

## EXPORT INNOVATION OF THE YEAR

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### OBJECTIVE & CRITERIA:

To recognise companies whose unique innovation has directly led to export success.

- Open to all companies which export goods or services developed in Ireland and where the specific innovation has been substantially developed in Ireland
- The company must be in business for two fiscal years
- The company must be currently exporting to one or more countries and have export sales of at least 30% of total turnover
- The company must be able to clearly explain the nominated innovation and how it has directly led to additional success in international markets. The innovation can be related to a product, service, process or organisation. Evidence of originality, excellence and sustainability is also required
- The company should be able to differentiate itself by highlighting its export success and further potential through a minimum of three out of the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## FOOD & DRINK EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To recognise the export achievement of companies in the food and drink sector and to encourage new product development and innovative packaging in the sector.

- Open to companies that produce and market products and who operate directly from Republic of Ireland. Products that have been imported or rebranded and repackaged are not eligible to enter
- Nominee must be in business for two fiscal years and the product must have been introduced to the industry or market within the last two years
- Nominee must have export sales of approximately 15% of total turnover
- The research and technology must have primarily taken place in the Republic of Ireland
- Entrants must be verified members of Origin Green
- Judges will consider sustainability, product innovation, process innovation and operational excellence
- The company should be able to differentiate itself by highlighting its export success and further potential through the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## LIFE SCIENCES EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To recognise the achievements of companies in the life sciences sector which incorporates pharmaceuticals, medical devices, diagnostics and bio-pharmaceutical companies.

- Open to all exporting companies involved in the activities mentioned above
- Nominee must demonstrate strategy employed over 3-5 year period and any pioneering activities
- Nominee must be in business in Ireland for a minimum of two fiscal years
- Nominee must be exporting and have export sales of at least 15% of total turnover and must clearly demonstrate export success
- The company should be able to differentiate itself by demonstrating current and future strategy, highlighting its export success and further potential through the following pillars: innovation, growth and export success; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## TECHNOLOGY EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To recognise the achievements of companies in or contributing to the technology sector which incorporates software, web design & development, digital marketing and e-commerce in securing and building new export markets in this sector.

- Open to all technology services primarily supplied from Ireland
- Nominee must be in business for two fiscal years
- Nominee must be currently exporting to one or more countries and have export sales of at least 30% of total turnover
- The company must be able to demonstrate proven track record from the last 3-5 years
- The company can have operations conducted abroad where this is part of their delivery of services from Ireland
- The company should be able to differentiate itself by highlighting its export success and potential through a minimum of three out of the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## MEDIUM SIZE EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To distinguish the exceptional growth and performance of medium size exporting companies either in the services or the manufacturing sectors.

- Open to all medium size companies in all export sectors
- Company must have between 50 employees and 250 employees in Ireland and either an annual turnover between €10m but not exceeding €100m or an annual balance sheet between €10m but not exceeding €90m
- Nominee must be exporting and have export sales of at least 50% of total turnover
- Special consideration will be given to the percentage growth of exports out of Ireland over 3-5 years to emerging or high potential markets, the EU, US or UK
- The company must show the percentage growth in the last two years including turnover and employment
- Judges will consider how each company has established and developed its export success and further potential through: innovation & growth focus; strategic development & execution; managing its strategic finance; provisions for change management; and organisational renewal & transformation

## FINANCIAL SERVICES PARTNER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To meet the criteria for consideration for this award the bank, insurance company, financial institution or non-bank financial services provider must be able to demonstrate how their services have supported Irish based trading companies in exporting abroad.

- The company must operate in Ireland, and have an Irish base/subsidiary and be in business for two fiscal years and must be a regulated entity
- Open to all companies that provide financial services, including but not exclusively financial institutions, banks, insurance providers, Insuretech companies, Fintech companies and payment service providers
- The company should be able to differentiate itself through client partnering, the establishment of new benchmarks for enabling and empowering key client deliverables and pushing the boundaries within their competitive space
- Judges will consider innovation across at least two of the following areas: sustainability, currency and international payments, trade finance, cash-flow management, IPOs, equity raisings, restructuring, risk management, CSR, dynamic emerging technologies and digital products, business model and adaptation strategies, and by the size of its impact on internationally trading companies
- The company should be able to provide evidence of success and further potential across the following pillars: strategic development & execution; provisions for change management; and generating sustainable employment in Ireland

## SERVICES EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To identify and highlight companies who have excelled at selling services overseas. Open to all exporters of services including, but not exclusive to legal, professional, financial, leasing, HR and recruitment.

- The service must primarily take place in Ireland
- The company must operate in Ireland and have an Irish base / subsidiary
- The company must be in business for two fiscal years
- The company must be currently exporting to one or more countries and have export sales of at least 30% of total turnover
- The company should be able to differentiate itself by highlighting its export success and further potential through the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## HIGH POTENTIAL EXPORTER AWARD

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For Enterprise Ireland clients

### OBJECTIVE & CRITERIA:

To identify an early stage exporting company which has surpassed its potential and is demonstrating success and commitment in one or more markets.

- Open to all companies which export goods or services developed in Ireland
- The company must be in business for at least one year
- The company must be between year 1 and year 5 of its initial export journey
- Judges will consider product innovation, process innovation, sustainability and excellence
- The company must be currently exporting to one or more countries and have export sales of at least 10% of total turnover
- The company must be able to demonstrate its export strategy plan and campaign, including plans for the future and be able to differentiate itself by highlighting its export success and further potential through the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## MULTINATIONAL EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To distinguish the exceptional performance and continuous growth over five years of multinational exporting companies either in the services or the manufacturing sectors.

- Open to all multinational companies in all export sectors
- Company must have greater than 250 employees in Ireland and either an annual turnover greater than €100m or an annual balance sheet greater than €90m
- Nominee must be exporting and have export sales of at least 50% of total turnover
- Judges will consider how each company has established and developed its sustainability policies, CSR initiatives and operational excellence
- The company should be able to differentiate itself by highlighting its main contribution to the Irish economy and to highlight its export success and further potential through the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; provisions for change management; and organisational renewal & transformation; as well as generating sustainable employment in Ireland

## LOGISTICS & SUPPLY CHAIN COMPANY OF THE YEAR

SPONSORSHIP AVAILABLE

### OBJECTIVE & CRITERIA:

To recognise the outstanding achievement of a company in supporting the growth of Irish exports in the area of logistics and supply chain management.

- Open to all third party logistic providers, integrators and freight transport companies and maritime services companies
- The company must operate in Ireland and have an Irish base or subsidiary
- The company must be in business for two fiscal years
- The company must demonstrate exceptional performance in supporting the export industry
- Special attention will be paid to systems or processes employed
- The company should be able to differentiate itself by highlighting its export success and further potential through a minimum of three out of the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## SMALL AND EMERGING EXPORTER OF THE YEAR

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### OBJECTIVE & CRITERIA:

To distinguish the exceptional performance of micro, small and emerging companies either in the services or the manufacturing sectors who are demonstrating early stage exporting potential.

- Open to all micro, small and emerging size businesses operating in Ireland in all sectors, including first time exporters
- Company must have less than 50 employees and have an annual turnover and / or an annual balance sheet total not exceeding €10m
- Nominee must be in business for at least one fiscal year and have filed its first year's accounts
- Nominee company must have export potential and identified export sales to one or more international markets
- Special attention will be paid to export strategy, in particular marketing and tackling challenges with introducing new products or services to different markets
- The company should be able to provide evidence of success and further potential across the following pillars: innovation & growth focus; strategic development & execution; and sustainability

## PRIVATE IRISH BUSINESS OF THE YEAR

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### OBJECTIVE & CRITERIA:

To distinguish the exceptional performance and continuous growth of Irish privately and family owned businesses either in the services or manufacturing sectors.

- Open to all Irish privately and family owned businesses operating in Ireland with an Irish base/subsidiary
- The company must be in business for at least 25 fiscal years
- The company must be able to demonstrate how their business has overcome market challenges, built long term stable relationships with their customers and can demonstrate an innovative sustainability and growth strategy
- Special attention will be paid to business processes, process innovation, operational excellence, succession planning, governance and management, diversity, values, job creation and active participation in their local community
- Judges will consider how each company has established and developed its success; strategic development & execution; provisions for change management; organisational renewal & transformation; and long-term management and governance development of the founders and/or their successors

# 2019 EXPORT AWARDS

## ► DATE & LOCATION

8th November 2019  
Convention Centre Dublin

## ► SCHEDULE

6.45 pm: Drinks Reception  
7.30 pm: Gala Dinner  
Followed by presentation of Awards

## ► TICKET PRICES

### MEMBERS

#### Early Bird to 30th September

Individual ticket: €220 incl. VAT  
Corporate table\*: €1,980 incl. VAT

#### From 1st October

Individual ticket: €270 incl. VAT  
Corporate table\*: €2,430 incl. VAT

### NON MEMBERS

#### Early Bird to 30th September

Individual ticket: €270 incl. VAT  
Corporate table\*: €2,430 incl. VAT

#### From 1st October

Individual ticket: €320 incl. VAT  
Corporate table\*: €2,880 incl. VAT

\*Corporate table seats 10 guests

### FOR MORE INFORMATION OR TO BOOK CONTACT:

blandineporet@irishexporters.ie  
or phone 01 642 4178

Irish Exporters Association  
28 Merrion Square  
Dublin 2

e. blandineporet@irishexporters.ie  
t. 01 642 4178  
www.irishexporters.ie

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#IEAExportAwards

## EXPORTER OF THE YEAR 2019

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### OBJECTIVE & CRITERIA:

An overall Exporter of the Year Award for 2019 will be chosen by the judging panel from our 12 category winners. The Award will be presented in recognition of the very best export achievement in what has become an ever more competitive international marketplace.

- Export growth and profitability over the past two years
- Innovation, sustainability and excellence in any aspect of international trade
- Growth in percentage of export sales compared to total sales
- Extent to which value-added activities are carried on in Ireland
- Obstacles overcome in getting into international markets
- The company should be able to differentiate itself by highlighting its export success and further potential through the following pillars: innovation & growth focus; strategic development & execution; managing its strategic finance; change management; and organisational renewal & transformation

## ROLL OF HONOUR: EXPORTERS OF THE YEAR

<b>2018</b>	Portwest	<b>2016</b>	The Chanelle Group
<b>2017</b>	Irish Dog Foods	<b>2015</b>	Combilift

## CATEGORY WINNERS 2018

<b>Export Innovation of the Year</b> Winner: TransferMate Global Payments	<b>Multinational Exporter of the Year</b> Winner: Portwest
<b>Services Exporter of the Year</b> Winner: Wisetek	<b>High Potential Exporter Award</b> Winner: Nutritics
<b>Food &amp; Drink Exporter of the Year</b> Winner: William Grant & Sons Irish Brands	<b>Maritime Services Company of the Year</b> Winner: Containers
<b>Life Sciences Exporter of the Year</b> Winner: Silvercloud Health	<b>Technology Exporter of the Year</b> Winner: Cora Systems
<b>Small &amp; Emerging Exporter of the Year</b> Winner: Silvercloud Health	<b>Logistics &amp; Supply Chain Company of the Year</b> Winner: Rhenus Logistics Ltd.
<b>Medium Size Exporter of the Year</b> Winner: Turmec Engineering	



## AWARD CATEGORIES 2019

12 CATEGORIES & EXPORTER OF THE YEAR

8th November 2019  
Convention Centre Dublin

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