

Annual Business
Survey of Economic
Impact
2012

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Executive Summary

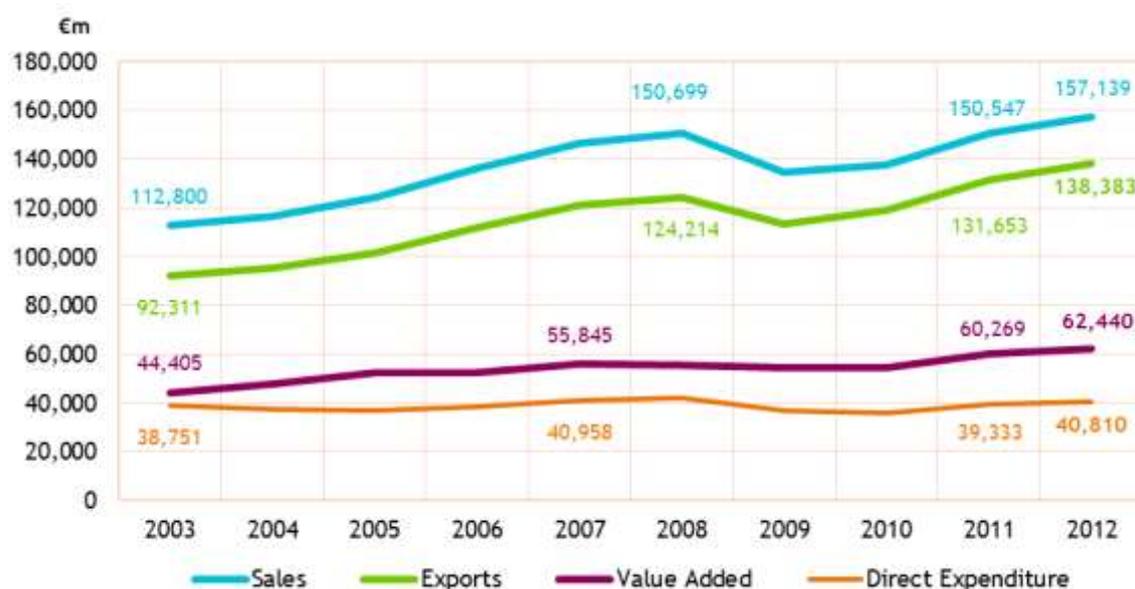
Key Business Indicators

The Annual Business Survey of Economic Impact is a survey of the client companies of Enterprise Ireland, IDA Ireland, Shannon Development and Údarás na Gaeltachta employing ten or more employees in Ireland¹ and comprises all the Manufacturing and Information, Communication and Other Services sectors.

The headline indicators from the ABSEI 2012 survey are:

- Total sales
- Export sales
- Total Value Added (difference between total sales and the cost of purchasing materials and services)
- Direct Expenditure in the Irish Economy (DEIE) (the sum of payroll costs and materials and services purchased in Ireland)

E.1 Key Business Indicators for all Agency Client Companies, 2003-2012



Agency client companies reported a rise in sales and exports in 2012 over the previous year's figures. This continues an upward trend in results following the downturn in the economy in 2009.

The Value Added figures in the Irish economy by client firms also increased in 2012 to €62.4 billion.

The Direct Expenditure in the Irish Economy has remained flat over this time-series at approximately €40.8 billion.

¹ The population of the ABSEI survey also includes a small number of High-Potential Start-Up (HPSU) companies where there is an expectation that their employee numbers will exceed 10 during the year.

E.2 Summary Table of Key Business Indicators

	2012 (€bn)			Share of total, 2012		
	Foreign-owned	Irish-Owned	All	Foreign-owned	Irish-Owned	All
Sales	129.55	27.59	157.14	82%	18%	100%
Exports	124.14	14.23	138.38	90%	10%	100%
Value Added	52.43	10.01	62.44	84%	16%	100%
Direct Expenditure	22.99	17.82	40.81	56%	44%	100%

The table above shows the headline indicators for the ABSEI 2012 broken out by ownership.

- Total sales for agency-assisted companies in 2012 amounted to €157.14 billion, a 4.4 per cent increase over 2011 sales of €150.55 billion. Foreign-owned companies account for €129.55 billion, an increase of 4.9 per cent between 2011 and 2012. Total sales for Irish owned firms increased by 2 per cent from 2011 to 2012, amounting to €27.59 billion.
- Total exports amounted to €138.38 billion in 2012, a 5.1 per cent increase over 2011 exports worth €131.65 billion. Exports by Irish-owned client companies increased by 5.8 per cent from €13.45 billion to €14.23 billion while foreign-owned firms' exports increased by 5 per cent from €118.17 billion to €124.14 billion between 2011 and 2012.
- In 2012, 90 per cent of total export sales were attributed to foreign-owned firms. The share of total exports attributed to foreign-owned firms in 2003 stood at 91 per cent.
- Value added for all firms totalled €62.44 billion in 2012, an increase of 3.6 per cent over the 2011 figure of €60.2 billion. Foreign-owned firms are responsible for 84 per cent or €52.43 billion of total value added of agency assisted firms in 2012. Value added for Irish-owned firms was €10.01 billion in 2012 this figure remains unchanged from 2011.
- With regard to the direct expenditure of all firms in the Irish economy, the total for 2012 was €40.81 billion, which was an increase of 3.8 per cent from €39.3 billion in 2011. Irish-owned firms accounted for direct expenditure in the Irish economy in 2012 of €17.82 billion. Since 2003, Irish firms have increased their contribution to total direct expenditure in the Irish economy from 41 per cent to 44 per cent.

E.3 Export Intensity for Irish and Foreign-Owned Firms, 2003-2012

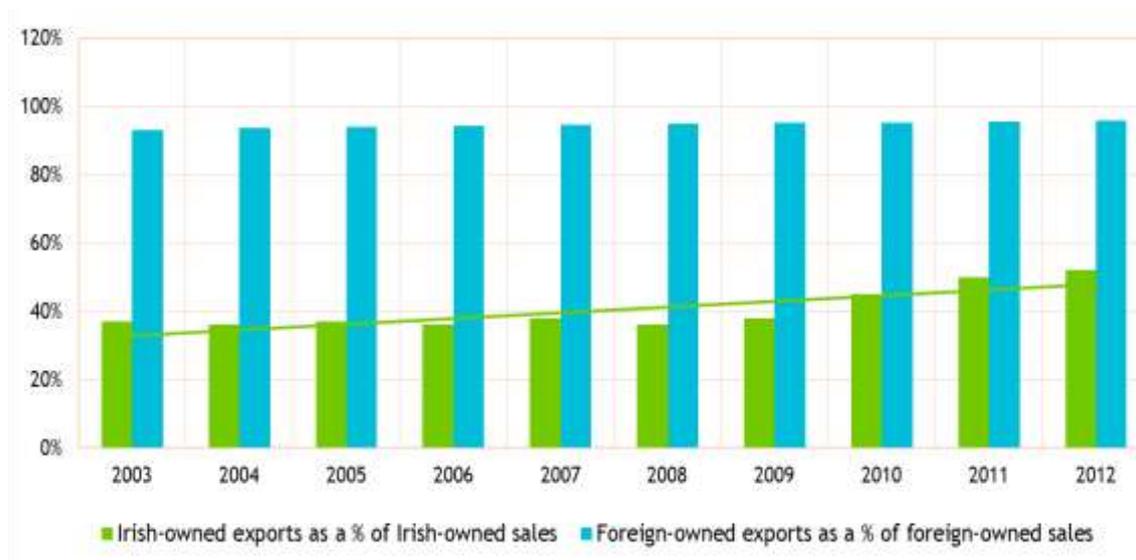
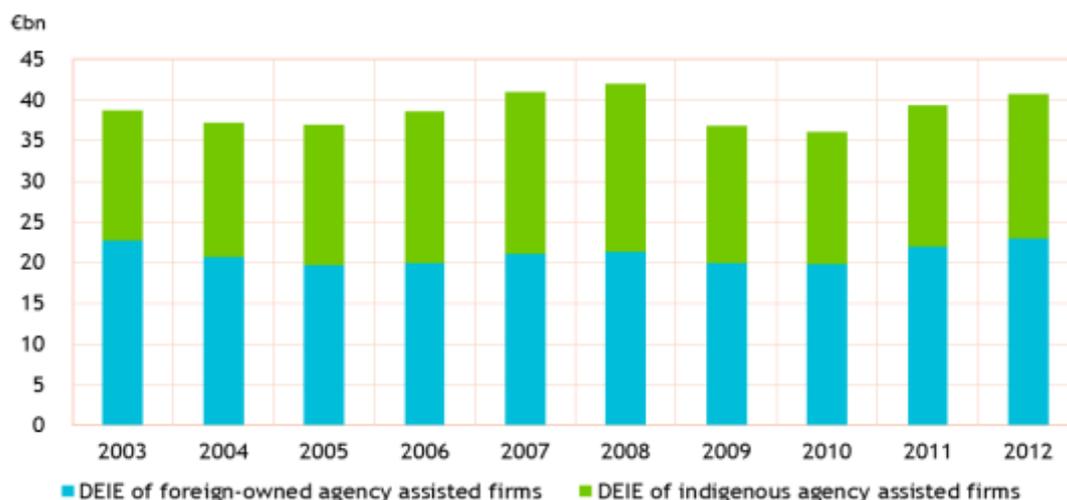


Table E.3 above illustrates the increase in export intensity (exports as a percentage of total sales) of Irish-owned and foreign-owned firms over the period 2003 to 2012.

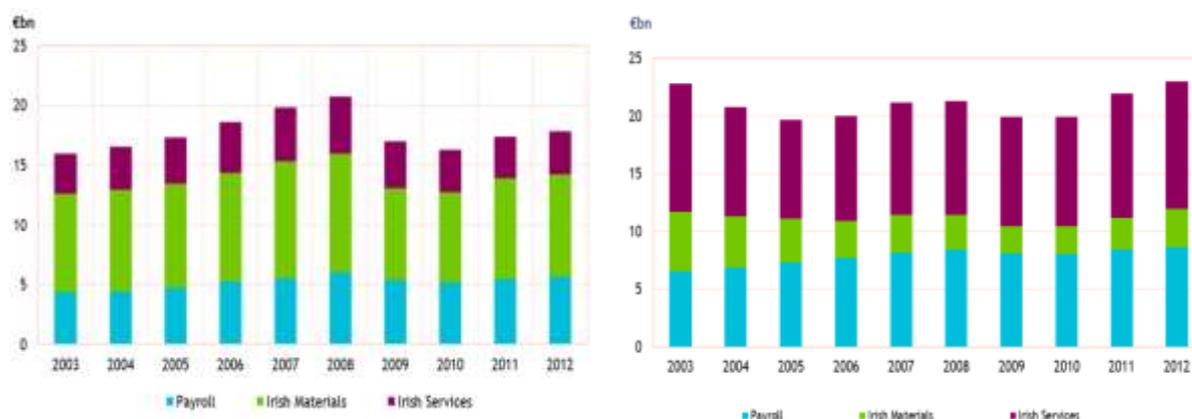
Irish-owned firms have increased their export intensity from 37 per cent in 2003 to 52 per cent in 2012. The vast majority of products and services produced by foreign-owned firms are destined for export, with an export intensity of 96 per cent in 2012, up from 93 per cent in 2003.

E.4 Direct Expenditure in the Irish Economy (DEIE) by ownership, 2003-2012



In 2012, Direct Expenditure in the Irish Economy (DEIE) from agency-assisted firms amounted to €40.8 billion with 56 per cent attributed to foreign-owned firms and 44 per cent to Irish-owned firms. In 2008, DEIE reached a peak amounting to €42 billion with €21 billion (49 per cent) from Irish owned firms. Since 2003, the DEIE of all agency-assisted firms has increased by 5.3 per cent, comprising a significant increase by Irish-owned firms of 11.6 per cent and a marginal increase by foreign owned agency-assisted firms of 0.9 per cent.

E.5 Composition of Direct Expenditure in the Irish Economy, 2003-2012



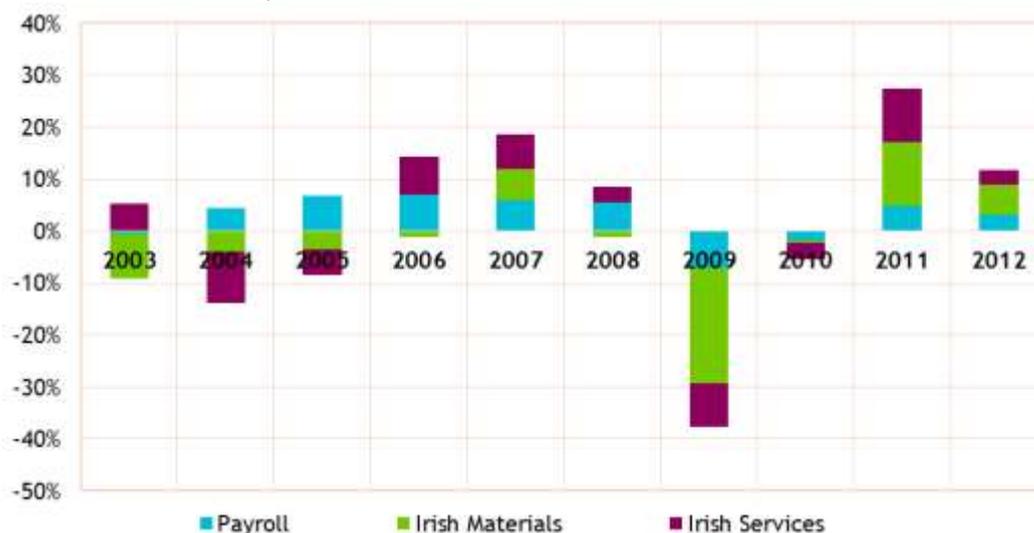
Irish-owned client firms

Foreign-owned client firms

There is a difference in the composition of expenditure by Irish and foreign owned firms in the Irish economy:

- Irish-owned firms spent €17.8 billion in 2012, comprising of: €5.6 billion on payroll, €8.6 billion on Irish raw materials and €3.6 billion on Irish services.
- Foreign firms spend less on Irish materials and more on payroll and services. Direct expenditure by foreign firms amounted to €23 billion, comprising €8.7 billion on payroll, €3.3 billion on materials and €11 billion on services purchased in Ireland.

E.6 All firms, year-on-year percentage change, Payroll, Irish Materials and Irish Services, 2003-2012



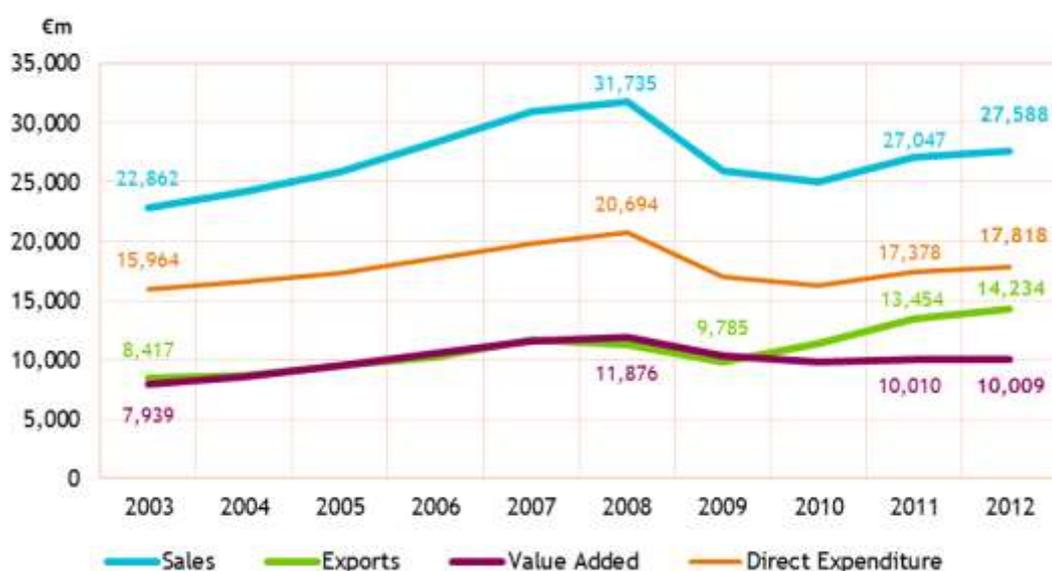
In 2012 there was an increase in all elements of the Direct Expenditure in the Irish Economy over the 2011 figures. The largest increase was of 5.7 per cent for materials purchased in Ireland. Services sourced in Ireland and payroll also increased by 2.8 per cent and 3.2 per cent respectively in 2012 over 2011. This is the second successive year of increased expenditure.

E.7 Summary of Trends in Sales, Exports, Value Added & Direct Expenditure among Irish-Owned Companies

	Percentage Change 2011-2012			Percentage Change per annum 2003-2012		
	All	Manufacturing/ Other Industry	Services	All	Manufacturing/ Other Industry	Services
Sales	2.0%	2.3%	1.1%	2.1%	0.9%	6.4%
Exports	5.8%	2.3%	15.3%	6.0%	4.6%	10.6%
Value Added	0.0%	2.0%	-2.3%	2.6%	0.5%	5.7%
Direct Expenditure	2.5%	1.9%	4.8%	1.2%	0.1%	6.8%

- Sales by Irish owned firms in 2012 showed an increase of 2 per cent on the previous year. Manufacturing sector sales increased by 2.3 per cent while Internationally Traded Services increased by 1.1 per cent. Sales in the services sector grew by 6.4 per annum on average between 2003 and 2012.
- Exports were significantly up for Irish firms in 2012 over 2011 with growth of 2.3 per cent and 15.3 per cent for the manufacturing and services sectors respectively. Total exports increased by 6.0 per cent per annum on average over the period 2003 and 2012. This was due to the services sector showing an annual average increase of 10.6 per cent increasing from €1.6 billion to €4.1 billion over the period.
- Direct expenditure (payroll, Irish materials & services) in the Irish economy by these firms increased by over 2.5 per cent in 2012 to €17.8 billion and an increase of 1.2 per cent per annum on average over the ten year period.

E.8 Key Business Indicators for Irish-Owned Companies, 2003-2012

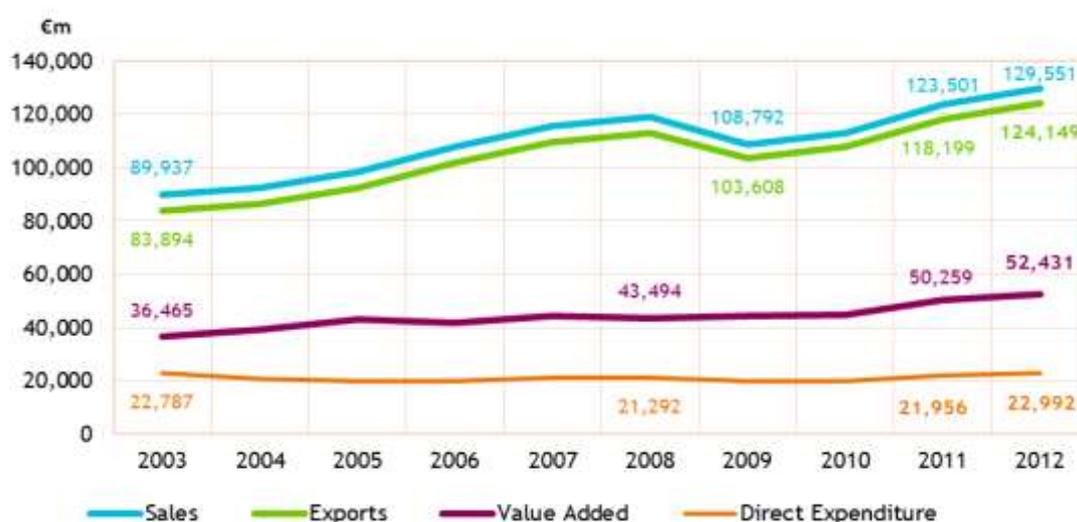


E.9 Summary of Trends in Sales, Exports, Value Added & Direct Expenditure among Foreign-Owned Companies

	Percentage Change 2011-2012			Percentage Change per annum 2003-2012		
	All	Manufacturing	Services	All	Manufacturing	Services
Sales	4.9%	-1.2%	12.6%	4.1%	1.8%	7.5%
Exports	5.0%	-0.9%	12.7%	4.5%	2.3%	7.6%
Value Added	4.3%	0.4%	12.0%	4.1%	3.3%	5.8%
Direct Expenditure	4.7%	4.3%	5.1%	0.1%	-1.4%	1.5%

- Overall sales by foreign-owned companies have increased by 4.9 per cent and exports by 5 per cent over 2011. Within that total, manufacturing exports decreased by 0.9 per cent while services sales increased by 12.7 per cent. On an annual basis between 2003 and 2012, sales and exports for services firms increased by 7.5 per cent and 7.6 per cent respectively.
- Value Added for all foreign firms increased by 4.3 per cent in 2012 over 2011, with manufacturing firms recording a 0.4 per cent increase and the services sector an increase of 12.0 per cent in 2012. On a per annum basis over the period 2003 to 2012 foreign-owned companies experienced average value added growth of 4.1 per cent.
- Direct expenditure by foreign firms in the Irish economy increased by 4.7 per cent to €22.9 billion from €21.9 billion in 2011. Over the ten year period since 2003, the services sector has increased its expenditure at an annual average of 1.5 per cent per annum from €11.3 billion to €12.8 billion while the manufacturing sector has decreased expenditure in the Irish economy by 1.4 per cent per annum over the same period, from €11.4 billion to €10.1 billion.

E.10 Key Business Indicators for Foreign-Owned Companies, 2003-2012



E.11 Direct Expenditure as a percentage of GNP² in Irish and foreign-owned companies, 2003 and 2012

	Irish		Foreign	
	2003	2012	2003	2012
All	13.4%	13.4%	19.1%	17.3%
Manufacturing & Other Industry	11.6%	10.5%	9.6%	7.6%
Information, Communications & Other Services	1.8%	2.9%	9.5%	9.7%

- In 2012, the Direct Expenditure (payroll and purchases of Irish materials & services) of Irish-owned firms in the Irish economy amounted to 13.4 per cent of the Gross National Product (GNP) of the country, the same percentage as in 2003.
- While the overall percentage has remained consistent over the ten year period, the Direct Expenditure of the Irish-owned Manufacturing sectors has reduced from 11.6 per cent to 10.5 per cent and the Services sectors have increased their share from 1.8 per cent to 2.9 per cent.
- Direct Expenditure by foreign-owned firms as a percentage of GNP stands at 17.3 per cent in 2012 down from 19.1 per cent in 2003. As with Irish-owned companies over this period the amount contributed by the manufacturing sectors decreased while there has been an increase in the contribution of the services sectors.

E.12 Value Added as a Percentage of GNP in Irish and foreign owned companies

	Irish		Foreign	
	2003	2012	2003	2012
All	6.7%	7.5%	30.6%	39.5%
Manufacturing & Other Industry	4.3%	4.0%	21.0%	25.2%
Information, Communications & Other Services	2.4%	3.5%	9.6%	14.3%

- Value added (sales less the cost of materials and services) in Irish owned companies has increased marginally as a percentage of GNP since 2003 from 6.7 per cent to 7.5 per cent in 2012. The services sectors have increased their percentage share of GNP from 2.4 per cent to 3.5 per cent between 2003 and 2012.
- For foreign-owned companies, value added as a percentage of GNP has increased significantly from 30.6 per cent in 2003 to 39.5 per cent in 2012. Increases were recorded in both the manufacturing and the services sectors.

² GNP at current market prices: 2003 = €119 billion and 2012 = €133 billion. Source: Central Statistics Office - 'National Income & Expenditure'

Chapter 1: Introduction

1.1 Background

This document presents the findings of the Annual Business Survey of Economic Impact (ABSEI) for 2012.

This is a survey of the client companies of Enterprise Ireland, IDA Ireland, Shannon Development³ and Údarás na Gaeltachta employing ten or more employees in Ireland and comprises all the Manufacturing and Information, Communication and Other Services sectors.

The document provides aggregated estimates for all Irish-owned and foreign-owned client firms across a range of variables and provides an overview of the evolution of manufacturing and internationally-traded Services sectors over the past ten years

- The population comprises all Manufacturing and Information, Communication and Other Services agency client firms in Ireland with 10 or more employees. (Also included in the population are a small number of High-Potential Start-Up (HPSU) companies where there is an expectation that their employee numbers will exceed 10 during the survey year).
- Approximately 4,000 client companies in total were surveyed. The response rate for this survey by firm was 64 per cent which is in line with previous years. To allow for ‘non-responses’ aggregated results are developed by sector using a combined weighting and imputation system⁴.
- Field work was carried out in the first two quarters of 2013.
- All figures in this report are in nominal values, unless stated otherwise.

1.2 Methodology and Use of Data

An inter-agency group, chaired by Forfás, comprised of representatives from each of the participating agencies, manages the implementation of this survey. The group decides on issues of methodology, coverage and questionnaire content.

The survey is used extensively by Forfás and the participating agencies for a number of purposes, some of which are listed below:

- Each of the participating agencies obtains aggregated information relating to its own client base, and this information is used to assess the achievement of internal goals and targets.
- The firm-level data compiled in the survey is used by each of the agencies, and by Forfás, to add to its knowledge of individual companies, and also to feed into many policy/sectoral studies where information is required on different groups of companies. For example, in 2013 this data was used for agency programme evaluations and for sectoral and skills strategies in the manufacturing, construction, ICT and games sectors.

³ Shannon Development - due to a change in the mandate for Shannon Development their client companies were re-assigned to IDA Ireland and Enterprise Ireland during 2012. Annual data for these companies are included in these results.

⁴ Weighting are used to account for non-respondents and are based on NACE sector, ownership, size and region. Imputations are made where a large company has not responded and are usually based on their responses to previous surveys.

1.3 Detailed aggregated results, 2003-2012

The results from this survey are published on the Forfás website in excel format. These metrics are broken down by both ownership (Irish or foreign) and by NACE sector. Aggregated data is available for the last ten years on the Forfás website on:

- Total sales (goods produced and services provided)
- Total exports
- Total payroll costs
- Total materials costs
- Total cost of materials produced in Ireland
- Total services costs
- Total cost of services produced in Ireland
- Direct Expenditure in the Irish Economy (DEIE) which is the sum of payroll costs and materials and services purchased in Ireland.

All monetary amounts are provided in current prices.

To access these excel files please go to: <http://www.forfas.ie/publications/>

For more information on the NACE Rev.2 sectors used in this report - see Appendix 1.

Forfás would like to thank the many participants of this survey who have taken the time to respond to our request for data.

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Chapter 2 - Key Business Indicators for Irish-Owned Agency Clients

2.1 Sales and Sales Growth - Irish-Owned Client Companies, 2003-2012

	2003	2011	2012	Per Annum Change 2011-2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%
Total - All Sectors	22,862	27,047	27,588	2.0%	2.1%
Manufacturing & Other Industry	18,625	19,736	20,199	2.3%	0.9%
▪ Food/Drink/Tobacco ⁵	9,157	11,031	11,186	1.4%	2.2%
▪ Traditional Manufacturing ⁶	6,278	5,454	5,767	5.7%	-0.9%
▪ Modern Manufacturing & Energy ⁷	3,190	3,251	3,246	-0.2%	0.2%
Information, Comm. & Other Services	4,238	7,310	7,389	1.1%	6.4%
▪ Information, Comm. & Computer	1,179	2,114	2,375	12.4%	8.1%
▪ Business, Financial & Other Services	3,059	5,197	5,013	-3.5%	5.6%

Overall, sales of Irish-owned manufacturing and service companies amounted to €27.59 billion in 2012 representing a 2.0 per cent increase over the previous year's figures.

- There was an increase in sales of 2.3 per cent between 2011 and 2012 in the Manufacturing sector. The largest sector for Irish-owned clients is the Food, Drink and Tobacco sector. This sector saw an increase of 1.4 per cent over the previous year and of 2.2 per cent over the 2003 figure.
- Traditional Manufacturing which is the next largest sector also saw an increase in sales of 5.7 per cent over 2011 sales; this represents a 0.9 per cent decline over 2003.
- Information, Communications & Other Services had an annual growth rate of 1.1 per cent and an increase of 6.4 per cent from the 2003 figure.
- Business, Financial & Other Services declined in 2012 over 2011 by 3.5 per cent though this sector has increased sales by 5.6 per cent since 2003.

⁵ Includes agriculture, fishing, forestry, mining & quarrying

⁶ Includes textiles, clothing, footwear & leather; wood & wood products; paper & printing, rubber & plastics, non-metallic minerals, basic & fabricated metal products, electrical equipment, machinery & equipment, transport equipment and other miscellaneous manufacturing

⁷ Includes chemicals, computer, electronic & optical products, medical devices, energy, water, waste & construction

2.2 Changing Composition of Sales and Employment in Irish-Owned Client Companies, 2003 and 2012

	Sales		Employment ⁸	
	2003	2012	2003	2012
Total - All Sectors	100%	100%	100%	100%
Manufacturing & Other Industry	81%	73%	80%	67%
▪ Food/Drink/Tobacco	40%	40%	29%	27%
▪ Traditional Manufacturing	27%	21%	41%	27%
▪ Modern Manufacturing & Energy	14%	12%	10%	13%
Information, Comm. & Other Services	19%	27%	20%	33%
▪ Information, Communications & Computer	5%	9%	9%	13%
▪ Business, Financial & Other Services	14%	18%	11%	20%

This table provides an overview of sales and employment across a number of broad industry groups to illustrate the changing composition of Irish-owned industry between 2003 and 2012.

- The majority of Irish-owned companies operate in the Manufacturing sector, though the share of total sales accounted for by manufacturing dropped from 81 per cent in 2003 to 73 per cent in 2012. The Food, Drink and Tobacco sector has maintained its share of sales over this period accounting for 40 per cent of total Irish-owned sales in both 2003 and 2012. The Traditional Manufacturing sector accounted for 21 per cent of total sales in 2012 down from over 27 per cent in 2003.
- The share of sales accounted for by Information, Communication and Other Services has increased from 19 per cent in 2003 to 27 per cent in 2012, highlighting the increasing importance of these sectors. Within this the Business, Financial and Other Services sector increased its share of total sales from 14 per cent to 18 per cent over the decade.
- While the Food, Drink and Tobacco sector accounted for 40 per cent of the sales in Irish-owned industry in 2012, it accounts for less than one-third of the employment (27 per cent). Traditional Manufacturing has witnessed its share of Irish-owned employment drop from 41 per cent in 2003 to 27 per cent in 2012 while the Modern Manufacturing & Energy sectors have experienced an increase from 10 per cent to 13 per cent.
- Overall, the Information, Communication and Other Services sector continues to see its share of Irish-owned employment rise from 20 per cent in 2003 to 33 per cent in 2012.

⁸ Employment shares in this table are calculated on the basis of data from the ABSEI and are not directly comparable with the results of the Forfás Annual Employment Survey. The Forfás Annual Employment Survey is a census of employment in all agency-assisted companies as at 31st October. The ABSEI is based on a sample of agency-assisted companies with 10+ employees and is undertaken in the first two quarters of the year.

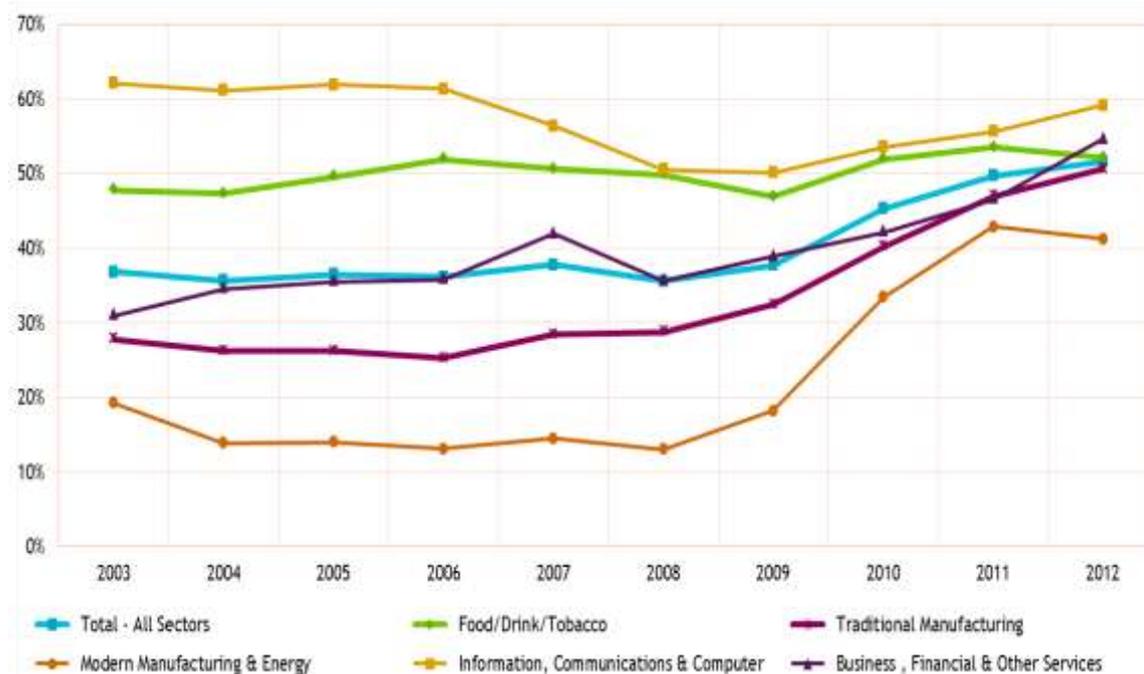
2.3 Exports and Export Growth in Irish-Owned Client Companies 2003-2012

	2003	2011	2012	Per Annum Change 2011-2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%
Total - All Sectors	8,417	13,454	14,234	5.8%	6.0%
Manufacturing & Other Industry	6,737	9,859	10,090	2.3%	4.6%
▪ Food/Drink/Tobacco	4,376	5,904	5,832	-1.2%	3.2%
▪ Traditional Manufacturing	1,747	2,561	2,921	14.0%	5.9%
▪ Modern Manufacturing & Energy	614	1,394	1,338	-4.0%	9.0%
Information, Comm. & Other Services	1,680	3,595	4,144	15.3%	10.6%
▪ Information, Comm. & Computer	733	1,177	1,405	19.4%	7.5%
▪ Business, Financial & Other Services	947	2,419	2,739	13.2%	12.5%

This table provides an overview of the export performance of Irish-owned Manufacturing and Information, Communication and Other Services sectors between 2003, 2011 and 2012.

- Overall, exports of Irish-owned Manufacturing and Information, Communication and Other Services companies amounted to €14.23 billion in 2012, showing an increase of 6 per cent over 2003 and an increase of 5.8 per cent over 2011.
- Exports sales in the Manufacturing sector accounted for 71 per cent of all exports in 2012 and amounted to €10.09 billion. This is an increase of 2.3 per cent over 2011 export sales and 4.6 per cent over 2003. The Food, Drink and Tobacco sector, which accounted for 41 per cent of all exports of Irish-owned client firms in 2012, declined by 1.2 per cent over 2011 though this still represents an increase of 3.2 per cent on 2003 figures. Exports in Traditional Manufacturing saw an increase of 14 per cent in 2012 over 2011 and 5.9 per cent on 2013. Modern Manufacturing and Energy reported a 4 per cent decline in export sales in 2012 over the previous year with a 9 per cent increase in the ten-year period.
- Export sales among Irish-owned Information, Communication and Other Services amounted to €4.14 billion in 2012 accounting for 29 per cent of total exports in 2012, up from 20 per cent in 2003. Exports of Information, Communication & Computer services among Irish-owned firms were strong, with growth of 19.4 per cent over the previous year. The Business, Financial and Other Services sectors also saw growth in 2012 of 13.2 per cent over 2011, alongside an average growth rate of 12.5 per cent per annum between 2003 and 2012.

2.4 Exports as a Percentage of Total Sales in Irish-Owned Companies, 2003-2012



Linking the data on sales and exports allows us to make an assessment in relation to the export intensity of Irish-owned industry (i.e. exports as a percentage of sales).

- This graph shows that the total export intensity of Irish-owned industry has increased from 37 per cent in 2003 to 52 per cent in 2012. In the period 2008 to 2012, although domestic sales have declined from €20.4 billion to €13.3 billion, exports have increased from €11.3 billion to €14.2 billion highlighting a growing importance to Irish businesses of export markets.
- The sector with the highest export intensity is the Information, Communication and Computer sector, ranging from 62 per cent in 2003 to 59 per cent in 2012.
- The Food, Drink and Tobacco sector accounts for 41 per cent of export sales in 2012 and has an export intensity of 52 per cent in 2012 up from 48 per cent in 2003.
- Export sales in Traditional Manufacturing increased from €1.7 billion to €2.9 billion from 2003 to 2012, while domestic sales decreased from €4.5 billion to €2.8 billion in the same period which explains an increase in export intensity of 51 per cent in 2012 from 28 per cent in 2003.
- Export intensity for the Modern Manufacturing and Energy sector increased from 19 per cent to 41 per cent between 2003 and 2012. An increase in export activity by construction firms in this grouping over that period accounted for much of this increase.

2.5 Value Added in Irish-Owned Companies, 2003-2012

	Total Value Added				Value Added as % Sales		Value Added per Person Employed		
	2003	2011	2012	Per Annum Change 2003-2012	2003	2012	2003	2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%	%	€k	€k	%
Total - All Sectors	7,939	10,010	10,009	2.6%	34.7%	36.3%	64.8	78.6	2.2%
Manufacturing & Other Industry	5,102	5,246	5,353	0.5%	27.4%	26.5%	52.4	62.8	2.0%
Food/Drink/Tobacco	1,655	2,047	2,025	2.3%	18.1%	18.1%	46.4	59.2	2.7%
Traditional Manu.	2,430	1,944	2,087	-1.7%	38.7%	36.2%	49.3	59.7	2.2%
Modern Manu./Energy	1,017	1,255	1,241	2.2%	31.9%	38.2%	81.5	76.9	-0.6%
Info./Comm./ Other Services	2,838	4,764	4,657	5.7%	67.0%	63.0%	113.4	110.6	-0.3%
Information, Comm. & Computer	709	1,327	1,471	8.5%	60.1%	61.9%	63.6	85.9	3.4%
Business, Financial & Other Services	2,129	3,437	3,186	4.6%	69.6%	63.5%	153.4	127.6	-2.0%

Value added is calculated as the total sales of a firm less the cost of materials and services purchased. As a result, it provides a measure of the specific contribution of firms/sectors in terms of economic activity.

- The total value added of Irish-owned Manufacturing and Information, Communication and Other Services is estimated at €10 billion in 2012. Total value added is estimated to have grown by 2.6 per cent per annum in nominal terms over the period 2003-2012.
 - Total value added in the Manufacturing sector is estimated to have grown by 0.5 per cent per annum in nominal terms over the period 2003-2012.
 - Total value added in the Information, Communication and Other Services sector increased by 5.7 per cent per annum in nominal terms during the same period.
 - The Manufacturing sectors account for €5.35 billion of value added in 2012 or 53 per cent of total value added for all sectors. This compares with €5.10 billion or 64 per cent in 2003.
 - Conversely, the Information, Communication and Other Services sectors accounted for €4.66 billion or 47 per cent of total value added in 2012 compared with 36 per cent in 2003.

- Across all Irish-owned Manufacturing and Information, Communication and Other Services sectors, value added as a percentage of sales has increased from 34.7 per cent in 2003 to 36.3 per cent in 2012.
 - Value added as a share of sales amounted to 26.5 per cent in the Manufacturing sector in 2012 and 63 per cent in the Information, Communication and Other Services sectors.
 - Examined as a share of sales, the value added of the Modern Manufacturing and Energy sector has increased from 31.9 per cent in 2003 to 38.2 per cent in 2012.
 - Value added as a share of sales fell for the Traditional Manufacturing sector from 38.7 per cent to 36.2 per cent and in the Business, Financial and Other Services sector it decreased from 69.6 per cent to 63.5 per cent between 2003 and 2012.

- Overall, value added per person employed in Manufacturing and Information, Communication and Other Services is estimated at €78,585 in 2012, an increase of 2.2 per cent per annum in nominal terms since 2003.
 - Value added per person employed is higher in Information, Communication and Other Services at €110,629 which is a slight decline of 0.3 per cent on the 2003 figure.
 - The value added per person employed for the Manufacturing and Other Industry was €62,767 in 2012; this represents an annual average increase of 2 per cent since 2003.

2.6 Payroll for Irish-Owned Companies, 2003-2012

	Total Payroll				Payroll as % of Value Added		Payroll per Employee		
	2003	2011	2012	Per Annum Change 2003-2012	2003	2012	2003	2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%	%	€k	€k	%
Total - All Sectors	4,321	5,436	5,624	3.0%	54.4%	56.2%	35.3	44.2	2.5%
Manufacturing & Other Industry	3,208	3,281	3,346	0.5%	62.9%	62.5%	32.9	39.2	2.0%
▪ Food/Drink/Tobacco	1,134	1,216	1,248	1.1%	68.5%	61.6%	31.8	36.5	1.5%
▪ Traditional Manufacturing	1,534	1,324	1,357	-1.4%	63.1%	65.0%	31.1	38.8	2.5%
▪ Modern Manu. / Energy	540	742	742	3.6%	53.1%	59.8%	43.3	46.0	0.7%
Information, Comm. & Other Services	1,112	2,155	2,278	8.3%	39.2%	48.9%	44.4	54.1	2.2%
▪ Information, Comm. / Computer	481	873	959	8.0%	67.9%	65.2%	43.2	56.0	2.9%
▪ Business , Financial & Other Services	631	1,282	1,319	8.5%	29.6%	41.4%	45.5	52.8	1.7%

- This table shows that the total amount paid by Irish-owned Manufacturing and Information, Communication and Other Services on payroll (including taxes etc.) was approximately €5.62 billion in 2012.
 - Based on the survey data, total payroll has increased at a rate of 3 per cent per annum in nominal terms over the period 2003-2012.
 - Payroll in the Manufacturing sector and the Information, Communication and Other Services sector increased by 0.5 per cent and 8.3 per cent per annum respectively between 2003 and 2012.
 - Manufacturing firms account for 60 per cent (€3.34 billion) of total payroll and Information, Communication and Other Services firms account for the remaining 40 per cent (€2.28 billion) in 2012.
- Value added is defined as total output (sales) of firms less the cost of materials and services purchases. Payroll as a percentage of value added has increased in the period from 2003 to 2012 for all sectors from 54.4 per cent to 56.2 per cent.

- In the Manufacturing sector, payroll as a percentage of value added decreased marginally from 62.9 per cent in 2003 to 62.5 per cent.
 - In the Information, Communication and Other Services sector, payroll as a percentage of value added increased from 39.2 per cent in 2003 to 48.9 per cent.
 - The lowest payroll figure as a percentage of value added were found in the Business, Finance and Other Services sector at 41.4 per cent in 2012.
-
- Payroll per employee in Irish-owned Manufacturing and Information, Communication and Other Services sectors averaged at €44,154 in 2012, representing an increase of 2.5 per cent per annum over the period 2003-2012.
 - In the Manufacturing sector, payroll per employee increased from €32,935 in 2003 to €39,242 in 2012.
 - In the Information, Communication and Other Services sector, payroll per employee increased from €44,447 in 2003 to €54,105 in 2012.
 - The highest payroll per employee figure, at €55,979 was found in the Information, Communications and Computer sector in 2012.

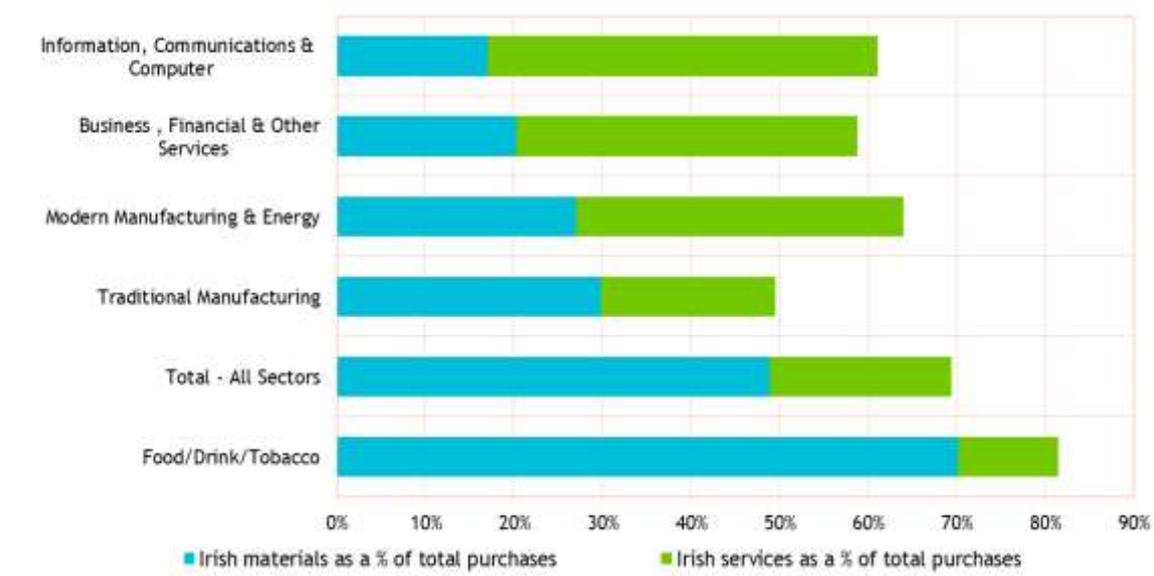
2.7 Materials-Services Purchased by Irish-Owned Companies 2012

	Materials Purchases 2012			Services Purchases 2012		
	Total Materials	Irish Materials	Irish as % Total	Total Services	Irish Services	Irish as % Total
	€m	€m	%	€m	€m	%
Total - All Sectors	12,868	8,581	66.7%	4,710	3,614	76.7%
Manufacturing & Other Industry	11,778	8,058	68.4%	3,069	2,510	81.8%
▪ Food/Drink/Tobacco	7,931	6,420	80.9%	1,230	1,047	85.1%
▪ Traditional Manufacturing	2,790	1,097	39.3%	891	723	81.2%
▪ Modern Manufacturing & Energy	1,057	541	51.2%	948	740	78.1%
Information, Comm. & Other Services	1,090	523	47.9%	1,641	1,104	67.2%
▪ Information, Comm. & Computer	310	153	49.3%	593	399	67.2%
▪ Business, Financial & Other Services	780	370	47.4%	1,048	705	67.3%

The above table provides detailed information on the purchases made by Irish-owned Manufacturing and Information, Communication and Other Services firms in 2012.

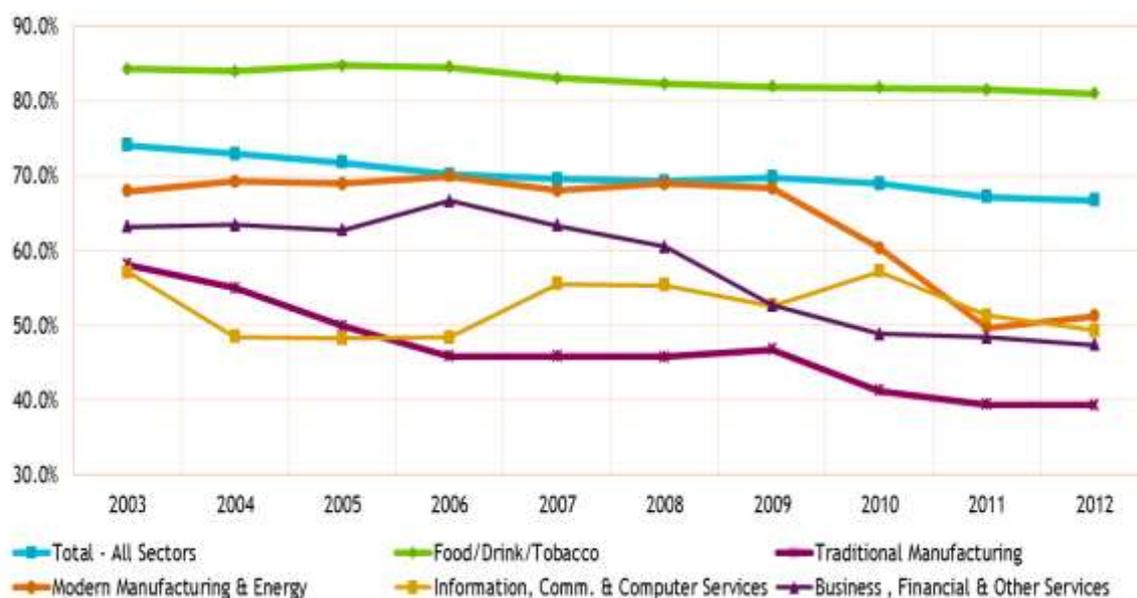
- Total raw materials purchases amounted to approximately €12.87 billion in 2012, of which €8.58 billion (66.7 per cent) were sourced in Ireland.
 - Of all the raw materials purchases of Irish-owned firms, 62 per cent relate to the Food, Drink and Tobacco sector in 2012. Within the Food, Drink and Tobacco sector, Irish raw materials accounted for 80.9 per cent of the total materials spend. The Food, Drink and Tobacco sector accounted for three quarters of total Irish materials purchases in 2012.
 - Within the Traditional Manufacturing sectors, 39.3 per cent of materials were sourced in Ireland, amounting to over €1.10 billion in value. For the Modern Manufacturing sector, 51.2 per cent of total materials purchases were Irish materials, amounting to €541 million.
- In addition to raw materials, Irish-owned Manufacturing and Information, Communication and Other Services firms spent a further €4.71 billion on services in 2012, with over three quarters of these services, 76.7 per cent, or €3.61 billion sourced in Ireland.
 - The proportion of Irish services purchased by Irish-owned manufacturing and internationally traded firms, ranges from 67.2 per cent for Information, Communication and Other Services firms to 81.8 per cent for manufacturing firms.
 - Overall, the €8.58 billion of materials purchased in Ireland in 2012 continue to significantly outweigh the services purchased in Ireland which stand at €3.61 billion.

2.8 Irish-Sourced Services & Materials as a % of Total Purchases, 2012



- Overall 69 per cent of the total materials and services purchased by Irish-owned firms were sourced in Ireland in 2012, with 49 per cent spent on raw materials.
 - In the Food, Drink and Tobacco sector, 81 per cent of all materials and services purchases were sourced in Ireland with 70 per cent spent on raw materials.
 - In the Modern Manufacturing and Energy sector, 64 per cent of purchases were from Irish suppliers with 37 per cent spent on Irish services.
 - The Traditional Manufacturing sector spent 49 per cent of all materials and services purchases on raw materials sourced in Ireland.
 - Within the Information, Communication and Other Services sector, the subsector Information, Communication and Computers purchased 61 per cent of its materials and services requirements in Ireland, with 44 per cent of this spent on services.
 - Similarly with the Business, Financial and Other Services sector, 58 per cent of its materials and services requirements were sourced in Ireland, with 39 per cent of its expenditure on services.
- The high-tech sectors in the economy - Information, Communications and Computer services, Business, Financial and Other Services and the Modern Manufacturing and Energy sectors purchase higher shares of services in Ireland than of materials.

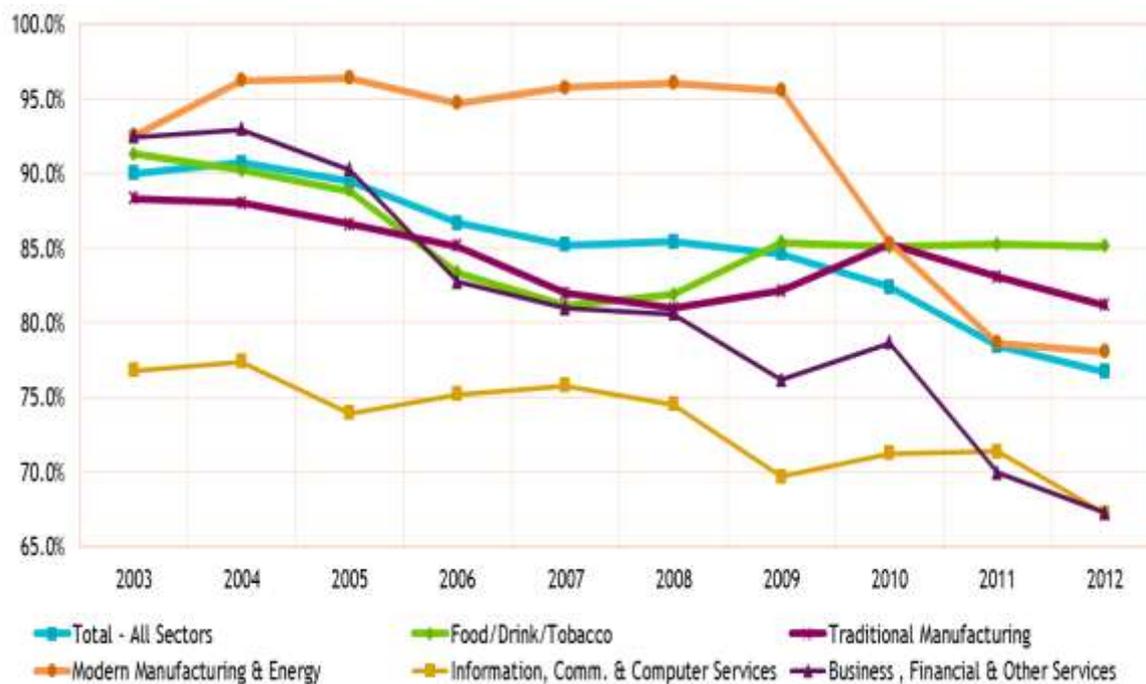
2.9 Irish-Sourced Materials as a Share of All Material Purchases, 2003-2012



This graph maps out the share of total materials sourced in Ireland by Irish-owned Manufacturing and Services firms.

- In 2012, 66.7 per cent of all materials purchased were sourced in Ireland compared with 74.1 per cent in 2003. There has been a steady decline in the past ten years which continued in 2012.
 - In 2012, the Traditional Manufacturing sector purchased the lowest share of its material requirements in Ireland. The share of Irish-sourced materials for this sector stood at 58.1 per cent in 2003 but has decreased since and its purchases of Irish-sourced materials now represent 39.3 per cent of total materials outlay in 2012.
 - The Food, Drink and Tobacco sector shows a different picture with 80.9 per cent of its purchase requirements coming from Ireland in 2012. This represents a fall from 2003 when materials purchased in Ireland stood at 84.3 per cent.
 - In 2003, the Business, Finance and Other Services sector sourced 63.2 per cent of their materials in Ireland but in 2012 this percentage had fallen to 47.7 per cent of these firms' materials requirements.
 - There has also been significant decline in the percentage of materials sources in Ireland by the Modern Manufacturing & Energy sectors, in 2003 the figure was 67.9 per cent but in 2012 the percentage of Irish sourced materials was 51.2 per cent.

2.10 Irish Sourced Services as a Share of All Service Purchases, 2003-2012

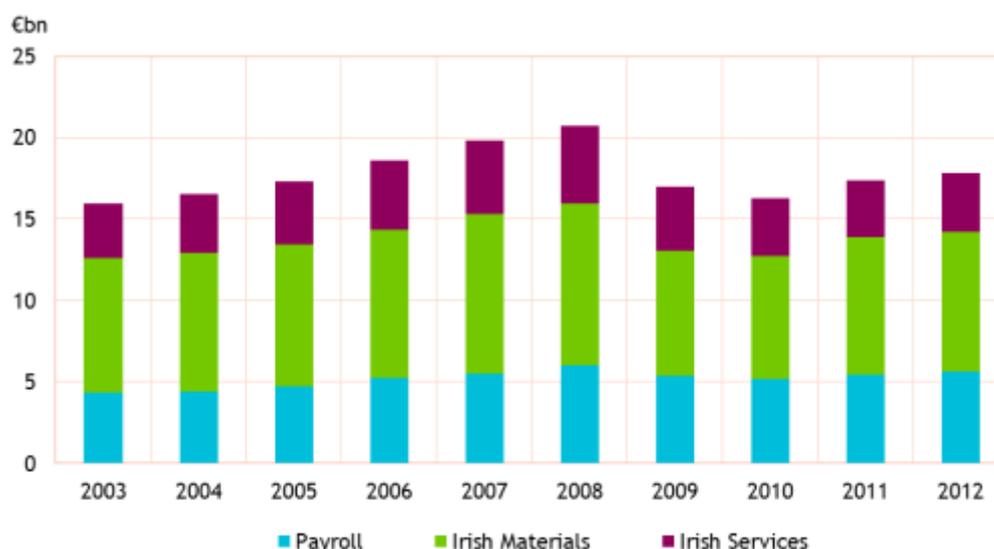


This graph shows the share of total services sourced in Ireland by Irish-owned Manufacturing and Services firms.

The majority of services' purchases are sourced in Ireland in 2012. They ranged between 67.2 per cent in the Information, Communications and Computer services sector to 85.1 per cent in the Food and Drink sectors in 2012.

- In 2012, 76.7 per cent of all services purchased were sourced in Ireland compared with 90 per cent in 2003. During the last decade this decrease has occurred across all sectors.
 - The Modern Manufacturing and Energy sector's share of services sourced in Ireland dropped from 92.5 per cent in 2003 to 78.1 per cent in 2012.
 - The Food Drink and Tobacco sector's share of Irish services purchases has decreased from 91.3 per cent in 2003 to 85.1 per cent in 2012.
 - Traditional Manufacturing has also decreased its share of Irish services purchases from 88.3 per cent in 2003 to 81.2 per cent in 2012.
 - The Information, Communications and Services sector's share of services purchases sourced in Ireland fell from 76.8 per cent in 2003 to 67.2 per cent in 2012.
 - The Business, Financial and Other Services sector sourced 67.3 per cent of their services requirements in Ireland in 2012, down from 92.5 per cent a decade ago.

2.11 Total Direct Expenditure in the Irish Economy by Irish-Owned Companies, 2003-2012



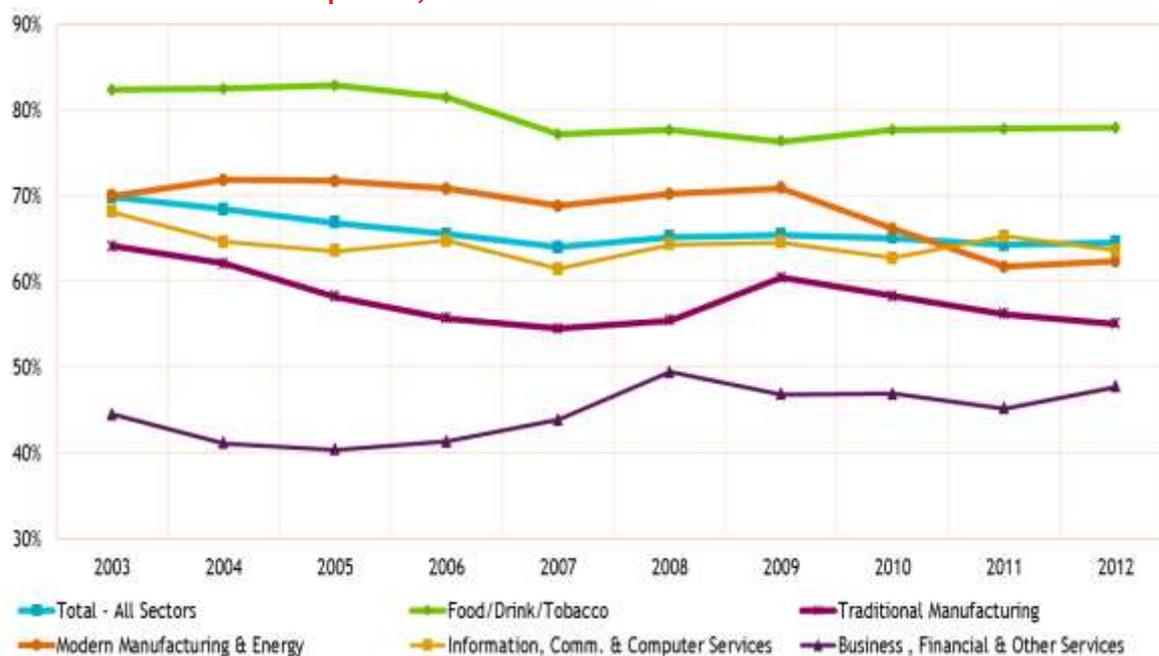
This chart summarises the total expenditure in the domestic economy by Irish-owned manufacturing and internationally trading services firms throughout the period 2003-2012.

- In total, Irish-owned firms spent €17.8 billion in the domestic economy in 2012, comprising of:
 - €5.6 billion on payroll,
 - €8.6 billion on Irish raw materials,
 - €3.6 billion on Irish services.

This represents an annual increase in 2012 of 2.5 per cent over 2011 returns.

- Direct expenditure has increased from €15.9 billion in 2003 and shows an overall nominal increase of 1.2 per cent per annum between 2003 and 2012. Over the period 2003 to 2012:
 - The largest increase was in payroll at 2.97 per cent per annum.
 - Expenditure on materials sourced in Ireland has increased by 0.37 per cent per annum.
 - Expenditure on services sourced in Ireland has increased by 0.87 per cent per annum
- The composition of direct expenditure has changed over this series. In 2003 payroll made up 27 per cent, Irish materials were 52 per cent and Irish services were 21 per cent of total Irish economy expenditure. In 2012, these shares have changed, with payroll now making up 32 per cent, Irish materials accounting for 48 per cent and Irish services around the same at 20 per cent of total expenditure in the Irish economy.

2.12 Total Direct Expenditure in the Irish Economy as a Percentage of Sales in Irish-Owned Companies, 2003-2012



This chart shows the trend in direct expenditure in the economy as a percentage of sales for all Irish-owned firms and for the broad aggregated sectors.

- Total direct expenditure as a percentage of sales stood at 70 per cent in 2003. By 2006 this percentage had reduced to 65 per cent and has remained around this figure up to 2012.
- The share of company sales that are expended in the Irish economy through salaries and expenditure on services and materials increased by 1 per cent between 2011 and 2012.
- The Food, Drink and Tobacco sector has the highest share of direct expenditure as a percentage of sales at 78 per cent in 2012.
- In the Traditional Manufacturing sector, direct expenditure as a percentage of sales has fallen from 64 per cent in 2003 to 55 per cent in 2012.
- The Modern Manufacturing and Energy sector also saw a fall off on this metric from 70 per cent in 2003 to 62 per cent in 2012.
- In percentage terms direct expenditure in the Information, Communications and Computer Services sector stood at 68 per cent of sales in 2003 and decreased to 64 per cent in 2012.
- The Business, Financial & Other Services sector increased during this period standing at 44 per cent in terms of direct expenditure into the economy as a percentage of sales in 2003 and in 2012 at 48 per cent.

Chapter 3: Key Business Indicators for Foreign-Owned Agency Clients

3.1 Sales and Sales Growth in Foreign-Owned Client Companies 2003-2012

	2003	2011	2012	Per Annum Change 2011-2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%
Total - All Sectors	89,937	123,501	129,551	4.9%	4.1%
Manufacturing & Other Industry	57,816	68,817	67,963	-1.2%	1.8%
▪ Food/Drink/Tobacco	6,322	5,889	7,157	21.5%	1.4%
▪ Traditional Manufacturing	5,974	5,102	5,177	1.5%	-1.6%
▪ Chemicals	25,113	40,983	37,980	-7.3%	4.7%
▪ Computer, Electronic & Optical Products	15,051	9,200	9,899	7.6%	-4.5%
▪ Medical Devices	5,357	7,643	7,750	1.4%	4.2%
Information, Comm. & Other Services	32,121	54,684	61,588	12.6%	7.5%
▪ Information, Comm. & Computer	30,027	51,455	58,532	13.8%	7.7%
▪ Business, Financial & Other Services	2,094	3,229	3,055	-5.4%	4.3%

Total sales of foreign-owned agency assisted companies increased by 4.9 per cent per annum in nominal terms over 2011, amounting to €129.55 billion in 2012. Manufacturing and Other Industry sectors accounted for €67.96 billion of this total, equating to 52 per cent of all sales in foreign-owned companies.

The sectors that comprise ‘modern manufacturing’ are shown separately for foreign-owned client companies (i.e. Chemicals; Computer, Electronic & Optical Products; Medical Devices).

- The Chemicals sector accounted for 29 per cent of total sales in 2012. Sales in the sector totalled €37.98 billion in 2012, a decrease of 7.3 per cent over 2011 but an increase of 4.7 per cent over the 2003 sales figure.
- The Computer, Electronic and Optical Products sector reported sales of €9.90 billion in 2012, an increase of 7.6 per cent on 2011 sales. Sales in the sector have decreased by 4.5 per cent since 2003.
- The Medical Devices sectors recorded sales of €7.75 billion in 2012, an increase of 1.4 per cent over 2011 and an increase of 4.2 per cent per annum since 2003.

Between 2011 and 2012, there was an increase in the foreign-owned Food, Drink and Tobacco sector of 21.5 per cent with sales totalling €7.15 billion. Over the period 2003 to 2012, total sales increased by 1.4 per cent in nominal terms in this sector.

The Traditional Manufacturing sector has remained stable with a slight increase in 2012 over 2011 of just 1.5 per cent and €5.17 billion in sales. Over the ten year period sales have fallen 1.6 per cent.

The internationally traded services sectors are also an important source of sales for foreign-owned client companies.

- Information, Communications and Computer sector reported sales of €58.53 billion in 2012 which was an increase of 13.8 per cent over 2011. Between 2003 and 2012, this sector has recorded growth per annum of 7.7 per cent and represents 45 per cent of total sales by foreign-owned client firms in 2012.
- The Business, Financial and Other Services sector, with sales of €3.05 billion in 2012 is the smallest sector and these sales figures represent a decrease of 5.4 per cent over the previous year. However over the ten year period since 2003 this sector has grown sales by 4.3 per cent.

3.2 Changing Composition of Sales and Employment in Foreign-Owned Client Companies 2003-2012

	Sales		Employment	
	2003	2012	2003	2012
	%	%	%	%
Total - All Sectors	100%	100%	100%	100%
Manufacturing & Other Industry	64%	52%	69%	58%
▪ Food/Drink/Tobacco	7%	5%	7%	6%
▪ Traditional Manufacturing	6%	4%	20%	12%
▪ Chemicals	28%	29%	15%	14%
▪ Computer, Electronic & Optical Products	17%	8%	15%	10%
▪ Medical Devices	6%	6%	12%	16%
Information, Comm. & Other Services	36%	48%	31%	42%
▪ Information, Comm. & Computer	34%	45%	27%	35%
▪ Business, Financial & Other Services	2%	3%	4%	7%

This table traces the evolution of the foreign-owned Manufacturing and Information, Communication and Other Services base over the period 2003-2012. In terms of sales, the relative importance of manufacturing activity has decreased, accounting for 52 per cent of all sales in 2012 down from 64 per cent in 2003. The Information, Communication and Other Services sector now accounts for 48 per cent of sales, up from 36 per cent in 2003.

In 2012, the following two sectors made up 74 per cent of total sales of Foreign-owned companies:

- Information, Communication and Computer Services sector (45 per cent)
- Chemicals sector (29 per cent)

In terms of employment, a slightly different pattern emerges:

- The Information, Communications and Computer Services sector holds the highest shares of total employment, at 35 per cent in 2012, up from 27 per cent in 2003.
- The Medical Devices sector holds 16 per cent of employment, up from 12 per cent in 2003.
- The Chemicals sector is the next most significant in terms of employment with 14 per cent which is a slight decrease on the 2003 figure of 15 per cent.

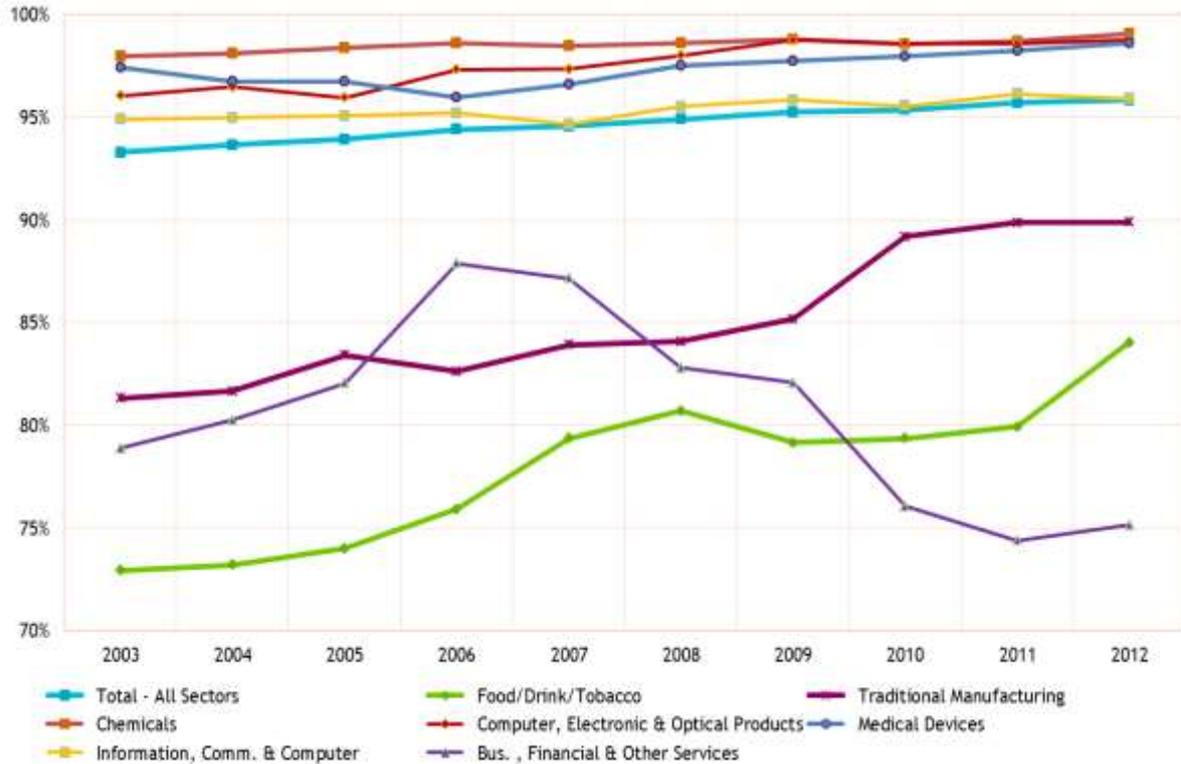
3.3 Exports-Export Growth in Foreign-Owned Client Companies, 2003-2012

	2003	2011	2012	Per Annum Change 2011-2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%
Total - All Sectors	83,894	118,199	124,149	5.0%	4.5%
Manufacturing & Other Industry	53,743	66,329	65,718	-0.9%	2.3%
▪ Food/Drink/Tobacco	4,610	4,706	6,013	27.8%	3.0%
▪ Traditional Manufacturing	4,858	4,585	4,654	1.5%	-0.5%
▪ Chemicals	24,602	40,459	37,632	-7.0%	4.8%
▪ Computer, Electronic & Optical Prod.	14,454	9,071	9,775	7.8%	-4.3%
▪ Medical Devices	5,219	7,508	7,644	1.8%	4.3%
Information, Comm. & Other Services	30,151	51,869	58,431	12.7%	7.6%
▪ Information, Comm. & Computer	28,500	49,468	56,135	13.5%	7.8%
▪ Business, Financial & Other Services	1,652	2,402	2,296	-4.4%	3.7%

The above table provides information relating to exports by foreign-owned companies in Ireland. The 2012 export sales figure of foreign-owned companies in Ireland at €124.15 billion equates to 96 per cent of the total reported sales by these firms.

- The Manufacturing sector accounted for 53 per cent of all exports in foreign-owned companies in Ireland in 2012.
- Manufacturing exports by foreign companies increased by 2.3 per cent per annum between 2003 and 2012 - driven mainly by the Chemicals sector. While exports in the Chemicals sector fell in 2012 over 2011 by 7 per cent, this sector shows an increase in exports of 4.8 per cent since 2003.
- Exports for foreign-owned Food and Drink firms increased by 27.8 per cent in 2012 over 2011 while Traditional Manufacturing saw an increase in exports in the same period of 1.5 per cent.
- The Information, Communications and Computer Services sector accounted for 45 per cent of export sales in 2012 at €56.14 billion. This important sector has seen an annual average increase of 7.8 per cent in the ten year period between 2003 and 2012.

3.4 Exports as a Percentage of Total Sales in Foreign-Owned Companies, 2003-2012



This graph shows that:

- The total export intensity of foreign-owned industry has increased from 93 per cent in 2003 to 96 per cent in 2012.
- The foreign-owned high-tech sectors - Chemicals, Medical Devices, and the Computer, Electronic and Optical Products produce goods and services almost exclusively for export.
- The Information, Communication and Computer Services sector export 96 per cent of their services.
- The Food, Drink and Tobacco sector, with an 84 per cent share of sales for export in 2012, increased its proportion of exports from 73 per cent in 2003.
- Similarly, the Traditional Manufacturing sector has increased its proportion of sales for export, from 81 per cent in 2003 to 90 per cent in 2012.
- The Business, Financial and Other Services sectors show the lowest number of exports as a percentage of sales at 75 per cent in 2012 down from 79 per cent in 2003.

3.5 Value Added in Foreign-Owned Companies, 2003-2012

	Total Value Added				Value Added as % Sales		Value Added per Person Employed		
	2003	2011	2012	Per Annum Change 2003-2012	2003	2012	2003	2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%	%	€k	€k	%
Total - All Sectors	36,465	50,259	52,431	4.1%	40.5%	40.5%	246.5	373.5	4.7%
Manu./ Other Industry	24,999	33,319	33,456	3.3%	43.2%	49.2%	243.5	411.2	6.0%
▪ Food/Drink/Tobacco	3,583	2,395	3,653	0.2%	56.7%	51.0%	351.6	457.1	3.0%
▪ Traditional Manu.	2,474	2,118	2,064	-2.0%	41.4%	39.9%	081.8	119.5	4.3%
▪ Chemicals	12,789	19,338	17,631	3.6%	50.9%	46.4%	564.2	912.3	5.5%
▪ Computer, Electronic & Optical Products	3,565	5,572	6,266	6.5%	23.7%	63.3%	167.5	444.0	11.4%
▪ Medical Devices	2,587	3,897	3,843	4.5%	48.3%	49.6%	141.4	169.6	2.0%
Information, Comm. & Other Services	11,467	16,940	18,975	5.8%	35.7%	30.8%	253.5	321.5	2.7%
▪ Information/ Comm. & Computer	9,844	14,413	16,604	6.0%	32.8%	28.4%	246.0	337.4	3.6%
▪ Business , Financial & Other Services	1,623	2,527	2,371	4.3%	77.5%	77.6%	310.3	241.7	-2.7%

As stated in Chapter 2 of this report, value added⁹ is total sales less the cost of bought-in materials and services.

The total value added of foreign-owned Manufacturing and Information, Communication and Other Services is estimated at €52.43 billion in 2012, which equates to 40.5 per cent of gross output/sales.

⁹ Value Added figures in the case of foreign-owned multinationals may not reflect the “real” contribution of the Irish-owned operation, as much of the bought-in materials and services are purchased from other parts of the same enterprise group and may be distorted by internal pricing arrangements.

- Manufacturing sectors contribute most to total value added at 64 per cent in 2012, with the Information, Communication and Other Services contributing 36 per cent.
- Although total value added grew at a rate of 4.1 per cent per annum in nominal terms over the period 2003-2012, there are differences at sectoral level.
- There was growth of 5.8 per cent per annum in value added in the Information, Communication and Other Services sectors over the period. Within this category, the Information, Communications and Computer Services sector saw per annum growth of 6 per cent in nominal terms between 2003 and 2012 and now stands at €16.60 billion.
- The other significant sector is Chemicals which also saw growth in value added of 3.6 per cent per annum over the ten year period from 2003 to 2012. At €17.63 billion in 2012 this represents 34 per cent of total value added for all sectors.

Across all foreign-owned Manufacturing and Information, Communication and Other Services sectors, value added as a percentage of sales has remained consistent at 40.5 per cent between 2003 and 2012.

- Value added as a share of sales amounted to 49.2 per cent in the Manufacturing sector in 2012 and 30.8 per cent in the Information, Communication and Other Services sectors.
- Examined as a share of sales, value added increased between 2003 and 2012 in the Computer, Electronic and Other Products sector, the medical devices and in the Business, Financial and Other services sector.
- For all other sub-sectors shown in Table 3.5, value added as a percentage of sales declined between 2003 and 2012.

Overall, value added per person employed in Manufacturing and Information, Communication and Other Services is estimated at €373,500 in 2012, an increase of 4.7 per cent per annum in nominal terms since 2003.

- Value added per person employed in manufacturing was €411,200 in 2012, recording growth of 6 per cent per annum from 2003 to 2012.
- The same figure for a person employed in Information, Communication and Other Services in 2012 was €321,500. This figure is up 2.7 per cent on the 2003 value added per person figure.

It is important to note that aggregate value added per person employed figures for broad categories of Manufacturing and Information, Communication and Other Services are significantly affected by one or two individual sectors, such as Chemicals in Manufacturing and the Information, Communication & Computer Services sector in Information, Communication and Other Services, so longer term trends are more important to analyse than year-to-year movements.

3.6 Payroll for Foreign-Owned Companies, 2003-2012

	Total Payroll			Payroll as % Value Added		Payroll per Employee		
	2003	2011	2012	2003	2012	2003	2012	Per Annum Change 2003-2012
	€m	€m	€m	%	%	€k	€k	%
Total - All Sectors	6,513	8,397	8,650	17.9%	16.5%	44.0	61.6	3.8%
Manufacturing & Other Industry	4,359	4,819	4,856	17.4%	14.5%	42.5	59.7	3.9%
▪ Food/Drink/Tobacco	507	572	550	14.2%	15.1%	49.8	68.8	3.7%
▪ Traditional Manufacturing	1,137	882	884	0.2%	0.5%	37.6	51.2	3.5%
▪ Chemicals	1,200	1,491	1,501	3.9%	3.1%	52.9	77.7	4.4%
▪ Computer/Electronic/Optical	875	770	778	31.9%	14.1%	41.1	55.1	3.3%
▪ Medical Devices	640	1,103	1,143	1.8%	0.2%	35.0	50.4	4.2%
Info., Comm. & Other Services	2,154	3,578	3,794	0.6%	0.2%	47.6	64.3	3.4%
▪ Information, Comm. & Computer	1,885	2,879	3,110	1.4%	0.8%	47.1	63.2	3.3%
▪ Business/Financial/Other Services	268	700	685	4.1%	1.6%	51.3	69.8	3.5%

This table presents payroll details for all foreign-owned Manufacturing and Information, Communication and Other Services companies in Ireland.

The total payroll bill of foreign-owned firms amounted to €8.65 billion in 2012 with manufacturing accounting for €4.86 billion (56 per cent) and services contributing the balance of €3.79 billion (44 per cent).

- Payroll accounts for 16.5 per cent of the reported value added of foreign Manufacturing and Information, Communication and Other Services in 2012.
- Payroll comprise 15.1 per cent of all value added in the Food/Drink/Tobacco sector and 14.1 per cent of the Computer/Electronics/Optical Products sector in 2012.

Total payroll per person employed averaged €61,600 in 2012, representing an increase of 3.8 per cent per annum in nominal terms over the period 2003-2012.

- Payroll per employee in the Information, Communication and Other Services sector and the Manufacturing sectors averaged €64,300 and €59,700 respectively in 2012.
- The Chemicals sector had the highest average payroll per capita of all sectors in 2012 at €77,700.

3.7 Materials & Services Purchased by Foreign-Owned Companies, 2012

	Materials Purchases 2012			Services Purchases 2012		
	Total Materials	Irish Materials	Irish as % of Total	Total Services	Irish Services	Irish as % of Total
	€m	€m	%	€m	€m	%
Total - All Sectors	24,132	3,283	13.6%	52,988	11,058	20.9%
Manufacturing & Other Industry	16,215	2,479	15.3%	18,291	2,784	15.2%
▪ Food/Drink/Tobacco	1,670	878	52.6%	1,834	619	33.8%
▪ Traditional Manufacturing	2,464	389	15.8%	649	351	54.1%
▪ Chemicals	7,879	515	6.5%	12,470	1,184	9.5%
▪ Computer/Electronic/Optical Prod.	2,253	187	8.3%	1,379	291	21.1%
▪ Medical Devices	1,948	510	26.2%	1,959	338	17.3%
Information/Comm. & Other Services	7,916	804	10.2%	34,697	8,274	23.8%
▪ Information, Comm. & Computer	7,674	791	10.3%	34,254	8,093	23.6%
▪ Business/Financial & Other Services	242	13	5.4%	442	181	41.0%

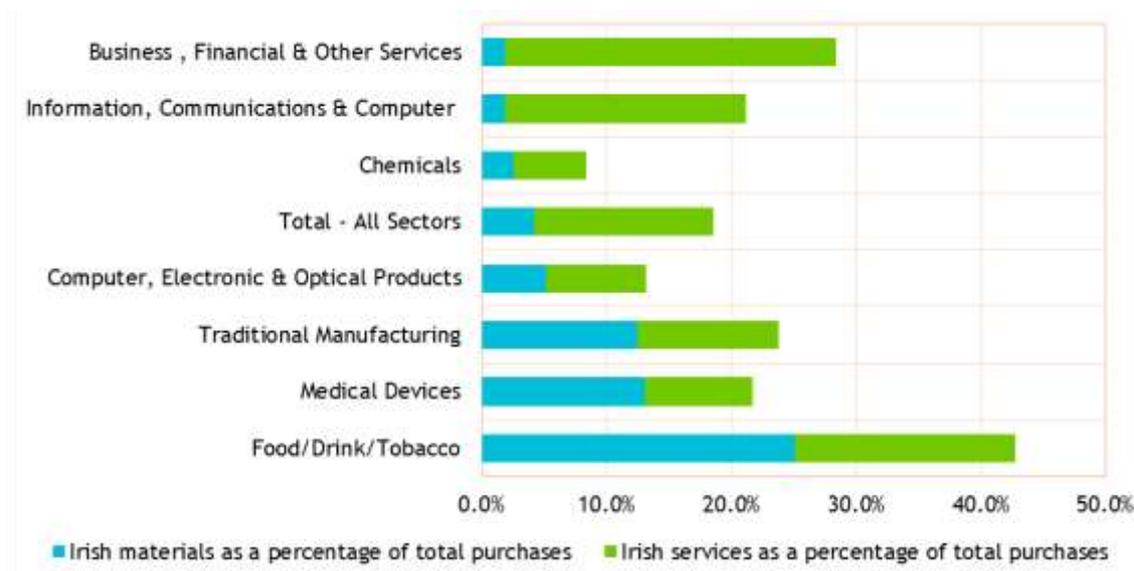
In overall terms, foreign-owned industry spent €24.13 billion on materials, of which €3.28 billion or 13.6 per cent relates to materials sourced in Ireland (either by indigenous suppliers or other foreign-owned multinationals in the country).

- The largest proportion of Irish-sourced materials is found in the Food, Drink and Tobacco sector where 52.6 per cent or over a half of all materials purchased were sourced in Ireland. In monetary terms, this amounted to €878 million spent in Ireland in 2012.
- The Medical Devices and Traditional Manufacturing sectors purchased 26.2 per cent and 15.8 per cent of their total materials requirements in Ireland respectively in 2012. In monetary terms, the second highest spend on Irish materials at €791 million was by the Information, Communications & Computer or 10.3 per cent.

Foreign-owned industry spend on services sourced in Ireland, amounted to €11.06 billion in 2012 or 20.9 per cent. The total spend on services amounted to €52.99 billion - it should be noted that this figure includes royalty payments.

- The sector with the highest spend on Irish services was the Information, Communication and Computer sector which spent €8.09 billion or 23.6 per cent out of a total spend of €34.25 billion on Irish services in 2012.

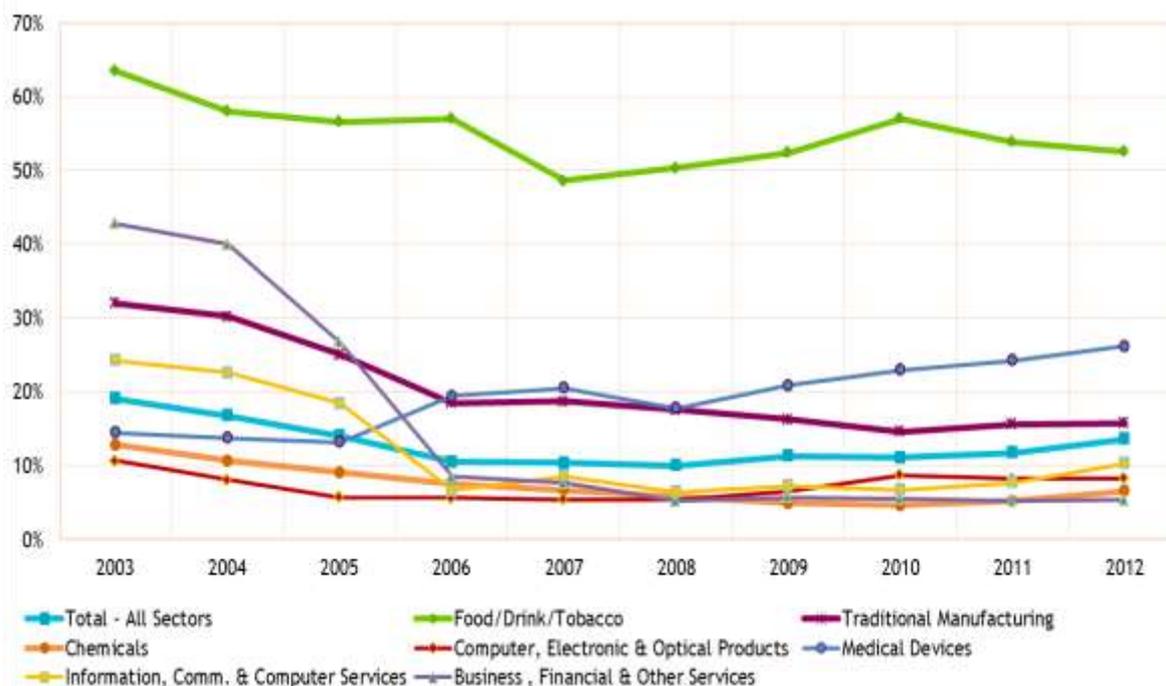
3.8 Irish Sourced Services and Materials as a Percentage of Total Purchases by Foreign-Owned Companies, 2012



Of the total materials and services purchased by foreign-owned firms:

- For All sectors, 18.6 per cent were sourced in Ireland in 2012, with 14.3 per cent on services and 4.3 per cent on materials.
- The Food, Drink and Tobacco sector spent 42.7 per cent of its total purchases budget in Ireland, with 25.1 per cent spent on raw material and 17.7 per cent on services.
- The Traditional Manufacturing sector spent 23.8 per cent of total purchases in Ireland, with 12.5 per cent on materials and 11.3 per cent on services purchases.
- In the Medical Devices sector, 21.7 per cent of all purchases were from suppliers in Ireland, with 13.1 per cent spent on materials.
- In the Information, Communication and Other Services sector, the Information, Communication and Computers sector purchased 21.2 per cent of its materials and services requirements in Ireland, with 19.3 per cent spent on services.
- Similarly with the Business, Financial and Other Services sector, 28.4 per cent of its materials and services requirements were sourced in Ireland, with 26.5 per cent spent on services.

3.9 Irish-Sourced Materials as a Share of All Materials Purchases by Foreign-Owned Client Companies, 2003-2012

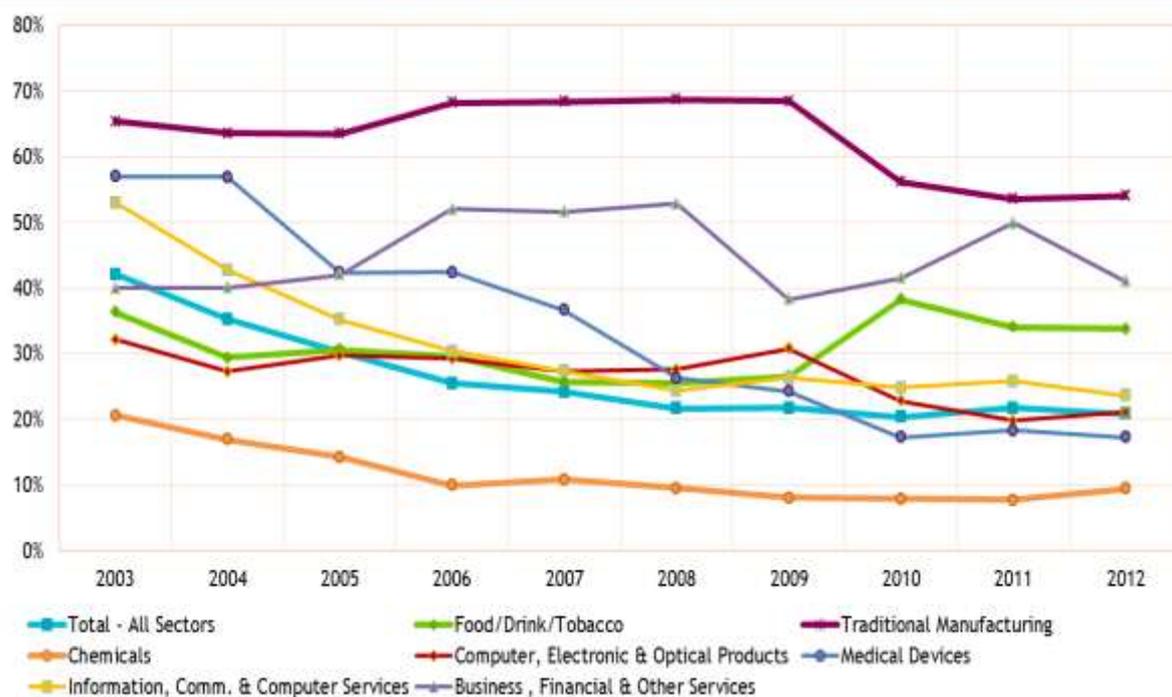


This graph depicts trends in the share of material purchases by foreign-owned companies that were sourced in Ireland.

The trend in the share of materials purchased in Ireland was in decline for all sectors up to 2008. The percentage of materials purchased in Ireland in 2003 was 19 per cent and this decreased to approximately 10 per cent between 2007 and 2008 but has recovered slightly in the last four years and is now at 14 per cent.

- The sector with the largest share of materials purchased in Ireland is the Food, Drink and Tobacco sector and while this share dropped from 64 per cent in 2003 to 49 per cent in 2007 it has risen to 53 per cent in 2012, in absolute terms this amounted to €873 million.
- The Traditional Manufacturing sectors share of Irish materials has decreased steady over the period of this time-series from 32 per cent in 2003 to 16 per cent in 2012.
- The Medical Devices sector obtained 26 per cent of its material requirements in Ireland in 2012, up from 14 per cent in 2003.
- In terms of Irish-sourced materials after the Food and Drink sector, the Information, Communication and Computer Services sector and the Chemicals sectors are the largest sectors in absolute terms with purchases of over €791 million and €515 million respectively in 2012.

3.10 Irish-Sourced Services as a Share of All Services Purchases by Foreign-Owned Companies, 2003-2012



This graph shows the share of total services sourced in Ireland by foreign-owned Manufacturing and Services firms.

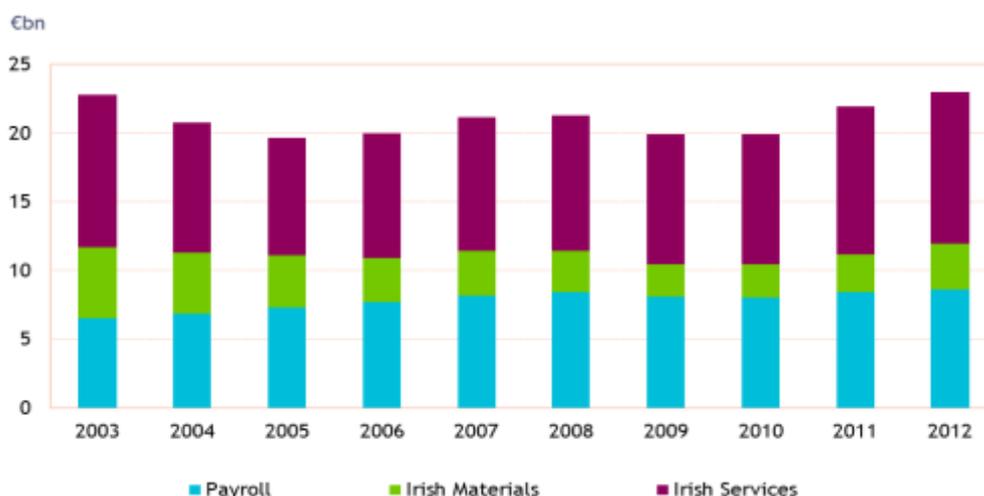
Services sourced in Ireland by sector ranged from 9 per cent to 54 per cent in 2012. There has been a decline in the purchase of Irish services by foreign-owned companies in most sectors over this ten year period.

In 2003, 42 per cent of all services purchased by foreign-owned firms were sourced in Ireland, compared with 21 per cent in 2012.

- Traditional Manufacturing dropped its share of Irish service purchases from 65 per cent in 2003 to 54 per cent in 2012.
- The Medical Devices sector's share of services sourced in Ireland dropped from 57 per cent in 2003 to 17 per cent in 2012.
- The Computer, Electronic and Optical Products sector has decreased its share of Irish services purchases from 32 per cent in 2003 to 21 per cent in 2012.
- The Information, Communications and Computer Services sector's share of service purchases sourced in Ireland fell from 53 per cent in 2003 to 24 per cent in 2012.

In absolute terms, the largest purchasers of Irish services are in the Information, Communications and Computer Services sectors with purchases of €8.09 billion in 2012. The Chemical sector also purchased a significant amount of Irish services at €1.2 billion in 2012.

3.11 Total Direct Expenditure in the Irish Economy by Foreign-Owned Companies, 2003-2012



This chart provides trend information on the three components that make up total direct expenditure by foreign-owned companies in the Irish economy.

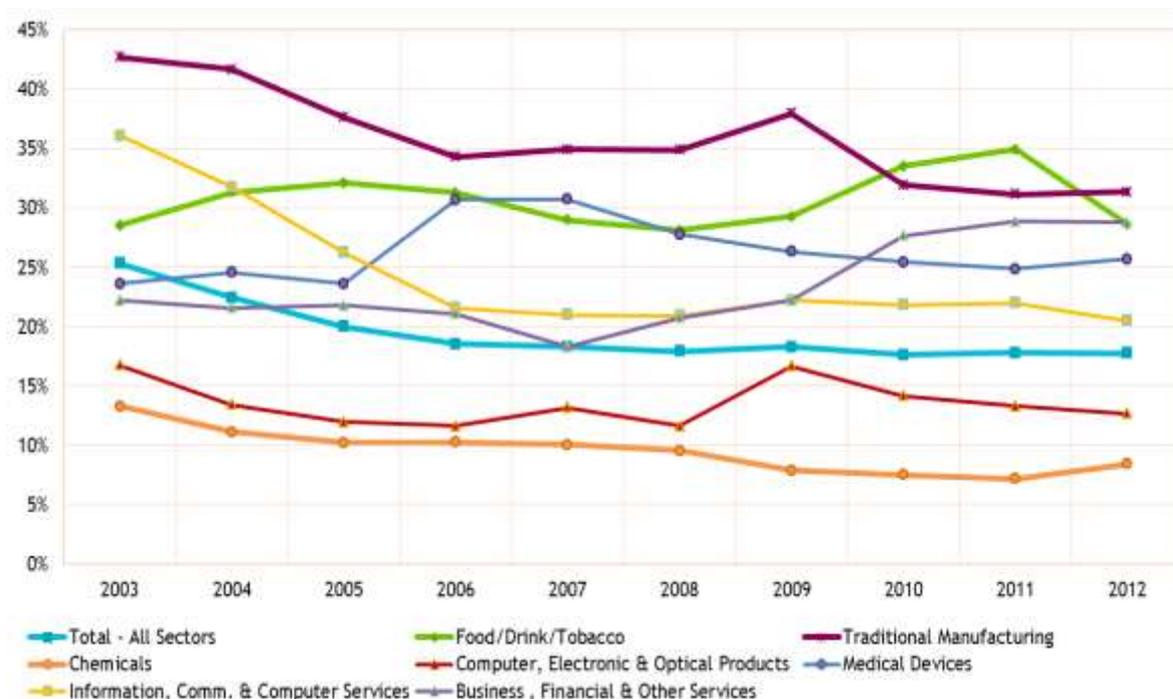
Direct expenditure by foreign firms in the Irish economy amounted to €22.9 billion in 2012, comprising €8.6 billion on payroll, €3.3 billion on materials produced in Ireland and €11 billion on services purchased in Ireland.

- Direct expenditure by foreign-owned firms was up 4.7 per cent in 2012 from €21.9 billion in 2011.
- Direct expenditure has increased from €22.7 billion in 2003 and shows an overall nominal increase of 0.10 per cent per annum between 2003 and 2012.
- Over the period 2003 to 2012:
 - Payroll has increased by 3.2 per cent per annum;
 - Expenditure on materials sourced in Ireland has decreased by 4.8 per cent per annum;
 - Expenditure on services sourced in Ireland also decreased by 0.7 per cent per annum.

The composition of direct expenditure by foreign companies has also changed since 2003:

- In 2003 payroll made up 28 per cent, Irish materials 23 per cent and Irish services 49 per cent of total Irish economy expenditure;
- In 2012, payroll accounts for 38 per cent of total expenditure in the Irish economy, with Irish materials and Irish services accounting for 14 per cent and 48 per cent respectively.

3.12 Total Direct Expenditure in the Irish Economy as a Percentage of Sales in Foreign-Owned Companies, 2003-2012



This graph provides trend information on direct expenditure (payroll, Irish materials, and Irish services) by foreign-owned firms in the Irish economy as a percentage of sales over the period 2003-2012.

- For all sectors combined, the results show that direct expenditure in the Irish economy as a percentage of sales decreased from 25 per cent in 2003 to 18 per cent in 2007 and has been maintained at that level in the subsequent years to 2012.
- Two sectors have gone against this aggregate trend - Medical Devices and Business, Financial and Other Services have increased their percentage since 2003.
- In absolute terms the sector with the greatest direct expenditure in the Irish economy is the Information, Communication and Computer Services Sector, spending €11.99 billion in 2012, and accounting for 52 per cent of total direct expenditure by foreign firms in the economy in 2012. This represents 20 per cent of sales in that sector and is lower than the 2003 figure of 36 per cent.
- The next highest contributor in absolute terms is the Chemicals sector with a total expenditure of €3.20 billion in 2012. This represents 8 per cent of sales in that sector and is lower than 2003 when expenditure stood at 13 per cent.

Appendix 1 - Sectors-NACE Codes Used in Report

The classification of economic activity used in the Annual Business Survey of Economic Impact is NACE Rev. 2. To highlight broad trends in the report, sectors have been amalgamated into smaller groups¹⁰.

Irish-owned client companies (Chapter 2) have been grouped by:

Manufacturing and Other Industry

Food/Drink & Primary Production:

- food, drink & tobacco (10-12); agriculture, fishing forestry, mining & quarrying (1-9)

Traditional Manufacturing:

- textiles, clothing, footwear & leather (13-15); wood & wood products (16); paper & printing (17-18), rubber & plastics (22), non-metallic minerals (23), basic & fabricated metal products (24-25), electrical equipment (27), machinery & equipment (28), transport equipment (29-30) and other miscellaneous manufacturing (31-33).

Modern Manufacturing & Energy:

- chemicals (19-21), computer, electronic & optical products (26), medical devices and energy, water, waste & construction (35-43)

Information, Communication & Other Services

Information, Communication & Computer:

- publishing, broadcasting & telecommunications (58-61), computer programming (62-6201), consultancy & related facilities (62-6202) and other IT and computer services (6203-63).

Business, Financial & Other Services:

- financial services (64-66) and business, education & other services (45-56)(68-96)

Foreign-owned client companies (Chapter 3) have been grouped by:

The same groupings are used as with Irish-owned companies, with the exception of Modern Manufacturing where each of the sectors are shown separately i.e. chemicals, computer, electronic & optical products and medical devices.

¹⁰ Please note that the ABSEI tracks only Agency client companies' performance and is not meant to be a snapshot of the national economy. In some instances, when analysing sectorial performance, there will be a wide disparity between national (e.g. Central Statistics Office) sectoral data and ABSEI sectoral data because the agency cohort of companies may represent a small proportion of the national sector - the Financial Services sector is an example of this.

Appendix 2 - Sample Questionnaire

Company name:

Annual Business Report 2012/13

Company address:

Conducted by Insight Statistical Consulting
on behalf of Forfás/Enterprise Ireland.

Ref no:

Please return a completed form via e-mail to
abr@insightsc.ie or by post to: Forfás, Annual Business
Survey Unit, Wilton Park House, Wilton Place, Dublin 2.

All responses to this survey are received on an agreed understanding of confidentiality and commercial sensitivity consistent with our obligations under Irish law. All results will be published in a form that will not identify individual businesses and information. The information is combined with survey information from other state agencies to support Forfás' Business Information System (BIS).

COMPANY	
Person completing form and Job Title:	
E-mail Address and Telephone Number:	
Briefly describe the nature of your business in the Republic of Ireland, including all products/services:	

SALES AND EXPORTS

Q1 - Please record in thousands of Euro the total value of your Sales & Exports for each year :

If using accounting year (rather than calendar year) provide date of year-end: _____

	Actual 2011 (€000's)	Actual 2012 (€000's)	Forecast 2013 (€000's)
DOMESTIC SALES			
Q1a1) MANUFACTURED GOODS	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>
Q1a2) SERVICES	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>

Sales of all manufactured goods and services produced in Ireland (excluding VAT and excise duty) by your enterprise for the Domestic market.

EXPORT SALES

Q1b1) MANUFACTURED GOODS	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>
Q1b2) SERVICES	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>

Sales of manufactured goods and services produced by your enterprise for the **Export** market, i.e. sales to other companies or private individuals not resident in Ireland. For an overseas contract you should include only the value which was returned to Ireland, and exclude the value of materials or labour cost etc. which arose abroad.

Q1c) TOTAL SALES i.e. (Q1a + Q1b)	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>
--	------------------------	------------------------	------------------------

Total sales of manufactured goods and services produced by your enterprise (Q1a + Q1b).

SALES TO PUBLIC SECTOR

Q1d1) DOMESTIC SALES TO PUBLIC SECTOR	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
--	------------------------	------------------------	------------------------

Estimated percentage of domestic sales in Q1a attributed to the public sector.

Q1d2) EXPORT SALES TO PUBLIC SECTOR	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
--	------------------------	------------------------	------------------------

Estimated percentage of export sales in Q1b attributed to the public sector.

DOMESTIC SALES TO FOREIGN OWNED COMPANIES BASED IN IRELAND

Q1e1) MANUFACTURED GOODS	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
---------------------------------	------------------------	------------------------	------------------------

Estimated percentage of domestic sales in Q1a1 made to foreign owned companies based in Ireland.

Q1e2) SERVICES	<input type="text"/> %	<input type="text"/> %	<input type="text"/> %
-----------------------	------------------------	------------------------	------------------------

Estimated percentage of domestic sales in Q1a2 made to foreign owned companies based in Ireland.

Q1f) GLOBAL SALES	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>
--------------------------	------------------------	------------------------	------------------------

If your company is a subsidiary or part of a larger group with a manufacturing and/or other facility **OUTSIDE** the Republic of Ireland, please indicate the value of **total group sales** (inclusive of total sales given in Q1c).

Q1g) DISTRIBUTION SALES	€ <input type="text"/>	€ <input type="text"/>	€ <input type="text"/>
--------------------------------	------------------------	------------------------	------------------------

In addition to the sales of goods and services produced by your own enterprise (i.e. Q1c) please record the value of goods resold without further processing (i.e. distribution sales or sales of other companies' products).

Q1h) NEW PRODUCT SALES PERCENTAGE (%)	<input type="text"/> %
--	------------------------

What proportion of the value of sales in 2012 was accounted for by products which were introduced by the company over the last 3 years, i.e. by products which were substantially different to those previously supplied by your company?

EXPORT MARKETS

Q2a - Please indicate the year in which you first started to export any product or service:

Q2b - Please provide a breakdown of your exports in 2011, 2012 and your forecasted exports 2013. Please note that the total of these figures should be the same as those outlined in Q1b.

	Actual 2011 (€000's)	Actual 2012 (€000's)	Forecast 2013 (€000's)		Actual 2011 (€000's)	Actual 2012 (€000's)	Forecast 2013 (€000's)
England & Wales				Bahrain			
Northern Ireland				Egypt			
Scotland				Israel			
UK				Jordan			
				Kuwait			
Austria				Libya			
Belgium/Luxembourg				Morocco			
Bulgaria				Nigeria			
Croatia				Oman			
Cyprus				Qatar			
Czech Republic				Saudi Arabia			
Denmark				South Africa			
Estonia				Tunisia			
Finland				UAE			
France				M. EAST & AFRICA			
Germany							
Greece				Afghanistan			
Hungary				Australia			
Iceland				Bangladesh			
Italy				Brunei			
Latvia				China			
Lithuania				Hong Kong			
Malta				India			
Netherlands				Indonesia			
Norway				Japan			
Poland				Malaysia			
Portugal				New Zealand			
Romania				Pakistan			
Russia				Philippines			
Slovakia				Singapore			
Slovenia				South Korea			
Spain				Sri Lanka			
Sweden				Taiwan			
Switzerland				Thailand			
Turkey				Vietnam			
Ukraine				ASIA			
EUROPE							
				<i>Country & amount - use separate sheet if necessary</i>			
Argentina				Country	2011	2012	2013
Brazil							
Canada							
Chile							
Colombia							
Mexico							
Peru							
Uruguay							
USA							
Venezuela							
AMERICAS				OTHER MARKETS			
				TOTAL MARKETS			

Q2c - Please specify your top three priority development markets, i.e. by country.

1) 2) 3)

EMPLOYMENT

	Actual 2011	Actual 2012	Forecast 2013
Q3a) - EMPLOYMENT	<input type="text"/>	<input type="text"/>	<input type="text"/>
<i>Full-time employees in Republic of Ireland @ 31st December.</i>			
Q3b) - GLOBAL EMPLOYMENT	<input type="text"/>	<input type="text"/>	<input type="text"/>
<i>If your company is a subsidiary or part of a larger group, please indicate the number of full-time employees in your global operation (including Irish entity) @ 31st December.</i>			

EXPENDITURE ITEMS

Please record costs associated with total sales **excluding cost of distribution sales (Q1g)**.

	Actual 2011 (€000's)	Actual 2012 (€000's)
Q4 - PAYROLL	€ <input type="text"/>	€ <input type="text"/>
<i>Wages, salaries, pensions and other payroll costs for employees within the Republic of Ireland [include all bonuses, PRSI, other taxes and levies but exclude redundancy payments].</i>		
Q5a - MATERIALS	€ <input type="text"/>	€ <input type="text"/>
<i>Cost of materials and components used directly in the production of goods and services [exclude goods purchased for re-distribution only or any capital expenditure].</i>		
Q5b - MATERIALS SOURCED IN IRELAND (%)	<input type="text"/> %	<input type="text"/> %
<i>Estimated proportion of materials and components in Q5a produced in Republic of Ireland.</i>		
Q6a - SERVICES	€ <input type="text"/>	€ <input type="text"/>
<i>Cost of all bought-in services, e.g. royalties, advertising, transport, fuel, power, repairs, telephone, postage, stationery, computing services, professional fees etc.</i>		
Q6b - SERVICES SOURCED IN IRELAND (%)	<input type="text"/> %	<input type="text"/> %
<i>Estimated proportion of services in Q6a sourced in Republic of Ireland.</i>		
Q6c - ENERGY (%)	<input type="text"/> %	<input type="text"/> %
<i>Estimated proportion of services in Q6a accounted for by fuel and power, e.g. electricity, gas, oil, etc.</i>		
Q7 - ALL OTHER EXPENSE ITEMS	€ <input type="text"/>	€ <input type="text"/>
<i>Sum of all other expense items appearing in Profit and Loss Account of your Republic of Ireland operation (e.g. rent, leasing costs, interest payments and depreciation).</i>		

CORPORATION TAX

Q8 - Corporation Tax

Did (or will) your company pay Corporation Tax in Ireland from 2010-2013?

Year	Payment of Corporation Tax?		Rate will <u>most</u> of the profits be taxed?			Please estimate the total net tax paid (or to be paid):
	Yes	No	10%	12.5%	Other	Amount (€000's)
2011 (actual)						
2012 (estimate)						
2013 (forecast)						
2014 (forecast)						

TRAINING

Please estimate your organisation's expenditure on **formal, structured training** to management and staff (in-house and off-site).

	Actual 2011 (€000's)	Actual 2012 (€000's)
Q9 - TRAINING	€ <input type="text"/>	€ <input type="text"/>
<i>Cost of all formal structured training, in-house and external (excluding salary of those being trained, on-the-job training costs and apprentice training).</i>		

RESEARCH, DEVELOPMENT & INNOVATION

Research, Development and Innovation (RD&I) is creative work undertaken on a systematic basis using scientific and technological means to create new and improved products, processes, services and other applications. The basic criterion for distinguishing RD&I from related activities is the presence of an appreciable element of novelty and by the resolution of problems and uncertainties using scientific or technological means. Essentially these are problems where solutions are not readily apparent to someone already familiar with the stock of knowledge and techniques for the area concerned. For examples of RD&I costs, please click [here](http://www.insightsc.ie/abr/rd&i.htm) (<http://www.insightsc.ie/abr/rd&i.htm>).

Q10a - IN-HOUSE RD&I (NUMBER EMPLOYED)	Actual 2011	Actual 2012	
<i>Number of people employed (full time equivalent) on in-house RD&I within your Republic of Ireland operation.</i>	<input style="width: 80%;" type="text"/>	<input style="width: 80%;" type="text"/>	
Q10b - RD&I EXPENDITURE (IN-HOUSE)	(€000's)	(€000's)	
<i>Please estimate the total expenditure by your Republic of Ireland operation on in-house RD&I, including the payroll cost of people employed on in-house RD&I.</i>	€ <input style="width: 80%;" type="text"/>	€ <input style="width: 80%;" type="text"/>	
Q10c - RD&I EXPENDITURE (OUTSOURCED)	€ <input style="width: 80%;" type="text"/>	€ <input style="width: 80%;" type="text"/>	
<i>Please estimate the total expenditure incurred by your Republic of Ireland operation on RD&I sub-contracted to other parties</i>			
Q10d - OVERALL RD&I EXPENDITURE	€ <input style="width: 80%;" type="text"/>	€ <input style="width: 80%;" type="text"/>	
<i>Please estimate the total expenditure on RD&I, i.e. Q10b plus Q10c</i>			
Q10e - PERCENTAGE OF GLOBAL RD&I	<input style="width: 80%;" type="text"/> %	<input style="width: 80%;" type="text"/> %	
<i>If your company is part of a larger group with a manufacturing and/or other facility OUTSIDE the Republic of Ireland, i.e. global sales at Q1f, what proportion (%) of your global RD&I expenditure does your RD&I expenditure from Ireland (as outlined in Q10d above) represent?</i>			
Q10f - RD&I TAX CREDITS			
<i>Please indicate whether your organisation has availed (or will avail) of the RD&I tax credit in the following years:</i>			
Yes	<input style="width: 40px; height: 20px;" type="text"/>	<input style="width: 40px; height: 20px;" type="text"/>	<input style="width: 40px; height: 20px;" type="text"/>
No	<input style="width: 40px; height: 20px;" type="text"/>	<input style="width: 40px; height: 20px;" type="text"/>	<input style="width: 40px; height: 20px;" type="text"/>

RESEARCH PRIORITISATION

Q11 - The Government has identified 14 Priority Areas for future public investment in research. Based on the business in which you operate, please indicate the relevance of each of the Priority Areas by ticking the appropriate box on each item based on the following scale:

- 1 - No relevance,
- 2 - Directly relevant to business,
- 3 - Relevant to business and actively engaged in research in the area.

	1	2	3	
a-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Future Networks & Communications
b-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Data Analytics, Management, Security & Privacy
c-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Digital Platforms, Content & Applications
d-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Connected Health and Independent Living
e-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Medical Devices
f-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Diagnostics
g-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Therapeutics: Synthesis, Formulation, Processing and Drug Delivery
h-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Food for Health
i-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Sustainable Food Production and Processing
j-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Marine Renewable Energy
k-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Smart Grids & Smart Cities
l-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Manufacturing Competitiveness
m-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Processing Technologies and Novel Materials
n-	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Innovation in Services and Business Processes

Further Information on the Priority Areas is available [here](http://www.insightsc.ie/abr/priorityareas.pdf) (<http://www.insightsc.ie/abr/priorityareas.pdf>)

OTHER COMPANIES INCORPORATED IN THIS RETURN

Apart from this company, please list all **OTHER** companies, subsidiary companies and plants included in this return:

Company Name(s)	Address(es)

Thank you very much!

Please return a completed form via e-mail to abr@insightsc.ie or by post to:
Forfás, Annual Business Survey Unit, Wilton Park House, Wilton Place, Dublin 2.

Appendix 3: Forfás Board Members

Eoin O'Driscoll (Chairman)

Chairman, Southwestern

Martin Shanahan

Chief Executive, Forfás

Mark Ferguson

Director General, Science Foundation Ireland

John Murphy

Secretary General, Department of Jobs, Enterprise and Innovation

Barry O'Leary

Chief Executive, IDA Ireland

Frank Ryan

Chief Executive Officer, Enterprise Ireland

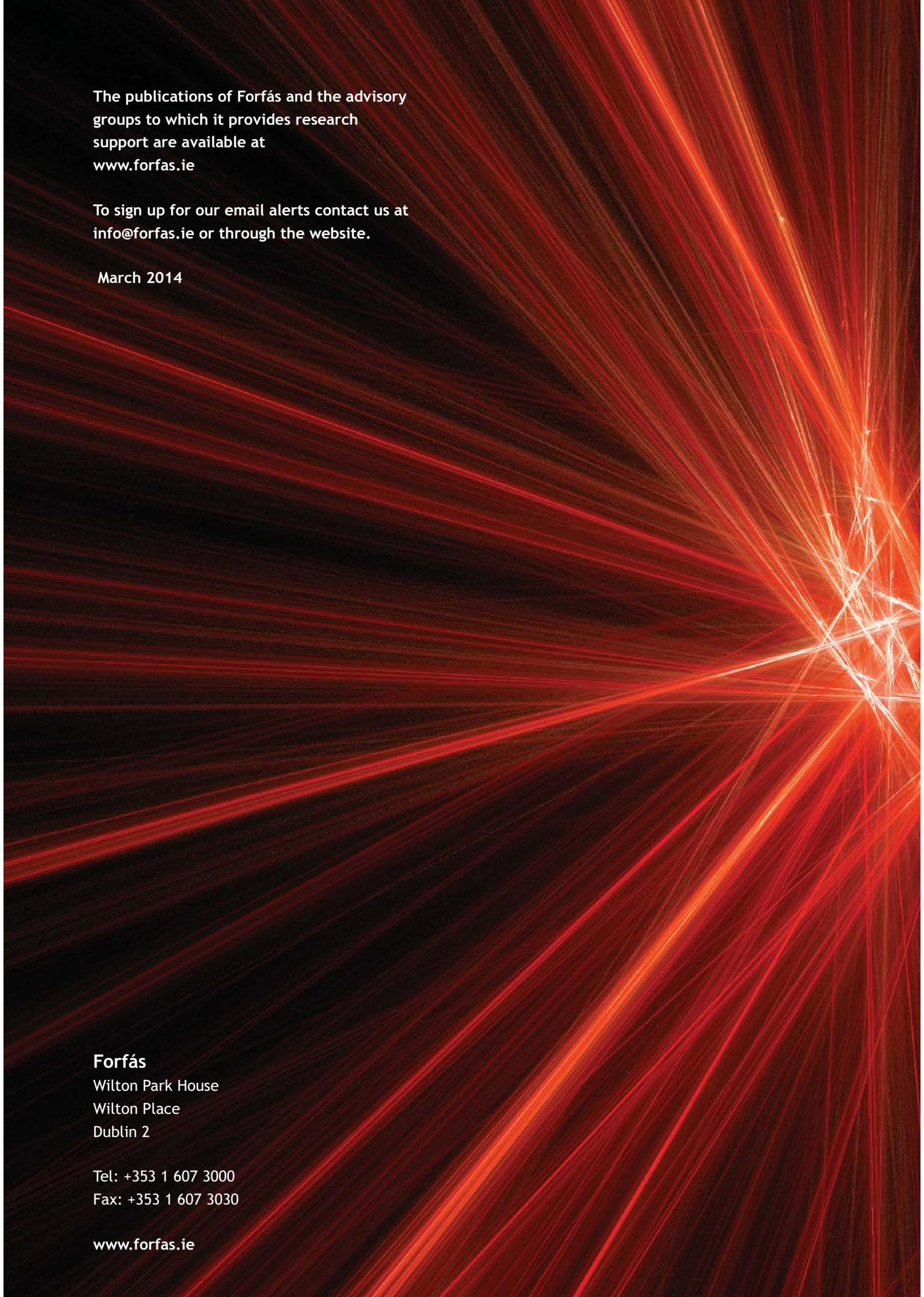
Michael O'Leary

Secretary to the Board, Forfás

Appendix 4: Recent Forfás publications

Addressing Future Demand for High-Level ICT Skills Forfás, EGFSN	November 2013
Business Expenditure on Research & Development (BERD) 2011/2012 Forfás, CSO	August 2013
State Investment in Research & Development 2011 - 2012 Forfás	August 2013
Social Enterprise in Ireland: Sectoral Opportunities and Policy Issues Forfás	July 2013
Ireland's Construction Sector: Outlook and Strategic Plan to 2015 Forfás	July 2013
Forfás Annual Report 2012 Forfás	July 2013
Research Prioritisation: Framework for Monitoring Public Investment in Science, Technology and Innovation and 14 Action Plans Forfás	July 2013
Monitoring Ireland's Skills Supply - Trends in Education and Training Outputs 2013 EGFSN	July 2013
National Skills Bulletin 2013 EGFSN	July 2013
Annual Business Survey of Economic Impact 2011 Forfás	July 2013
Global Entrepreneurship Monitor (GEM) 2012 Global Entrepreneurship Monitor	July 2013
Annual Employment Survey 2012 Forfás	July 2013
Ireland's Competitiveness Performance 2013 Forfás	May 2013
Making it in Ireland: Manufacturing 2020 Forfás	April 2013
Future Skills Requirements of the Manufacturing Sector to 2020 EGFSN	April 2013

Sectoral Regulation Forfás	April 2013
EGFSN Statement of Activity EGFSN	March 2013
Costs of Doing Business in Ireland 2012 Forfás	March 2013
Vacancy Overview 2012 EGFSN	February 2013
Action Plan for Jobs 2013 Forfás, DJEI	February 2013
A Review of the Equity Investment Landscape In Ireland Forfás	January 2013
Regional Labour Markets Bulletin 2012 EGFSN	January 2013
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