

# CREATING A FULFILMENT & ECOMMERCE HUB IN GREATER NEWRY

---

Stephen Henderson | SJH Fulfilment



**UNIQUE**

*No one before you. No one after you.*

# YOUR BUSINESS HAS THE SAME DNA

People · Vision · Offering · Culture · Values

# WHERE WE SIT

## GREAT BRITAIN

Mature eCommerce market

## NORTHERN IRELAND

Dual market access

## EUROPEAN UNION

International marketplace

**DUAL MARKET ACCESS**



# £6 TRILLION

combined GB + EU market

500+ million people · zero customs declarations · zero tariffs



## **THE ONLY UK REGION**

to grow manufacturing exports into the EU  
in both 2023 and 2024



**1 JULY 2026**

EU removes the €150 duty-free exemption on small parcels

GB sellers shipping direct to the EU now carry a new cost.  
NI businesses, inside the EU customs zone for goods, do not.

**NOT JUST WHAT WE MAKE**

**WHAT WE DO**

**Fulfilment**

**Logistics**

**Marketing**

**Software**

**Expertise**

*“Easier to ride a wave than swim against one.”*



**PADDLE.**

*The wave is coming. Are you catching it?*



## SJH FULFILMENT

Kilkeel → 15x growth in 5 years

We help eCommerce brands get orders out the door — fast, accurately, across both the UK and the EU — without the customer ever knowing there was a border in the way.

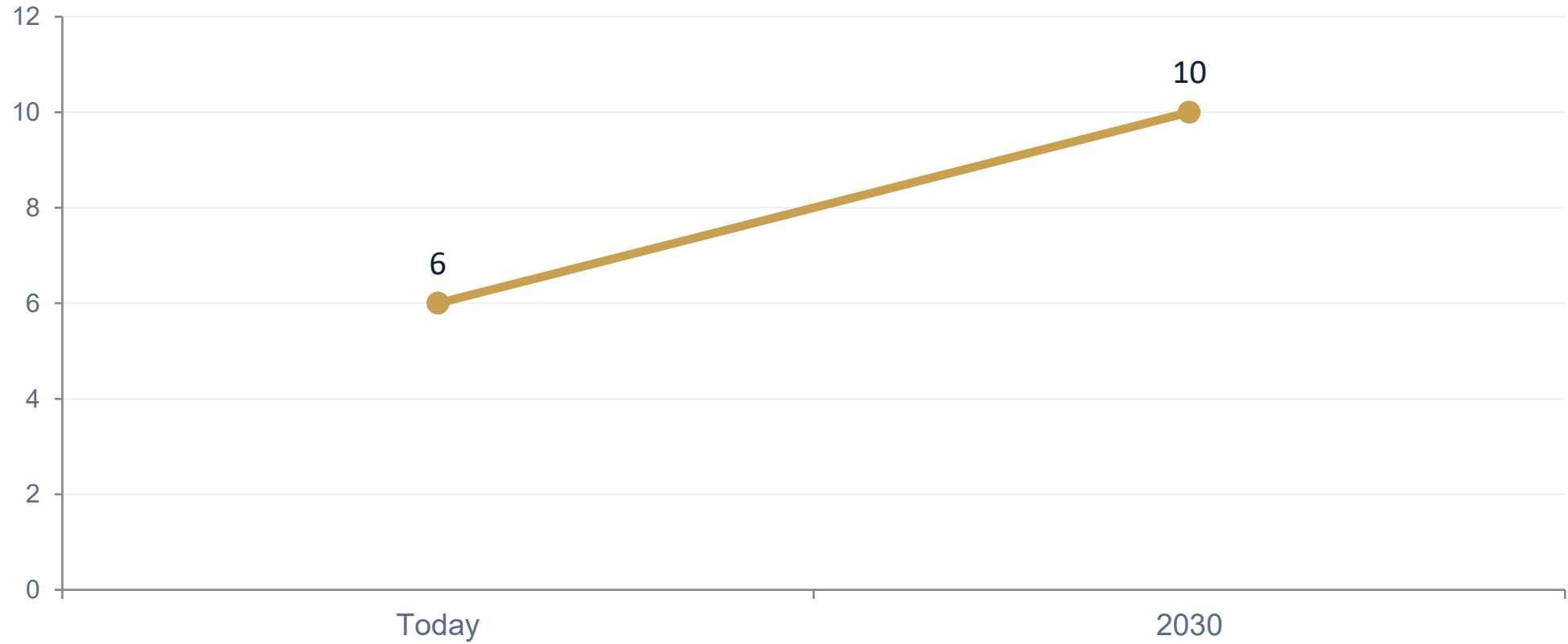
*37,500 sqft now. 45,000 sqft additional next month. 60,000 sqft planned*

LAST YEAR,

**PAUL WALSH SHOWED YOU THE GAP**

*I'm asking you to look at the curve.*

## NORTHERN IRELAND eCOMMERCE



*180,000 jobs · ~1 in 5 of the region's workforce*



## 179% FASTER REVENUE GROWTH

for businesses combining a physical shop with online selling,  
vs single-channel competitors

*You already have the hard half built.*

# 71%

of Northern Ireland businesses say dual market access  
is already enabling them to grow or increase sales



## THE BRIDGE

Market access gets you the opportunity.  
Fulfilment gets the parcel out the door.  
Digital marketing is what tells the customer you exist.

Not one other country shares what Northern Ireland has.

Not one other city shares what Newry has.

Not one other company has what yours has.

**Not one other person has what you have.**

---

*The question was never about the opportunity.*

**Are you going to do anything with it?**

**THANK YOU**

Questions?