Invest Northern Ireland

DUAL MARKET ACCESS

YOUR COMPETITIVE ADVANTAGE

PETER CURRAN
HEAD OF DUAL MARKET ACCESS UNIT

WHAT IS
DUAL MARKET ACCESS?

Northern Ireland is the only region in the world with Dual Market Access for goods to Great Britain and the European Union.

That means businesses like yours can sell goods freely to both markets without restrictions such as customs checks, tariffs or regulatory barriers.

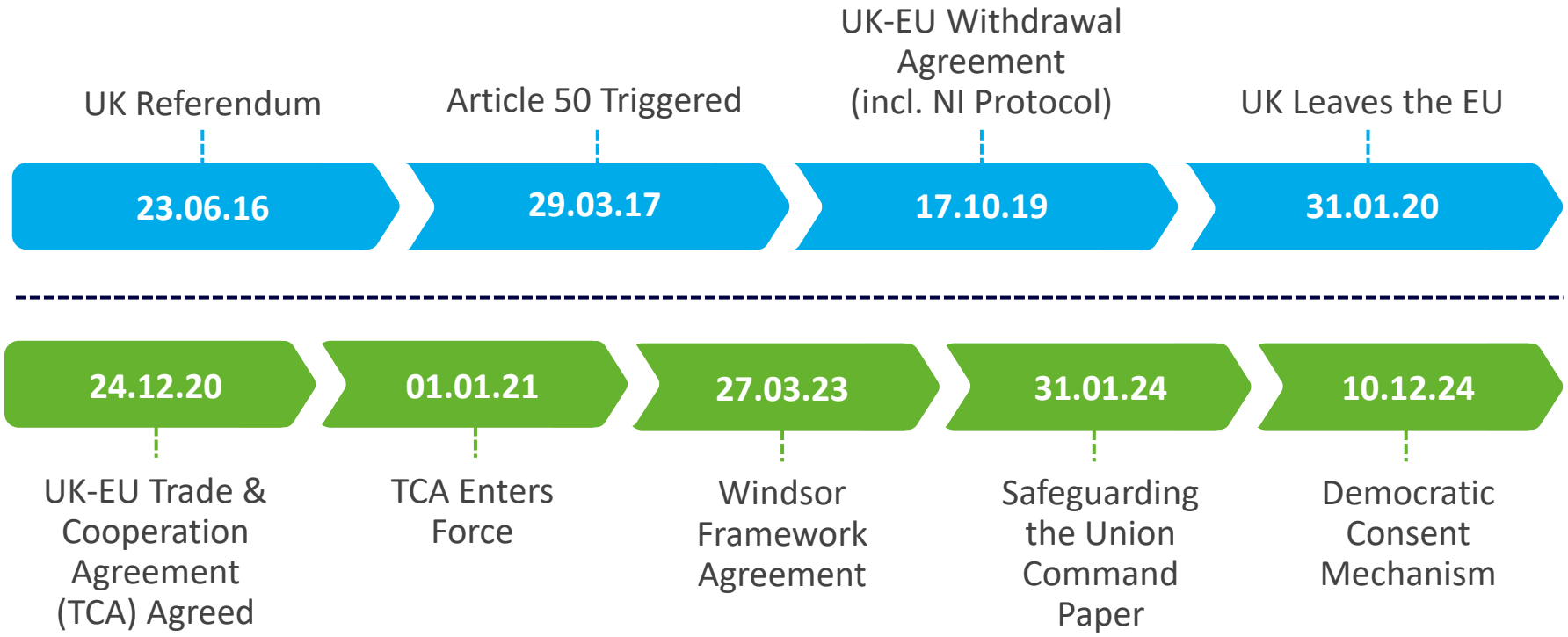
WHAT ARE
QUALIFYING NORTHERN IRELAND GOODS?

For unfettered access to Great Britain

they must be *“Qualifying Northern Ireland Goods”.*

This means the goods are in free circulation in Northern Ireland before they are moved from Northern Ireland to Great Britain (England, Scotland and Wales).

SO, HOW DID WE GET THIS ADVANTAGE?



HOW DOES THIS BENEFIT

MANUFACTURERS IN NORTHERN IRELAND?

Goods move freely from Northern Ireland to GB:

England
Scotland
Wales

Population:
66.4m

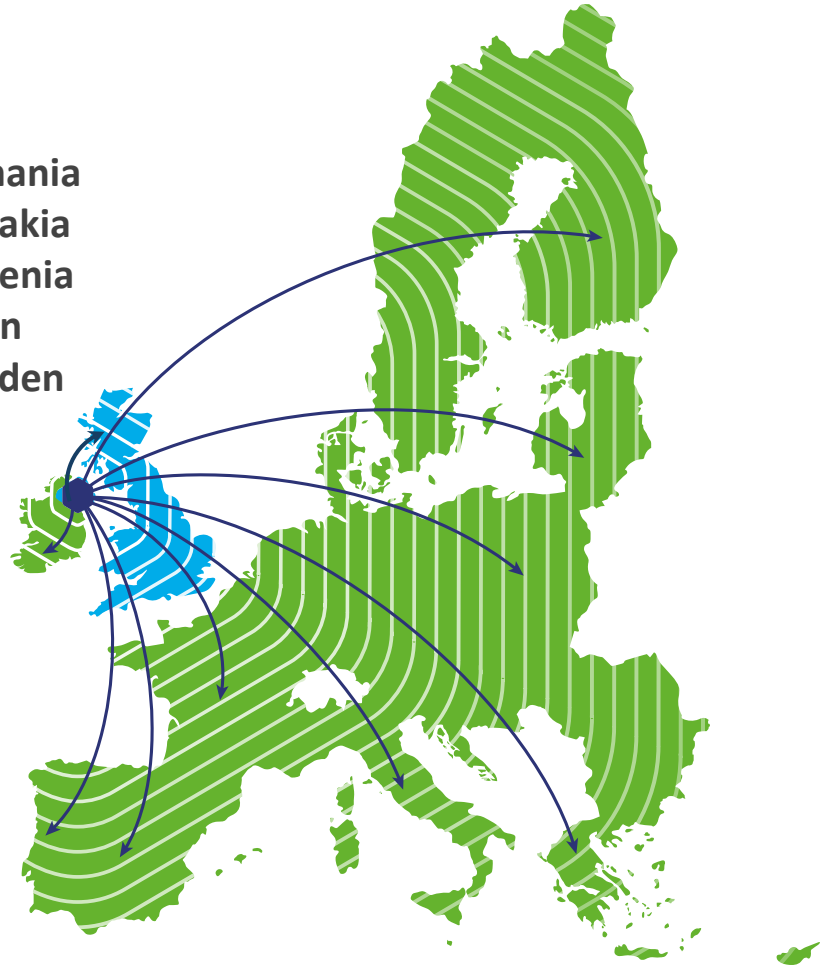
Goods Imports 2023:
£581.3bn

Goods move freely to and from the EU:

Austria
Belgium
Bulgaria
Croatia
Republic of Cyprus
Czech Republic
Denmark
Estonia
Finland
France
Germany
Greece
Hungary
Ireland
Italy
Latvia
Lithuania
Luxembourg
Malta
Netherlands
Poland
Portugal
Romania
Slovakia
Slovenia
Spain
Sweden

Population:
448m

Goods Imports 2023:
€6.53tr



HOW DOES THIS

BENEFIT MANUFACTURING BUSINESSES IN NORTHERN IRELAND?

Unmatched market reach: access to both the UK and EU, reaching over 500 million people.

No trade barriers: avoid tariffs, customs checks and extra costs.

Competitive advantage: faster, cheaper and easier trade than GB or EU rivals.

Growth potential: NI exports to GB and the EU are rising.

Stronger supply chains: seamless trade makes NI a top choice for buyers.

Investment magnet: a prime location for businesses looking for a competitive edge.

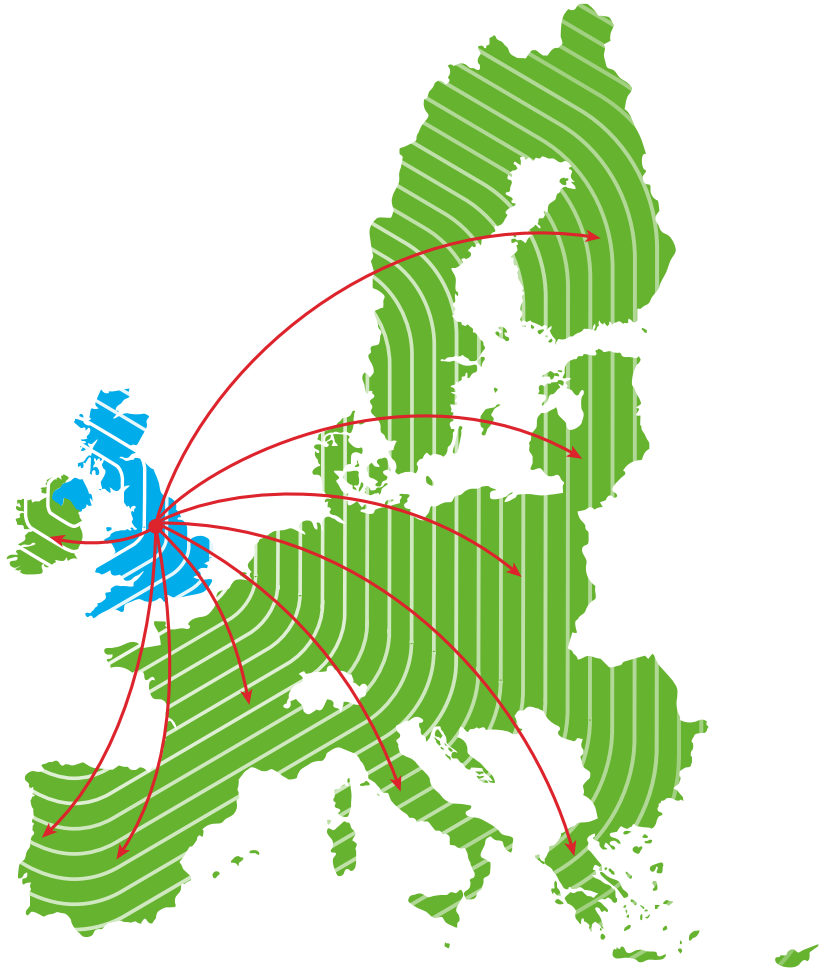
WHY EXPORTING IS MORE DIFFICULT FOR GB AND EU BUSINESSES TRADING WITH EACH OTHER?

Goods are traded between GB and the EU under either:

- **WTO Rules**
- **UK-EU Trade & Cooperation Agreement**

This means:

- **Customs declarations**
- **Regulatory checks**
- **Possible tariffs**
- **Possible origin certificates**
- **Costs!**



AT A GLANCE

Direct Movement of Goods from/to:	No Tariffs	No Customs Declarations	No Origin Requirements	No Additional Regulatory Approvals*
Northern Ireland to Great Britain				
Northern Ireland to European Union				
European Union to Northern Ireland				
Great Britain to European Union				
European Union to Great Britain				

* Exclusions apply

Invest Northern Ireland

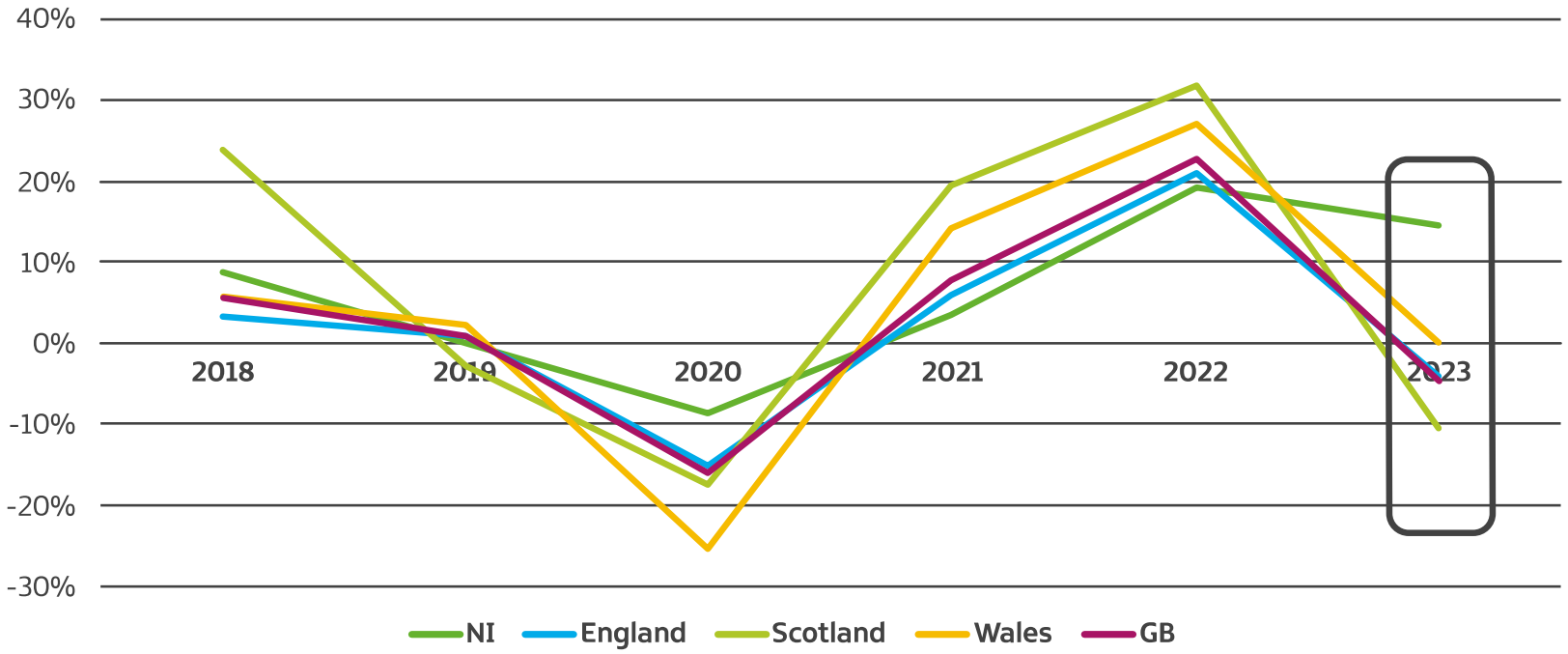
DUAL MARKET ACCESS

SO, HOW IS THIS AFFECTING TRADE RIGHT NOW?

MANUFACTURING

EXPORTS TO THE EU

Annual Growth Rate – Total Manufacturing Exports

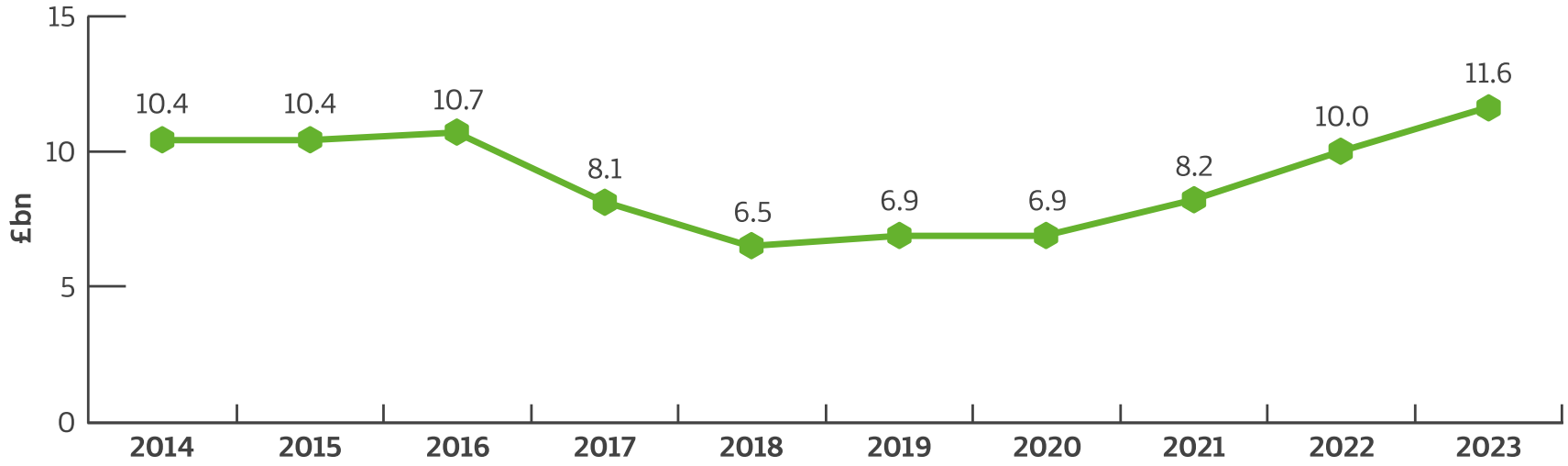


NI was the only UK region to grow manufacturing exports to the EU in 2023.

MANUFACTURING

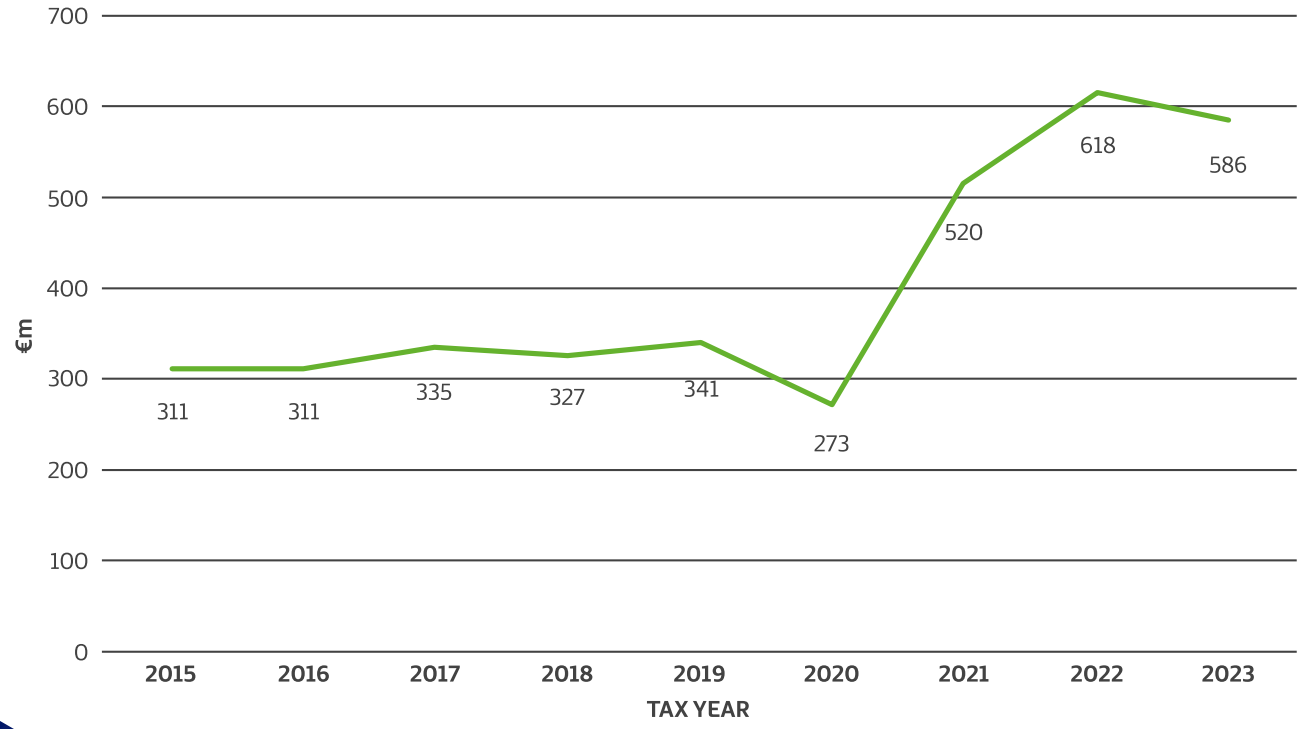
SALES TO GB

Sale of Goods to GB 2014-2023



GROWING COST OF EXPORTING FROM GB TO EU

Total Net Receipts from Customs in Ireland - €m



The level of customs duties has effectively doubled in recent years compared to the previous decade, reflecting the transformation of Great Britain into a Third Country in 2021.

Customs Duties in 2023 (revenue.ie)

GROWING COST OF EXPORTING FROM GB TO EU

Borderlex

News and analysis
on trade policy in Europe

One in five UK exports to EU face tariffs despite trade agreement

13/02/25

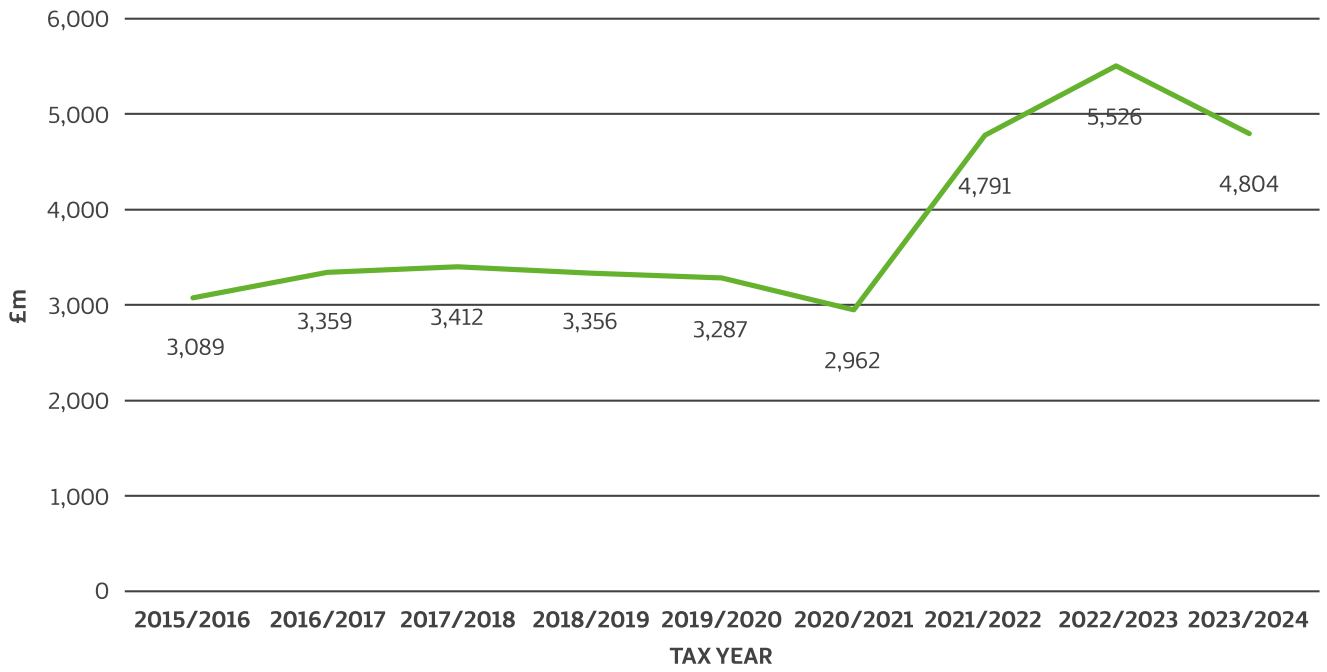
Nearly one-fifth of all British exports to the European Union were charged tariffs, according to the latest figures available.

A common reason why goods are traded on a non-preferential basis is inability to comply with the applicable rules of origin.

Source: https://borderlex.net/2025/02/13/one-in-five-uk-exports-to-eu-face-tariffs-despite-trade-agreement/

GROWING COST OF EXPORTING FROM EU TO GB

HMRC Receipts from Customs Duties - £m



91.3 million

Customs declarations cleared by HMRC in 2023

41.7 million

Declarations between EU and GB

Customs declarants and declaration volumes for international trade in 2023: commentary – GOV.UK (www.gov.uk)

Invest Northern Ireland

DUAL MARKET ACCESS

WHAT COULD THIS ALL MEAN FOR YOUR BUSINESS?

QUESTIONS FOR NI MANUFACTURERS

- Who are your GB and EU competitors?
- Who else is supplying your GB and EU customers?
- What is your USP?
- Are your customers and suppliers aware of your DMA position?
- How can you take advantage of free market access to 27 countries and 3 UK nations to grow your business?

QUESTIONS FOR
EU AND GB BUYERS

- Are they aware goods manufactured in Northern Ireland move freely to GB and the EU?
- Are EU buyers aware of Northern Ireland's position and how it allows for free market access?
- Could there be benefits to reviewing supply chains?

SHOULD INTERNATIONAL MANUFACTURERS CONSIDER SETTING UP IN NI?

There’s a huge opportunity on offer for inward investors.

On top of all the benefits Northern Ireland already offers as a manufacturing location, we now have unbeatable market access for goods manufactured here to GB and the EU, giving investors a unique competitive edge.

- GB manufacturers gain unrestricted access to the EU single market for goods
- EU manufacturers gain frictionless access to the UK internal market – the 6th largest economy in the world. As NI aligns with EU regulations, EU manufacturers will be familiar with and compliant with these requirements

Invest Northern Ireland

DUAL MARKET ACCESS

THANK YOU