

# **Recap session on main concepts and definitions in Trade in Services Statistics**

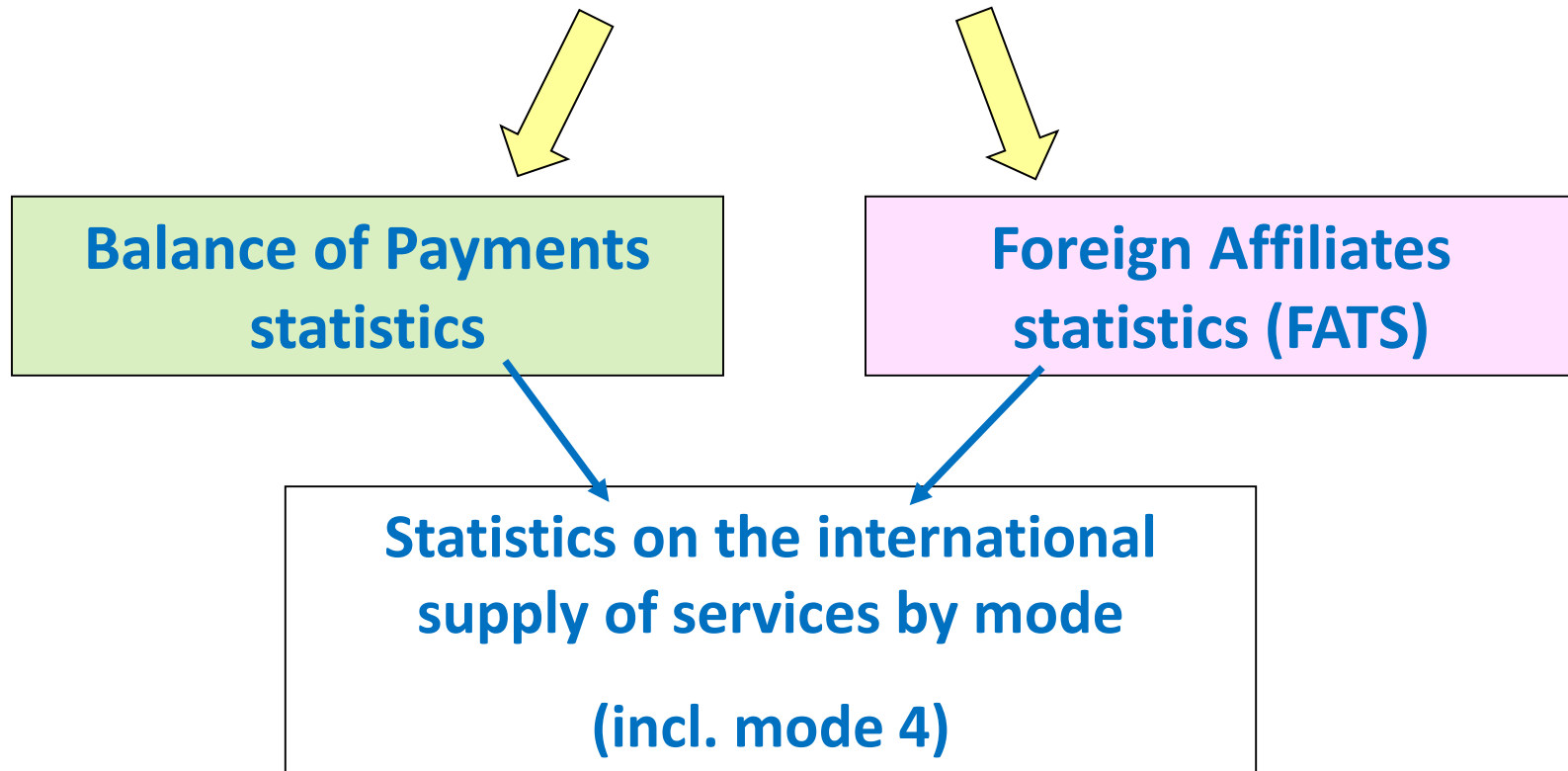
**Barbara D'Andrea, WTO  
ECLAC-UNSD Workshop in cooperation with WTO  
on Trade in Services  
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# The Manual on Statistics of International Trade in Services (MSITS 2010)



## Guidelines and recommendations on the Measurement of trade in services



# BPM6/EBOPS 2010 Main Services Components

1. Manufacturing services on physical inputs owned by others
2. Maintenance and repair services n.i.e.
3. Transportation
4. Travel
5. Construction
6. Insurance and pension services
7. Financial services
8. Charges for the use of intellectual property n.i.e.
9. Telecommunications, computer and information services
10. Other business services
11. Personal, cultural and recreational services
12. Government goods and services n.i.e.



# Foreign Affiliates Statistics (FATS)

- **What are FATS useful for?**
  - Provide a measure of Mode 3 (commercial presence)
  - Help understand the phenomenon of globalisation.
- **What do FATS measure?**
  - Range of indicators on the activity of majority-controlled foreign affiliates
  - Inward and outward FATS
  - With a particular focus on services





# Foreign affiliates covered by FATS

- **Control criterion**

**Majority-controlled foreign affiliates** (single foreign investor has more than 50% of voting power at each stage of the chain of ownership):

*Include* branches and subsidiaries

*Exclude* associates

- **Types of producers**

Affiliates producing goods, services

*Supplementary firms where relevant (e.g. multiple controllers)*



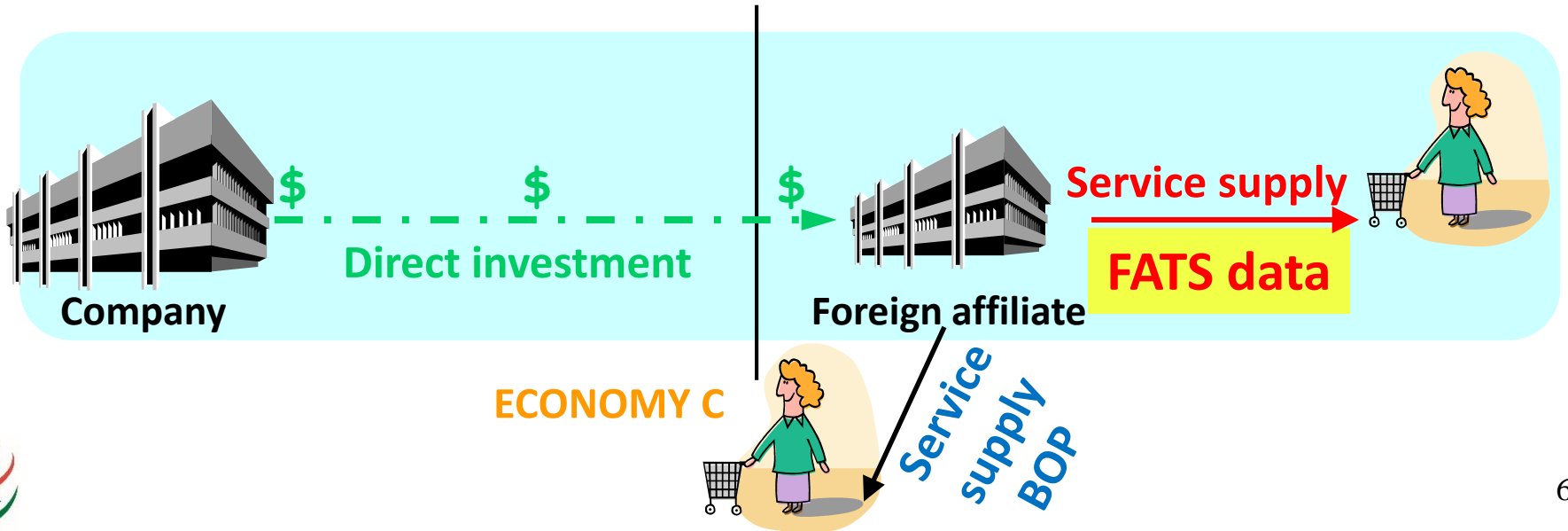


# Foreign Affiliates Statistics (FATS)

## Where is the service supply?

**ECONOMY A**  
compiles **outward FATS**

**ECONOMY B**  
compiles **inward FATS**



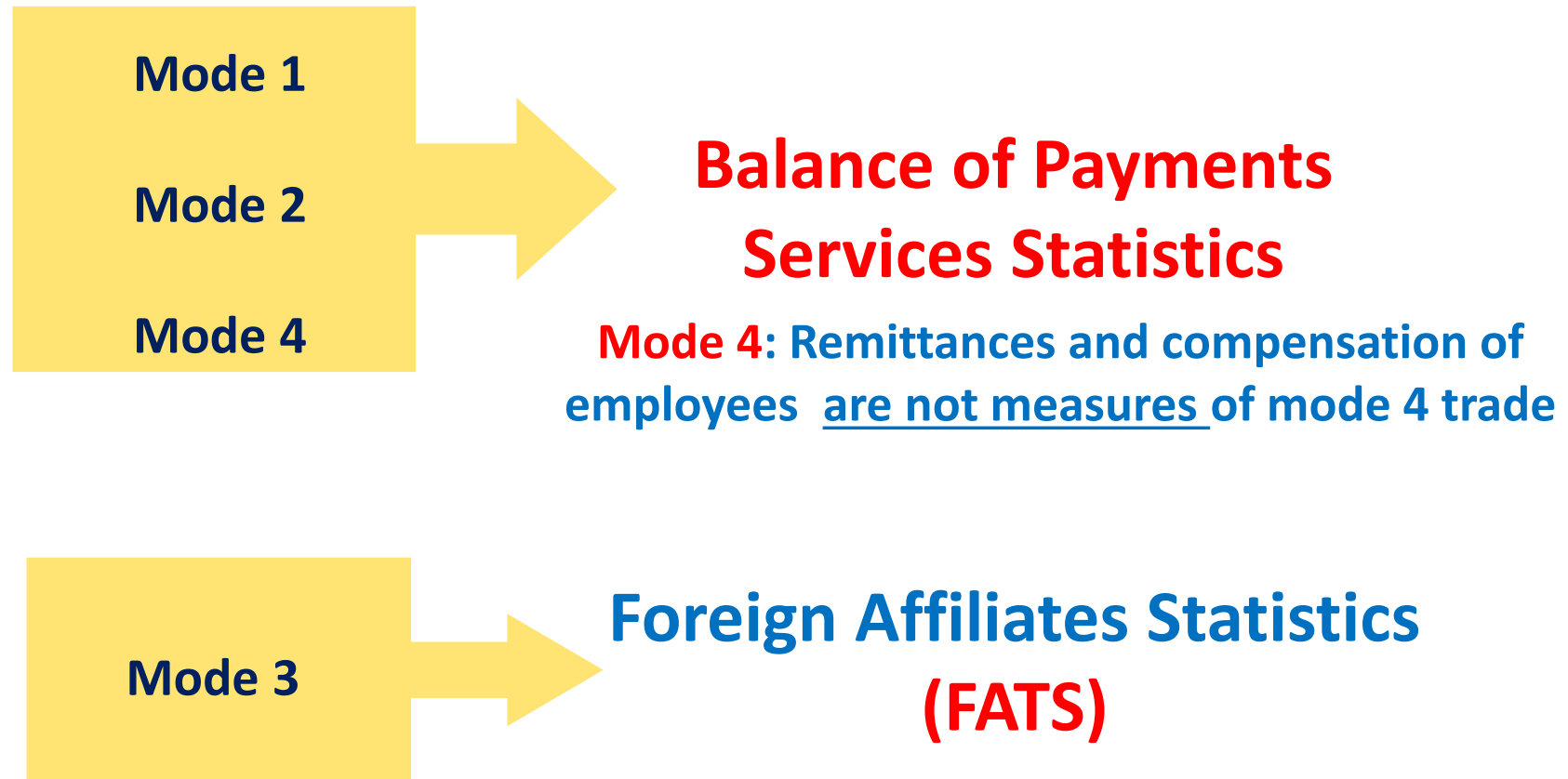
# Economic Variables for FATS

**Basic FATS variables**

(minimum  
recommended by MSITS)

- **Sales (turnover) and/or output**
- **Employment**
- **Value added**
  - **Exports and imports of goods and services**
- **Number of enterprises**

# GATS Modes of Supply and Statistical Domains: The simplified approach







# Simplified allocation of BPM6/EBOPS 2010 services items to Modes of Supply

Services predominantly delivered through

**Mode 1**

- Transport 
- Telecommunications services
- Information services
- Insurance and pension services
- Financial services
- Charges for the use of intellectual property n.i.e
- Operational leasing
- Trade-related services

**Mode 2**

- Travel (only services acquired) 
- Supporting and auxiliary services to carriers in foreign ports (in Transport)
- Maintenance and repair services n.i.e.
- Manufacturing services on physical inputs owned by others 

# MSITS 2010: Recommended core elements

1. Implement **IMF BPM6** recommendations
2. Compiling BOP data according to **EBOPS 2010**
  - priority to most important sectors in the economy
  - identify the main trading partner at the total level
3. Collect complete **FDI statistics**
4. Record **basic FATS variables**
  - identify the main trading partner

# MSITS 2010: Other recommended elements

5. Complete implementation of **EBOPS 2010** including supplementary items

6. Compile additional **FATS variables**

7. Separately identify trade between related and unrelated parties

8. Allocate services transactions and FATS sales to **GATS modes of supply**

9. Collect statistics on the number of natural persons under the GATS framework