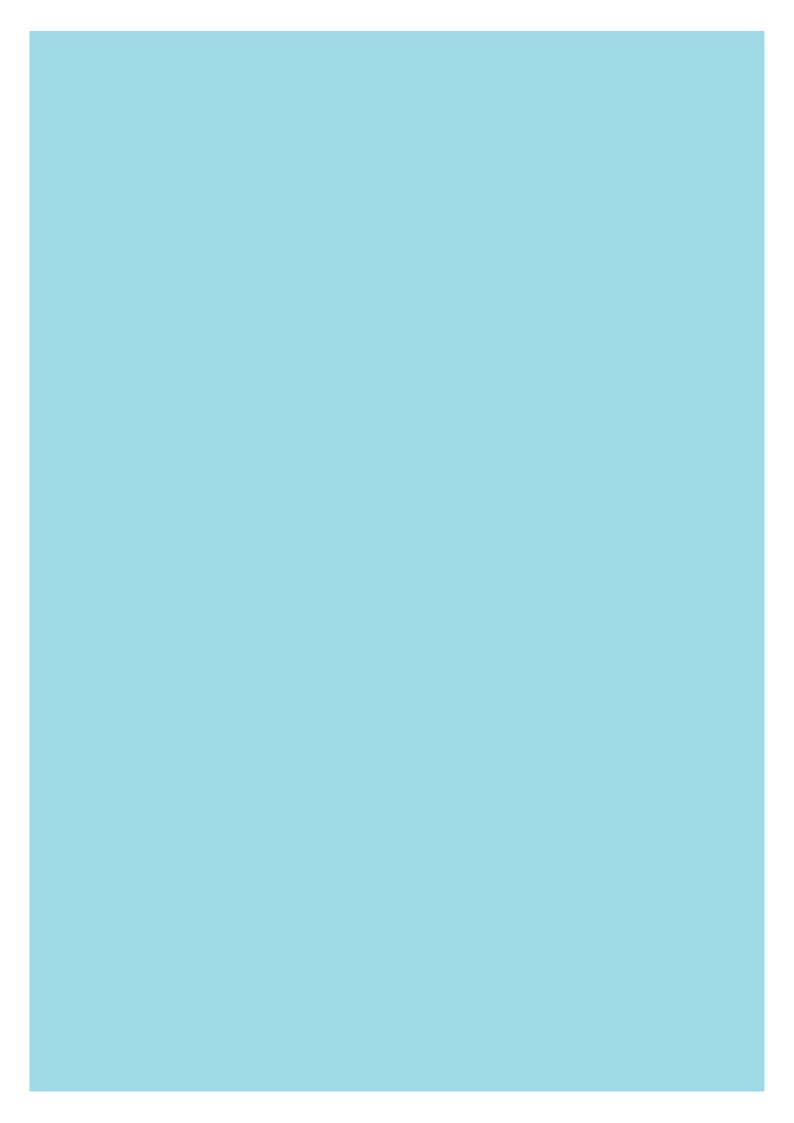


## White Paper on Enterprise

Implementation Plan 2023-2024

May 2023





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#### Introduction

The White Paper on Enterprise was published in December 2022. It sets out Government's medium- to long-term ambitions for a vibrant, resilient, regionally balanced and sustainable economy made up of a diversified mix of leading global companies, internationally competitive Irish enterprises and thriving local businesses. Its vision is to ensure Irish-based enterprise succeeds through competitive advantage founded on sustainability, innovation and productivity, delivering rewarding jobs and livelihoods.

The development of the White Paper was led by the Department of Enterprise, Trade and Employment and was designed as an open process, informed by external stakeholder perspectives, and by international best practice.

The Government's approach to enterprise policy in the period to 2030, articulated in the White Paper, is one of adaption rather than an abrupt departure from the consistent and successful approach Ireland has pursued for decades. It takes account of global and EU-level policy developments, while also responding to national opportunities and challenges.

Through implementation of the White Paper, we will build the resilience and sustainability of our economy as we embrace the two dominant trends of the twenty first century - decarbonisation and technological change.

#### The Imperative of a Competitive Enterprise Environment

While this Implementation Plan focusses on progressing the seven identified enterprise priority objectives, ensuring the correct framework conditions are in place to enable enterprise to thrive and deliver strong, sustainable economic growth is a central theme of the White Paper. The competitiveness of the enterprise environment is determined by a mix of underpinning factors including infrastructure, business costs, skills, taxation and regulation.

We recognise that a series of cross-cutting issues must be addressed through a coordinated whole-of-Government response to ensure the economy has the necessary "carrying capacity" to provide a competitive enterprise environment. This applies not just to the adequacy of physical infrastructure such as transport, housing energy and water/wastewater but also essential social services. Through Project Ireland 2040, Housing for All and other initiatives, the Government will ensure that sufficient capacity is provided to meet these needs and that planning takes full account of enterprise policy requirements.

In terms of cost competitiveness, the White Paper notes that many of the drivers of recent inflation are outside of the Government's control. It is crucial, therefore, that we progress reforms in those areas where it is possible to deliver impact, for example by increasing competition in key sectors such as banking and finance. The National Competitiveness and

Productivity Council (NCPC) will continue to monitor the cost of doing business in Ireland and recommend appropriate policy actions to Government.

The fundamental role that skills, talent and the workforce must play in realising the ambition set out in the White Paper should not be under-estimated. Skills are a key competitiveness differentiator, critical to maintaining Ireland's attractiveness to FDI and to drive the scaling and internationalisation of Irish-owned enterprise. Informed by the OECD's review of the National Skills Strategy, we will build upon the existing close collaboration between Government, industry, and the education and training sectors to ensure a responsive and dynamic approach to addressing priority skills needs. We will continue efforts to broaden our talent pool, maintaining and enhancing Ireland's attractiveness to international talent, while also working to activate groups currently underrepresented or underemployed in the labour market.

Ensuring businesses can access appropriate finance at each stage of the enterprise lifecycle is crucial to enabling a dynamic, entrepreneurial ecosystem. MicroFinance Ireland and the Strategic Banking Corporation of Ireland (SBCI) are broadening the finance options on offer to Irish business. We will build on this success and continue to prioritise access to finance for SMEs.

On foot of the OECD/G20 Inclusive Framework on Base Erosion & Profit Sharing (BEPS), our future ability to compete on corporate taxation will be reduced. We must therefore ensure that other aspects of our tax regime do not inhibit our competitive advantage. Continual benchmarking our offering against key competitor jurisdictions will allow us to identify opportunities to enhance our system. We will work to reduce compliance burdens and examine how the range of existing targeted tax measures that support small business can be developed to increase take-up and improve impact.

To ensure a modern and responsive business regulatory environment, which reflects international best practice, we will focus on the development of evidence-based policy, supported by the use of tools such as Regulatory Impact Analysis, the SME Test30 and stakeholder consultation. We will continue engagement at EU level and internationally, to maintain influence in the development of policies and regulations that impact Ireland's economic and business environment.

Achieving the ambition of the White Paper and delivering upon its seven enterprise policies priorities is predicated on the ability to sustain and enhance the competitiveness of the framework conditions that determine the Irish enterprise environment.

#### **Our Priority Enterprise Policy Objectives**

We will work across Government to realise the ambition set out in White Paper on Enterprise, which is driven by 15 targets covering employment and the seven identified priority enterprise policy objectives;

#### **Enterprise Priority**

White Paper on Enterprise Target

- 1. Integrating decarbonisation and net zero commitments. Decarbonisation cannot be regarded as a threat to our competitiveness; rather, the competitiveness risk lies in not taking swift action to embed it in our enterprise policy. Government interventions will be oriented to help existing firms meet the costs of decarbonisation and position them to exploit the opportunities of a low carbon economy. In particular, decisive action will be taken to release the potential national and strategic development opportunity represented by Offshore Wind.
- CO2
  35%
  Emissions Reduction
  from Industry by 2030

Emissions Reduction

from Commercial Built Environment by 2030

- 90% Of SMEs at Basic Digital Intensity by 2030
- 2. Placing digital transformation at the heart of enterprise policy. The Government is committed to the Digital Ireland Framework strategy and will take action to sustain Ireland's attractiveness as a location of choice for cutting edge global technology businesses as well as driving a step change in digital adoption across enterprise and nurturing digital start-ups. Digitalisation will not only be a key enabler of future productivity growth but will play an important role in decoupling economic growth from resource consumption, supporting our net zero commitments.
- 3. Advancing Ireland's Foreign Direct Investment and trade value proposition. Foreign Direct Investment (FDI) will remain critical to our economic model, while our approach for attracting FDI will evolve to reflect net zero objectives and have regard to the carrying capacity of economy. Greater domestic value capture will be achieved through stronger linkages and spill overs between multinationals and domestic firms.



At least half of all FDI investments between 2021 and 2024 to be located outside of Dublin

4. Strengthening the Irish-owned exporting sector. It is critical that we enable the Irish-owned exporting sector to fulfil its potential and to build a strong domestic growth engine to support sustainable, diversified growth. Policy action will seek to encourage entrepreneurship and ensure Ireland is a viable and attractive location in which to scale companies for global success. We will prioritise initiatives that enhance productivity and increase our cohort of exporting Irish-owned enterprises.



2.5% average annual growth in Irish-owned enterprise productivity by 2024

50% Increase in the number of large Irish exporting companies by 2030

**2,000** additional Irish-owned exporters by 2030

Over two-thirds of Enterprise Ireland assisted new jobs between 2022 and 2024 will be created outside of Dublin

5. Enabling locally trading sectors to thrive. Given the importance of locally trading sectors for employment, regional development and placemaking, we will continue to provide impactful supports to this cohort of firms and explore new ways to build capacity and drive performance. The Local Enterprise Offices (LEOs) will continue to enhance their advisory services for locally trading firms to improve productivity, particularly around digitalisation and reducing energy use and carbon emissions.



1% average annual increase in multifactor productivity growth in domestic sectors of the economy by 2025

6. Stepping up enterprise innovation. For an advanced economy like Ireland, innovation is the best way to generate sustainable, long-term productivity growth. In line with the ambition set out in the Government's research and development strategy - Impact 2030 - Government will consolidate and build on the progress that has been made and redouble efforts to broaden and deepen innovation capability across the enterprise sector, in particular the innovation performance of our SMEs.



Gross (public and private) Expenditure on R&D to

2.5% of GNI\* by 2030

Number of High-Potential Start-Ups increased by by 2024

7. Building on our strengths and opportunities. By building on existing capabilities and strengths in global markets and positioning Ireland at the frontier of emerging opportunities, we will underpin Ireland's resilience in the face of disruption and transition. This will include the introduction of a centrally coordinated, cross-Government approach to clustering to drive firm productivity, accelerate decarbonisation objectives

and enhance overall capacity of firms and sectors.



5 national cluster organisations funded under a new National Clustering Programme by 2025

Unemployment not to exceed one percentage point of national unemployment rate in any region

#### Overview of the Implementation Approach

The Department of Enterprise, Trade and Employment is leading the coordination and monitoring of implementation of the White Paper on Enterprise. This activity will run over the period to 2030 and is a cross-Government exercise.

This is the first in a series of consecutive two-year implementations plans. It aims to ensure enterprise policy efforts are focussed on delivering the 15 targets identified in the White Paper (Appendix I), which detail the Government's ambitions across each of the above seven priority enterprise policy objectives.

The Implementation Plan identifies a portfolio of key initiatives and projects under each of the policy objectives. The initiatives and projects listed have been selected as illustrative of the efforts underway to align enterprise policy interventions with the vision and ambition set out in the White Paper. Therefore, the programme of work called out in the Implementation Plan is not intended as an exhaustive action plan, but instead provides an overview of the range and depth of activity underway. These activities are largely driven by the Department of Enterprise, Trade and Employment and its enterprise agencies, with other relevant Government Departments and public bodies responsible for a number of key deliverables.

Progress will be reported on biannually to the Cabinet Committee on Economy and Investment. These reports will include updates on each of the 40 initiatives included in this Plan and details of progress towards the 15 targets, with new data under each of the measures included as it becomes available from the relevant sources. The first Progress Report will be developed in Q3 2023.

To support effective implementation and ensure alignment with the priorities identified in the White Paper, the Department of Enterprise, Trade and Employment will commence a capital expenditure review in Q4 2023, with the aim of ensuring that distribution of the Department's capital budget reflects our strategic focus. Simultaneously, the enterprise agencies will reflect the direction articulated in the White Paper in new or updated strategies. Specifically, the midterm review of IDA Ireland's strategy, due for completion in mid-2023, and the development of the new Enterprise Ireland strategy post 2024, will detail clear alignment with the seven identified priorities.

We are committed to a dynamic approach to implementation having regard to national and international developments as they unfold over the lifetime of the White Paper. To support policy resilience and agility, we will leverage the Department of Public Expenditure, NDP Delivery and Reform's ongoing pilot scheme with the OECD to develop strategic foresight capabilities in the public sector. Furthermore, the Department of Enterprise, Trade and Employment will establish a strategic foresight advisory group, composed of international experts to identify and assess signals for change and to consider the implications for Irish enterprise policy.



### 1. Integrating Net Zero and Carbon Commitments

Embedding decarbonisation into enterprise policy is no longer a choice but an environmental and economic imperative. Failure to address decarbonisation objectives would not only impact our ability to meet Ireland's climate action commitments, but would also undermine the future competitiveness of our enterprise sector.

Placing our net zero ambitions at the centre of the White Paper ensures that Ireland's approach aligns with developments at EU level, where climate change response and the green transition are becoming key drivers of industrial policy. This is most evident in the EU's Green Deal Industrial Plan, published by the Commission in February 2023, to provide a framework for the transformation of the EU's industry for the net zero age.

In implementing the White Paper, enterprise policy will be orientated to ensure Irish-based firms are supported in meeting the costs of decarbonisation and are positioned to exploit the opportunities of the low carbon economy. Carbon abatement will become a core objective for our enterprise agencies and new industrial development will be less reliant on fossil fuels.

Enterprise policy will help Irish-based firms fully realise the potential of the global green economy, supporting them to become leaders in related innovations. Across Government, we will focus on business model transformation, resource circularity, and the development of the bioeconomy to promote sustainable practices in enterprise beyond carbon targets.

Policy will seek to leverage the competitive advantage of Ireland's abundant renewable energy capabilities, particularly in offshore wind. Delivering on our commitment to reduce emissions from manufacturing industries by 35% by 2030 will require changes to the way our enterprise agencies carry out their activities, including changing existing project evaluation models through which investment supports are evaluated. Further, many sectors will be involved in our national ambition to reduce emissions from our commercial building stock by 45% by 2030.

Integrating Net Zero and Carbon Commitments	
White Paper on Enterprise Targets	Baseline
35% Emissions reductions from Industry by 2030	7.014 MtCO <sub>2</sub> eq. (2018)
45% emissions reductions from Commercial Built Environment by 2030	1.5 MtCO <sub>2</sub> eq. (2018)

#### 1.1 Develop a National Industrial Strategy for Offshore Wind

The scale of our offshore wind potential, when coupled with hydrogen production, offers a significant industrial development opportunity. As part of our efforts to leverage Ireland's abundant renewable energy capability in offshore wind, the Department of Enterprise, Trade and Employment will commence development of a new National Industrial Strategy for offshore wind this year. It will provide a roadmap which clearly sets out how our enterprise sector, both Irish-owned enterprise and Multinational Corporations (MNCs), will contribute to the development of Ireland's ambitions to deliver an offshore wind generation sector of significant scale. It will take account of the international legislative and regulatory environment such as the EU's Fit for 55 Plan and identify the measures required to capture the industrial development opportunity that would come with abundant zero carbon energy availability. This includes the opportunity for energy exports and the synergies available from co-locating renewable energy infrastructure, transport infrastructure and industrial energy demand.

A further objective of this initiative will be to provide an integrated spatial and economic framework for the development of clusters critical to development of the offshore wind sector.

Enterprise Ireland and IDA Ireland will be key participants in the Department of Enterprise, Trade and Employment led cross-disciplinary team that will develop the Strategy with intensive cross-Government engagement. The initial phase of work will focus on scoping out the issues through peer market analysis and stakeholder consultation. This will be followed by a policy design phase before progressing to piloting or implementation of the roadmap.

The development and implementation of the Offshore Wind National Industrial Strategy will align with and complement the ongoing work of the cross-Government Offshore Wind Development Taskforce being led by the Department of Environment, Climate and Communications. The Department of Enterprise, Trade and Employment is leading the Supply Chain Workstream of the Taskforce. This Workstream will act to mitigate emerging risks to the supply chains for offshore wind development and build up capacity in the indigenous sector to access supply chain opportunities and capture as much value for Ireland as possible from offshore renewables.

Timeline	Q4 2023: Completion of Phase 1- Scoping / Consultation
	Q2 2024: Finalisation and publication of strategy
	Q2 2024: Commence implementation
Responsibility	Department of Enterprise, Trade and Employment (Lead); Enterprise
	Ireland; IDA Ireland

# **1.2 Embed Carbon Abatement into Enterprise Development Agency Operations**

The Department of Enterprise, Trade and Employment will lead a process to translate national carbon budgets, as set out in The Climate Action and Low Carbon Development (Amendment) Act 2021 and the Sectorial Emissions Ceilings, into operational carbon budgets for the enterprise development agencies. The Department will map emissions inventory data to the existing client base of each agency. Both agencies have commenced implementing actions to measure and track the carbon impact of clients. Enterprise Ireland and IDA Ireland will work with their existing clients to decarbonise their operations while continuing to facilitate growth. They will also seek to develop and support new clients in low-carbon sectors.

A uniform budgeting approach and reporting process will be agreed between the Department of Enterprise, Trade and Employment and the enterprise development agencies for implementation in 2024.

Carbon abatement will become a key objective for the agencies and will be reflected in the Oversight and Performance Delivery Agreements (OPDAs) of Enterprise Ireland and IDA Ireland. Similar provisions will be put in place for Údarás na Gaeltachta. The OPDAs will ensure that decarbonisation commitments are integrated into existing monitoring and reporting, alongside established criteria on employment creation and economic value added. This will include establishing an agreed process for assessing and reporting existing client emissions baselines, the likely impact of new investments as well as the impact of capital grants for decarbonisation projects provided to clients.

Timeline	Q2 2023: Carbon abatement reflected in Enterprise Development Agency OPDAs
	Q4 2023: Agreed design of Enterprise Development Agency carbon budgets and timelines for different stages of implementation
	Q1 2024: Implementation of agreed Enterprise Development Agency carbon budgets using available data
Responsibility	Department of Enterprise, Trade and Employment (Lead); IDA Ireland; Enterprise Ireland

# 1.3 Integrate the Cost of Carbon into Enterprise Agencies' Project Evaluation Models

During 2022, the Department of Enterprise, Trade and Employment implemented a pilot Climate Appraisal Model, which factored the cost of carbon emissions into the assessment of enterprise agency investment projects. The Department is currently evaluating the pilot in advance of implementing the Model on a permanent basis for all relevant projects. These will primarily be projects where grant aid is sought to support a client company's capital costs, such as process upgrades and expansions.

This evaluation process will also apply to new greenfield investments, requiring the pipeline of new developments in Ireland to take full account of the carbon budgeting processes of the relevant agency. For other types of supported activities, such as training, an alternative, proportionate sustainability check will be required. The Department and its agencies will ensure that we are attracting the quality and diversity of new foreign investments that supports our national climate action ambitions. The implementation of the Climate Appraisal Model will be overseen by the Department and the enterprise agencies, with appropriate data collection and reporting identified to drive the required reforms.

Timeline	Q4 2023: Cost of carbon included in agencies' assessments of support for capital investment projects, through implementation of the Climate Appraisal Model
Responsibility	Department of Enterprise, Trade and Employment (Lead); IDA Ireland; Enterprise Ireland;

# 1.4 Design Decarbonisation Roadmaps for Industry and our Commercial Built Environment

The Climate Action Plan 2023 sets out our national approach to achieving compliance with the carbon budgeting process, including halving emissions this decade and being carbon neutral by 2050. In particular, reducing carbon emissions from industry by 35% and from the commercial built environment by 45% by 2030 will be a core objective of enterprise policy. A number of Taskforces have now been established to drive implementation of these measures.

The Heat and Built Environment Taskforce will drive decarbonisation across the heating and cooling needs of our economy and society, including manufacturing processes in industry, and energy used in heating offices, retail and commercial premises, broadly. The Department of Enterprise, Trade and Employment and its agencies are working closely with colleagues across Government Departments and agencies — alongside the Department of Environment, Climate and Communications and SEAI in particular — to set out how these measures will impact businesses operating in Ireland. The Taskforce will produce a roadmap for decarbonising

industrial heat and a roadmap for decarbonising the commercial built environment to communicate clearly to businesses the steps required to meet our targets.

These Roadmaps will set out the relevant interventions and technologies for these sectors, the assistance available from state agencies, and the regulatory requirements that will drive our transition to a low carbon economy. Many businesses are already on this journey. The Roadmaps will articulate the key milestones, inform private and public investment, and demonstrate how the combined efforts of our businesses and Government policy can meet our ambitious objectives, dramatically improving our environmental and economic sustainability.

Timeline	Q3 2023: Roadmap for Decarbonising Commercial Built Environment
	Q4 2023: Roadmap for Decarbonising Industrial Heat
Responsibility	Department of Enterprise, Trade and Employment (Lead); Department of
	Environment, Climate and Communications; IDA Ireland; Enterprise
	Ireland; Údarás na Gaeltachta; Sustainable Energy Authority of Ireland

#### 1.5 Prioritise Financial Support for Green Investments

The agreed ambition to decarbonise our economy is transformative and will require significant investment and adoption of low and no carbon technologies across all sectors. We will support investments contributing to the green and sustainable transformation of the Irish economy through a number of instruments.

The Green Transition Fund is part of Ireland's National Recovery and Resilience Plan (NRRP). The total budget for the fund is split into two streams, the Enterprise Emissions Reduction Investment Fund (€30m) and the Climate Planning Fund for Business (€25m). These were launched in 2022 and will run to 2025. The Enterprise Emissions Reduction Investment Fund targets manufacturing companies using fossil fuels and incentivises them to adopt CO₂ abatement technologies in their processes. The Climate Planning Fund for Business is targeted at companies of different sizes and at different stages of engagement, to support companies to accelerate their awareness of CO₂ abatement opportunities, build decarbonisation capabilities and put in place sustainability plans. As the Fund is relatively new, it is expected that demand will grow considerably in 2023. Individual project funding under the Green Transition Fund is capped at €1 million, and therefore for large projects where sizeable abatement can be achieved, Enterprise Ireland and IDA Ireland will also have recourse to the Environmental Aid Scheme to support those investments.

The 'Growth and Sustainability Loan Scheme' (GSLS) is a new long-term loan guarantee scheme jointly developed by the Department of Enterprise, Trade and Employment and the Department of Agriculture Food and the Marine, in partnership with the Strategic Banking Corporation of Ireland and the European Investment Bank Group (EIBG).

The €500 million GSLS will make competitively priced loans of between €25,000 and €3 million available to SMEs, including farmers and fishers and small mid-caps, for terms of up to ten years, with loans of up to €500,000 available unsecured. A minimum of 30% of the total loan volume for GSLS will be targeted towards climate action and environmental sustainability measures, driving investments contributing to the green and sustainable transformation of the Irish economy. Restrictions on eligible loan purposes within the scheme will also act as a safeguard for the environment. This will allow the GSLS to work as an enabling instrument for achieving a climate-resilient Irish economy and meeting both EU and national climate targets.

Timeline	Ongoing: Roll out of the Green Transition Fund incentives
Responsibility	Department of Enterprise, Trade and Employment (Lead); Enterprise Ireland; IDA Ireland; Údarás na Gaeltachta

Timeline	Q2 2023: Launch of Growth and Sustainability Loan Scheme
Responsibility	Strategic Banking Corporation of Ireland

# 1.6 Develop Green Skills and Capacities Required for a Net Zero Economy

Green skills will be critical to achieving decarbonisation and net zero commitments and unlocking the opportunities of the Green Transition.

Initiatives under the Second National Strategy on Education for Sustainable Development will continue to be progressed, ensuring Ireland's higher education system reflects the capacity needs for a more sustainable enterprise sector. These initiatives include engagement with the enterprise sector to ensure education and training needs of SMEs are met regarding the green and circular economy, and that SME's are supported with the appropriate human capital skills to assist them in their journey towards a low carbon future.

Through Skillnet Ireland, the competitiveness, productivity and innovation of the enterprise sector will be advanced through demand-led skills development. This includes the Green Tech Skillnet initiative, which continues to roll-out trainings to support the optimisation of renewables on the Irish grid, as well as wider grant funding to deliver industry led upskilling programmes to the renewable energies sector during 2023.

A sustainable pipeline of workers with the necessary technical skills is a prerequisite for enabling Ireland's offshore wind energy ambitions, including in new or specialised areas, such as maritime skills. The identification and definition of these skill needs will be an important first step. The Department of Further and Higher Education, Research, Innovation and Science is

leading on a dedicated Skills and Workforce Workstream as part of the cross-government Offshore Wind Energy Programme, with close engagement with industry through the Green Tech Skillnet, promoted by Wind Energy Ireland. Under this workstream, an expert advisory group of stakeholders from further and higher education and industry has been established and will now oversee delivery of a detailed skills assessment report in Q2 2023.

Timeline	Ongoing: Promote green skills within the Higher Education system to support a more sustainable enterprise sector
Responsibility	Department of Further and Higher Education, Research, Innovation and Science
Timeline	2023 -2024: Develop full suite of green skills programmes
Responsibility	SOLAS

Timeline	Q2 2023: Detailed Skills Assessment Report by Skills and Workforce Workstream
Responsibility	Department of Further and Higher Education, Research, Innovation and
	Science (Co-Lead); Department of Environment, Climate and
	Communications (Co-Lead)

# **1.7 Promote the Development of the Circular Economy and Bioeconomy**

Greater circularity in our economy will help reduce costs, increase sustainability, and enable enterprises based in Ireland to compete on quality, reliability, value-added and customer service.

The Environmental Protection Agency (EPA) is leading efforts to enhance circularity. Construction and demolition waste is currently the largest waste stream in Ireland. National byproduct criteria will be introduced to prevent certain by-products generated from road development projects from becoming waste, and similarly for soil and stone materials generated from greenfield sites. Additionally, national end-of-waste criteria for recycled aggregates will be established to promote recovery and reuse of secondary construction materials as new products.

The Green Enterprise Fund supports innovators in Ireland to develop, demonstrate and implement circular economy approaches in their business models, allowing for up to €100,000 per grant award on a shared cost contribution basis. The EPA will work with the Department of Environment, Climate and Communications to review the Green Enterprise Fund, to consider where it fits in the overall funding landscape for circular economy projects. The outcome of this

review will provide for a more cohesive, accessible, and targeted funding for circular economy enterprises and projects.

We aim to become a global leader in terms of the bioeconomy through a co-ordinated approach that harnesses Ireland's natural resources and competitive advantage. We will achieve this by exploiting the opportunities available, while monitoring and avoiding unintended consequences. An important objective of the bioeconomy is to move Ireland beyond simply a target compliance and carbon mitigation focus to integrating sustainable economic development into our economic model as we transition to a low carbon and circular economy.

The Bioeconomy Action Plan is currently being developed by the Department of the Environment, Climate, and Communications and the Department of Agriculture, Food, and the Marine and is due to be published in Q2 2023. The Action Plan will further develop Ireland's bioeconomy in the period 2023 to 2025, and lead to an increased awareness and understanding of the bioeconomy. It will also lead to enhanced policy coordination and greater integration of bioeconomy within sectoral policies.

Additional ongoing efforts include the Circular BioEconomy Cluster, which was initiated by CircBio Research Group at Munster Technological University with funding from Enterprise Ireland's Regional Technology Clustering Fund. This regional cluster aims to promote a low carbon circular bio-based economy by driving collaborative innovation between industry, SMEs and education in the thematic areas of agriculture, marine bioeconomy and waste-to-value. CIRCULÉIRE, an industry-led innovation network and €4.5m public-private partnership, will work to enable stakeholders to source, test, finance and scale circular manufacturing systems, supply chains and business models.

Timeline	Q2 2023: Launch of Food Waste Charter 2.0, with implementation and reporting covering the period through to the end-2024  Q3 2023: Launch national decisions on construction by-product and waste material to promote circularity
	Q4 2023: Review of Green Enterprise Fund Completed
Responsibility	Environmental Protection Agency

Timeline	Q2 2023: Publish Bioeconomy Action Plan
	Q2 2023 – Q4 2025: Implementation of Action Plan, including the Industry and Enterprise Pillar
Responsibility	Department of the Environment, Climate and Communications;
	Department of Agriculture, Food and the Marine; Department of
	Enterprise, Trade and Employment



### 2. Placing Digital at the Heart of Enterprise Policy

To ensure competitiveness, drive productivity and enable a decoupling of economic growth from resource consumption, we will pursue our ambition to become a digital leader, as set out in Harnessing Digital – the Digital Ireland Framework.

Our enterprise agencies will act as advocates for digital transformation, with the agenda being integral to their engagement with business. We will accelerate adoption of digital technologies across enterprise through capital grants, training and consultancy. Building on existing strengths, we will position Ireland at the frontier of Advanced Manufacturing.

Increased investment in high-level digital skills will ensure a quality pipeline of digital talent. We will continue to invest in digital infrastructure and progress digitalisation of the public service, creating a supportive digital ecosystem for enterprise.

Placing digital transformation at the heart of enterprise policy	
Target	Baseline
90% of SMEs at basic digital intensity by 2030	64% (2021)

### 2.1 Support the Digital Transformation of Enterprise

The roll out of the €85m Digital Transition Fund will provide funding to drive transformative digitalisation of enterprise in Ireland, particularly amongst SMEs as a key driver of sustainable productivity. It will assist companies at all stages of their digitalisation journey through a range of funding schemes available through the enterprise agencies. This will range from the early days of getting a business online to digitalisation of products and business processes, to facilitating exporting and using digital technologies to develop new markets and business models.

Enterprise Ireland is rolling out the fund to support companies develop a digitalisation strategy, implement new business processes and drive Digital Marketing Capability, with €10 million in enterprise digitalisation projects approved in 2022 and €15 million in funding available to approve projects in 2023. The Digital Marketing Capability Grant (and shorter Digital Marketing Assessment grant) supports Irish companies to develop international digital marketing strategies to support research, customer segmentation, messaging, competitor and international market development, while Enterprise Ireland's partnership with Google on the 'You're the Business' digital upskilling initiative and digital marketing programme helps thousands of SMEs to go online, sell online and export online. These programmes with serve alongside other, complementing initiatives, to support the digitalisation of Irish enterprise including Agency led digital marketing campaigns, online client directory showcases as well as

initiatives which aim to increase the numbers of companies utilising and realising growth opportunities in AI, big data, robotics/automation, and Cloud Computing.

Timeline	Ongoing roll out of Digital Transition Fund to 2026
Responsibility	Department of Enterprise, Trade and Employment (Lead); Enterprise Ireland; IDA Ireland; Údarás na Gaeltachta

#### 2.2 Establish European Digital Innovation Hubs

Ireland will establish four new European Digital Innovation Hubs (EDIHs) as part of the European Commission Digital Europe Programme. Enterprise Ireland will provide ongoing oversight of the programme and administer up to €1.9 million in funding annual towards the operation of each Hub over the 2023-2024 period.

EDIHs will support digital transformation in SMEs and public sector organisations by encouraging the adoption of the latest advances in the three key technologies of Cybersecurity, Artificial Intelligence (AI) and High-Performance Computing. EDIHs will serve as "one-stop-shops" providing access to technical expertise and experimentation, as well as innovation services, and the training and skills development necessary for successful digital transformation.

The four Irish EDIHs commencing operations in 2023 are:

- FactoryxChange (FxC) led by the Enterprise Ireland funded Irish Manufacturing Research
  in Mullingar to accelerate factories to become 'Factories of the Future' embracing the
  ecological, digital, and societal challenges;
- Ceadar led by Ireland's Enterprise Ireland / IDA Ireland Technology Centre in Applied
  Data Analytics and Machine Intelligence (based in UCD) which will aim to focus on
  supporting AI transformation in SMEs and public-service organisations;
- ENTIRE led by Tyndall National Institute Cork to help SMEs and start-ups to become more
  competitive in their business/production processes using digital technologies such as IoT
  and sensors;
- DATA2SUSTAIN led by Atlantic Technological University Sligo, which aims to increase the transformation capacity of SMEs in the Northern and Western Region with a focus on circular economy, operations and sustainability areas.

By the end of 2023 the EDIH programme will have launched and will commence delivery of their suite of services to SMEs all over the country.

Timeline	Q4 2023: Ireland's EDIH programme will be operational by end of 2023
Responsibility	Enterprise Ireland (lead); Department of Enterprise, Trade and Employment

#### 2.3 Develop a Digital Portal for Enterprise

Enterprise Ireland is working with the Department of Enterprise, Trade and Employment on the development of a Digital Portal to demystify digital innovation and support businesses on the digital adoption journey. The objective of the Digital Portal is to help businesses to self-assess their digital needs as well as signposting to training, resources, and funding options by providing a tailored roadmap to progress on their digital journey.

The Digital Portal will play a key part in driving the digitalisation of enterprises, in line with the National Digital Strategy and Ireland's National Recovery and Resilience Plan.

Following initial roll-out of the portal in 2023, the portal will be refined further based on the review of its effectiveness, as well as to take account of new schemes to support digital transition by the enterprise sector.

Timeline	Q4 2023: Digital Portal is live
	Q4 2024: Continuous development and refinement of portal
Responsibility	Department of Enterprise, Trade and Employment (Lead); Enterprise
	Ireland; IDA Ireland; Údarás na Gaeltachta; Local Enterprise Offices

### 2.4 Drive Uptake of Artificial Intelligence (AI) Tools in Enterprise

The Government has implemented various initiatives set out in the National AI Strategy, AI — Here for Good, and will continue to roll-out this strategy in order to drive further awareness and uptake of AI tools in enterprise. Enterprise Ireland will continue to support and develop Irishowned companies who are producing AI products and related services, as well as incentivising and supporting businesses in adopting AI tools to improve productivity and innovation.

CeADAR, as Ireland's national AI hub, will provide expertise and guidance to enterprises on their AI adoption journey. The hub will provide upskilling, innovation and advisory services (including in the area of standards, data protection and regulatory compliance) to enterprise and public authorities in areas aligned to AI, as well as offering access to technical expertise, research facilities and experimentation. CeADAR will also offer support via SME incubators, providing access to infrastructure, technologies and test beds.

The Department of Enterprise, Trade and Employment is working with the Department of Further and Higher Education, Research, Innovation and Science on the skills needed for AI transition and to implement the recommendations of the Expert Group on Future Skills Needs' (EGFSN) 2022 report on "AI Skills: A Preliminary Assessment of the Skills Needed for the Deployment, Management and Regulation of Artificial Intelligence". The report sets out the

skills needs not only for tech workers, but for citizens, more broadly, in response to the changes that AI will bring. An implementation group is currently working to implement and monitor the recommendations outlined in the report.

The Department of Enterprise, Trade and Employment will work with Enterprise Ireland, the LEOs and with business representative organisations to drive the uptake of AI across the enterprise sector. Once the negotiations on the proposed EU AI Act Regulation are finalised, this will give increased assurances to businesses that AI developed and used in the EU is subject to a robust regulatory and compliance framework.

Ireland's AI Ambassador, Dr Patricia Scanlon, is leading a national conversation about the role of AI in our lives and emphasising Ireland's commitment to an ethical approach. This is occurring through engagements at policy level with Government Departments in Ireland and with international organisations, and on a broader level, with the enterprise sector and with civil society. The importance of trust is central to Ireland's AI strategy, where the Department of Enterprise, Trade and Employment is working with experts including the NSAI to ensure that standards and guidelines for the trustworthy use of AI in the public sector will be rolled out.

Timeline	Q4 2023: Publish a Standards and Assurance Roadmap for Al
	Ongoing to Q4 2024: Implement the recommendations of the Expert Group on Future Skills Need
	Ongoing: Monitoring of uptake of AI tools as part of the EU Digital Decade to 2030
Responsibility	Department of Enterprise, Trade and Employment

# 2.5 Drive Digital Manufacturing Objectives Through Support for Industry 4.0

Supporting digital advancements in manufacturing remains a critical objective in enhancing Ireland's transition to a carbon neutral, fully digitally enabled and sustainable economy. The Department of Enterprise, Trade and Employment, through Future Manufacturing Ireland, will continue to support the digitalisation of our manufacturing sector through implementation of the Industry 4.0 Strategy, enhancing coordination and alignment of state-funded resources. We will expand existing advisory, technical and research resources, to promote greater firm competitiveness and digital transformation and the roll-out of initiatives such as the Talent Transformation and Innovation Programmes.

Enterprise Ireland will continue to support clients in embracing digital manufacturing technology, promoting productivity, efficiency and supporting the decarbonisation journey for Irish enterprise. There are a number of initiatives that will be further developed in the coming

years in this regard, including increased funding for the 16 existing Technology Gateways, which work in partnership with Institutes of Technology and Technological Universities across Ireland to promote innovative expertise and solutions for Irish industry. A new Gateway will also be established to support Digital Manufacturing in TUS:Midwest. Enterprise Ireland will explore how the Industry-led Technology Centre, IMR (Irish Manufacturing Research) based in Dublin and Mullingar can be further developed to meet the future needs of manufacturing SMEs and MNCs. IMR will focus on the upskilling of staff and the adaptation of existing factory floors to advanced manufacturing practices including AR/VR, Automation and Digitalisation. The Enterprise Ireland CeADAR Artificial Intelligence Technology Centre will also be examined, on how the Centre can provide AI and Machine Learning solutions to manufacturing companies. These centers will play a crucial role supporting skills development in digital manufacturing.

Through IDA Ireland, we will continue to focus on supporting frontier manufacturing to drive transformation and position FDI in Ireland for future growth. This includes two key strategic initiatives in Digital Manufacturing Ireland (DMI) and the scaling of the National Institute for Bioprocessing Research and Training (NIBRT). DMI was formally opened in Q1 of 2023 and will serve as the new national centre of excellence. It has been designed to support Irish-based manufacturers to access, partner and accelerate their adoption of transformative digital technologies and drive their future competitiveness. DMI will engage with cross-sectoral industry stakeholders during 2023, to generate a pipeline of projects for the centre.

The expansion of NIBRT's facility in Dublin will increase its capacity and capability to conduct manufacturing focused research and training in advanced therapeutics including cell-, gene-, mRNA- and DNA-based therapies and vaccines. The facility is expected to become operational in 2023 and will provide an important additional component to Ireland's value proposition in the next generation of Life Sciences investment.

Timeline	Ongoing: Implementation of Industry 4.0
Responsibility	Department of Enterprise, Trade and Employment

Timeline	Q3 2023: Commencement of further funding of technology gateways	
	Ongoing: Further development of IMR Technology Centre	
Responsibility	Enterprise Ireland	

Timeline	Q4 2023: NIBRT – Completion of Advanced Therapeutics extension Q4 2023: DMI – Development of a pipeline of digitalisation projects for
	Ireland's manufacturing sector
Responsibility	IDA Ireland; Department of Enterprise, Trade and Employment



# 3. Advancing Ireland's FDI and Trade Value Proposition

FDI and trade will remain central to our growth model and economic strategy. Our response to changing globalisation patterns and associated market and supply chain fragmentation will be flexible and agile, while providing continuity and stability as an investment destination of choice. The *Trade and Investment Strategy 2022-2026: Value for Ireland, Values for the World* will be integral to this effort and the effective implementation of each of its seven priority actions will support Ireland in realising our trade and investment goals to increase exports sustainably, deepen and extend our trade relationships, grow quality employment and reinforce our economy.

In the context of changing geopolitics as well as shifts in globalisation and protectionism trends, Ireland will continue to champion the open free trade model which has underpinned our economic success. We will continue to promote the benefit to Irish exporters and importers of the network of existing Free Trade Agreements. We will additionally promote trade activity, target new strategic markets, and deepen our role in global supply chains to further enhance our openness and attractiveness for trade and investment.

IDA Ireland's strategy, "Driving Recovery and Sustainable Growth, 2021-2024", is built around five key pillars—growth, transformation, regions, sustainability and impact. Through its implementation, IDA Ireland will continue to work with multinationals already in Ireland to deepen and expand their presence here, while also attracting new multinational investments in core sectors of focus. Focussing on sustainable growth, IDA Ireland will leverage the green transition as a core component of our proposition to overseas investors by showcasing Ireland as a climate-friendly and sustainable business environment.

We will target initiatives that support our FDI base to engage in digitalisation and research and innovation. We will strengthen linkages between foreign and Irish-owned firms, developing stronger clusters and ecosystems that will help local firms to embed themselves in value chains of FDI-intensive sectors and to benefit from positive spill overs.

Advancing Ireland's FDI and trade value proposition	
Target	Baseline
20% increase in IDA Ireland client expenditure in Ireland by 2024*	€27.9 billion (2020)
At least half of all FDI investments (400+) from 2021- 2024 to locations outside of Dublin	

#### 3.1 Promote Open, Rules-Based and Sustainable Global Trade

Ireland benefits enormously from our position as a hub for EU and global trade, and in turn Irish businesses are key investors and employers in overseas markets. In a dynamic and increasingly contested policy space, Ireland will exercise our influence to advocate strongly for the benefits of an ambitious, robust and open trade agenda, and to support the rules-based framework provided by the World Trade Organization. We will nurture and deepen our trade and investment links with key markets such as the US and the EU Single Market, which represents the most integrated trading bloc in the world. Working with our EU partners we can open new markets for Irish exporters via EU free trade agreements, providing greater opportunities for diversification and resilience.

International trade is also an important vehicle for sustainable development, including by facilitating open trade and innovation in environmental goods and services, and by shaping the rules for modern economies, including for digital services. Ireland and the EU's trade policy supports the Least Developed Countries to participate in international markets and in trading relationships that can underpin prosperity and well-being. The promotion of Ireland's values and EU principles is a central tenet of the Trade and Investment Strategy.

Timeline	Q1 2024: Finalise and publish report on 'The Opportunities and Impacts of Digital Trade for Ireland', to support Irish policy and influence at WTO  Q1 2024: Successful advocacy for open sustainable trade at EU Trade Policy Committee, EU Trade Council and WTO Ministerial Council with ratification of new EU Free Trade Agreements and successful outcome of WTO MC-13  Q2 2024: Progress all seven priority actions in the Trade & Investment
	Strategy
Responsibility	Department of Enterprise, Trade and Employment

### 3.2 Deepen Irish Participation in Global Value Chains

Addressing the evolving challenges arising from disruptions in Global Value Chains (GVCs) is critical to ensuring that Irish businesses remain competitive, resilient and fully attuned to opportunities across the entire supply chain. Ireland is one of the most globally integrated economies in the world. According to the World Bank, trade as a percentage of our GDP is 229%, the sixth highest in the world.

The Trade & Investment Strategy identifies Ireland's participation in GVCs as critical to ensure Irish-based enterprise remains both resilient enough to withstand future shocks, and agile enough to take advantage of opportunities as they arise. This has taken on increasing

importance in recent years, as GVCs continue to evolve with changes in factors such as international taxation, concerns about intellectual property protection, and increasing trade protectionism among other geopolitical risks that potentially impact companies' participation in GVC's. Ireland's position in GVCs reflects our success in attracting FDI and exporting to global markets. A dedicated Expert Group, established under the direction of the Government's Trade and Investment Council, will consider how best to deepen Ireland's participation in GVCs and position Ireland favourably within a rapidly evolving environment.

The Expert Group will carry out a review focusing on the participation, value creation and capture, and resilience of Irish firms in GVCs. Key activities will include mapping GVCs to determine Ireland's strategic position and identify future areas of opportunity, as well as developing a programmatic approach to select value chains for Irish enterprise.

A review report will be published and submitted to the Trade and Investment Council at the end of the Expert Group's mandate, due 2024, with interim reports produced in the meantime.

Timeline	Q4 2024: Review report published and next steps confirmed
Responsibility	Department of Enterprise, Trade and Employment

#### **3.3 Promote Trade Opportunities**

Deepening and extending our trade relationships and promoting the benefits of EU Free Trade Agreements (FTAs) is a priority for the Trade and Investment Strategy. This will involve promoting the benefit to Irish exporters and importers of the wide network of existing FTAs, including ensuring ease of access to Irish and EU information on how Irish companies can trade with partner countries. A high-level Trade Conference will be delivered in July 2023, to raise awareness of the FTAs already in place and promote trade with partner countries. Following this conference, further event opportunities will be explored as part of the longer-term objectives of the initiative.

The Department of Enterprise, Trade and Employment will also continue work to improve access to target markets and increase market diversification through Ministerial-led trade missions, overseen by the Trade and Investment Council and in collaboration with the Department of Foreign Affairs, Ireland's embassy and consulate network, Ireland's state agencies, our Local Market Team and business. In 2023, a Team Ireland Trade Mission Week will be piloted as a once-a-year exercise that will support the Government's drive towards market diversification and assist in the development and expansion of Ireland's exports, tourism and inward investment from existing and new markets. The aim is to enhance the visibility and profile of Ireland in the destination market, building on the global exposure achieved during the annual Saint Patrick's Day programme.

Timeline	Q3 2023: High-level Trade Conference
	Q3 2023: First Team Ireland Trade Mission week
	Q4 2023: Review of first Team Ireland Trade Mission week by Trade and Investment Council
Responsibility	Department of Enterprise, Trade and Employment

#### 3.4 Transform the Sustainability Performance of the FDI Sector

IDA supported firms are responsible for a quarter of carbon emissions from the industrial sector, and influence emissions in the transport, buildings and electricity sectors also. Assisting these firms to achieve the net reduction of 35% from manufacturing by 2030 is a key focus as part of the Government's overall Climate Action Plan.

IDA Ireland is engaging with existing clients and targeting emerging companies as it seeks to position Ireland as a home for MNCs at the forefront of the green transition. The Agency is targeting 60 significant client sustainability investments in the period 2021 to 2024 to improve the sustainability of the established client base, in addition to winning investment in new sustainability-related activities.

The Department of Enterprise, Trade and Employment and the enterprise agencies are working to ensure Ireland has an advisory and financial support offering that is appropriately positioned to incentivise climate action and progress to net zero. This will include an assessment of opportunities for both foreign and Irish-owned companies in the context of an evolving EU State Aid landscape for green investment, such as the proposed Net-Zero Industry Act and utilisation of the Enterprise Emissions Reduction Investment Fund (ERRIF).

Timeline	Q4 2023: Promote a coherent suite of advisory and financial supports for FDI clients to achieve their carbon reduction and net zero ambitions  Q4 2024: Achieve 60 sustainability investments in the period 2021 to 2024
Responsibility	IDA Ireland

#### 3.5 Increase Investments in our Regions

FDI continues to make a significant contribution to regional economic development and transformation, strengthening regional clusters and specialisations. As part of IDA Ireland's strategy, half of all investments to the end of 2024 are to go to regional locations outside Dublin.

Record flows of regional investments have led to growth in jobs on the ground across all regions in recent years despite global economic headwinds, COVID-19 and infrastructure challenges. In this challenging external and national operating environment, collaboration with the wide array of stakeholders with responsibility for regional development continues to be critical to IDA Ireland's success in the regions.

A key priority for IDA is helping the existing base of FDI clients in the regions to adapt to the twin transitions of digital and green. It is essential we safeguard the strong base of regional employment within the existing client base amid accelerating technological change. In 2023 and 2024, IDA Ireland will continue to target transformative investments in RD&I and training and upskilling in regional locations and work with a wider range of partners in rolling out its Transformation Programmes. IDA Ireland will work with clients to identify opportunities to promote the uptake of remote working, with a view to supporting regional job creation.

The Regional Property Programme remains an important driver of IDA Ireland's objectives in the regions where there is market failure, providing ready-made solutions and ensuring IDA Ireland is strategically placed for regional investments in the future. The key priority is the delivery of the 19 advanced building solutions targeted over 2021-24 and winning new inward investment and jobs in those locations. The international competition for larger scale investments is intense in areas such as ICT, health and life sciences manufacturing, with MNCs seeking property solutions that are serviced and allow for speed to market of new products and innovations. Investors are looking for certainty on planning and infrastructure connectivity timelines in particular. IDA will continue to work with local authorities and other partners to develop land banks and utility intensive strategic sites to future-proof the ability of our property portfolio to support the inward investment projects of scale to the regions.

Timeline	Q4 2024: At least half of all FDI investments for 2021-2024 to locations outside Dublin  Q4 2024: Progress the delivery of 19 advanced building solutions in regional locations and the development of strategic landbanks for utility intensive investments
Responsibility	IDA Ireland

#### 3.6 Strengthen Collaboration between MNCs and SMEs

Ireland has a unique enterprise base and mix of innovative SMEs and multinational firms across a range of growth sectors where there is potential to strengthen collaboration and deepen linkages. Given the need for increased resilience of supply chains, we will focus specifically on opportunities for increasing sub-supply and sourcing locally.

IDA Ireland, Enterprise Ireland and the Local Enterprise Offices where appropriate, will strengthen their Global Sourcing Initiative seeking to identify opportunities for local sourcing to contribute towards efforts to enhance the resilience of FDI supply chains. The Global Sourcing initiative is a joint programme which aims to deepen relationships and collaboration between global companies in Ireland and indigenous Irish enterprise. Working collaboratively, they will continue to actively seek opportunities to enhance and optimise the relationship between both client bases. This will be accomplished through the shared work programme between Enterprise Ireland and IDA Ireland which includes initiatives such as buyer introductions, introductions to IDA target clients on site visits and joint innovation projects.

The investment and job creation targeted under the Growth pillar of IDA Ireland's strategy will further support activity through a 20% increase in direct expenditure by its clients in Ireland across payroll, Irish materials and services. Spending by IDA Ireland clients on Irish materials and services is a vital source of demand for Irish-owned enterprises. IDA Ireland is working to maximise spill overs and linkages between and across MNCs, Irish enterprises, academia and the research system through collaboration with Enterprise Ireland, Science Foundation Ireland (SFI) and other key stakeholders.

Enterprise Ireland will support their clients to access opportunities to showcase their world class capabilities in areas ranging from high-tech construction solutions, technology for financial services institutions and the supply of production components and systems. In the context of sustainability, they have developed best-in-class solutions for significant energy savings and carbon reduction.

Timeline	Ongoing to Q4 2024: Implementation of Global Sourcing Initiative to achieve a 20% uplift in MNC sourcing in Ireland
Responsibility	IDA Ireland; Enterprise Ireland

# 3.7 Enhance FDI Partnering in Research, Development and Innovation

Ireland has a long track record of MNC deep-tech R&D and innovation, with innovation spend by foreign owned firms now exceeding €5.5bn annually according to the CSO. Indeed, IDA clients currently account for 70% of Ireland's total business expenditure on research development and innovation (RD&I).

IDA Ireland will continue to work directly with MNCs in Ireland and new investors to broaden the base of RD&I performers and to win new mandates in frontier technology areas for innovative product and process development. Increasing investment in RD&I is essential to help companies realise future growth opportunities, create high quality jobs, and enhance the reputation of their operations in Ireland. Specifically, IDA has a target to assist 170 additional RD&I investments, and cumulative RD&I investment of €3.8 billion, by client companies in the period 2021-2024.

We will continue to nurture a culture of innovation across the multinational base in Ireland, fostering greater linkages with the higher education sector and the Technological Universities in particular. We will also further develop the joined-up approach between IDA and SFI and other research funding bodies to grow the base of RD&I activity relevant to industry and society for the future.

Using a range of diagnostic tools, IDA will support the development of a clear innovation and product and process transformation agenda with FDI companies through the engagement of its technologists and reflecting the fit with the stage of development of each company.

Timeline	Q4 2024: Deliver 170 additional RD&I investments, and cumulative RD&I investment of €3.8 billion, by client companies in the period 2021-2024
Responsibility	IDA Ireland

#### 3.8 Enable Digitalisation of our FDI Base

While Ireland is home to many of the leading-edge innovators in the digital economy, it is essential that the broad base of overseas firms in Ireland digitally transform their operations. In the case of the manufacturing base, we will have a specific focus on assisting investment in the adoption of Industry 4.0 and advanced manufacturing technologies and digitalising processes.

Through IDA and their partners in the further and higher education sectors, we will provide a range of diagnostic tools to allow companies to assess their digital readiness and identify areas for improvement. During 2023 and 2024, IDA Ireland will continue to engage with manufacturing and services companies in the portfolio to complete these diagnostic tools, which will enable FDI companies to develop a clear roadmap for their digitalisation development. Digital Manufacturing Ireland, the Irish Manufacturing Research (IMR) and other technology gateways will also support the broad FDI base to digitally transform and avail of assistance programmes including for RD&I, upskilling and digital and sustainability related capital investments.

In addition to advisory services, IDA will also provide a range of financial assistance to help companies increase or expedite capital investment in digital technologies to drive productivity improvements. Available supports include the Sustainable Recovery Scheme, which expires end-2023 and the IDA Business Development Programme. These schemes will be kept under review and will evolve or be replaced over time to reflect policy direction and changing needs of clients on their digitalisation journey.

Timeline	Q4 2024: Engage 400 companies to commence their digitalisation journey with awareness and advisory assistance
Responsibility	IDA Ireland



### 4. Strengthening the Irish-owned Exporting Sector

To achieve sustainable, diversified growth, and enhanced economic resilience it is vital that the Irish-owned enterprise sector fulfils its potential to scale and succeed on global markets. We will focus our efforts on enhancing productivity, particularly among medium-sized firms, increasing the start-up rate and broadening our cohort of exporters.

The Enterprise Ireland strategy, "Leading in a Changing World" (2022-2024), seeks to accelerate the development of world-class Irish companies to achieve leading positions in global markets. Through its implementation, Enterprise Ireland will help foster an environment that nurtures entrepreneurship, supports the sustainable growth of Irish-owned firms and increases and diversifies our exports. LEOs will help smaller prospective exporters to develop the required capacities.

Enterprise Ireland will continue to assist start-ups and established companies in navigating the green transition and promoting value capture in related sectors, as well as supporting enterprise growth in low-carbon sectors. This will include assisting the existing client base in the reduction of emissions and improvement of environmental performance, adapting their products and services for new growth sectors, and the development of client groups and networks in areas such as clean-tech, energy efficiency and off-shore wind.

Enterprise policy will support Irish companies in their growth into international markets by addressing barriers in access to finance and building stronger pipelines for company development through consistent agency support measures.

Strengthening the Irish-owned Exporting Sector	
Target	Baseline
2.5% average annual growth in Irish-owned enterprise	1.8% (2017-2020)
productivity by 2024	(Enterprise Ireland Annual
	Business Review)*
50% Increase in the number of large Irish exporting companies	104 Companies (2021)
(150 companies) by 2030	(Enterprise Ireland Annual
	Business Review)
2,000 additional Irish-owned exporters by 2030	9,167 (2017)
Over two-thirds (30,000) of new jobs created in Enterprise	
Ireland assisted firms will be outside of Dublin	

<sup>\*</sup> Baseline growth rate has been restated from 3.6% in the White Paper on Enterprise, to reflect Enterprise Ireland 2022-2024 Strategy, target to be reviewed in 2024/2025

#### 4.1 Support Entrepreneurship and Start-Ups

Enterprise Ireland's Strategy sets clear objectives to increase the number of new entrepreneurs and fast growing High-Potential Start-Ups (HPSUs) across the regions. Developing leadership teams with ambition, strengthening management and financial capability, providing pathways to new sources of funding, and assisting enterprises to connect with and realise opportunities overseas, are important elements of Enterprise Ireland's approach to supporting entrepreneurs and start-ups to scale.

The LEO Start Your Own Business programme is a key start-up training initiative to guide potential entrepreneurs through the various aspects of business and business planning. In 2022, 4,500 participants undertook the programme, and increased participation is targeted for 2023 and 2024. Údarás na Gaeltachta will continue to offer a range of supports for start-ups in the Gaeltacht including "First Steps" grants, Feasibility Study grants, financial assistance for training and development and provide businesses the opportunity to access appropriate office and manufacturing spaces.

Other capability programmes that will continue to be implemented over the next two years include New Frontiers, a programme managed by Technological Universities which provides mentoring, incubation space and scholarship payment to entrepreneurs to help accelerate business development, and FoodWorks in conjunction with Bord Bia and Teagasc, an accelerator programme for Irish food and drink start-ups.

Enterprise Ireland's HPSU programme focuses on early-stage companies that are born global and have demonstrated the potential to internationalise and win customers in overseas markets. A key element of the programme is the support provided to HPSUs by the Enterprise Ireland overseas office network, to help support access into new markets and sectors.

On new sources of risk funding, a new HPSU pre-seed offer funding of convertible loans up to €100k, was launched by Enterprise Ireland in September 2022 and is designed to encourage and support more eligible entrepreneurs to start their business and assist them to get to seed funding stage. The additional funding will support up to 60 companies per year with up front funding of between €50k to €100k.

Enterprise Ireland will also support 90 HPSUs at seed stage over the next two years, which will provide the risk capital and support to those that have demonstrated the potential to achieve €1m in sales and/or 10 jobs within three years.

Timeline	Ongoing to Q4 2024: Strengthen the pipeline of entrepreneurs and start-ups through Start your own Business Programme, New Frontiers, FoodWorks, targeting increased participation  Ongoing to Q4 2024: Support 60 companies annually through the HPSU pre-seed offer  Ongoing to Q4 2024: Support 90 new HPSUs at seed stage with risk capital annually.
Responsibility	Enterprise Ireland

#### 4.2 Develop Scaling Finance for Irish Firms

The Government recognises that challenges in accessing finance for scaling-up results in quality businesses seeking investment from outside of Ireland and the European Union, resulting in increased risk of exceptional ventures, technologies, knowledge, and jobs relocating elsewhere.

To address the limitations in access to finance, which can constrain business' ability to scale and grow, the Department of Enterprise, Trade and Employment established a Finance for Scaling Working Group in 2022.

This working group consists of key state stakeholders from Enterprise Ireland, ISIF, SBCI, EIF and the Department of Finance, and is seeking to address challenges around risk capital on which innovative businesses depend. This includes investigating the gap in the supply of equity investments from the market at the  $\$ 3 -  $\$ 10 million level, a range deemed critical in meeting the scaling needs of high potential Irish businesses.

The Working Group will finalise a report in 2023, providing policy direction and actionable recommendations to increase scale-up activity in the Irish equity ecosystem, supporting the financing needs of high potential firms seeking to scale, internationalise and increase exports. The report will include a high-level delivery road map, with all recommendations expected to be in progress, with clear ownership, within a two-year time frame.

Timeline	Q3 2023: Delivery and publication of Report	
	Q4 2023: Analyse recommendations and develop implementation plan	
Responsibility	Department of Enterprise, Trade and Employment	

#### 4.3 Enhance Scaling Capabilities and Skills

Enterprise Ireland will enhance advisory and support services to Irish firms, with the intent to supporting scaling by increasing leadership capability and ambition through capacity building programmes. This will include an enhancement of Enterprise Ireland's leadership programmes.

With a target of a 50% increase in the number of large Irish companies, Enterprise Ireland is aligning its activity to meet the changing needs of scaling companies. Significant programmes, such as Leadership 4 Growth and Go Global for Growth, are being redesigned for Q1 2024, with particular emphasis on leadership and strategic financial capability development. Founders Forum, Enterprise Ireland's leadership programme for start-ups was redeveloped in 2022 with the changes implemented in the programme from Q1 2023, including new content regarding business growth, financial and investment planning capabilities. A new leadership development programme for CFOs and strategic finance leaders in Enterprise Ireland clients will commence in Q2 2024.

Enterprise Ireland is actively working to develop entrepreneurs' understanding of strategic funding options to enable them to scale more quickly. This will include the roll out a Building for Scale series throughout 2023, which will examine various strategies and expert insights, providing practical advice to business owners on rapidly scaling a business and sourcing the most appropriate funding based on their business need.

The OECD Review of SME and Entrepreneurship Policy in Ireland, published in 2019, stressed the key policy challenge of increasing Ireland's low rate of internationalisation of SMEs. Part of the answer to this problem lies in increasing the international presence of Irish HPSU enterprises through greater exporting and international scale-up and increasing the numbers of Irish 'born global' enterprises.

Globally, incubation and acceleration programmes play a central role in promoting the exporting and internationalisation scale-up of start-ups. The Department of Enterprise, Trade and Employment will undertake a study with the OECD to identify international best practice in terms of these programmes. This will provide a basis from which to develop new policy around the ecosystem of incubators and accelerators for start-ups in Ireland, which will maximise their export and scaling potential.

Timeline	Q4 2023: Redesign leadership programmes that support scaling including the Leadership 4 Growth and Go Global for Growth to meet the changing needs of scaling companies  Q4 2023: Expand programme of events and number of participants availing of strategic funding upskilling initiatives so that more business owners have access to advice on how to rapidly scale a business and source the most appropriate funding based on their business needs
	Ongoing: Continue to support the scaling of Irish companies through initiatives such as the Job Expansion Fund, the Capital Investment Initiative and tailored company expansion packages to contribute to the overall White Paper target of a 50% increase in the number of large Irish companies by 2030
Responsibility	Enterprise Ireland

Timeline	Q1 2024: Complete OECD-led study on incubation and acceleration programmes to support internationalisation of HPSUs
	Q4 2024: Launch new policy on incubation and acceleration programmes
	that will increase the internationalisation of HPSUs
Responsibility	Department of Enterprise, Trade and Employment

#### 4.4 Accelerate the Export Growth of Irish Enterprise

Ireland's position as a small economy means that it is essential for our economic resilience that Irish enterprises realise opportunities in global markets. As part of Enterprise Ireland's Strategy for 2022-2024, ambitious targets are set for export growth and market diversification of the Enterprise Ireland client base. This includes growing the total value of exports reported by Enterprise Ireland client companies on an annual basis to €30 billion by 2024 and that 70% of their exports will go to destinations outside of the UK market. Enterprise Ireland has also set out to drive a major expansion in the number of new exporting companies.

Enterprise Ireland will continue to support enterprises to apply a strategic approach to their international growth ambitions. The Agency will assist firms to build their capabilities in the areas of sales and marketing, pricing, market intelligence, talent attraction and in-market advice.

Enterprise Ireland's international office network will continue to play a crucial role in delivering in-market supports by assisting companies with market and competitor intelligence, identification of new opportunities, providing introductions to key industry and sectoral decision makers, support for building key customer relationships and advice on partnering strategies.

Timeline	Q4 2024: The total value of exports reported by Enterprise Ireland client companies on an annual basis to reach €30 billion by 2024, and updated accordingly following periodic review  Q4 2024: The value of Enterprise Ireland client companies' exports going to destinations outside of the UK market will represent 70% of total exports
Responsibility	Enterprise Ireland

# 4.5 Expand LEO Mandate to Develop the Export Potential of Irish Businesses

We continue to lag behind other comparative countries in the percentage of total firms that are exporting to international markets. Determined efforts will be made to ensure enterprise policy fosters an environment where companies with international potential are supported in growing and scaling into foreign markets. The LEOs already serve smaller prospective exporters to grow and become export ready. We are expanding the mandate of the LEO network through a pilot initiative, which will enable them to work with firms that have grown to more than 10 employees in the manufacturing and internationally traded services sector.

Údarás na Gaeltachta as part of the enterprise development system works through similar and supporting mandates to that of the enterprise agencies, specifically in the Gaeltacht areas. Having recently developed a micro-enterprise strategy and through the gteic network of 26 digital hubs, a key focus of the work of Údarás continues to lie in the development of both micro and SMEs with over 10 employees.

This will ensure additional training, consultancy, and mentoring services will be made available to more locally trading businesses and will expand the pipeline of potential exporters. It will also allow for clearer pathways for progression and transition between the LEOs and Enterprise Ireland to be developed, ensuring firms are supported in building capacity and competitiveness to become export ready and compete in international markets.

Businesses in manufacturing and internationally traded services with more than 10 employees will be eligible for direct financial grant aid and other advisory services. The pilot will allow Enterprise Ireland and the LEOs to assess the level of demand and the appropriateness of the supports, with a view to wider implementation in 2024.

- app	
Timeline	Q1 2023: Launch pilot of new LEO/EI framework to extend direct financial
	assistance to small companies in the manufacturing and internationally
	traded sectors to become export-ready
Responsibility	Local Enterprise Offices; Enterprise Ireland; Department of Enterprise,
	Trade and Employment

#### 4.6 Support Market Diversification of Irish Firms

Enterprise Ireland is working to build digital sales and marketing capability in enterprises, to maximise growth in sales via global online marketplaces, embracing digital opportunities as a key export growth enabler for Irish enterprise.

The Agency's Market Discovery Fund, part of its suite of Sales and Marketing supports, provides support for companies to take their first steps into new markets, providing funding for research, trade show attendance and market development. Enterprise Ireland is also supporting export diversification by building upon the coordinated measures delivered under the Enter the Eurozone programme, and through identification and realisation of future market opportunities. To accelerate this diversification, the Agency has recently launched the Post-Brexit: Market Growth & Diversification Grant, the aim of which is to help clients that are impacted by Brexit to identify new market opportunities, develop a market entry plan and grow exports in markets outside of the UK.

Enterprise Ireland's international trade promotion, sector marketing and international trade events programme promotes Irish innovation to international buyers globally. Working with Team Ireland, Enterprise Ireland will co-ordinate and promote over 100 trade events in significant international and local markets annually in 2023 and 2024. In 2023, a new Enterprise Ireland website will be launched to signpost relevant supports for Enterprise Ireland and LEO companies and provide an enhanced customer experience for client companies, international partners and customers. To further facilitate internationalisation, it will also showcase innovation within Irish companies and sectors to international buyers.

The Agency's international digital marketing campaigns and online client directory showcases Irish companies to international buyers and enables them to source Irish products and services in their local languages. Underpinned by international partner research, this programme provides 'digital boots' to support in-market business development activity. Enterprise Ireland also runs Account Based Marketing campaigns to engage key decision makers in some of the largest companies in the world to support client business development activity.

As regards to first-time exporters, Enterprise Ireland will develop and propose a new targeted approach to increase the number of first-time exporters, in line with the Government target of 2,000 additional Irish-owned exporters by 2030.

Timeline	Ongoing to Q4 2024: Deliver digital sales and marketing capability programmes to support clients to reach new markets and customers, in addition to its Market Discovery Fund, Enterprise Ireland will also undertake the Strategic Marketing Review and Digital Marketing Review
	Ongoing to Q4 2023: Launch the Post Brexit: Market Growth & Diversification Grant to support firms impacted by Brexit to identify new market opportunities, develop a market entry plan and grow exports in markets outside of the UK
	Q2 2023: Develop proposal for a new targeted approach to increase the number of first-time exporters to contribute to the Government's target of growing Irish-owned exporters by 2,000 by 2030
	Q4 2024: Co-ordinate and promote over 100 trade events in key international and local markets annually in 2023 and 2024 to give clients the opportunity to connect with existing and new customers, access key decision makers, increase sales in international markets and exchange ideas
	Q4 2023: A new Enterprise Ireland website will be launched to better signpost relevant supports for Enterprise Ireland and provide an enhanced customer experience for client companies, international partners and customers
	Ongoing to Q4 2023: Enterprise Ireland and Local Enterprise Offices to target the delivery of 200 new exporters per annum by end 2023
	Q4 2024: A LEO website review to be completed as part of the wider LEO digital transformation plan
Responsibility	Enterprise Ireland

#### 4.7 Transformation of Irish exporting base

Transforming the sustainability of Irish enterprise is essential to Ireland reaching its climate ambitions, but sustainable transformation is also essential for the competitiveness of Irish enterprise. Enterprise Ireland is helping exporting Irish enterprises to adapt and realise opportunities from the low carbon transition to support their sustainable growth. To that end, the Agency is working to help companies to develop and implement sustainability plans, addressing energy efficiency and decarbonisation. Enterprise Ireland is providing clients with a range of funding supports to this end. These include training and business planning supports and funding for capital investment in decarbonisation projects.

To strengthen productivity, drive scale and to deliver a leading edge in international markets, exporting enterprises need to prioritise investment in innovation, digital adoption and transformation.

Enterprise Ireland is working closely with Irish exporting enterprises to digitally enable, connect and transform their businesses. The Agency is taking a broad view of digitalisation, encouraging Irish business to develop the digital-lean innovation mindset and a company culture that embraces change. A key focus is on increasing the numbers of companies utilising and realising growth opportunities in AI, big data, robotics/automation, and Cloud Computing. Enterprise Ireland's interventions build on existing operational excellence approaches and centre on addressing key barriers to digitalisation, including awareness, capability and investment finance.

Additionally, Enterprise Ireland will accelerate the development of research and innovation capability in Irish enterprise through an increased focus on enterprises creating value and connecting with customers through new business models, the development of new products and services, and through new production methods and processes.

To strengthen productivity, drive scale and to deliver a leading edge in international markets, exporting enterprises need to prioritise investment in innovation, digital adoption and transformation.

Timeline	Ongoing to Q4 2024: Support 425 climate projects between 2022 and 2024, to enhance the sustainability and competitiveness of the Irish exporting base  Ongoing to Q4 2024: Support 400 digitalisation interventions between 2022 and 2024 to enable the digital transformation of Irish exporters  Ongoing to Q4 2024: Support 300 significant R&D projects (defined as
	projects with a value in excess of €100,000) between 2022 and 2024 to drive the competitiveness off Irish companies in international markets
Responsibility	Enterprise Ireland



### 5. Enabling Locally Traded Sectors to Thrive

Locally traded enterprises play an important role in placemaking, contributing to the economic and social fabric of towns and villages across Ireland. As highlighted during the pandemic, these sectors also provide vital services and are critical to ensuring the security of supply of essential products and services.

Mostly made up of small and micro businesses, the locally trading sectors are often disproportionately impacted by the regulatory environment, the burden of which can further impact their productivity. Regulatory Impact Assessments and the SME Test are important tools to minimise this impact.

Given the importance of the locally trading sectors to employment, regional development and placemaking, the LEOs will continue to enhance their advisory services for locally trading firms. Enterprise policy will focus on helping small firms and locally traded sectors to navigate the twin transitions, supporting them to improve productivity through digitalisation and to reducing their energy and carbon emissions. Existing and new supports for social enterprise in Ireland will be enhanced, recognising its significant and growing role in Ireland's enterprise ecosystem.

Enabling locally trading sectors to thrive	
Target	Baseline
1% average annual increase in multifactor productivity growth in domestic sectors of the economy by 2025*	-0.6% average annual rate (2016-2019)

### 5.1 Facilitate our Locally Trading Sectors to Navigate the Twin Transition

Effective engagement with the twin transition will be an increasingly important driver of competitiveness and productivity for Irish firms over the coming decade. At present, smaller Irish enterprises show comparatively low levels of preparedness for both the climate and digital transitions.

The Department of Enterprise, Trade and Employment will commission a study to establish to what extent locally trading enterprises are engaging with digitalisation and decarbonisation. The report will provide an informed understanding of the locally traded business landscape, including mapping the sector and available supports. This will serve as an evidence-based foundation for future engagement with the sector, including providing options to the Department on ways to address the developmental and priority needs of the sector, with particular reference to decarbonisation and digitalisation. The research study will also seek to

ensure policy and the corresponding support measures implemented empower our locally traded sectors to realise the opportunities and fully maximise economic gains arising from the twin transition.

Timeline	Q4 2023: Publication of Report to provide a clear evidence base for addressing the priority productivity challenges of the locally traded sector, particularly around climate action and digitalisation  Q1 2024: Launch Implementation Plan to address the priority productivity challenges of the locally traded sector, particularly around climate action and digitalization
Responsibility	Department of Enterprise, Trade and Employment

### 5.2 Support Small Firms in Energy Cost Reduction and Decarbonisation Investments

Supporting our locally traded sector in improving energy efficiency through adoption of low carbon technologies or processes will help firms reduce their carbon emissions and overall energy costs, reducing the wider costs of doing business as well as helping drive the green transition. The Department of Enterprise, Trade and Employment, through the Small Firms Investment in Energy Efficiency Scheme (SFIEES), and in collaboration with our LEOs, will support capital investment by businesses in low carbon technologies and processes. This will not only ensure local enterprise is supported in reducing carbon emissions, but will furthermore ensure a sustainable and reliable reduction in overall energy costs through energy efficiency projects.

The Department is working to launch this program on a pilot basis and will work with LEO networks, Enterprise Ireland and Údarás na Gaeltachta in assessing learnings in advance of the rollout of the scheme. Under Budget 2023, €2 million has been allocated to the scheme nationally.

Timeline	Q2 2023: Launch the pilot of the Small Firms Investment in Energy Efficiency Scheme to help small firms to reduce carbon emissions  Q4 2023: Evaluate the pilot of SFIEES with a view to mainstreaming in 2024
Responsibility	Enterprise Ireland - Centre of excellence; Local Enterprise Offices; Department of Enterprise, Trade and Employment; Údarás na Gaeltachta

#### 5.3 Assist Locally Traded Sectors in Increasing Digital Intensity

The digital economy in Ireland is running at two different speeds. While a small proportion of our enterprise base has fully embraced digitalisation, there is a need to accelerate and enhance digital adoption right across the broader SME base, particularly in the locally traded sector.

The White Paper on Enterprise and National Digital Strategy targets 90% of our SMEs to reach at least a basic level of digital intensity by 2030, and for 75% of all enterprises to be using cloud, Al and big data in the same timeframe. As a leading European and global digital hub, and ranked 5th in the EU Digital Economy and Society Index, Ireland must continue to drive progress in the digitalisation agenda across the enterprise sector. A number of ongoing initiatives to support the adoption of digital technologies by enterprise are now complemented with a strategic national SME and Entrepreneurship Growth Plan.

To boost the uptake of digital technology within enterprise, the Digital Transition Fund was established during 2022. As part of Ireland's National Recovery and Resilience Plan, this €85 million multi-annual fund will run until 2026. Through the Digital Transition Fund, we will increase the digitalisation of all businesses across products, processes, supply chains and business models. The funding is in place to help companies at all stages of their digital journey, and will assist in driving wider productivity gains, access to new markets, increased innovation and improved competitiveness across our locally traded sectors.

To further address the digitalisation gap between the indigenous, locally traded sector and the larger, more digital intensive MNCs, the Department of Enterprise, Trade and Employment is exploring additional approaches based on international best practices, to target the locally traded sector. A new scheme will be developed to work in conjunction with the new Digital Portal, which as detailed under Section 2.3 will be instrumental in helping businesses to self-assess their digital needs as well as signposting beneficiaries to the available training, resources, and funding options by providing a tailored roadmap to help progress enterprise along their digital journey.

Timeline	Q4 2023: Launch of new scheme and funding to support locally traded sectors, in conjunction with the development of the Digital Portal
Responsibility	Department of Enterprise, Trade and Employment

# **5.4 Enable Locally Traded Sectors to Capture e-Commerce opportunities through Digitalisation**

Technological developments provide opportunities for retailers to attract new customers and access a wider consumer base but require positive adaptation and access to financing. It is recognised that the post-Pandemic recovery has been slower for the retail sector than for others, and Government supports will work to ensure Irish retail businesses are supported in capturing the benefits of e-commerce, which include exporting opportunities.

Through the Online Retail Scheme, Enterprise Ireland supports retailers of all sizes through a competitive call scheme. This scheme helps to ensure Irish retailers, who already have an online presence and who have a physical store, can enhance their online capability and presence.

Funding totalling €28.3 million across more than 700 projects has been provided under the Online Retail Scheme since 2018, and Enterprise Ireland launched a further call in April 2023. The total funding for the 2023 call is €3.4 million, with funding provided at a 50% rate for projects with a cost between €20,000-€50,000. A full programme review of the Online Retail Scheme will be conducted by the end of 2024.

Additionally, the LEOs and Údarás na Gaeltachta operate the Trading Online Voucher Scheme which is available to all sectors.

Timeline	Q2 2023: Launch Online Retail Scheme call for 2023 to enhance retailers online capability and presence so as they can best exploit new opportunities and attract new customers
	Q4 2024:Completion of a full programme review of the Online Retail Scheme. The review will establish the Scheme impact over all calls with a view to potentially mainstreaming the Scheme as an ongoing Enterprise Ireland support
Responsibility	Enterprise Ireland

# **5.5 Boost Social Enterprise Contributions to the Irish Economy and Society**

Social enterprises, including many micro-enterprises and SMEs, are an important and growing part of Ireland's entrepreneurship ecosystem, creating jobs and stimulating local economic activity, and are recognised as an integral part of Ireland's broad enterprise policy landscape.

The Department of Rural and Community Development is currently preparing a new social enterprise policy which will take into account an OECD review of social enterprise in Ireland, along with the results of a Data Collection exercise on social enterprise. The OECD review will help inform policy makers on a range of topics pertinent to the social enterprise sector in Ireland, including an analysis of institutional frameworks, access to finance barriers and business development initiatives for social entrepreneurship. The new social enterprise policy will be oriented towards enhancing existing supports across the ecosystem for social enterprise in Ireland.

Timeline	Q2 2023 - Publication of OECD review of Social Enterprise in Ireland Q2/3 2023 - Public consultation on the new National Social Enterprise
	Policy  Q4 2023 - Publication of the new Social Enterprise Policy
Responsibility	Department of Rural and Community Development



### 6. Stepping Up Enterprise Innovation

Stepping up enterprise innovation is about redoubling our efforts to broaden and deepen innovation capability across enterprise and stimulate disruptive innovation to drive higher productivity and assist enterprises to enter new markets and avail of new opportunities.

Investment in research, development and innovation (RDI) by our indigenous companies is critical to ensuring that we have a strong competitive economy. Companies that have invested in RDI often achieve greater levels of growth, delivery and drive societal benefits, and produce solutions to global challenges such as climate change, sustainability and digital transformation.

Public investment in RDI supports by Enterprise Ireland has grown significantly over recent years, with capital investment in the Science and Technology programme budget for Enterprise Ireland increasing by almost 25% since 2019 and stands at €152m in 2023. Science Foundation Ireland has developed a suite of programmes to promote industry-academia engagement, yielding major investments such as the establishment of a network of 16 SFI Research Centres.

A range of important initiatives are progressing under the implementation of Impact 2030 over the 2023-2024 period and beyond. These include nurturing, attracting and retaining research talent; implementing institutional changes under the forthcoming Research and Innovation Bill to drive interdisciplinary collaborations and targeted research investment; and driving continued successful outcomes for Irish-based enterprises under Horizon Europe.

Core enterprise innovation initiatives for 2023-2024 will bolster in-house research, development and innovation activity, industry-academic collaboration, research commercialisation and deliver an increased number of spin-outs and high-potential start-ups. We will also work to ensure the range of advisory and financial supports offered, including the new measures being introduced as part of the European Regional Development Fund ERDF funding programmes, are targeted and optimised to best help businesses at every stage of their innovation journey. Further investment commitments under the Disruptive Technologies Innovation Fund will enable more Irish-based firms and research performing organisations to become leaders in research and deep tech applications. Smart specialisation will be deployed to address ecosystem gaps and improve performance across all regions, building on place-based strengths.

Stepping up enterprise innovation	
Target	Baseline
Gross (public and private) Expenditure on R&D 2.5% of GNI* by 2030	2.21 as a % GNI*(2020)
20% Increase in the number of High-Potential Start-Ups (HPSUs) supported by 2024*	82 HPSUs (2021)

#### 6.1 Double Spin-outs and Enhance Research Commercialisation

Our ambition as set out in our national research and innovation strategy, Impact 2030, is to double the number of spin-outs from research by 2030. To support the generation of spin-outs and High Potential Start-Ups from research, in Q1 2023, Enterprise Ireland has launched two new European Regional Development Fund initiatives, the Knowledge Transfer (KT) Boost Programme and the Innovators Initiative, which will be vital to boosting the number of applications to Enterprise Ireland's Commercialisation Fund, ultimately leading to a growth in the number of HPSUs from research.

The **KT Boost** scheme will provide funding to universities to support knowledge transfer and boost their innovative capacity and capability, whilst also supporting companies and investors to access new knowledge and expertise, to drive innovation through collaboration, and to identify and license new technologies and IP. The Call process for the KT Boost scheme opened in February 2023 and the scheme is expected to be operational by 1<sup>st</sup> January 2024.

The **Innovator's Initiative** will develop new immersive- needs-led innovation training, attracting high calibre individuals and inter-disciplinary teams. Through their immersion and observation of real needs and the use of a design methodology in their own environment, this pipeline of entrepreneurs from research will be supported to generate new product and process ideas, new IP and, for some, the creation of HPSUs.

These two programmes have a combined value of €63 million to support Irish innovators and research and are expected to be operational by Q1 2024. Furthermore, the €100m ERDF-funded Accelerating Research Commercialisation (ARC) hubs, to be developed by Science Foundation Ireland and the Department of Further and Higher Education, Research, Innovation and Science will also be key in boosting the pipeline of new Commercialisation funding applications. These hubs will support novel research opportunities to accelerate early-stage research with a commercial impact readiness.

These initiatives will be supported by existing and other programmes, and Enterprise Ireland will further increase spin out and high-potential start-up generation from research through grant supports, enhanced development programmes, and increasing female entrepreneurs from research, leveraging the Enterprise Ireland Commercialisation Fund.

Timeline	Q1 2024: Complete awards to universities and commence the KT Boost Programme
	Q1 2024: Commence Innovators Initiative
Responsibility	Enterprise Ireland (Lead); Department of Enterprise Trade and Employment

# **6.2 Invest in Disruptive Technologies Innovation and Commercialisation**

Many Irish firms and start-ups are leading the emergence of new and disruptive innovations in enterprise. This disruptive innovation is an essential driver of productivity and competitive advantage and will be fostered through strategic investments to allow Irish firms to remain at the technological frontier and avail of new opportunities.

The Disruptive Technologies Innovation Fund (DTIF) is a €500 million challenge-based fund established under Project Ireland 2040 and set up under the National Development Plan (NDP) 2018-2027 for investment in the development and deployment of disruptive technologies and applications on a commercial basis. The collaborations funded to date involve over 170 SMEs, 43 MNCs and 130 public research teams.

Over half of the collaborations are under the theme of Health and Wellbeing, developing commercial applications in fields from cell and gene therapy, cardiac surgery and cancer treatment to drug delivery applications. Under the Energy and Sustainability theme, the range of collaborations include developing new to market products such as zero emission heat pumps, smart battery systems and robotic drilling technologies for offshore wind energy. In the ICT area, teams are collaborating on using AI for cancer and disease detection and for digitising factories for the future, as well as developing AI-drone solutions for delivery and novel earth observation applications for the construction industry. In the food theme, research projects range from seed crop technologies to help farmers improve crop health to novel technologies for the organic farming industry. The DTIF will continue to support enterprises in Ireland to collaborate to: exploit the business opportunities associated with disruptive technologies by derisking projects; build on research undertaken to support the delivery and exploitation of new technology-based solutions from that research; and foster deeper and wider RD&I collaborations between the public and private sectors in key technology areas. In particular, the Fund is seeking to drive collaborations between SMEs and large firms, and with research institutions, by harnessing the disruptive innovation capacity of SMEs.

This year, and through to 2027, we will continue the implementation of the Competitive Call. Call 6 is seeking applications from innovative consortia with projects across six national research priority areas, and applications are encouraged for projects that complement the priority areas set out in the White Paper on Enterprise, including digital transformation and integrating decarbonisation and net zero commitments.

Timeline	Q4 2023: Announce results of Call 6 of DTIF, which closes in Q2 2023
Responsibility	Department of Enterprise Trade and Employment

#### **6.3 Strengthen Regional Smart Specialisations**

The overall objective of Smart Specialisation Strategy launched by DETE in 2022 is to ensure that Ireland's innovation ecosystem at national and regional level is fit for purpose given Ireland's strategic priorities around the twin digital and green transition and the need to address regional economic imbalances. The Strategy is focused on driving growth based sectoral strengths and emerging opportunity areas. It is also central to ensuring effective connections between the Regional Enterprise Plans and national level innovation policy implementation and the Regional Assemblies.

To progress implementation of Smart Specialisation on a cross-Departmental and cross-agency basis, the Department of Enterprise, Trade and Employment has established a National Steering Group which is charged with driving implementation through:

- Overseeing the roll-out of €445 million of ERDF funded enterprise innovation programmes;
- ensuring policy alignment across national and regional enterprise development initiatives with smart specialisation, including through Regional Enterprise Plans and the forthcoming national clustering programme (see Section 7.1);
- tracking metrics of regional innovation performance in the Regional Development Monitor;
- activating international collaborative opportunities on regional enterprise innovation, including through EU initiatives such as Regional Innovation Valleys.

Timeline	Q4 2023: Implement first phase of allocation of €445m of ERDF Funding for regional enterprise development and innovation initiatives
Responsibility	Department of Enterprise Trade and Employment (Lead); Smart Specialisation National Steering Group

### **6.4 Drive Innovation and Adoption of Modern Methods in Construction**

The construction sector is undergoing a rapid transformation, driven by the convergence of the rapid adoption of new construction digital design and project management technologies, the increased sophistication of off-site manufacturing and assembly, and innovations in new low-carbon materials and processes. These new processes, along with climate regulations and building standards, are having a positive impact on productivity and speed of delivery.

While Ireland's commercial and industrial construction industry is at the forefront of the adoption of these new Modern Methods of Construction (MMC), the adoption of new processes and products is lagging in major capital projects and residential construction. The more widespread adoption of MMC will help deliver the Government's ambition of high-quality affordable housing for everyone as articulated in the Housing for All plan, through enhanced efficiency, productivity and sustainability methods.

The Department of Enterprise, Trade and Employment established and chairs a cross-Department and cross agency MMC Leadership and Integration Group, which is taking an ecosystem-wide view on innovation adoption in residential construction. A number of initiatives are underway, notably including the *Construct Innovate* Technology Centre which was established with €5.5 million in funding to advance an industry-led research programme prioritising solutions to housing delivery challenges. The MMC leadership group will, in 2023, develop and publish a Roadmap for public procurement of MMC in residential construction. This will help create greater certainty in the marketplace for a scaling up of MMC based building systems.

Enterprise Ireland is working with companies in the residential construction to assist in their adoption of modern methods and supporting the expansion of the off-site construction products manufacturing sector. Enterprise Ireland's *Build to Innovate* programme, which promotes productivity and innovation in housebuilding, will provide lean and digital grants and funding for research and innovation projects in the domestic residential construction sector.

In addition, the Government's new Build Digital Initiative with TUD will continue to promote the digitalisation of the construction sector and the rapid adoption of Building Information Modelling (BIM) and other best practices. Department of Further and Higher Education, Research and Science, with Solas, is leading on developing an MMC Innovation and Demonstration Park in Mount Lucas, Co Offaly.

Timeline	Q2 2023: Delivery of MMC Roadmap for publicly procured residential construction
	Q4 2023: Launch of Construct Innovate industry outreach and engagement programme and completion of Housing for All priority research programme
	Q4 2023: Completion of first phase of MMC Demonstration Park
Responsibility	Department of Enterprise, Trade and Employment; Department of
	Housing, Local Government and Heritage; Department of Further and
	Higher Education, Research, Innovation and Science

Timeline	Q4 2023: Provide a range of lean, innovation and productivity advisory
	and financial assistance to home builders, general contractors and offsite
	manufacturers with ambition to adopt modern methods of construction
Responsibility	Enterprise Ireland

# **6.5 Pursue Frontier Technology Opportunities in the Space Sector**

Building and sustaining competitive advantage in areas of strategic national priority and high-potential for Ireland requires deliberate and strategic policy choices. In addition to building on our enterprise sector strengths, we will position Ireland at the frontier of emerging opportunities in the global economy. As part of the White Paper on Enterprise implementation process, we will bring a spotlight approach to key frontier technologies in the implementation reports.

One such emerging opportunity is the domain of Space. Earth observation and other digital technologies associated with space innovation are increasingly important given their impacts on our daily lives and our economy and importantly it continues to play a vital role in addressing the challenges posed by climate change and other environmental issues.

In 2019, Government published the National Space Strategy for Enterprise 2019-2025, setting out the vision for the space active enterprise sector of 'an economically sustainable and expanding space-active industry, delivering quality jobs for the economy of tomorrow'.

DETE, working with Enterprise Ireland, the Department is investing significantly in the European Space Agency (ESA), up from €20m in 2020 to over €30m in 2022. This is maximising the return for Irish-based companies securing contracts with the agency with the number of Irish based companies engaged with ESA having risen substantially from 70 in 2019 to 97 in 2022 - an

increase of 39% in those three years. In 2021,14 Irish companies also secured their first ESA contract, almost half of which did so having previously worked with the Irish ESA Business Incubation Centres.

We will further capitalise on our membership of the ESA having committed €125 million in funding to the ESA over the next 5 years which will provide opportunities for Irish enterprises to grow and develop their capabilities. We will also work closely with the European Union and Member States to advance a range of space policy issues and to identify new opportunities through relevant EU programmes to assist Irish space related enterprises to start up, build and scale.

Timeline	Q4 2023: Achieve 100 Irish based companies working with the European Space Agency
Responsibility	Department of Enterprise, Trade and Employment; Enterprise Ireland



### 7. Building on Strengths and Opportunities

Enterprise policy will continue to ensure Ireland's distinctive areas of competitive advantage, expertise and potential are fully realised, with a focus both on existing sectors of strength as well as new and emerging sectors of relevance. This will underpin Ireland's resilience in the face of disruption and transition and allow Irish enterprise to access the opportunities and emerging growth sectors created by technological change, including the twin transitions.

Competitive advantage is often associated with pronounced clusters of related firms, higher education institutes and research performing organisations. We will devise and introduce a centrally coordinated, cross-Government, approach to clustering that will encourage the formation and strengthening of national cluster organisations, leveraging the benefits of proximity and co-location to boost productivity.

We will further build on regional strengths through the implementation of nine Regional Enterprise Plans, led by regional stakeholders. The focus of Regional Enterprise Plans is on strengthening the regional enterprise system to facilitate business growth and job creation. European Regional Development Funding (ERDF) provides support to projects that arise from the Regional Enterprise Plans. It also supports the attainment of the digitalisation and green goals for industry set out in the nine Regional Enterprise Plans and Ireland's Smart Specialisation Strategy.

Building on strengths and opportunities	
Target	Baseline
Five National Cluster Organisations funded under a new National Clustering Programme by 2025	National Cluster Programme to be established 2023
Regional employment – Unemployment not to exceed one percentage point above national unemployment rate in any region	Less than 1% above national average in every region (October 2022)

#### 7.1 Develop a Coordinated National Approach to Clustering

We recognise the importance of clustering to sustain and develop competitive advantage in areas of strategic importance and potential, in particular the twin transitions of green and digital.

Ireland already has a young, but developing and highly active, clustering landscape supported through Enterprise Ireland Regional Technology Clustering Fund (RTCF) and Regional Enterprise Development Funded (REDF) projects, which we will build upon through development of a National Clustering Programme. This will aim to maximise the scale, impact and international visibility of Irish clusters and cluster organisations.

The Department of Enterprise, Trade and Employment will establish a central coordination mechanism with cross-Government engagement, and enterprise agency involvement, that will be responsible for implementation of the National Clustering Programme and for developing and supporting a select portfolio of cluster organisations, including the provision of advice, technical support and facilitating training. The remit of this central function will go beyond oversight of funding administration as it will also be tasked with enabling strategic dialogue between stakeholders. It will play a central role in ecosystem strengthening and development, through engagement with the enterprise development agencies, SFI, Department of Further and Higher Education, Research, Innovation and Science and InterTrade Ireland, among others.

In developing the National Cluster Programme, the Department of Enterprise, Trade and Employment will review existing funding streams for cluster activity in Ireland and consider whether additional funding is required or is available through relevant EU funding instruments.

In terms of the allocation of funding to cluster organisations, the national cluster policy will take a medium- to long-term funding view to allow clusters the time needed to maximise their performance and deliver impact and added value to their members and associated ecosystems.

Identification of priority areas for enhanced clustering will be underpinned by an assessment of competitive strengths and potential opportunities against a range of factors, including the scale of potential impact; innovation intensity and research capability; and market direction. Through the new National Clustering Programme, the coordination entity will fund up to five national cluster organisations by 2025.

Timeline	Q3 2023: Devise a National Clustering Programme
	Q4 2023: Commence implementation with the target to fund five National Cluster organisations under the Programme by 2025
Responsibility	Department of Enterprise, Trade and Employment

### 7.2 Support Balanced, Sustainable Regional Development

The White Paper recognises the important role Regional Enterprise Plans play in driving balanced regional development. The Department oversees the implementation of nine Regional Enterprise Plans, which are led by regional stakeholders. The Plans focus on collaborative initiatives that can help strengthen the regional enterprise ecosystem, thereby realising enterprise growth and job creation in each of the nine regions across Ireland.

Up to €145m in European Regional Development Funding (ERDF) has been secured over the next number of years to support projects aligned to the Regional Enterprise Plans.

The Department of Enterprise, Trade and Employment are working with Enterprise Ireland on developing the scheme and eligibility criteria with the aim of announcing the first call of around €35 million in 2023. ERDF funding will help support entrepreneurship, start-ups and scaling companies, primarily micro and SMEs, through the provision of appropriate infrastructure and key staff resources to deliver innovative solutions, including support programmes. This funding will build on initiatives previously funded under the REDF and Border Enterprise Development Fund and support new collaborative and innovative regional projects. This activity will align with the objectives of the nine Regional Enterprise Plans and Ireland's Smart Specialisation Strategy around digitalisation and green transformation goals for industry.

As outlined in Section 3.2, IDA Ireland will continue to progress regional development with a target for half of all investments to go to regional locations outside Dublin, as well as ensuring IDA is strategically placed for regional investments in the future through its Regional Property Programme.

Údarás na Gaeltachta will continue to play an important role in supporting sustainable business growth in the Gaeltacht by funding and fostering a wide range of enterprise development and job creation initiatives.

A series of "Building Better Business" conferences will also be held across the country during 2023. These events will serve to engage SMEs on the opportunities and challenges of digital transformation and decarbonisation, as well as showcase the government and agency supports available to small and medium enterprises.

Timeline	Q2 2023: First call under the ERDF for regional enterprise development to be held, with further calls on an annual basis or every nine months, depending on demand  Q4 2023: Completion of all nine Building Better Business conferences
	Q4 2023. Completion of all fille building better business conferences
Responsibility	Department of Enterprise, Trade and Employment; Enterprise Ireland

Timeline	Ongoing to 2030: Offer qualifying businesses and companies from various sectors a range of incentives and supports to start up, develop, expand or locate in a Gaeltacht region
Responsibility	Údarás na Gaeltachta

#### 7.3 Develop Ireland's National Hub Strategy

Ensuring our enterprises and workspaces reflect the new world of work, we will work to maximise the potential of the National Hub Network as an enabler of enterprise, rural and regional employment, sustainable and resilient communities and achieving Ireland's ambitious climate action goals. This is critical for ensuring Ireland remains an attractive place to live and work and for supporting wider economic ambitions across the country.

Led by the Department of Enterprise, Trade and Employment and Department of Rural and Community Development, a National Hub Strategy is currently under review and is expected to be published by the end of 2023. The intent of the strategy is to bring various initiatives together into a single strategy, consolidating the various national policies and schemes, and identifying opportunities to leverage the national hub network.

The National Hub Strategy will provide an overview of the hub ecosystem and examine the contributions that hubs make to the economic and social development of communities across the State. The Strategy will examine the current role hubs play supporting enterprise, employment and non-commercial community activities and will consider opportunities for further development. It is expected that the Strategy will set out time-bound actions, assigned to Government Departments and state agencies, to ensure that the hub sector remains relevant, accessible and sustainable.

Timeline	Q4 2023: Publication of Strategy
Responsibility	Department of Regional and Community Development (Co-Lead);
	Department of Enterprise, Trade and Employment (Co-Lead)

### **Appendix I Metrics and Targets**

Target 2030	Parent Strategy	Metric	Baseline	Source		
Employment						
Maintain full employment (unemployment below 5%)		Standard measure of monthly unemployment (persons aged 15-74 years)	4.4% (October 2022)	CSO Labour Force Survey		
Integrating decarbonisation and Net Zero commitments						
35% Emissions reductions from Industry by 2030	Climate Action Plan	Million Tonnes CO <sub>2</sub> equivalent	7.014 MtCO <sub>2</sub> eq. (2018)	EPA (2022) Final Emissions Data 1990 – 2021		
45% emissions reductions from Commercial Built Environment by 2030	Climate Action Plan	Million Tonnes CO <sub>2</sub> equivalent	1.5 MtCO <sub>2</sub> eq. (2018)	EPA (2022) Final Emissions Data 1990 – 2021		
Placing digital transformation at the heart of enterprise policy						
90% of SMEs at basic digital intensity by 2030	Harnessing Digital: The Digital Ireland Framework	SMEs with at least a basic level of digital intensity	64% (2021)	Digital Economy and Society Index 2022 Ireland		
Advancing Ireland's FDI and trade value proposition						
20% increase in IDA Ireland client expenditure in Ireland by 2024*	IDA Ireland Strategy 2021-2024	Direct Economy Expenditure by Foreign owned firms	€27.9 billion (2020)	DETE Annual Business Survey of Economic Impact**		

At least half of all FDI investments (400+) from 2021-2024 to locations outside of Dublin	IDA Ireland Strategy 2021-2024	FDI Investment in regional locations		IDA Ireland
Strengthening the Irish-owned ex	cporting sector			
2.5% average annual growth in Irish-owned enterprise productivity by 2024*	Enterprise Ireland Strategy 2022-2024	Value added per person employed	1.8% (2017-2020) (Enterprise Ireland Annual Business Review)*	DETE Annual Business Survey of Economic Impact**
50% Increase in the number of large Irish exporting companies (150 companies) by 2030		Number of large Irish exporting companies (250+ employees)	104 Companies (2021) (Enterprise Ireland Annual Business Review)	DETE Annual Business Survey of Economic Impact **
2,000 additional Irish-owned exporters by 2030	SME & Entrepreneurship Growth Plan	Number of Irish-owned exporting firms	9,167 (2017)	CSO
Over two-thirds (30,000) of new jobs created in Enterprise Ireland assisted firms will be outside of Dublin	Enterprise Ireland Strategy 2022-2024	Employment in Enterprise Ireland Supported firms outside Dublin		Enterprise Ireland Annual Business Review
Enabling locally trading sectors to	thrive			
1% average annual increase in multifactor productivity growth in domestic sectors of the economy by 2025*	Future Jobs Ireland 2019	Multifactor productivity growth	-0.6% average annual rate (2016-2019)	CSO
Stepping up enterprise innovatio	n			
Gross (public and private) Expenditure on R&D 2.5% of GNI* by 2030	Impact 2030	GERD as a % of GNI*	2.21 as a % GNI*(2020)	DFHERIS Research and Development Budget

20% Increase in the number of High-Potential Start-Ups (HPSUs) supported by 2024*	El Strategy 2022- 2024	High-Potential Start-Ups supported	82 HPSUs (2021)	Enterprise Ireland Annual Business Review			
Building on strengths and opportunities							
Five National Cluster Organisations funded under a new National Clustering Programme by 2025		National Cluster Organisations funded under a new National Cluster Programme	National Cluster Programme to be established 2023	National coordination body			
Regional employment – Unemployment not to exceed one percentage point above national unemployment rate in any region		Standard measure of monthly unemployment (persons aged 15-74 years)	Less than 1% above national average in every region (October 2022)	CSO Labour Force Survey			

<sup>\*</sup> Baseline growth rate has been restated from 3.6% in the White Paper on Enterprise, to reflect Enterprise Ireland 2022-2024 Strategy, target to be reviewed in 2024/2025

<sup>\*\*</sup>Irish-owned Enterprise Agency Clients

