

IRELAND NORTHWEST

gateway
to growth

irelandnw.com



Who we are



Recognised international tourism destination with history dating back to the 6th Century



'World Best Region for Tourism' (Lonely Planet)



Unique cross-border city region providing a gateway to UK, Ireland and EU markets



35% of our youthful population are under 25 years old



An area that combines the best city, coastal and countryside experience



A super connected city with access to Hibernia Transatlantic cable 22 miles offshore



A confident, forward looking region that provides the best city, coastal and countryside experiences



350,000
city region population

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Preface

Welcome to Ireland Northwest, centred on the Derry-Letterkenny City Region, it is exceptionally well placed as an investment hub for business and global companies seeking to establish a gateway to both the UK and EU markets. Renowned for its rich tourism, culture and heritage offering with an established reputation as a compelling investment proposition.

This is perfect location for business to invest and grow. As investors seek to form solid foundations on which to base future investment decisions, there is a clear message – that with a foothold firmly in both the UK and EU, Ireland Northwest can provide the stability and options that your business needs.

Derry City and Strabane District and Donegal County Council are proactively taking a leadership role to profile the region as an investment proposition, promoting the cross border gateway region's unique economic, social, cultural and environmental assets. The strength of the region is underpinned by a collaborative approach with agencies and local stakeholders working together with support of central government departments on both sides of the border. Combined with an ambitious investment programme in infrastructure, research, innovation and skills to ensure the region remains competitive, well-resourced and one of the best in Ireland and UK to both invest and live in.

Ireland Northwest is an accessible, connected and business friendly gateway region with a vision for greater international impact. Offering benefits for either relocating or indeed expanding your business, this region now has a proven track record for hosting international companies such as Primerica, Seagate, Randox, DuPont, Allstate, OneSourceVirtual, Zeus and Optum. Companies which are already reaping the benefits of operating in Ireland Northwest and provide robust testimonies to attract new companies each year. The talent, the educated workforce, the value balance, stunning landscape, superb quality of life and collaborative business environment is also testimony in itself.

Ireland Northwest offers significant cost advantage compared to the rest of Ireland, UK and most of Western Europe – combine this value adding benefits and the case for investment is clear and compelling.



John Kelpie

Chief Executive,
Derry City and
Strabane District Council



Seamus Neely

Chief Executive,
Donegal County Council

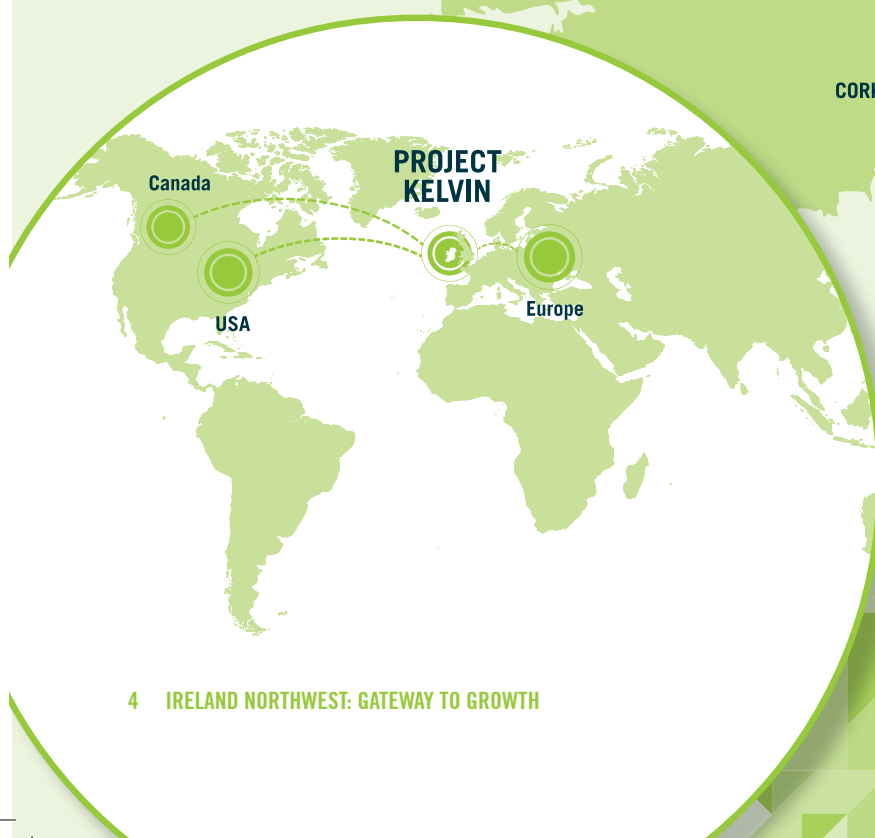


Gateway to growth map

Ireland Northwest has proximity to **2 international airports, 4 regional airports, 2 deep sea ports and a primary road network.**

Project Kelvin

This project directly connects Northern Ireland to North America and Europe, providing a high capacity, secure and reliable network through Hibernia's industry leading fibre optic submarine cable. The network attracts local and global companies who require fast, low latency bandwidth.



The facts

A SUPER CONNECTED GATEWAY



1 HOUR FLIGHT TIME
TO LONDON
& 2 HOUR FLIGHT TIME
TO EUROPE



**IRELAND NW
IS ACCESSIBLE
AND CONNECTED,**
BOASTING FAST LINKS TO BELFAST,
DUBLIN, CORK AND GALWAY.



HOURLY DIRECT
RAIL LINK
TO BELFAST AND
CONNECTION TO DUBLIN



WITHIN EASY REACH OF
**2 INTERNATIONAL
& 4 REGIONAL AIRPORTS**
WITH DIRECT FLIGHTS TO THE USA,
US CUSTOMS PRE-CLEARANCE
AND GULF STATES, ASIA AND
EUROPEAN CONNECTIONS.

DIGITAL CONNECTIVITY

- > 'Digital Suburb' of the major Cities in the USA, Canada, the UK and Continental Europe
- > A high capacity, low-latency transatlantic cable system
- > Among the fastest North American connection from Western Europe
- > Prices are contractually capped and 20% less than Glasgow/Manchester/Dublin



Why invest?

HIGHLY EDUCATED SKILLED

English speaking workforce with a strong and loyal work ethic

UNIVERSITY CITY REGION

INTERNATIONAL CONNECTIVITY

RANKED TOP 10

Economies in the world for ease of doing business and starting a business

BEST PERFORMING EDUCATION SYSTEM

for primary mathematics in Europe and

6th BEST in world

For global investors already in the know, this City region is home to a talented and educated workforce adding to the commercial success of the international businesses already located here.

With regulation kept to a minimum, access to a broad range of funding options and developing venture capital options it is no surprise we are ranked in the top 10 markets globally for ease of doing business.

Track Records



Zeus Industrial Products

"The availability of highly – skilled and educated people, the favourable business environment and strong national support had played a large factor in the decision to locate the new operation in Letterkenny"

Companies which have invested in the region



Home to

**40+
OVERSEAS
COMPANIES**

PROJECT KELVIN

Access to

**UK AND EU
MARKETS**

35%

under 25 years old

**YOUNGEST
POPULATION**

PRIORITY GROWTH SECTORS

LIFE AND HEALTH
SCIENCES

Business Professional and
Financial Services

Advanced Manufacturing
& Engineering

Digital Industries –
Software & ICT Creative
Industries – digital and
creative technologies

Tourism



of investors reinvest

onesource
VIRTUAL

OneSource Virtual - IT

OneSourceVirtual set up in Derry despite fierce competition from other cities. "By establishing our European operations here, we are in a stronger position to target opportunities within UK and Europe and expand sales and ensure future growth of our business."

 **Allstate**
Northern Ireland

Allstate - ICT/Business Services

"The availability of highly – skilled and educated people, the favourable business environment and strong national support had played a large factor in the decision to locate the new operation in Letterkenny"



BEMIS - Life sciences & finance and business services

"We have successfully operated a manufacturing facility in Northern Ireland since 1996, and know it to be a great location to do business. The availability of skilled graduates in the area, engagement of local council representatives, and the support offered from Invest NI were all critical factors in our decision to locate this centre in Northern Ireland."

FinTrU



Pramerica

KOFAX

Seagate



1 stop data



E+ ENGINEERING GROUP

Growth sectors



DIGITAL AND CREATIVE TECHNOLOGIES (DCT)

COMPANIES (NUMBER)	AREA OF EXPERTISE	CENTRES OF EXCELLENCE	AVAILABILITY OF TALENT (GRADUATES)
95	Automation Technology, Agricultural – Machinery, Quarry/Mining Machinery, Materials Handling, Print & Packaging, Mechanical Engineering, Electrical Engineering, Precision Engineering & Fabrication	Intelligent Systems Research Centre (ISRC) Cognitive Analytics Research Lab (CARL) WiSAR Lab & Co Lab (LYIT)	5900+



ADVANCED MANUFACTURING AND ENGINEERING (AME)

COMPANIES (NUMBER)	AREA OF EXPERTISE	CENTRES OF EXCELLENCE	AVAILABILITY OF TALENT (GRADUATES)
245	Automation Technology, Agricultural – Machinery, Quarry/Mining Machinery, Materials Handling, Print & Packaging, Mechanical Engineering, Electrical Engineering, Precision Engineering & Fabrication	Centre for Engineering & Renewable Energy (CERE) Intelligent Systems Research Centre (ISRC) Cognitive Analytics Research Lab (CARL) Co Lab (LYIT) Wind Energy Centre (LYIT)	3000+



BUSINESS, FINANCE AND PROFESSIONAL SERVICES (BFPS)

COMPANIES (NUMBER)	AREA OF EXPERTISE	CENTRES OF EXCELLENCE	AVAILABILITY OF TALENT (GRADUATES)
330	Accountancy, Law/Legal Practice, Business Process Outsourcing, Shared Service Centres, Customer Contact Centres, Back & Middle Office	Intelligent Systems Research Centre (ISRC) Ulster University Legal Innovation Centre Cognitive Analytics Research Lab (CARL) CoLab, WiSAR Lab & Co Lab (LYIT)	5900+



LIFE AND HEALTH SCIENCES (LHS)

COMPANIES (NUMBER)	AREA OF EXPERTISE	CENTRES OF EXCELLENCE	AVAILABILITY OF TALENT (GRADUATES)
30	Point of Care Testing, In Vitro Diagnostics, Clinical Modelling, Data Analytics/ Medical Bioinformatics, Phase III & IV Clinical trials, Neuroscience, Stratified Medicine, Medical packaging, Medical Device Manufacturing	Clinical Translational Research & Innovation Centre (C-TRIC) NI Centre for Stratified Medicine ISRC (Intelligent System Research Centre) WHST Research Office WiSAR Lab	3210+

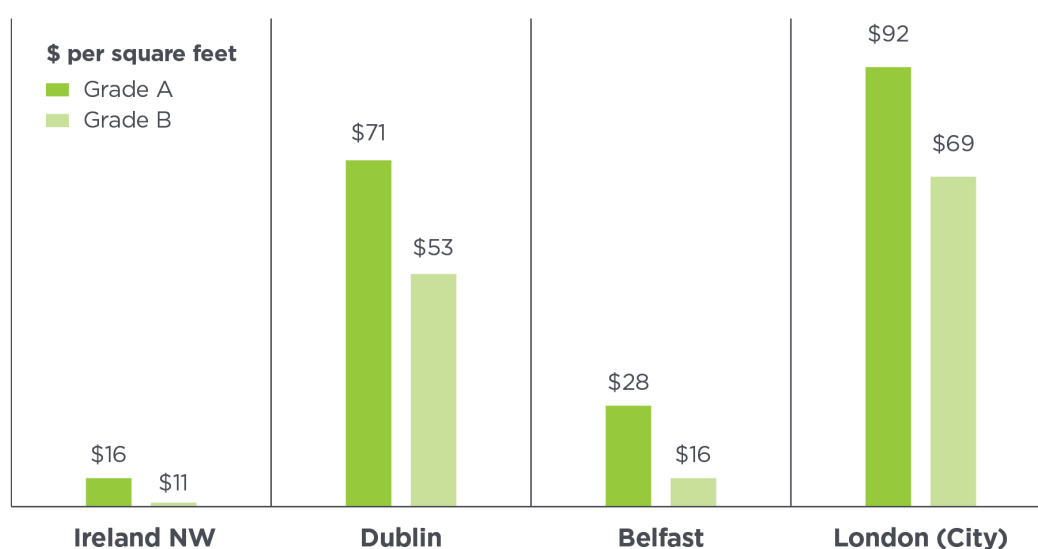
Business benefits

Ireland Northwest has developed an international reputation for being a high quality, cost competitive location.

Underpinning this reputation is the fact that the region can provide a culturally compatible, highly educated, skilled workforce. Our city region offers a value proposition due to competitive salary costs, low employee attrition rate and a pro business environment with a local government committed to growing the economy.

Taking only 24 hours to register a company, there has never been a better time to invest in Ireland Northwest.

KEY BUSINESS BENEFITS



Source: Colliers International Office Rent Maps. As of exchange rate (Oct 2017)



**Europe's
Most
Business
Friendly
Region**

Forbes Best
Country for
Business 2016

12.5%

**CORPORATION
TAX IS LOWEST IN
WESTERN EUROPE**



**OPERATING COSTS
AMONG MOST
COMPETITIVE IN
WESTERN EUROPE**



**LABOUR TURNOVER
RATES ARE AMONGST
LOWEST IN EUROPE**

STAFF ATTRITION RATES



9%

Digital &
creative technologies



5%

Business, Finance and
Professional Services (BFPS)



4%

Advanced Manufacturing
and Engineering (AME)



4%

Life and
Health Sciences (LHS)

Business incubation & co-working space

We provide the perfect base for new ventures keen to advance their ideas and business. Its not just about location - we can offer you much more. A space to call to your own where you can focus on developing your business, meet your clients, collaborate with our internationally renowned research centres and take advantage of local government trade and investment missions.



Catalyst Inc. innovation Centre

- > 50,000 square foot of flexible workspace on the banks of the River Foyle.
- > Contains its own data centre.
- > House specialists in software, telecoms, digital media, health & bioscience, clean tech and television production.
- > Super-connected premises provide flexibility for start-ups and companies of any size.
- > Cross border engagement with CoLab.

Ulster Science & Technology Park

- > Purpose built 15 acre mature landscaped campus.
- > State of the art high specification office accommodation with flexible lease terms dedicated to the needs of the financial services, digital media, ICT and knowledge based technology enterprises.
- > Agile workspace with resilient Tier 1 internet provision, secure 24/7 access, support services, meeting facilities, onsite catering and free parking.

CoLab

- > Incubation space and business support to early-stage enterprises in the high tech and knowledge intensive sectors.
- > Provides flexibility for start-ups and companies of any size, ranging from a single "hot desk" to largescale workspace.
- > Cross Border engagement with Catalyst Inc. Innovation Centre.

WISAR Lab

- > Located in the Letterkenny Institute of Technology (LYIT).
- > State of the art RF lab to support R&D.
- > Expertise in Wireless Tech, Embedded Systems & Power Electronics.
- > Particular expertise in Body Area Networks (BAN) and the application of WSNs in buildings.

IDA Business Park, Letterkenny

- > c.42 hectare (c.104 acre) park of zoned and serviced industrial land ready for inward investment.
- > Home to Zeus, Pramerica, Optum, 3D Issue and A&M Belting Company Limited, Located 1.5km (1 mile) north east of Letterkenny town centre, 47km from City of Derry Airport, 59km from Donegal Airport, and 133km from Belfast International Airport.

Gaoth Dobhair Business Park

- > Largest enterprise and industry-based business park in West Donegal. Approx. 95 acres.
- > Purpose designed business park offers a diverse and flexible range of enterprise premises.
- > Properties are available at competitive rental rates and clients can benefit from flexible leasing arrangements.
- > Buildings can be adapted to suit particular business requirements and leased as part of an enterprise-support programme.



NorthWest Regional College Business Support Centre (BSC)

- > Provides direct training and mentoring support to local industry.
- > Areas of expertise include entrepreneurship, knowledge transfer, research and development, innovation funding and technical consultancy.
- > Facilities include software development suites, a food development centre, rapid prototyping facilities and 3D animation and design media software facilities.

Eighty81 Creative Workspace

- > Shared creative workspace for businesses in the creativity industry.
- > Located in Ebrington Square in the heart of Derry-Londonderry.
- > Super-connected premises provide flexibility for start-ups and companies of any size, ranging from a single 'hot desk' to large-scale workspace.



C-TRIC

- > Unique facility promoting & facilitating translational and clinical research.
- > Provision of Incubation space for Life Sciences and Bio companies.
- > Clinical assessment of devices.
- > Medical Device assessment studies.
- > Research ethics & governance.

BEAM Centre

- > Multi-functional workspace, events, co-working and support centre for small businesses and third sector organisations.
- > Set in a wooded, tranquil area 5 miles from the Derry city centre.
- > From US\$13 per day
- > Hub for developing relationships between social economy organisations, private and statutory sectors both North and South of Ireland.

Talent, skills & resources

We provide the perfect base for new ventures keen to advance their ideas and business. Its not just about location - we can offer you much more. A space to call to your own where you can focus on developing your business, meet your clients, collaborate with our internationally renowned research centres and take advantage of local government trade and investment missions.



Labour Pool

35% population under 25 years old

103,530 in employment

High levels of staff retention

Depth of skill available

Highly competitive salaries:

- > HR Admin \$19,000pa
- > Financial Accountant \$25,000pa
- > IT Technical Support \$28,000pa
- > Software Test Analyst \$33,000pa
- > Software Developer \$30,000pa



Talent Pipeline

40,000 third level students

Top-performing region in post primary education at age 16 and age 18 (high school diploma equivalent)

31% school leavers educated to degree level

Pipeline of migration to Ireland Northwest from EU and non-EU

Educational institutions of excellence:

- > Ulster University
- > Letterkenny Institute of Technology
- > NW Regional College



University Region

Northwest Regional College (NWRC)

- > Leading provider of vocational courses and foundation degrees
- > Centre of excellence in software engineering
- > 20,000+ students each year
- > Dedicated business support centre
- > 25+ global partner institutions
- > 58.9% students with 2+ A Levels (above NI & UK average)
- > 82% students achieve 5+ GCSEs (above NI & UK average)

Letterkenny Institute of Technology (LYIT)

- > 4000+ students
- > 50+ global partner institutions
- > 4 x academic schools
- > Business
- > Tourism
- > Engineering
- > Science
- > Significant Research Partnerships
- > Growing International Student base

Ulster University (Magee Campus)

- > Top 10 entrepreneurial universities globally
- > £57m invested in R & D
- > Top 25% of UK universities for world leading research (REF 2016)
- > 5000 students & 150+ courses
- > Medical school in development
 - Specialisms in technology and innovation
 - 80 students per year (Graduate entry)
 - Confucius Institute
- > Heart of city/region's economic development
- > Joint leadership team meetings
- > By 2025 9,400 FTE students
- > Partnership with NWRC

World leading education



- > We have **top performing schools** and the **best performing education system** for primary maths in Europe and **sixth best in the world**.
- > **We are consistently at the top performing region of UK at GCSE and A Level examinations.** The percentage of school leavers who have achieved at least 5 GCSE Grades A*-C has increased to 82%.
- > An increasing amount (20%) of our **population are educated to degree level or above**.
- > There are **40,000 students** currently in further and higher education.
- > **Four 3rd level institutions within a 45 minute catchment of Derry-Londonderry,** Ulster University Magee Campus, Ulster University Coleraine Campus, NW Regional College and Letterkenny Institute of Technology (LYIT).
- > Ulster University is listed in the prestigious Times Higher Education ranking of the **top 150 universities under 50 years old**. The 2014 Research Excellence Framework identified Ulster University as one of the top 25% of UK universities for world-leading research, based on research power.
- > **Ulster University has world class research** in intelligent systems, computing, engineering, creative arts, life and health sciences and is internationally renowned for biomedical sciences.

Global research & technology centres of excellence

With financial incentives including innovation vouchers and R&D Tax credits companies can take advantage of 12% - 130% help with R&D costs. Our business support partners can assist further and offer your company an attractive and competitive package of financial incentives as well as recruitment & training advice.

C-TRIC



- > Unique facility promoting and facilitating translational and clinical research
- > 1 of 2 centres in UK
- > Area of expertise includes:
 - Clinical assessment of devices
 - Research ethics and governance
 - Integrated research application system form completion
 - Patient recruitment and sample collection for studies

WISAR



- > State of the art RF lab to support R&D
- > Expertise in Wireless Tech, Embedded systems, Power Electronics, Body Area Networks (BAN) and the application of Power Electronics
- > Particular expertise in Body Area Networks (BAN) and the application of WSNs in buildings

NWRC



- > Specialisms in dementia and end of life care
- > Industry health care product demos
- > CPD for healthcare staff



- > New product development & menu development
- > Packaging design & food labelling
- > HACCP & food Safety



- > Ideas generation, concept & prototype development
- > Access to rapid prototypers, 3D printers, 2D & 3D designs
- > Finite Element Analysis, Design for Manufacture & Assembly & Fluid Dynamic Analysis

Virtual & Augmented Reality Centre

- > Works with start-ups and SMEs across the region and through a multidisciplinary team of specialists explores the development and application of virtual and augmented reality throughout a range of innovative applications including collaborative design, advanced Manufacturing and engineering and development of immersive experiences

UNIVERSITY OF ULSTER



Legal Innovation Centre

- > Promotes and supports the use of technology in legal services
- > Education and training on emerging legal technologies

Intelligent System Research Centre

- > Dedicated to the creation of intelligent computational systems
- > Home to 1 of only 170 active MEG labs worldwide
- > Area of expertise includes: Neuro-Engineering, Brain Computer Interfacing, Cognitive Robotics, Wireless Systems, AI & VR

Centre for Engineering & Renewable Energy (CERE)

- > Worked with Boeing, Bombardier, Airbus & Terex
- > Expertise in: Engineering, Renewable energy, Engineering, Mechanical, Manufacturing; electrical and electronic engineering

Cognitive Analytics Research Lab (CARL)

- > Global leader in data analytics research
- > Dr George Moore chair in data analytics: World-class academics and an innovative research team responding dynamically to the real-world needs of data analytics.
- > Application of research incognitive analytics across a range of sectors: Health, Financial technology, Advanced manufacturing, Media, Energy, Civic society and public policy

Centre for Industry Digitalisation, Robotics & Automation (CIDRA)

- > Industry-led concept in partnership with Ulster University for the establishment of an Industrial Digitalisation, Robotics and Automation facility
- > Focused on research, development and demonstration of the integration of five key technologies (artificial Intelligence, industrial digitalisation, robotics, automation and the Industrial Internet of Things (IIoT)).
- > Flexible, reconfigurable demonstration test-beds to encourage and support uptake of industrial digitalization technologies.

International Partnerships

Our region has established strong international partnerships globally with North East America including Boston, Massachusetts, Philadelphia, City of London and China.

We are uniquely situated between mainland Europe and United States. With a strategic cross border partnership between neighbouring councils and educational establishments we have developed a North West City Region acting as an economic driver for the wider economies in the North and South of Ireland.



**UNIQUE
ECONOMIC
PARTNERSHIP**
with City of London



**UNIQUE
ECONOMIC
PARTNERSHIP**
with key markets






**ANNUAL TRADE
& INVESTMENT
MISSIONS**



**FRIENDSHIP
AGREEMENT**
with City of Dalian
in China

Cost of living - price difference with Ireland Northwest

	RESTAURANT PRICES	AVERAGE GROCERY SHOP	AVERAGE RENT
			
DUBLIN	28.5% ↑	26.1% ↑	208.9% ↑
BELFAST	1.5% ↑	10% ↑	27.7% ↑
LONDON	35% ↑	16.6% ↑	316% ↑

AVERAGE HOUSE PRICE
DERRY CITY & STRABANE DISTRICT COUNCIL AREA: \$152,813
DONEGAL COUNTY COUNCIL: \$103, 654



Quality of life

The city region boasts an enviable quality of life with access to:

- > Free healthcare
- > Major acute regional hospital
- > Stress free commute
- > Available and affordable housing
- > Friendliest people in the UK
- > Stunning scenery, historical landmarks and greenways
- > Award winning beaches
- > World famous golf courses

We are home to...

- > A thriving arts and culture scene with a global reputation
- > International events and festivals
- > The only completely intact walled city in Ireland and one of the finest examples in Europe
- > Runner Up of 'Foodie Town' Ireland 2015 & 2016
- > Rich musical legacy
- > Low crime rate



Tourism & leisure

Attracting more visitors each year, the Ireland Northwest region prides itself as a welcoming heritage destination.

The region is perfectly located where the Wild Atlantic Way meets the Causeway Coastal Route. We are an investment opportunity, a thriving dynamic and desirable place to live and work in close proximity to spectacular countryside, coastal routes and award winning beaches.

There is a vibrant arts scene, set against a backdrop of remarkable built heritage including 400 year old Derry-Londonderry Walls (Listed as one of the World's 1001 Historic Sites You Must See Before You Die by UNESCO). Ireland Northwest is bidding to secure international designations UNESCO Creative Cities Network and UNESCO Learning City Region. Never Short of an event or festival to enjoy Ireland Northwest is home to the 'Best Hallowe'en Destination in the World' (USA Today).



DC&SDC OVERNIGHT TRIPS (2016/17)

270,400



DONEGAL OVERSEAS TOURISTS (2016/17)

283,000



66

Derry – The Walled City is one of the World's underrated city destinations

Sydney Morning Herald – Oct 2017

Donegal is the coolest place on the planet

National Geographic Traveller.
The Cool List: 17 for 2017



Investing in our future

Making it happen: A Connected Region with a series of ambitious and exciting infrastructure projects designed to further consolidate the Ireland Northwest region's proposition as a key investment location.

ROADS INFRASTRUCTURE \$170m



Improving connections and reducing travel times between Derry & Belfast and key cross border cities including Dublin & Galway.

TRANSPORT INFRASTRUCTURE \$92m



In planned transportation infrastructure projects that will reinforce our status as connected hub.

PUBLIC SECTOR INVESTMENT

\$461m



Extension to the regional acute hospital as a centre of excellence in medical innovation.

\$98m



In Strategic regional sporting & leisure projects across the region.

\$26m



Establishment of NW Medical School

Dedicated business development and investment team

We work in partnership with Investment attraction agencies, educational institutions, Local Government and Chambers of Commerce in two different national jurisdictions and have collaborated on a number of successful projects. With our dedicated Business Development and Investment team we provide Support for Companies in:

- > Talent Management & Recruitment
- > Property Solutions
- > Bespoke Skills & training programmes
- > Civic support through executive offices of local government
- > Investor Forum
- > Business Ambassador & Conference attraction programme.



Derry City & Strabane
District Council
Comhairle
Chathair Dhoire &
Cheantar an tSrátha Bál
Derry City & Strabane
District Council



Comhairle Chontae
Dhún na nGall
Donegal County Council

INTERESTED IN OUR OPPORTUNITIES? WE WANT TO TALK TO YOU.

Derry City & Strabane District Council

- @ www.investderrystrabane.com
- ✉ investment@derrystrabane.com
- ☎ +44 (0) 28 71253253 ext 6661/6662
- 🐦 @InvestDCSDC

Donegal County Council

- @ www.localenterprise.ie/Donegal
- ✉ info@leo.donegalcoco.ie
- ☎ +353 (0) 74 9160735/9153900
- 🐦 @donegalcouncil

