

Alan Hobbs
Enterprise Ireland
20th June 2013

Our primary objective is to:



**Work with ambitious
Irish companies to**



**Increase international
sales and**

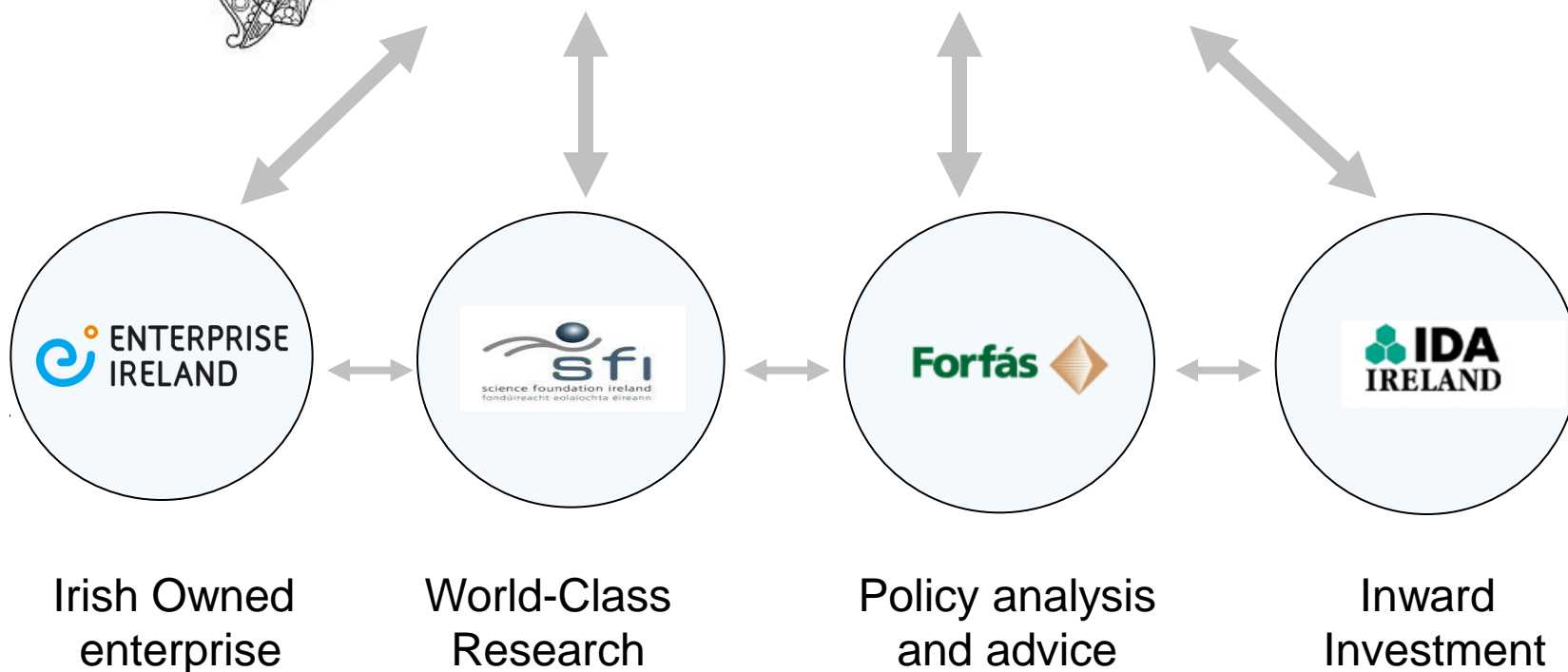
Create jobs in Ireland



**Resulting in increased economic
prosperity in Ireland**



An Roinn Post, Fiontar agus Nuálaíochta
Department of Jobs, Enterprise and Innovation



Who we work with...

High Potential Start-up's

Entrepreneurs starting companies with an ability to compete in world markets

Scaling

Ambitious co's with the ability to scale & achieve significant success

Established SME's

Manufacturing & Internationally Traded services companies employing ten or more

Potential Exporters

Established SME's currently focussed on the domestic market who have the ambition to export

Multinationals

Irish-based food and natural resource companies that are overseas owned or controlled

Research Community

Developing links with Irish enterprise, MNCs to support research collaboration, commercialisation of publicly funded research, and access to FP7, ESA

We work with clients in 5 core areas:



Building leadership and management capability



Entrepreneurship



Exports and Market Intelligence



Competitiveness



Innovation

Growing Globally, Impacting Locally

ENTERPRISE IRELAND CLIENT EXPORTS BY TERRITORY 2012*



300,000

DIRECT AND INDIRECT EMPLOYEES IN ENTERPRISE IRELAND CLIENT COMPANIES AT THE END OF 2011



€18.3bn

2011 SPEND IN THE IRISH ECONOMY BY ENTERPRISE IRELAND CLIENT COMPANIES

Highlights 2012...

EXPORT GROWTH BY SECTOR IN 2012



19%
SOFTWARE &
PUBLIC SECTOR
+€163m



16%
LIFE SCIENCES,
ENGINEERING,
ELECTRONICS
AND CLEANTECH
+€347m



3%
CONSTRUCTION/
AND CONSUMER
+€63m



14%
INTERNATIONALLY
TRADED SERVICES
+€198m



2.3%
FOOD AND
BEVERAGE
+€195m

€16.2bn

VALUE OF EXPORTS BY
CLIENT COMPANIES IN 2012



743
CLIENT COMPANIES ENGAGED
IN SIGNIFICANT R&D PROJECTS
(OF ABOVE €100K PER ANNUM)



€97m

OUR INVESTMENT IN SCIENCE AND TECHNOLOGY
INFRASTRUCTURE IN THE THIRD LEVEL/RESEARCH
AND ENTERPRISE SECTORS



€645m

TOTAL FUNDS IN 11 SEED AND VENTURE CAPITAL FUNDS,
WITH ENTERPRISE IRELAND INVOLVEMENT IN 2011

€55m

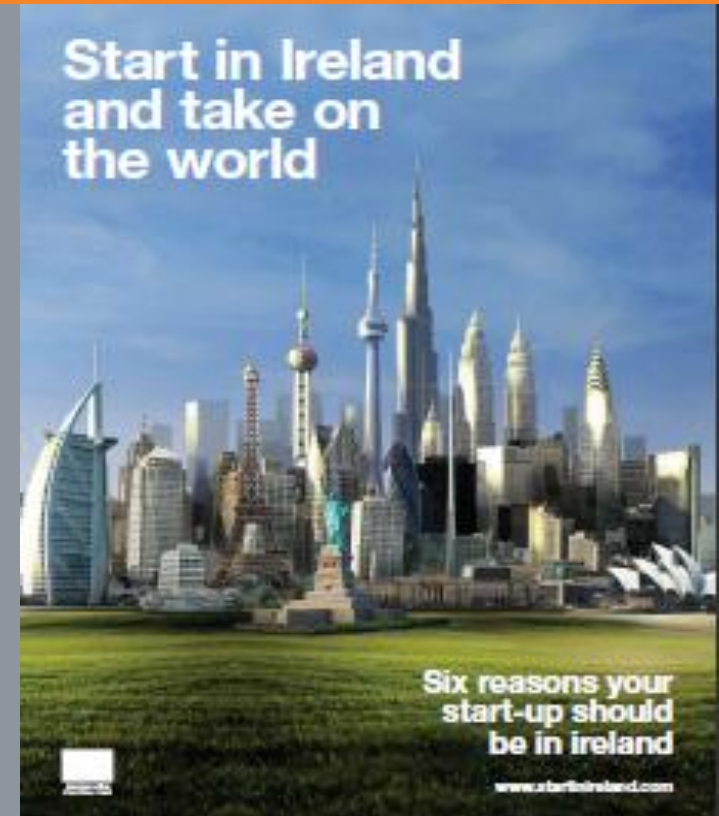
ENTERPRISE IRELAND'S EQUITY
AND VENTURE CAPITAL INVESTMENT
IN IRISH ENTERPRISE

€31m

OUR INVESTMENT IN STRENGTHENING THE
LEADERSHIP CAPABILITY OF IRISH ENTERPRISE

Targeting Irish and Internationally Mobile Entrepreneurs

- 95 HPSUs
- International Ambassadors
- Regional Competitive Feasibility Funds
- Mentoring
- “Start your own business” programmes
- Female Entrepreneurship



Constantly changing landscape

New Initiatives 2011/2012

- Competitive Start Fund
 - €10m International Entrepreneur Fund
 - Job Expansion Offer
 - Going Global Fund
 - Market Research Grants
 - **Lean Business**
 - Graduates 4 International Growth
 - **Leadership 4 Growth (CFOs)**
 - Education in Ireland
 - Overseas Network Realignment
 - Development Capital Fund
- Potential Exporters Division
 - New Frontiers
 - Community Enterprise Business Development
 - **Leadership 4 Growth (Food)**
 - Food FDI
 - Clustering Industry Ecosystems
 - Joint Enterprise Ireland / IDA Ireland management working team
 - Technology Centres
 - Public Procurement

Research and Innovation

- €97 million invested in Science and Technology in 2011
- 743 Clients engaged in significant R&D
- 518 Innovation Vouchers redeemed
- Irish SMEs number 1 in Europe for FP7 funding
- 118 licences to industry



R&D Support

Helping companies of all sizes to engage in Research and Innovation



Technology Centres – industry-led research in emerging technology sectors

EU, FP7 and ESA – access funding and research partners across Europe

Applied Research Enhancement Centres – collaborate in clusters of companies and access equipment and technology

Innovation Partnerships – up to €250,000 available for collaborative projects between companies and research teams in Higher Education

The R&D Fund – grants for inhouse R&D projects, small and large, and collaboration bonuses for company-to-company collaboration

R&D Advocates Scheme – Assistance to explore how R&D can help your business and help you get involved in R&D

Innovation Vouchers - €5,000 for small companies to get innovative solutions to technical and business challenges

Leadership and Management Development

LEADERSHIP 4 GROWTH

enhancing leadership
& company growth

Strategic Leadership 4 CFOs



STANFORD
GRADUATE SCHOOL OF BUSINESS



EXCEL AT EXPORT SELLING

an Enterprise Ireland programme

MANAGEMENT 4 GROWTH

building management teams
an Enterprise Ireland programme

*Accelerated
Growth
Engagement*

MentorNetwork

Releasing Your Business Potential

INTERNATIONAL SELLING PROGRAMME

an Enterprise Ireland programme

**4 Finance
Growth**

GRADUATES 4 INTERNATIONAL GROWTH

an Enterprise Ireland programme

FIRST FLIGHT

an Enterprise Ireland programme



Trade Missions



**WHERE
INNOVATION
MEANS
BUSINESS**

www.enterprise-ireland.com

- 42 Trade Fairs and Missions with 484 participants
- 813 international inward buyers
- €2.14 billion in new exports sales
- 320 new overseas presences established



Funding for Business in 2013

- Going Global
- Competitive Start Fund
- Job Expansion Fund
- R&D Fund
- FP 7
- iHPSU
- Competitive Feasibility Regional Funds
- Female Entrepreneurship

External funding for business

The Seed Capital Funds (EI is a limited partner investor)

- **The Venture Capital Funds** (EI is a limited partner investor)
- **Innovation Fund Ireland** (a joint initiative with the NPRF)
- **Development Capital Funds – managers yet to be announced** (EI will be a limited partner investor in these funds)
- **NPRF**
- **SME Credit** (BlueBay)
- **Turnaround** (Better Capital)
- **Equity Funds** (Cardinal Carlisle)

Other funding supports for clients

City & County Enterprise Boards

- Angel funding (HBAN)
- EIIS (New BES)
- R&D tax credits
- Microfinance Ireland
- Credit guarantee scheme
- Late Payments

Innovation Fund Ireland (IFI)

- IFI is an initiative where the Government through Enterprise Ireland and the National Pensions Reserve Fund are providing €125m each to make commitments to international venture capital funds to establish a presence in the Irish market and invest in Irish companies
- Where Enterprise Ireland invests the equivalent of our commitment at a minimum must be invested in Irish companies or companies with significant operations in Ireland.
- Investments to date:
 - DFJ Esprit (NPRF)
 - Polaris – *Dogpatch Labs* – (NPRF)
 - Sofinnova Ventures (Enterprise Ireland and the NPRF)
 - Highland Capital
- A number of further commitments will be announced in the near term.

Relationships with the Banks

- Alignment with the needs of modern exporting sectors – a competitive supportive banking system
- Three Asks
 - New Markets
 - New Sectors
 - New Products / Services / Business Models
- Irish Banks: AIB, Bank of Ireland, Ulster Bank
- Overseas Banks: HSBC, Barclays, Rabobank, SVB
- European Investment Bank (EIB)
- World Bank

2013 remains challenging

Country	2011	2012	2013*	2014*
Ireland	1.4%	0.9%	1.3%	2.5%
UK	0.9%	0.2%	0.7%	1.5%
Eurozone	1.4%	-0.6%	-0.3%	1.1%
US	1.8%	2.2%	1.9%	3.0%
Japan	-0.6%	2.0%	1.6%	1.4%
Brazil	2.7%	0.9%	3.0%	4.0%
Russia	4.3%	3.4%	3.4%	3.8%
India	7.7%	4.0%	5.7%	6.2%
China	9.3%	7.8%	8.0%	8.2%
South Africa	3.5%	2.5%	2.8%	3.3%

Source: IMF Economic Outlook April 2013, Ireland 2013/2014 Forecast Central Bank of Ireland Q1 2013 . *Forecast

- Low growth in the UK and Eurozone, EI clients largest markets
- Continuing exchange rate volatility

EI Strategy 2013 – Action Plan for Jobs

Objective – jobs created and sustained driven by export development.

- 155 HPSUs and Early Stage Start-Ups
- Establishment of new Technology Centres (e.g. Data Analytics, also a disruptive reform)
- Closer EI/IDA collaboration (e.g. Global Sourcing)
- Public Procurement (Procuring Innovation, Feasibility re: SBIR, working with NDFA).
- National Health Innovation Hub
- Establishment of Local Enterprise Offices (LEOs)
- New S&VC Scheme (€175m), Innovation Ireland and Development Capital Funds

The Year ahead...

- Leveraging Irish and “new” Diaspora
- Sales to the public sector and Multinational Corporations in Ireland
- Under-exploited potential of the BRIC and Middle East Countries
- Continued growth in UK, Euro Zone and North America
- Implementation of “Harvest 2020” strategy
- Action plan for Jobs 2012-2013



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