

Doing Business in Ireland

Introduction

Ireland is the UK's 5th largest export market and the UK's largest export market in sectors such as food & drink and clothing, fashion & footwear with other sectors continuing to grow. In 2011 total trade in goods and services from the UK to Ireland was £27.4bn. With cultural similarities, close sea and air links, the same language and similar regulatory frameworks Ireland is an ideal market for UK companies to export to.

There are many opportunities for UK Business in Ireland. We provide a wealth of information and guidance on doing business in Ireland.

This includes:

- [Doing Business Guide](#)
- [Sector briefings](#)
- [Success Stories](#)
- [Overseas Security Information for Business](#) (OSIB)

What are the Opportunities?

Ireland is a major customer for products and services of all kinds and its young population (with a third aged 25-44) makes it attractive to exporters. There are opportunities in almost all sectors, but the following are particularly attractive:

- Food and drink - the UK's largest export market - opportunities across the board, in particular for specialist foods
- Transport 21 - a 34.4 bn Euro ten-year transport plan (to 2015) - various infrastructure projects (www.transport21.ie)
- Healthcare - the Health Service Executive has an annual budget of 14.7 bn Euro (www.hse.ie and www.dohc.ie)
- Energy - market deregulation (www.cer.ie)
- Environment - approximately €4bn being spent to upgrade and to conform to EU standards (www.environ.ie)
- Construction - various infrastructure products as outlined in the National Development Plan 2007 - 2013 (www.ndp.ie and www.viron.ie)

Guide to Doing Business in Ireland

UKTI has produced a guide aimed at companies experienced in overseas trade who are new to doing business with Ireland. This guide aims to provide a route map of the way ahead, together with signposts to sources of help.

- Introduction
- Preparing to Export
- How to do Business
- What are the challenges
- Business Etiquette
- How to invest in Ireland
- Contacts

Source: UK Trade & Investment (<http://www.ukti.gov.uk>)

View content at: <http://bit.ly/13vVbNe>

Life Science sector in Ireland

Ireland has secured a global leadership position in the Life Sciences Industry. Four decades of continuous investment has made Ireland one of the chosen investment locations for multinational life sciences companies, as well as ensuring the development of a strong indigenous Life Sciences sector.

Market overview

The Life Sciences Industry employs over 50,000 people directly and exports over €56 billion annually, making Ireland the largest net exporter of pharmaceuticals in the world. 18 of the world's top 20 pharmaceutical companies have substantial operations in Ireland and 7 of the world's top 10 selling pharmaceutical products are exclusively produced here. With such a large indigenous and multinational Life Sciences presence in Ireland, the sector encompasses companies across all the various Life Sciences sub-sectors from chemicals, pharmaceuticals, healthcare and medical device services.

Key opportunities

With the Life Sciences Sector in Ireland established, internationally recognised and continuing to grow, as well as being an Irish Government priority area, clear opportunities exist for UK companies to supply products and services to the sector in the following areas.

- Chemicals / Pharmaceuticals
- Development Technologies
- Diagnostics / Instruments
- Human & Veterinary medicinal products
- IT for Health / Nano technology
- Medical Aids / Finished Products
- Medical Sub-Supply
- Pharma and Medical Device Services etc.

Getting into the market

British companies wishing to enter and / or develop their business in the Irish market are advised to undertake as much market research and planning as possible. There are few barriers to entry with the same language, similar legal and regulatory structures as well as numerous cultural and business links.

UKTI's team in Ireland, with its wide local knowledge and sector experience, can provide a range of services to British-registered companies wishing to grow their business in the Irish market.

This includes, but is not limited to:

- Provision of market information;
- Validated lists of agents / distributors / other contacts as required;
- Key market players or potential customers in the Irish market;
- Establishment of interest of such contacts in working with you;
- Arranging appointments;
- Organising seminars or other events for you to meet contacts and promote your company in the Irish market.

Source: UK Trade & Investment <http://www.ukti.gov.uk>

View content: <http://bit.ly/157ufd9>

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