

Ireland

Future growth through M&A

Leo Clancy, Chief Executive
16th November 2023



Thriving Irish Economy

	1973	2022
Gross National Product*	€51bn	€336bn
Working Population	1.1m	2.6m
# in 3 rd Level Education	26,000	181,000**

* 2021 Market Prices

Projected Budget Surplus of 8.8bn in
2023 (on c.€90bn expenditure)



Enterprise Ireland

800 professionals dedicated to helping Irish companies succeed in global markets to deliver sustainable prosperity throughout Ireland.

Investment

- Fund Investment
- Direct Equity
- Technology Transfer
- Research & Innovation
- Grant Aid

€500M+ Budget

Capability Development

- Entrepreneurship
- Regional Infrastructure
- Input to Policy
- Advice and Support
- Productivity, Innovation, Skills

4,000 Direct Clients

Market Access

- Sales & Market Strategy
- Market Insights
- Advice and Support
- Customers & Channels
- Advocacy & PR

39 Overseas Offices

Fund Investments

Cornerstone Limited Partner in Irish Venture Funds since 1994

6 Schemes

€752m Committed

3,500 Investments*

74 VC Funds

€3.3bn Total in Funds

€1.8bn Invested*

* end of 2021



Equity Investments

Investing Directly in High Potential Irish Companies since 1990

- Pre-Seed instrument €100k Convertible Loan Note for €10k match
- Seed stage investment typically from €250k with minimum 100% match, Ordinary Shares, CLN, Convertible Instruments
- Patient Investor with Economic Development objective

1400+ Investee Companies

WhiteSwell





Entrepreneurial Ecosystem

Deeply embedded in supporting national and regional entrepreneurship

STUDENT
ENTREPRENEUR AWARDS

Local Enterprise Office
Making It Happen

IDA
Ireland
invest in extraordinary

WestBIC
South East
BIC

New Frontiers | Enterprise
Ireland

InterTradeIreland

CORKBIC
furthr
accelerating. Funding. Connecting.

HBAN

Ciste Infheistíochta Straitéisí d'Éirinn
Ireland Strategic Investment Fund
Gníomhaireacht Bainistíochta an Chisteáin Náisiúnta
National Treasury Management Agency

Údarás na Gaeltachta

Invest
Northern Ireland

dogpatch
LABS

rdi
hub
Research | Development | Innovation

PorterShed
#backedbyAIB

ENTERPRISE IRELAND 2020
ACTION PLAN FOR WOMEN
IN BUSINESS

FUELLING GROWTH THROUGH DIVERSITY

SELECT
USA
The United States is Open for Business

Enterprise
Ireland



Enterprise Research & Innovation

Investing in industry-focused research to drive knowledge outcomes

Research Centres

26 Centres & Gateways focused on collaborative, industry-focused research.



Commercialisation

Significant non-dilutive funding for turning commercially viable research into a company (€15m p.a.)



Horizon Europe

€485M won in Horizon Europe (€1.5bn target to 2027);
€129M approvals under EIC
(both since start 2021)

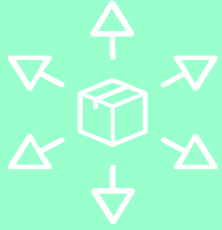


Disruptive Tech

500M challenge-based fund over 10 years, supporting up to 50% of cost of ground-breaking research.

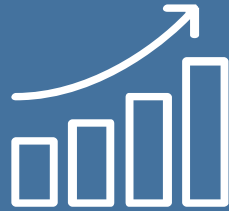


Enterprise Ireland Strategy



Export-focused Irish enterprises delivering growth in all regions

- Job Creation
- Regional Impact
- Export Growth & Diversification



Ireland as a world-leading location to start and scale a business

- Entrepreneurship & Start-ups
- Scaling
- Skills & Diversity



Irish firms competing globally through focus on productivity

- Operational Excellence
- Digitisation
- Innovation Capability



Driving sustainability and achieving climate action targets

- Carbon Reduction
- Sustainability Plans
- Green Economy Opportunities



The world's most successful enterprise development team

- Future Ready Team
- Client Service Excellence
- Strategic Partner

Key Client Results 2022

218,178

Employment
(68% outside Dublin)

€32bn

Client Exports
(71% outside UK)

€37.8bn

Irish Economy
Spend

€1.5bn

Innovation Spend

The key return on investment in Enterprise Ireland is the economic contribution and sustainable performance of our export-oriented firms.

Enterprise Strategy

- Decarbonisation & Sustainability
- Digital Transformation
- Continued Growth in FDI Value
- Strengthen Irish-owned Enterprise
- Locally Traded Productivity
- Increased Enterprise Innovation
- Clustering & Regional Success



Enterprise Ireland & Scaling

Towards 50% Growth in Large Irish Enterprise by 2030

Current Supports

- Leadership Development
- Grant Aid & Knowledge - capital, employment, R&D, productivity, digital and sustainability
- Market access – strategy, consultancy, training, in-market support
- Finance & IPO training, mentors, networking

Scaling Work (in Progress!) Programme

- Networking in Scaling Clusters
- Strategic Finance Support
- Go-to-market focus in key growth locations and / or sectors
- Support for investment at scale
- Consultancy, Mentoring, Networking, Board connections
- **Growth through M&A**

Trial and evaluate dedicated scaling support for very high potential companies during 2024.

M&A Already Important to Irish Firms



Proudly Welcomes



EPS Group Expands Footprint in UK with Ferrier Pumps

EPS Group has further expanded its presence in the UK with the acquisition of Ferrier Pumps Limited, a multi-faceted engineering company with 40 years experience and pedigree...

[News](#)

11 February 2021

Advantio joins Integrity360

Press Releases

Advantio acquired by Integrity360 to expand European provide complementary cyber services capab.



2 months ago

Writech Acquires Three Businesses As It Eyes €124m Revenue Mark

Writech Fire, part of Mullingar-based fire safety engineering group Writech, has announced three acquisitions, including Dublin-based Ideal Fire, for a total sum understood to be in the tens of millions. Headed...



Partnership with US firm launches Stryve's multi-cloud offer to a global market

Stryve strikes a joint venture deal with South African SD-WAN vendors, MikroCloud in a bid to access a €5 billion global market.



Stryve Ventures into €5bn Global Market

Stryve strikes a joint venture deal with South African SD-WAN vendors, MikroCloud in a bid to access a €5 billion global market.

Mail Metrics announces the acquisition of Dafil

Mail Metrics makes third acquisition in three years



Tricel acquires Gem Oils Ltd



TRICEL ARE EXPANDING THEIR DISTRIBUTION DIVISION

TRICEL ARE DELIGHTED TO WELCOME THE GEM OILS TEAM TO THE GROUP.

Ireland's Economic Horizon

