

*Executive Forum on National Export Strategies
Export of Services: Hype or High Potential?*

Analysing Services Trade Flows

The New Services Component in ITC's TradeMap

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The Market Analysis Section at ITC

- Part of the Division of Product and Market Development at the International Trade Centre
- Produces and disseminates tools for market research and trade analysis for exporters, importers and trade support institutions, and provides capacity building to help users make the most out of them

The Characteristics of TradeMa

- Based on COMTRADE, the United Nations Statistics Division database
 - Includes 95% of world trade in products reported by 128 nations
 - over 5,000 Harmonized System products at HS6 level
 - Covers over 200 countries and territories
 - Estimates data for non-reporting countries using mirror statistics
- Statistics for over 15,000 products at tariff-line level for 34 countries (>60% of world trade)
- Incorporates market access barriers
 - In cooperation with UNCTAD, WTO and additional information on trade barriers from more than 160 countries
- Data on services being progressively incorporated

Modes of supply and statistical domain

Mode of Supply	Relevant Statistical Domains
Mode 1: <i>Cross border supply</i>	BOP: commercial service (excluding <i>travel and construction services</i>)
Mode 2: <i>Consumption abroad</i>	BOP: <i>Travel</i>
Mode 3: <i>Commercial presence</i>	FATS statistics BOP: FDI data, <i>construction services</i>
Mode 4: <i>Presence of natural persons</i>	Insufficiently covered BOP: commercial service (excluding <i>travel</i>) BOP Statistics: Compensation of employees and workers' remittances

Services data included so f

- WTO exports and imports of services in three categories: travel, transport and other services
 - From 2000 to 2004 for approximately 150 countries
- EUROSTAT for all 25 members, Japan and USA,
 - By Extended Balance of Payments Services Classification (EBOPS)
 - Broken down by 61 sectors
 - Includes bilateral data
- Additional OECD data for Australia, Rep. of Korea, New Zealand, Canada, Iceland, Switzerland and Mexico

Application

- Enhance transparency and make data easily available
- Assess the role of developing countries in services trade
- Compare merchandise and services trade at the national level
- Analyze the structure of services imports of major trading nations
- Monitor the performance of the major players in specific service areas (e.g. financial services, etc.)

Where: TradeMap Homepage

TradeMap

40 years of trade development 1964-2004

International Trade Centre UNCTAD/WTO

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TradeMap
Trade statistics for international business development

*Over 5300 products covered, traded by over 220 countries and territories.
TradeMap is a creation of the International Trade Centre's Market Analysis Section*

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ITC TradeMap

Trade Statistics for International Business Development



International Trade Centre (ITC)

International Trade Centre, a joint subsidiary organ of the United Nations and the World Trade Organization, supports developing countries, and particularly their business sectors, in efforts to participate more effectively in international trade. www.intracen.org

TradeMap

TradeMap is a market analysis tool, covering some 5300 products of 200 countries. Developed by ITC's Market Analysis Section (MAS), TradeMap provides users with indicators on national trade performance, international demand, potential for market and product diversification, market entry barriers and the role of competitors.

For additional information about TradeMap, please visit <http://www.trademap.org>

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Developing countries: World exporters of services

List of exporting countries presently available in the database for the selected service
Service : 2CS Total commercial services



Exporters	Exported value 2004 in US\$ thousand	<u>Exported value 2003 in US\$ thousand</u>	<u>Exported value 2002 in US\$ thousand</u>	<u>Exported value 2001 in US\$ thousand</u>	<u>Exported value 2000 in US\$ thousand</u>	
Morocco	6,338,448	5,125,566	4,098,340	3,786,704	2,853,500	
Malta	5,780,654	5,013,000	4,583,000	3,897,000	3,800,000	
Maldives	5,721,634	4,728,078	4,261,614	4,070,680	3,994,500	
Dominican Republic	3,397,258	3,367,600	2,982,300	3,023,500	3,142,500	WT
Tunisia	3,298,726	2,842,154	2,603,156	2,828,918	2,679,682	WT
Estonia	2,830,954	2,199,268	1,705,088	1,640,396	1,494,722	WT
Panama	2,645,970	2,520,000	2,241,300	1,958,300	1,961,400	WT
Lithuania	2,382,892	1,864,024	1,451,006	1,146,850	1,052,074	WT
Jamaica	2,212,874	2,096,800	1,880,910	1,867,300	1,988,100	WT

Compare merchandise and services trade

List of product groups and services exported by Bangladesh in 2003

HS v. 1 or SITC OP	Product or service	Value 2003 in US\$ thousand	Annual growth in value between 1999-2003, %	Annual growth in value between 2002-2003, %	Annual growth of world exports between 1999-2003, %	Ranking in country exports	Share in world exports, %	Ranking in world exports
CS	Total commercial services	397,672	9	30	6		0.0	
05	Transportation	71,860	-5	-22	5		0.0	
36	Travel	56,928	4	0	3		0.0	
DS	Other commercial services	268,884	18	72	8		0.0	
	All products	4,787,826			6		0.1	
	Live animals	10			3	81	0.0	
	Meat and edible meat offal	106			5	64	0.0	
	Fish, crustaceans, molluscs, aquatic invertebrates nes	322,522			4	3	0.7	
	Dairy products, eggs, honey, edible animal products nes	165			5	60	0.0	
	Products of animal origin nes	804			4	41	0.0	

Finding new service export marke



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List of services imported by Italy

EBOPS	Service	Imported value 2003 in US\$ thousand	Imported value 2002 in US\$ thousand	Imported value 2001 in US\$ thousand	Imported value 2000 in US\$ thousand	Imported value 1999 in US\$ thousand	Source of data
981	Other services	37,786,581	32,855,320	31,078,084	26,760,756	27,049,993	Eurosta
268	Other business services	24,573,889	20,329,289	19,928,137	17,783,467	17,473,632	Eurosta
273	-- Miscellaneous business, professional and technical services	14,715,831	11,822,057	11,079,242	10,409,068	10,234,556	Eurosta
284	-- -- Other miscellaneous business, professional and technical services	9,099,136	6,971,716	6,371,526	5,417,266	4,826,051	Eurosta
269	-- Merchanting and other trade-related services	6,493,243	6,213,879	5,858,690	6,339,413	6,086,969	Eurosta
271	-- -- Other trade related services	6,493,243	6,213,879	5,858,690	6,339,413	6,086,969	Eurosta
272	-- Operational leasing services	3,364,814	2,293,352	2,990,205	1,034,987	1,152,108	Eurosta
	Construction services	2,427,190	2,263,115	1,611,900	1,147,828	1,139,300	
247	-- Telecommunication services	2,369,508	1,491,104	1,563,570	1,529,820	1,562,813	Eurosta
250	-- Construction abroad	2,241,701	2,135,549	1,452,590	920,297	994,226	Eurosta

Assessing the competition



ITC List of supplying markets for a service imported by Italy ITC
Service : 249 Construction services



Exporters	Imported value 2003 in US\$ thousand	Imported value 2002 in US\$ thousand	Imported value 2001 in US\$ thousand	Imported value 2000 in US\$ thousand	Imported value 1999 in US\$ thousand	Source of data
World	2,427,190	2,263,115	1,611,900	1,147,828	1,139,306	Eurostat
Organisation for Economic Co-operation and Development (OECD)	1,785,896	1,407,005	1,174,244	909,198	915,285	Eurostat
Europe	1,544,987	1,287,944	1,003,298			Eurostat
Asia	584,743	583,024	342,786	160,936	157,111	
Petroleum Exporting Countries (OPEC)	227,337	328,837	288,301	148,312	121,811	Eurostat
America	212,634	334,506	244,336	253,429	350,966	Eurostat
Korea, Rep. of Korea	153,820	60,476	11,635	3,700		Eurostat
North American Free Trade Agreement (NAFTA)	153,820	228,674	199,586	233,080	339,232	Eurostat
United States of America	136,855	206,940	196,006	232,155	334,965	Eurostat
Commonwealth of						
Africa	84,827	55,751	21,480	37,922	35,111	
Switzerland	81,434	76,540	51,015	58,270	117,344	Eurostat

Sector analysis: world demand



List of importing countries presently available in the database for the selected service
Service : 260 Financial services

Importers	Imported value 2003 in US\$ thousand	<u>Imported value</u> <u>2002 in US\$</u> <u>thousand</u>	<u>Imported value</u> <u>2001 in US\$</u> <u>thousand</u>	<u>Imported value</u> <u>2000 in US\$</u> <u>thousand</u>	<u>Imported value</u> <u>1999 in US\$</u> <u>thousand</u>	Source
Luxembourg	8,280,431	7,022,579				EU
Belgium	2,659,475	2,306,525				EU
Germany	2,340,022	2,139,728	2,272,776	3,333,417	2,800,262	EU
Ireland	1,968,131	1,593,083	1,239,422	1,453,977	1,260,918	EU
France	1,920,319	1,552,038	1,464,419	1,464,151	1,400,664	EU
Spain	1,622,241	1,130,330	1,194,597	1,089,558	1,312,123	EU
Austria	829,369	815,467	863,506	1,188,524	841,679	EU
Czech Republic	554,186	602,687	263,535	412,515	355,000	EU
Poland	285,010	207,529	432,628	220,131	210,153	EU
Hungary	277,093	150,672	216,764	227,531	209,086	EU
Portugal	183,049	192,311	140,312	253,429	198,419	EU
Greece	82,569	64,916	53,067	83,243	129,079	EU

Sector analysis: importing countries



List of supplying markets for a service imported by Czech Republic
Service : 260 Financial services



Exporters	Imported value 2003 in US\$ thousand	Imported value 2002 in US\$ thousand	Imported value 2001 in US\$ thousand	Imported value 2000 in US\$ thousand	Imported value 1999 in US\$ thousand	Source of data
World	554,186	602,687	263,535	412,515	355,233	Eurostat
Organisation for Economic Co-operation and Development (OECD)	227,329	335,458	123,223	211,807		Eurostat
Europe	205,841	338,301	87,245			Eurostat
European Union (EU)	175,304	313,663	71,955	181,285		Eurostat
United States of America	26,013	8,529	38,676	22,198		Eurostat
North American Free Trade Agreement (NAFTA)	26,013	8,529	41,374	23,123		Eurostat
Czech Republic	10,179				925	Eurostat
Asia	6,786	948	899	1,850		Eurostat
Commonwealth of Independent States (CIS)	6,786					Eurostat
Switzerland	3,393	4,738	1,799	3,700		Eurostat

Sector analysis: exporting countries

List of importing markets for a service exported by Turkey

Service : 260 Financial services

Figures are based on data presently available in the database reported by importing countries (mirror statistics)

Importers	Imported value 2003 in US\$ thousand	Imported value 2002 in US\$ thousand	Imported value 2001 in US\$ thousand	Imported value 2000 in US\$ thousand	Imported value 1999 in US\$ thousand	Source data
Czech Republic	10,179			925		Eurostat
Luxembourg	6,732	12,284				Eurostat
Belgium	5,656	1,889				Eurostat
Germany	4,524	2,843	2,686	3,700	3,200	Eurostat
France	2,262	943	1,791	2,775	1,067	Eurostat
Greece	2,262					Eurostat
Ireland	1,132					Eurostat
Sweden	1,131					Eurostat
Austria	1,130	944		925	1,067	Eurostat
Italy				925	1,067	Eurostat
United Kingdom		13,267	16,190	13,874	5,334	Eurostat
Netherlands		11,335	3,583	4,625	4,267	Eurostat

[Supplying markets](#) [List of all importing countries](#) [List of all exporting countries](#) [Selection menu](#)

The way forward

- Inclusion of IMF data
- Progressive incorporation of national data, where available
- Enhance complementarity with FDI data in ITC's Investment Map
- Integration of services data provided by our partners

Three challenges for transparency in services trade

- Encourage producers
- Improve dissemination
- Refine analysis



Trade Statistics for International Business Development

**We are looking forward to your
feedback!**

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