Driving Enterprise, Delivering Jobs
Enterprise Ireland
End of Year Statement 2015
Record Year for Job Creation for Enterprise Ireland Supported Companies

21,118
NEW JOBS CREATED IN TOTAL BY ENTERPRISE IRELAND SUPPORTED COMPANIES IN 2015 – HIGHEST GAIN IN THE HISTORY OF ENTERPRISE IRELAND

10,169
NET JOBS CREATED WHEN JOB LOSSES ARE TAKEN INTO ACCOUNT

192,223
PEOPLE EMPLOYED BY ENTERPRISE IRELAND SUPPORTED IRISH COMPANIES

Job Creation in 2015
TOTAL JOB CREATION

64%
OF NET NEW JOBS WERE CREATED OUTSIDE OF DUBLIN

Increases in employment in sectors

CONSTRUCTION, ENERGY

INFORMATION, COMMUNICATIONS & TECHNOLOGY

NON-FOOD MANUFACTURING

Key Performance Sectors

TECHNOLOGY

BUSINESS PROCESS OUTSOURCING

AGRI TECH

“We have seen the highest level of full time jobs created, the lowest level of jobs lost and the highest net increase in jobs in what has been the best year for job creation in Enterprise Ireland’s history.”

Julie Sinnamon, Enterprise Ireland CEO

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“...”

Note that the % total employment figures are indicative of trends based on current year total employment figures and are unadjusted.

Cover Images: Start – Founders Seán Fennell and Julie Cumid of HPSU Initiative. Innovate – Arralis has been awarded Horizon 2020 EU funding of over €1.1 million. Scale – Feargal Murray, CEO of Hostelworld. Anticipate – Enterprise Ireland CEO, Julie Sinnamon, and Minister for Skills, Research and Innovation, Damien English, T.D.
START

500
Investments in start-up companies working with the 31 local Enterprise offices (LEOS)

105
High potential start-ups funding approvals

112
Competitive start fund approvals

15
Investments in internationally mobile start-ups

61
Investments in new start-ups led by female entrepreneurs

INNOVATE

86
R&D approvals of more than €100k to client companies

€135m
Secured in Horizon 2020 funding

875
Collaborative innovations between industry & third level

€35m
New dairy processing technology centre

SCALE

INTERNATIONALISATION

1,239
New and significant contracts secured overseas (with EI assistance)

45
New first time exporters to high growth markets (> €25k)

428
New overseas presences established

INTERNATIONALISATION & COMPETITIVENESS

1,064
International buyers were brought to Ireland by Enterprise Ireland and 121 international trade missions and knowledge events were organised

1,000+
CEOs and managers participating in Enterprise Ireland’s leadership & management development programmes

ANTICIPATE

WE ARE PROMOTING
Ireland as a destination for higher education
THROUGH THE EDUCATION IN IRELAND BRAND

IN 2015, IRELAND BECAME THE
7th most popular study abroad destination FOR U.S STUDENTS.

Ranked Number 3 Globally for Seed Investment
BY THE LEADING INTERNATIONAL INVESTMENT PLATFORM PITCHBOOK

WE HAVE A SPECIAL REMIT TO ATTRACT
food-industry FDI
AND BROUGHT EDLONG INGREDIENTS AND AMAZON INVESTMENTS TO IRELAND

11
HPUs from research
OUR CLIENTS ARE CREATING JOBS AND WEALTH ACROSS IRELAND

21,118 new jobs

Business process outsourcing

Business process outsourcing (BPO) was one of our primary growth industries in 2015, as Irish companies announced hundreds of new jobs. This included 400 by Voxpro in Cork and 200 by Waterford-headquartered Eishtec in Clonmel.

Dairy

Kerry’s Global Technology and Innovation Centre in Newbridge is already employing over 800 and has committed to 100 new hires in 2016.

Glanbia has opened three new facilities Virginia, Co Cavan; Baileymarket, Co Kilkenny and a €180m flagship milk nutrition centre in Belview, Co Kilkenny.

Lakeland Dairies cut the sod on a €36m expansion of its milk processing facilities, creating over 80 jobs in Bailieboro, Co Cavan.

In the meat sector, ABP Food Group is investing €50m and creating over 150 new jobs in Cahir, Co Tipperary, and Glenhaven is creating over 100 jobs in Wicklow.

Food

Two new food Foreign Direct Investment companies brought to Ireland: the US-based dairy flavour and ingredients player Edlong Ingredients, and Amazon Investments, a Turkish petfood producer.

Industrial

Tricel, headquartered in Killarney, is creating 100 new jobs providing composite fabrication for the water and construction markets.

EPS has announced a €3m investment in a new water expertise design and manufacturing centre, creating 50 jobs in Cork.

Lifesciences

ICON plc, an Irish company providing development services to life science players in 40 countries, is establishing a global innovation hub. This will create 200 jobs in Limerick and Dublin, mining clinical trials data for insights to speed and improve new drugs coming to the market.

We are Investing €1m in an expansion by Perigord Premedia. The Dublin company has transformed from traditional label printing to provide outsourced artwork and label printing for international life science players.

Voxpro founders Linda and Dan Kiely

Combilift, a manufacturer of specialist warehouse and logistics equipment, is creating 200 new jobs in a €40m investment in Monaghan.

Newsweaver, a market leader in internal communications applications, is creating 60 new jobs in its Cork HQ to support the expansion of its global customer base.

Genesis Automation is creating 58 new jobs in Cork as it helps NHS hospitals in the UK address inventory costs.

Enterprise Minister Richard Bruton T.D. with Aoic Duffy Chairman of Lakeland Dairies and Group Chief Executive Michael Hanley

Enterprise Ireland supported companies created 21,118 new jobs in 2015, resulting in a net increase of 10,169 in the number of people employed. Overall direct employment in Enterprise Ireland client companies reached 192,223, of which 165,630 were full-time jobs and 26,593 other jobs.*

* Source: The Annual Employment Survey carried out by the Department of Jobs, Enterprise and Innovation.
• We have backed a top tier of **105 ambitious new High-Potential Start-Ups (HPSUs)**

• Our **Competitive Start Fund** is investing up to €50,000 each in **112** new early-stage businesses.

• The second competitive call under our **Seed & Venture Capital Scheme (2013 – 2018)** has made up to an additional €65m available for co-investment in seed funds.

• We have been ranked **Number 3 globally for seed investment** by the leading international investment platform PitchBook.

• Our **Centre of Excellence is working with the new network of 31 Local Enterprise Offices** developing a world-class ecosystem to provide rich and consistent quality support for small and micro start-ups throughout all regions in Ireland.

• Approximately **500 Local Enterprise Office start-ups have been funded.**

• **A new Competitive Start Fund (CSF)** was launched to attract internationally mobile start-ups - **15 approved**

• We have supported the launch of **6 Regional Action Plans for Jobs**. The plans set out specific collaborative actions to make a real impact on regional jobs potential.

• **The Community Enterprise Initiative** was launched, with 118 applicants from all over the country applying for support from the €5m fund.

• Approximately **500 Local Enterprise Office start-ups have been funded.**

• **Supporting Female Entrepreneurs**

• **Highest ever number of new food sector high-potential start-ups (HPSUs) at 8.** This includes two new whiskey projects: The Connacht Whiskey Company, in Ballina, Co. Mayo, and the Boann Distillery, in Drogheda, Co. Louth.

• **Largest start-up investment: the East Coast Bakehouse,** in Drogheda, starts construction. This is set to employ 100 people producing biscuits for the Irish and UK markets in 2016.

• **We supported Ireland’s Best Young Entrepreneur 2015**

  **24 year old James Foody has been named Ireland’s Best Young Entrepreneur 2015, having co-founded Ayda, based in Glanmire and San Francisco.** The Ayda mobile app is being designed to help women track fertility levels, and a wearable fertility tracker solution is due to launch in mid-2016.

  Enterprise Minister Richard Bruton T.D. with Ireland’s Best Young Entrepreneur 2015, James Foody, co-founder of Ayda

• **€500,000 Enterprise Ireland Competitive Start Fund** to support ambitious business women starting new enterprises.

• **nearForm, a leader in Node.js and microservices,** announced plans to create **100 jobs at its Waterford HQ.**
• **86 R&D funding packages of over €100,000** are enabling companies to invest in the people, resources and facilities required to deliver ambitious research programmes.

• **A record 875 collaborative projects between companies and higher education**, ranging from small Innovation Voucher projects to potentially transformative Innovation Partnerships, will provide our clients with new commercial opportunities, cost savings or improvements in innovative capability.

• **The new €35m Dairy Processing Technology Centre is positioning Ireland as a world leader in dairy innovation.** The companies that are partners in this new technology centre cumulatively process 85% of Ireland’s milk pool and produce €2.5bn in exports annually.

• **The €5 million Applied Research for Connected Health (ARCH) Technology Centre** is enabling clinical, engineering and IT researchers to collaborate in delivering next-generation healthcare solutions.

• **A new National Health Innovation Hub** will drive collaboration between the health system and enterprise.

• **Regional SME Innovation Leaders Networks** piloted in the west and southwest are enabling SMEs to connect regionally for peer-to-peer learning and to network with higher education institutes.

• **We have backed 11 High Potential Start-Ups from research.**

• **100 technologies with market potential** were transferred to companies.

• **The €20.6m Eolas campus incubation centre in Maynooth University** will support collaboration with industry and spinouts from research.

• **Over 2,200 users per month are accessing the Knowledge Transfer Ireland web portal** – the first resource of its kind in Europe, as a single repository for all technology and expertise available from the national research system.

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**PMD Solutions is to receive €4.2m in Horizon 2020 funding** to develop a new, wearable respiratory monitoring device. The funding will enable the Cork-based SME to commercialise its RespiraSense product, providing advance warning for general ward medical staff of a possible deterioration in patient condition.

**ENBIO is establishing a €1.5m centre of excellence in Clonmel** to produce surface ‘sunscreen’ treatments designed to protect vital parts of the European Space Agency solar orbiter satellite when it launches in 2017.
• Enterprise Ireland brought 1,064 international buyers to Ireland, forging international introductions for our clients with potential buyers, sales partners and for research collaboration.

• 121 international trade and knowledge events, including 18 trade missions to the UK, US, Dubai, Saudi Arabia, Qatar, Turkey, Central and Northern Europe, South Africa, China and India.

• The inaugural Arab-Irish business forum.

• €50m in contracts secured on trade mission to West Africa.

• 300 medtech buyers attended the MedInIreland expo and over 1,000 client meetings took place.

• The €490m Development Capital Scheme is funding mid-sized, export-oriented businesses.

• Over 1,000 executives in more than 500 companies have participated in our leadership and management development programmes.

• Our Graduate for International Growth programme was recognised as ‘Best Graduate Training & Development Programme’ at the gradireland Graduate Recruitment Awards 2015.

• Enterprise Ireland realised value through client company trade sales and investments, including Logentries, which was acquired by Rapid7.

• Other acquisitions included: 3V Technologies by SafeCharge in UK; Duolog Technologies by ARM, the world’s largest smartphone chipmaker; Amartus by Huawei, China; Aran Chemicals by Almac; Brown Bag Films by 9 Story Media Group; Creagh Medical by SurModics; Powervation by Rohm, Japan; Celtrak by Thermoking; and Trustev by TransUnion.

• In 2015 Enterprise Ireland transferred a total of 25 clients employing over 2,037 people to IDA Ireland as a result of mergers and acquisitions.

• Four IDA clients employing 163 people transferred to Enterprise Ireland as a result of the companies transferring into Irish ownership.

Through the Education in Ireland brand, Enterprise Ireland promotes Ireland as the overseas study destination of choice for higher education. In 2015, Ireland became the seventh most popular study abroad destination for US students. Having risen from ninth place in 2014, Ireland is the fastest growing destination of any country in the top 10.

Our clients are winning significant international investments. Machine vision specialist Movidius has raised US$40m led by Summit Bridge Capital.

Hostelworld raised €180m in an IPO on the Irish and London stock exchanges in November.

Cubic Telecom has secured €18m co-investment from Audi Electronics Venture GmbH and Qualcomm Incorporated (QCOM). Separately, the Dublin company has announced a €1m deal with LeTV in China to roll out a new mobile phone data service for customers travelling outside China.

Announcing Enterprise Ireland’s 2015 programme of 121 international trade missions and events, Enterprise Minister Richard Bruton T.D.; Foreign Affairs Minister Charlie Flanagan T.D., Mark Roden, ding* CEO and Julie Sinnamon, CEO Enterprise Ireland. The announcement took place at ding*, the world’s largest top-up provider, and an innovative Irish company, which has benefited from trade missions and Enterprise Ireland support.
Fintech is emerging as one of the most disruptive sectors in ICT. Seven high-potential start-ups supported in 2015 are targeting the technology for financial services (fintech) market, addressing banking challenges like compliance and responding to the disintermediation trend with peer-to-peer platforms.

Our existing fintech clients are in expansion mode. Brite:Bill, the Dublin based billing communications platform provider, is creating 100 new jobs on the back of recent major multi-million dollar contract wins in North America.

Blue Insurance Ltd is to create 100 new jobs as it broadens its personal insurances lines and expands internationally.

Payback Loyalty is to double its workforce with 28 new jobs in a €2.5 million expansion in Limerick.

Fintech companies are also raising significant funding. Fenergo, which develops client lifecycle management solutions, has secured a US$75m investment from New York-based Insight Venture Partners.

CurrencyFair has raised €10m in its latest funding round.

In 2015, Enterprise Ireland brought strong insight on Irish-owned businesses innovating and winning business in world markets to five national strategies:
- FoodWise 2025
- International Financial Services Strategy 2020
- Action Plan for Jobs
- Enterprise 2025
- Innovation 2020

We are anticipating and acting on medium-term trends of opportunity and challenges for our clients, by further sharpening our focus on high-growth markets and developing market-driven technology road maps for key sectors.

The online currency exchange service CurrencyFair has become the first platform globally to break the $1bn barrier in money-matching transfers.

Collaborating with the Design and Craft Council of Ireland, our enterprise-focused programme is geared towards supporting a next generation of start-ups led by designers, promoting Irish design in overseas markets and highlighting design as a market differentiator for our clients.

The Design and Craft Council of Ireland

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