

procedures within the Body. These include financial and budgetary controls, documented systems and procedures around processes and activities, schemes of delegated authority, appropriate insurances, comprehensive procedures around evaluation and appraisal, the taking of legal advice when required, and appropriate training in such areas as fraud awareness, evaluations and financial management. Inter-departmental or cross-directorate working and learning is actively encouraged and facilitated with the objective of reducing risk through awareness.

THE RISK AND CONTROL FRAMEWORK

InterTradeIreland considers regular risk management reports which identify, assess and set out the management of the risks facing the Body on an annual basis – or as necessary. This consideration will be with a view to assessing the accuracy of the risk profile of the Body and the appropriateness of the management of, and response to, these risks.

The Body has ensured that procedures are in place for verifying that aspects of risk management and internal control are regularly reviewed and reported on. The full risk and control assessment has been completed and reviewed in the year ended 31 December 2016. Risk management has been incorporated into the corporate planning and decision making processes of InterTradeIreland.

A revised Risk Management Policy was approved by the Board in January 2015. This is designed to provide a framework that will allow the Body to improve upon the high quality of services already being provided, through a proactive, on-going process of risk assessment, with the objective of improved prevention,

control and containment of risk. A key element of the Guidance is the definition of roles and responsibilities for risk management, with the Board having a key role. Proposals for the setting of a risk appetite for the Body were agreed by the Board in April 2016.

Funding

During 2014 the Northern Sponsoring Department indicated that the level of funding it would make available to the Body was likely to reduce significantly in the future. The Body worked constructively with both Sponsoring Departments to manage this risk. An accommodation involving the utilisation of an amount of £332,618 of Revenue Reserves in 2015 was reached, which facilitated authorised expenditure for 2015 to be maintained at the level set out in the 2014-2016 Corporate Plan. While early indications were that levels of Northern funding available in 2016 would not be increased on 2015 levels, through participation in the Northern Ireland Bidding/Monitoring process the Body secured sufficient additional funding such that the Northern funding levels were adequate to deliver the 2016 Business Plan at the level set out in the 2014-2016 Corporate Plan. However, the Northern Sponsoring Department adopted a position whereby it would only fund the Body once the 2016 Business Plan had been approved by the NSMC. This approval was not secured until 24 June 2016, until which date the entirety of the Body's activities was funded by the Southern Sponsoring Department. Northern funding resumed in June following the approval of the Business Plan, and all funding agreed by both Sponsor Departments had been paid by the year-end.

At the date of approval of these accounts, InterTradeIreland's 2017 Business Plan had not been

formally approved by the Sponsor Departments, Finance Departments or the North South Ministerial Council (NSMC). Approval is unlikely to be received until the 2017/18 Budget for the Northern Ireland Executive has been agreed. The Southern Sponsor Department has continued to fund the Body's activities in the absence of an approved Plan. The Northern Sponsor Department has implemented arrangements to enable the payment of funding to the Body. As a result all 2017 funding requested to date has been paid by both Sponsor Departments.

Financial Memorandum

The Body operates within the context of a Financial Memorandum, which sets out the financial procedures and accountability arrangements, which govern financial relationships between the Body and the NSMC, the Sponsor Departments and Finance Departments. The Financial Memorandum was last updated by the Sponsor and Finance Departments in January 2006. It is currently under review, and this process is expected to be completed within the current financial year.

Co-Innovate Programme

In late 2016 InterTradelreland, as Lead Partner of a consortium of economic development organisations, was awarded funding from the EU INTERREG VA Programme to deliver the Co-Innovate Programme for a five year period until 31 March 2022. The delivery of the programme is not expected to impact on the Body's core activities and funding. However, there will be a substantial financing burden placed on the Body as it is anticipated that eligible programme expenditure will be reimbursed some five months after it is incurred.

The Body will put in place a budgetary control and reporting system to manage the cashflow requirements of the programme, and to mitigate any risk of loss of funds to ITI as a result of ineligible expenditure being incurred.

Brexit

The decision by the United Kingdom to leave the European Union will necessitate changes in the operation of InterTradelreland, which are yet to be determined. The Body will continue to monitor the situation, to ensure the optimal configuration of the organisation within the legislative environment in which it operates.

REVIEW OF EFFECTIVENESS

As Accountable Person, I have responsibility for reviewing the effectiveness of the system of internal control. My review of the effectiveness of the system of internal control is informed by the work of the internal auditors and the executive managers within InterTradelreland, who have responsibility for the development and maintenance of the internal control framework, and comments made by the external auditors in their annual Report to Those Charged with Governance and other reports.

I have been advised on the implications of the result of the review of the effectiveness of the system of internal controls by the Board and the Audit and Risk Assurance Committee. A process to address any weaknesses and ensure continuous improvement of the system is in place. Processes in place for maintaining and reviewing the effectiveness of the system of internal control during the year ended 31st

December 2016 included:

- The presentation of the Body's risk register to the Board;
- Review of the risk register at each meeting of the Audit and Risk Assurance Committee;
- Four meetings of the Audit and Risk Assurance Committee to consider and advise on matters arising around the system of internal control and the risk register;
- An Annual Report of the Audit and Risk Assurance Committee to inform the Accounting Officer and Chairman of its work during 2016 was provided and considered by the Board;
- A review of the Assurance Statements provided by the Body's Directors and Managers in support of this Statement on Internal Control;
- The application of a risk-based three year internal audit programme. During 2016, the Body's internal auditors, ASM, conducted audits in respect of Payroll Costs, Procurement and Contract Management, the Operation and Administration of the Body under its legislative remit, and Programme Commitments. The level of assurance awarded was 'substantial' for the Payroll Costs audit and 'satisfactory' for the other audits. The internal auditors also performed a follow-up review of recommendations made during previous audits undertaken in 2015.
- An annual statement of assurance, in respect of 2016, from the Internal Auditors. They expressed the opinion that 'InterTradelreland's systems in relation to risk management, control and governance were adequate and operated effectively and can provide satisfactory assurance in relation to the effective and efficient achievement of ITI's objectives';
- The application of delegated sanctions agreed by both the respective Sponsoring Departments (DfE and DJEI) and Finance Departments (DPER and DoF);
- The application of the provisions of the Financial Memorandum in conjunction with the above Departments; and
- Taking cognisance of the recommendations and conclusions of evaluations around the Body's own programmes and those of its sister agencies Invest Northern Ireland and Enterprise Ireland so as to continually strive for best practice in terms of programme delivery and propriety.

As a North/South Implementation Body jointly sponsored by the Department for the Economy and the Department of Jobs, Enterprise and Innovation, InterTradelreland is required to provide the Departments with such returns of information relating to its proceedings or undertakings as the Sponsor Departments may from time to time require. For such purposes the Body shall permit any person authorised by the Sponsor Departments to inspect and make copies of their accounts, books, documents, data and records and shall afford such explanation as that person or the Sponsor Departments may require.



Thomas Hunter McGowan

Chief Executive

Date: 30 MAY 2017

THE CERTIFICATE OF THE COMPTROLLERS AND AUDITORS GENERAL TO THE NORTHERN IRELAND ASSEMBLY AND HOUSES OF THE OIREACHTAS

We certify that we have audited the accounts of InterTradelreland (the Body) for the year ended 31 December 2016 pursuant to the provisions of the North/South Co-operation (Implementation Bodies) (Northern Ireland) Order 1999 and the British-Irish Agreement Act 1999 which require us to audit and certify, in co-operation, the accounts presented to us by the Body. The accounts comprise the Income and Expenditure Account, the Statement of Total Recognised Gains and Losses, the Balance Sheet, the Cash Flow Statement and the related notes and appendix. These accounts have been prepared under the accounting policies set out within them.

Respective responsibilities of the Body, the Chief Executive and the Auditors

As explained more fully in the Statement of Responsibilities, the Body is responsible for the preparation of the accounts on the basis set out in the accounts direction in the appendix to these accounts. The Chief Executive, as Accountable Officer, is responsible for ensuring propriety and regularity in relation to the use of public funds. Our responsibility is to audit and certify the accounts in accordance with the provisions of the North/South Co-operation (Implementation Bodies) (Northern Ireland) Order 1999 and the British-Irish Agreement Act 1999. We conducted our audit in accordance with International Standards on Auditing (UK and Ireland). Those standards require us and our staff to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the accounts

An audit involves obtaining evidence about the amounts and disclosures in the accounts sufficient to give reasonable assurance that the accounts are free from material misstatement, whether caused by fraud or error. This includes assessment of: whether the accounting policies are appropriate to the Body's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Body; and the overall presentation of the accounts. In addition we read all the financial and non-financial information in the Annual Review of Activities and the Foreword to identify material inconsistencies with the audited accounts and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies, we consider the implications for our certificate.

We are required to obtain evidence sufficient to give reasonable assurance the the expenditure and income reported in the accounts have been applied to the purposes intended by the Northern Ireland Assembly and the Houses of the Oireachtas and the financial transactions conform to the authorities which govern them.

Opinion on regularity

In our opinion, in all material respects the expenditure and income reported in the accounts have been applied to the purposes intended by the Northern Ireland Assembly and the Houses of the Oireachtas and the financial transactions reported in the accounts conform to the authorities which govern them.

Opinion on the accounts

In our opinion:

- the accounts have been properly prepared in accordance with the provisions of the North/South Co-operation (Implementation Bodies) (Northern Ireland) Order 1999 and the British-Irish Agreement Act 1999 and directions issued thereunder; and
- the accounts give a true and fair view, in accordance, with those directions, of the state of the Body's affairs as at 31 December 2016 and of its surplus, total recognised gains and losses and cash flows for the year ended.

Opinion on other matters

In our opinion the information in the Foreword for the financial year for which the accounts are prepared is consistent with the accounts.

Matters on which we report by exception

We report exception if:

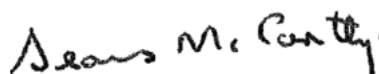
- adequate accounting records have been kept; or
- the accounts are not in agreement with the accounting records; or
- we have not received all of the information and explanations we require for our audit; or
- the information given in the Annual Review of Activities is not consistent with the related account; or
- the Statement on Internal Control does not reflect compliance with applicable guidance on corporate governance.

We have nothing to report in respect of those matters upon which reporting is by exception.



Kieran Donnelly
Comptroller and Auditor General
Northern Ireland
Northern Ireland Audit Office
106 University Street
Belfast
BT7 1EU

5 June 2017



Seamus McCarthy
Irish Comptroller and Auditor General
3A Mayor Street
Spencer Dock
Dublin 1
Ireland

8 June 2017

Income and Expenditure Account

for Financial Year 1 January 2016 - 31 December 2016

INCOME	Notes	2016 £	2015 £	2016 €	2015 €
Revenue Grants from Departments	2	9,086,485	8,299,283	11,088,238	11,337,483
Capital Grant Release from Departments	13	27,157	35,096	33,140	48,352
Other Operating Income	3	761,851	641,540	929,687	883,849
TOTAL INCOME		9,875,493	8,905,919	12,051,065	12,269,684
EXPENDITURE					
Staff Costs and Board Remuneration	4	2,387,425	2,260,447	2,913,375	3,114,219
Depreciation	8 and 9	27,157	35,096	33,140	48,352
Other Operating Costs	6	715,271	798,712	872,846	1,100,387
Programme Costs	7	6,255,889	6,277,590	7,634,062	8,648,635
		9,385,742	9,371,845	11,453,423	12,911,593
Surplus/(Deficit) before tax		489,751	(465,926)	597,642	(641,910)
Corporation Tax Payable	6(b)	(1,087)	(1,258)	(1,326)	(1,734)
Surplus/(Deficit) for the year		488,664	(467,185)	596,316	(643,643)
Surplus/(Deficit) for year transferred to General Fund		488,664	(467,185)	596,316	(643,643)

Statement of Total Recognised Gains and Losses					
Surplus/(Deficit) for the year		488,664	(467,185)	596,316	(643,643)
Actuarial (losses)/gains	15	(3,703,386)	749,307	(4,519,242)	1,032,320
Adjustment to Deferred Pension Funding		3,703,386	(749,307)	4,519,242	(1,032,320)
Total recognised gain/(loss) for the year		488,664	(467,185)	596,316	(643,643)

All amounts above relate to continuing activities.

The notes on pages 59 to 83 form part of these accounts, together with Annex A on page 85.

Balance Sheet

as at 31 December 2016

FIXED ASSETS	Notes	2016 £	2015 £	2016 €	2015 €
Intangible Assets	8	20,088	5,023	23,463	6,844
Tangible Assets	9	16,812	41,314	19,636	56,290
		36,900	46,337	43,099	63,134
CURRENT ASSETS					
Debtors	10	223,078	186,477	260,555	254,075
Cash at bank and in hand	14	2,235,602	2,053,998	2,611,183	2,798,572
		2,458,680	2,240,475	2,871,738	3,052,647
CURRENT LIABILITIES					
Creditors - amounts due in less than one year	11	1,376,816	1,625,910	1,608,121	2,215,302
Provisions - amounts due in less than one year	12	172,459	193,824	201,432	264,085
		1,549,275	1,819,734	1,809,553	2,479,387
NET CURRENT ASSETS		909,405	420,741	1,062,185	573,260
TOTAL ASSETS LESS CURRENT LIABILITIES BEFORE PENSIONS		946,305	467,078	1,105,284	636,394
Pension Liabilities	15.2	(11,931,670)	(7,490,117)	(13,936,191)	(10,205,284)
Deferred Pension Funding	15.5	11,931,670	7,490,117	13,936,191	10,205,284
TOTAL ASSETS LESS TOTAL LIABILITIES		946,305	467,078	1,105,284	636,394
CAPITAL AND RESERVES					
General Fund	13	909,405	420,741	1,062,185	573,260
Capital Grant Reserve	13	36,900	46,337	43,099	63,134
		946,305	467,078	1,105,284	636,394



Thomas Hunter McGowan

Chief Executive

Date: 30 MAY 2017

The notes on pages 59 to 83 form part of these accounts, together with Annex A on page 85.

Cash Flow Statement

for the year 1 January 2016 - 31 December 2016

	Notes	2016 £	2015 £	2016 €	2015 €
Operating Activities Net cash inflow/(outflow) from Operating Activities	14	180,536	(691,649)	(188,693)	(727,038)
Returns On Investments & servicing of Finance Interest Received		2,845	6,412	3,472	8,833
Capital expenditure & financial investment Payments to acquire Fixed Assets	9	(17,720)	(16,858)	(21,624)	(23,225)
Taxation Corporation Tax Paid		(1,777)	(1,355)	(2,168)	(1,867)
Financing Grant Received for Capital Purposes	13	17,720	16,858	21,624	23,225
Increase/(Decrease) in Cash	14.2	181,604	(686,592)	(187,389)	(720,072)

The notes on pages 59 to 83 form part of these accounts, together with Annex A on page 85.

Notes to the Accounts

for the year ended 31 December 2016

1. Accounting Policies

1.1 ACCOUNTING CONVENTION

The accounts have been prepared in accordance with the historical cost convention. The accounts comply with the accounting and disclosure requirements issued by DoF and DPER.

1.2 FIXED ASSETS

- a) All Fixed Assets are included at cost or valuation to the body. Intangible assets comprise purchased software.
- b) Depreciation is calculated to write off the cost or revalued amounts of fixed assets within their useful lives. The methods adopted and rates used per annum are as follows:
- Software Licences - 20% Straight Line
Office Equipment - 15% Straight Line
Fixtures & Fittings - 15% Straight Line
Computer Equipment - 33.33% Straight Line
Leasehold Improvements - Remainder of life of lease
- c) A capitalisation threshold of £500 has been applied in the accounts during 2016.
- d) The value of the operational assets in use at InterTradelreland is not considered sufficient to require annual revaluation.

1.3 PENSION COSTS

The North/South Pension Scheme was established by the North/South Implementation Bodies and Tourism Ireland Limited with effect from 29 April 2005. It is

a defined benefit pension scheme which is funded annually on a pay as you go basis from monies provided by the UK and Irish Exchequers. The scheme is administered by an external administrator. Funding from the Irish Exchequer is provided by the Department of Jobs, Enterprise and Innovation to the Body. The Northern Ireland share of the benefits is paid by the Department for the Economy.

Financial Reporting Standard (FRS) 17 covers retirement benefits. The liability at 31 December 2016 has been included in the financial statements and a disclosure note has been included (Note 15) detailing the actuarial review calculations, which were carried out by Deloitte Total Reward and Benefits Ltd. This includes the results of the calculations of the pension liabilities and costs of employees (and ex-employees) of InterTradelreland for the purposes of the accounts for the year ended 31 December 2016 and comparative figures for 2015.

Pension costs reflect pension benefits earned by employees in the period. An amount corresponding to the pension charge is recognised as income to the extent that it is recoverable, and offset by grants received in the year to discharge pension payments. Pension liabilities represent the present value of future pension payments earned by staff to date. The actuarial basis of measuring pension liabilities is on the projected unit method. Actuarial gains and losses arising from changes in actuarial assumptions and from experience surpluses and deficits are recognised in the Statement of Total Recognised Gains and Losses.

1.4 VALUE ADDED TAX

InterTradelreland was not in a position to reclaim VAT. Therefore VAT is included as expenditure and where appropriate capitalised in the value of Fixed Assets.

1.5 FOREIGN CURRENCIES

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange prevailing at the Balance Sheet date. Transactions in foreign currencies are recorded at the date of the transactions. Realised gains and losses are taken to the Income and Expenditure Account. Translated amounts have been disclosed in the Income and Expenditure Account, the Cash Flow Statement, the Balance Sheet and the related notes in Euro (€). The closing rate used for the Balance Sheet was £1=€1.1680 (2015:£1=€1.3625) and the average rate used for the Income and Expenditure Account was £1= €1.2203 (2015:£1=€1.3777). Both these rates are the European Central Bank exchange rates.

1.6 GRANT EXPENDITURE

Grant expenditure is recognised in the period in which the grant supported activity takes place. Grants are paid in support of specific projects. Payments are made on foot of claims relating to activity undertaken on the project. In preparing these accounts, a liability is recognised for amounts payable in respect of project activity which has not been claimed at the date accounts are prepared.

Where the amount of the liability, and the actual date of payment, is known with certainty, the liability is

accounted for as an accrual, and disclosed in creditors (Note 11). Where both the amount and the timing of payment are uncertain, but the activity has taken place, the liability is provided for as a provision and disclosed within provisions (Note 12). Grants awarded less amounts paid or provided for are disclosed in commitments (Note 16.2).

1.7 CAPITAL GRANT RESERVE

Grants for capital purposes are credited to a Capital Grant Reserve and released to the Income and Expenditure Account over the expected useful lives of the assets.

1.8 COMMITMENTS

Commitments represent contractual obligations in future years in respect of contracts existing at the year end (Note 16). Any liabilities which relate to project activity in the current year are provided for as accruals or provisions, as deemed appropriate.

1.9 LEASES

Rentals paid under operating leases are charged to operating costs on a straight line basis over the terms of the lease.

1.10 GRANT INCOME

Grant income for revenue purposes is credited to the Income and Expenditure Account in the accounting period in which it is received. Grant for capital purposes is credited to a Capital Grant Reserve in the period in which it is received and is released to the Income and Expenditure Account over the expected useful life of the related assets.

2. Grant from the Departments

2.1 FINANCIAL YEAR 1 JANUARY 2016 - 31 DECEMBER 2016

	DfE (Northern Ireland) £	DfE (Northern Ireland) €	DJEI (Ireland) £	DJEI (Ireland) €	TOTAL £	TOTAL €
Revenue Grant	2,866,385	3,542,653	6,220,100	7,545,584	9,086,485	11,088,238
Capital Grant	5,907	7,208	11,813	14,416	17,720	21,624
TOTAL	2,872,292	3,549,861	6,231,913	7,560,000	9,104,205	11,109,861

2.2 FINANCIAL YEAR 1 JANUARY 2015 - 31 DECEMBER 2015

	DfE (Northern Ireland) £	DfE (Northern Ireland) €	DJEI (Ireland) £	DJEI (Ireland) €	TOTAL £	TOTAL €
Revenue Grant	2,599,601	3,513,043	5,629,682	7,824,440	8,229,283	11,337,483
Capital Grant	5,619	7,742	11,239	15,484	16,858	23,226
TOTAL	2,605,220	3,520,785	5,640,921	7,839,924	8,246,141	11,360,709

The Body was paid grants from money voted by the Northern Ireland Assembly and Dáil Éireann. North South Ministerial Council, with the approval of Finance Ministers, recommended that the grants should be split on a 2:1 basis - DJEI(Ireland)(2) and DfE (Northern Ireland)(1). As a result of reduced availability of funding from DfE in 2015, an accommodation was reached which involved the utilisation of £332,618 of revenue reserves. Consequently this resulted in the 2:1 funding ratio not being met in 2015, with the full knowledge of both Sponsor Departments. The funding ratio was also not met in 2016, due to funding received from DJEI from the agreed 2016 allocation, to provide for currency fluctuations in subsequent years.

3. Other Operating Income

Other operating income comprises:

	NOTE	2016 £	2015 £	2016 €	2015 €
Bank interest receivable		2,845	6,412	3,472	8,833
Conference Income		20,839	19,511	25,430	26,880
Net deferred funding for pensions	15.4	738,167	615,617	900,785	848,136
TOTAL		761,851	641,540	929,687	883,849

4. Staff Costs & Board Remuneration

a) The average monthly number of employees (full time equivalent) per directorate was:

	2016	2015
Permanent Staff - CEO Office	2	2
Corporate Services	10	11
Policy	9	10
Operations	16	16
Agency/Temporary staff	-	1
TOTAL	37	40

The average monthly number of employees includes new staff that were recruited during the year. The figures do not include student placements.

(b) The costs incurred in respect of these employees were:

FIXED ASSETS	2016 £	2015 £	2016 €	2015 €
Salaries & Wages	1,405,804	1,392,482	1,715,503	1,918,422
Social Security Costs	115,435	109,579	140,865	150,968
Other Pension Costs - Current service and interest costs	796,730	674,008	972,250	928,581
Amounts payable in respect of Agency/Temporary staff	-	15,654	-	21,567
Total Staff Costs	2,317,969	2,191,723	2,828,618	3,019,538
Board Remuneration	69,456	68,724	84,757	94,681
Total Board Costs	69,456	68,724	84,757	94,681
Total Board and Staff Costs	2,387,425	2,260,447	2,913,375	3,114,219

The accounting policy for pensions is detailed in Note 1.3.

(c) Number of employees whose emoluments for the twelve months ending 31 December 2016 fell within the following bands:

	2016	2015
£40,000 - 49,999	8	10
£50,000 - 59,999	2	2
£60,000 - 69,999	1	1
£70,000 - 79,999	0	0
£80,000 - 89,999	1	1
£90,000 - 99,999	0	0
	12	14

(d) The remuneration of the Chief Executive and Senior Management team, was as follows:

	Salary 2016 £	Salary 2016 €	Salary 2015 £	Salary 2015 €
Chief Executive: Mr Thomas Hunter McGowan	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld
Mr Laurence Lord	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld
Mr Aidan Gough	62,719	76,536	62,719	86,408
Ms Margaret Hearty	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld

The Chief Executive and Senior Management team did not receive benefits in kind during the years 2016 or 2015.

(e) Details of remuneration of the Chairman and Board Members who served during the course of the year were as follows:

Board member fees are paid in the currency of their place of residence, figures in italics are the Sterling £/Euro € equivalent.

	Fees 2016 £	Fees 2016 €	Fees 2015 £	Fees 2015 €
Mr Martin Cronin (Chairman) (term completed 12 December 2016)	<i>9,809</i>	11,970	<i>8,688</i>	11,970
Ms Joanne Spain (Vice Chair)(re-appointed as Board member 13 December 2016)	<i>8,055</i>	9,830	<i>7,135</i>	9,830
Mr Paul O'Sullivan (appointed as Vice-Chair 13 December 2016)	<i>2,102</i>	2,565	-	-
Ms Rosemary Delaney	<i>6,306</i>	7,695	<i>5,585</i>	7,695
Mr Patrick Joy	<i>6,306</i>	7,695	-	-
Professor Terri Scott	<i>5,235</i>	6,388	<i>5,235</i>	<i>7,212</i>
Term completed 12 December 2016				
Mr Timothy Mayes	<i>5,235</i>	6,388	<i>5,235</i>	<i>7,212</i>
Mr Jack Gallagher	<i>5,235</i>	6,388	<i>5,235</i>	<i>7,212</i>
Mr Kevin Norton	<i>6,306</i>	7,695	<i>5,585</i>	7,695
Re-appointed 12 December 2016				
Mr Terry Crossan	<i>5,235</i>	6,388	<i>5,235</i>	<i>7,212</i>
Mr Paul Greenfield	<i>5,235</i>	6,388	-	-
Mr James Spratt	<i>5,235</i>	6,388	-	-
Appointed 13 December 2016				
Mr Ken Nelson (Chairman) (appointed 13 December 2016)	-	-	-	-
Ms Ann Rudden	-	-	-	-
Mr Micheal Briody	-	-	-	-
Mr Tim Cairns	-	-	-	-

In addition a total of £1,799 (€2,195 being the Euro equivalent) was paid to Board members to cover travel and subsistence expenses during the year 2016. This amount is included within travel and subsistence costs disclosed in Note 6.

The Chairman and the Board members did not receive any benefits in kind during the years 2016 or 2015.

(f) Pension details of the Chief Executive and Senior Management team as at 31 December 2016:

	Real increase/ (decrease) in pension and related lump sum at age 60 in 2016 £'000	Total accrued pension at age 60 at 31 December 2016 £'000	Real increase in pension and related lump sum at age 60 in 2015 £'000	Total accrued pension at age 60 at 31 December 2015 £'000
Chief Executive : Mr Thomas Hunter McGowan	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld
Laurence Lord	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld
Aidan Gough	0 - 2.5 plus (2.5 - 5) lump sum	20 - 24	2.5-5 plus (2.5 -5) lump sum	20-24
Margaret Hearty	Consent Withheld	Consent Withheld	Consent Withheld	Consent Withheld

5. Performance Against Key Financial Targets

The Department for the Economy and the Department of Jobs, Enterprise and Innovation do not consider it appropriate to set key financial targets for InterTradelreland. Annual operating plans, including predetermined performance indicators, are presented to North South Ministerial Council and approved.

6. Other Operating Costs

	2016 £	2015 £	2016 €	2015 €
Travel and Subsistence	10,116	19,907	12,345	27,426
Postage, Stationery, Telephone	31,106	37,827	37,959	52,114
Currency (Gain) / Loss	(88,222)	32,733	(107,658)	45,096
Rent and Rates	233,291	252,804	284,685	348,287
Heat, Light and Power	22,607	25,258	27,587	34,798
Maintenance	42,830	41,465	52,265	57,127
Promotion and Web Development	129,765	72,484	158,352	99,862
Professional Fees	20,155	24,170	24,595	33,299
Meeting Costs	1,780	3,561	2,173	4,907
Internal Audit	9,126	8,826	11,136	12,160
External Audit	22,000	22,000	26,847	30,309
Recruitment Costs	22,261	11,309	27,165	15,580
Insurance	6,929	7,240	8,455	9,974
Pension Admin Costs	10,314	22,359	12,586	30,804
Office Expenses	6,532	5,809	7,971	8,003
Information Systems	150,930	129,125	184,180	177,896
Training	21,452	22,318	26,178	30,747
Equality	-	1,711	-	2,358
General Expenses	1,502	2,296	1,833	3,163
Bank Charges	1,463	1,427	1,785	1,966
Board Meeting Costs	1,917	4,346	2,339	5,987
Cleaning	18,629	15,779	22,733	21,739
Security Costs	38,789	33,958	47,335	46,785
TOTAL	715,271	798,712	872,846	1,100,387

6.(b) Corporation Tax Payable

	2016 £	2015 £	2016 €	2015 €
Corporation Tax	1,087	1,258	1,326	1,734

A Corporation Tax liability arose in InterTradelreland in 2016, due to tax payable on the interest on bank account balances.

7. Programme Costs

	2016 £	2015 £	2016 €	2015 €
7.1 InterTradelreland Costs				
Trade Activities	1,139,216	1,432,765	1,390,185	1,973,920
Innovation Activities	1,969,809	1,881,754	2,403,758	2,592,492
Business & Economic Research	151,637	222,977	185,043	307,195
7.2 Financial Assistance to Other Organisations				
Fusion	2,168,675	1,852,466	2,646,434	2,552,142
Acumen	561,691	545,755	685,432	751,887
Equity/Venture Capital	240,043	207,195	292,924	285,453
Innova	18,618	126,676	22,720	174,522
Research Connections	6,200	8,002	7,566	11,024
TOTAL	6,255,889	6,277,590	7,634,062	8,648,635

With respect to Note 7.2, Financial Assistance to other Organisations, the amount of £561,691 (2015:£545,755) in relation to the Acumen programme solely represents the amount payable to other organisations from InterTradelreland resources. Under this programme both Invest NI and Enterprise Ireland also provide financial assistance to participating organisations. InterTradelreland has entered into a Memorandum of Understanding with Invest NI and Enterprise Ireland to act as a conduit for funding of the programme. In the year under review, Enterprise Ireland has not availed of this function. InterTradelreland received the amount of £100,000 (2015:£150,000) from Invest NI in respect of Invest NI client organisations being assisted by the Acumen programme.

8. Intangible Assets

	SOFTWARE LICENCES £	TOTAL £	TOTAL €
Cost or Valuation			
At 1 January 2016	56,478	56,478	76,951
Additions	16,070	16,070	19,610
Disposals	-	-	-
At 31 December 2016	72,548	72,548	96,561
Depreciation			
At 1 January 2016	51,455	51,455	70,107
Provision for Year	1,005	1,005	1,226
Disposals	-	-	-
At 31 December 2016	52,460	52,460	71,333
Net Book Value at 31 December 2016	20,088	20,088	25,228
Currency Translation Adjustment			(1,765)
Net Book Value at 31 December 2016	20,088	20,088	23,463
Net Book Value at 31 December 2015	5,023	5,023	6,844

9. Tangible Assets

	LEASEHOLD IMPROVEMENTS £	FIXTURES & FITTINGS £	OFFICE EQUIPMENT £	COMPUTER EQUIPMENT £	2016 € TOTAL £	2015 TOTAL €
Corporation Tax		1,087		1,258	1,326	1,734
Cost or Valuation						
At 1 January 2016	145,225	77,822	58,646	300,425	582,118	793,136
Additions	-	-	-	1,650	1,650	2,013
Disposals	-	-	-	-	-	-
At 31 December 2016	145,225	77,822	58,646	302,075	583,768	795,149

Depreciation						
At 1 January 2016	142,706	74,422	58,208	265,468	540,804	736,845
Provision	2,519	1,073	304	22,256	26,152	31,913
Disposals	-	-	-	-	-	-
At 31 December 2016	145,225	75,495	58,512	287,724	566,956	768,758

Net Book Value at 31 December 2016	-	2,327	134	14,351	16,812	26,391
Currency Translation Adjustment	-	-	-	-	-	(6,755)
Net Book Value at 31 December 2016	-	2,327	134	14,351	16,812	19,636
Net Book Value at 31 December 2015	2,519	3,400	438	34,957	41,314	56,290

10. Debtors (amounts due within one year)

	2016 £	2015 £	2016 €	2015 €
Other Debtors	135,982	92,939	158,827	126,629
Prepayments and accrued income	87,096	93,538	101,728	127,446
TOTAL	223,078	186,477	260,555	254,075

11. Creditors (amounts falling due less than one year)

	2016 £	2015 £	2016 €	2015 €
Trade Creditors	359,115	371,226	419,446	505,795
Accruals	1,017,132	1,253,426	1,188,010	1,707,793
Corporation Tax	569	1,258	665	1,714
TOTAL	1,376,816	1,625,910	1,608,121	2,215,302

Included in accruals is an amount of £1,041,113 (2015: £1,127,140) relating to programme accruals, where grant supported activity has occurred, but the related expenditure has not yet been claimed by grantees.

12. Provisions

Provision (amounts falling due less than one year)	2016 £	2015 £	2016 €	2015 €
Opening Balance	193,824	424,415	264,085	544,906
Provided in the Year	172,459	193,824	210,452	267,031
Provisions Utilised/Released in the Year	(193,824)	(424,415)	(236,523)	(584,717)
Difference on Foreign Exchange Translation	-	-	(36,582)	36,865
Closing Balance	172,459	193,824	201,432	264,085

The above provisions represent grant liabilities estimated by InterTradelreland to arise as a result of grant supported activity which took place in the year but which have not yet been claimed by grantees. They principally arise under the following programmes: Acumen and Fusion.

13. Reserves

13.1 GENERAL FUND

	2016 £	2015 £	2016 €	2015 €
General Fund Opening Balance	420,741	887,926	573,260	1,140,009
Surplus/(Deficit) for the year	488,664	(467,185)	596,316	(643,643)
Difference on Foreign Exchange Translation	-	-	(107,391)	76,894
General Fund Closing Balance	909,405	420,741	1,062,185	573,260

13.2 CAPITAL GRANT RESERVE

	2016 £	2015 £	2016 €	2015 €
Opening Balance	46,337	64,576	63,134	82,909
Capital Grants Received	17,720	16,858	21,624	23,225
Less: Transfer to Income & Expenditure	(27,157)	(35,096)	(33,140)	(48,352)
Difference on Foreign Exchange Translation	-	-	(8,519)	5,352
Capital Grants Reserve Closing Balance	36,900	46,337	43,099	63,134

14. Notes to Cash Flow Statement

14.1 RECONCILIATION OF DEFICIT FOR THE YEAR TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2016 £	2015 £	2016 €	2015 €
Surplus/(Deficit) for the year before tax	489,751	(465,927)	597,642	(641,909)
Adjustment for Non-Cash Transactions				
Depreciation	27,157	35,096	33,140	48,352
Transfer from Capital Grant Reserve	(27,157)	(35,096)	(33,140)	(48,352)
Adjustment for Movements in Working Capital				
(Increase) in debtors	(36,601)	(74,335)	(6,480)	(110,096)
(Decrease) in creditors/provisions	(269,769)	(144,976)	(668,992)	(43,094)
Bank Interest Receivable	(2,845)	(6,412)	(3,472)	(8,833)
Difference on Foreign Exchange Translation			(107,391)	76,894
Net cash inflow/(outflow) from operating activities	180,536	(691,649)	(188,693)	(727,038)

14.2 RECONCILIATION OF NET CASH OUTFLOW TO MOVEMENT IN NET DEBT

	2016 £	2015 £	2016 €	2015 €
Cash at Bank and in hand at 1 January	2,053,998	2,740,590	2,798,572	3,518,644
Net Cash inflow/(outflow)	181,604	(686,592)	(187,389)	(720,072)
Cash at Bank and in hand at 31 December	2,235,602	2,053,998	2,611,183	2,798,572

15. Pensions

15.1 ACCOUNTING TREATMENT

The pension scheme consists of a number of sections with different benefit structures. The main sections are:

The Core Final Salary section - this is a final salary pension arrangement with benefits modelled on the Classic section of the Principal Civil Service Pension Scheme in Northern Ireland. The scheme provides a pension (eightieths per year of service), a gratuity or lump sum (three-eightieths per year of service) and spouse's and children's pensions. Normal Retirement Age is a member's 60th birthday. Pensions in payment (and deferment) increase in line with general price inflation.

The Core Alpha section - this is a career averaged revalued earnings pension arrangement or 'CARE' scheme with benefits modelled on the alpha section of the Principal Civil Service Pension Scheme in Northern Ireland. The scheme provides a pension based on a percentage (2.32%) of pensionable pay for each year of active membership (the pension is increased at the start of each scheme year in line with general price inflation), and spouses's and children's pensions. Normal Retirement Age is a member's State Pension Age in the relevant jurisdiction, which is currently 67, 68 or between 67 and 68 in the UK and 68 in Ireland. Pensions in payment (and deferment) increase in line with general price inflation.

Most Core section members have benefits in both the Final Salary and alpha sections and new entrants who join the Scheme after 1 April 2015 will, in most cases, become members of the Core alpha section.

The valuation used for FRS 17 disclosures at 31 December 2016 has been carried out by a qualified independent actuary (Deloitte Total Reward and Benefits Ltd). The results this year have been prepared by carrying out a full valuation of the scheme's liabilities incorporating market conditions and scheme data at 31 December 2016. The principal assumptions used to calculate scheme liabilities are:

	31 Dec 2016	31 Dec 2015	31 Dec 2014
Discount rate			
Northern Ireland	2.70%	3.70%	3.60%
Ireland	1.90%	2.65%	2.10%
Rate of increase in Consumer Price Index			
Northern Ireland:	2.30%	1.90%	2.00%
Ireland	1.50%	2.00%	2.00%
Average rate of increase in pensions			
Northern Ireland	2.30%	1.90%	2.00%
Ireland	1.50%	2.00%	2.00%
In line with salary increases			
Northern Ireland	2.30%	2.90%	3.00%
Ireland	3.00%	3.00%	3.00%
Average expected future life at age 65 for			
Male currently aged 65	22.20	21.90	22.10
Female currently aged 65	24.20	23.80	24.30
Male currently aged 45	23.90	23.10	23.50
Female currently aged 45	26.10	25.30	25.80

15.2 MOVEMENT IN NET PENSION LIABILITY DURING THE FINANCIAL YEAR

	2016 £	2015 £	2016 €	2015 €
Opening value of scheme's liabilities	7,490,117	7,623,807	10,205,284	9,788,206
Service cost	530,493	393,519	647,361	542,151
Interest on scheme liabilities	266,237	280,489	324,889	386,430
Actuarial loss/(gain)	3,703,386	(749,307)	4,519,242	(1,032,320)
Benefits paid	(58,563)	(58,391)	(71,464)	(80,445)
Difference on foreign exchange translation			(1,689,121)	601,262
Net Pension Liability at 31 December	11,931,670	7,490,117	13,936,191	10,205,284

15.3 ANALYSIS OF THE MOVEMENT IN DEFICIT IN THE PLAN DURING THE PERIOD IS AS FOLLOWS

	2016 £	2015 £	2016 €	2015 €
Experience loss	702,629	118,307	857,418	162,992
Loss/ (Gain) on change of financial assumptions	3,000,757	(867,614)	3,661,824	(1,195,312)
Actuarial loss/(gain)	3,703,386	(749,307)	4,519,242	(1,032,320)

15.4 INCOME & EXPENDITURE ACCOUNT ANALYSIS

Analysis of the net deferred funding for pensions is as follows:

	2016 £	2015 £	2016 €	2015 €
Service cost	530,493	393,519	647,361	542,151
Other finance cost	266,237	280,489	324,889	386,430
Benefits paid during the year	(58,563)	(58,391)	(71,464)	(80,445)
	738,167	615,617	900,786	848,136

Analysis of the current pension service costs is as follows:

	2016 £	2015 £	2016 €	2015 €
Service cost	530,493	393,519	647,361	542,151
Other finance cost	266,237	280,489	324,889	386,430
	796,730	674,008	972,250	928,581

Contributions received from members of the North/South Pension Scheme in 2016 amounted to £89,282 (€108,951) (2015: £81,300 (€112,007)). As the North/South Pension Scheme is an unfunded scheme, the member contributions are remitted to the Body's Sponsor Departments.

15.5 DEFERRED PENSION FUNDING

In accordance with accounting practice for non-commercial State sponsored bodies in Ireland, InterTradelreland recognises an asset representing resources to be made available by the UK and Irish Exchequers for the unfunded deferred liability for pensions on the basis of a number of past events. These events include the statutory backing for the superannuation schemes, and the policy and practice in relation to funding public service pensions in both jurisdictions including the annual estimates process. While there is no formal agreement and therefore no guarantee regarding these specific amounts with the funding bodies, InterTradelreland has no evidence that this funding policy will not continue to progressively meet this amount in accordance with current practice. This treatment is inconsistent with accounting practice for UK Non-Department Bodies, where, due to the absence of a formal guarantee, a funding liability is not recognised until the commitment falls due.

The deferred funding asset for pensions as at 31 December 2016 amounted to £11,931,670 (€13,936,191) (2015: £7,490,117 (€10,205,284))

	2016 £	2015 £	2016 €	2015 €
Opening balance at 1 January	7,490,117	7,623,807	10,205,284	9,788,206
Increase/(Decrease) in Deferred Funding of Pension Asset	4,441,553	(133,690)	5,187,734	(182,153)
Difference on foreign exchange translation	-	-	(1,456,827)	599,231
	11,931,670	7,490,117	13,936,191	10,205,284

15.6 HISTORY OF DEFINED BENEFIT LIABILITIES

	2016 £	2015 £	2014 £	2016 €	2015 €	2014 €
Deficit as at 31 December	11,931,670	7,490,117	7,623,807	13,936,191	10,205,284	9,788,206
Experience loss/(gain)	702,629	118,307	(148,282)	857,418	162,992	(183,944)
Percentage of Scheme Liabilities	(5.9%)	(1.6%)	1.9%	(5.9%)	(1.6%)	1.9%

The cumulative actuarial loss recognised in the Statement of Recognised Gains and Losses amounts to £1,904,089 (€2,323,560).

16. Capital Commitments

16.1 CAPITAL COMMITMENTS AT 31 DECEMBER 2016 FOR WHICH NO PROVISION HAS BEEN MADE

	2016 £	2016 €
Contracted	-	-
Authorised but not contracted	-	-
Total	-	-

16.2 OTHER COMMITMENTS

This commitment relates to letters of offer and delivery agent contracts of varying durations which were issued prior to the year end, and which relate to future years. They arise principally in respect of Acumen and Fusion, less grant payments already paid or accrued for at the year-end.

	2016 £	2016 €
Total	9,010,594	10,524,374

	Commitments at 31 December 2016 for Expenditure in 2017	Commitments at 31 December 2016 for Expenditure in 2018	Commitments at 31 December 2016 for Expenditure in or after 2019	Total
Profile of Other Commitments by year - Sterling	£ 5,225,906	£ 1,775,297	£ 2,009,391	£ 9,010,594
Profile of Other Commitments by year - Euro	€ 6,103,858	€ 2,073,547	€ 2,346,969	€ 10,524,374

17. Contingent Liabilities

There were no contingent liabilities as at 31 December 2016.

18. Related Party Transactions

The Trade and Business Development Body is a cross border implementation body sponsored by the Department for the Economy in Northern Ireland and the Department of Jobs, Enterprise and Innovation in Ireland. The above named departments are regarded as related parties. During the year InterTradelreland has had various transactions with these departments and with other entities for which the Department for the Economy or the Department of Jobs, Enterprise and Innovation are regarded as a parent Department. There were also transactions with Central Procurement Directorate, which is an executive agency of the Department of Finance.

(i) Transactions Involving Senior Management

None

(ii) Transactions Involving Board Members

(a) Beneficial Interests

The Body works with many private sector organisations including organisations in which Board Members may have a beneficial interest. There were no transactions during the year with such organisations.

(b) Non-Beneficial Interests

The Body also works with many public/private funded organisations with whom joint projects and transactions have been undertaken during the year. No Board members or key management staff held official positions in such organisations.

Mr Ken Nelson was appointed as Chairman of the Body on 13 December 2016. Mr Nelson is a Board Member of Invest Northern Ireland, which funds

businesses participating on the Acumen programme, as detailed in Note 7 of these accounts. He is also CEO of LEDCOM, a member organisation of Enterprise Northern Ireland, which is participating in the delivery of the Co-Innovate Programme.

(iii) North South Pension Scheme

InterTradelreland pays for certain pension administration costs on behalf of the other North/South Bodies, and then recharges these bodies for the costs attributable to them, which are advised by the Scheme Administrators. In 2016, a total of £229,359 (2015:£263,830) was recharged to the other North/South Bodies in respect of these pension administration costs.

19. Obligations Under Leases

Annual commitments under non-cancellable operating leases are as follows:

	Land & Building				Other			
	2016 £'000	2016 €'000	2015 £'000	2015 €'000	2016 £'000	2016 €'000	2015 £'000	2015 €'000
Operating Leases which Expire								
Within one year	-	-	133	181	-	-	2	3
In two to five years	-	-	-	-	-	-	-	-
Over five years	96	112	-	-	-	-	-	-
Total	96	112	133	181	-	-	2	3

The annual commitments are stated exclusive of VAT. In June 2016, the Body entered into a new lease in respect of the Body's office premises. The term of the lease is 10 years from 1 October 2016 to 30 September 2026, with an option to extend for a further 5 year period.

20. Losses and Special Payments

There have been no losses or special payments.

21. Financial Instruments, Liquidity, Interest Rate and Foreign Currency Risk

21.1 FINANCIAL INSTRUMENTS

Due to the non-trading nature of its activities and the way that InterTradelreland is financed, the Body is not exposed to the degree of financial risk faced by business entities. InterTradelreland has very limited powers to borrow or invest surplus funds, and financial assets and liabilities are generated by day-to-day operational activities and are not held to change the risks facing the Body in undertaking its activities.

21.2 LIQUIDITY, INTEREST RATE AND FOREIGN CURRENCY RISK

InterTradelreland's net revenue resource requirements are almost entirely financed by resources voted annually by the Assembly and the Oireachtas, as is its capital expenditure. It is not therefore exposed to significant liquidity risks. The Body does not access funds from commercial sources and so is not exposed to significant interest rate risk.

InterTradelreland's transactions are effected in the currencies of each part of Ireland, with realised gains and losses being taken to the Income and Expenditure Account. As the Body receives two thirds of its funding from DJEI(Ireland), in Euro, yet discharges the majority of its transactions in sterling it is exposed to foreign currency risk.

22. Third Party Assets

There were no third party assets held by InterTradelreland at 31 December 2016.

23. Post Balance Sheet Events

At the date of approval of these accounts, InterTradelreland's 2017 Business Plan had not been formally approved by the Sponsor Departments, Finance Departments or the North South Ministerial Council (NSMC). Approval is unlikely to be received until the 2017/18 Budget for the Northern Ireland Executive has been agreed.

The Southern Sponsor Department has continued to fund the Body's activities in the absence of an approved Business Plan. The Northern Sponsor Department has implemented contingency arrangements to enable the payment of funding to the Body. As a result all 2017 funding requested to date has been paid by both Sponsor Departments.

The Body has historically prepared Corporate Plans for a three year period, with the most recent being the 2014-2016 Corporate Plan. At the date of approval of these accounts, the Body has not yet received guidance from the Sponsor Departments relating to the 2017-2019 Corporate Plan.

24. Approval of Accounts

The accounts were approved by the Board on 30 May 2017.

Appendix A

InterTradelreland

ACCOUNTS DIRECTION GIVEN BY THE NORTHERN IRELAND DEPARTMENT FOR THE ECONOMY AND THE IRISH DEPARTMENT OF JOBS, ENTERPRISE AND INNOVATION WITH THE APPROVAL OF THE FINANCE DEPARTMENTS, (DEPARTMENT OF FINANCE AND DEPARTMENT OF PUBLIC EXPENDITURE AND REFORM) IN ACCORDANCE WITH THE NORTH/SOUTH COOPERATION (IMPLEMENTATION BODIES) (NORTHERN IRELAND) ORDER 1999 AND THE BRITISH-IRISH AGREEMENT ACT 1999.

The annual accounts shall give a true and fair view of the Income and Expenditure and cash flows for the calendar year, and the state of affairs as at the year end. Subject to this requirement the body shall prepare accounts for the calendar year ended 31 December 2016 and subsequent calendar years in accordance with:

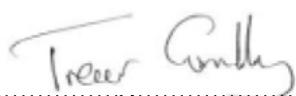
- a) The North/South Implementation Bodies Annual Reports and Accounts Guidance;
- b) other guidance which the Finance Departments may issue from time to time in respect of accounts which are required to give a true and fair view;
- c) any other specific disclosures required by the sponsor Departments;

except where agreed otherwise with the Finance Departments, in which case the exception shall be described in the notes to the accounts.

Signed by authority of the:

Department for the Economy

Trevor Connolly



Date 25 May 2017

Department of Jobs, Enterprise and Innovation

Dermot Mulligan



Date 25 May 2017

NOTES

InterTradelreland is the only organisation which has been given responsibility by both Governments to boost North South economic co-operation to the mutual benefit of Northern Ireland and Ireland.

InterTradelreland is a powerful resource for business growth, helping SMEs through a strong mix of business intelligence, funding support and meaningful contacts.

InterTradelreland will endeavour to facilitate requests for alternative formats of this publication including Irish Language, Ulster Scots, Braille, disk and audio cassette.

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InterTradelreland

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