,216	2,918,437	2,565,739	2,500,122	2,740,247	2,748,156	2,442,695
Fermanagh and Mid-Ulster	8,743,947	8,462,720	8,309,246	8,572,767	9,390,096	9,982,019	8,198,305

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A3.4: Total purchases by sub-region (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Belfast	11,864,047	11,313,114	11,381,070	11,927,910	11,527,776	9,830,413	7,830,976
Antrim and Newtownabbey	5,164,489	5,394,926	5,496,793	4,758,341	4,871,460	5,231,215	3,592,655
North Down and East Antrim	2,927,673	2,922,932	2,971,596	2,587,216	2,723,611	2,577,977	2,471,584
Lisburn and Castlereagh	3,322,504	3,324,313	3,007,708	3,201,765	3,499,505	3,598,200	3,445,078
South Down and Armagh	7,862,137	7,620,993	7,319,502	7,260,317	7,479,151	8,330,439	7,480,905
Causeway Coast and Glens	2,009,798	1,868,892	1,825,154	1,708,702	1,768,362	1,962,127	2,015,698
Derry City and Strabane	2,043,383	1,993,716	1,667,845	1,660,355	1,726,336	1,625,006	1,482,096
Fermanagh and Mid-Ulster	6,693,219	6,140,172	5,874,913	6,258,840	6,777,425	6,974,000	5,744,504

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]



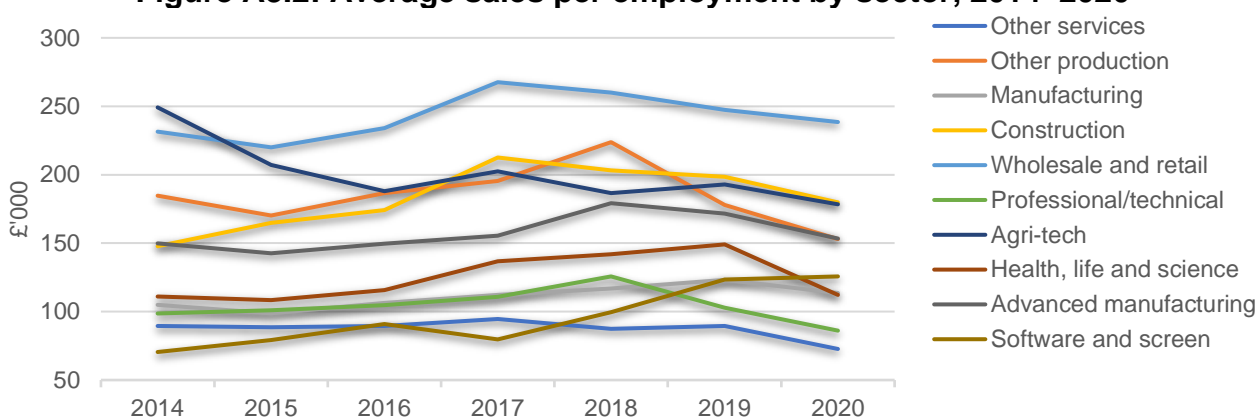
# Business level analysis: performance (NI)

**Table A3.5: Average sales per employment by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Other services	89.4	88.5	89.6	94.6	87.3	89.4	72.7
Other production	184.8	170.2	186.6	195.5	223.8	178.0	153.0
Manufacturing	104.9	98.7	106.3	112.1	116.8	123.2	113.6
Construction	147.8	164.8	174.1	212.6	203.1	198.6	179.8
Wholesale and retail	231.5	220.0	234.0	267.6	260.1	247.3	238.6
Professional/technical	98.7	101.0	104.7	110.8	125.7	102.8	86.1
<b>10x</b>							
Agri-tech	249.2	207.2	188.0	202.5	186.6	192.9	178.4
Health, life and science	111.0	108.4	115.7	136.7	141.8	149.1	112.2
Advanced manufacturing	149.9	142.6	149.6	155.4	179.2	171.6	153.4
Software and screen	70.5	79.2	91.0	79.6	99.6	123.5	125.7
<b>Total</b>	<b>143.8</b>	<b>138.1</b>	<b>139.7</b>	<b>153.7</b>	<b>156.3</b>	<b>151.2</b>	<b>138.4</b>

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.2: Average sales per employment by sector, 2014–2020**

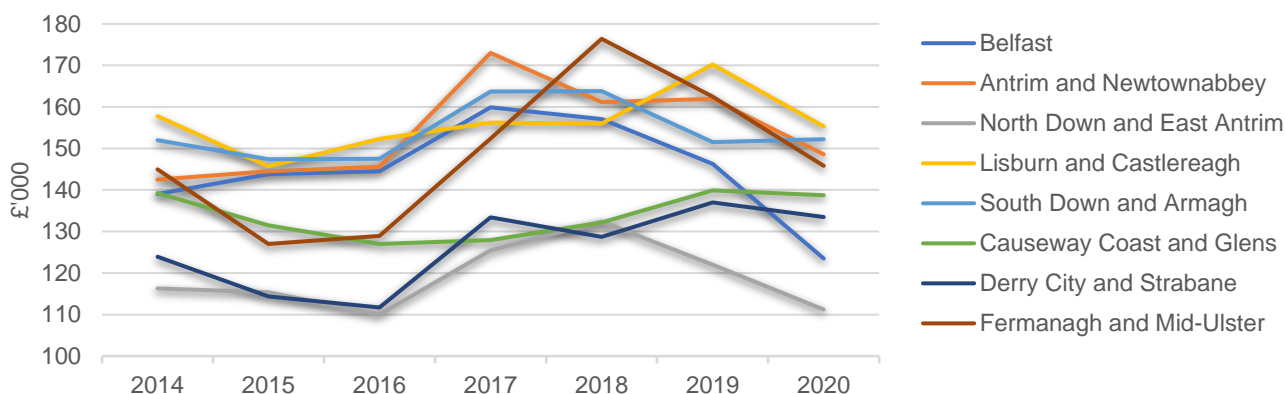


**Table A3.6: Average sales per employment by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Belfast	139.0	143.8	144.5	159.9	157.1	146.3	123.5
Antrim and Newtownabbey	142.5	144.5	145.6	173.0	161.2	161.9	148.6
North Down and East Antrim	116.3	115.4	110.0	125.5	132.4	122.0	111.2
Lisburn and Castlereagh	157.8	145.7	152.3	156.2	156.0	170.2	155.3
South Down and Armagh	152.0	147.4	147.5	163.7	163.8	151.5	152.2
Causeway Coast and Glens	139.3	131.5	127.0	127.9	132.2	139.9	138.7
Derry City and Strabane	123.9	114.4	111.7	133.4	128.7	137.0	133.5
Fermanagh and Mid-Ulster	145.0	127.0	128.9	152.4	176.4	162.5	145.8
<b>Total</b>	<b>143.8</b>	<b>138.1</b>	<b>139.7</b>	<b>153.7</b>	<b>156.3</b>	<b>151.2</b>	<b>138.4</b>

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.3: Average sales per employment by sub-region, 2014–2020**

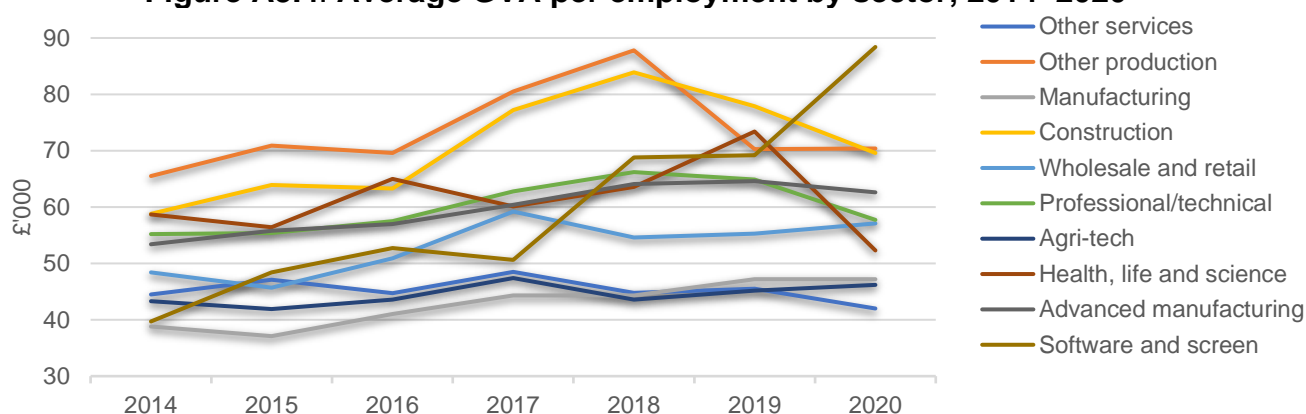


**Table A3.7: Average GVA per employment by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Other services	44.5	47.1	44.7	48.5	44.8	45.5	42.0
Other production	65.5	70.9	69.6	80.5	87.8	70.3	70.4
Manufacturing	38.8	37.1	41.0	44.3	44.3	47.2	47.2
Construction	58.8	63.9	63.3	77.2	83.9	77.9	69.6
Wholesale and retail	48.4	45.7	50.9	59.2	54.6	55.3	57.1
Professional/technical	55.2	55.4	57.5	62.8	66.2	64.9	57.7
<b>10x</b>							
Agri-tech	43.3	41.9	43.6	47.4	43.6	45.2	46.2
Health and life science	58.7	56.4	65.0	60.1	63.6	73.4	52.3
Advanced manufacturing	53.4	55.8	57.0	60.4	64.1	64.6	62.6
Software and screen	39.7	48.4	52.7	50.6	68.8	69.2	88.4
<b>Total</b>	<b>48.6</b>	<b>49.7</b>	<b>50.8</b>	<b>56.7</b>	<b>56.3</b>	<b>55.7</b>	<b>54.2</b>

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.4: Average GVA per employment by sector, 2014–2020**

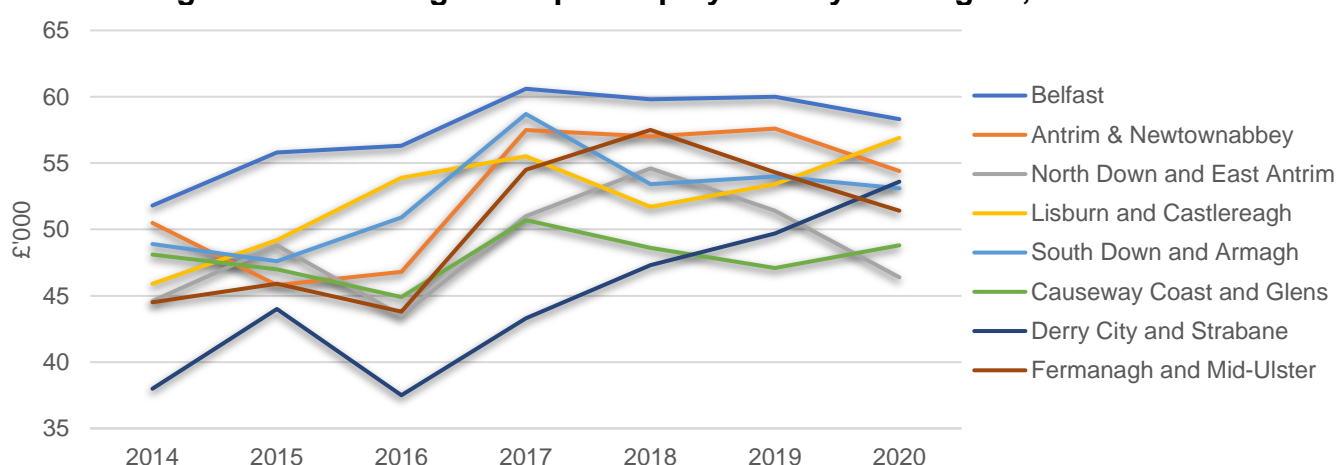


**Table A3.8: Average GVA per employment by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Belfast	51.8	55.8	56.3	60.6	59.8	60.0	58.3
Antrim and Newtownabbey	50.5	45.8	46.8	57.5	57.0	57.6	54.4
North Down and East Antrim	44.6	48.8	43.5	51.0	54.6	51.4	46.4
Lisburn and Castlereagh	45.9	49.2	53.9	55.5	51.7	53.4	56.9
South Down and Armagh	48.9	47.6	50.9	58.7	53.4	54.0	53.1
Causeway Coast and Glens	48.1	47.0	44.9	50.7	48.6	47.1	48.8
Derry City and Strabane	38.0	44.0	37.5	43.3	47.3	49.7	53.6
Fermanagh and Mid-Ulster	44.5	45.9	43.8	54.5	57.5	54.3	51.4
<b>Total</b>	<b>48.6</b>	<b>49.7</b>	<b>50.8</b>	<b>56.7</b>	<b>56.3</b>	<b>55.7</b>	<b>54.2</b>

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.5: Average GVA per employment by sub-region, 2014–2020**



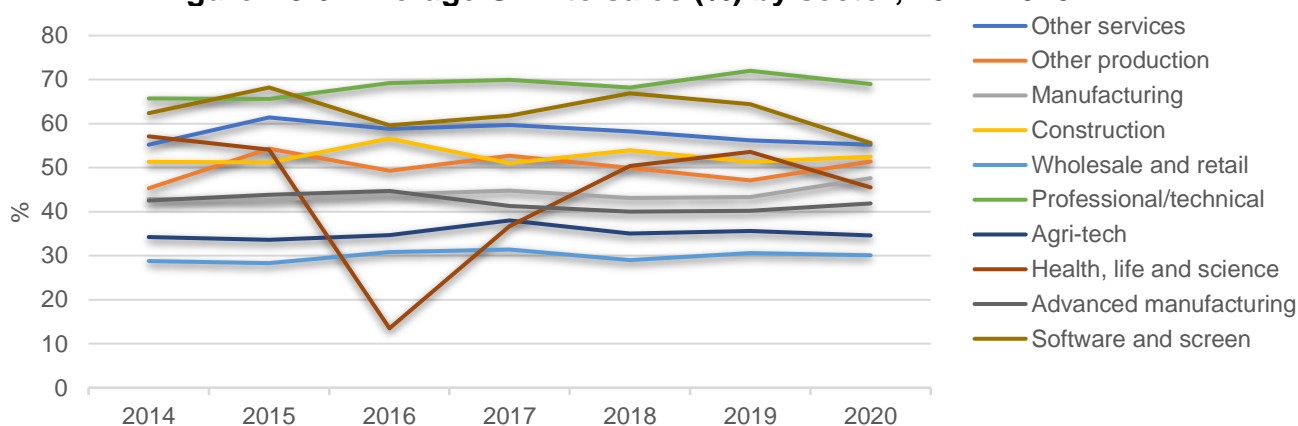
**Table A3.9: Average GVA to sales (%) by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Other services	55.2	61.4	58.8	59.7	58.2	56.2	55.2
Other production	45.3	54.3	49.3	52.7	49.9	47.1	51.4
Manufacturing	42.9	42.7	43.9	44.8	43.1	43.3	47.6
Construction	51.3	51.2	56.6	51	53.9	51.3	52.5
Wholesale and retail	28.8	28.3	30.8	31.4	29	30.6	30.1
Professional scientific	65.7	65.6	69.2	69.9	68.2	72	69
<b>10x</b>							
Agri-tech	34.2	33.6	34.7	38	35	35.6	34.6
Health and life science	57.1	54.1	13.5	36.7	50.4	53.6	45.5
Advanced manufacturing	42.5	43.8	44.7	41.3	40	40.2	41.9
Software and screen	62.4	68.2	59.6	61.8	66.9	64.4	55.6
<b>Total</b>	<b>46.4</b>	<b>49.3</b>	<b>50.6</b>	<b>50.9</b>	<b>48.8</b>	<b>48.2</b>	<b>48.3</b>

**Note:** Underlying data is indexed to 2019 prices (ONS, 2022)

**Note:** the low reported % for health and life science in 2016 may be the result of outliers. Outliers are adjusted for in the data used in the regression analysis.

**Figure A3.6: Average GVA to sales (%) by sector, 2014–2020**

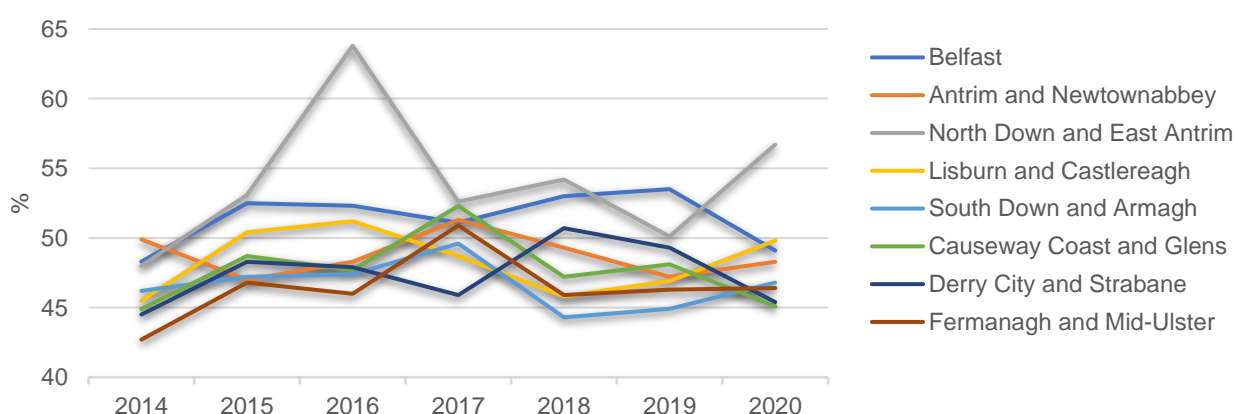


**Table A3.10: Average GVA to sales (%) by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Belfast	48.3	52.5	52.3	51.1	53	53.5	49.1
Antrim and Newtownabbey	49.9	47	48.3	51.3	49.3	47.2	48.3
Ards and Mid Antrim	48	53.1	63.8	52.6	54.2	50.1	56.7
Lisburn and Castlereagh	45.5	50.4	51.2	48.7	45.8	46.9	49.8
Newry and Armagh	46.2	47.2	47.4	49.6	44.3	44.9	46.8
Causeway Coast and Glens	44.9	48.7	47.7	52.3	47.2	48.1	45.1
Derry and Strabane	44.5	48.3	47.9	45.9	50.7	49.3	45.4
Fermanagh and Mid Ulster	42.7	46.8	46	50.9	45.9	46.3	46.4
<b>Total</b>	<b>46.4</b>	<b>49.3</b>	<b>50.6</b>	<b>50.9</b>	<b>48.8</b>	<b>48.2</b>	<b>48.3</b>

**Note:** Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.7: Average GVA to sales (%) by sub-region, 2014–2020**



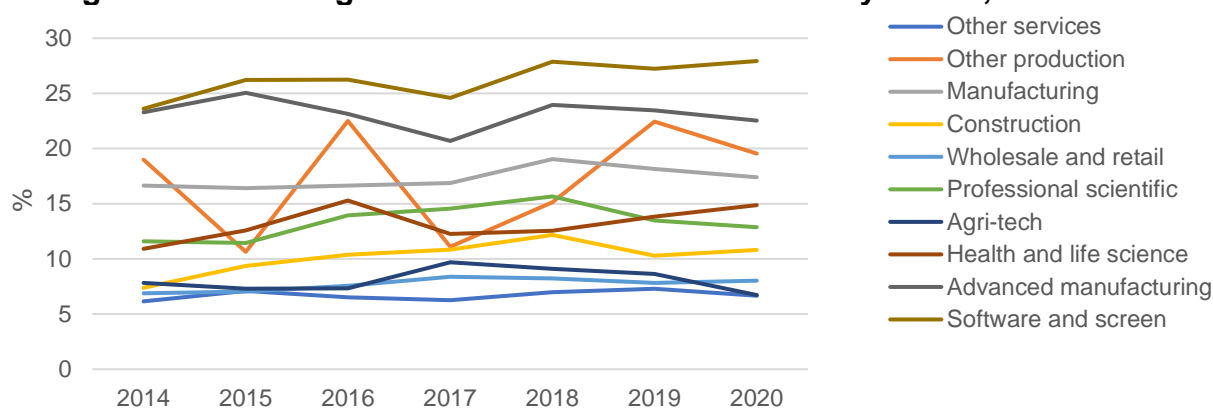
## Business level analysis: External sales behaviour (NI)

**Table A3.11: Average GB sales as a % of total sales by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Other services	6.15	7.10	6.51	6.25	6.97	7.29	6.65
Other production	18.99	10.64	22.50	11.10	15.13	22.44	19.53
Manufacturing	16.64	16.41	16.65	16.86	19.04	18.14	17.40
Construction	7.38	9.36	10.37	10.84	12.17	10.28	10.80
Wholesale and retail	6.88	7.04	7.55	8.38	8.22	7.83	8.02
Professional/technical	11.59	11.44	13.94	14.54	15.66	13.48	12.86
<b>10x</b>							
Agri-tech	7.82	7.29	7.33	9.69	9.10	8.64	6.72
Health and life science	10.91	12.58	15.29	12.27	12.56	13.83	14.86
Advanced manufacturing	23.30	25.05	23.13	20.69	23.96	23.45	22.53
Software and screen	23.61	26.22	26.25	24.58	27.87	27.22	27.93

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.8: Average GB sales as a % of total sales by sector, 2014–2020**

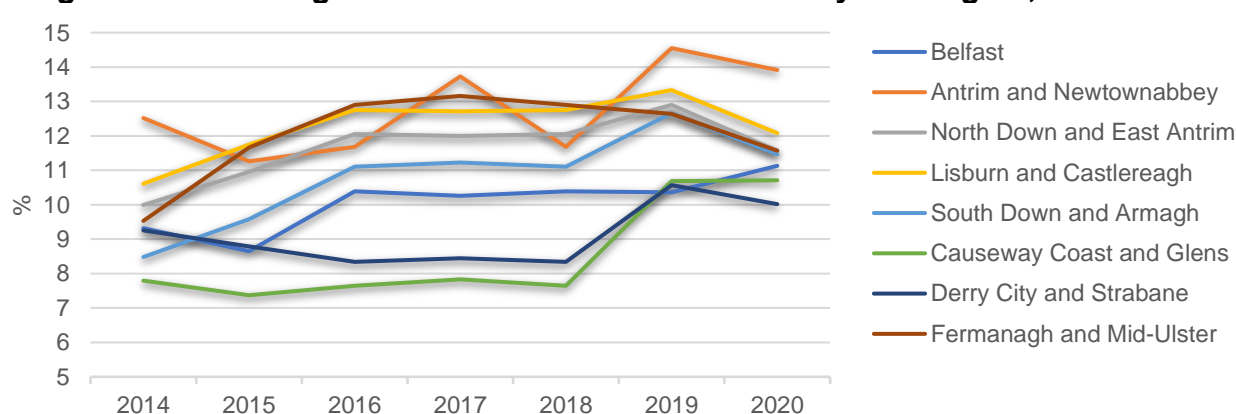


**Table A3.12: Average GB sales as a % of total sales by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Belfast	9.32	8.65	10.39	10.26	10.39	10.36	11.13
Antrim and Newtownabbey	12.52	11.26	11.68	13.73	11.68	14.55	13.91
North Down and East Antrim	9.99	10.96	12.05	12.00	12.05	12.90	11.57
Lisburn and Castlereagh	10.61	11.75	12.75	12.71	12.75	13.33	12.08
South Down and Armagh	8.48	9.58	11.10	11.23	11.10	12.66	11.47
Causeway Coast and Glens	7.79	7.37	7.64	7.83	7.64	10.69	10.71
Derry City and Strabane	9.25	8.79	8.34	8.44	8.34	10.57	10.02
Fermanagh and Mid-Ulster	9.53	11.66	12.90	13.16	12.90	12.64	11.57

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.9: Average GB sales as a % of total sales by sub-region, 2014–2020**

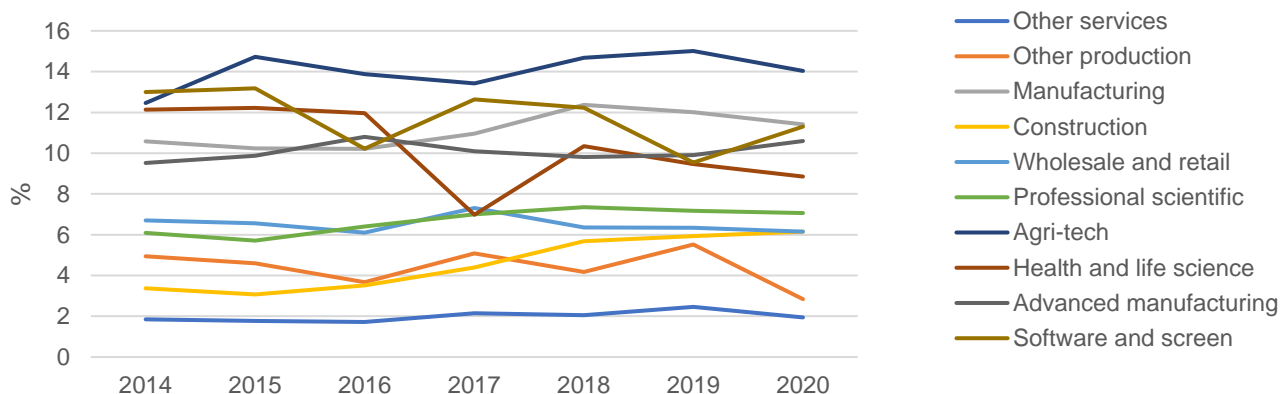


**Table A3.13: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Other services	1.85	1.77	1.72	2.14	2.06	2.46	1.95
Other production	4.94	4.60	3.67	5.08	4.18	5.52	2.84
Manufacturing	10.58	10.24	10.21	10.95	12.37	12.01	11.41
Construction	3.37	3.07	3.52	4.40	5.68	5.93	6.15
Wholesale and retail	6.70	6.56	6.10	7.31	6.36	6.34	6.15
Professional scientific	6.09	5.71	6.40	7.00	7.35	7.17	7.06
<b>10x</b>							
Agri-tech	12.46	14.72	13.87	13.42	14.68	15.01	14.03
Health and life science	12.14	12.22	11.96	6.98	10.35	9.46	8.85
Advanced manufacturing	9.52	9.88	10.80	10.10	9.81	9.90	10.60
Software and screen	12.99	13.18	10.22	12.63	12.23	9.54	11.30

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.10: Average ROI sales as a % of total sales by sector, 2014–2020**

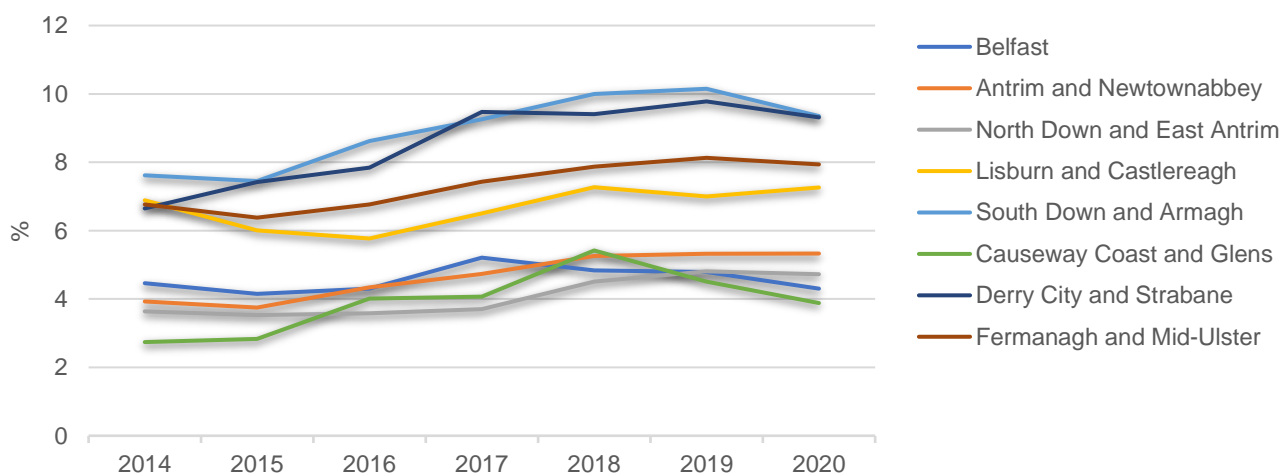


**Table A3.14: Average ROI sales as a % of total sales by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Belfast	4.46	4.15	4.30	5.21	4.84	4.79	4.30
Antrim and Newtownabbey	3.93	3.75	4.34	4.73	5.26	5.32	5.33
North Down and East Antrim	3.64	3.53	3.58	3.70	4.51	4.81	4.72
Lisburn and Castlereagh	6.89	6.01	5.77	6.50	7.27	7.00	7.26
South Down and Armagh	7.62	7.45	8.62	9.26	10.00	10.15	9.35
Causeway Coast and Glens	2.74	2.83	4.01	4.07	5.42	4.51	3.88
Derry City and Strabane	6.65	7.42	7.84	9.47	9.41	9.78	9.31
Fermanagh and Mid-Ulster	6.77	6.38	6.77	7.43	7.87	8.13	7.94

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.11: Average ROI sales as a % of total sales by sub-region, 2014–2020**

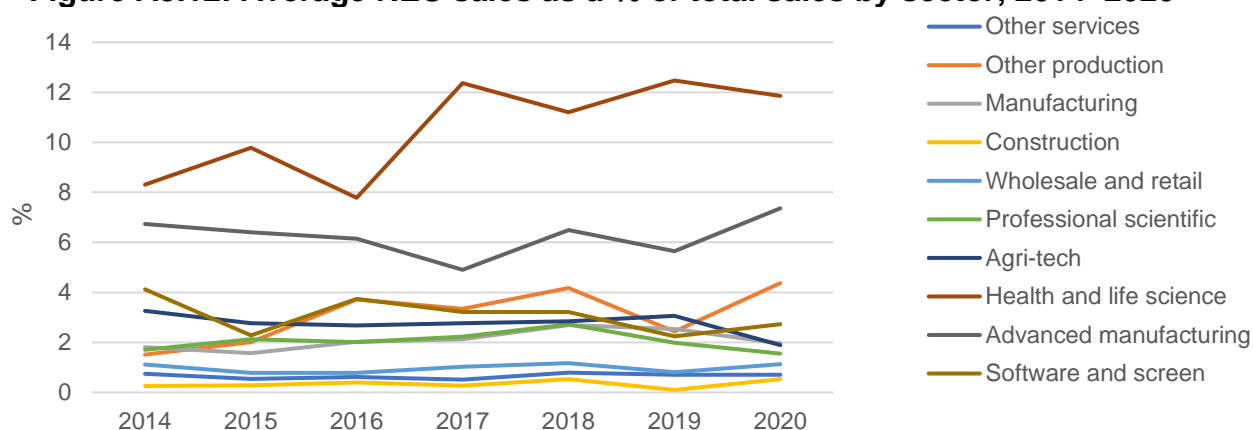


**Table A3.15: Average REU sales as a % of total sales by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Other services	0.74	0.54	0.61	0.51	0.79	0.70	0.71
Other production	1.51	2.01	3.71	3.34	4.18	2.43	4.37
Manufacturing	1.81	1.57	2.03	2.13	2.69	2.53	1.96
Construction	0.26	0.28	0.40	0.27	0.53	0.10	0.53
Wholesale and retail	1.11	0.78	0.78	1.03	1.17	0.81	1.13
Professional scientific	1.70	2.13	2.01	2.23	2.72	1.99	1.55
<b>10x</b>							
Agri-tech	3.26	2.76	2.68	2.76	2.84	3.06	1.89
Health and life science	8.31	9.78	7.78	12.37	11.20	12.47	11.85
Advanced manufacturing	6.74	6.40	6.14	4.90	6.49	5.64	7.36
Software and screen	4.12	2.28	3.74	3.22	3.21	2.24	2.73

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.12: Average REU sales as a % of total sales by sector, 2014–2020**

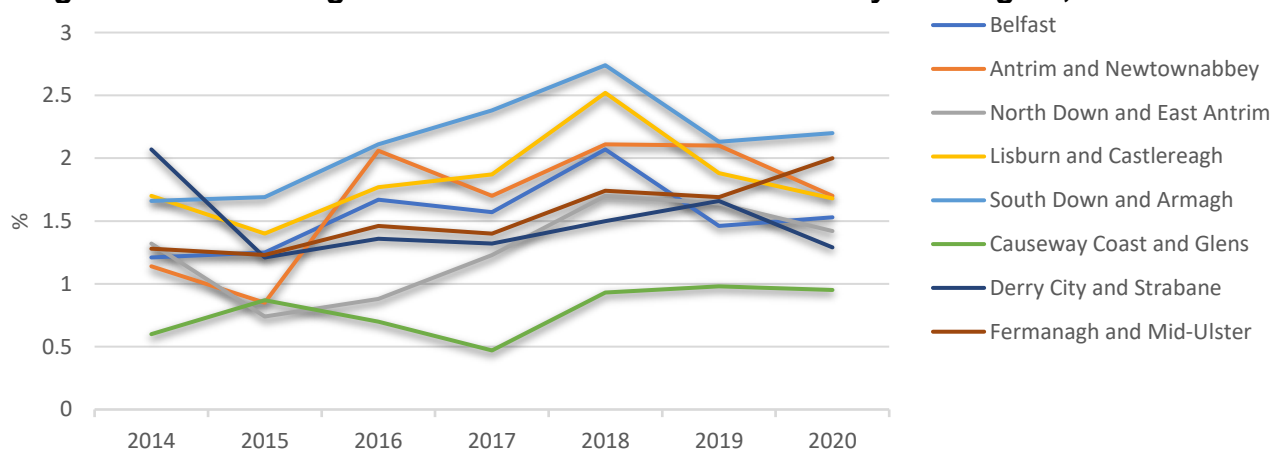


**Table A3.16: Average REU sales as a % of total sales by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Belfast	1.21	1.25	1.67	1.57	2.07	1.46	1.53
Antrim and Newtownabbey	1.14	0.85	2.06	1.70	2.11	2.10	1.70
North Down and East Antrim	1.32	0.74	0.88	1.23	1.70	1.64	1.42
Lisburn and Castlereagh	1.70	1.40	1.77	1.87	2.52	1.88	1.68
South Down and Armagh	1.66	1.69	2.11	2.38	2.74	2.13	2.20
Causeway Coast and Glens	0.60	0.87	0.70	0.47	0.93	0.98	0.95
Derry City and Strabane	2.07	1.21	1.36	1.32	1.50	1.66	1.29
Fermanagh and Mid-Ulster	1.28	1.23	1.46	1.40	1.74	1.69	2.00

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.13: Average REU sales as a % of total sales by sub-region, 2014–2020**

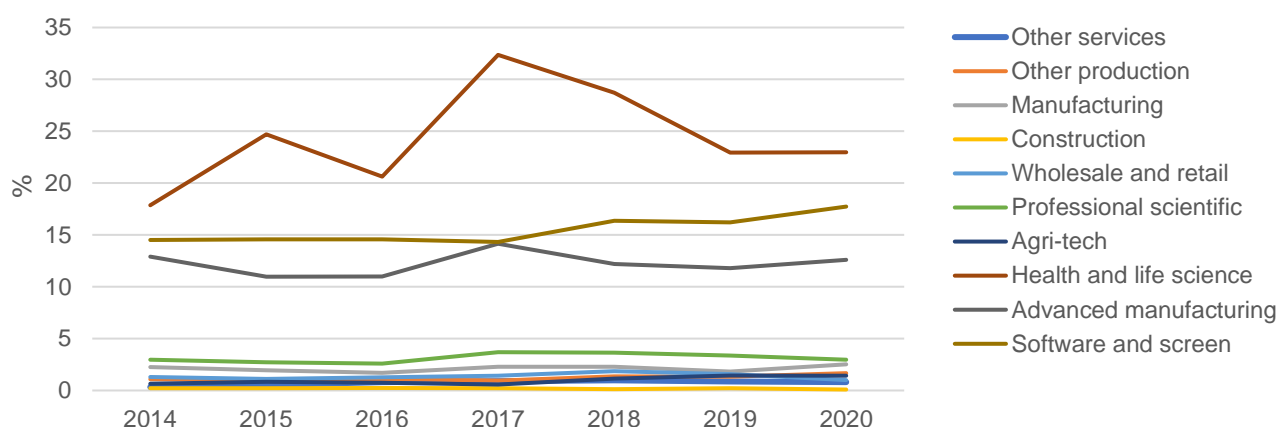


**Table A3.17: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Other services	0.33	0.53	0.80	0.90	0.98	0.87	0.80
Other production	1.07	0.98	1.11	0.95	1.37	1.32	1.67
Manufacturing	2.26	1.96	1.70	2.30	2.30	1.82	2.52
Construction	0.21	0.21	0.24	0.21	0.13	0.22	0.09
Wholesale and retail	1.29	1.11	1.27	1.43	1.86	1.57	1.00
Professional scientific	2.96	2.72	2.59	3.69	3.63	3.37	2.96
<b>10x</b>							
Agri-tech	0.65	0.84	0.74	0.57	1.13	1.44	1.42
Health and life science	17.86	24.71	20.63	32.36	28.72	22.94	22.97
Advanced manufacturing	12.90	10.97	11.00	14.15	12.18	11.79	12.59
Software and screen	14.52	14.57	14.58	14.32	16.35	16.20	17.73

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.14: Average ROW sales as a % of total sales by sector, 2014–2020**

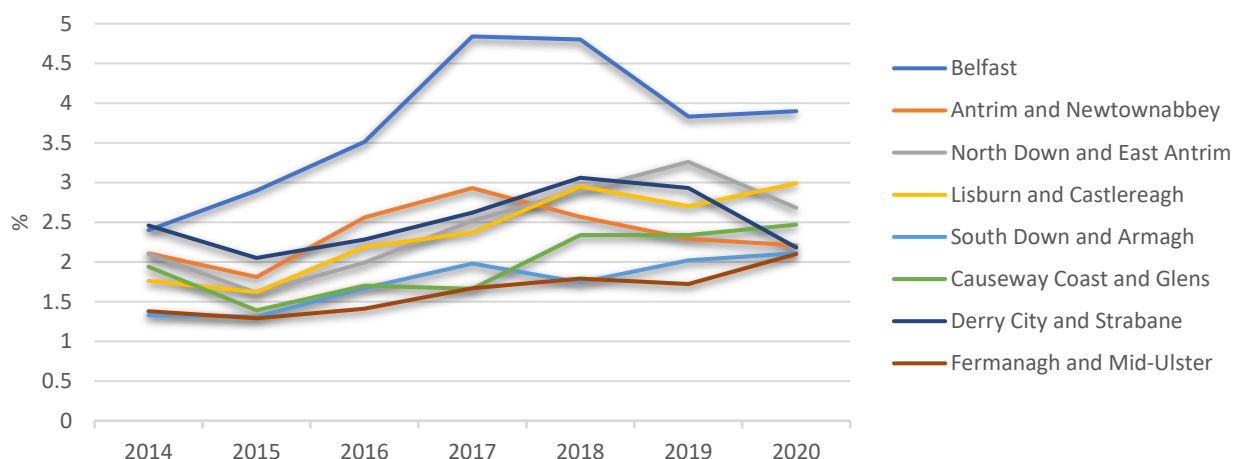


**Table A3.18: Average ROW sales as a % of total sales by sub-region, 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
	%	%	%	%	%	%	%
Belfast	2.40	2.90	3.51	4.84	4.80	3.83	3.90
Antrim and Newtownabbey	2.11	1.81	2.56	2.93	2.57	2.29	2.21
North Down and East Antrim	2.10	1.61	1.99	2.52	2.90	3.26	2.68
Lisburn and Castlereagh	1.76	1.62	2.19	2.37	2.95	2.70	2.99
South Down and Armagh	1.33	1.31	1.67	1.98	1.74	2.02	2.11
Causeway Coast and Glens	1.94	1.39	1.70	1.66	2.34	2.34	2.47
Derry City and Strabane	2.46	2.05	2.28	2.62	3.06	2.93	2.18
Fermanagh and Mid-Ulster	1.38	1.29	1.41	1.67	1.79	1.72	2.10

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A3.15: Average ROW sales as a % of total sales by sub-region, 2014–2020**



## Appendix 4: Belfast

### Trade performance

**Table A4.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	17,415,718	16,621,475	16,947,261	17,640,491	17,554,070	15,815,016	13,871,625
Purchases	11,864,047	11,313,114	11,381,070	11,927,910	11,527,776	9,830,413	7,830,976
GVA	6,083,958	5,904,775	6,112,845	6,325,932	6,620,572	6,326,306	7,191,497

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A4.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	4,159,827	4,240,970	4,446,757	4,699,291	4,775,521	4,465,446	3,690,712
Other production	1,322,090	1,317,959	1,650,874	1,667,580	1,870,561	2,024,916	1,277,467
Manufacturing	316,658	312,809	353,705	322,707	277,071	310,751	310,282
Construction	1,252,164	1,024,446	1,094,378	1,314,512	1,255,989	810,010	897,214
Wholesale and retail	6,084,622	5,722,394	5,297,918	5,056,071	4,502,261	3,649,497	3,545,327
Professional scientific	1,090,678	1,105,623	1,181,572	1,120,931	1,274,704	1,314,786	1,163,196
<b>10x</b>							
Agri-tech	958,452	754,668	817,225	1,087,122	925,223	737,916	653,921
Health and life science	19,643	19,204	29,729	24,996	33,760	45,886	35,092
Advanced manufacturing	1,568,026	1,399,810	1,416,101	1,554,859	1,611,042	1,629,919	1,231,968
Software and screen	643,558	723,592	659,002	792,422	1,027,938	825,889	1,066,446

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A4.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	2,382,747	2,389,751	2,421,748	2,573,800	2,710,101	2,292,204	1,702,349
Other production	814,074	797,809	1,080,177	1,115,123	1,319,809	1,430,490	464,427
Manufacturing	224,770	213,349	237,228	209,005	182,347	200,404	202,211
Construction	939,724	759,973	796,983	925,201	888,090	537,270	586,226
Wholesale and retail	4,693,504	4,680,370	4,428,254	4,264,975	3,556,081	2,773,344	2,946,291
Professional scientific	403,686	386,241	418,150	374,534	427,084	442,649	375,053
<b>10x</b>							
Agri-tech	850,284	640,175	674,095	918,612	776,925	613,177	561,324
Health and life science	11,507	11,784	15,755	23,731	20,802	26,564	26,571
Advanced manufacturing	1,272,552	1,139,325	1,065,487	1,255,442	1,328,332	1,310,162	759,969
Software and screen	271,199	294,337	243,193	267,487	318,205	204,149	206,555

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]



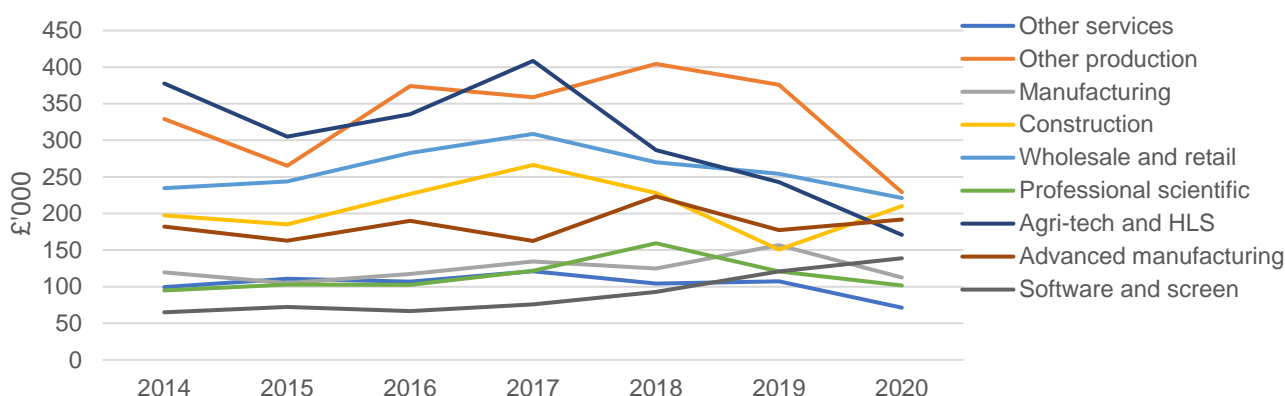
# Business level analysis: Performance (Belfast)

**Table A4.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	537	99.4	550	110.8	436	107.0	426	121.1	465	104.2	423	107.4	419	71.3
Other production	17	328.8	24	265.1	16	374.1	18	358.6	18	404.3	17	375.7	17	229.1
Manufacturing	64	119.7	59	104.9	57	117.4	51	134.2	62	124.6	67	153.8	67	112.5
Construction	111	197.2	77	184.9	67	226.8	59	266.2	62	228.1	52	150.6	66	210.3
Wholesale and retail	240	234.5	228	243.8	136	282.8	127	308.7	163	269.9	142	254.2	150	221.1
Professional/technical	192	94.8	189	103.1	232	102.5	199	121.6	194	159.3	189	120.8	177	101.7
<b>10x</b>														
Agri-tech and HLS	25	377.7	23	305.1	26	335.8	24	408.5	32	286.5	26	242.7	30	170.8
Adv. manufacturing	35	182.0	35	163.0	39	190.0	35	162.5	38	223.3	38	120.9	28	191.9
Software and screen	81	65.0	67	72.1	81	66.5	97	75.6	96	93.0	81	146.3	91	138.8
<b>Total</b>	<b>1,302</b>		<b>1,252</b>		<b>1,090</b>		<b>1,036</b>		<b>1,130</b>		<b>1,035</b>		<b>1,045</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022). The totals are lower to those reported for all Belfast

**Figure A4.1: Average sales per employment by sector, 2014–2020**

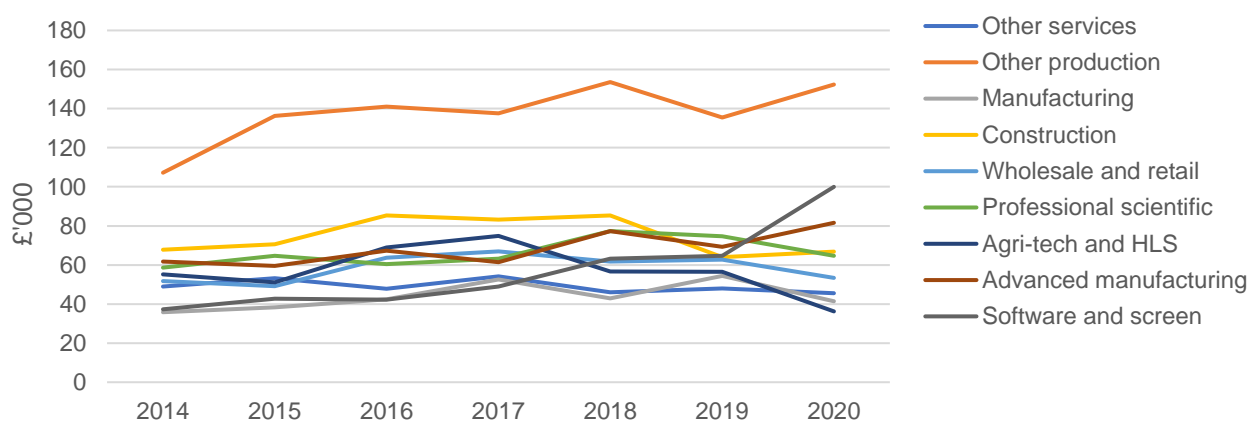


**Table A4.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	537	49.0	550	53.2	436	47.8	426	54.2	465	46.0	423	48.0	419	45.5
Other production	17	107.2	24	136.2	16	141.0	18	137.5	18	153.6	17	135.5	17	152.3
Manufacturing	64	35.8	59	38.3	57	42.5	51	52.6	62	42.9	67	54.4	67	41.3
Construction	111	67.8	77	70.5	67	85.3	59	83.2	62	85.2	52	64.0	66	66.8
Wholesale and retail	240	51.8	228	49.1	136	63.7	127	66.9	163	61.7	142	62.7	150	53.3
Professional/technical	192	58.6	189	64.6	232	60.4	199	63.3	194	77.3	189	74.6	177	64.7
<b>10x</b>														
Agri-tech and HLS	25	55.1	23	51.1	26	68.9	24	74.9	32	56.7	26	56.5	30	36.2
Adv. manufacturing	35	61.8	35	59.5	39	67.3	35	61.4	38	77.3	38	69.2	28	81.6
Software and screen	81	37.3	67	42.7	81	42.2	97	49.0	96	63.2	81	64.6	91	100.0
<b>Total</b>	<b>1,302</b>		<b>1,252</b>		<b>1,090</b>		<b>1,036</b>		<b>1,130</b>		<b>1,035</b>		<b>1,045</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A4.2: Average GVA per employment by sector, 2014–2020**



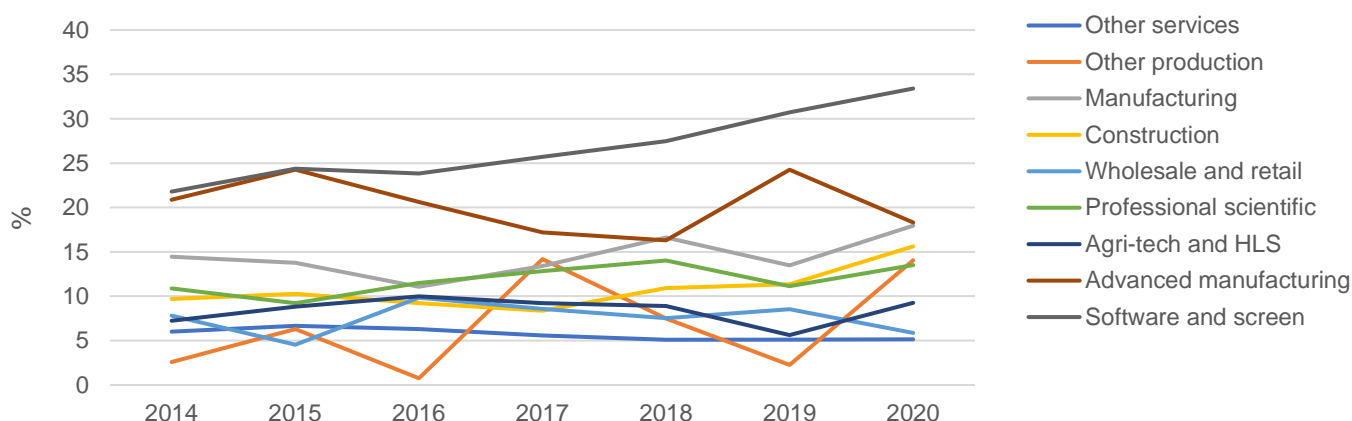
# Business level analysis: External sales behaviour (Belfast)

**Table A4.6: Average GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	549	6.0	564	6.7	443	6.3	436	5.6	464	5.1	423	5.1	429	5.1
Other production	18	2.6	28	6.3	12	0.8	14	14.2	15	7.5	13	2.3	14	14.1
Manufacturing	65	14.4	60	13.8	58	11.1	53	13.4	63	16.6	67	13.5	67	17.9
Construction	116	9.7	82	10.3	71	9.2	62	8.4	66	10.9	56	11.4	69	15.6
Wholesale and retail	235	7.8	219	4.5	137	9.8	127	8.6	164	7.5	140	8.6	153	5.9
Professional/technical	195	10.9	190	9.2	235	11.5	200	12.8	195	14.0	196	11.1	183	13.5
<b>10x</b>														
Agri-tech and HLS	21	7.2	21	8.8	23	10.0	22	9.2	28	8.9	22	5.6	28	9.3
Adv. manufacturing	34	20.9	33	24.3	35	20.6	34	17.2	35	16.3	34	24.3	26	18.3
Software and screen	80	21.8	66	24.4	79	23.8	93	25.7	93	27.5	75	30.7	86	33.4
<b>Total</b>	<b>1,313</b>		<b>1,263</b>		<b>1,093</b>		<b>1,041</b>		<b>1,123</b>		<b>1,026</b>		<b>1,055</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A4.3: Average GB sales as a % of total sales by sector, 2014–2020**

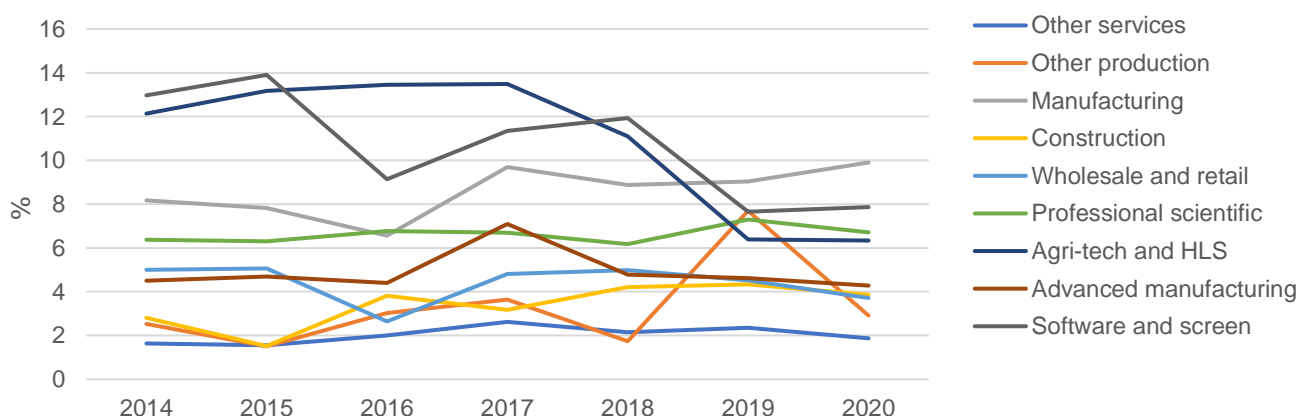


**Table A4.7: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	549	1.6	564	1.6	443	2.0	436	2.6	464	2.1	423	2.3	429	1.9
Other production	18	2.5	28	1.5	12	3.0	14	3.6	15	1.7	13	7.7	14	2.9
Manufacturing	65	8.2	60	7.8	58	6.6	53	9.7	63	8.9	67	9.0	67	9.9
Construction	116	2.8	82	1.5	71	3.8	62	3.2	66	4.2	56	4.3	69	3.9
Wholesale and retail	235	5.0	219	5.1	137	2.6	127	4.8	164	5.0	140	4.5	153	3.7
Professional/technical	195	6.4	190	6.3	235	6.8	200	6.7	195	6.2	196	7.3	183	6.7
<b>10x</b>														
Agri-tech and HLS	21	12.1	21	13.2	23	13.5	22	13.5	28	11.1	22	6.4	28	6.3
Adv. manufacturing	34	4.5	33	4.7	35	4.4	34	7.1	35	4.8	34	4.6	26	4.3
Software and screen	80	13.0	66	13.9	79	9.1	93	11.3	93	11.9	75	7.7	86	7.9
<b>Total</b>	<b>1,313</b>		<b>1,263</b>		<b>1,093</b>		<b>1,041</b>		<b>1,123</b>		<b>1,026</b>		<b>1,055</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A4.4: Average ROI sales as a % of total sales by sector, 2014–2020**

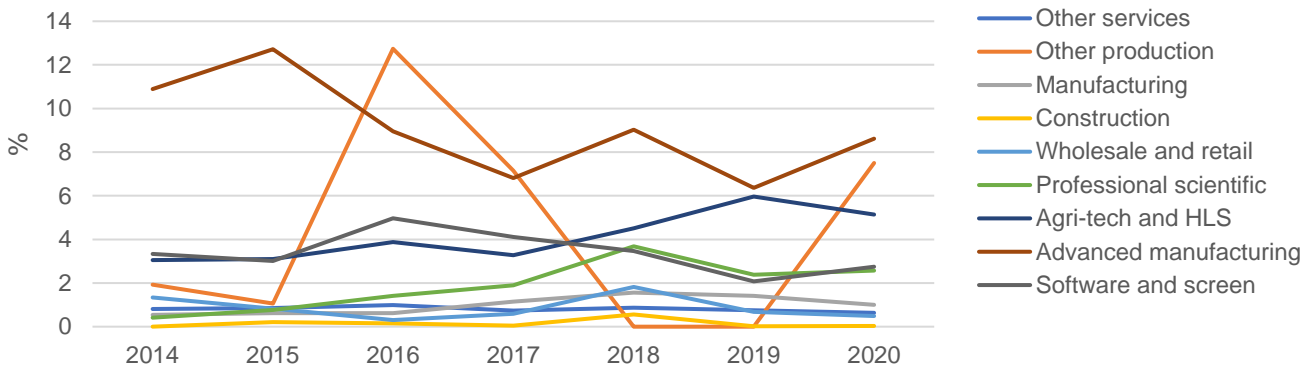


**Table A4.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	549	0.8	564	0.9	443	1.0	436	0.7	464	0.9	423	0.8	429	0.6
Other production	18	1.9	28	1.1	12	12.7	14	7.1	15	0.0	13	0.0	14	7.5
Manufacturing	65	0.5	60	0.6	58	0.6	53	1.2	63	1.6	67	1.4	67	1.0
Construction	116	0.0	82	0.2	71	0.2	62	0.0	66	0.6	56	0.0	69	0.0
Wholesale and retail	235	1.3	219	0.8	137	0.3	127	0.6	164	1.8	140	0.7	153	0.5
Professional/technical	195	0.4	190	0.8	235	1.4	200	1.9	195	3.7	196	2.4	183	2.6
<b>10x</b>														
Agri-tech and HLS	21	3.1	21	3.1	23	3.9	22	3.3	28	4.5	22	6.0	28	5.1
Adv. manufacturing	34	10.9	33	12.7	35	9.0	34	6.8	35	9.0	34	6.4	26	8.6
Software and screen	80	3.3	66	3.0	79	5.0	93	4.1	93	3.5	75	2.1	86	2.7
<b>Total</b>	<b>1,313</b>		<b>1,263</b>		<b>1,093</b>		<b>1,041</b>		<b>1,123</b>		<b>1,026</b>		<b>1,055</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A4.5: REU sales as a % of total sales by sector, 2014–2020**

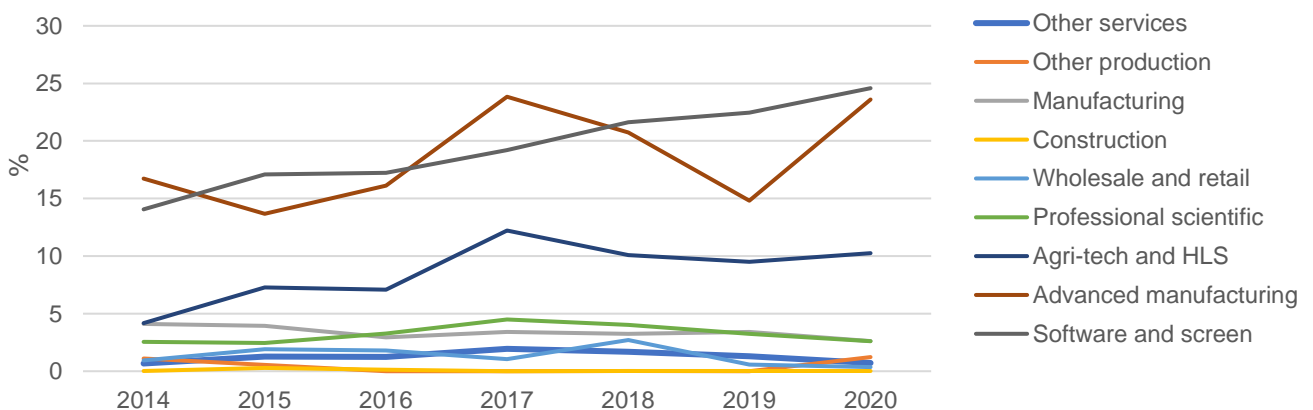


**Table A4.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	549	0.7	564	1.3	443	1.2	436	1.9	464	1.7	423	1.3	429	0.7
Other production	18	1.1	28	0.6	12	0.0	14	0.0	15	0.0	13	0.0	14	1.2
Manufacturing	65	4.1	60	4.0	58	2.9	53	3.4	63	3.3	67	3.4	67	2.6
Construction	116	0.0	82	0.3	71	0.1	62	0.0	66	0.0	56	0.0	69	0.0
Wholesale and retail	235	1.0	219	1.9	137	1.8	127	1.1	164	2.7	140	0.6	153	0.4
Professional/technical	195	2.6	190	2.5	235	3.3	200	4.5	195	4.0	196	3.3	183	2.6
<b>10x</b>														
Agri-tech and HLS	21	4.2	21	7.3	23	7.1	22	12.2	28	10.1	22	9.5	28	10.2
Adv. manufacturing	34	16.7	33	13.7	35	16.1	34	23.8	35	20.7	34	14.8	26	23.6
Software and screen	80	14.1	66	17.1	79	17.2	93	19.2	93	21.6	75	22.5	86	24.6
<b>Total</b>	<b>1,313</b>		<b>1,263</b>		<b>1,093</b>		<b>1,041</b>		<b>1,123</b>		<b>1,026</b>		<b>1,055</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A4.6: ROW sales as a % of total sales by sector, 2014–2020**



## Appendix 5: Antrim and Newtownabbey

### Trade performance

**Table A5.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	7,140,979	7,195,599	7,420,686	6,616,611	6,903,312	7,452,939	5,173,886
Purchases	5,164,489	5,394,926	5,496,793	4,758,341	4,871,460	5,231,215	3,592,655
GVA	2,084,646	1,788,440	1,943,824	1,897,676	2,046,252	2,240,166	1,655,780

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A5.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	228,972	273,040	230,014	230,366	222,514	309,112	298,873
Manufacturing & other production	1,309,329	1,288,163	1,449,059	1,261,395	1,336,444	1,261,450	1,041,997
Construction	665,502	773,751	720,507	597,985	627,041	673,646	502,955
Wholesale and retail	4,198,629	4,025,845	4,099,662	3,657,118	3,889,918	4,389,335	2,473,155
Professional and technical	133,822	183,085	173,618	120,763	101,400	127,837	277,155
<b>10X</b>							
Other 10X	102,731	110,114	241,390	196,806	128,275	154,957	92,861
Advanced manufacturing	501,994	541,601	506,436	552,178	597,720	536,602	486,890

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A5.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	509,820	471,092	534,043	346,234	457,069	387,547	311,079
Manufacturing & other production	411,542	456,279	428,464	466,367	438,729	506,959	450,146
Construction	315,091	546,803	525,707	451,856	430,106	466,557	365,382
Wholesale and retail	3,463,308	3,386,206	3,453,081	3,004,216	3,096,843	3,479,677	2,081,929
Professional and technical	73,182	99,663	116,063	64,756	30,983	44,721	84,999
<b>10X</b>							
Other 10X	50,585	55,549	106,618	110,305	64,261	52,410	47,162
Advanced manufacturing	340,961	379,334	332,817	314,607	353,469	293,344	251,958

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

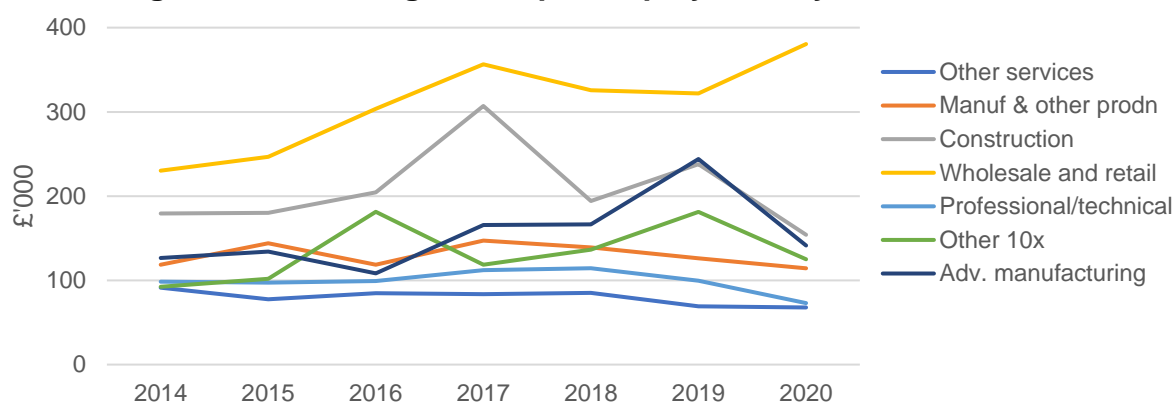
## Business level analysis: Performance (Antrim and Newtownabbey)

**Table A5.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	148	91.3	142	77.6	119	84.9	99	83.5	115	85.2	96	69.2	106	67.8
Manuf. & other prod'n	67	118.7	66	143.9	70	118.4	63	147.2	86	139.2	74	126.2	78	114.3
Construction	62	179.2	57	180.3	46	204.4	26	307.0	39	194.3	31	237.9	38	154.1
Wholesale and retail	110	230.2	98	246.8	52	303.5	58	356.4	73	325.5	69	321.7	59	380.5
Professional/technical	28	98.3	29	97.3	35	99.3	30	112.1	32	114.4	39	99.6	31	73.0
<b>10x</b>														
Other 10x	24	92.4	20	101.7	23	181.4	21	118.7	25	136.6	24	181.3	22	124.9
Adv. manufacturing	20	126.7	21	134.1	22	108.3	16	165.7	18	166.5	17	244.0	17	141.3
<b>Total</b>	<b>459</b>		<b>433</b>		<b>367</b>		<b>313</b>		<b>388</b>		<b>350</b>		<b>351</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A5.1: Average sales per employment by sector, 2014–2020**

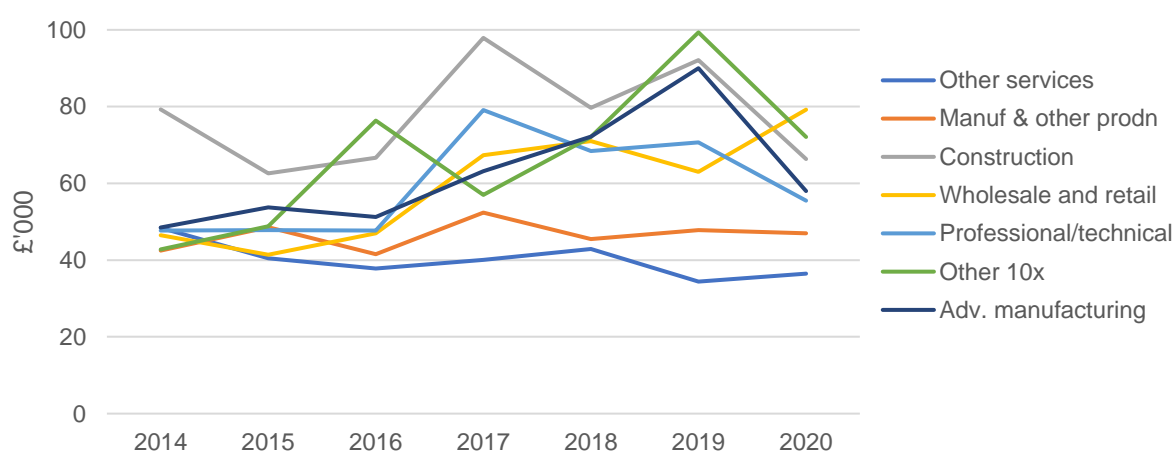


**Table A5.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	148	48.4	142	40.5	119	37.8	99	40.1	115	42.9	96	34.4	106	36.5
Manuf. & other prod'n	67	42.4	66	48.6	70	41.5	63	52.4	86	45.4	74	47.8	78	47.0
Construction	62	79.3	57	62.6	46	66.7	26	97.9	39	79.7	31	92.1	38	66.3
Wholesale and retail	110	46.5	98	41.4	52	47.0	58	67.3	73	71.0	69	63.0	59	79.2
Professional/technical	28	47.7	29	47.8	35	47.7	30	79.1	32	68.4	39	70.7	31	55.5
<b>10x</b>														
Other 10x	24	42.8	20	48.9	23	76.3	21	57.0	25	72.1	24	99.3	22	72.1
Adv. manufacturing	20	48.5	21	53.7	22	51.2	16	63.2	18	72.2	17	90.0	17	58.0
<b>Total</b>	<b>459</b>		<b>433</b>		<b>367</b>		<b>313</b>		<b>388</b>		<b>350</b>		<b>351</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A5.2: Average GVA per employment by sector, 2014–2020**



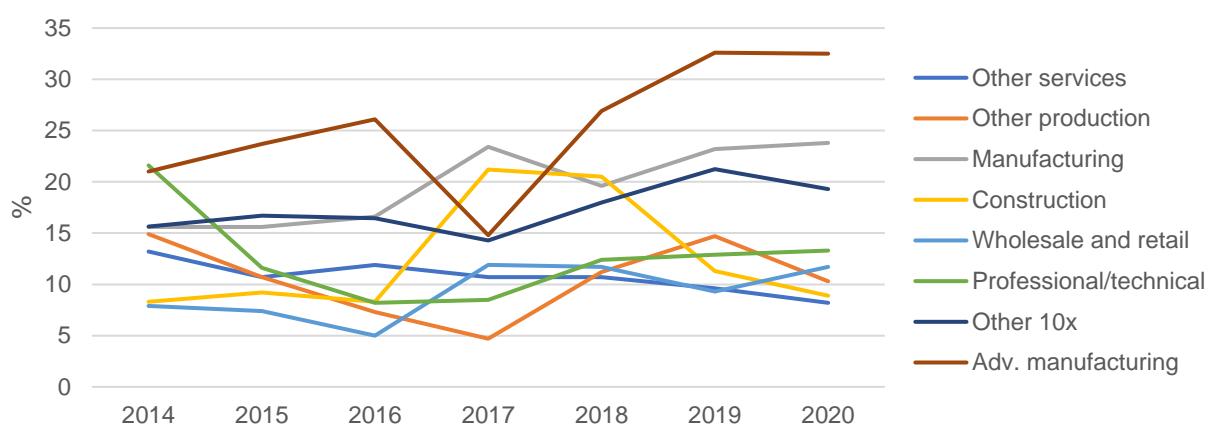
# Business level analysis: External sales behaviour (Antrim and Newtownabbey)

**Table A5.6: Average GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	149	13.2	146	10.7	119	11.9	97	10.7	112	10.7	94	9.6	110	8.2
Other production	13	14.9	16	10.7	13	7.3	12	4.7	12	11.2	10	14.7	14	10.3
Manufacturing	56	15.6	51	15.6	56	16.6	48	23.4	74	19.6	65	23.2	62	23.8
Construction	66	8.3	59	9.2	47	8.3	26	21.2	42	20.5	35	11.3	40	8.9
Wholesale and retail	106	7.9	93	7.4	47	5.0	53	11.9	65	11.7	61	9.3	54	11.7
Professional/technical	28	21.6	29	11.6	36	8.2	30	8.5	34	12.4	39	12.9	31	13.3
<b>10x</b>														
Other 10x	25	15.6	21	16.7	22	16.5	20	14.3	25	18.0	23	21.2	22	19.3
Adv. manufacturing	18	21.0	19	23.7	19	26.1	14	14.8	16	26.9	15	32.6	16	32.5
<b>Total</b>	<b>461</b>		<b>434</b>		<b>359</b>		<b>300</b>		<b>380</b>		<b>342</b>		<b>349</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A5.3: Average GB sales as a % of total sales by sector, 2014–2020**

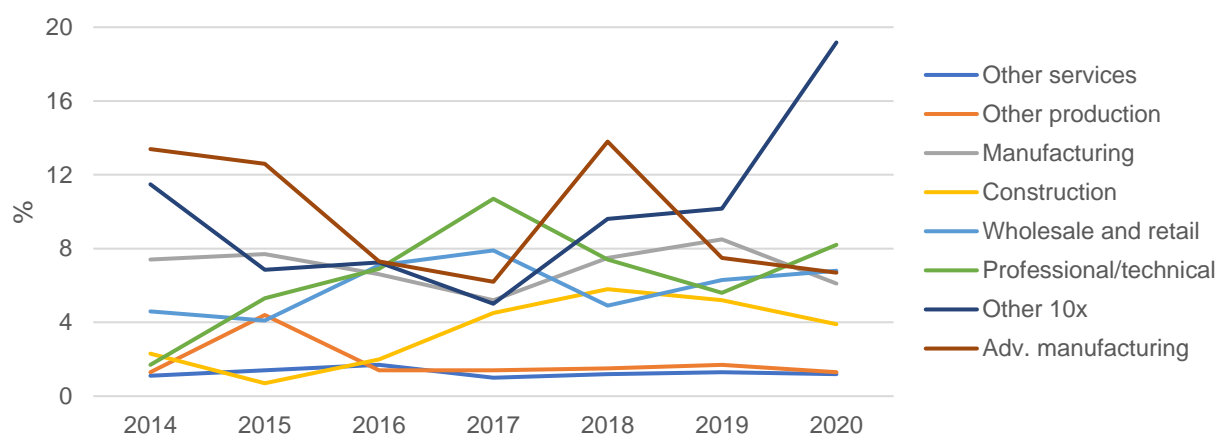


**Table A5.7: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	149	1.1	146	1.4	119	1.7	97	1.0	112	1.2	94	1.3	110	1.2
Other production	13	1.3	16	4.4	13	1.4	12	1.4	12	1.5	10	1.7	14	1.3
Manufacturing	56	7.4	51	7.7	56	6.6	48	5.2	74	7.5	65	8.5	62	6.1
Construction	66	2.3	59	0.7	47	2.0	26	4.5	42	5.8	35	5.2	40	3.9
Wholesale and retail	106	4.6	93	4.1	47	7.1	53	7.9	65	4.9	61	6.3	54	6.8
Professional/technical	28	1.7	29	5.3	36	6.9	30	10.7	34	7.4	39	5.6	31	8.2
<b>10x</b>														
Other 10x	25	11.5	21	6.8	22	7.2	20	5.0	25	9.6	23	10.2	22	19.2
Adv. manufacturing	18	13.4	19	12.6	19	7.3	14	6.2	16	13.8	15	7.5	16	6.7
<b>Total</b>	<b>461</b>		<b>434</b>		<b>359</b>		<b>300</b>		<b>380</b>		<b>342</b>		<b>349</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A5.4: Average ROI sales as a % of total sales by sector, 2014–2020**

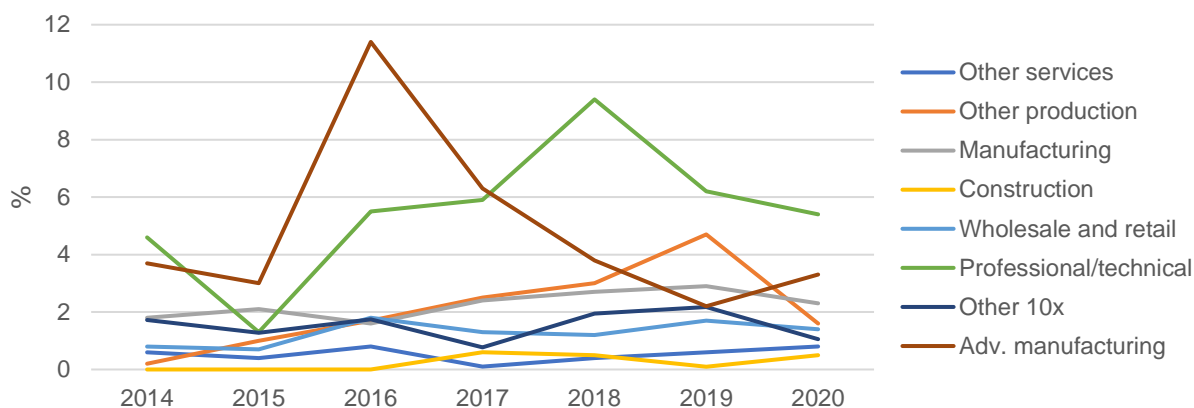


**Table A5.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	149	0.6	146	0.4	119	0.8	97	0.1	112	0.4	94	0.6	110	0.8
Other production	13	0.2	16	1.0	13	1.7	12	2.5	12	3.0	10	4.7	14	1.6
Manufacturing	56	1.8	51	2.1	56	1.6	48	2.4	74	2.7	65	2.9	62	2.3
Construction	66	0.0	59	0.0	47	0.0	26	0.6	42	0.5	35	0.1	40	0.5
Wholesale and retail	106	0.8	93	0.7	47	1.8	53	1.3	65	1.2	61	1.7	54	1.4
Professional/technical	28	4.6	29	1.3	36	5.5	30	5.9	34	9.4	39	6.2	31	5.4
<b>10x</b>														
Other 10x	25	1.7	21	1.3	22	1.7	20	0.8	25	1.9	23	2.2	22	1.1
Adv. manufacturing	18	3.7	19	3.0	19	11.4	14	6.3	16	3.8	15	2.2	16	3.3
<b>Total</b>	<b>461</b>		<b>434</b>		<b>359</b>		<b>300</b>		<b>380</b>		<b>342</b>		<b>349</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A5.5: Average REU sales as a % of total sales by sector, 2014–2020**

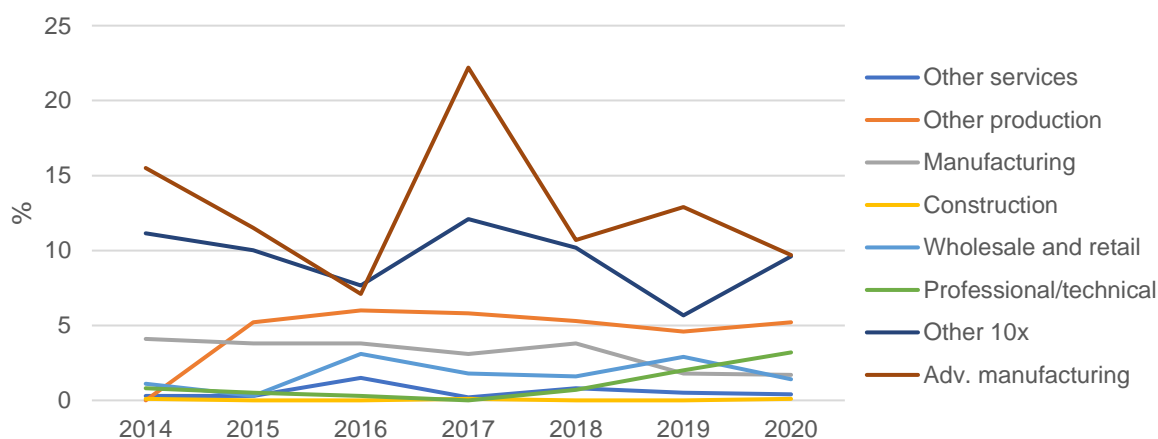


**Table A5.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	149	0.3	146	0.3	119	1.5	97	0.2	112	0.8	94	0.5	110	0.4
Other production	13	0.0	16	5.2	13	6.0	12	5.8	12	5.3	10	4.6	14	5.2
Manufacturing	56	4.1	51	3.8	56	3.8	48	3.1	74	3.8	65	1.8	62	1.7
Construction	66	0.1	59	0.0	47	0.0	26	0.1	42	0.0	35	0.0	40	0.1
Wholesale and retail	106	1.1	93	0.3	47	3.1	53	1.8	65	1.6	61	2.9	54	1.4
Professional/technical	28	0.8	29	0.5	36	0.3	30	0.0	34	0.7	39	2.0	31	3.2
<b>10x</b>														
Other 10x	25	11.1	21	10.0	22	7.7	20	12.1	25	10.2	23	5.7	22	9.6
Adv. manufacturing	18	15.5	19	11.5	19	7.1	14	22.2	16	10.7	15	12.9	16	9.7
<b>Total</b>	<b>461</b>		<b>434</b>		<b>359</b>		<b>300</b>		<b>380</b>		<b>342</b>		<b>349</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A5.6: Average ROW sales as a % of total sales by sector, 2014–2020**



## Appendix 6: North Down and East Antrim

### Trade performance

**Table A6.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	4,400,818	4,539,747	4,444,554	4,118,103	4,346,657	4,444,305	4,101,762
Purchases	2,927,673	2,922,932	2,971,596	2,587,216	2,723,611	2,577,977	2,471,584
GVA	1,541,479	1,634,780	1,536,964	1,556,875	1,673,213	1,882,146	1,735,637

Note: Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A6.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non 10X</b>							
Other services	865,694	852,114	665,136	690,188	813,966	820,152	808,651
Other production	224,800	197,381	191,705	194,495	294,336	386,706	215,207
Manufacturing	436,808	391,001	390,364	412,213	484,444	534,594	461,496
Construction	356,419	479,314	604,496	492,910	612,412	622,642	436,662
Wholesale and retail	1,227,259	1,392,137	1,483,163	1,391,470	1,285,072	1,436,915	1,452,030
Professional and technical	148,004	186,128	202,677	218,917	157,872	136,684	112,396
<b>10X</b>							
Software screen & HLS	68,886	72,035	89,053	98,833	78,149	79,805	162,388
Agri-tech	301,758	266,276	209,170	179,945	248,499	253,300	241,745
Advanced manufacturing	771,190	703,361	608,790	439,132	371,907	173,507	211,187

Note: Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A6.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	445,305	394,675	308,612	287,504	338,671	329,517	339,366
Other production	126,113	127,492	122,434	109,178	149,006	205,913	162,783
Manufacturing	293,305	254,539	235,673	284,497	351,091	334,771	286,124
Construction	196,487	286,771	399,362	285,156	323,215	288,925	227,772
Wholesale and retail	964,508	1,069,919	1,191,601	1,034,597	998,620	1,045,329	1,059,132
Professional and technical	65,067	67,232	86,931	80,247	54,111	42,030	32,558
<b>10X</b>							
Software screen & HLS	34,927	36,285	45,432	62,107	52,480	37,811	55,954
Agri-tech	254,803	220,793	160,801	141,902	194,302	193,450	172,670
Advanced manufacturing	547,158	465,226	420,750	302,028	262,115	100,231	135,225

Note: Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]



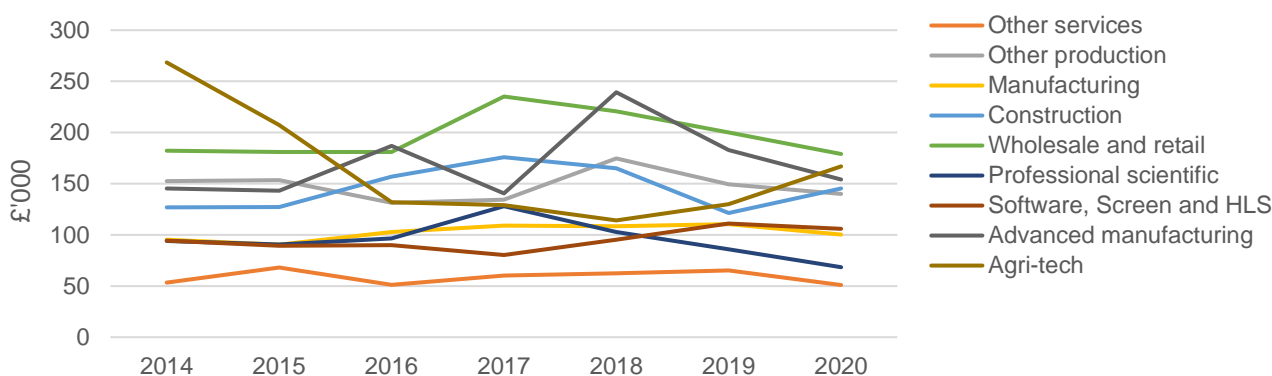
# Business level analysis: Performance (North Down and East Antrim)

**Table A6.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	223	53.3	249	68.1	179	51.0	165	60.1	162	62.5	143	65.4	176	51.0
Other production	47	152.5	39	153.6	32	131.3	34	134.3	33	174.7	39	149.3	34	139.9
Manufacturing	79	95.4	76	90.4	73	102.9	69	109.0	96	108.4	88	110.5	93	100.4
Construction	100	126.9	88	127.1	72	156.8	74	175.9	80	165.1	58	121.4	61	145.3
Wholesale and retail	152	182.1	134	181.1	82	181.1	74	235.2	106	220.7	104	200.0	118	179.0
Professional/technical	37	93.9	41	90.6	75	96.5	69	128.0	62	102.6	50	85.9	53	68.4
<b>10x</b>														
Software screen & HLS	12	94.4	13	89.5	16	90.1	17	80.3	16	95.2	17	111.1	20	106.0
Adv. manufacturing	28	145.3	31	143.0	27	186.8	24	140.5	34	239.3	31	183.0	32	154.2
Agri-tech	26	268.5	28	207.4	24	131.9	27	129.1	34	114.1	30	129.9	29	167.0
<b>Total</b>	<b>704</b>		<b>699</b>		<b>580</b>		<b>553</b>		<b>623</b>		<b>560</b>		<b>616</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A6.1: Average sales per employment by sector, 2014–2020**

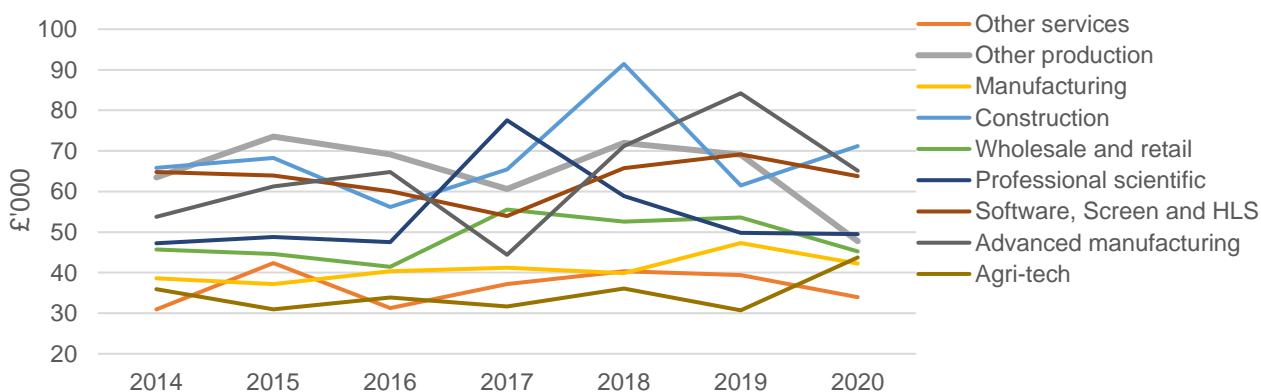


**Table A6.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	223	30.9	249	42.4	179	31.3	165	37.2	162	40.4	143	39.4	176	34.0
Other production	47	63.5	39	73.5	32	69.1	34	60.6	33	72.0	39	69.0	34	47.8
Manufacturing	79	38.6	76	37.2	73	40.3	69	41.2	96	39.9	88	47.3	93	42.3
Construction	100	65.8	88	68.3	72	56.2	74	65.5	80	91.4	58	61.5	61	71.2
Wholesale and retail	152	45.7	134	44.6	82	41.4	74	55.5	106	52.6	104	53.6	118	45.2
Professional/technical	37	47.2	41	48.8	75	47.5	69	77.5	62	58.9	50	49.8	53	49.5
<b>10x</b>														
Software screen & HLS	12	64.8	13	63.9	16	60.1	17	54.0	16	65.8	17	69.1	20	63.8
Adv. manufacturing	28	53.7	31	61.3	27	64.8	24	44.4	34	71.2	31	84.2	32	65.1
Agri-tech	26	35.9	28	31.0	24	33.9	27	31.6	34	36.1	30	30.7	29	43.7
<b>Total</b>	<b>704</b>		<b>699</b>		<b>580</b>		<b>553</b>		<b>623</b>		<b>560</b>		<b>616</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A6.2: Average GVA per employment by sector, 2014–2020**



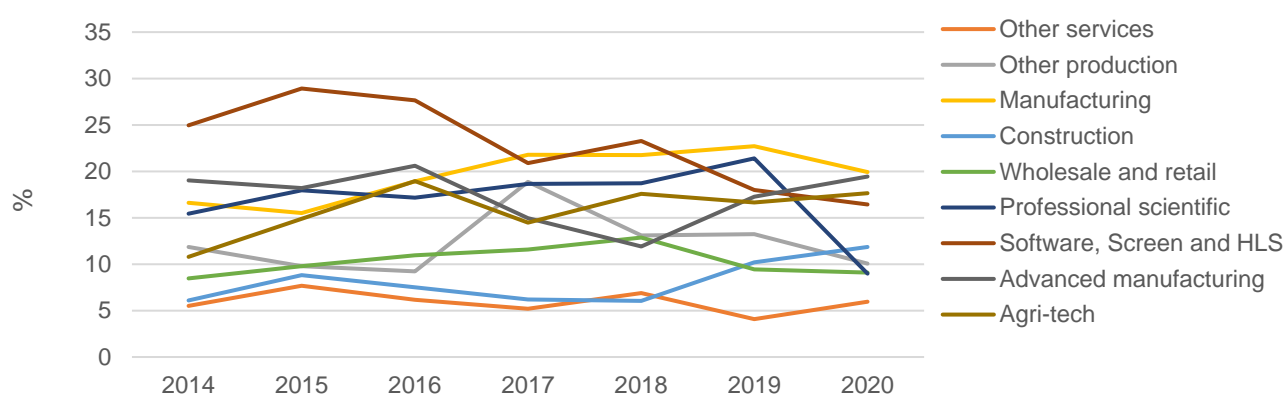
# Business level analysis: Trade behaviour (North Down and East Antrim)

**Table A6.6: Average GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	224	5.5	254	7.7	182	6.2	175	5.2	165	6.9	145	4.1	187	6.0
Other production	47	11.9	42	9.8	32	9.2	33	18.9	34	13.1	38	13.2	35	10.1
Manufacturing	80	16.6	76	15.5	72	18.9	68	21.8	95	21.8	87	22.7	92	19.9
Construction	100	6.1	90	8.8	77	7.5	77	6.2	84	6.0	63	10.2	65	11.9
Wholesale and retail	153	8.5	135	9.8	84	11.0	75	11.6	107	12.9	106	9.4	120	9.1
Professional/technical	37	15.5	41	18.0	75	17.2	69	18.6	64	18.7	52	21.4	53	9.0
<b>10x</b>														
Software screen & HLS	13	24.9	14	28.9	16	27.7	18	20.9	17	23.3	17	18.0	19	16.4
Adv. manufacturing	27	19.0	29	18.2	25	20.6	23	14.9	36	11.9	32	17.3	34	19.4
Agri-tech	24	10.8	27	14.9	24	18.9	26	14.5	34	17.6	30	16.6	29	17.7
<b>Total</b>	<b>705</b>		<b>708</b>		<b>587</b>		<b>564</b>		<b>636</b>		<b>570</b>		<b>634</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A6.3: Average GB sales as a % of total sales by sector, 2014–2020**

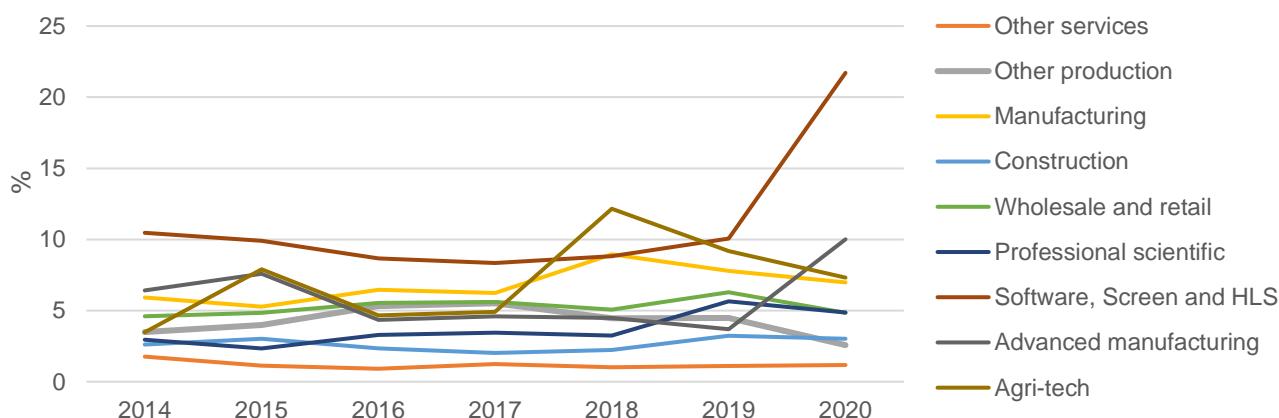


**Table A6.7: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	224	1.8	254	1.1	182	0.9	175	1.2	165	1.0	145	1.1	187	1.2
Other production	47	3.5	42	4.0	32	5.3	33	5.5	34	4.5	38	4.5	35	2.6
Manufacturing	80	5.9	76	5.3	72	6.5	68	6.2	95	9.0	87	7.8	92	7.0
Construction	100	2.6	90	3.0	77	2.3	77	2.0	84	2.2	63	3.2	65	3.0
Wholesale and retail	153	4.6	135	4.8	84	5.5	75	5.6	107	5.1	106	6.3	120	4.8
Professional/technical	37	3.0	41	2.3	75	3.3	69	3.4	64	3.3	52	5.6	53	4.9
<b>10x</b>														
Software screen & HLS	13	10.5	14	9.9	16	8.7	18	8.3	17	8.8	17	10.1	19	21.7
Adv. manufacturing	27	6.4	29	7.6	25	4.4	23	4.6	36	4.5	32	3.7	34	10.0
Agri-tech	24	3.5	27	7.9	24	4.7	26	4.9	34	12.2	30	9.2	29	7.3
<b>Total</b>	<b>705</b>		<b>708</b>		<b>587</b>		<b>564</b>		<b>636</b>		<b>570</b>		<b>634</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A6.4: Average ROI sales as a % of total sales by sector, 2014–2020**

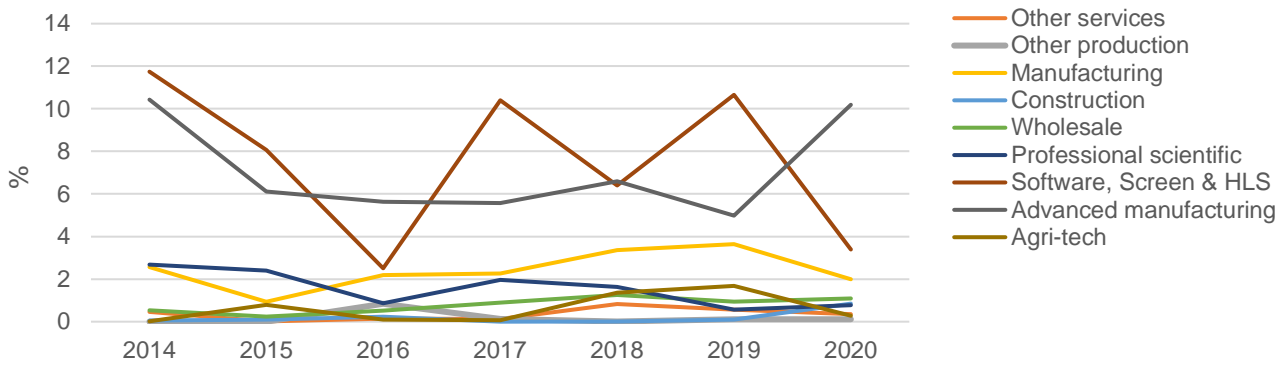


**Table A6.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	224	0.5	254	0.0	182	0.1	175	0.1	165	0.8	145	0.6	187	0.4
Other production	47	0.0	42	0.0	32	0.8	33	0.1	34	0.0	38	0.1	35	0.1
Manufacturing	80	2.6	76	0.9	72	2.2	68	2.3	95	3.4	87	3.6	92	2.0
Construction	100	0.1	90	0.1	77	0.2	77	0.0	84	0.0	63	0.1	65	0.8
Wholesale and retail	153	0.5	135	0.2	84	0.5	75	0.9	107	1.3	106	0.9	120	1.1
Professional/technical	37	2.7	41	2.4	75	0.9	69	2.0	64	1.6	52	0.6	53	0.8
<b>10x</b>														
Software screen & HLS	13	11.7	14	8.1	16	2.5	18	10.4	17	6.4	17	10.7	19	3.4
Adv. manufacturing	27	12.6	29	15.9	25	16.3	23	18.5	36	13.4	32	17.4	34	14.7
Agri-tech	24	0.0	27	0.8	24	0.1	26	0.1	34	1.1	30	0.8	29	0.4
<b>Total</b>	<b>705</b>		<b>708</b>		<b>587</b>		<b>564</b>		<b>636</b>		<b>570</b>		<b>634</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A6.5: Average REU sales as a % of total sales by sector, 2014–2020**

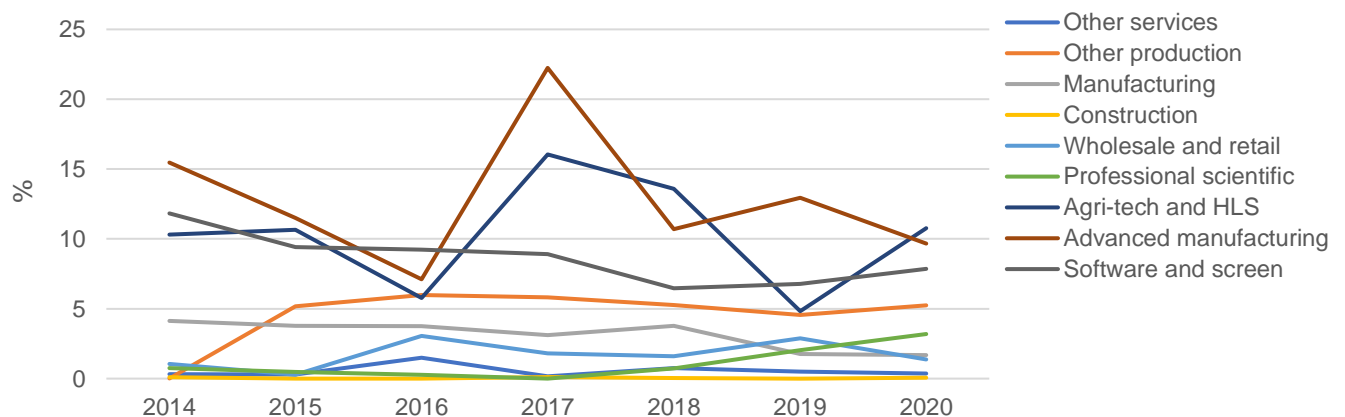


**Table A6.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	224	0.1	254	0.0	182	0.9	175	0.1	165	0.9	145	1.2	187	1.8
Other production	47	0.1	42	0.1	32	1.0	33	0.0	34	0.6	38	0.5	35	0.0
Manufacturing	80	3.1	76	1.8	72	0.9	68	2.3	95	2.5	87	2.4	92	5.2
Construction	100	0.0	90	0.0	77	0.2	77	0.2	84	0.0	63	0.0	65	0.2
Wholesale and retail	153	2.7	135	0.8	84	1.0	75	1.9	107	3.2	106	2.4	120	0.4
Professional/technical	37	5.5	41	4.8	75	2.8	69	3.8	64	4.5	52	7.3	53	3.2
<b>10x</b>														
Software screen & HLS	13	16.8	14	13.4	16	12.6	18	21.9	17	16.5	17	12.8	19	8.0
Adv. manufacturing	27	12.6	29	15.9	25	16.3	23	18.5	36	13.4	32	17.4	34	14.7
Agri-tech	24	0.0	27	0.8	24	0.1	26	0.1	34	1.1	30	0.8	29	0.4
<b>Total</b>	<b>705</b>		<b>708</b>		<b>587</b>		<b>564</b>		<b>636</b>		<b>570</b>		<b>634</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A6.6: Average ROW sales as a % of total sales by sector, 2014–2020**



# Appendix 7: Lisburn and Castlereagh

## Trade performance

**Table A7.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	4,460,612	4,628,994	4,346,026	4,407,588	4,682,938	5,338,514	4,407,588
Purchases	3,322,504	3,324,313	3,007,708	3,201,765	3,499,505	3,598,200	3,445,078
GVA	1,145,476	1,358,315	1,367,164	1,152,491	1,256,545	1,758,542	1,591,447

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A7.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	437,503	489,667	541,103	480,360	433,400	639,042	519,556
Other production	224,675	238,393	344,612	239,896	183,687	409,980	291,305
Manufacturing	345,553	382,326	354,520	373,410	430,426	369,185	403,336
Construction	1,035,971	1,259,034	1,180,119	1,352,875	1,391,662	1,210,282	1,337,101
Wholesale and retail	1,771,018	1,642,787	1,266,528	1,271,733	1,592,913	1,964,978	1,641,428
Professional and technical	134,896	135,442	169,474	152,879	129,410	194,898	179,928
<b>10X</b>							
Agri-tech	241,746	227,706	236,042	219,504	281,549	282,077	273,418
Health and life science	6,681	13,533	17,186	19,392	12,325	26,305	20,250
Advanced manufacturing	252,191	226,789	217,915	280,774	215,970	224,316	191,610
Software and screen	10,378	13,317	18,527	16,765	11,596	17,451	64,772

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A7.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	237,236	223,825	204,212	197,632	196,554	289,625	397,894
Other production	184,575	179,293	266,905	187,480	107,411	291,021	145,922
Manufacturing	235,223	263,207	233,700	232,943	275,452	229,664	228,877
Construction	746,661	966,080	902,731	1,157,389	1,229,310	816,180	1,084,053
Wholesale and retail	1,467,301	1,344,861	1,013,259	1,007,224	1,278,639	1,518,174	1,195,011
Professional and technical	77,411	56,154	68,874	49,110	44,267	74,149	73,397
<b>10X</b>							
Agri-tech	196,841	148,855	202,110	178,387	231,579	230,036	170,186
Health and life science	3,513	7,286	9,141	9,877	6,998	16,068	11,414
Advanced manufacturing	171,281	131,292	102,344	175,003	124,491	127,820	114,140
Software and screen	2,462	3,460	4,432	6,720	4,804	5,463	24,184

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

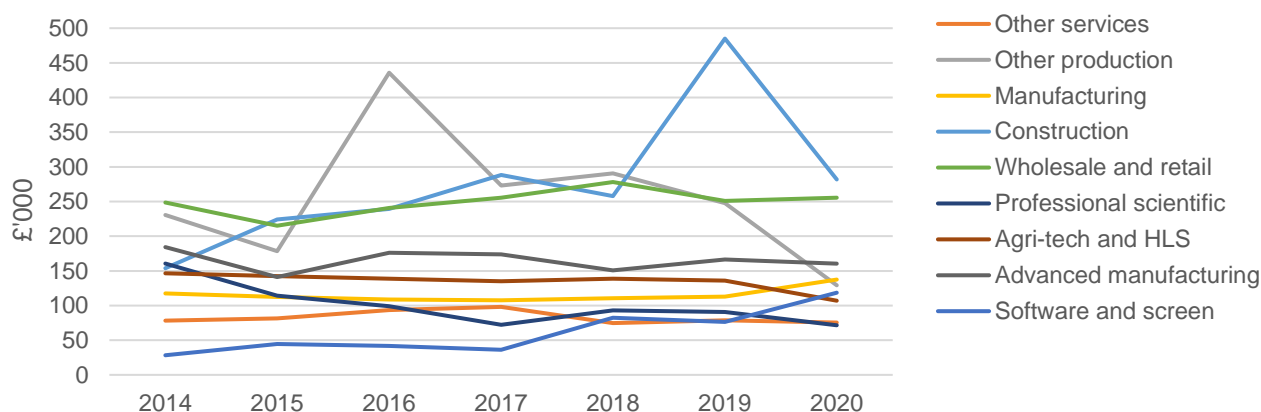
## Business level analysis: Performance (Lisburn and Castlereagh)

**Table A7.4: Sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	113	78.2	156	81.6	113	93.3	95	98.0	94	74.7	93	78.5	95	75.2
Other production	12	230.8	17	178.6	13	435.8	12	273.3	11	290.6	10	247.5	10	129.1
Manufacturing	76	117.7	78	112.6	77	108.6	64	107.5	90	110.6	81	112.8	85	137.4
Construction	93	153.8	69	224.2	61	239.3	46	288.1	35	257.6	34	485.0	38	282.0
Wholesale and retail	151	248.5	130	215.1	61	240.7	67	255.7	88	278.1	78	251.0	92	255.5
Professional/technical	29	160.6	27	114.4	38	99.1	37	72.2	33	92.8	29	90.5	36	71.5
<b>10x</b>														
Agri-tech and HLS	15	146.5	18	142.4	19	138.6	14	134.8	22	138.7	24	136.2	24	107.0
Adv. manufacturing	23	184.3	15	141.1	13	175.9	17	174.0	22	150.5	22	166.2	24	160.6
Software and screen	15	28.3	12	44.3	18	41.8	19	36.1	16	82.2	14	76.5	17	118.5
<b>Total</b>	<b>527</b>		<b>522</b>		<b>413</b>		<b>371</b>		<b>411</b>		<b>385</b>		<b>421</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A7.1: Sales per employment by sector, 2014–2020**

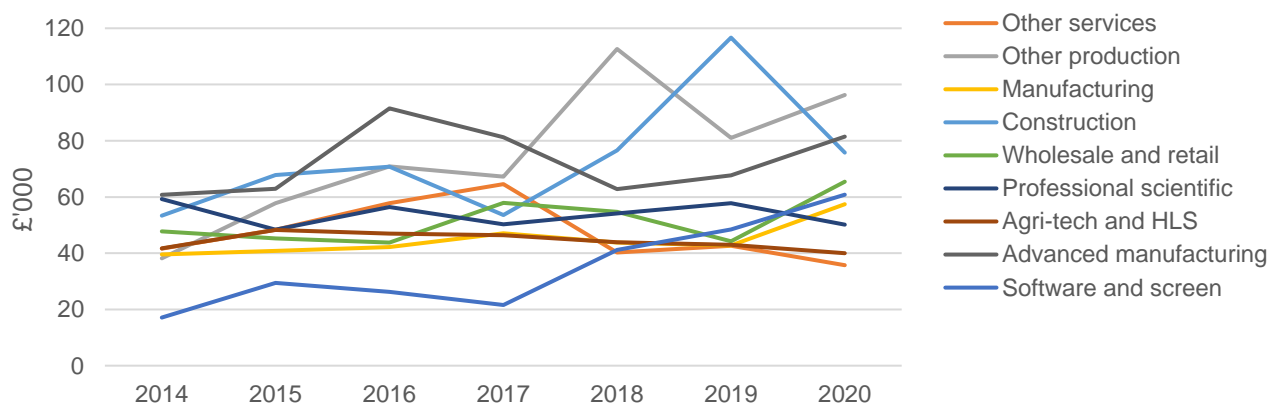


**Table A7.5: GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	113	41.6	156	48.3	113	57.8	95	64.6	94	40.2	93	42.7	95	35.7
Other production	12	38.2	17	57.8	13	70.9	12	67.2	11	112.6	10	81.0	10	96.3
Manufacturing	76	39.6	78	40.8	77	42.1	64	47.1	90	43.8	81	42.8	85	57.4
Construction	93	53.4	69	67.8	61	70.7	46	53.6	35	76.6	34	116.7	38	75.8
Wholesale and retail	151	47.8	130	45.3	61	43.8	67	57.9	88	54.7	78	44.3	92	65.4
Professional/technical	29	59.3	27	48.4	38	56.4	37	50.3	33	54.2	29	57.8	36	50.2
<b>10x</b>														
Agri-tech and HLS	15	41.7	18	48.3	19	46.9	14	46.4	22	43.9	24	43.0	24	40.0
Adv. manufacturing	23	60.8	15	62.9	13	91.5	17	81.3	22	62.8	22	67.7	24	81.5
Software and screen	15	17.1	12	29.4	18	26.3	19	21.5	16	41.1	14	48.5	17	60.8
<b>Total</b>	<b>527</b>		<b>522</b>		<b>413</b>		<b>371</b>		<b>411</b>		<b>385</b>		<b>421</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A7.2: GVA per employment by sector, 2014–2020**



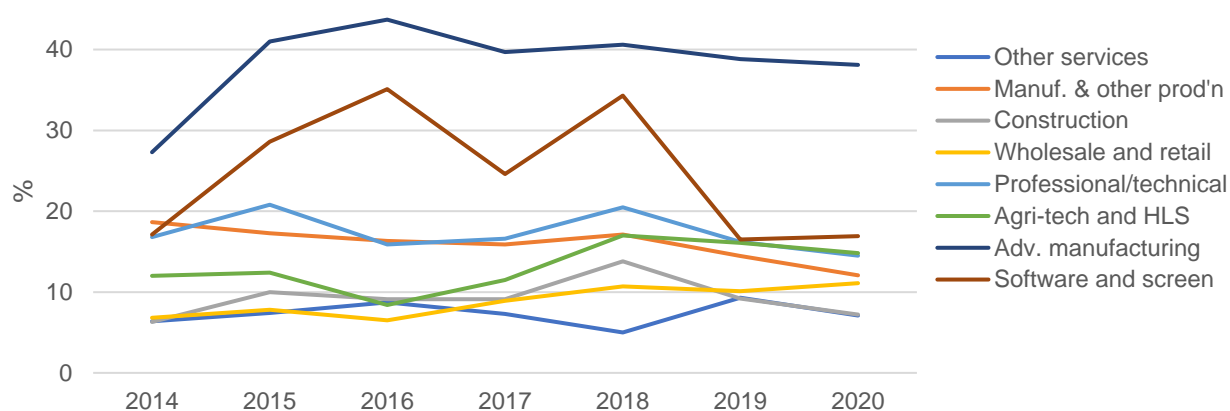
# Business level analysis: External sales behaviour (Lisburn and Castlereagh)

**Table A7.6: GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	117	6.4	161	7.4	116	8.7	98	7.3	95	5.0	95	9.3	102	7.1
Manuf. & other prod'n	88	18.7	94	17.3	90	16.3	76	15.9	100	17.1	89	14.4	91	12.1
Construction	99	6.3	76	10.0	62	9.1	50	9.1	38	13.8	36	9.2	42	7.2
Wholesale and retail	150	6.8	131	7.8	62	6.5	69	8.9	90	10.7	79	10.1	94	11.1
Professional/technical	29	16.8	27	20.8	38	15.9	37	16.6	35	20.5	32	16.2	40	14.5
<b>10x</b>														
Agri-tech and HLS	14	12.0	17	12.4	18	8.4	13	11.5	21	17.0	23	16.1	23	14.8
Adv. manufacturing	23	27.3	13	41.0	11	43.7	15	39.7	20	40.6	20	38.8	22	38.1
Software and screen	15	17.1	12	28.6	18	35.1	19	24.6	16	34.3	14	16.5	18	16.9
<b>Total</b>	<b>535</b>		<b>531</b>		<b>415</b>		<b>377</b>		<b>415</b>		<b>388</b>		<b>433</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A7.3: GB sales as a % of total sales by sector, 2014–2020**

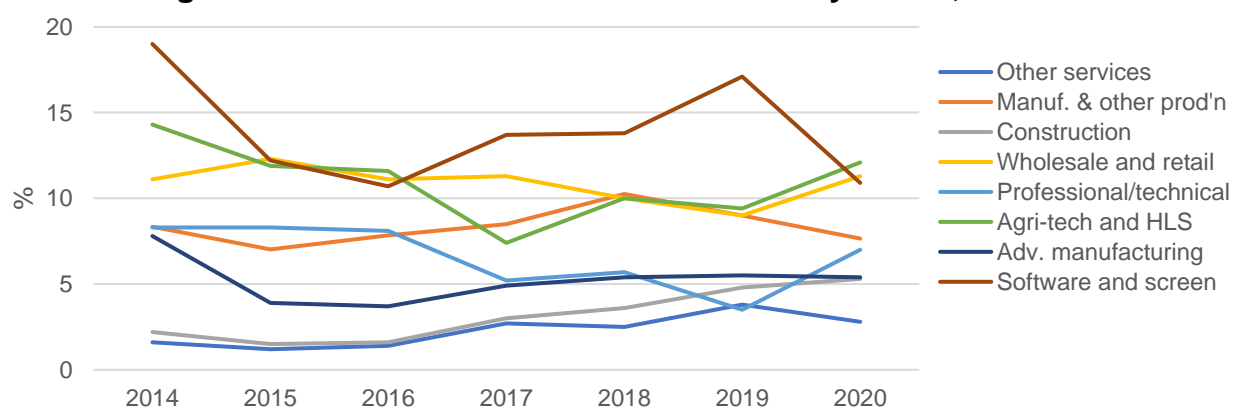


**Table A7.7: ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	117	1.6	161	1.2	116	1.4	98	2.7	95	2.5	95	3.8	102	2.8
Manuf. & other prod'n	88	8.4	94	7.0	90	7.8	76	8.5	100	10.3	89	9.0	92	7.7
Construction	99	2.2	76	1.5	62	1.6	50	3.0	38	3.6	36	4.8	42	5.3
Wholesale and retail	150	11.1	131	12.3	62	11.1	69	11.3	90	10.0	79	9.0	94	11.3
Professional/technical	29	8.3	27	8.3	38	8.1	37	5.2	35	5.7	32	3.5	40	7.0
<b>10x</b>														
Agri-tech and HLS	14	14.3	17	11.9	18	11.6	13	7.4	21	10.0	23	9.4	23	12.1
Adv. manufacturing	23	7.8	13	3.9	11	3.7	15	4.9	20	5.4	20	5.5	22	5.4
Software and screen	15	19.0	12	12.2	18	10.7	19	13.7	16	13.8	14	17.1	18	10.9
<b>Total</b>	<b>535</b>		<b>531</b>		<b>415</b>		<b>377</b>		<b>415</b>		<b>388</b>		<b>433</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A7.4: ROI sales as a % of total sales by sector, 2014–2020**

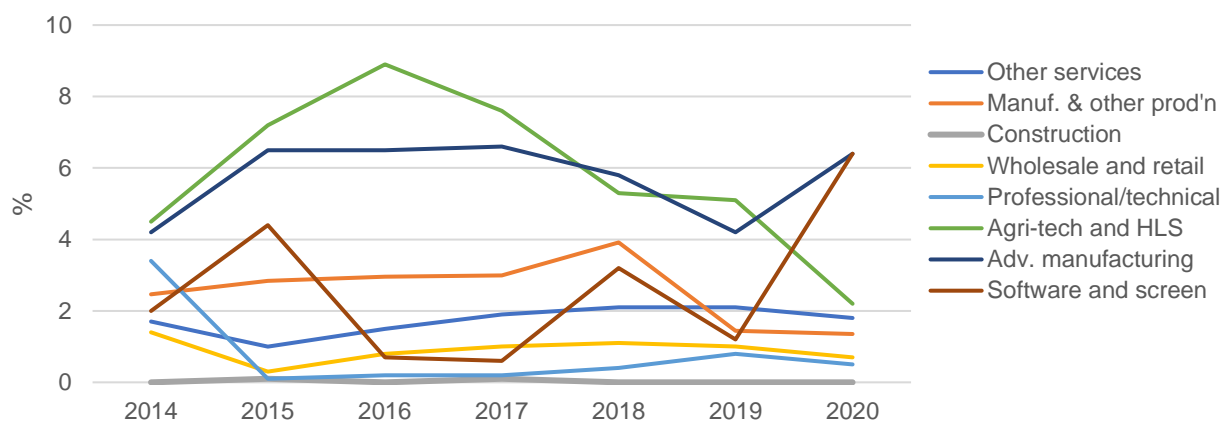


**Table A7.8: REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	117	1.7	161	1.0	116	1.5	98	1.9	95	2.1	95	2.1	102	1.8
Manuf. & other prod'n	88	2.5	94	2.8	90	3.0	76	3.0	100	3.9	89	1.4	92	1.4
Construction	99	0.0	76	0.1	62	0.0	50	0.1	38	0.0	36	0.0	42	0.0
Wholesale and retail	150	1.4	131	0.3	62	0.8	69	1.0	90	1.1	79	1.0	94	0.7
Professional/technical	29	3.4	27	0.1	38	0.2	37	0.2	35	0.4	32	0.8	40	0.5
<b>10x</b>														
Agri-tech and HLS	14	4.5	17	7.2	18	8.9	13	7.6	21	5.3	23	5.1	23	2.2
Adv. manufacturing	23	4.2	13	6.5	11	6.5	15	6.6	20	5.8	20	4.2	22	6.4
Software and screen	15	2.0	12	4.4	18	0.7	19	0.6	16	3.2	14	1.2	18	6.4
<b>Total</b>	<b>535</b>		<b>531</b>		<b>415</b>		<b>377</b>		<b>415</b>		<b>388</b>		<b>433</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A7.5: REU sales as a % of total sales by sector, 2014–2020**

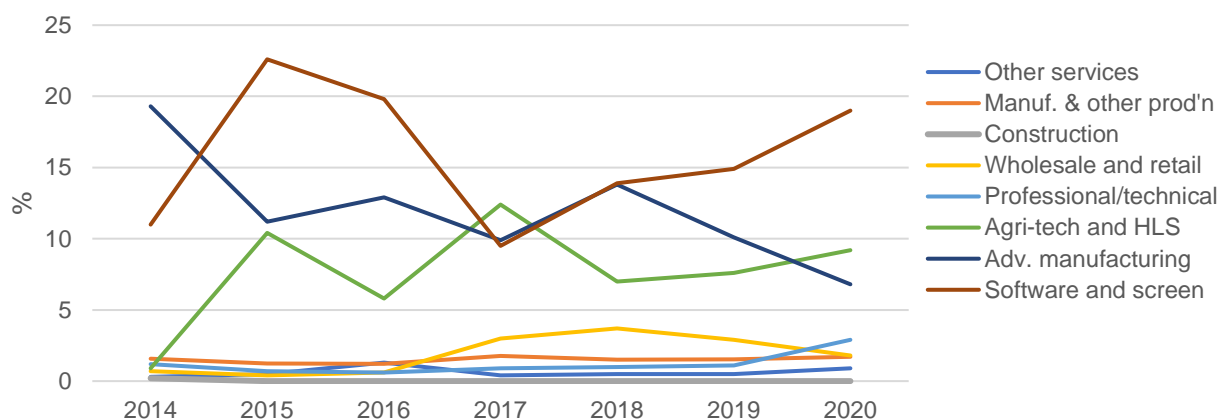


**Table A7.9: ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	117	0.3	161	0.5	116	1.3	98	0.4	95	0.5	95	0.5	102	0.9
Manuf. & other prod'n	88	1.6	94	1.2	90	1.2	76	1.8	100	1.5	89	1.5	92	1.7
Construction	99	0.2	76	0.0	62	0.0	50	0.0	38	0.0	36	0.0	42	0.0
Wholesale and retail	150	0.7	131	0.4	62	0.6	69	3.0	90	3.7	79	2.9	94	1.8
Professional/technical	29	1.2	27	0.7	38	0.6	37	0.9	35	1.0	32	1.1	40	2.9
<b>10x</b>														
Agri-tech and HLS	14	0.9	17	10.4	18	5.8	13	12.4	21	7.0	23	7.6	23	9.2
Adv. manufacturing	23	19.3	13	11.2	11	12.9	15	9.9	20	13.8	20	10.1	22	6.8
Software and screen	15	11.0	12	22.6	18	19.8	19	9.5	16	13.9	14	14.9	18	19.0
<b>Total</b>	<b>535</b>		<b>531</b>		<b>415</b>		<b>377</b>		<b>415</b>		<b>388</b>		<b>433</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A7.6: ROW sales as a % of total sales by sector, 2014–2020**



## Appendix 8: South Down and Armagh

### Trade performance

**Table A8.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	10,765,522	10,887,680	10,736,924	10,821,237	11,076,237	12,424,422	11,101,698
Purchases	7,862,137	7,620,993	7,319,502	7,260,317	7,479,151	8,330,439	7,480,905
GVA	3,192,691	3,291,035	3,479,774	3,652,086	3,777,202	4,156,702	3,708,928

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A8.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	1,908,107	1,726,913	1,742,568	1,554,004	1,445,847	1,728,977	1,214,904
Other production	376,229	341,934	301,944	360,098	447,831	482,032	302,338
Manufacturing	693,099	741,540	744,801	850,657	874,031	927,660	920,770
Construction	1,290,187	1,315,548	1,263,364	1,135,290	1,114,839	1,336,225	1,183,000
Wholesale and retail	3,709,251	3,750,845	3,840,116	3,433,028	3,201,921	3,770,327	3,853,531
Professional and technical	377,504	415,254	345,300	296,771	359,090	376,125	345,934
<b>10X</b>							
Agri-tech	1,478,813	1,416,389	1,297,473	1,350,307	1,398,667	1,463,712	1,330,770
Health and life science	243,750	238,243	241,443	255,319	301,503	280,281	259,594
Advanced manufacturing	630,319	860,671	887,392	1,425,932	1,731,933	1,848,124	1,539,470
Software and screen	58,263	80,343	72,523	159,831	200,575	210,959	151,387

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A8.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	1,152,651	931,095	878,950	786,647	727,446	822,676	576,318
Other production	242,288	221,022	184,038	214,739	285,035	284,185	155,425
Manufacturing	459,813	498,430	470,074	530,382	540,201	587,391	558,367
Construction	879,499	893,700	767,313	697,362	688,441	780,949	712,483
Wholesale and retail	3,073,157	3,046,957	3,134,955	2,810,543	2,666,351	2,953,500	3,028,811
Professional and technical	171,054	194,722	140,041	110,660	137,478	136,611	125,596
<b>10X</b>							
Agri-tech	1,135,311	1,060,340	954,417	983,791	1,011,594	1,066,700	985,506
Health and life science	151,003	158,814	184,144	194,691	235,207	217,774	170,678
Advanced manufacturing	575,390	591,462	581,771	909,168	1,153,740	1,449,184	1,141,210
Software and screen	21,971	24,451	23,799	22,334	33,658	31,469	26,511

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]



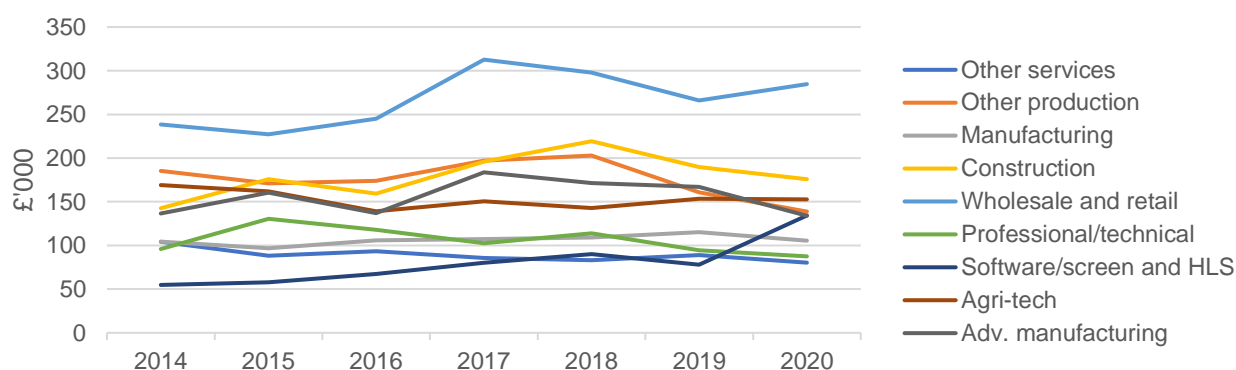
## Business level analysis: Performance (South Down and Armagh)

**Table A8.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	308	104.2	332	88.1	218	93.5	227	85.7	237	83.1	228	89.1	233	80.3
Other production	85	185.5	90	171.1	72	174.1	82	197.2	81	202.9	80	160.8	73	138.8
Manufacturing	163	104.2	160	96.8	155	105.8	161	107.2	205	109.1	190	115.2	195	105.4
Construction	228	142.6	201	175.8	139	159.4	126	196.1	121	219.3	113	189.8	120	176.0
Wholesale and retail	309	238.3	264	227.2	178	245.0	170	312.7	200	297.9	182	266.0	222	284.7
Professional/technical	62	95.9	62	130.5	88	117.8	74	102.6	85	113.8	79	94.3	73	87.5
<b>10x</b>														
Software/screen and HLS	12	54.8	13	57.9	13	67.3	19	80.3	15	89.9	17	77.9	21	134.3
Agri-tech	67	169.1	64	162.0	74	139.1	74	150.4	89	143.0	78	153.5	79	152.8
Adv. manufacturing	39	136.5	41	160.4	42	136.9	42	183.7	46	171.3	45	167.0	48	134.0
<b>Total</b>	<b>1,273</b>		<b>1,227</b>		<b>979</b>		<b>975</b>		<b>1,079</b>		<b>1,012</b>		<b>1,064</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A8.1: Average sales per employment by sector, 2014–2020**

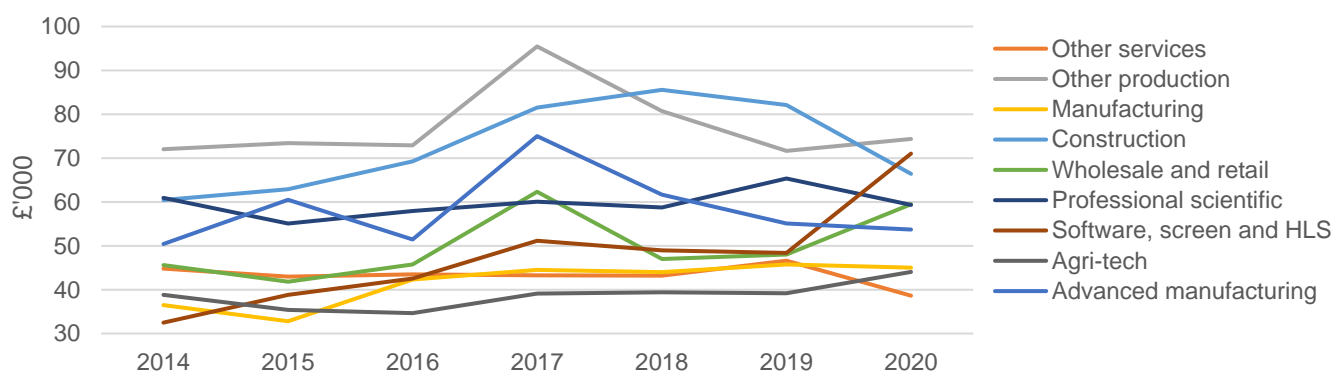


**Table A8.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	308	44.8	332	43.0	218	43.5	227	43.2	237	43.2	228	46.6	233	38.6
Other production	85	72.0	90	73.4	72	72.9	82	95.5	81	80.7	80	71.6	73	74.3
Manufacturing	163	36.5	160	32.8	155	42.3	161	44.5	205	44.0	190	45.7	195	45.0
Construction	228	60.4	201	62.9	139	69.2	126	81.5	121	85.6	113	82.1	120	66.4
Wholesale and retail	309	45.6	264	41.8	178	45.7	170	62.3	200	47.0	182	48.0	222	59.5
Professional/technical	62	60.9	62	55.1	88	58.0	74	60.0	85	58.7	79	65.4	73	59.3
<b>10x</b>														
Software/screen and HLS	12	32.5	13	38.8	13	42.5	19	51.1	15	49.0	17	48.4	21	71.0
Agri-tech	67	38.8	64	35.4	74	34.6	74	39.1	89	39.4	78	39.2	79	44.0
Adv. manufacturing	39	50.4	41	60.5	42	51.4	42	75.0	46	61.7	45	55.1	48	53.7
<b>Total</b>	<b>1,273</b>		<b>1,227</b>		<b>979</b>		<b>975</b>		<b>1,079</b>		<b>1,012</b>		<b>1,064</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A8.2: Average GVA per employment by sector, 2014–2020**



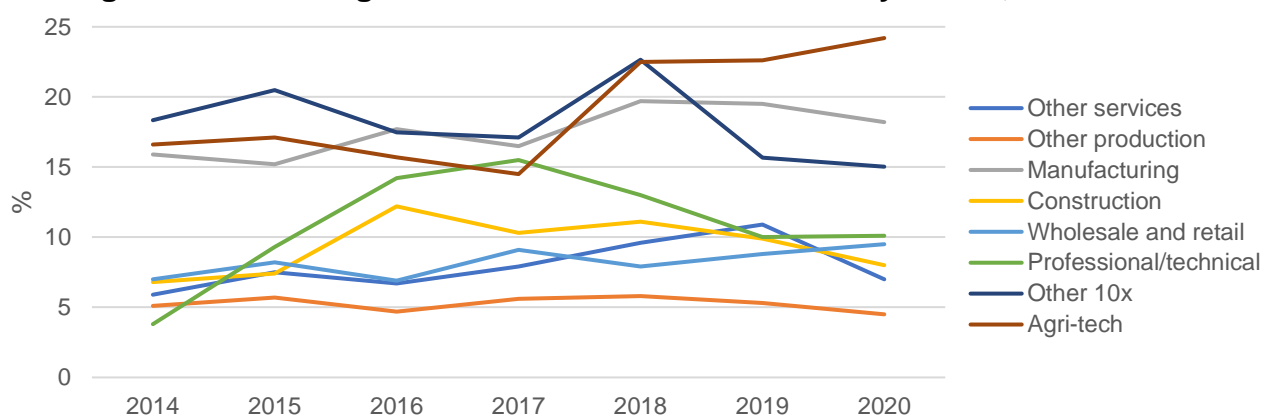
# Business level analysis: External sales behaviour (South Down and Armagh)

**Table A8.6: Average GB sales as a % of sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	313	5.9	346	7.5	222	6.7	232	7.9	241	9.6	234	10.9	245	7.0
Other production	88	5.1	94	5.7	75	4.7	83	5.6	82	5.8	80	5.3	76	4.5
Manufacturing	162	15.9	161	15.2	155	17.7	160	16.5	204	19.7	191	19.5	197	18.2
Construction	237	6.8	204	7.4	143	12.2	129	10.3	123	11.1	114	9.9	124	8.0
Wholesale and retail	315	7.0	266	8.2	180	6.9	172	9.1	200	7.9	180	8.8	222	9.5
Professional/technical	63	3.8	63	9.3	91	14.2	76	15.5	86	13.0	80	10.0	72	10.1
<b>10x</b>														
Other 10x	48	18.3	50	20.5	49	17.5	53	17.1	53	22.7	54	15.7	61	15.0
Agri-tech	63	16.6	60	17.1	71	15.7	70	14.5	85	22.5	75	22.6	76	24.2
<b>Total</b>	<b>1,289</b>		<b>1,244</b>		<b>986</b>		<b>975</b>		<b>1,074</b>		<b>1,008</b>		<b>1,073</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A8.3: Average GB sales as a % of total sales by sector, 2014–2020**

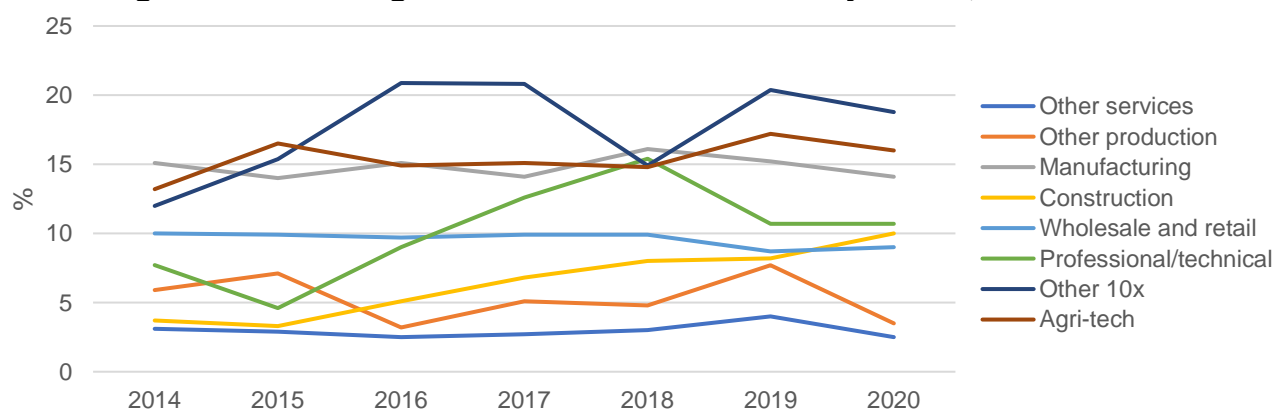


**Table A8.7: Average ROI sales as a % of sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	313	3.1	346	2.9	222	2.5	232	2.7	241	3.0	234	4.0	245	2.5
Other production	88	5.9	94	7.1	75	3.2	83	5.1	82	4.8	80	7.7	76	3.5
Manufacturing	162	15.1	161	14.0	155	15.1	160	14.1	204	16.1	191	15.2	197	14.1
Construction	237	3.7	204	3.3	143	5.1	129	6.8	123	8.0	114	8.2	124	10.0
Wholesale and retail	315	10.0	266	9.9	180	9.7	172	9.9	200	9.9	180	8.7	222	9.0
Professional/technical	63	7.7	63	4.6	91	9.0	76	12.6	86	15.4	80	10.7	72	10.7
<b>10x</b>														
Other 10x	48	12.0	50	15.4	49	20.9	53	20.8	53	14.9	54	20.4	61	18.8
Agri-tech	63	13.2	60	16.5	71	14.9	70	15.1	85	14.8	75	17.2	76	16.0
<b>Total</b>	<b>1,289</b>		<b>1,244</b>		<b>986</b>		<b>975</b>		<b>1,074</b>		<b>1,008</b>		<b>1,073</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A8.4: Average ROI sales as a % of sales by sector, 2014–2020**

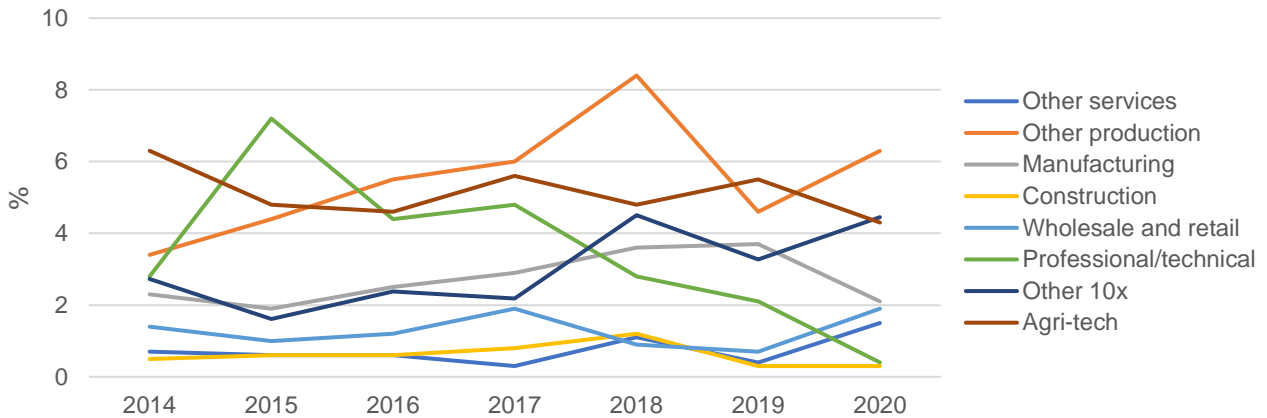


**Table A8.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	313	0.7	346	0.6	222	0.6	232	0.3	241	1.1	234	0.4	245	1.5
Other production	88	3.4	94	4.4	75	5.5	83	6.0	82	8.4	80	4.6	76	6.3
Manufacturing	162	2.3	161	1.9	155	2.5	160	2.9	204	3.6	191	3.7	197	2.1
Construction	237	0.5	204	0.6	143	0.6	129	0.8	123	1.2	114	0.3	124	0.3
Wholesale and retail	315	1.4	266	1.0	180	1.2	172	1.9	200	0.9	180	0.7	222	1.9
Professional/technical	63	2.8	63	7.2	91	4.4	76	4.8	86	2.8	80	2.1	72	0.4
<b>10x</b>														
Other 10x	48	2.7	50	1.6	49	2.4	53	2.2	53	4.5	54	3.3	61	4.5
Agri-tech	63	6.3	60	4.8	71	4.6	70	5.6	85	4.8	75	5.5	76	4.3
<b>Total</b>	<b>1,289</b>		<b>1,244</b>		<b>986</b>		<b>975</b>		<b>1,074</b>		<b>1,008</b>		<b>1,073</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A8.5: Average REU sales as a % of total sales by sector, 2014–2020**

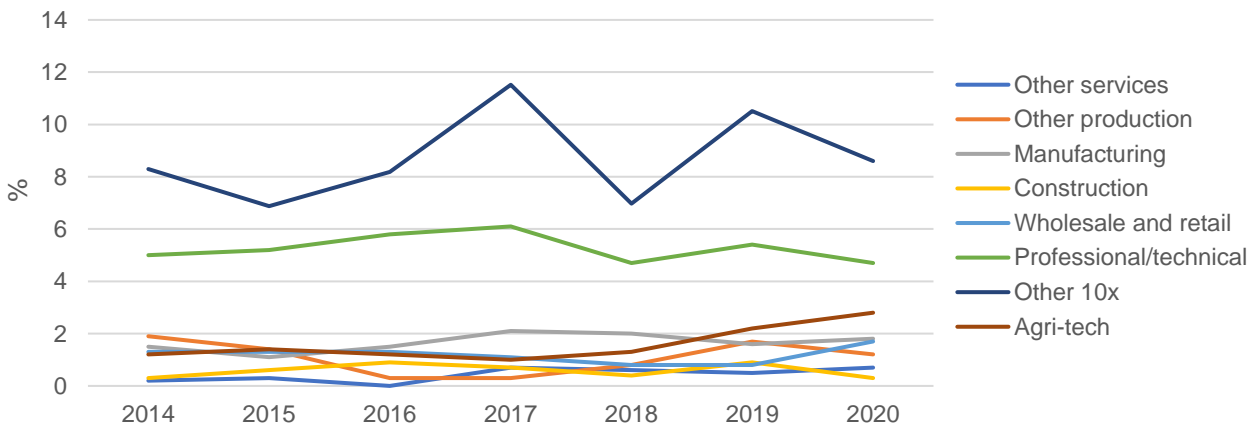


**Table A8.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	313	0.2	346	0.3	222	0.0	232	0.7	241	0.6	234	0.5	245	0.7
Other production	88	1.9	94	1.4	75	0.3	83	0.3	82	0.8	80	1.7	76	1.2
Manufacturing	162	1.5	161	1.1	155	1.5	160	2.1	204	2.0	191	1.6	197	1.8
Construction	237	0.3	204	0.6	143	0.9	129	0.7	123	0.4	114	0.9	124	0.3
Wholesale and retail	315	1.3	266	1.3	180	1.3	172	1.1	200	0.8	180	0.8	222	1.7
Professional/technical	63	5.0	63	5.2	91	5.8	76	6.1	86	4.7	80	5.4	72	4.7
<b>10x</b>														
Other 10x	48	8.3	50	6.9	49	8.2	53	11.5	53	7.0	54	10.5	61	8.6
Agri-tech	63	1.2	60	1.4	71	1.2	70	1.0	85	1.3	75	2.2	76	2.8
<b>Total</b>	<b>1,289</b>		<b>1,244</b>		<b>986</b>		<b>975</b>		<b>1,074</b>		<b>1,008</b>		<b>1,073</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A8.6: Average ROW sales as a % of total sales by sector, 2014–2020**



## Appendix 9: Causeway Coast and Glens

### Trade performance

**Table A9.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	2,809,460	2,660,493	2,582,513	2,554,151	2,645,662	2,881,656	3,035,992
Purchases	2,009,798	1,868,892	1,825,154	1,708,702	1,768,362	1,962,127	2,015,698
GVA	811,044	805,622	776,158	865,699	888,875	967,271	1,082,214

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A9.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Other services	455,893	472,965	404,706	452,291	556,380	482,000	429,290
Manuf. and other production	200,805	179,133	218,349	256,024	236,058	247,155	262,322
Construction	318,346	320,835	390,089	548,377	326,965	324,269	349,211
Wholesale and retail	1,391,742	1,279,395	1,096,218	783,767	916,269	1,264,807	1,284,932
Professional and technical	80,691	109,064	91,427	69,957	59,381	44,075	88,523
<b>10X</b>							
Total 10X	361,983	299,101	381,724	443,735	550,609	519,350	621,714

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A9.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Other services	221,156	211,610	168,707	169,422	191,589	192,527	139,854
Manuf. and other production	117,099	101,803	128,970	153,959	142,009	153,075	169,054
Construction	184,952	210,917	254,576	368,613	184,820	158,119	163,000
Wholesale and retail	1,212,886	1,088,082	923,195	662,190	763,581	1,046,197	1,043,826
Professional and technical	25,276	49,914	40,368	19,767	18,258	11,807	41,965
<b>10X</b>							
Total 10X	248,429	206,566	309,338	334,751	468,105	400,402	457,999

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

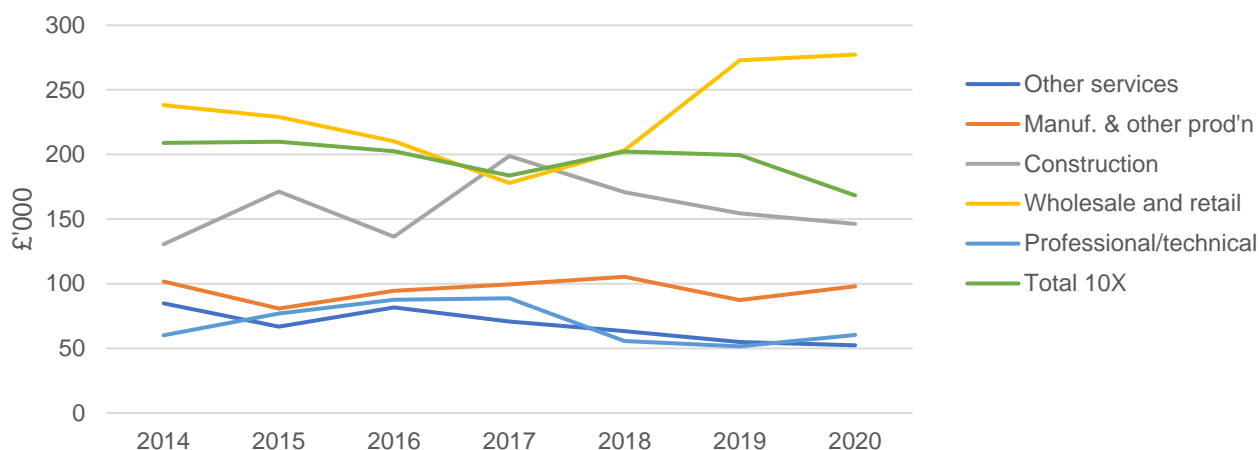
## Business level analysis: Performance (Causeway Coast and Glens)

**Table A9.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	122	84.8	127	66.8	98	81.5	96	70.7	96	63.4	75	54.8	76	52.3
Manuf. & other prod'n	65	101.6	68	80.8	60	94.5	51	99.6	68	105.3	65	87.2	71	97.9
Construction	86	130.5	59	171.3	43	136.4	45	198.8	50	170.9	41	154.5	50	146.3
Wholesale and retail	98	238.3	89	228.9	62	210.2	52	177.9	74	203.3	64	272.9	71	277.3
Professional/technical	21	60.0	24	76.9	29	87.5	26	88.7	25	55.5	20	51.5	21	60.3
<b>10x</b>														
Total 10X	31	208.9	26	209.9	27	202.5	34	183.7	40	202.2	37	199.6	34	168.3
<b>Total</b>	<b>423</b>		<b>393</b>		<b>319</b>		<b>304</b>		<b>353</b>		<b>302</b>		<b>323</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A9.1: Average sales per employment by sector, 2014–2020**

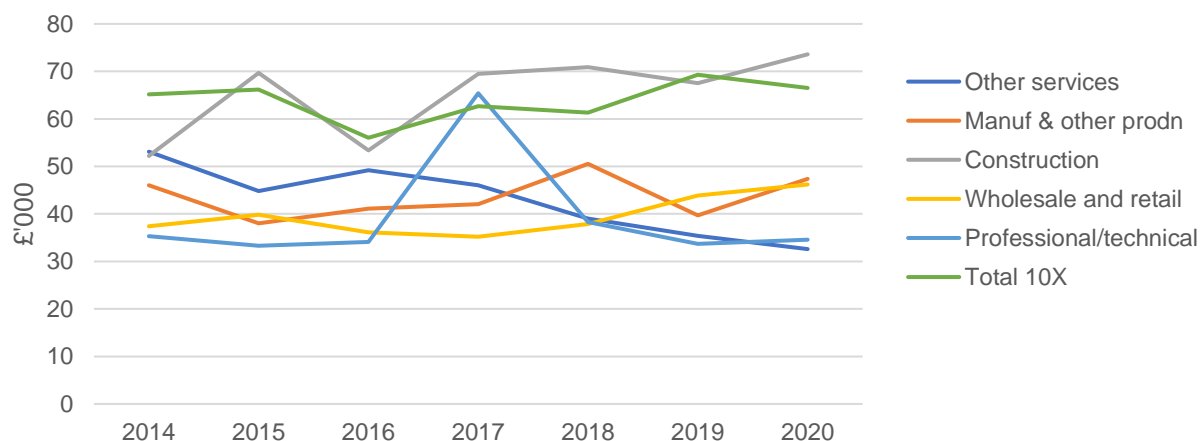


**Table A9.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	122	53.1	127	44.8	98	49.2	96	46.0	96	39.0	75	35.4	76	32.6
Manuf. & other prod'n	65	46.0	68	38.0	60	41.1	51	42.1	68	50.5	65	39.7	71	47.4
Construction	86	52.2	59	69.7	43	53.4	45	69.5	50	70.9	41	67.5	50	73.6
Wholesale and retail	98	37.4	89	39.8	62	36.1	52	35.2	74	37.9	64	43.9	71	46.2
Professional/technical	21	35.3	24	33.3	29	34.1	26	65.4	25	38.3	20	33.7	21	34.6
<b>10x</b>														
Total 10X	31	65.2	26	66.2	27	56.0	34	62.7	40	61.3	37	69.3	34	66.5
<b>Total</b>	<b>423</b>		<b>393</b>		<b>319</b>		<b>304</b>		<b>353</b>		<b>302</b>		<b>323</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A9.2: Average GVA per employment by sector, 2014 - 2020**



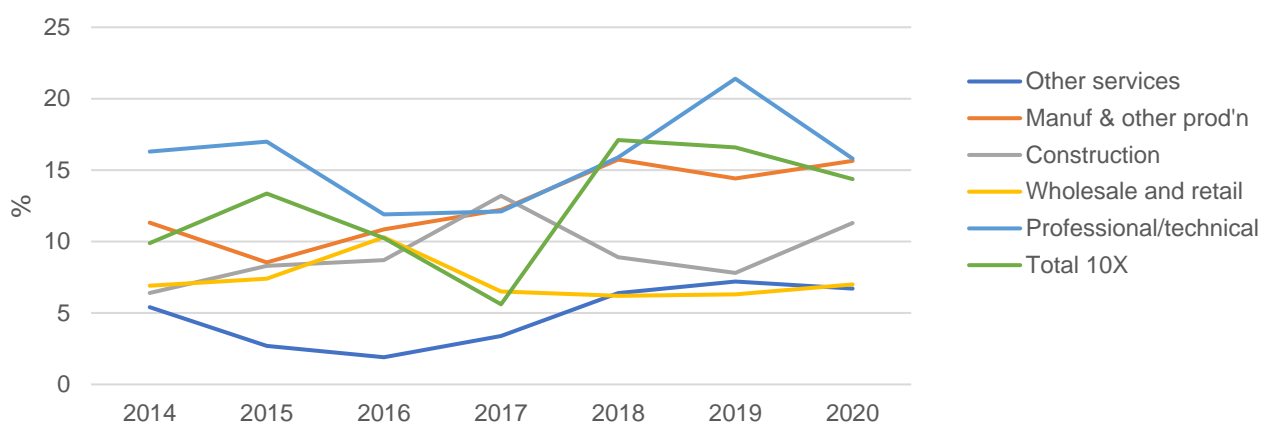
# Business level analysis: External sales behaviour (Causeway Coast and Glens)

**Table A9.6: Average GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	127	5.4	130	2.7	100	1.9	99	3.4	101	6.4	79	7.2	86	6.7
Manuf. & other prod'n	67	11.3	69	8.5	61	10.8	52	12.2	71	15.7	66	14.4	72	15.7
Construction	89	6.4	61	8.3	44	8.7	46	13.2	51	8.9	41	7.8	50	11.3
Wholesale and retail	97	6.9	90	7.4	61	10.3	54	6.5	73	6.2	62	6.3	70	7.0
Professional/technical	21	16.3	24	17.0	29	11.9	27	12.1	25	15.9	20	21.4	22	15.8
<b>10x</b>														
Total 10X	29	9.9	25	13.4	25	10.2	32	5.6	38	17.1	35	16.6	31	14.4
<b>Total</b>	<b>430</b>		<b>399</b>		<b>320</b>		<b>310</b>		<b>359</b>		<b>303</b>		<b>331</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A9.3: Average GB sales as a % of total sales by sector, 2014–2020**

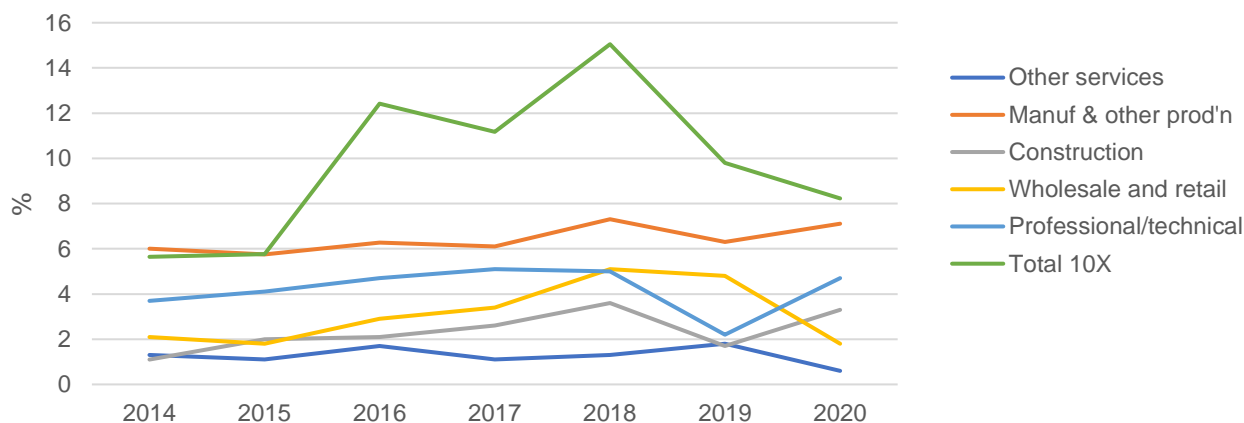


**Table A9.7: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	127	1.3	130	1.1	100	1.7	99	1.1	101	1.3	79	1.8	86	0.6
Manuf. & other prod'n	67	6.0	69	5.8	61	6.3	52	6.1	71	7.3	66	6.3	72	7.1
Construction	89	1.1	61	2.0	44	2.1	46	2.6	51	3.6	41	1.7	50	3.3
Wholesale and retail	97	2.1	90	1.8	61	2.9	54	3.4	73	5.1	62	4.8	70	1.8
Professional/technical	21	3.7	24	4.1	29	4.7	27	5.1	25	5.0	20	2.2	22	4.7
<b>10x</b>														
Total 10X	29	5.6	25	5.8	25	12.4	32	11.2	38	15.1	35	9.8	31	8.2
<b>Total</b>	<b>430</b>		<b>399</b>		<b>320</b>		<b>310</b>		<b>359</b>		<b>303</b>		<b>331</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A9.4: Average ROI sales as a % of total sales by sector, 2014–2020**

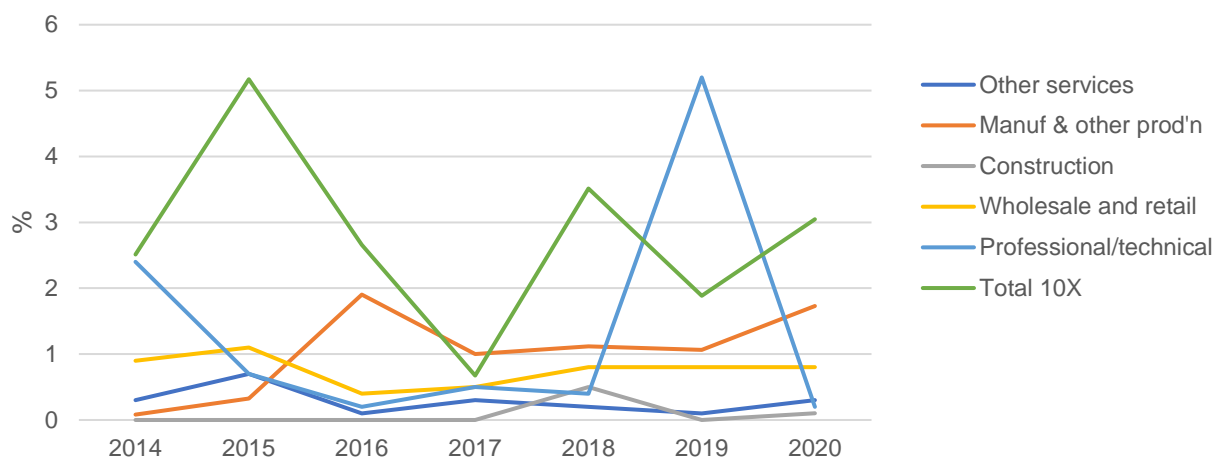


**Table A9.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	127	0.3	130	0.7	100	0.1	99	0.3	101	0.2	79	0.1	86	0.3
Manuf. & other prod'n	67	0.1	69	0.3	61	1.9	52	1.0	71	1.1	66	1.1	72	1.7
Construction	89	0.0	61	0.0	44	0.0	46	0.0	51	0.5	41	0.0	50	0.1
Wholesale and retail	97	0.9	90	1.1	61	0.4	54	0.5	73	0.8	62	0.8	70	0.8
Professional/technical	21	2.4	24	0.7	29	0.2	27	0.5	25	0.4	20	5.2	22	0.2
<b>10x</b>														
Total 10X	29	2.5	25	5.2	25	2.7	32	0.7	38	3.5	35	1.9	31	3.0
<b>Total</b>	<b>430</b>		<b>399</b>		<b>320</b>		<b>310</b>		<b>359</b>		<b>303</b>		<b>331</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A9.5: Average REU sales as a % of total sales by sector, 2014–2020**

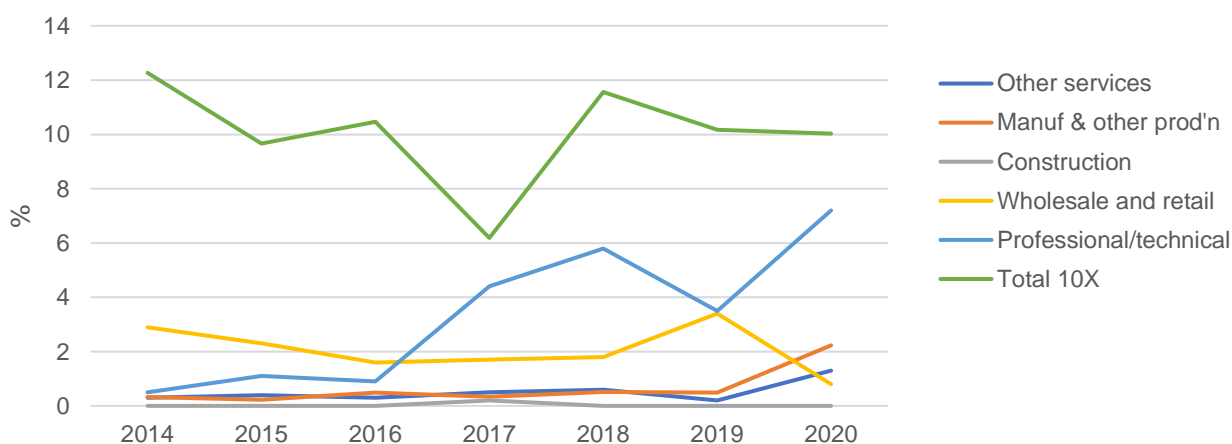


**Table A9.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	127	0.3	130	0.4	100	0.3	99	0.5	101	0.6	79	0.2	86	1.3
Manuf. & other prod'n	67	0.3	69	0.2	61	0.5	52	0.3	71	0.5	66	0.5	72	2.2
Construction	89	0.0	61	0.0	44	0.0	46	0.2	51	0.0	41	0.0	50	0.0
Wholesale and retail	97	2.9	90	2.3	61	1.6	54	1.7	73	1.8	62	3.4	70	0.8
Professional/technical	21	0.5	24	1.1	29	0.9	27	4.4	25	5.8	20	3.5	22	7.2
<b>10x</b>														
Total 10X	29	12.3	25	9.7	25	10.5	32	6.2	38	11.6	35	10.2	31	10.0
<b>Total</b>	<b>430</b>		<b>399</b>		<b>320</b>		<b>310</b>		<b>359</b>		<b>303</b>		<b>331</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A9.6: Average ROW sales as a % of total sales by sector, 2014–2020**



## Appendix 10: Derry City and Strabane

### Trade performance

**Table A10.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	2,957,216	2,918,437	2,565,739	2,500,122	2,740,247	2,748,156	2,442,695
Purchases	2,043,383	1,993,716	1,667,845	1,660,355	1,726,336	1,625,006	1,482,096
GVA	929,575	928,359	921,993	855,602	1,042,977	1,158,402	984,497

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A10.2: Total sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	391,201	388,970	340,354	390,032	505,074	395,624	365,577
Manuf. & other production	374,664	423,269	361,563	448,313	635,479	545,540	580,671
Construction	381,915	375,357	394,140	344,594	361,119	292,257	460,098
Wholesale and retail	1,073,424	1,015,481	843,265	658,202	581,184	779,375	625,951
Professional and technical	47,178	50,404	72,044	67,885	46,648	106,877	84,239
<b>10X</b>							
Agri-tech	394,454	368,624	233,945	308,098	353,098	383,371	105,252
Other <sup>a</sup>	294,380	296,332	320,428	282,998	257,645	245,112	220,907

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

<sup>a</sup> Includes health and life sciences, advanced manufacturing and software and screen.

**Table A10.3: Total purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	151,363	165,827	135,976	181,600	220,894	164,833	161,182
Manuf. & other production	285,322	298,682	244,290	306,566	424,679	364,149	393,060
Construction	255,936	229,827	266,307	210,055	218,843	174,902	275,903
Wholesale and retail	881,295	823,068	640,755	551,194	485,204	599,821	471,047
Professional and technical	29,682	23,937	42,756	37,803	14,146	34,396	23,963
<b>10X</b>							
Agri-tech	342,402	329,415	187,176	245,329	282,626	190,198	72,300
Other <sup>a</sup>	97,208	121,076	148,606	126,789	79,586	94,276	69,888

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

<sup>a</sup> Includes health and life sciences, advanced manufacturing and software and screen.



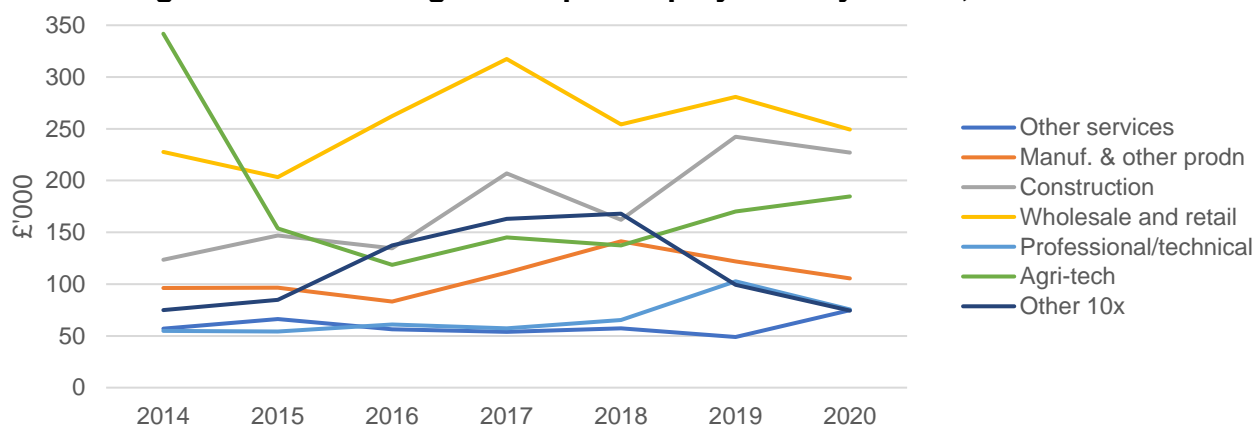
## Business level analysis: Performance (Derry City and Strabane)

**Table A10.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	111	56.9	120	66.2	91	56.3	86	53.9	99	57.4	87	48.9	90	74.8
Manuf. & other prod'n	56	96.3	65	96.6	48	83.1	50	111.1	66	141.3	61	122.0	70	105.6
Construction	73	123.5	55	146.9	44	134.6	37	206.9	47	162.1	31	242.3	43	227.0
Wholesale and retail	84	227.6	72	203.3	41	262.4	34	317.4	44	254.2	45	280.9	43	249.2
Professional/technical	19	54.7	19	54.2	23	61.0	21	57.3	26	65.4	27	102.7	24	75.6
<b>10x</b>														
Agri-tech	13	341.8	12	153.8	13	118.6	15	145.1	17	137.4	16	170.1	19	184.8
Other 10x	18	74.8	16	84.9	16	137.5	16	163.0	19	168.0	18	99.4	19	74.4
<b>Total</b>	<b>374</b>		<b>359</b>		<b>276</b>		<b>259</b>		<b>318</b>		<b>285</b>		<b>308</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A10.1: Average sales per employment by sector, 2014–2020**



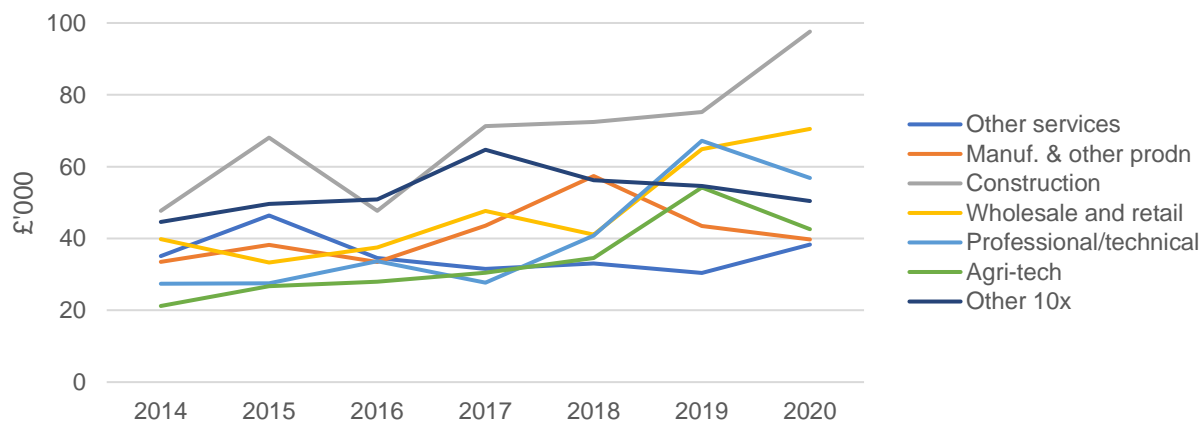
**Table A10.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	111	35.1	120	46.4	91	34.6	86	31.5	99	33.0	87	30.4	90	38.3
Manuf. & other prod'n	56	33.5	65	38.2	48	33.4	50	43.6	66	57.4	61	43.5	70	39.7
Construction	73	47.7	55	68.1	44	47.7	37	71.3	47	72.4	31	75.2	43	97.6
Wholesale and retail	84	39.8	72	33.3	41	37.5	34	47.7	44	41.1	45	64.9	43	70.5
Professional/technical	19	27.4	19	27.5	23	33.7	21	27.7	26	40.8	27	67.2	24	56.8
<b>10x</b>														
Agri-tech	13	21.2	12	26.7	13	28.0	15	30.5	17	34.6	16	54.2	19	42.6
Other 10x	18	44.6	16	49.6	16	50.9	16	64.7	19	56.2	18	54.6	19	50.4
<b>Total</b>	<b>374</b>		<b>359</b>		<b>276</b>		<b>259</b>		<b>318</b>		<b>285</b>		<b>308</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

Note: Other production (2018) is an outlier

**Figure A10.2: Average GVA per employment by sector, 2014–2020**



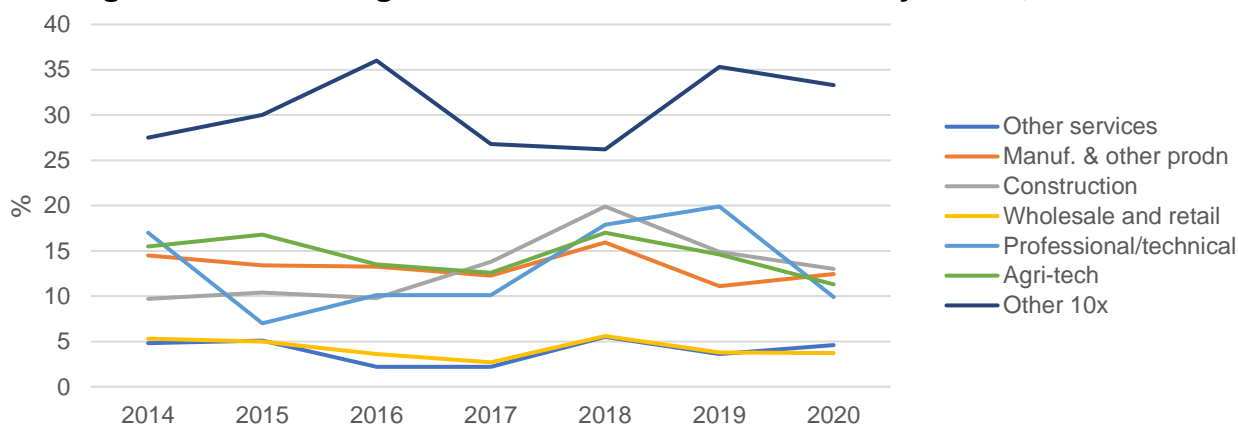
# Business level analysis: External sales behaviour (Derry City and Strabane)

**Table A10.6: Average GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	111	4.8	121	5.1	94	2.2	87	2.2	101	5.5	87	3.6	93	4.6
Manuf. & other prod'n	57	14.5	66	13.4	48	13.2	49	12.3	67	15.9	61	11.1	71	12.5
Construction	73	9.7	55	10.4	44	9.8	39	13.8	51	19.9	32	14.9	45	13.0
Wholesale and retail	84	5.3	74	5.0	42	3.6	34	2.7	44	5.6	44	3.8	41	3.7
Professional/technical	20	17.0	20	7.0	24	10.1	21	10.1	27	17.9	28	19.9	25	9.9
<b>10x</b>														
Agri-tech	11	15.5	11	16.8	12	13.5	14	12.6	17	17.0	16	14.6	20	11.3
Other 10x	16	27.5	14	30.0	14	36.0	14	26.8	18	26.2	16	35.3	18	33.3
<b>Total</b>	<b>372</b>		<b>361</b>		<b>278</b>		<b>258</b>		<b>325</b>		<b>284</b>		<b>313</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A10.3: Average GB sales as a % of total sales by sector, 2014–2020**

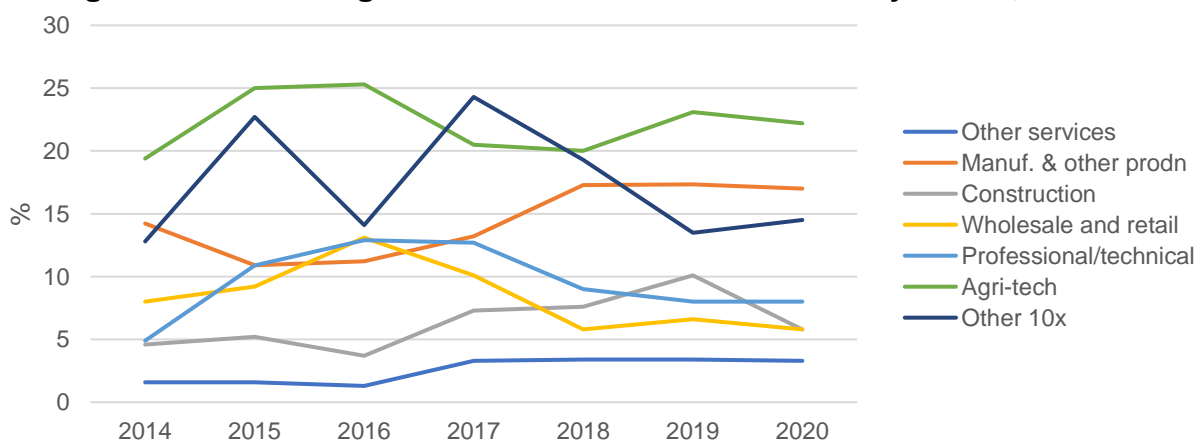


**Table A10.7: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	111	1.6	121	1.6	94	1.3	87	3.3	101	3.4	87	3.4	93	3.3
Manuf. & other prod'n	57	14.2	66	10.9	48	11.2	49	13.2	67	17.3	61	17.3	71	17.0
Construction	73	4.6	55	5.2	44	3.7	39	7.3	51	7.6	32	10.1	45	5.8
Wholesale and retail	84	8.0	74	9.2	42	13.1	34	10.1	44	5.8	44	6.6	41	5.8
Professional/technical	20	4.9	20	10.9	24	12.9	21	12.7	27	9.0	28	8.0	25	8.0
<b>10x</b>														
Agri-tech	11	19.4	11	25.0	12	25.3	14	20.5	17	20.0	16	23.1	20	22.2
Other 10x	16	12.8	14	22.7	14	14.1	14	24.3	18	19.3	16	13.5	18	14.5
<b>Total</b>	<b>372</b>		<b>361</b>		<b>278</b>		<b>258</b>		<b>325</b>		<b>284</b>		<b>313</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A10.4: Average ROI sales as a % of total sales by sector, 2014–2020**

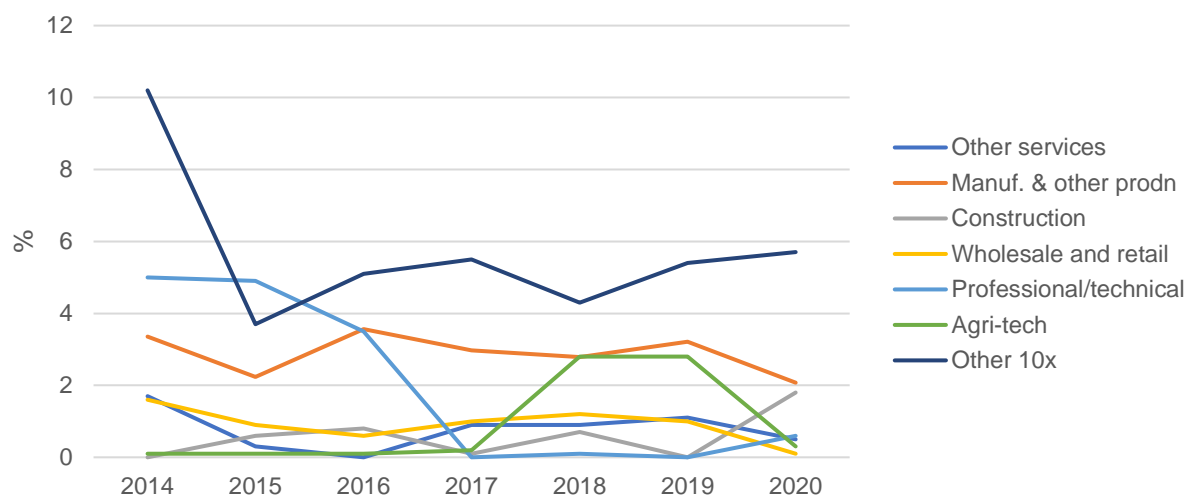


**Table A10.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	111	1.7	121	0.3	94	0.0	87	0.9	101	0.9	87	1.1	93	0.5
Manuf. & other prod'n	57	3.4	66	2.2	48	3.6	49	3.0	67	2.8	61	3.2	71	2.1
Construction	73	0.0	55	0.6	44	0.8	39	0.1	51	0.7	32	0.0	45	1.8
Wholesale and retail	84	1.6	74	0.9	42	0.6	34	1.0	44	1.2	44	1.0	41	0.1
Professional/technical	20	5.0	20	4.9	24	3.5	21	0.0	27	0.1	28	0.0	25	0.6
<b>10x</b>														
Agri-tech	11	0.1	11	0.1	12	0.1	14	0.2	17	2.8	16	2.8	20	0.3
Other 10x	16	10.2	14	3.7	14	5.1	14	5.5	18	4.3	16	5.4	18	5.7
<b>Total</b>	<b>372</b>		<b>361</b>		<b>278</b>		<b>258</b>		<b>325</b>		<b>284</b>		<b>313</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A10.5: Average REU sales as a % of total sales by sector, 2014–2020**

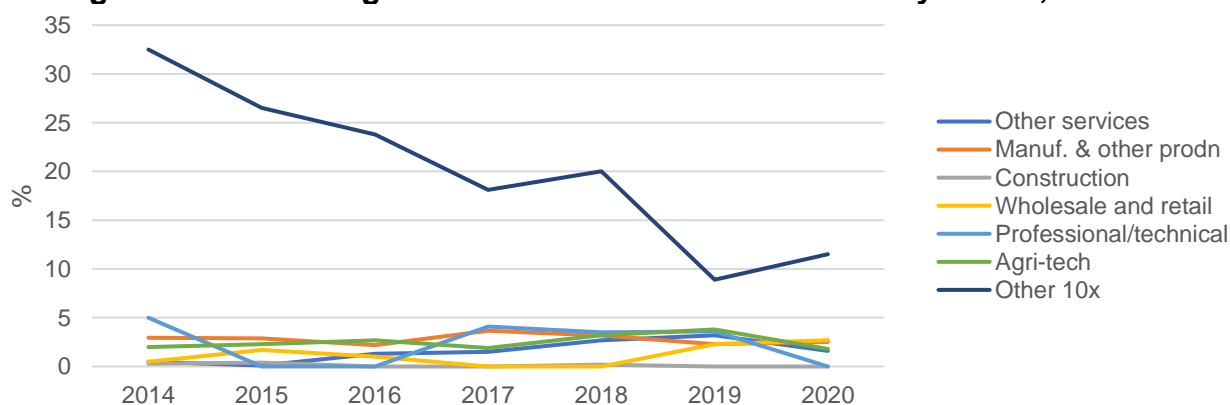


**Table A10.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	111	0.5	121	0.1	94	1.3	87	1.5	101	2.7	87	3.2	93	1.6
Manuf. & other prod'n	57	2.9	66	2.9	48	2.2	49	3.7	67	3.2	61	2.3	71	2.5
Construction	73	0.3	55	0.4	44	0.0	39	0.0	51	0.2	32	0.0	45	0.0
Wholesale and retail	84	0.5	74	1.7	42	1.0	34	0.0	44	0.0	44	2.3	41	2.7
Professional/technical	20	5.0	20	0.0	24	0.0	21	4.1	27	3.5	28	3.6	25	0.0
<b>10x</b>														
Agri-tech	11	2.0	11	2.3	12	2.7	14	1.9	17	3.2	16	3.8	20	1.8
Other 10x	16	32.5	14	26.5	14	23.8	14	18.1	18	20.0	16	8.9	18	11.5
<b>Total</b>	<b>372</b>		<b>361</b>		<b>278</b>		<b>258</b>		<b>325</b>		<b>284</b>		<b>313</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A10.6: Average ROW sales as a % of total sales by sector, 2014–2020**



# Appendix 11: Fermanagh and Mid-Ulster

## Trade performance

**Table A11.1: Total sales, purchases and GVA (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
Sales	8,743,947	8,462,720	8,309,246	8,572,767	9,390,096	9,982,019	8,198,305
Purchases	6,693,219	6,140,172	5,874,913	6,258,840	6,777,425	6,974,000	5,744,504
GVA	2,166,345	2,322,727	2,496,678	2,491,155	2,781,476	3,053,385	2,550,082

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A11.2: Sales by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	699,220	662,213	687,467	556,668	587,859	859,593	605,078
Other production	277,012	293,886	397,935	362,910	377,793	462,967	321,507
Manufacturing	1,156,773	1,166,790	1,218,413	1,209,992	1,362,478	1,373,892	1,247,000
Construction	1,222,964	1,298,493	1,310,274	1,629,349	1,822,107	1,700,598	1,324,485
Wholesale and retail	3,723,803	3,594,543	3,220,500	3,428,708	3,565,686	3,927,881	3,003,386
Professional and technical	191,162	108,798	162,514	217,045	207,825	130,786	96,923
<b>10X</b>							
Other 10X	552,216	469,651	481,618	468,201	556,008	589,079	864,804
Advanced manufacturing	920,797	868,346	830,525	699,894	910,340	937,223	735,122

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

**Table A11.3: Purchases by sector (£'000s), 2014–2020**

	2014	2015	2016	2017	2018	2019	2020
<b>Non-10X</b>							
Other services	354,631	317,327	331,329	242,837	256,746	381,072	269,194
Other production	205,979	228,876	275,101	298,045	279,164	319,433	224,783
Manufacturing	890,327	753,102	786,807	805,195	904,791	884,534	793,849
Construction	789,470	790,707	870,875	1,009,783	1,112,886	994,420	815,485
Wholesale and retail	3,286,657	3,067,969	2,633,380	2,921,949	3,054,861	3,248,177	2,374,349
Professional and technical	54,171	31,663	47,225	96,436	75,701	40,356	22,814
<b>10X</b>							
Other 10X	474,121	382,110	378,821	380,067	449,300	458,398	700,269
Advanced manufacturing	637,863	568,418	551,375	504,528	643,976	647,610	543,761

**Note:** Data are weighted [NISRA (2023) NIABI] and indexed to 2019 prices [ONS (2022) Regional GVA balanced by industry]

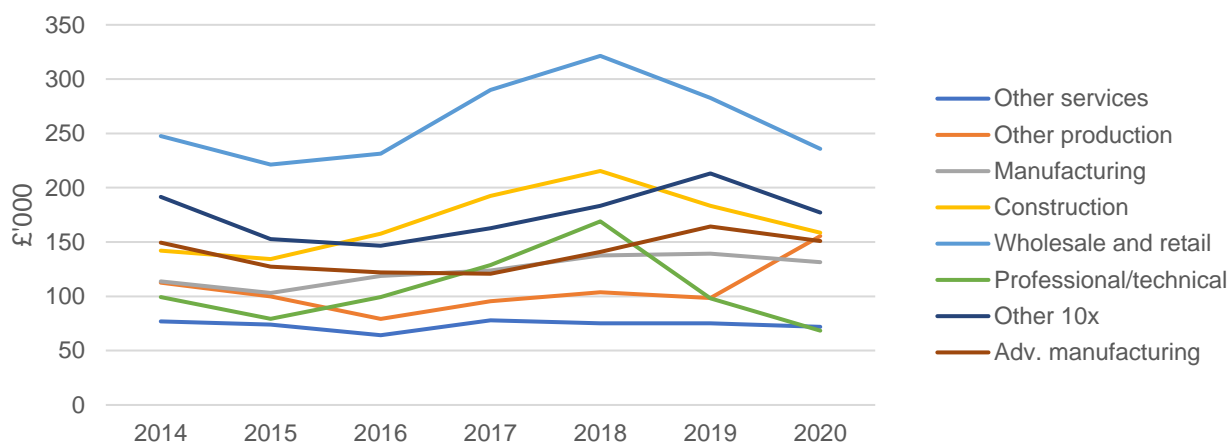
# Business level analysis: Performance (Fermanagh and Mid-Ulster)

**Table A11.4: Average sales per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	213	76.8	251	74.1	171	64.2	172	77.9	155	75.2	153	75.3	168	71.8
Other production	48	112.7	45	100.0	39	79.2	45	95.6	38	103.6	40	98.3	44	155.5
Manufacturing	180	113.7	173	103.1	183	118.9	169	123.8	205	137.7	190	139.3	188	131.6
Construction	252	142.1	189	134.3	160	157.6	166	192.6	168	215.4	132	183.4	146	158.5
Wholesale and retail	222	247.5	195	221.3	117	231.3	117	289.9	156	321.4	149	282.7	159	235.8
Professional/technical	40	99.2	36	79.4	56	99.3	48	128.7	42	169.0	44	98.0	38	68.4
<b>10x</b>														
Other 10x	41	191.7	39	152.5	40	146.6	46	162.7	51	183.2	47	213.2	46	177.0
Adv. manufacturing	57	149.4	57	127.3	62	122.1	53	120.8	75	140.8	71	164.3	73	151.0
<b>Total</b>	<b>1,053</b>		<b>985</b>		<b>828</b>		<b>816</b>		<b>890</b>		<b>826</b>		<b>862</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A11.1: Average sales per employment by sector, 2014–2020**

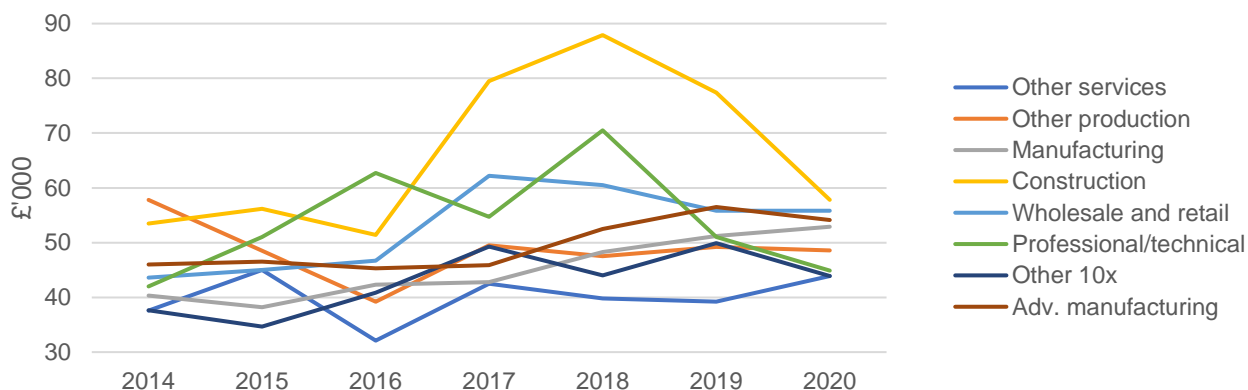


**Table A11.5: Average GVA per employment by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000	No.	£'000
Other services	213	37.6	251	45.0	171	32.1	172	42.5	155	39.8	153	39.2	168	43.9
Other production	48	57.8	45	48.5	39	39.2	45	49.5	38	47.5	40	49.2	44	48.6
Manufacturing	180	40.3	173	38.2	183	42.3	169	42.8	205	48.3	190	51.2	188	52.9
Construction	252	53.5	189	56.2	160	51.4	166	79.5	168	87.9	132	77.4	146	57.8
Wholesale and retail	222	43.6	195	45.0	117	46.7	117	62.2	156	60.5	149	55.8	159	55.8
Professional/technical	40	42.0	36	51.0	56	62.7	48	54.7	42	70.5	44	51.0	38	44.9
<b>10x</b>														
Other 10x	41	37.6	39	34.7	40	40.9	46	49.3	51	44.0	47	49.9	46	43.9
Adv. manufacturing	57	46.0	57	46.5	62	45.3	53	45.9	75	52.5	71	56.5	73	54.1
<b>Total</b>	<b>1,053</b>		<b>985</b>		<b>828</b>		<b>816</b>		<b>890</b>		<b>826</b>		<b>862</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A11.2: Average GVA per employment by sector, 2014–2020**



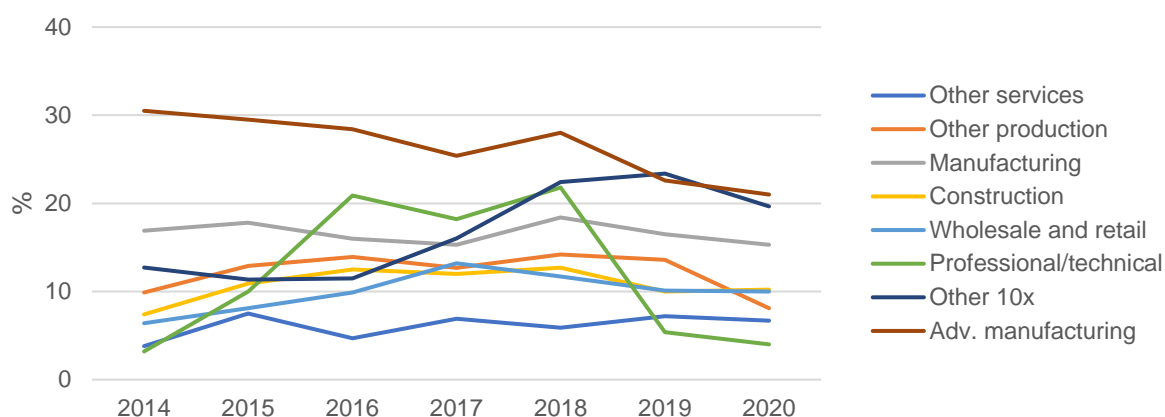
# Business level analysis: External sales behaviour (Fermanagh and Mid-Ulster)

**Table A11.6: Average GB sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	218	3.8	261	7.5	175	4.7	179	6.9	162	5.9	160	7.2	171	6.7
Other production	51	9.9	47	12.9	39	13.9	45	12.7	39	14.2	43	13.6	45	8.1
Manufacturing	180	16.9	170	17.8	180	16.0	170	15.3	202	18.4	188	16.5	184	15.3
Construction	255	7.4	194	10.9	164	12.5	169	12.0	169	12.7	136	10.0	149	10.2
Wholesale and retail	225	6.4	200	8.1	123	9.9	127	13.2	159	11.7	151	10.1	160	10.0
Professional/technical	40	3.2	36	10.0	56	20.9	49	18.2	43	21.8	44	5.4	38	4.0
<b>10x</b>														
Other 10x	41	12.7	40	11.4	40	11.5	47	16.0	49	22.4	45	23.4	45	19.7
Adv. manufacturing	56	30.5	54	29.5	59	28.4	50	25.4	72	28.0	67	22.6	71	21.0
<b>Total</b>	<b>1,066</b>		<b>1,002</b>		<b>836</b>		<b>836</b>		<b>895</b>		<b>834</b>		<b>863</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A11.3: Average GB sales as a % of total sales by sector, 2014–2020**

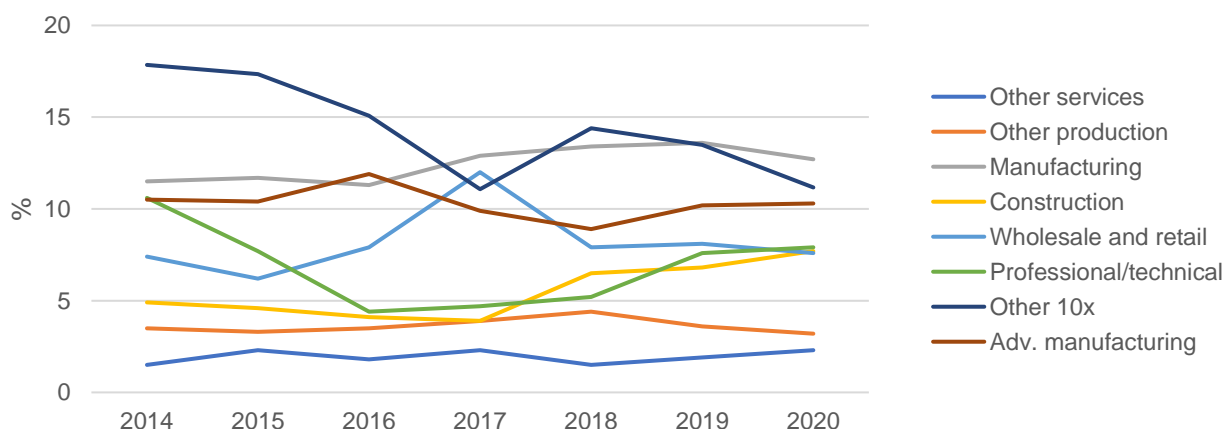


**Table A11.7: Average ROI sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	218	1.5	261	2.3	175	1.8	179	2.3	162	1.5	160	1.9	171	2.3
Other production	51	3.5	47	3.3	39	3.5	45	3.9	39	4.4	43	3.6	45	3.2
Manufacturing	180	11.5	170	11.7	180	11.3	170	12.9	202	13.4	188	13.6	184	12.7
Construction	255	4.9	194	4.6	164	4.1	169	3.9	169	6.5	136	6.8	149	7.7
Wholesale and retail	225	7.4	200	6.2	123	7.9	127	12.0	159	7.9	151	8.1	160	7.6
Professional/technical	40	10.6	36	7.7	56	4.4	49	4.7	43	5.2	44	7.6	38	7.9
<b>10x</b>														
Other 10x	41	17.8	40	17.4	40	15.1	47	11.1	49	14.4	45	13.5	45	11.2
Adv. manufacturing	56	10.5	54	10.4	59	11.9	50	9.9	72	8.9	67	10.2	71	10.3
<b>Total</b>	<b>1,066</b>		<b>1,002</b>		<b>836</b>		<b>836</b>		<b>895</b>		<b>834</b>		<b>863</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A11.4: Average ROI sales as a % of total sales by sector, 2014–2020**

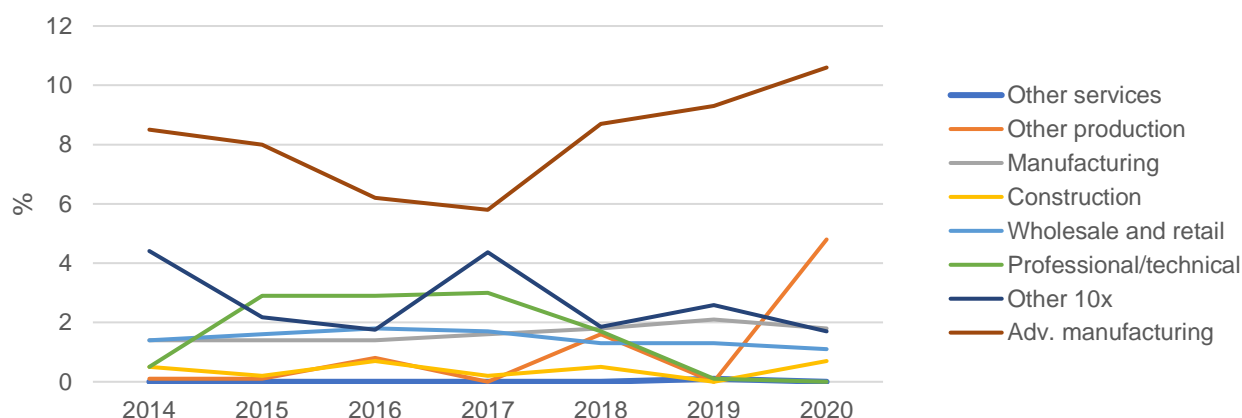


**Table A11.8: Average REU sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	218	0.0	261	0.0	175	0.0	179	0.0	162	0.0	160	0.1	171	0.0
Other production	51	0.1	47	0.1	39	0.8	45	0.0	39	1.6	43	0.0	45	4.8
Manufacturing	180	1.4	170	1.4	180	1.4	170	1.6	202	1.8	188	2.1	184	1.8
Construction	255	0.5	194	0.2	164	0.7	169	0.2	169	0.5	136	0.0	149	0.7
Wholesale and retail	225	1.4	200	1.6	123	1.8	127	1.7	159	1.3	151	1.3	160	1.1
Professional/technical	40	0.5	36	2.9	56	2.9	49	3.0	43	1.7	44	0.1	38	0.0
<b>10x</b>														
Other 10x	41	4.4	40	2.2	40	1.8	47	4.4	49	1.9	45	2.6	45	1.7
Adv. manufacturing	56	8.5	54	8.0	59	6.2	50	5.8	72	8.7	67	9.3	71	10.6
<b>Total</b>	<b>1,066</b>		<b>1,002</b>		<b>836</b>		<b>836</b>		<b>895</b>		<b>834</b>		<b>863</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A11.5: Average REU sales as a % of total sales by sector, 2014–2020**

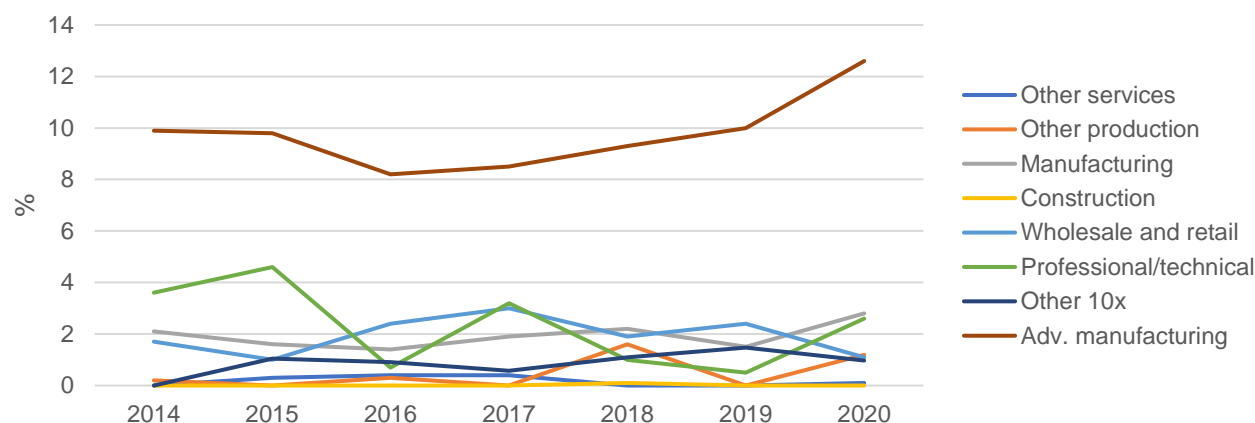


**Table A11.9: Average ROW sales as a % of total sales by sector, 2014–2020**

	2014		2015		2016		2017		2018		2019		2020	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Other services	218	0.0	261	0.3	175	0.4	179	0.4	162	0.0	160	0.0	171	0.1
Other production	51	0.2	47	0.0	39	0.3	45	0.0	39	1.6	43	0.0	45	1.2
Manufacturing	180	2.1	170	1.6	180	1.4	170	1.9	202	2.2	188	1.5	184	2.8
Construction	255	0.0	194	0.0	164	0.0	169	0.0	169	0.1	136	0.0	149	0.0
Wholesale and retail	225	1.7	200	1.0	123	2.4	127	3.0	159	1.9	151	2.4	160	1.1
Professional/technical	40	3.6	36	4.6	56	0.7	49	3.2	43	1.0	44	0.5	38	2.6
<b>10x</b>														
Other 10x	41	0.0	40	1.1	40	0.9	47	0.6	49	1.1	45	1.5	45	1.0
Adv. manufacturing	56	9.9	54	9.8	59	8.2	50	8.5	72	9.3	67	10.0	71	12.6
<b>Total</b>	<b>1,066</b>		<b>1,002</b>		<b>836</b>		<b>836</b>		<b>895</b>		<b>834</b>		<b>863</b>	

Note: Underlying data is indexed to 2019 prices (ONS, 2022)

**Figure A11.6: Average ROW sales as a % of total sales by sector, 2014–2020**



## Appendix 12: Business level regression analysis: NI

Table A12.1 Trade performance, 2014–2020 (NI)

	Sales per employment <sup>a</sup>		GVA per employment <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	39,652	34,143	39,652	34,143
Number of businesses	14,159	13,216	14,159	13,216
<i>Sector (Base–other services) ‡</i>				
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	0.34***	0.30***	0.19***	0.12*
Manufacturing	0.42***	0.37***	0.14***	0.06
Construction	0.58***	0.65***	0.36***	0.36***
Wholesale and retail	0.86***	0.96***	0.16***	0.10**
Professional and technical	0.14***	0.17***	0.32***	0.33***
<b>10X</b>				
Agri-tech	0.67***	0.73***	0.08	0.07
Health and life sciences	0.29***	0.07	-0.01	-0.04
Advanced manufacturing	0.52***	0.60***	0.27***	0.33***
Software and screen	-0.03	-0.30***	-0.05	-0.27***
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	0.05***	N/A	0.06***
Other production	N/A	0.05***	N/A	0.18***
Manufacturing	N/A	0.08***	N/A	0.10**
Construction	N/A	-0.01	N/A	0.05
Wholesale and retail	N/A	-0.03*	N/A	0.04
Professional and technical	N/A	-0.02	N/A	0.07**
<b>10X</b>				
Agri-tech	N/A	0.02	N/A	-0.00
Health and life sciences	N/A	0.19***	N/A	0.05
Advanced manufacturing	N/A	0.08***	N/A	-0.04
Software and screen	N/A	0.28***	N/A	0.27**
<b>Control variables</b>				
<i>Location (Base– Belfast) ‡</i>				
Antrim and Newtownabbey	-0.01	-0.07*	-0.05	-0.07
North Down and East Antrim	-0.24***	-0.33***	-0.16***	-0.20***
Lisburn and Castlereagh	-0.11***	-0.18***	-0.10**	-0.12**
South Down and Armagh	-0.13***	-0.18***	-0.16***	-0.19***
Causeway Coast and Glens	-0.16***	-0.25***	-0.16***	-0.20***
Derry City and Strabane	-0.22***	-0.33***	-0.30***	-0.34***
Fermanagh and Mid-Ulster	-0.14***	-0.21***	-0.17***	-0.22***
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.44***	0.55***	0.34***	0.38***
Partnership / ltd partnership	-0.35***	-0.36***	-0.27***	-0.25***
Central & local Government	0.76***	0.88***	-0.14	-0.29
Non-Profits	-0.30***	-0.25***	-0.76***	-0.77***
<b>Other control variables</b>				
Goods	0.14***	0.13***	-0.06***	-0.07***
Exporting	0.19***	0.18***	0.22***	0.22***
Subsidies	-0.02***	0.00	0.02***	0.04***
Size (Sine total employment)	-0.35***	-0.38***	-0.13***	-0.12***
Size squared	0.03***	0.03***	0.01**	0.01**
Year effects	Yes	-	Yes	-
Constant	5.00***	5.04***	3.98***	4.02***

### Notes:

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1.

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

<sup>†</sup> In this regression the results for sector represent the whole period.

<sup>‡</sup> This variable has a number of unknown observations; these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.



**Table A12.2: Sales to external markets, 2014–2020 (NI)**

<i>Sales to:</i>	GB %		ROI %		REU %		ROW %	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	41,020	35,288	41,020	35,288	41,020	35,288	41,020	35,288
Number of businesses	14,533	13,561	14,533	13,561	14,533	13,561	14,533	13,561
<i>Sector (Base–Other services) ‡</i>								
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	-1.05	-1.70	-0.19	-0.56	1.25***	0.35	-0.06	-0.07
Manufacturing	6.72***	6.97***	2.42***	2.05***	0.15	0.04	0.25	-0.06
Construction	1.37**	0.68	0.45	0.18	-0.58***	-0.54**	-0.45*	-0.28
Wholesale and retail	-0.72	-1.11*	1.40***	1.17***	-0.24	-0.41*	-0.25	-0.19
Professional and technical	4.82***	4.61***	1.11***	0.81**	0.45**	0.41	0.82***	1.04***
<b>10X</b>								
Agri-tech	6.07***	4.66***	4.74***	5.23***	0.90**	1.23***	-1.24**	-1.62***
Health and life sciences	0.86	3.72	0.56	2.46	6.16***	6.97***	17.27***	19.29***
Advanced manufacturing	9.97***	12.80***	1.09**	0.76	3.25***	4.01***	8.04***	9.74***
Software and screen	12.34***	11.85***	3.74***	4.45***	0.94**	1.12***	9.63***	9.17***
<b>Non-10X</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>	<b>Post-Brexit</b>
Other services	N/A	-0.01	N/A	0.14	N/A	-0.08	N/A	0.04
Other production	N/A	1.99***	N/A	0.74*	N/A	1.55***	N/A	0.07
Manufacturing	N/A	0.56	N/A	0.72***	N/A	0.49***	N/A	-0.16
Construction	N/A	1.27**	N/A	0.31	N/A	-0.11	N/A	-0.40*
Wholesale and retail	N/A	0.01	N/A	0.15	N/A	0.23	N/A	0.07
Professional and technical	N/A	0.95*	N/A	0.50	N/A	0.60***	N/A	-0.11
<b>10X</b>								
Agri-tech	N/A	2.63***	N/A	0.00	N/A	-0.13	N/A	0.14
Health and life sciences	N/A	-1.60	N/A	-3.14***	N/A	1.72***	N/A	3.33***
Advanced manufacturing	N/A	-2.22***	N/A	-0.67*	N/A	-0.48***	N/A	1.83***
Software and screen	N/A	1.57*	N/A	-1.43***	N/A	-0.22	N/A	2.62***
<b>Control variables</b>								
<i>Location (Base– Belfast) ‡</i>								
Antrim and Newtownabbey	2.90***	2.59***	-0.45	-0.26	-0.01	0.13	-0.91***	-0.80**
North Down and East Antrim	1.73***	2.45***	-0.23	-0.18	-0.13	-0.05	-0.43	-0.44
Lisburn and Castlereagh	1.16	1.60*	0.47	0.57	0.00	0.09	-1.06***	-1.19***
South Down and Armagh	0.22	0.66	2.43***	2.67***	0.42**	0.50**	-1.01***	-1.04***
Causeway Coast and Glens	0.47	0.79	-0.16	-0.06	-0.20	-0.13	-0.66*	-0.70*
Derry City and Strabane	-0.18	-0.35	1.77***	1.94***	-0.09	-0.03	-0.22	-0.05
Fermanagh and Mid-Ulster	1.10*	1.63**	1.28***	1.40***	-0.18	-0.17	-1.41***	-1.47***
<i>Legal status (Base– companies)</i>								
Sole proprietor	6.08***	6.68***	1.33***	1.58***	0.61***	0.61***	0.57**	0.64**
Partnership / ltd partnership	-1.88**	-2.28***	0.06	0.24	0.24	0.22	0.08	0.03
Central & local Gov't.	-0.98	-1.44	-0.49	-0.42	-0.93	-1.14	-0.56	-0.58
Non-Profits	-0.75	-0.86	0.02	0.33	0.19	0.17	-0.21	-0.04
<b>Other control variables</b>								
Goods	-0.19	-0.36	-0.35**	-0.25	0.00	-0.14	0.22*	0.26*
Exporting	4.00***	3.90***	12.47***	12.40***	3.06***	3.15***	3.47***	3.43***
Subsidies	0.15***	0.40***	0.06*	0.04	0.01	0.05*	0.09***	0.21***
Size (Sine total employees)	-2.34***	-2.38***	-0.05	-0.03	-0.64***	-0.70***	-0.88***	-1.06***
Size squared	0.32***	0.32***	-0.07**	-0.08**	0.09***	0.10***	0.17***	0.19***
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	5.18***	5.18***	-0.34	-0.59	0.53*	0.63*	1.22***	1.46***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1.

Data for 2020 is removed the Brexit models.

‡ This variable has a number of unknown observations; these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

# Appendix 13: Business level regression analysis: Belfast

**Table A13.1: Trade performance, 2014–2020 (Belfast)**

	Sales per employment <sup>a</sup>		GVA per employment <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	8,003	6,944	8,003	6,944
Number of businesses	2,791	2,581	2,791	2,581
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>				
Other production	0.78***	0.74***	0.82***	0.70***
Manufacturing	0.40***	0.30***	0.30**	0.17
Construction	0.44***	0.49***	0.18*	0.18
Wholesale and retail	0.91***	1.05***	0.29***	0.25**
Professional and technical	0.25***	0.26***	0.47***	0.43***
<b>10X</b>				
Agri-tech	0.94***	1.19***	0.36	0.53*
Health and life sciences	0.32	-0.16	0.19	-0.44
Advanced manufacturing	0.48***	0.57***	0.21	0.33*
Software and screen	-0.06	-0.33***	-0.06	-0.31**
<b>Non-10X</b>				
Other services	N/A	0.03*	N/A	-0.01
Other production	N/A	0.11	N/A	0.16
Manufacturing	N/A	0.15***	N/A	0.27**
Construction	N/A	-0.04	N/A	0.05
Wholesale and retail	N/A	-0.02	N/A	0.15*
Professional and technical	N/A	0.04	N/A	0.12*
<b>10X</b>				
Agri-tech	N/A	-0.01	N/A	-0.01
Health and life sciences	N/A	0.46***	N/A	0.85***
Advanced manufacturing	N/A	0.05	N/A	-0.16
Software and screen	N/A	0.36***	N/A	0.37***
<b>Control variables</b>				
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.33***	0.45***	0.18*	0.20
Partnership / ltd partnership	-0.55***	-0.48***	-0.40***	-0.30*
Public bodies and non-profits	-0.20**	-0.05	-0.77***	-1.33***
<b>Goods</b>				
Exporting	0.16***	0.16***	0.12***	0.11**
Subsidies	-0.02***	-0.00	0.01	0.02*
Size (Sine total employment)	-0.36***	-0.38***	-0.21***	-0.17***
Size squared	0.02***	0.02***	0.01*	0.01
Year effects	Yes	-	Yes	-
Constant	5.24***	5.22***	4.37***	4.31***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

**Table A13.2: Sales to external markets, 2014–2020 (Belfast)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	8,432	7,308	8,432	7,308	8,432	7,308	8,432	7,308
Number of businesses	2,911	2,695	2,911	2,695	2,911	2,695	2,911	2,695
<i>Sector (Base–Other services) ‡</i>								
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	0.65	-3.64	-0.34	0.57	1.90*	0.88	-1.75	-1.90
Manufacturing	8.63***	4.11*	2.19**	2.15*	-1.71***	-0.57	-0.83	0.66
Construction	2.26	1.79	-0.29	-0.70	-0.94*	-1.00	-1.77**	-1.49
Wholesale and retail	1.04	1.29	0.89	0.43	-0.14	-0.35	-2.07***	-2.05**
Professional and technical	4.88***	3.43**	1.30**	1.15	-0.02	-0.43	0.07	0.42
<b>10X</b>								
Agri-tech	2.23	1.13	5.52***	8.50***	-1.02	-0.67	-4.19*	-4.62*
Health and life sciences	-1.43	2.35	-0.73	-0.04	7.01***	7.51***	18.94***	16.19***
Advanced manufacturing	11.38***	13.47***	-1.81	-2.28	5.30***	7.44***	13.46***	15.27***
Software and screen	16.26***	12.80***	4.04***	5.43***	0.47	0.72	12.28***	10.88***
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	-0.51	N/A	0.13	N/A	-0.34*	N/A	0.26
Other production	N/A	4.10*	N/A	-0.41	N/A	0.91	N/A	-0.39
Manufacturing	N/A	2.06*	N/A	1.46**	N/A	0.63	N/A	-1.58**
Construction	N/A	-0.89	N/A	0.04	N/A	0.28	N/A	-0.75
Wholesale and retail	N/A	-0.38	N/A	0.52	N/A	0.72**	N/A	0.59
Professional and technical	N/A	1.33	N/A	0.72	N/A	0.91***	N/A	-0.70
<b>10X</b>								
Agri-tech	N/A	0.03	N/A	-2.17*	N/A	-0.06	N/A	0.37
Health and life sciences	N/A	-5.19	N/A	-0.43	N/A	-0.02	N/A	7.23***
Advanced manufacturing	N/A	-1.83	N/A	0.48	N/A	-2.56***	N/A	2.11***
Software and screen	N/A	3.08***	N/A	-1.28**	N/A	-0.09	N/A	3.62***
<b>Control variables</b>								
<b>Legal status (Base - Companies)</b>								
Sole proprietor	5.61***	5.11***	1.37*	1.57*	0.65	0.53	0.91	1.00
Partnership / ltd partnership	-2.37	-2.90	0.50	0.33	0.66	0.62	0.49	0.33
Public bodies and non-profits	-0.57	-1.34	0.01	0.31	0.12	0.10	-0.17	0.15
<b>Other control variables</b>								
Goods	-1.06*	-1.44**	-0.39	-0.46	-0.47*	-0.73***	0.54	0.54
Exporting	2.58***	2.68***	8.67***	8.78***	3.54***	3.73***	5.64***	5.91***
Subsidies	0.22**	0.39***	0.02	0.09	0.00	0.12*	0.05	0.16*
Size (Sine total employment)	-3.12***	-2.46***	0.56	0.36	-0.45*	-0.53*	-1.24***	-1.68***
Size squared	0.34***	0.25**	-0.14***	-0.12**	0.05	0.06*	0.22***	0.26***
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	8.45***	7.87***	-0.05	-0.05	0.53	0.84	0.69	1.58

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1. Data for 2020 is removed the Brexit models.

‡ This variable has a number of unknown observations; these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

# Appendix 14: Business level regression analysis: Antrim and Newtownabbey

Table A14.1: Trade performance, 2014–2020 (Antrim and Newtownabbey)

	Sales per employment <sup>a</sup>		GVA per employment <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	2,676	2,324	2,676	2,324
Number of businesses	921	852	921	852
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	0.41**	0.52**	0.00	0.14
Manufacturing	0.14	0.01	0.02	-0.11
Construction	0.75***	0.77***	0.54***	0.53***
Wholesale and retail	0.94***	0.88***	0.21*	0.01
Professional and technical	0.13	0.10	0.35**	0.26
<b>10X</b>				
Agri-tech	0.70**	0.42	0.13	-0.38
Health and life sciences	0.38	-0.11	0.22	-0.44
Advanced manufacturing	0.63***	0.52***	0.47**	0.38*
Software and screen	0.14	0.18	0.43*	0.30
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	0.05	N/A	0.04
Other production	N/A	-0.01	N/A	0.02
Manufacturing	N/A	0.06	N/A	0.12
Construction	N/A	-0.07	N/A	-0.06
Wholesale and retail	N/A	-0.03	N/A	0.28**
Professional and technical	N/A	-0.04	N/A	0.11
<b>10X</b>				
Agri-tech	N/A	0.15	N/A	0.54**
Health and life sciences	N/A	0.02	N/A	0.52
Advanced manufacturing	N/A	0.06	N/A	0.05
Software and screen	N/A	0.13	N/A	0.16
<b>Control variables</b>				
<i>Legal status (Base - Companies)</i>				
Sole proprietor	0.71***	0.77***	0.59***	0.60***
Partnership / ltd partnership	-0.37***	-0.29**	-0.24	-0.19
Public bodies and non-profits	-0.25	-0.35*	-0.82***	-0.88***
<b>Other control variables</b>				
Goods	0.24***	0.24***	-0.02	-0.03
Exporting	0.17***	0.17***	0.21***	0.23***
Subsidies	-0.01**	0.00	0.00	0.04
Size (Sine total employment)	-0.13**	-0.14**	0.07	0.07
Size squared	0.00	0.00	-0.01	-0.01
Year effects	Yes	-	Yes	-
Constant	4.39***	4.38***	3.35***	3.41***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

**Table A14.2: Sales to external markets, 2014–2020 (Antrim and Newtownabbey)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	2,753	2,390	2,753	2,390	2,753	2,390	2,753	2,390
Number of businesses	945	874	945	874	945	874	945	874
<i>Sector (Base–Other services) †</i>								
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	3.57	1.21	-0.98	-0.72	-0.01	-0.61	1.64	2.56
Manufacturing	5.66**	4.39	1.38	1.65	0.52	0.64	1.06	1.34
Construction	0.94	-2.31	1.14	1.09	-0.55	-0.56	-0.10	-0.45
Wholesale and retail	-1.26	-3.52	1.09	0.27	-0.71	-0.74	0.54	0.16
Professional and technical	1.90	1.43	2.16*	0.95	2.16**	-0.03	0.79	-0.08
<b>10X</b>								
Agri-tech	-2.00	-3.90	11.95***	-1.98	-1.97	-2.00	-1.61	-1.28
Health and life sciences	-8.98	-2.57	-2.47	-0.97	4.30*	3.14	27.29***	29.76***
Advanced manufacturing	8.42*	6.77	3.88**	2.80	4.74***	6.25***	12.30***	12.48***
Software and screen	15.47***	13.01**	6.25***	3.88*	-1.26	-1.70	4.64**	4.39**
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	-1.59*	N/A	0.25	N/A	0.05	N/A	-0.27
Other production	N/A	1.40	N/A	-0.59	N/A	1.80*	N/A	-1.95**
Manufacturing	N/A	2.89**	N/A	-0.33	N/A	0.29	N/A	-0.21
Construction	N/A	6.71***	N/A	0.39	N/A	-0.22	N/A	0.09
Wholesale and retail	N/A	2.79**	N/A	0.48	N/A	0.12	N/A	-0.01
Professional and technical	N/A	-2.33	N/A	1.31	N/A	4.91***	N/A	0.65
<b>10X</b>								
Agri-tech	N/A	5.21	N/A	9.89***	N/A	0.47	N/A	0.03
Health and life sciences	N/A	-0.05	N/A	2.37	N/A	2.30	N/A	-3.04**
Advanced manufacturing	N/A	1.06	N/A	-1.09	N/A	-2.02***	N/A	0.26
Software and screen	N/A	5.05***	N/A	-1.48	N/A	0.43	N/A	1.79**
<b>Control variables</b>								
<i>Legal status (Base– companies)</i>								
Sole proprietor	9.66***	9.45***	0.97	1.59	0.38	0.13	0.62	0.71
Partnership / ltd partnership	-3.72	-3.53	1.08	0.84	-0.53	-0.85	-0.00	-0.25
Public bodies and non-profits	-3.04	-5.05	-0.51	-0.26	-0.61	-0.72	-0.26	-0.43
<b>Other control variables</b>								
Goods	0.63	0.84	0.37	0.49	0.26	0.29	0.04	0.04
Exporting	2.22**	1.49	10.30***	9.59***	3.01***	3.12***	2.26***	2.47***
Subsidies	0.04	0.08	0.05	0.20	0.09	-0.02	-0.05	0.02
Size (Sine total employment)	-2.76*	-1.99	-0.49	-0.45	-0.64	-0.78	-0.07	-0.71
Size squared	0.39**	0.30	-0.01	-0.01	0.08	0.10	0.11*	0.19***
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	6.78*	7.51*	-0.11	0.05	0.78	1.31	-0.95	-0.03

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1. Data for 2020 is removed the Brexit models.

† This variable has a number of unknown observations; these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

# Appendix 15: Business level regression analysis: North Down and East Antrim

**Table A15.1: Trade performance, 2014–2020 (North Down and East Antrim)**

	Sales per employment <sup>a</sup>		GVA per employment <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	4,377	3,756	4,377	3,756
Number of businesses	1,753	1,588	1,753	1,588
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>				
Other production	0.58***	0.61***	0.47***	0.55***
Manufacturing	0.58***	0.61***	0.27**	0.37***
Construction	0.67***	0.74***	0.48***	0.50***
Wholesale and retail	0.88***	0.92***	0.19**	0.18
Professional and technical	0.19**	0.20**	0.35***	0.43***
<b>10X</b>				
Agri-tech	0.65***	0.69***	-0.04	-0.08
Health and life sciences	0.27	0.23	0.01	0.09
Advanced manufacturing	0.60***	0.63***	0.43***	0.51**
Software and screen	0.11	0.06	0.41*	0.35
<b>Non-10X</b>				
Other services	N/A	0.06**	N/A	0.17**
Other production	N/A	-0.08	N/A	-0.29**
Manufacturing	N/A	-0.00	N/A	-0.30***
Construction	N/A	-0.05	N/A	-0.07
Wholesale and retail	N/A	-0.00	N/A	-0.07
Professional and technical	N/A	-0.07	N/A	-0.20
<b>10X</b>				
Agri-tech	N/A	-0.16**	N/A	-0.17
Health and life sciences	N/A	0.08	N/A	-0.39
Advanced manufacturing	N/A	0.04	N/A	-0.26
Software and screen	N/A	0.00	N/A	-0.04
<b>Control variables</b>				
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.50***	0.55***	0.33***	0.32***
Partnership / ltd partnership	-0.19**	-0.23**	-0.25**	-0.28**
Public bodies and non-profits	-0.08	-0.09	-0.66***	-0.76***
<b>Other control variables</b>				
Goods	0.19***	0.17***	-0.04	-0.03
Exporting	0.19***	0.21***	0.31***	0.34***
Subsidies	-0.01	0.01	0.05***	0.10***
Size (Sine total employment)	-0.64***	-0.67***	-0.22***	-0.24***
Size squared	0.09***	0.09***	0.02**	0.03**
Year effects	Yes	-	Yes	-
Constant	4.84***	4.86***	3.84***	3.84***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

**Table A15.2: Sales to external markets, 2014–2020 (North Down and East Antrim)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	4,496	3,852	4,496	3,852	4,496	3,852	4,496	3,852
Number of businesses	1,790	1,618	1,790	1,618	1,790	1,618	1,790	1,618
<i>Sector (Base–Other services) ‡</i>								
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	2.50	-0.07	0.52	0.08	-0.48	-0.31	-1.22	-1.31
Manufacturing	9.04***	7.36***	-0.95	-1.23	0.48	0.26	0.44	-1.09
Construction	-0.08	-1.38	0.11	0.51	-0.32	-0.25	-0.97	-0.74
Wholesale and retail	0.84	0.13	0.11	0.10	-0.68*	-0.76	-0.55	-0.10
Professional and technical	7.11***	7.82***	0.59	-0.26	0.32	0.89	0.43	1.05
<b>10X</b>								
Agri-tech	6.21*	5.61	3.52***	3.98***	-0.88	-1.10	-1.95	-1.94
Health and life sciences	4.35	6.33	7.59***	14.85***	6.24***	9.19***	14.62***	12.10***
Advanced manufacturing	9.28***	8.84**	-1.46	-1.04	4.08***	4.47***	8.64***	8.32***
Software and screen	9.55**	13.10**	6.80***	-0.96	2.49**	2.77*	3.02*	4.74**
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	-0.81	N/A	-0.12	N/A	0.17	N/A	-0.23
Other production	N/A	6.82***	N/A	0.89	N/A	-0.28	N/A	0.58
Manufacturing	N/A	4.58***	N/A	1.21*	N/A	0.61	N/A	0.31
Construction	N/A	1.99	N/A	-0.95	N/A	-0.35	N/A	-0.06
Wholesale and retail	N/A	1.68	N/A	-0.11	N/A	0.08	N/A	0.23
Professional and technical	N/A	1.92	N/A	0.31	N/A	-0.93	N/A	-0.04
<b>10X</b>								
Agri-tech	N/A	2.06	N/A	-0.32	N/A	0.50	N/A	0.38
Health and life sciences	N/A	1.77	N/A	-11.12	N/A	-2.85***	N/A	11.85***
Advanced manufacturing	N/A	-2.18	N/A	-1.96*	N/A	-0.86	N/A	3.70***
Software and screen	N/A	-2.44	N/A	3.99*	N/A	0.94	N/A	-1.10
<b>Control variables</b>								
<i>Legal status (Base– companies)</i>								
Sole proprietor	5.52***	5.66***	0.78	0.74	0.41	0.36	1.16*	1.26*
Partnership / ltd partnership	-1.82	-2.94	-0.26	-0.03	0.22	0.28	0.32	0.08
Public bodies and non-profits	-2.83	-2.94	-0.53	-0.31	-0.01	-0.06	0.40	0.76
<b>Other control variables</b>								
Goods	0.71	1.25	-0.06	-0.11	0.36	0.23	0.90**	0.91**
Exporting	5.91***	6.06***	11.94***	11.78***	3.27***	3.19***	5.42***	5.46***
Subsidies	-0.04	0.57**	0.11	-0.15	-0.07	0.05	-0.00	-0.05
Size (Sine total employment)	-3.56***	-5.25***	-0.83	-0.06	-0.51	-0.42	-0.85*	-1.05*
Size squared	0.47**	0.73***	0.14	0.00	0.09*	0.08	0.08	0.11
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	7.00***	10.45***	1.07	0.18	0.40	0.12	0.58	0.91

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1. Data for 2020 is removed the Brexit models.

‡ This variable has a number of unknown observations; these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

# Appendix 16: Business level regression analysis: Lisburn and Castlereagh

**Table A16.1: Trade performance, 2014–2020 (Lisburn and Castlereagh)**

	Sales per employee <sup>a</sup>		GVA per employee <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	3,067	2,645	3,067	2,645
Number of businesses	1,089	1,006	1,089	1,006
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	0.54***	0.79***	-0.02	-0.09
Manufacturing	0.57***	0.58***	0.16	0.09
Construction	0.80***	0.90***	0.25*	0.27**
Wholesale and retail	0.92***	1.04***	0.06	0.03
Professional and technical	0.03	0.13	-0.03	0.01
<b>10X</b>				
Agri-tech	0.76***	0.76***	-0.11	-0.14
Health and life sciences	0.22	-0.29	-0.62	-0.49
Advanced manufacturing	0.57***	0.63***	0.19	0.18
Software and screen	-0.35**	-0.92***	-0.62***	-1.01***
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	0.19***	N/A	0.17**
Other production	N/A	-0.41***	N/A	-0.10
Manufacturing	N/A	-0.05	N/A	-0.07
Construction	N/A	-0.07	N/A	-0.13
Wholesale and retail	N/A	-0.17***	N/A	-0.08
Professional and technical	N/A	-0.22***	N/A	-0.25
<b>10X</b>				
Agri-tech	N/A	-0.20*	N/A	-0.20
Health and life sciences	N/A	0.18	N/A	0.27
Advanced manufacturing	N/A	-0.12	N/A	-0.11
Software and screen	N/A	0.25**	N/A	0.20
<b>Control variables</b>				
<i>Legal status (Base–companies)</i>				
Sole proprietor	0.67***	0.63***	0.38***	0.49***
Partnership / ltd partnership	-0.17	-0.43***	-0.22	-0.22
Public bodies and non-profits	-0.27	-0.14	-1.03***	-0.62**
<i>Other control variables</i>				
Goods	0.19***	0.16***	0.03	0.03
Exporting	0.14***	0.16***	0.19***	0.25***
Subsidies	-0.01*	0.00	0.03**	0.03
Size (Sine total employment)	-0.22***	-0.35***	0.05	0.00
Size squared	0.01	0.02**	-0.02	-0.01
Year effects	Yes	-	Yes	-
Constant	4.45***	4.71***	3.64***	3.71***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.



**Table A16.2: Sales to external markets, 2014–2020 (Lisburn and Castlereagh)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	3,165	2,721	3,165	2,721	3,165	2,721	3,165	2,721
Number of businesses	1,110	1,023	1,110	1,023	1,110	1,023	1,110	1,023
<i>Sector (Base–Other services) †</i>								
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	-5.94	-8.22*	-1.00	-1.68	-1.25	-1.31	-0.85	-0.91
Manufacturing	7.46***	8.96***	2.43*	2.29	2.45***	0.76	0.35	-0.19
Construction	0.10	0.67	-0.19	-0.23	-0.84	-1.07	-0.30	-0.55
Wholesale and retail	-0.58	-1.79	4.26***	4.81***	-0.02	-0.58	0.94	0.31
Professional and technical	7.39***	7.06**	1.43	2.26	-2.28***	-0.03	0.05	-0.98
<b>10X</b>								
Agri-tech	-1.43	-0.50	9.17***	10.40***	1.27	2.34	-0.19	-0.63
Health and life sciences	13.84**	12.42	-3.58	-4.83	6.59***	7.58***	22.62***	23.08***
Advanced manufacturing	20.73***	24.45***	-2.73	-1.68	2.14*	3.13**	7.84***	12.35***
Software and screen	12.91***	9.98**	3.62*	5.80**	0.70	-0.88	6.62***	7.91***
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	0.21	N/A	0.61	N/A	0.26	N/A	-0.24
Other production	N/A	1.27	N/A	1.51	N/A	-0.33	N/A	0.21
Manufacturing	N/A	-1.39	N/A	0.85	N/A	0.21	N/A	0.03
Construction	N/A	1.12	N/A	1.07	N/A	-0.36	N/A	-0.10
Wholesale and retail	N/A	0.51	N/A	-1.34*	N/A	-0.35	N/A	0.57
Professional and technical	N/A	2.57	N/A	-2.25**	N/A	-0.49	N/A	1.05
<b>10X</b>								
Agri-tech	N/A	1.29	N/A	-3.11**	N/A	-2.37**	N/A	-0.32
Health and life sciences	N/A	-3.38	N/A	-1.08	N/A	2.94**	N/A	-3.81***
Advanced manufacturing	N/A	-0.92	N/A	-0.37	N/A	-1.00	N/A	0.63
Software and screen	N/A	1.62	N/A	-1.23	N/A	-0.34	N/A	-0.57
<b>Control variables</b>								
<i>Legal status (Base–companies)</i>								
Sole proprietor	5.30**	5.79**	2.23*	2.02	0.64	0.58	1.15	1.13
Partnership / ltd partnership	-0.67	-1.46	-0.31	-0.39	0.36	0.41	0.14	0.44
Public bodies and non-profits	1.40	2.54	3.20	3.33	1.51	-0.55	1.20	1.39
<b>Other control variables</b>								
Goods	0.93	0.44	-0.94*	-0.91*	0.05	0.22	-0.19	-0.10
Exporting	6.12***	6.19***	10.34***	10.49***	1.75***	2.00***	2.22***	2.10***
Subsidies	0.22	0.76**	0.15	0.01	-0.08	-0.02	0.24***	0.51***
Size (Sine total employment)	-2.83*	-2.66*	0.61	0.52	-1.13**	-0.93*	0.12	0.34
Size squared	0.47**	0.48**	-0.14	-0.12	0.15*	0.13*	-0.06	-0.09
Year effects	Yes	-	Yes	-	Yes	-	Yes	-
Constant	4.80	4.87	-1.23	-1.22	1.66	1.50	-0.64	-0.60

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1.

Data for 2020 is removed the Brexit models.

† This variable has a number of unknown observations; these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

# Appendix 17: Business level regression analysis: South Down and Armagh

**Table A17.1: Trade performance, 2014–2020 (South Down and Armagh)**

	Sales per employee <sup>a</sup>		GVA per employee <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	7,634	6,567	7,634	6,567
Number of businesses	2,794	2,583	2,794	2,583
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	0.29***	0.26***	0.25**	0.10
Manufacturing	0.28***	0.19**	0.01	-0.12
Construction	0.52***	0.57***	0.37***	0.39***
Wholesale and retail	0.80***	0.90***	0.03	0.01
Professional and technical	-0.10	-0.07	0.22**	0.22*
<b>10X</b>				
Agri-tech	0.48***	0.49***	-0.07	-0.07
Health and life sciences	0.63***	0.20	0.28	0.41
Advanced manufacturing	0.39***	0.54***	0.18	0.36**
Software and screen	-0.28*	-0.71***	-0.21	-0.60*
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	0.04*	N/A	0.05
Other production	N/A	0.12**	N/A	0.34**
Manufacturing	N/A	0.05	N/A	0.17**
Construction	N/A	-0.03	N/A	0.03
Wholesale and retail	N/A	0.01	N/A	0.02
Professional and technical	N/A	-0.01	N/A	-0.04
<b>10X</b>				
Agri-tech	N/A	0.05	N/A	0.04
Health and life sciences	N/A	-0.02	N/A	-0.30
Advanced manufacturing	N/A	0.09*	N/A	-0.03
Software and screen	N/A	0.30**	N/A	0.16
<b>Control variables</b>				
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.51***	0.60***	0.32***	0.32***
Partnership / ltd partnership	-0.29***	-0.32***	-0.25***	-0.26***
Public bodies and non-profits	-0.33***	-0.29**	-0.66***	-0.72***
<b>Other control variables</b>				
Goods	0.15***	0.14***	-0.06	-0.05
Exporting	0.24***	0.24***	0.34***	0.33***
Subsidies	-0.01***	0.00	0.03**	0.03*
Size (Sine total employment)	-0.47***	-0.48***	-0.18***	-0.19***
Size squared	0.04***	0.04***	0.02**	0.02**
Year effects	Yes	-	Yes	-
Constant	5.06***	5.15***	3.90***	3.94***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

**Table A17.2: Sales to external markets, 2014–2020 (South Down and Armagh)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	7,805	6,708	7,805	6,708	7,805	6,708	7,805	6,708
Number of businesses	2,843	2,628	2,843	2,628	2,843	2,628	2,843	2,628
<i>Sector (Base–Other services) †</i>								
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	-2.69*	-2.25	-0.20	-0.74	2.60***	0.96	0.48	0.13
Manufacturing	4.35***	4.12***	2.52***	2.59**	-0.28	-0.55	-0.04	-0.30
Construction	0.45	-0.02	1.10	0.59	-0.89*	-0.80	-0.09	0.07
Wholesale and retail	-1.96	-1.92	2.49***	2.16**	-0.63	-0.55	0.26	0.26
Professional and technical	1.51	0.01	1.82*	1.07	1.04	0.73	1.46***	2.24***
<b>10X</b>								
Agri-tech	8.68***	7.20***	2.67**	2.99**	1.97**	2.90***	-0.50	-0.72
Health and life sciences	-0.10	-2.26	-3.08	-3.90	6.92***	6.61**	10.16***	12.46***
Advanced manufacturing	4.26*	5.98**	3.21**	3.41**	-0.13	0.33	6.03***	3.23***
Software and screen	0.96	0.13	11.22***	14.99***	0.29	-0.89	2.95**	-0.08
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	0.73	N/A	-0.14	N/A	-0.07	N/A	-0.21
Other production	N/A	-0.65	N/A	1.08	N/A	2.94***	N/A	0.69*
Manufacturing	N/A	0.47	N/A	0.07	N/A	0.55	N/A	0.44
Construction	N/A	1.07	N/A	1.10	N/A	-0.21	N/A	-0.42
Wholesale and retail	N/A	-0.24	N/A	0.69	N/A	-0.05	N/A	0.00
Professional and technical	N/A	2.84**	N/A	1.36	N/A	0.56	N/A	-1.18***
<b>10X</b>								
Agri-tech	N/A	2.18*	N/A	-0.30	N/A	-1.19**	N/A	0.40
Health and life sciences	N/A	2.45	N/A	1.14	N/A	0.52	N/A	-2.68**
Advanced manufacturing	N/A	-3.12**	N/A	-0.09	N/A	-0.40	N/A	4.45***
Software and screen	N/A	1.41	N/A	-4.68**	N/A	1.60	N/A	3.77***
<b>Control variables</b>								
<i>Legal status (Base– companies)</i>								
Sole proprietor	5.42***	5.35***	1.54*	1.51**	0.78	0.79	0.54	0.58
Partnership / ltd partnership	-0.47	-0.45	-0.21	-0.21	0.19	0.18	-0.08	-0.09
Public bodies and non-profits	-1.45	-1.48	-0.67	-0.69	0.23	0.23	-0.31	-0.28
<b>Other control variables</b>								
Goods	1.27*	1.35**	-0.60	-0.64	0.23	0.16	0.40*	0.40**
Exporting	3.91***	3.87***	16.94***	16.93***	4.56***	4.57***	1.54***	1.53***
Subsidies	-0.10	-0.11	0.10	0.08	0.03	0.02	0.12***	0.11***
Size (Sine total employment)	-0.21	-0.28	-0.43	-0.44	-1.70***	-1.74***	-1.52***	-1.48***
Size squared	0.09	0.11	-0.07	-0.07	0.24***	0.25***	0.32***	0.34***
Year	Yes	No	Yes	No	Yes	No	Yes	No
Constant	2.19	2.87	1.09	1.51	1.85**	1.99**	1.04*	1.18*

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1.

Data for 2020 is removed the Brexit models.

† This variable has a number of unknown observations; these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

# Appendix 18: Business level regression analysis: Causeway Coast and Glens

Table A18.1: Trade performance, 2014–2020 (Causeway Coast and Glens)

	Sales per employment <sup>a</sup>		GVA per employment <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	2,438	2,114	2,438	2,114
Number of businesses	916	846	916	846
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	0.58***	0.11	0.23	0.12
Manufacturing	0.40***	0.38***	0.12	0.06
Construction	0.59***	0.59***	0.33***	0.34**
Wholesale and retail	1.08***	1.13***	0.21	0.05
Professional and technical	0.03	-0.00	0.08	0.07
<b>10X</b>				
Agri-tech	1.11***	1.21***	0.34	0.42
Health and life sciences	1.62**	1.47*	1.56*	1.34
Advanced manufacturing	0.40*	0.27	0.27	-0.03
Software and screen	-0.10	-1.00**	0.24	-0.76
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	0.02	N/A	0.03
Other production	N/A	0.21*	N/A	0.45*
Manufacturing	N/A	0.11*	N/A	0.14
Construction	N/A	-0.04	N/A	-0.01
Wholesale and retail	N/A	-0.02	N/A	0.05
Professional and technical	N/A	0.06	N/A	0.01
<b>10X</b>				
Agri-tech	N/A	-0.02	N/A	0.02
Health and life sciences	N/A	0.26	N/A	0.32
Advanced manufacturing	N/A	0.22**	N/A	0.41*
Software and screen	N/A	0.80***	N/A	0.99
<b>Control variables</b>				
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.29***	0.42***	0.27**	0.31**
Partnership / ltd partnership	-0.53***	-0.48***	-0.37**	-0.31**
Public bodies and non-profits	-0.40**	-0.35*	-0.84***	-0.76***
<i>Other control variables</i>				
Goods	0.07	0.05	-0.17**	-0.13
Exporting	0.17***	0.17***	0.17**	0.20**
Subsidies	-0.00	0.02	0.03*	0.00
Size (Sine total employment)	-0.47***	-0.49***	-0.31***	-0.30***
Size squared	0.04***	0.04***	0.03*	0.03*
Year effects	Yes	-	Yes	-
Constant	5.16***	5.14***	4.21***	4.18***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

<sup>†</sup>In this regression the results for sector represent the whole period.

<sup>‡</sup>This variable has a number of unknown observations, these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

**Table A18.2 Sales to external markets, 2014–2020 (Causeway Coast and Glens)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	2,505	2,166	2,505	2,166	2,505	2,166	2,505	2,166
Number of businesses	935	862	935	862	935	862	935	862
<i>Sector (Base–Other services) †</i>								
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	-0.74	-1.60	3.08**	2.23	-0.40	-0.49	-0.73	-0.60
Manufacturing	8.09***	7.04**	1.05	-0.07	-0.02	-0.10	-1.10	-0.95
Construction	2.52	0.64	0.08	-0.31	-0.27	-0.21	-0.71	-0.29
Wholesale and retail	1.09	2.43	-0.85	-1.89*	0.02	-0.02	0.76	1.17
Professional and technical	7.71***	9.84***	0.02	0.01	1.18*	1.19	1.65	1.05
<b>10X</b>								
Agri-tech	1.89	0.53	1.95	-2.01	0.18	-0.44	-1.42	-1.37
Health and life sciences	12.52	12.68	7.19	11.43**	10.95***	9.99***	35.50***	31.81***
Advanced manufacturing	13.07***	11.75**	2.09	0.71	1.78*	1.40	5.24***	3.86**
Software and screen	-7.45	-6.85	1.73	0.47	-0.72	2.45	12.35***	14.07***
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	0.62	N/A	-0.63	N/A	0.03	N/A	0.13
Other production	N/A	0.42	N/A	0.77	N/A	0.48	N/A	0.06
Manufacturing	N/A	1.22	N/A	1.82*	N/A	0.15	N/A	-0.15
Construction	N/A	3.99**	N/A	0.20	N/A	-0.07	N/A	-0.39
Wholesale and retail	N/A	-0.94	N/A	-1.88*	N/A	-0.06	N/A	-0.56
Professional and technical	N/A	-1.04	N/A	0.76	N/A	0.47	N/A	1.61
<b>10X</b>								
Agri-tech	N/A	3.55	N/A	6.89**	N/A	1.11	N/A	0.39
Health and life sciences	N/A	-3.84	N/A	-3.77	N/A	-2.43	N/A	9.58***
Advanced manufacturing	N/A	3.59	N/A	1.92	N/A	0.02	N/A	1.25
Software and screen	N/A	-0.31	N/A	3.02	N/A	-3.73	N/A	-0.49
<b>Control variables</b>								
<i>Legal status (Base– companies)</i>								
Sole proprietor	6.67***	8.98***	0.51	0.85	0.31	0.30	1.11	1.26
Partnership / ltd partnership	-1.54	-1.24	0.12	0.45	0.40	0.43	0.67	0.79
Public bodies and non-profits	-2.63	-0.57	-0.29	0.02	0.18	0.16	0.73	1.14
<b>Other control variables</b>								
Goods	-1.59	-1.27	-0.23	0.13	0.17	0.13	0.08	0.08
Exporting	3.71***	3.45***	12.96***	13.24***	2.19***	2.09***	3.64***	3.10***
Subsidies	0.27	0.64**	0.01	-0.33*	-0.03	-0.03	-0.10	-0.06
Size (Sine total employment)	-5.05***	-5.01***	-0.92	-1.43*	-0.80*	-0.93**	-0.16	0.13
Size squared	0.65***	0.64**	0.09	0.18	0.15**	0.18***	0.01	-0.03
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	8.99***	7.70*	1.08	1.86	0.30	0.55	-0.17	-1.02

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1. Data for 2020 is removed the Brexit models.

† This variable has a number of unknown observations; these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

# Appendix 19: Business level regression analysis: Derry City and Strabane

**Table A19.1: Trade performance, 2014–2020 (Derry City and Strabane)**

	Sales per employment <sup>a</sup>		GVA per employment <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	2,196	1,885	2,196	1,885
Number of businesses	871	792	871	792
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	0.10	0.11	-0.32	-0.40
Manufacturing	0.44***	0.30**	0.23	0.08
Construction	0.76***	0.71***	0.41***	0.45***
Wholesale and retail	0.99***	1.04***	0.23	0.08
Professional and technical	0.24*	0.14	0.30	0.05
<b>10X</b>				
Agri-tech	0.69***	0.83***	0.07	0.01
Health and life sciences	0.20	0.55	-0.81	0.06
Advanced manufacturing	0.59***	0.69***	0.62*	0.70*
Software and screen	-0.12	-0.58**	-0.35	-0.88**
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	0.08*	N/A	0.13
Other production	N/A	0.01	N/A	0.35
Manufacturing	N/A	0.15**	N/A	0.29**
Construction	N/A	-0.01	N/A	-0.08
Wholesale and retail	N/A	0.00	N/A	0.41**
Professional and technical	N/A	0.11	N/A	0.36
<b>10X</b>				
Agri-tech	N/A	0.07	N/A	0.20
Health and life sciences	N/A	0.00	N/A	0.00
Advanced manufacturing	N/A	0.12	N/A	0.05
Software and screen	N/A	0.67***	N/A	1.26***
<b>Control variables</b>				
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.24**	0.33***	0.31*	0.36**
Partnership / ltd partnership	-0.32**	-0.35**	-0.19	-0.18
Public bodies and non-profits	-0.49***	-0.54***	-0.83***	-0.92***
<b>Other control variables</b>				
Goods	0.16***	0.17***	-0.10	-0.11
Exporting	0.21***	0.19***	0.12	0.14
Subsidies	-0.01	0.01	0.08***	0.05*
Size (Sine total employment)	-0.22***	-0.17**	-0.25**	-0.27**
Size squared	0.02*	0.01	0.03	0.03*
Year effects	Yes	-	Yes	-
Constant	4.51***	4.70***	3.65***	3.86***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

**Table A19.2: Sales to external markets, 2014–2020 (Derry City and Strabane)**

Sales to:	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	2,252	1,929	2,252	1,929	2,252	1,929	2,252	1,929
Number of businesses	888	805	888	805	888	805	888	805
<i>Sector (Base–Other services) †</i>								
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	-0.76	-1.36	-1.04	-1.28	2.09*	0.88	-0.45	0.70
Manufacturing	8.88***	10.16***	6.70***	5.49***	0.30	0.16	2.26*	0.65
Construction	5.51***	4.06*	0.87	0.54	-0.85	-0.85	-0.81	-0.84
Wholesale and retail	0.60	0.36	1.62	2.24	-0.42	-0.66	0.15	0.59
Professional and technical	8.87***	8.76***	1.57	1.20	0.40	0.60	1.12	1.51
<b>10X</b>								
Agri-tech	7.10	7.19	8.13***	8.28***	-0.56	-0.06	-0.48	0.26
Health and life sciences	-0.47	-0.95	-4.35	-1.97	-0.53	0.27	-0.90	-0.07
Advanced manufacturing	15.82***	12.31**	3.80	5.74*	-0.36	0.19	12.10***	19.89***
Software and screen	18.70***	29.60***	-1.22	-1.72	4.27***	4.10**	21.87***	22.03***
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	-0.15	N/A	0.44	N/A	-0.11	N/A	0.22
Other production	N/A	1.47	N/A	2.40	N/A	1.83*	N/A	-3.77***
Manufacturing	N/A	-1.72	N/A	0.50	N/A	0.79	N/A	0.85
Construction	N/A	0.48	N/A	0.61	N/A	-0.08	N/A	-0.65
Wholesale and retail	N/A	-1.12	N/A	-0.56	N/A	0.03	N/A	1.36*
Professional and technical	N/A	1.57	N/A	1.11	N/A	-0.49	N/A	-0.27
<b>10X</b>								
Agri-tech	N/A	3.37	N/A	-1.25	N/A	0.43	N/A	-0.21
Health and life sciences	N/A	0.00	N/A	0.00	N/A	0.00	N/A	0.00
Advanced manufacturing	N/A	0.21	N/A	0.95	N/A	0.03	N/A	0.06
Software and screen	N/A	-14.70***	N/A	2.22	N/A	2.55*	N/A	5.59***
<b>Control variables</b>								
<i>Legal status (Base– companies)</i>								
Sole proprietor	6.55***	6.37**	1.66	2.50	1.54*	1.33	-0.28	0.15
Partnership / ltd partnership	-0.52	-1.46	1.28	1.65	0.59	0.26	-1.17	-1.07
Public bodies and non-profits	0.06	-1.60	0.27	1.16	0.70	0.27	-1.45	-1.40
<b>Other control variables</b>								
Goods	-1.80	-1.61	-0.80	-0.74	0.19	0.12	-0.62	-0.57
Exporting	1.80*	1.62	16.53***	16.30***	2.13***	2.11***	3.12***	2.20***
Subsidies	0.03	0.05	0.17	0.10	0.10	0.15	0.23**	0.22*
Size (Sine total employment)	-1.08	-2.25	-2.12**	-1.48	0.28	0.19	-1.31*	-0.89
Size squared	0.23	0.37	0.14	0.06	-0.04	-0.03	0.30***	0.24**
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	1.53	4.20	2.16	1.03	-1.16	-0.72	1.85	1.29

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1. Data for 2020 is removed the Brexit models.

† This variable has a number of unknown observations; these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.

## Appendix 20: Business level regression analysis: Fermanagh and Mid-Ulster

Table A20.1: Trade performance, 2014–2020 (Fermanagh and Mid-Ulster)

	Sales per employee <sup>a</sup>		GVA per employee <sup>b</sup>	
	Year effects <sup>†</sup>	Brexit	Year effects <sup>†</sup>	Brexit
Observations	6,279	5,413	6,279	5,413
Number of businesses	2,373	2,185	2,373	2,185
<i>Sector (Base–Other services) ‡</i>				
<b>Non-10X</b>	<i>Full period</i>	<i>Pre-Brexit</i>	<i>Full period</i>	<i>Pre-Brexit</i>
Other production	0.13	-0.04	-0.07	-0.09
Manufacturing	0.58***	0.51***	0.09	-0.00
Construction	0.64***	0.71***	0.38***	0.35***
Wholesale and retail	1.03***	1.15***	0.13	0.02
Professional and technical	0.27***	0.25**	0.40***	0.50***
<b>10X</b>				
Agri-tech	0.78***	0.70***	0.16	0.06
Health and life sciences	0.83***	0.80	0.54	0.93
Advanced manufacturing	0.65***	0.65***	0.08	0.09
Software and screen	-0.19	-0.44**	-0.33	-0.18
<b>Non-10X</b>		<i>Post-Brexit</i>		<i>Post-Brexit</i>
Other services	N/A	0.05*	N/A	0.04
Other production	N/A	0.18***	N/A	0.10
Manufacturing	N/A	0.08*	N/A	0.18**
Construction	N/A	0.06	N/A	0.26***
Wholesale and retail	N/A	0.05	N/A	0.22**
Professional and technical	N/A	0.12**	N/A	-0.10
<b>10X</b>				
Agri-tech	N/A	0.08	N/A	0.18
Health and life sciences	N/A	0.07	N/A	-0.13
Advanced manufacturing	N/A	0.10**	N/A	0.06
Software and screen	N/A	0.26**	N/A	0.20
<b>Control variables</b>				
<i>Legal status (Base– companies)</i>				
Sole proprietor	0.27***	0.50***	0.37***	0.41***
Partnership / ltd partnership	-0.46***	-0.43***	-0.23**	-0.21*
Public bodies and non-profits	-0.54***	-0.43***	-0.72***	-0.71***
<b>Other control variables</b>				
Goods	0.19***	0.18***	0.04	0.03
Exporting	0.17***	0.16***	0.17***	0.15***
Subsidies	-0.01	0.01	0.02*	0.03
Size (Sine total employment)	-0.55***	-0.58***	-0.14**	-0.11
Size squared	0.06***	0.07***	0.02*	0.02
Year effects	Yes	-	Yes	-
Constant	5.09***	5.00***	3.69***	3.66***

**Notes:**

Coefficients included (standard errors are available from the authors on request). Data for 2020 is removed the Brexit models.

Standard errors in parentheses: \*\*\* p<0.01, \*\* p<0.05, \* p<0.1;

<sup>a</sup> Log of sales divided by employment [indexed to 2019 prices (ONS, 2022)].

<sup>b</sup> Log of gross value added (GVA) at basic prices divided employment number [indexed to 2019 prices (ONS, 2022)].

†In this regression the results for sector represent the whole period.

‡This variable has a number of unknown observations, these have been allocated to a separate classification called ‘unknown’. The results are not reported in this table.



**Table A20.2: Sales to external markets, 2014–2020 (Fermanagh and Mid-Ulster)**

<i>Sales to:</i>	GB (%)		ROI (%)		REU (%)		ROW (%)	
	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit	Year effects	Brexit
Observations	6,465	5,577	6,465	5,577	6,465	5,577	6,465	5,577
Number of businesses	2,427	2,237	2,427	2,237	2,427	2,237	2,427	2,237
<i>Sector (Base–Other services) †</i>								
<b>Non-10X</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>	<b>Full period</b>	<b>Pre-Brexit</b>
Other production	-0.69	0.05	-1.04	-3.66	1.10*	0.06	-0.27	-0.61
Manufacturing	6.14***	8.25***	1.59*	-0.72	0.29	0.22	0.51	0.03
Construction	2.54*	3.38**	0.73	1.31	0.09	0.22	-0.34	-0.27
Wholesale and retail	0.16	0.66	0.63	0.87	0.61	0.65	0.20	0.09
Professional and technical	4.50**	5.96**	0.11	0.48	1.31**	1.75***	1.55***	1.43**
<b>10X</b>								
Agri-tech	5.99*	5.49	3.75**	0.82	0.96	0.66	-1.52*	-1.66*
Health and life sciences	3.85	-0.57	6.72	4.81***	5.34**	-6.51*	-1.62	0.75
Advanced manufacturing	9.42***	17.27***	0.30	18.84***	5.44***	5.40***	6.14***	6.83***
Software and screen	11.42***	10.53**	2.56	-0.21	-0.08	1.64	-0.20	1.00
<b>Non-10X</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>		<b>Post-Brexit</b>
Other services	N/A	1.36	N/A	9.78***	N/A	-0.04	N/A	0.00
Other production	N/A	2.60	N/A	-0.15	N/A	0.22	N/A	0.69
Manufacturing	N/A	-2.75**	N/A	0.52	N/A	0.25	N/A	-0.10
Construction	N/A	-1.23	N/A	-0.40	N/A	-0.37	N/A	-0.20
Wholesale and retail	N/A	-0.46	N/A	0.30	N/A	0.38	N/A	0.25
Professional and technical	N/A	0.07	N/A	-1.41	N/A	-0.08	N/A	0.13
<b>10X</b>								
Agri-tech	N/A	2.63	N/A	-2.09*	N/A	1.09	N/A	0.18
Health and life sciences	N/A	-2.61	N/A	-8.44*	N/A	26.87***	N/A	-0.41
Advanced manufacturing	N/A	-6.76***	N/A	-1.52	N/A	1.06**	N/A	0.41
Software and screen	N/A	0.37	N/A	-9.58***	N/A	-2.54**	N/A	-1.63
<b>Control variables</b>								
<i>Legal status (Base– companies)</i>								
Sole proprietor	6.07***	7.09***	0.93	0.79	0.28	0.43	-0.28	0.10
Partnership / ltd partnership	-3.30*	-3.52*	0.00	-0.13	0.14	0.30	-1.17	-0.15
Public bodies and non-profits	-3.36	-2.64	-0.91	-1.04	0.20	0.28	-1.45	-0.17
<b>Other control variables</b>								
Goods	0.10	-0.79	-0.56	-0.56	-0.00	-0.19	0.40	0.35
Exporting	2.68***	2.52***	15.98***	15.82***	2.34***	2.20***	2.49***	2.32***
Subsidies	0.40***	0.66***	-0.09	-0.07	0.06	0.10	0.12**	0.25***
Size (Sine total employment)	-6.46***	-5.91***	1.08*	0.92	-1.16***	-1.10***	-1.39***	-1.30***
Size squared	1.15***	1.06***	-0.30***	-0.27***	0.21***	0.20***	0.23***	0.24***
Year	Yes	-	Yes	-	Yes	-	Yes	-
Constant	10.47***	8.81***	0.01	-0.06	0.68	0.56	1.42**	1.09

**Notes:**

Coefficients included (standard errors are available from the authors on request). Significance levels \*\*\* p<0.01, \*\* p<0.05, \* p<0.1.

Data for 2020 is removed the Brexit models.

† This variable has a number of unknown observations; these have been allocated to a separate classification called 'unknown'. The results are not reported in this table.

