

Enterprise Ireland – Accelerating the growth of Irish companies in world markets



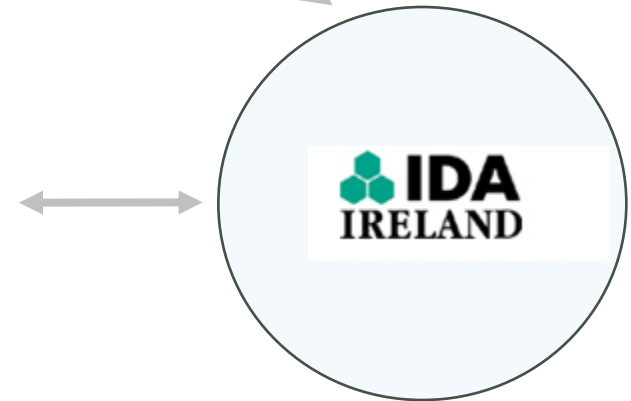
An Roinn Fiontar, Trádála agus Fostaíochta
Department of Enterprise, Trade and Employment



Irish owned enterprise



**Policy analysis
and advice**



Inward Investment

Market Drivers

- New Regulation around Sustainability
- National & International Stimulus Packages
- Increased awareness around Climate change/Environmental issues

- Some stats....
 - 2007 global market for CleanTech 1,100billion – 35% growth by 2012 – 60% in renewable energy & 50% in energy efficiency(datamonitor 08)
 - Investment in CleanTech now 3rd largest sector in US – 4.1billion in 08

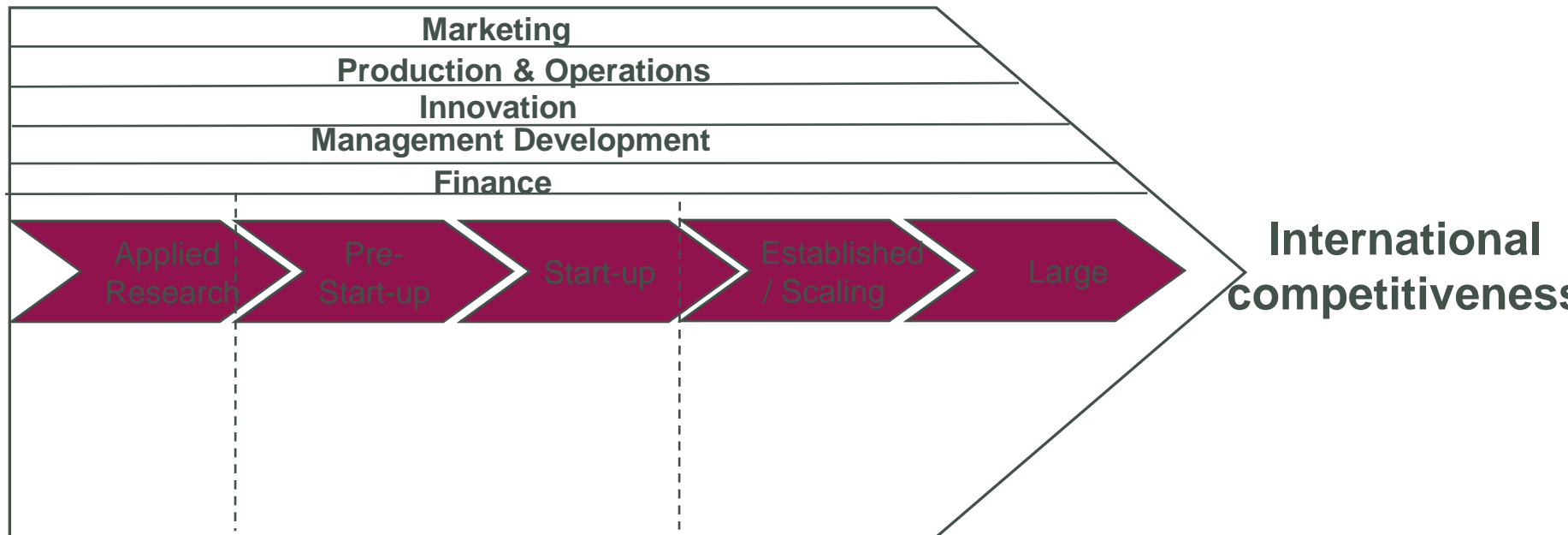
Why Ireland as global CleanTech Sector

- **Strong IT/ Electronics/ Engineering expertise**
- **Government Agenda around CleanTech**
- **Existing Reputation – NTR, ESB, Bord na Mona, One51**
- **Demographics & Ambition**

What role will EI play ?.....

From Research to Market

Enterprise Ireland Value Chain



- *Accelerate indigenous export growth*
- *Develop platform for longer term growth*
- *Build innovation capability and linkages with 3rd level*
- *Develop leadership/management capability & international networks*

Key strategic targets 2008-2010

Strategic Objective		2008-2010 Target
1	New export sales	€4 billion
2	In-company R&D spend	
	<ul style="list-style-type: none"> • Increase the number of companies engaged in meaningful R&D (€100,000 spend annually) to: • Increase the number of companies engaged in significant R&D (€2 million spend annually) to: 	<p>800*</p> <p>55**</p>
3	New high potential start-ups (with 50% in regions outside Dublin)	200 (100)
4	Growing companies of scale	
	<ul style="list-style-type: none"> • Increase the number of clients achieving annual global sales of €5 million to: • Increase the number of clients achieving annual global sales of €20 million to: 	<p>635 (+15%)</p> <p>225 (+20%)</p>

With an overall target of *1,050 by 2013 and **100 by 2013

International Exports Plummet

	2005 %	2006 %	2007 %	2008 %	2009 <i>Most Recent Month Available</i>
US	11	14	12	12	- 22
Euro	8	12	9	4	- 24
Germany	7	13	9	3	- 23
UK	11	15	-9	14	- 7
China	28	24	20	17	- 17
Japan	7	15	12	10	- 46
Ireland	3	0	3	-3	- 5

Growth Rates Deteriorate Sharply

	2005	2006	2007	2008	2009 <i>Forecast Oct 08</i>	2009 <i>Forecast April 09</i>	2010 <i>Forecast April 09</i>
US	2.9	2.8	2.0	1.1	0.1	-2.8	0
Euro	1.7	2.9	2.7	0.9	0.2	-4.2	-0.4
UK	2.1	2.8	3.0	0.7	-0.1	-4.1	-0.4
China	10.4	11.6	13.0	9.0	9.3	6.5	7.5
Japan	1.9	2.0	2.4	-0.6	0.5	-6.2	0.5
Russia	6.4	7.7	8.1	5.6	5.5	-6.0	0.5
Brazil	3.2	4.0	5.7	5.1	3.5	-1.3	2.2
India	9.2	9.8	9.3	7.3	6.9	4.5	5.6
Ireland	6.4	5.7	6.0	-2.3	-0.6	-8.0	-3.0

**Working with our clients –
Enterprise Ireland provides support at key stages of development**

**High Potential
Start-Ups**

Entrepreneurs
starting companies
with the ability to
compete in
world markets

Scaling

Ambitious companies
with the ability to
grow to scale and
achieve significant
global success

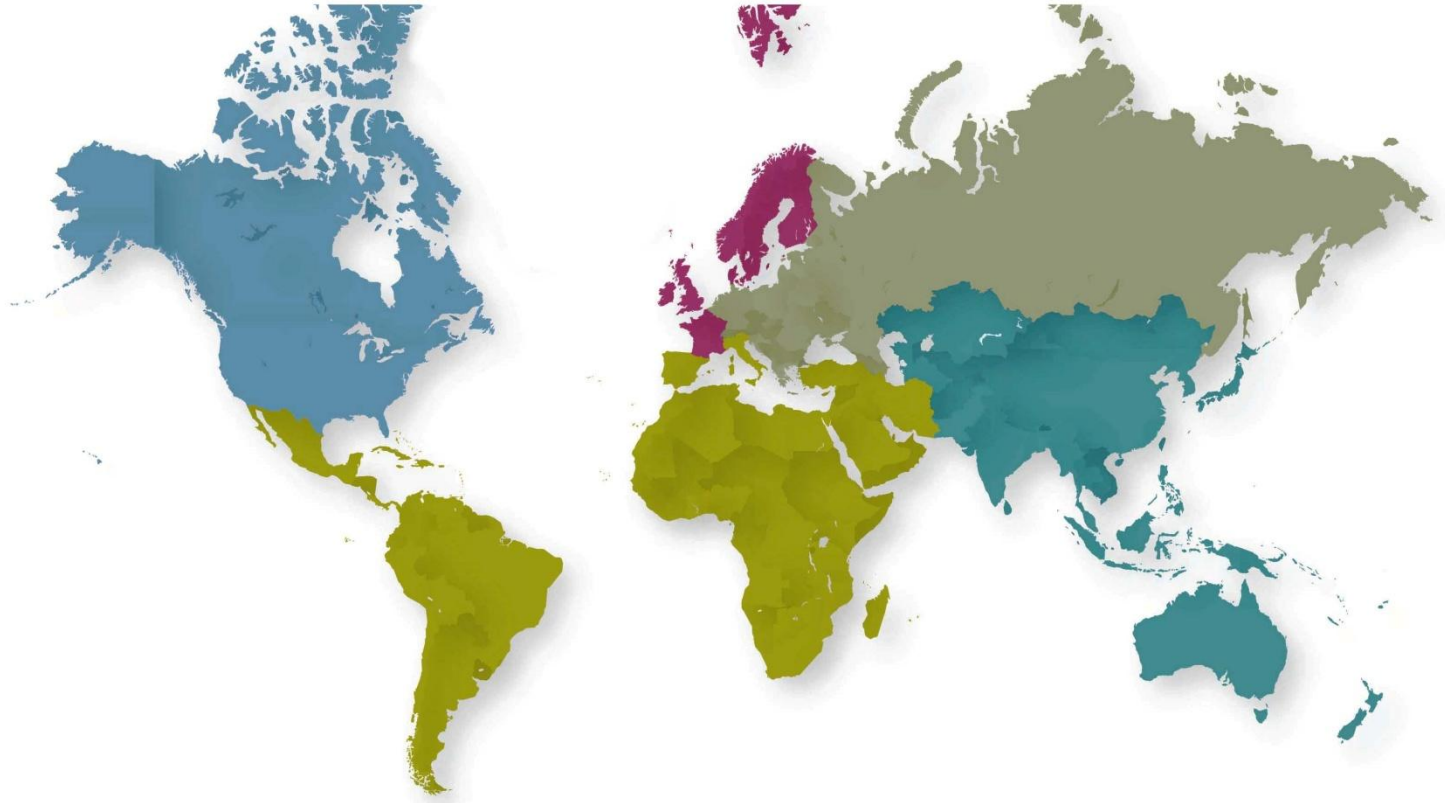
Established SMEs

Manufacturing and
international-traded
services companies
employing
ten or more

MNC's

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

International Office Network (31 Offices)



North America
Boston
New York
Silicon Valley
Toronto

Northern Europe
Amsterdam
Brussels
Glasgow
London
Paris
Stockholm

Southern Europe, Middle East and Africa, Latin America
Dubai
Madrid
Mexico City
Milan
Riyadh
Sao Paulo

Germany, Central and Eastern Europe, Russia and CIS
Budapest
Dusseldorf
Moscow
Prague
Warsaw

Asia / Pacific
Beijing
Guangzhou
Hong Kong
Kuala Lumpur
New Delhi
Seoul
Shanghai
Singapore
Sydney
Tokyo

Driving competitiveness and growth in CleanTech

Capitalise on emerging opportunities

- Waste Management & Recycling
- Renewable Energy
- Energy Efficiency
- Water
- Services

Focusing on areas of strong growth potential with existing capability.....

Driving competitiveness and growth in CleanTech

Sectoral Initiatives

- Financing
- Internationalisation
- Networks & Collaboration
- Early Reference sites

Enterprise Ireland Funding Supports

- Funding to explore new ideas / new markets
- Funding for Start-up companies
- Growth Funding
- R&D Offer
- Development Fund
- Research

- Enterprise Ireland's offer to clients is both financial and non-financial.
- Enterprise Ireland works as a partner to support you to
 - **Plan** your strategy and development
 - **Develop** capabilities and skills
 - **Access** overseas markets and new technologies
 - **Finance** start-up, growth and innovation projects
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