



IDA Ireland

Ireland's Investment Promotion Agency

Presentation to:

September 2023

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Ireland. We make it **happen.**



IDA strategy aligned to key national policies



FDI remains a key component of revised Irish Enterprise Policy



Rialtas na hÉireann
Government of Ireland

White Paper on Enterprise
2022 - 2030

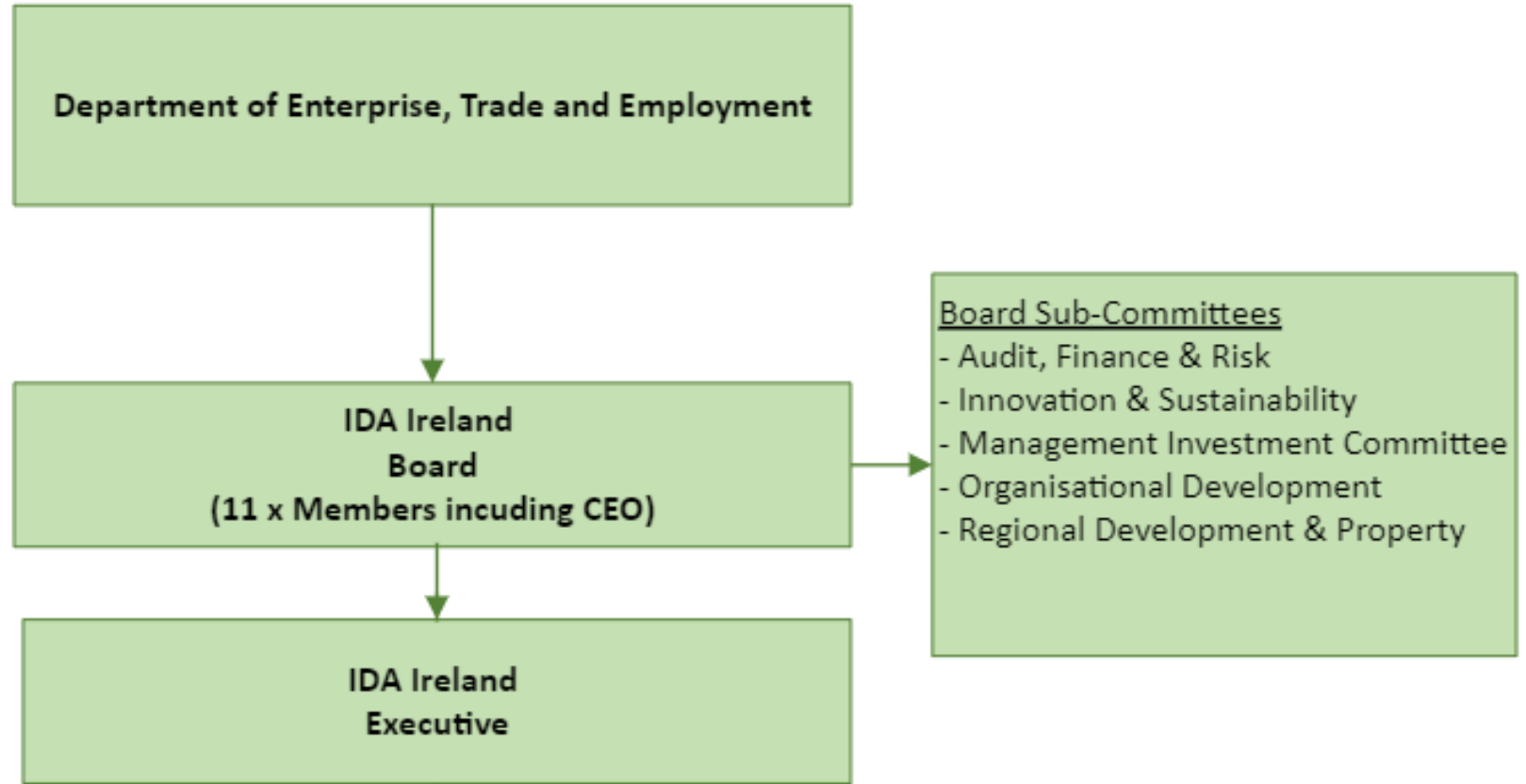


7 priority enterprise policy objectives



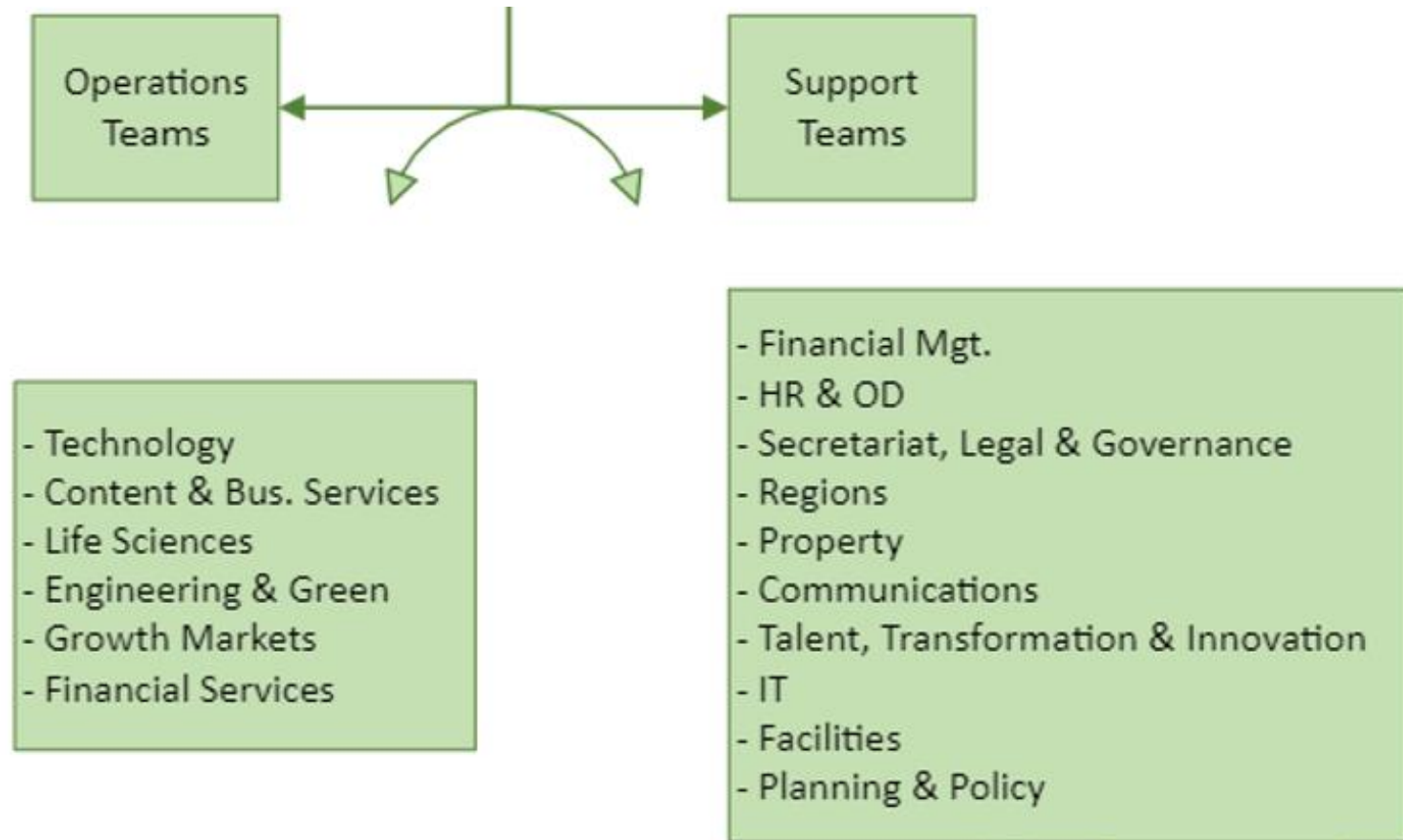
IDA Organisation Structure

- IDA Ireland is an autonomous Statutory Agency set up under the Industrial Development Acts 1986 - 2019
- IDA Ireland receives its funding from government via the Department of Enterprise, Trade & Employment
- IDA Ireland sets its own strategy guided by government policy which is then endorsed by the Minister for Enterprise
- IDA Ireland is one of two enterprise agencies. Our sister agency Enterprise Ireland is responsible for indigenous industry



IDA Operations and Support Teams

- IDA Ireland has multiple teams split between operations functions and support functions.
- Operational teams work directly with client companies and target companies building and maintaining relationships, and supporting directly with their business operations in Ireland.
- The key operational sectors IDA Ireland focus on are Technology, Consumer Goods, Business Services, Emerging Business, Life Sciences, Engineering, Green Economy, Growth Markets and Financial Services.
- Support teams work in a variety of areas supporting the organisation and wider government ecosystem through a wide range of activities.



IDA Mission & Vision

Mission



IDA partners with multinational companies to win and develop foreign direct investment, providing jobs, economic impact and opportunity for the people of Ireland.

Vision



For the benefit of the people of Ireland, IDA will be the best and most successful Investment Promotion and Development Agency (IPDA) in the world.

IDA Values

Values

In order to provide opportunity, equality and well-being for the people of Ireland and strive to the best and most successful IPDA we will uphold the following values:



People

We value the competence, dedication and commitment to excellence of all our people and make IDA Ireland a diverse and inclusive place for staff to work, develop and succeed.



Professionalism

We are dedicated to understanding the needs of leading-edge clients and then delivering timely, commercial and innovative solutions. We act on the basis of integrity, trust, fair treatment and responsiveness.



Passion for achievement and performance

We set and achieve ambitious goals in the very competitive and dynamic arena of FDI.



Public Service

We take pride in delivering jobs and investments and we collaborate/partner with other public bodies to deliver our mission and contribute to theirs.

Strategy 2021-2024

IDA's Driving Recovery and Sustainable Growth strategy

will be delivered through a focus on five pillars:



GROWTH

Win investment to support job creation and economic activity.

TRANSFORMATION

Partner with clients for future growth in Ireland.

REGIONS

Win investment to advance regional development.

SUSTAINABILITY

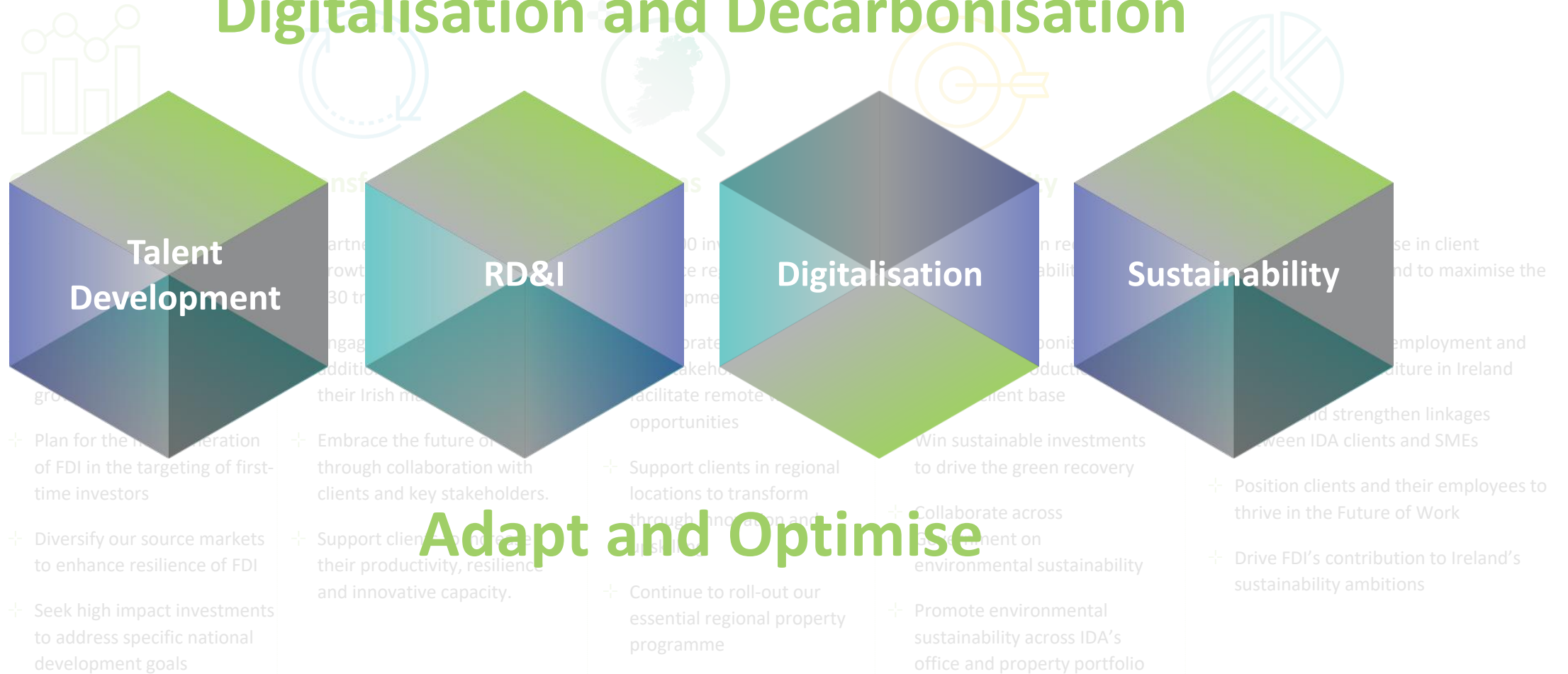
Embrace an inclusive and green recovery.

IMPACT

Maximise FDI's positive impact on local businesses and communities.

Driving recovery and sustainable growth

Era of Transformation, Digitalisation and Decarbonisation



Global Factors Shaping FDI Outlook

Strategic Context: Operating Environment has shifted

Ireland's value proposition remains strong, but growth pressures are evident...

... globally, politics, investment, climate, technology and Innovation increasingly intertwined



Rise of geopolitics



Strategic autonomy



Industrial policy



Sustainability imperative



Technological advances



Global tax changes

Our clients



Ireland has a proven track record as an FDI destination

Existing Base

Longevity, resilience and commitment of MNCs to Ireland is seen through 1,796 IDA client MNC operations in Ireland today.

50% in Ireland for 10 years or more.

33% in Ireland for 20 years or more.

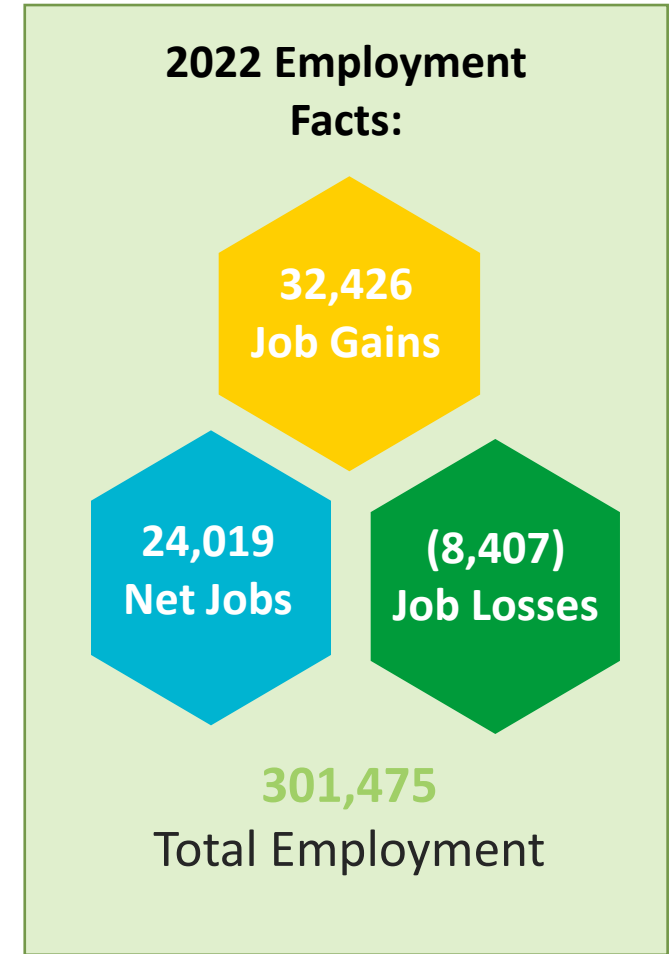
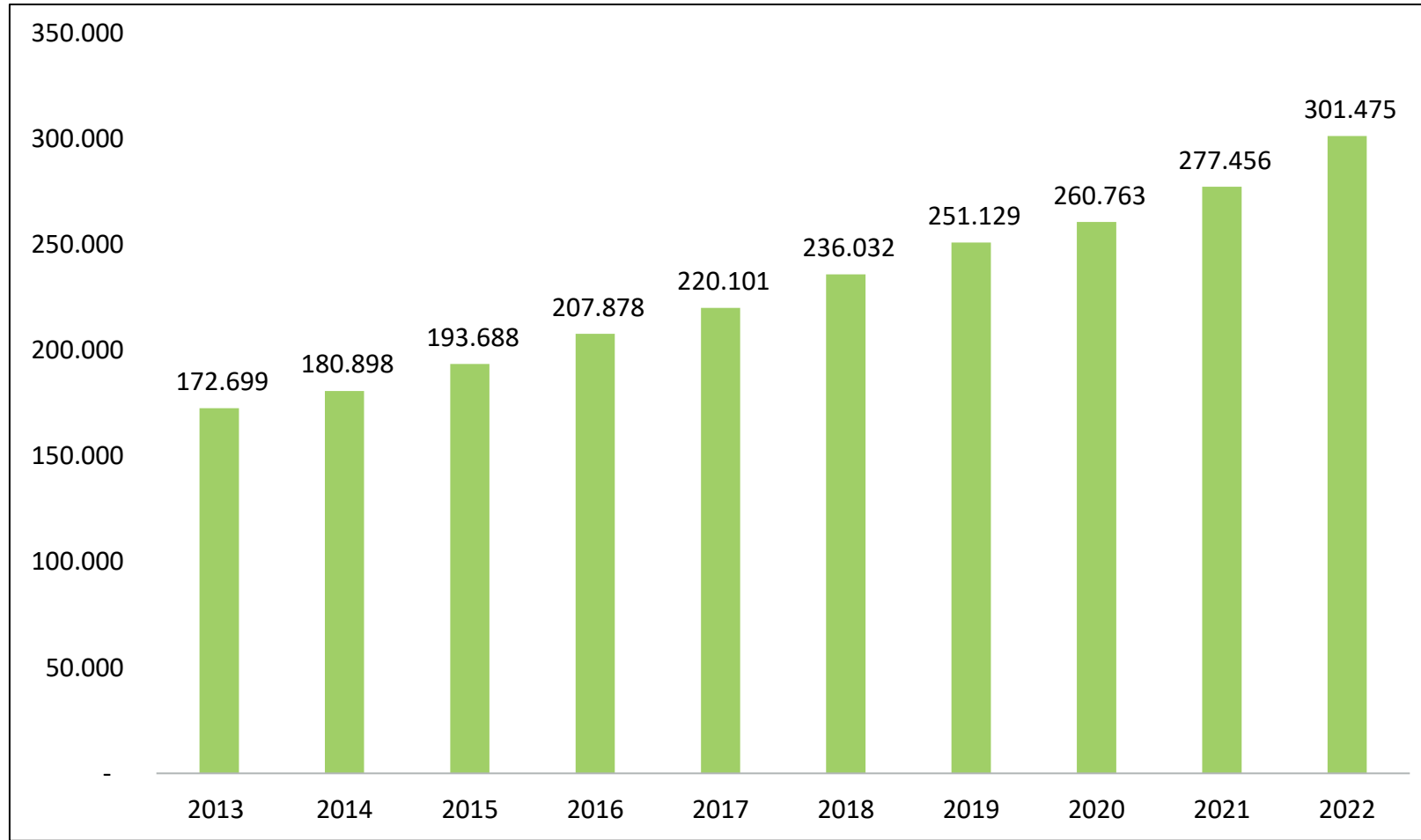
New Investments

High market share of FDI projects relative to population and domestic market size.

Rank	Country	Share of FDI projects to Europe in 2021	Share of Europe's population
1	Germany	16%	10%
2	UK	16%	8%
3	Spain	11%	6%
4	Poland	7%	5%
5	France	6%	8%
6	Netherlands	5%	2%
7	Ireland	4%	0.6%
8	Belgium	4%	1.4%
9	Italy	3%	7%
10	Turkey	3%	10%

Employment growth

Highest direct employment in IDA-supported MNCs since records began in 1972.



FDI Impact in Ireland

IDA Ireland client companies account for an estimated 70% of all Corporation Tax paid to the Irish Exchequer.



New era of disruption and convergence through targeting verticals not industries

- + Industry 4.0
- + Blockchain
- + Biologics (ATMP, GT)
- + Connected Health
- + Future Mobility
- + Cybersecurity
- + Artificial Intelligence
- + Sustainability

Tax Revenue

Momentum of MNC investment and strong growth in tax revenue allows Government to replenish fiscal buffers

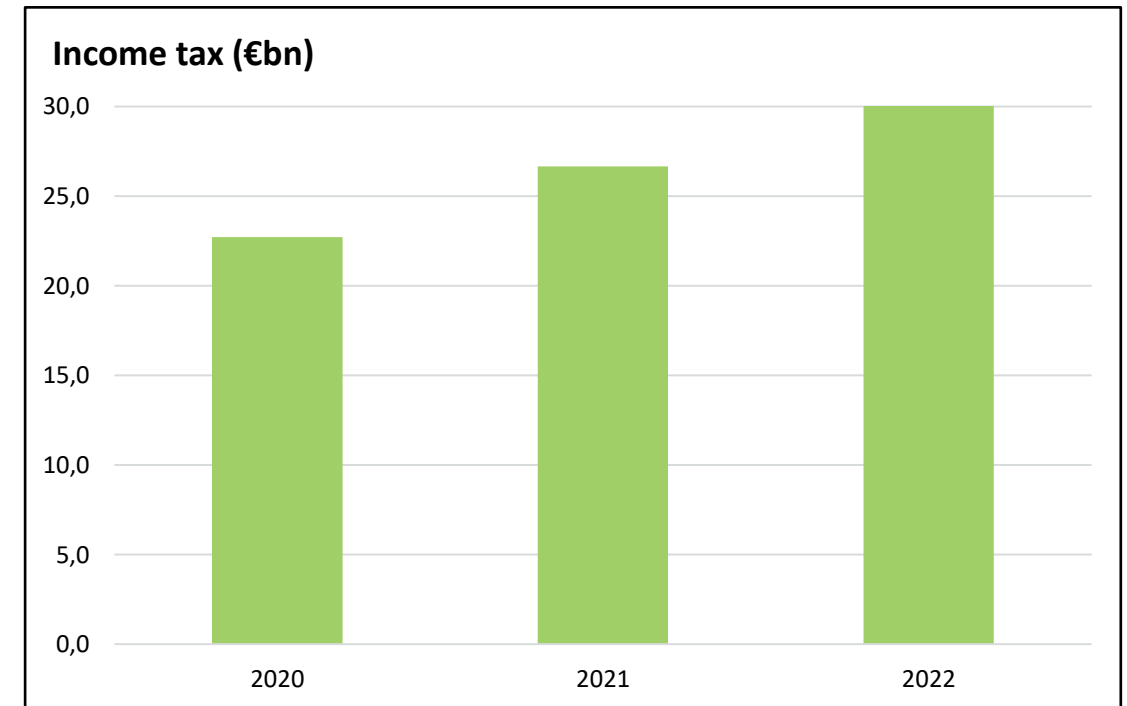
Corporation Tax

Record Corporation tax receipts collected in 2022 reflecting the attractiveness of Ireland as an investment location (significant MNC contribution).



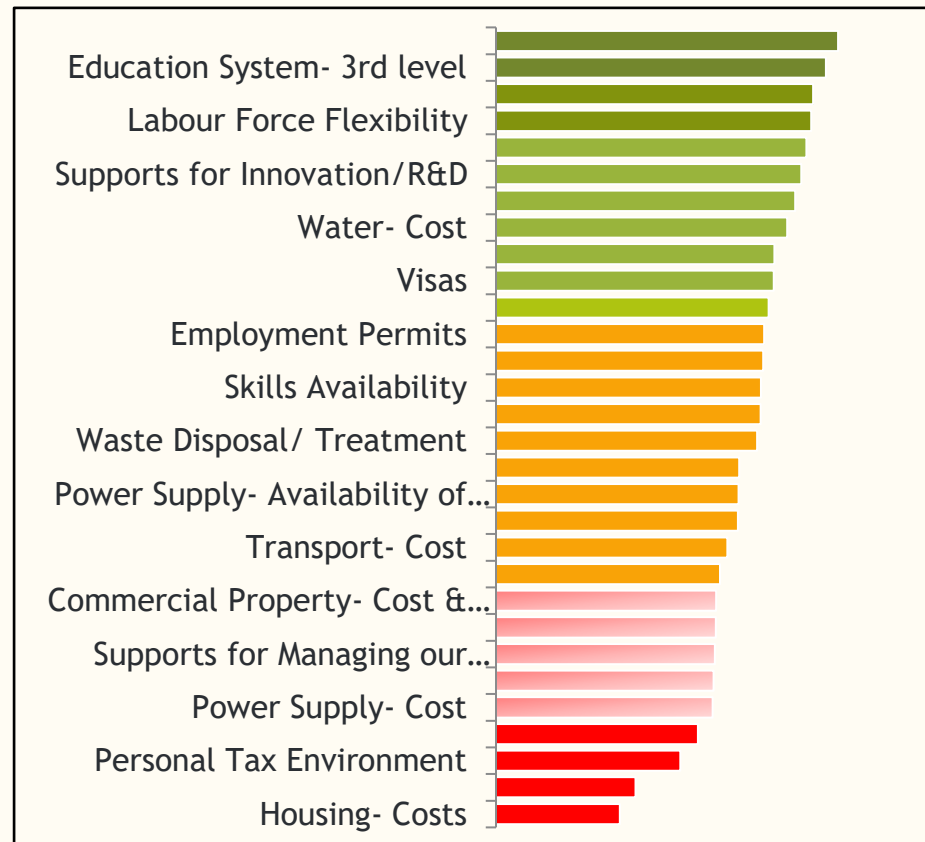
Income tax

High wages paid by the growing number of MNCs in Ireland has resulted in continued growth in income tax receipts.



IDA Client Survey

Satisfaction with operational factors in Ireland 2021 IDA client survey



Diversity of FDI



United States of America

- IBM
- Boston Scientific
- Pfizer
- Apple
- Intel,
- Johnson-Johnson
- Paypal
- Aon
- And many more!



Germany

- Henkel
- Liebherr
- Pilz
- Siemens
- Braun
- SAP
- Allianz



China

- TikTok
- Bank of China
- HSBC
- Huawei/Aspiegel
- WuXi Biologics



France

- Airbus
- Schneider Electric
- Valeo
- EssilorLuxottica
- BNP Paribas



Australia

- Norman Disney and Young
- ResMed
- Link Asset Services
- Princess Pictures
- ALS Minerals



Switzerland

- MetLife
- Zurich
- Logitech
- Novartis
- SITA



United Kingdom

- Aviva
- Barclays
- Abrdn
- KCI Medical
- Mott Macdonald



Japan

- Goodman Medical
- Takeda Pharmaceutical
- Astellas
- MUFG Fund Services
- Panasonic



Sweden

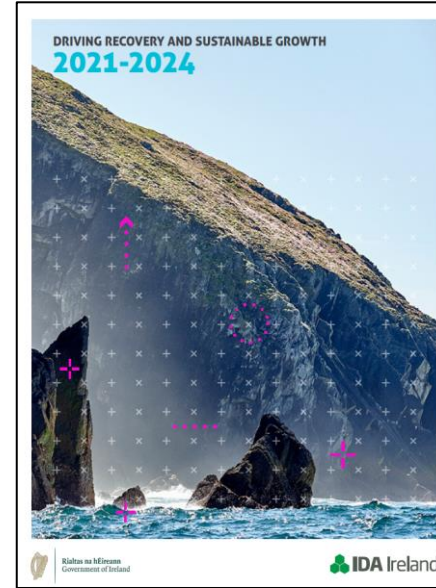
- LM Ericsson
- Oriflame Global
- SEB Life International
- Avenue (Nolato)
- Atlas Copco



Norway

- Aker Horizons
- Statkraft
- Amesto Global
- Mainstream Renewable
- EcoOnline

IDA Ireland Property Objectives



“A key plank of delivering regional investment and jobs is IDA’s Regional Property Programme”

Advance Office Building
Dundalk
c. 34,778 sq. ft

Advance Office Building
Sligo
c. 48,437 sq. ft

Advance Office Building
Athlone
c. 32,280 sq. ft

Advance Building Solution
Limerick
c. 40,329 sq. ft

Advance Building Solution- due Q2 2023
Carlow
c. 34,702 sq. ft

Advance Building Solution- due Q2 2023
Waterford
c.37,673 sq. ft

Advance Building Solution
Monaghan
c. 15,684 sq. ft

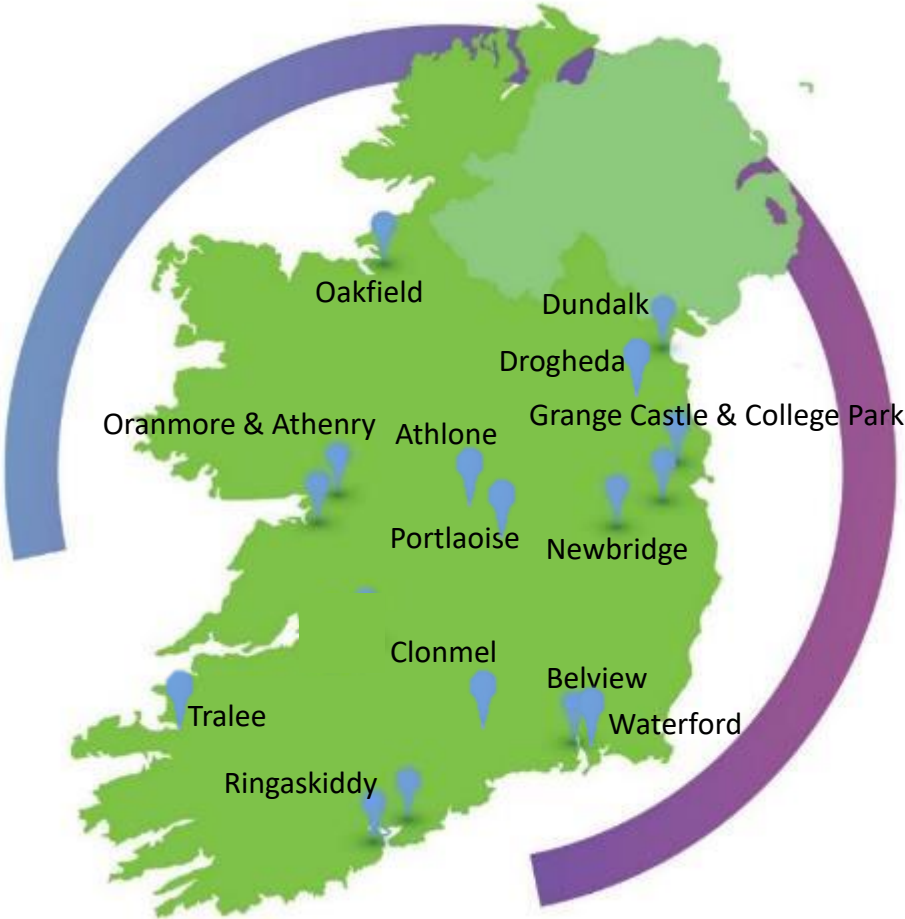
IDA's Business & Technology Parks and Strategic Sites

- Total Marketable land holding – c. 1,200 ha (c. 2,964 acres)
- Over 50 High Quality Business & Technology Parks
- Designed and delivered to the highest standards and master planned for development
- Home to Advance Building Solutions
- 12 Strategic Sites
- Supported by Private Sector buildings / land holdings



Sites for Strategic Projects

- Many of our Business & Technology Parks and Strategic Sites can accommodate developments of scale (15 hectares +)
- Track record in attracting & retaining FDI and Indigenous business
- Proven Business Locations with proximity to Urban Centres
- Collaborative approach with national stakeholders



Merck's €440m Investment Announcement in Co. Cork

23rd May 2022

- ✦ Healthcare giant Merck is planning a major **€440 million** investment to expand its Cork manufacturing facilities, which will create more than **370 new jobs** by the end of 2027.
- ✦ It will be the largest life science investment in a single site in the Republic of Ireland.
- ✦ Merck said it plans to expand its membrane and filtration manufacturing capabilities in Ireland.
- ✦ The investment will increase capacity at its current Carrigwohill site and finance the construction of a new facility at Blarney Business Park, both in Co. Cork.
- ✦ A major vote of confidence in the Irish economy.



Apple Expansion Announcement in Co. Cork

24th May 2022

- ✦ Apple first established operations in Cork in 1980, investing and reinvesting for the past 41 years.
- ✦ Apple announced plans to expand Co.Cork facilities through the addition of a new campus building to accommodate an extra **1,300 employees** building upon their current employment of **6,000 people**.
- ✦ The announcement follows Apple's recent opening of its European Engineering and Test Facility in Co.Cork.
- ✦ Plans to provide employee transport services and green communal spaces for its growing workforce.
- ✦ Then Taoiseach Micheál Martin welcomed the announcement saying it was further evidence of Apple's strong commitment to Cork, and a strong endorsement of Ireland as a prime location for leading global technology companies to establish and successfully grow their operations.



Pfizer Announced Major Expansion in Ireland

13th December 2022

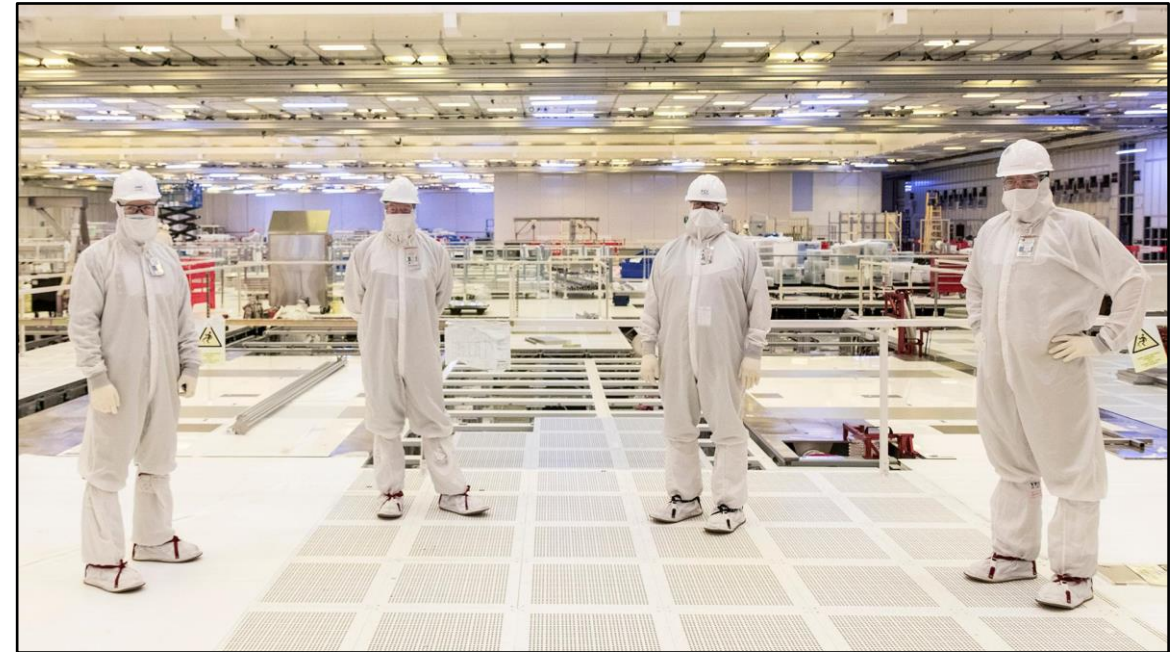
- ✦ Pfizer announced a major **€1.2 billion** investment into its Grange Castle manufacturing site in Co.Dublin.
- ✦ The pharmaceutical giant will double capacity for biological drug substance manufacturing and significantly expand laboratory capacity.
- ✦ The expansion will create **400 - 500 jobs** adding to the 5,500 already employed.
- ✦ Pfizer's total investment in Ireland to date exceeds **\$9 billion**.
- ✦ Construction is expected to commence 2024 and the facility is due for completion in 2027.



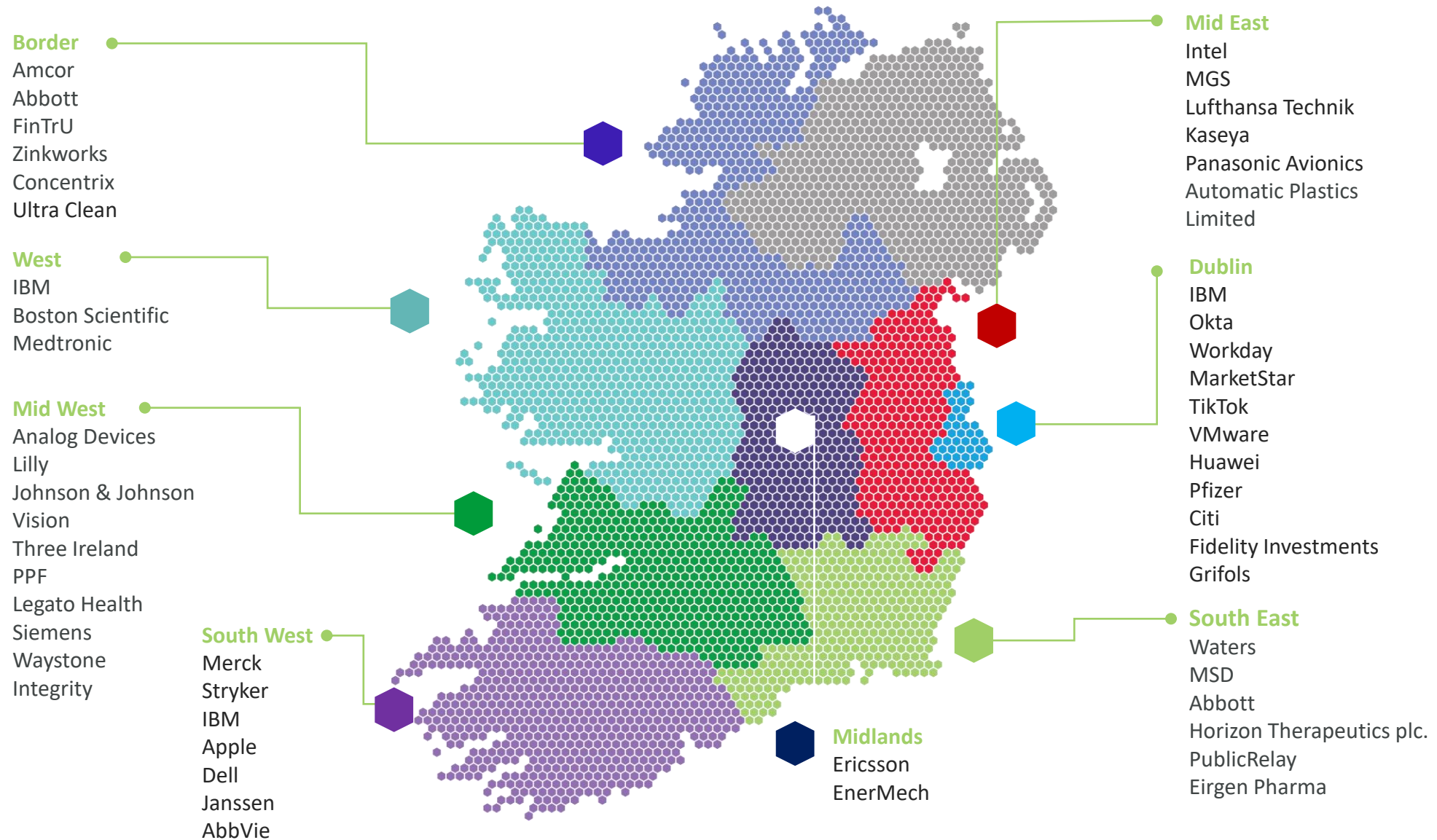
Intel Announced Major Expansion in Ireland

15th March 2022

- + Intel first came to Ireland in 1989, producing it's first chip in 1993.
- + Intel is planning a major investment of **€12 billion** expanding its facility in Leixlip Co. Kildare.
- + The investment will double manufacturing capacity when complete in 2024 and will employ an additional **1,600 employees**.
- + Intel currently employs almost **5,000** highly skilled employees in Ireland.
- + The investment will be the single largest MNC investment.
- + It will be the single largest MNC investment in Ireland and will bring Intel's total investment to **€30 billion** in Ireland.



Investments to Ireland 2022



Eli Lilly Announced Major Expansion in Ireland

27th March 2023

- ✦ Eli Lilly first came to Ireland in 1978 manufacturing biologics.
- ✦ Eli Lilly is planning a **€927 million** investment into Co. Limerick to create a 500,000 sq. ft. facility medicine manufacturing site in IDA's Business Park in Raheen.
- ✦ It will be their **second major investment** in Ireland as the biopharmaceutical giant currently employs almost **2,700 people** at Kinsale and Little Island, Co Cork.
- ✦ The new investment will create **1,500 new jobs**. 1,200 during the construction phase and 300 new jobs once it is fully operational.



Dexcom to build first European factory in Ireland

5th May 2023



- + Athenry, Galway identified as the site for new, state-of-the-art global continuous glucose monitoring manufacturing facility
- + New facility represents a €300 million investment over five years and the potential to bring up to 1,000 high-skilled jobs to the region
- + The facility in Athenry will contain a highly automated and efficient manufacturing operation with an emphasis on green technologies.
- + Dexcom expects to provide about 500 construction jobs while the facility is being built

“Ireland has an exceptional talent pool and an established MedTech sector, making Athenry the perfect location for us to establish a new, state-of-the-art manufacturing facility.”

- Barry Regan, EVP Global Operations, Dexcom

Conclusion

- + IDA Ireland is committed to continuously developing Ireland's economy and job sector.
- + IDA's mission, vision and values have a proven track record of winning new FDI and growing established FDI.
- + Ireland has multiple pull factors enticing FDI underpinned by highly educated and skilled people, infrastructure, and geographical location.
- + IDA is actively engaged globally with emerging businesses and sectors attracting cutting edge MNCs to Ireland.
- + IDA's Advanced Building Programme underpins the ability of FDI to set up efficiently in Ireland.
- + IDA's success positively impacts all of Ireland's regions alongside the capital city of Dublin.



“We will remain an attractive location for investment and we will continue to play to our strengths, centred on a highly educated and dynamic workforce that has consistently delivered innovation and profitability over many decades to businesses that have made Ireland their home.”

- Paschal Donohoe TD, Minister for Finance
October 12th 2021

Thank you

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Ireland. We make it **happen.**

