

**DATE & LOCATION:**  
 13<sup>TH</sup> NOVEMBER 2015  
 CONVENTION CENTRE DUBLIN

**SCHEDULE:**  
 6PM: DRINKS RECEPTION  
 7PM: GALA DINNER  
 FOLLOWED BY PRESENTATION OF AWARDS

**TICKET PRICES:**

11TH SEPTEMBER - 30TH SEPTEMBER	
<b>MEMBERS</b>	
EARLY BIRD MEMBER INDIVIDUAL	€200 INCLUDING VAT
EARLY BIRD MEMBER CORPORATE*	€2,000 INCLUDING VAT
<b>NON MEMBERS</b>	
EARLY BIRD NON MEMBER INDIVIDUAL	€220 INCLUDING VAT
EARLY BIRD NON MEMBER CORPORATE*	€2,200 INCLUDING VAT
FROM 1ST OCTOBER	
<b>MEMBERS</b>	
MEMBER INDIVIDUAL	€220 INCLUDING VAT
MEMBER CORPORATE*	€2,200 INCLUDING VAT
<b>NON MEMBERS</b>	
NON MEMBER INDIVIDUAL	€250 INCLUDING VAT
MEMBER CORPORATE*	€2,500 INCLUDING VAT

\*Corporate tables seat 10 guests

FOR MORE INFORMATION OR TO BOOK A TABLE CONTACT:  
 VICKICAPLIN@IRISHEXPORTERS.IE or PHONE: 01 642 4174

# AWARD CATEGORIES 2015



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# AWARD CATEGORIES 2015

## EXPORTER OF THE YEAR 2015

### Objective & Criteria:

An overall Exporter of the Year Award for 2015 will be chosen by the judging panel from those companies who are overall winners in the individual categories. 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 recent years
- Innovative approach to any aspect of international trade
- Growth in percentage of export sales compared to total sales
- Obstacles overcome in getting into markets

## HIGH GROWTH MARKETS EXPORTER OF THE YEAR



### Objective & Criteria:

To recognise exceptional performance by small Irish businesses in developing their export activity in the high growth markets.

- Open to all SME businesses operating in Ireland that have exhibited excellence in developing an export strategy in high growth markets
- The company must be exporting a minimum of 10% of their total turnover outside of the EU, US and the UK. Please clearly state actual export turnover
- The company must show the percentage growth in the last two years
- Special attention will be paid to export strategy, in particular marketing

## HIGH POTENTIAL EXPORTER AWARD



### Objective & Criteria:

#### For Enterprise Ireland Clients

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

- Open to all categories who export goods or services developed in Ireland
- The company must be in business for two fiscal years
- The company must be between year 1 and year 3 of their initial export journey
- Judges will consider both Product Innovation and Process Innovation
- 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 their export strategy plan and campaign, including plan for the future.

## MULTINATIONAL EXPORTER OF THE YEAR



### Objective & Criteria:

To distinguish the exceptional performance and continuous growth over 5 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 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 and CSR initiatives
- The company should be able to differentiate themselves by highlighting their main contribution to the Irish economy

## MEDIUM SIZE EXPORTER OF THE YEAR



### 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 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, innovation, and research and development
- Judges will consider how each company has established and developed its sustainability policies and CSR initiatives

## EMERGING SMALL EXPORTER OF THE YEAR



### Objective & Criteria:

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

- Open to all micro and small size companies in all export sectors including first time exporters
- Nominee must be in business for at least one fiscal year and should be able to give evidence of some export activity
- Nominee company must have demonstrable export potential and identifies export sales to one or more international markets

## FOOD & DRINK EXPORTER OF THE YEAR



### Objective & Criteria:

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

- Open to all business enterprises based in Republic of Ireland
- Nominee must be in business for two fiscal years
- Nominee must have export sales of approximately 15% of total turnover
- Nominee must demonstrate consistent responsible food safety and adhere to both the rules of HACCP and those of the local health authority
- Nominee must demonstrate consistent responsible approach towards sustainability and the Origin Green initiative
- The research and technology must have primarily taken place in Republic of Ireland
- The product must have been introduced to the industry or market within the last two years
- Be commercially aware and adaptable to a changing market environment
- Be innovative with regard to product development and packaging
- Judges will consider both Product Innovation and Process Innovation

## LIFE SCIENCES EXPORTER OF THE YEAR



### 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
- Nominees must demonstrate strategy employed over 3-5 year period and any pioneering activities
- Nominee must be in business for two fiscal years
- Nominee must be exporting and have export sales of at least 15% of total turnover and must clearly demonstrate export success

## SERVICES EXPORTER OF THE YEAR



### Objective & Criteria:

To identify and highlight services 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 have primarily taken 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 must demonstrate exceptional performance in supporting the export industry

## MARITIME SERVICES COMPANY OF THE YEAR

SPONSORSHIP AVAILABLE

### Objective & Criteria:

To recognise the outstanding achievement of ocean freight and related services for exporters based on the island of Ireland. The award also seeks to highlight the significant role which maritime transport plays in the Irish export supply chain. The award will be given to the business which, in the opinion of the judges, has made a significant contribution to export success in 2015.

- To meet the criteria for consideration for this award the company must be involved in maritime shipping services, either directly as a shipping line or indirectly as port company or a port services operator.

## LOGISTICS COMPANY OF THE YEAR



### 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
- 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

## ICT EXPORTER OF THE YEAR

SPONSORSHIP AVAILABLE

### Objective & Criteria:

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

- Open to all export services delivered in 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

## BEST EXPORT EMPLOYER

SPONSORSHIP AVAILABLE

### Objective & Criteria:

To recognise companies which are successfully investing in their people while securing and developing a footprint in international markets.

- Open to all categories who export goods or services 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 demonstrate that they are a leader in job retention, and sustainable growth in jobs, notable training and development opportunities, equal opportunities employer and work life balance