

# BUILDING THE CROSSBORDER ECONOMY

March 2021



**Chambers  
Ireland**  
Advancing business together

41

Affiliated  
Chambers



7,500

business members  
represented  
across  
the country

WHO WE ARE

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# A GLOBAL NETWORK



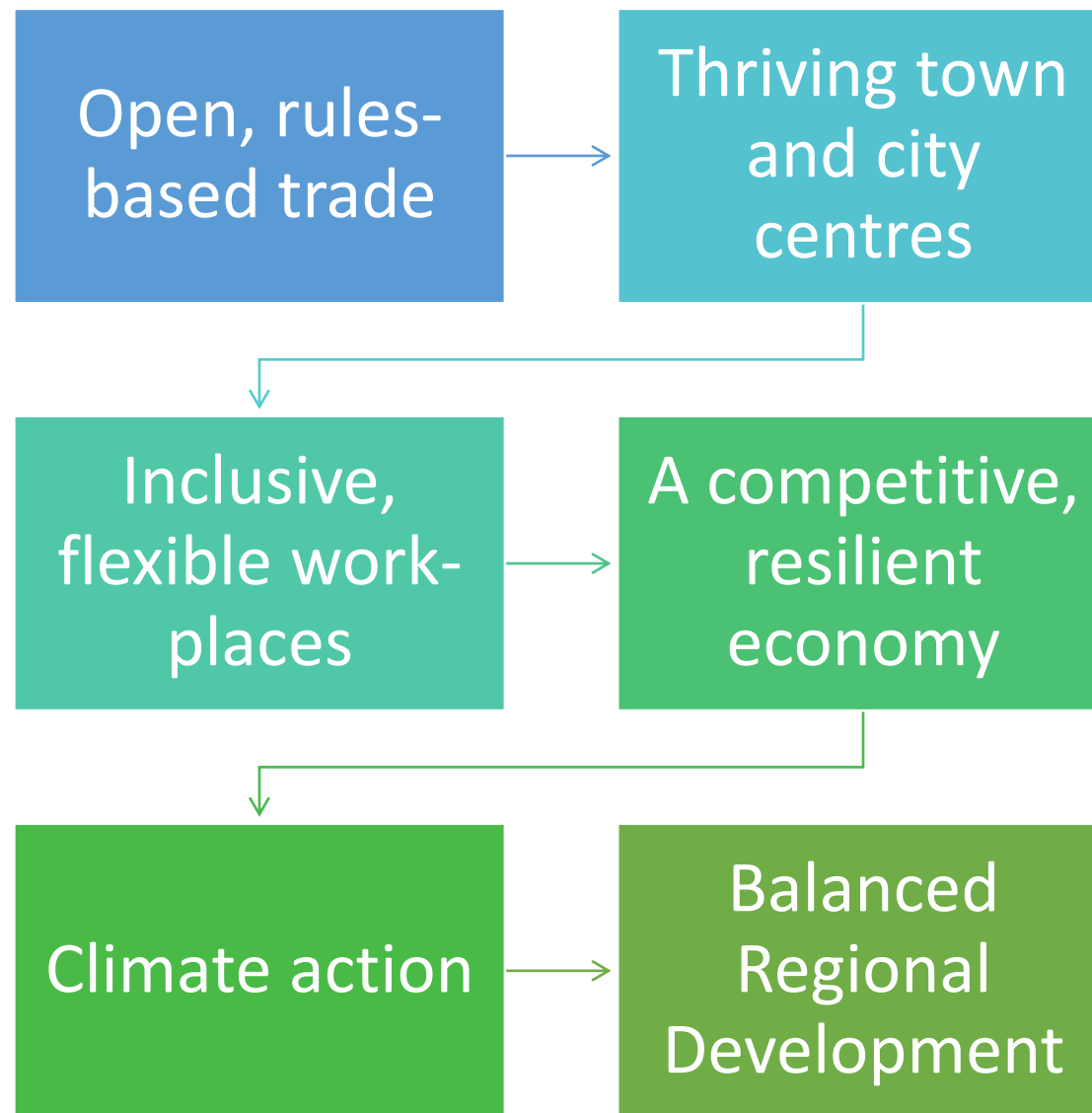
**ICC**  
INTERNATIONAL  
CHAMBER  
OF COMMERCE

**EUROCHAMBRES**

- Part of European and Global Network
- Committed to the Sustainable Development Goals
- We want to make local economies better places to live, work and do business



# WHAT'S IMPORTANT TO US



A woman with blonde hair, wearing a blue face mask with the hashtag #SOTEU, is shown in profile. She is wearing a purple textured jacket. The background consists of several European Union flags, which are blue with yellow stars, arranged in a row. The text "The View from the European Union" is overlaid on the image in white.

# The View from the European Union



# PRIORITIES

- Still in first half of the Commission Presidency
- EU Green Deal
- Fall-out of the pandemic
- Recovery and Resilience
- Allocation of the “Brexit Fund”



# TRADE AND SINGLE MARKET

- Impact of **COVID-19** on Global Supply Chains
- Impact of Pandemic on **Integrity** of Single Market
- New European Commission Review of Trade Strategy
- Renewed focus on **open** markets, global **rules**, **sustainability** and **resilient** supply chains
- Commitment to SME-Friendly Trade Deals

# POST BREXIT RELATIONSHIP

- Transition is over
- Post Brexit Trade Disruption
- Significance of Single Market for diversification
- Connectivity is key
- Volatility of “Land-bridge”
- Question of access and trade routes for Ireland



# BEFORE BREXIT

- In 2020, more than 150,000 lorries went from Ireland to Europe through “land-bridge”
- Trip could take approx 10-12 hours
- Sea route much longer
- But....post Brexit uncertainty!

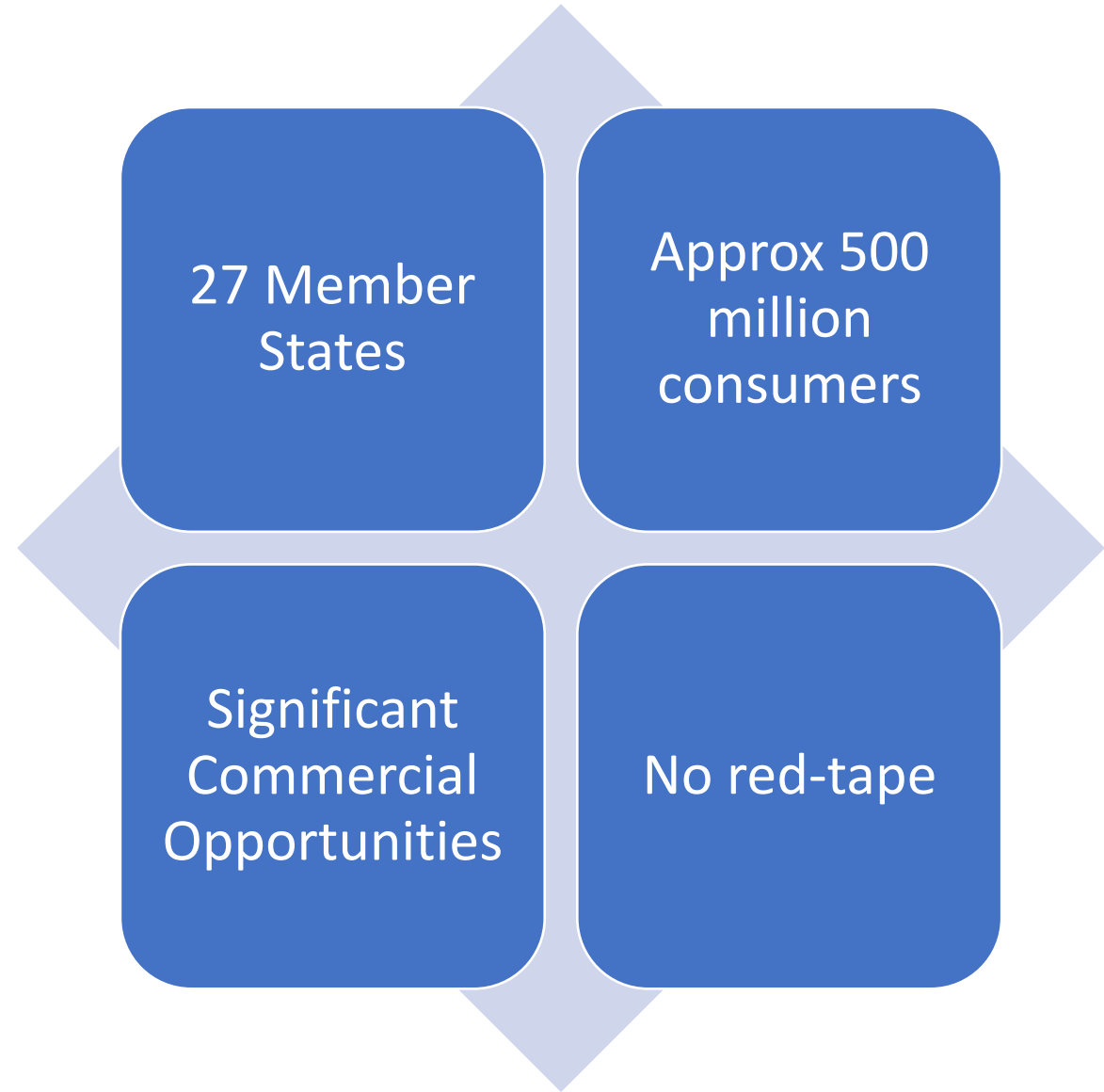


# Since January 2021...



- Currently 36 sailings per week from Ireland-Northern France
- Up from 12 sailings a year ago
- Use of land-bridge
- Volumes leaving Irish ports to UK 50% lower

# WHY DOES SINGLE MARKET MATTER?



# The Cross-Border Advantage

- Access to Single Market not new....**BUT**
- **Relative advantage** for NI Businesses
- Border economies have a **strategic advantage**
- NI remains in EU Single Market
- Retains Free Access to nearly ½ **Billion Consumers**
- Ongoing **trade opportunities for SMEs**
- **NEW inward investment** opportunities for region
- Capitalise on **M1 Corridor** Access

# What next?

- Interested in trade? Explore opportunities in the Single Market
- Use supports from Enterprise Ireland and Local Enterprise Offices
- Check out [Enterprise Europe Network](#)
- Talk to your Chamber and leverage their global contacts!



*Business Support on Your Doorstep*

## Supporting Irish Companies Trading with Germany

# THE EXPERTS AT GERMAN DESK



**Judith Clinton**  
Head of Business Development and Supply Chain  
[judith.clinton@german-irish.ie](mailto:judith.clinton@german-irish.ie)/+353 (0)87 2024951

Judith has over 20 years' experience in international business development in both private and public sectors across a wide range of industries. In the Chamber she is responsible for business development and supply chain.



**Lukas Kortenhaus**  
Head of Marketing / German Business Development  
[lukas.kortenhaus@german-irish.ie](mailto:lukas.kortenhaus@german-irish.ie)/+353 (0)87 252 8886

Lukas has worked in Germany, The Netherlands, New Zealand and Singapore. In the Chamber he is responsible for marketing and business development for Germany.



**Patrick Bamming**  
ATI Chartered Tax Adviser (CTA)/ TMITI with Irish Tax Institute  
[patrick.bamming@german-irish.ie](mailto:patrick.bamming@german-irish.ie)/+353 (0)96 047 8222

Patrick is with the German-Irish Chamber of Industry and Commerce since 2006 dealing with everything tax & legal.



**Manus Rooney**  
Regional Director, Eurozone, Enterprise Ireland

After 3 years with the Enterprise Ireland Brexit Unit, Manus is now Manager of the DACH region, responsible for growing the exports of Enterprise Ireland clients across the region from its offices in Düsseldorf and Munich.



**Dr. Jack Golden**  
International Business Strategy

Jack has extensive experience across a range of business sectors, including metal processing, electrical appliances, food and construction.



**Gisbert Kügler,**  
Strategic Marketing Food Sector

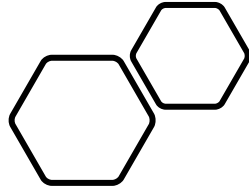
40 years experience in the FMCG business in Germany – 35 years as managing director, including 15 years with Orma (Kerrygold). Expertise in marketing, sales, production, finance as well as knowledge of the German food retail market.

European  
Chamber  
Connections...

40  
JAHRE  
1980  
2020  
YEARS



Deutsch-Irische  
Industrie- und Handelskammer  
German-Irish Chamber  
of Industry and Commerce



Questions?