

## STATISTICS DIRECTORATE

## Working Party on International Trade in Goods and Trade in Services Statistics

## LINKING BUSINESS STATISTICS TO TRADE

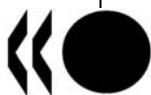
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*Item 5.2. of the Agenda. For discussion.*

*This paper presents the Italian current strategy on linking between trade statistics and business statistics especially with regard to the integrate use of statistical archives at individual traders level. The first part is dedicated to summarize some methodological issues; the second one is devoted to the structural analysis of exporting and importing firms by business characteristics. The analysis provides information on the characteristics of trade operators: number of employees and activity sector. The last part of the paper is dedicated to introduce some new pilot studies based on linking procedures between business register and foreign trade data. The first study produced short-term analyses on trader by business statistics, while the other allowed to obtain territorial data by local labour market system. Delegates are invited to comment.*

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## **LINKING BUSINESS STATISTICS TO TRADE**

### **Item 5.2 of the Agenda**

#### **Introduction**

1. In the recent years, the intensification of globalisation and its impact on international trade produced a growing interest in data on exporting and importing enterprises. Users need more and more data to analyse the foreign trade of firms according to their structural characteristics. The analysis of changes in international production needs new data and new information. Moreover, the behaviour of multinational enterprise groups plays a significant role in the globalisation process, difficult to analysed with the current foreign trade statistics.

2. Globalisation is a phenomenon very complex to analyse. Data from different statistical domains do not necessarily give complete overview on globalisation phenomena. More information and more data integration are needed. Data integration from different domains is a goal to be achieved in the coming years to ensure an integrated reading of globalisation phenomena.

3. This paper presents the Italian current strategy on linking between trade statistics and business statistics especially with regard to the integrate use of statistical archives at individual traders level. The first part is dedicated to summarize some methodological issues; the second one is devoted to the structural analysis of exporting and importing firms by business characteristics. The analysis provides information on the characteristics of trade operators: number of employees and activity sector. The last part of the paper is dedicated to introduce some new pilot studies based on linking procedures between business register and foreign trade data. The first study produced short-term analyses on trader by business statistics, while the other allowed to obtain territorial data by local labour market system.

#### **Methodology**

4. In Italy linking procedures between business register and foreign trade data have been carried out for several years. 1997 is the first year for which the database obtained by the integration of the two sources is available.

5. The enterprise, identified on the basis of its fiscal code, is the statistical unit of the business register. The statistical unit of foreign trade register is the trader, identified by VAT code.

6. The fiscal code has been chosen as key to link the two different business registers, because this information is more reliable than the VAT code. Usually, a one to one relationship occurs between the VAT and the fiscal code. A Tax Register file joining together the fiscal code and the VAT code is

necessary to link the two registers. Before linking the two registers, the data of different VAT codes in foreign trade statistics that correspond to a single fiscal code in the business register must be added up.

7. The linking procedures present some statistical problems, due to the different domain of the two archives and to the presence of some incomplete VAT codes. A loss of coverage in terms of trade (import and export) values is a consequence of this; however, the coverage of the final results in terms of trade values is very high, it is equal to 98%.

### **Main results for 2007**

8. Currently the main indicators disseminated at national level for national purposes refer to:

- Trade by economic activity and employment size-class
- Trade by size-class and value-class
- Trade by size-class and partner zones
- Trade by economic activity and partner zones

9. The indicators disseminated at EU level according to recommendations defined in Eurostat pilot studies, called "Standardisation Exercise", refer to the following harmonised set of indicators:

- Matching trade and business registers
- Trade by economic activity and employment size-class
- Concentration of trade by economic activity
- Trade by economic activity and by partner countries or zones
- Trade by economic activity and by number of partner countries
- Trade by economic activity and by products.

10. Annex I shows the main results on importing and exporting enterprises by business characteristics in terms of number of enterprises and trade value for 2007 (the last available year for business register). The results can be summarized in the following way: in 2007 there are 189,392 exporting firms, 50.7% belong to manufacturing sector (this sector accounts 84.6% on total exports), 38.3% belong to trade sector and 11% to other activities. The share of exporting firms on total number of enterprises grows significantly with increasing firm size, expressed in terms of employees. Large exporting companies (just over 2,000 units, with more than 250 employees) sold 44.3% of national exports, medium companies (with 50-249 employees) 28% and small businesses (with less than 50 employees) 27.7%.

### **Recent analyses**

11. In the last years the possibility to increase use of analysis based on linking procedures between business and trade statistics has been studied more and more. In particular the main issues recently analysed in Italy to rise the use of linking between business register and trade statistics refer to:

- Use of the last available version of business register to carry out short-term analyses on foreign trade flows;

implementation of new methodology for attributing national exports of goods to the local labour market area (LLMA).

***Short-term analyses on foreign trade flows***

12. During 2009, the last available business register version (updated to T-2 year, i.e 2007) to analyse flows referred to T-1 year is used by Istat. This kind of analysis allows to investigate the recent foreign trade results according to enterprises structural variables (i.e. size class, activity sector). During the last months, to analyse the current crisis and to provide more short-term indicators, Istat tested the capability to link the T-2 year business register to foreign trade monthly data referred to T period.

13. Recently, Istat linked business register updated to 2007 to exports data referred to January-July 2008 and to January-July 2009. The analysis carried out on a balanced panel of exporting enterprises present in the two periods allows to point out the performance of the companies according to their structural characteristics. The panel refers to 35.000 companies and covers about the 80% on total exports of period January-July.

14. Moreover, Istat linked 2007 business register to exports data referred to 2009 monthly data. The analysis carried out on a monthly balanced panel based on traders that sell on external market for each month, allows to pick up the business characteristics of company with good foreign performance on 2009. Data coverage based on this monthly panel was rather high, more than 60% of total monthly export.

15. Annex II shows the main results of the analysis. The large manufacturing exporting enterprises (more than 250 employees) had the worst performance in export trade, with a decrease of 32.2% in January- July 2009 compared with January- July 2008 (-20.1% net energy products). Consequently their contribution to national exports decreases from 53.5 to 50.2% (from 51.5 to 49.1 net energy). The medium-size and the small enterprises, on the contrary, increase their contribution to national export: from 30.7 to 32.5% for the medium companies and from 14.1 to 15.4% for the small ones.

16. The 30% of panel enterprises increased their exports in January-July 2009 compared with January-July 2008. The impact on the increasing enterprises is highest for the companies belonging to science-based sectors (38.4%), while is very low for the scale-intensive enterprises.

***National exports of goods by the local labour market area (LLMA)***

17. In Italy, foreign trade territorial data are available at NUTS level 3 but several economic and social territorial analyses use a different kind of regional classification: the local labour market area (LLMA). This classification allows to identify the industrial districts (IDs) that can be defined as LLMA with a high number of small and medium manufacturing enterprises. Analyses at this territorial level in Italy are very important for the particular structure of domestic economy. In fact many users (policy makers, business operators) can utilise LLMA data to carry out territorial analyses on foreign trade with a more appropriate business register breakdown than the traditional ones.

18. The methodology for attributing national exports of goods to the LLMA uses several Istat databases (Foreign Trade Data, Business Register, Business Register on Enterprises belonging to a group and Local Units Archive), so it doesn't involve any burden on respondents. The methodology allows to allocate export data to the local unit belonging to exporting enterprises, or through a direct attribution or through an estimation based on the ratio between the total employees of the exporting enterprises and the employees of the local unit.

19. The data base obtained merging the different statistics sources refers to 2006, the last year available for Local Units Register.

20. The use of a panel of exporting firms allows also to carry out the analyses on exports from local labour market area until 2008. The panel covers a wide part of total exports, equal to 90% for each year from 2006 to 2008.

21. Annex III reports the main results of this kind of analysis for the period 2006-2008. The exports of manufactured goods derived from industrial districts (IDs) is quite fixed for the three years (38% in 2006 compared with 37.9% in 2008); different results for the Centre-North and South of Italy are found in export performances.

### **Future developments**

22. The high information capability of this kind of data allows to analyze the short-term trends of foreign trade flows according to structural data on enterprises. For this reason the possibility to use structural data in short-term analyses will be studied in deep in the future.

23. The intensive use of linking procedures between foreign trade data and business register allows to improve the quality of both data sources. In fact on one hand it allows to pick up the economic reading of phenomena related to foreign trade using microdata analysis, on the other hand allows to improve the business register and SBS quality.

24. Moreover, in the future more efforts should be dedicated to analyse the behaviour of enterprises belonging to a group. In fact, their flows are growing more and more and could involve some problems in data by size-class and activity code.

25. Analysing data for exporting and importing enterprises after linking between business register and foreign trade data at micro data level can highlight some outliers according to enterprises size class. In fact some very small enterprises can have a very high export or import value, if these companies belong to a group, the attribution of their external flows to these small enterprises can involve some biases on statistics by size class.

26. Similar considerations can be done also for statistics by sector activity. A trader enterprise belonging to a group can provide the foreign trade declaration for a manufacturing enterprise belonging to the same group. The attribution of these external flows to the trader enterprises can involve some biases on data by sector of activity.

27. This kind of problems will be analysed to choose a common strategy to manage these data and to ensure statistical consistency according to different statistical purposes (i.e. National Accounts, Foreign Trade data and SBS statistics). According to the statistical purposes the two ways to manage these flows could be:

- To allocate the external trade of the enterprises (trader or small) to the ‘proper’ enterprises belonging to the same group
- To consolidate data at group level and to use group as statistical unit.

## ANNEX I: ITALIAN DATA ON IMPORTING AND EXPORTING ENTERPRISES – 2007

**Table 1 - Exporting enterprises by employment size class and economic sector – 2007**  
*(number of enterprises and exports value in millions of euro)*

| ECONOMIC SECTORS   | Employment size class |            |        |        |        |         |           |             | Total   |
|--|-----------------------|------------|--------|--------|--------|---------|-----------|-------------|---------|
|  | 1-4                   | 5-9        | 10-19  | 20-49  | 50-99  | 100-249 | 250-499   | 500 or more |         |
| ENTERPRISES  |                       |            |        |        |        |         |           |             |         |
| Manufacturing  | 28,428 (a)            | 19,353 (b) | 22,090 | 16,174 | 5,499  | 3,200   | 814 (a)   | 547 (b)     | 96,105  |
| Manufacture of food products, beverages and tobacco  | 2,518                 | 1,571      | 1,629  | 1,234  | 388    | 260     | 70        | 43          | 7,713   |
| Manufacture of textiles and textile products   | 1,679                 | 1,168      | 1,279  | 949    | 331    | 184     | 46        | 25          | 5,661   |
| Manufacture of wearing apparel; dressing and dyeing of fur   | 2,074                 | 1,132      | 1,073  | 711    | 205    | 92      | 32        | 19          | 5,338   |
| Manufacture of leather and leather products  | 1,883                 | 1,066      | 1,204  | 845    | 238    | 94      | 18        | 8           | 5,356   |
| Manufacture of wood and wood products  | 1,829 (a)             | *          | 738    | 476    | 124    | 56      | 15 (a)    | *           | 3,238   |
| Manufacture of pulp, paper and paper products; publishing and printing                             | 1,609                 | 1,141      | 1,272  | 846    | 266    | 144     | 41        | 29          | 5,348   |
| Manufacture of coke, refined petroleum products and nuclear fuel                                   | 12 (a)                | *          | 23     | 20     | 8      | 9       | 6         | 6           | 84      |
| Manufacture of chemicals, chemical products and man-made fibres                                    | 619                   | 528        | 592    | 548    | 272    | 214     | 72        | 62          | 2,907   |
| Manufacture of rubber and plastic products   | 1,011                 | 1,025      | 1,412  | 1,121  | 401    | 197     | 46        | 22          | 5,235   |
| Manufacture of other non-metallic mineral products   | 1,741                 | 1,129      | 1,134  | 708    | 240    | 165     | 49        | 33          | 5,199   |
| Manufacture of basic metals and fabricated metal products  | 3,246                 | 3,401      | 4,256  | 3,176  | 977    | 522     | 111       | 49          | 15,738  |
| Manufacture of machinery and equipment n.e.c.  | 3,755                 | 2,959      | 3,241  | 2,462  | 931    | 569     | 139       | 98          | 14,154  |
| Manufacture of electrical and optical equipment  | 2,165                 | 1,523      | 1,655  | 1,344  | 503    | 324     | 68        | 67          | 7,649   |
| Manufacture of motor vehicles, trailers and semi-trailers  | 179                   | 125        | 196    | 228    | 123    | 109     | 41        | 53          | 1,054   |
| Manufacture of other transport equipment   | 332                   | 196        | 216    | 144    | 65     | 64      | 18        | 21          | 1,056   |
| Manufacture of furniture   | 1,547                 | 1,204      | 1,239  | 871    | 310    | 142     | 30        | 12          | 5,355   |
| Manufacturing n.e.c.   | 2,229                 | 1,185      | 931    | 491    | 117    | 55      | 12 (a)    | *           | 5,020   |
| Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods | 42,594                | 14,132     | 9,110  | 4,514  | 1,192  | 596     | 167       | 149         | 72,454  |
| Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel     | 4,650                 | 2,001      | 1,579  | 1,054  | 281    | 99      | 15        | 5           | 9,684   |
| Wholesale trade and commission trade; except of motor vehicles and motorcycles                     | 28,018                | 9,068      | 5,810  | 2,670  | 667    | 335     | 88        | 46          | 46,702  |
| Retail trade, except of motor vehicles and motorcycles, repair of personal and household goods     | 9,926                 | 3,063      | 1,721  | 790    | 244    | 162     | 64        | 98          | 16,068  |
| Other activities   | 11,263                | 3,526      | 2,752  | 1,845  | 660    | 424     | 148       | 215         | 20,833  |
| TOTAL  | 82,285                | 37,011     | 33,952 | 22,533 | 7,351  | 4,220   | 1,129     | 911         | 189,392 |
| EXPORTS  |                       |            |        |        |        |         |           |             |         |
| Manufacturing  | 7,377 (a)             | 5,363 (b)  | 14,382 | 34,367 | 35,226 | 56,630  | 37,037(a) | 110,727 (b) | 301,109 |
| Manufacture of food products, beverages and tobacco  | 307                   | 416        | 1,217  | 2,642  | 2,250  | 3,265   | 1,888     | 3,407       | 15,392  |
| Manufacture of textiles and textile products   | 239                   | 473        | 1,249  | 2,236  | 1,819  | 2,118   | 1,541     | 1,884       | 11,559  |
| Manufacture of wearing apparel; dressing and dyeing of fur   | 389                   | 352        | 758    | 1,359  | 1,180  | 1,490   | 2,506     | 2,646       | 10,680  |
| Manufacture of leather and leather products  | 334                   | 512        | 1,280  | 2,772  | 2,171  | 2,181   | 918       | 2,469       | 12,636  |
| Manufacture of wood and wood products  | 126 (a)               | *          | 214    | 477    | 270    | 469     | 272 (a)   | *           | 1,827   |
| Manufacture of pulp, paper and paper products; publishing and printing                             | 115                   | 78         | 269    | 683    | 1,021  | 1,357   | 1,035     | 2,248       | 6,807   |
| Manufacture of coke, refined petroleum products and nuclear fuel                                   | 88 (a)                | *          | 12     | 38     | 42     | 271     | 183       | 9,049       | 9,683   |
| Manufacture of chemicals, chemical products and man-made fibres                                    | 2,879                 | 189        | 536    | 1,640  | 2,154  | 5,352   | 3,642     | 12,082      | 28,475  |
| Manufacture of rubber and plastic products   | 143                   | 181        | 705    | 1,876  | 2,399  | 3,248   | 2,016     | 2,968       | 13,537  |
| Manufacture of other non-metallic mineral products   | 166                   | 203        | 564    | 1,047  | 949    | 1,784   | 1,477     | 2,363       | 8,554   |
| Manufacture of basic metals and fabricated metal products  | 329                   | 736        | 1,914  | 5,104  | 5,977  | 11,072  | 5,800     | 12,575      | 43,507  |

|   |               |               |               |               |               |               |               |                |                |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| Manufacture of machinery and equipment n.e.c.   | 1,156         | 1,016         | 2,934         | 7,397         | 8,064         | 13,171        | 8,256         | 20,595         | 62,587         |
| Manufacture of electrical and optical equipment   | 233           | 361           | 1,000         | 2,983         | 3,149         | 5,320         | 2,699         | 10,009         | 25,752         |
| Manufacture of motor vehicles, trailers and semi-trailers   | 322           | 47            | 167           | 614           | 748           | 1,573         | 2,285         | 19,805         | 25,560         |
| Manufacture of other transport equipment  | 146           | 119           | 223           | 437           | 441           | 758           | 729           | 7,343          | 10,196         |
| Manufacture of furniture  | 168           | 308           | 684           | 1,563         | 1,482         | 1,925         | 1,042         | 1,284          | 8,455          |
| Manufacturing n.e.c.  | 238           | 371           | 658           | 1,498         | 1,111         | 1,275         | 747 (a)       | *              | 5,899          |
| <b>Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods</b> | 12,923        | 5,454         | 7,958         | 6,830         | 3,453         | 2,887         | 2,411         | 2,460          | 44,377         |
| Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel            | 1,156         | 310           | 495           | 577           | 385           | 218           | 60            | 81             | 3,282          |
| Wholesale trade and commission trade; except of motor vehicles and motorcycles                            | 11,221        | 4,839         | 6,963         | 5,813         | 2,840         | 2,268         | 1,922         | 2,053          | 37,919         |
| Retail trade, except of motor vehicles and motorcycles, repair of personal and household goods            | 546           | 305           | 500           | 439           | 229           | 401           | 429           | 327            | 3,175          |
| <b>Other activities</b>   | 1,315         | 481           | 715           | 1,370         | 968           | 564           | 526           | 4,392          | 10,331         |
| <b>TOTAL</b>  | <b>21,614</b> | <b>11,297</b> | <b>23,055</b> | <b>42,567</b> | <b>39,647</b> | <b>60,082</b> | <b>39,974</b> | <b>117,579</b> | <b>355,817</b> |

Source: Istat - FTS and BR

(a) Including confidentiality data

(b) Net confidentiality data

(\*) Confidentiality cell

**Table 2 - Exporting enterprises by value size class and employment size class – 2007**  
*(number of enterprises and exports value in millions of euro)*

| EMPLOYMENT<br>SIZE CLASS | Size class (thousands of euro) |               |               |               |               |               |               |                | Total          |
|--------------------------|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
|                          | 0-75                           | 75-250        | 250-750       | 750-2,500     | 2,500-5,000   | 5,000-15,000  | 15,000-50,000 | 50,000 or more |                |
| ENTERPRISES              |                                |               |               |               |               |               |               |                |                |
| 1-4                      | 62,857                         | 9,772         | 5,408         | 2,594         | 530           | 290           | 73            | 50             | 81,574         |
| 5-9                      | 24,075                         | 6,051         | 4,316         | 2,460         | 525           | 252           | 43 (a)        | *              | 37,722         |
| 10-19                    | 16,451                         | 5,434         | 5,251         | 4,783         | 1,320         | 623           | 90 (a)        | *              | 33,952         |
| 20-49                    | 6,805                          | 2,961         | 3,281         | 4,546         | 2,713         | 1,916         | 292           | 19             | 22,533         |
| 50-99                    | 1,337                          | 564           | 750           | 1,174         | 1,012         | 1,888         | 577           | 49             | 7,351          |
| 100-249                  | 596                            | 240           | 279           | 383           | 342           | 1,009         | 1,153         | 218            | 4,220          |
| 250-499                  | 146                            | 36            | 67            | 76            | 42            | 117           | 350           | 290            | 1,124          |
| 500 or more              | 168                            | 36            | 47            | 63            | 39            | 49            | 107           | 407            | 916            |
| <b>Total</b>             | <b>112,435</b>                 | <b>25,094</b> | <b>19,399</b> | <b>16,079</b> | <b>6,523</b>  | <b>6,144</b>  | <b>2,685</b>  | <b>1,033</b>   | <b>189,392</b> |
| EXPORTS                  |                                |               |               |               |               |               |               |                |                |
| 1-4                      | 861                            | 1,362         | 2,318         | 3,376         | 1,803         | 2,299         | 2,023         | 7,496          | 21,538         |
| 5-9                      | 380                            | 866           | 1,893         | 3,235         | 1,801         | 1,947         | 1,252 (a)     | *              | 11,373         |
| 10-19                    | 297                            | 795           | 2,371         | 6,562         | 4,574         | 4,903         | 3,553 (a)     | *              | 23,055         |
| 20-49                    | 134                            | 438           | 1,516         | 6,864         | 9,767         | 15,296        | 6,574         | 1,976          | 42,567         |
| 50-99                    | 28                             | 82            | 348           | 1,834         | 3,689         | 16,484        | 13,394        | 3,788          | 39,647         |
| 100-249                  | 11                             | 37            | 128           | 593           | 1,249         | 9,708         | 30,474        | 17,883         | 60,082         |
| 250-499                  | 2                              | 6             | 31            | 114           | 153           | 1,166         | 11,138        | 26,834         | 39,443         |
| 500 or more              | 2                              | 5             | 22            | 102           | 141           | 457           | 3,582         | 113,799        | 118,110        |
| <b>Total</b>             | <b>1,716</b>                   | <b>3,591</b>  | <b>8,626</b>  | <b>22,681</b> | <b>23,177</b> | <b>52,260</b> | <b>71,991</b> | <b>171,776</b> | <b>355,817</b> |

Source: Istat - FTS and BR

(a) Including confidentiality data

(\*) Confidentiality cell

**Table 3 - Exporting enterprises by employment size class and geographical area – 2007**  
(number of enterprises and exports value in millions of euro)

| GEOGRAPHICAL AREAS            | Employment size class |               |               |               |               |               |               |                |
|-------------------------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
|                               | 1-4                   | 5-9           | 10-19         | 20-49         | 50-99         | 100-249       | 250-499       | 500 or more    |
| <b>ENTERPRISES</b>            |                       |               |               |               |               |               |               |                |
| European Union                | 55,587                | 29,129        | 27,718        | 19,609        | 6,629         | 3,837         | 1,002         | 775            |
| European non-EU countries     | 23,172                | 14,243        | 16,319        | 13,725        | 5,337         | 3,246         | 920           | 727            |
| North Africa                  | 5,186                 | 3,470         | 4,758         | 5,036         | 2,544         | 1,833         | 598           | 465            |
| Other African countries       | 4,579                 | 2,814         | 3,765         | 4,196         | 2,191         | 1,734         | 603           | 502            |
| North America                 | 10,058                | 5,956         | 7,441         | 7,413         | 3,317         | 2,360         | 739           | 587            |
| Central and South America     | 4,768                 | 3,553         | 5,127         | 5,605         | 2,855         | 2,097         | 692           | 533            |
| Middle East                   | 6,466                 | 4,528         | 6,365         | 6,795         | 3,183         | 2,141         | 678           | 524            |
| Central Asia                  | 2,078                 | 1,652         | 2,568         | 3,243         | 1,879         | 1,532         | 536           | 454            |
| East Asia                     | 8,079                 | 5,319         | 6,883         | 7,079         | 3,343         | 2,348         | 713           | 585            |
| Oceania and other territories | 3,736                 | 2,834         | 4,022         | 4,620         | 2,325         | 1,761         | 601           | 497            |
| <b>EXPORTS</b>                |                       |               |               |               |               |               |               |                |
| European Union                | 13,204                | 6,542         | 13,455        | 26,711        | 25,303        | 38,207        | 24,255        | 71,588         |
| European non-EU countries     | 3,009                 | 1,685         | 3,059         | 5,302         | 4,351         | 6,028         | 4,456         | 11,081         |
| North Africa                  | 603                   | 405           | 650           | 1,099         | 848           | 1,276         | 914           | 3,836          |
| Other African countries       | 400                   | 218           | 488           | 518           | 414           | 724           | 486           | 1,198          |
| North America                 | 1,065                 | 659           | 1,665         | 2,884         | 2,734         | 4,383         | 2,929         | 9,763          |
| Central and South America     | 519                   | 301           | 663           | 1,029         | 1,215         | 1,545         | 952           | 5,487          |
| Middle East                   | 887                   | 459           | 914           | 1,666         | 1,433         | 2,835         | 1,687         | 6,053          |
| Central Asia                  | 255                   | 130           | 278           | 493           | 556           | 846           | 470           | 1,398          |
| East Asia                     | 1,386                 | 857           | 1,597         | 2,359         | 2,414         | 3,660         | 2,782         | 6,331          |
| Oceania and other territories | 210                   | 116           | 286           | 506           | 378           | 578           | 512           | 1,375          |
| <b>World</b>                  | <b>21,538</b>         | <b>11,373</b> | <b>23,055</b> | <b>42,567</b> | <b>39,647</b> | <b>60,082</b> | <b>39,443</b> | <b>118,110</b> |

Source: Istat - FTS and BR

**Table 4 - Importing enterprises by employment size class and economic sector – 2007**  
(number of enterprises and value in millions of euro)

| ECONOMIC SECTORS   | Employment size class |        |        |        |       |         |         |             | Total   |
|--|-----------------------|--------|--------|--------|-------|---------|---------|-------------|---------|
|  | 1-4                   | 5-9    | 10-19  | 20-49  | 50-99 | 100-249 | 250-499 | 500 or more |         |
| ENTERPRISES  |                       |        |        |        |       |         |         |             |         |
| Manufacturing  | 24,974                | 16,767 | 19,342 | 15,671 | 5,626 | 3,309   | 845 (a) | 547 (b)     | 87,081  |
| Manufacture of food products, beverages and tobacco  | 1,497                 | 1,293  | 1,439  | 1,150  | 397   | 271     | 74      | 46          | 6,167   |
| Manufacture of textiles and textile products   | 1,798                 | 1,200  | 1,370  | 998    | 358   | 194     | 48      | 25          | 5,991   |
| Manufacture of wearing apparel; dressing and dyeing of fur                                   | 2,558                 | 1,117  | 1,030  | 674    | 198   | 93      | 33      | 19          | 5,722   |
| Manufacture of leather and leather products  | 952                   | 651    | 876    | 743    | 233   | 91      | 19      | 8           | 3,573   |
| Manufacture of wood and wood products  | 1,975                 | 1,348  | 1,080  | 597    | 132   | 58      | 15 (a)  | *           | 5,205   |
| Manufacture of pulp, paper and paper products; publishing and printing                       | 1,545                 | 813    | 998    | 806    | 309   | 169     | 43      | 30          | 4,713   |
| Manufacture of coke, refined petroleum products and nuclear fuel                             | 14                    | 8      | 24     | 23     | 9     | 12      | 8       | 7           | 105     |
| Manufacture of chemicals, chemical products and man-made fibres                              | 631                   | 516    | 603    | 580    | 279   | 219     | 73      | 63          | 2,964   |
| Manufacture of rubber and plastic products   | 651                   | 755    | 1,182  | 1,099  | 401   | 194     | 46      | 22          | 4,350   |
| Manufacture of other non-metallic mineral products   | 962                   | 829    | 930    | 675    | 243   | 175     | 51      | 33          | 3,898   |
| Manufacture of basic metals and fabricated metal products                                    | 2,285                 | 2,421  | 3,340  | 2,961  | 1,002 | 542     | 113     | 49          | 12,713  |
| Manufacture of machinery and equipment n.e.c.  | 2,529                 | 2,107  | 2,599  | 2,286  | 929   | 579     | 144     | 98          | 11,271  |
| Manufacture of electrical and optical equipment  | 3,454                 | 1,852  | 1,897  | 1,514  | 536   | 331     | 69      | 65          | 9,718   |
| Manufacture of motor vehicles, trailers and semi-trailers                                    | 135                   | 113    | 192    | 223    | 126   | 115     | 41      | 54          | 999     |
| Manufacture of other transport equipment   | 462                   | 220    | 237    | 172    | 75    | 69      | 19      | 22          | 1,276   |
| Manufacture of furniture   | 1,213                 | 733    | 837    | 712    | 282   | 140     | 30      | 12          | 3,959   |
| Manufacturing n.e.c.   | 2,313                 | 791    | 708    | 458    | 117   | 57      | 13 (a)  | *           | 4,457   |
| Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household | 107,544               | 23,959 | 12,402 | 5,085  | 1,278 | 685     | 200     | 175         | 151,328 |



|   |                |               |               |               |               |               |               |                |                |
|---|----------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| <b>goods</b>  |                |               |               |               |               |               |               |                |                |
| Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel            | 6,747          | 2,234         | 1,346         | 699           | 202           | 87            | 22 (a)        | *              | 11,337         |
| Wholesale trade and commission trade; except of motor vehicles and motorcycles                            | 37,955         | 11,888        | 7,391         | 3,160         | 732           | 383           | 101           | 51             | 61,661         |
| Retail trade, except of motor vehicles and motorcycles, repair of personal and household goods            | 62,842         | 9,837         | 3,665         | 1,226         | 344           | 215           | 83            | 118            | 78,330         |
| <b>Other activities</b>   | 37,670         | 9,175         | 6,221         | 3,837         | 1,430         | 1,006         | 375           | 419            | 60,133         |
| <b>TOTAL</b>  | <b>170,188</b> | <b>49,901</b> | <b>37,965</b> | <b>24,593</b> | <b>8,334</b>  | <b>5,000</b>  | <b>1,419</b>  | <b>1,141</b>   | <b>298,542</b> |
| <b>IMPORTS</b>  |                |               |               |               |               |               |               |                |                |
| <b>Manufacturing</b>  | 7,972          | 2,920         | 7,843         | 17,184        | 16,320        | 31,502        | 29,376 (a)    | 69,187 (b)     | 182,304        |
| Manufacture of food products, beverages and tobacco   | 353            | 321           | 1,167         | 2,542         | 1,613         | 2,860         | 1,893         | 3,408          | 14,157         |
| Manufacture of textiles and textile products  | 163            | 228           | 560           | 1,122         | 891           | 1,115         | 688           | 1,102          | 5,869          |
| Manufacture of wearing apparel; dressing and dyeing of fur  | 207            | 206           | 529           | 772           | 679           | 868           | 867           | 1,725          | 5,852          |
| Manufacture of leather and leather products   | 684            | 244           | 421           | 1,004         | 947           | 1,071         | 517           | 738            | 5,626          |
| Manufacture of wood and wood products   | 133            | 315           | 726           | 714           | 314           | 638           | 289 (a)       | *              | 3,129          |
| Manufacture of pulp, paper and paper products; publishing and printing                                    | 337            | 81            | 211           | 568           | 691           | 1,019         | 759           | 2,021          | 5,687          |
| Manufacture of coke, refined petroleum products and nuclear fuel  | 202            | 1             | 112           | 254           | 69            | 749           | 2,267         | 18,104         | 21,758         |
| Manufacture of chemicals, chemical products and man-made fibres   | 3,858          | 160           | 442           | 1,647         | 1,809         | 4,117         | 2,852         | 13,834         | 28,718         |
| Manufacture of rubber and plastic products  | 94             | 134           | 453           | 1,058         | 1,178         | 1,350         | 671           | 1,666          | 6,603          |
| Manufacture of other non-metallic mineral products  | 61             | 87            | 204           | 489           | 460           | 527           | 558           | 603            | 2,990          |
| Manufacture of basic metals and fabricated metal products   | 404            | 401           | 1,327         | 2,886         | 3,506         | 9,610         | 3,722         | 10,306         | 32,162         |
| Manufacture of machinery and equipment n.e.c.   | 778            | 271           | 541           | 1,360         | 1,600         | 3,050         | 1,521         | 5,890          | 15,011         |
| Manufacture of electrical and optical equipment   | 225            | 233           | 577           | 1,660         | 1,586         | 2,867         | 1,415         | 5,483          | 14,046         |
| Manufacture of motor vehicles, trailers and semi-trailers   | 214            | 26            | 68            | 169           | 263           | 601           | 963           | 10,316         | 12,621         |
| Manufacture of other transport equipment  | 83             | 47            | 140           | 190           | 167           | 284           | 272           | 3,359          | 4,542          |
| Manufacture of furniture  | 28             | 45            | 103           | 160           | 179           | 304           | 177           | 397            | 1,394          |
| Manufacturing n.e.c.  | 148            | 120           | 262           | 588           | 369           | 472           | 181 (a)       | *              | 2,138          |
| <b>Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods</b> | 22,605         | 10,087        | 16,249        | 17,243        | 13,133        | 25,347        | 13,998        | 22,543         | 141,204        |
| Sale, maintenance and repair of motor vehicles and motorcycles; retail sale of automotive fuel            | 4,319          | 653           | 1,085         | 1,537         | 3,370         | 10,523        | 13,157 (a)    | *              | 34,644         |
| Wholesale trade and commission trade; except of motor vehicles and motorcycles                            | 17,070         | 8,755         | 14,210        | 14,961        | 9,233         | 14,018        | 9,796         | 9,032          | 97,077         |
| Retail trade, except of motor vehicles and motorcycles, repair of personal and household goods            | 1,216          | 679           | 953           | 745           | 529           | 806           | 808           | 3,748          | 9,484          |
| <b>Other activities</b>   | 1,617          | 718           | 2,017         | 1,966         | 1,898         | 3,530         | 908           | 28,753         | 41,407         |
| <b>TOTAL</b>  | <b>32,194</b>  | <b>13,725</b> | <b>26,109</b> | <b>36,392</b> | <b>31,351</b> | <b>60,379</b> | <b>44,282</b> | <b>120,483</b> | <b>364,916</b> |

Source: Istat - FTS and BR

(a) Including confidentiality data

(b) Net confidentiality data

(\*) Confidentiality cell

**Table 5 - Importing enterprises by employment size class and geographical area – 2007**  
(number of enterprises and value in millions of euro)

| GEOGRAPHICAL AREAS            | Employment size class |               |               |               |               |               |               |                |
|-------------------------------|-----------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
|                               | 1-4                   | 5-9           | 10-19         | 20-49         | 50-99         | 100-249       | 250-499       | 500 or more    |
| <b>ENTERPRISES</b>            |                       |               |               |               |               |               |               |                |
| European Union                | 147,586               | 44,654        | 33,916        | 22,528        | 7,840         | 4,771         | 1,355         | 1,112          |
| European non-EU countries     | 8,721                 | 5,208         | 6,605         | 6,508         | 3,310         | 2,460         | 843           | 730            |
| North Africa                  | 1,768                 | 818           | 1,020         | 990           | 516           | 437           | 196           | 227            |
| Other African countries       | 1,117                 | 572           | 752           | 743           | 365           | 362           | 156           | 225            |
| North America                 | 7,251                 | 3,481         | 3,882         | 4,065         | 2,205         | 1,868         | 701           | 662            |
| Central and South America     | 2,586                 | 1,171         | 1,517         | 1,572         | 865           | 770           | 307           | 375            |
| Middle East                   | 1,757                 | 819           | 1,077         | 1,179         | 653           | 592           | 262           | 303            |
| Central Asia                  | 3,983                 | 1,966         | 2,222         | 2,050         | 1,028         | 835           | 315           | 321            |
| East Asia                     | 17,813                | 7,177         | 7,753         | 6,680         | 3,079         | 2,233         | 742           | 654            |
| Oceania and other territories | 562                   | 294           | 398           | 497           | 313           | 336           | 161           | 198            |
| <b>IMPORTS</b>                |                       |               |               |               |               |               |               |                |
| European Union                | 21,131                | 8,532         | 16,451        | 22,906        | 20,923        | 40,482        | 19,234        | 59,718         |
| European non-EU countries     | 3,151                 | 1,147         | 1,936         | 2,665         | 2,514         | 3,929         | 2,255         | 21,963         |
| North Africa                  | 342                   | 198           | 924           | 764           | 364           | 2,665         | 3,228         | 16,433         |
| Other African countries       | 401                   | 172           | 342           | 402           | 386           | 907           | 970           | 2,987          |
| North America                 | 1,039                 | 487           | 677           | 1,131         | 663           | 1,776         | 1,083         | 5,374          |
| Central and South America     | 778                   | 338           | 732           | 1,212         | 831           | 2,302         | 1,028         | 3,212          |
| Middle East                   | 690                   | 158           | 258           | 369           | 266           | 703           | 2,976         | 10,467         |
| Central Asia                  | 584                   | 329           | 493           | 794           | 607           | 816           | 410           | 2,955          |
| East Asia                     | 3,961                 | 2,310         | 4,211         | 6,027         | 4,671         | 6,580         | 2,910         | 6,655          |
| Oceania and other territories | 118                   | 54            | 84            | 123           | 126           | 219           | 210           | 698            |
| <b>World</b>                  | <b>32,194</b>         | <b>13,725</b> | <b>26,109</b> | <b>36,392</b> | <b>31,351</b> | <b>60,379</b> | <b>34,303</b> | <b>130,462</b> |

Source: Istat - FTS and BR

## ANNEX II: ITALIAN DATA ON IMPORTING AND EXPORTING ENTERPRISES- JANUARY-JULY 2008/JANUARY-JULY 2009

**Table 6 - Exports of panel exporting enterprises. January-July 2009 / January-July 2008  
(growth and share)**

| EMPLOYMENT<br>CLASS SIZE | Growth %<br>Jan-Jul 2009/<br>Jan-Jul 2008 | Share on total<br>2008 | Share on total<br>2009 | Share on total<br>2008-<br>net energy | Share on total<br>2009-<br>net energy | Share on<br>sector 2008 | Share on<br>sector 2009 |
|--------------------------|---|------------------------|------------------------|---------------------------------------|---------------------------------------|-------------------------|-------------------------|
| SCIENCE - BASED          |   |                        |                        |                                       |                                       |                         |                         |
| 1-9                      | 8.8                                       | 0.1                    | 0.1                    | 0.1                                   | 0.1                                   | 0.8                     | 0.9                     |
| 10-49                    | -16.6                                     | 0.6                    | 0.6                    | 0.6                                   | 0.7                                   | 6.5                     | 6.1                     |
| 50-249                   | -15.1                                     | 1.8                    | 2.2                    | 1.9                                   | 2.2                                   | 21.7                    | 20.8                    |
| 250 or more              | -9.9                                      | 6.0                    | 7.5                    | 6.3                                   | 7.7                                   | 71.0                    | 72.1                    |
| <b>Total</b>             | <b>-11.3</b>                              | <b>8.5</b>             | <b>10.4</b>            | <b>8.9</b>                            | <b>10.7</b>                           | <b>100.0</b>            | <b>100.0</b>            |
| SCALE - INTENSIVE        |   |                        |                        |                                       |                                       |                         |                         |
| 1-9                      | -15.1                                     | 0.3                    | 0.3                    | 0.3                                   | 0.4                                   | 0.7                     | 1.0                     |
| 10-49                    | -23.2                                     | 3.3                    | 3.5                    | 3.4                                   | 3.5                                   | 8.1                     | 10.1                    |
| 50-249                   | -26.8                                     | 9.5                    | 9.7                    | 9.8                                   | 9.8                                   | 23.7                    | 28.0                    |
| 250 or more              | -43.8                                     | 27.1                   | 21.1                   | 23.9                                  | 19.2                                  | 67.4                    | 61.0                    |
| <b>Total</b>             | <b>-37.8</b>                              | <b>40.2</b>            | <b>34.6</b>            | <b>37.4</b>                           | <b>32.8</b>                           | <b>100.0</b>            | <b>100.0</b>            |
| SPECIALIZED SUPPLIERS    |   |                        |                        |                                       |                                       |                         |                         |
| 1-9                      | -19.8                                     | 0.4                    | 0.5                    | 0.4                                   | 0.5                                   | 1.6                     | 1.8                     |
| 10-49                    | -25.0                                     | 4.1                    | 4.3                    | 4.3                                   | 4.4                                   | 16.0                    | 16.0                    |
| 50-249                   | -24.5                                     | 9.8                    | 10.2                   | 10.2                                  | 10.5                                  | 38.1                    | 38.6                    |
| 250 or more              | -26.3                                     | 11.4                   | 11.6                   | 11.9                                  | 11.9                                  | 44.3                    | 43.6                    |
| <b>Total</b>             | <b>-25.3</b>                              | <b>25.7</b>            | <b>26.6</b>            | <b>26.8</b>                           | <b>27.3</b>                           | <b>100.0</b>            | <b>100.0</b>            |
| SUPPLIER - DOMINATED     |   |                        |                        |                                       |                                       |                         |                         |
| 1-9                      | -16.8                                     | 0.9                    | 1.0                    | 0.9                                   | 1.0                                   | 3.3                     | 3.4                     |
| 10-49                    | -19.0                                     | 6.2                    | 7.0                    | 6.5                                   | 7.2                                   | 24.2                    | 24.6                    |
| 50-249                   | -21.2                                     | 9.6                    | 10.4                   | 10.0                                  | 10.7                                  | 37.2                    | 36.7                    |
| 250 or more              | -20.0                                     | 9.1                    | 10.0                   | 9.5                                   | 10.3                                  | 35.2                    | 35.3                    |
| <b>Total</b>             | <b>-20.1</b>                              | <b>25.7</b>            | <b>28.4</b>            | <b>26.9</b>                           | <b>29.2</b>                           | <b>100.0</b>            | <b>100.0</b>            |
| TOTAL                    |   |                        |                        |                                       |                                       |                         |                         |
| 1-9                      | -16.3                                     | 1.6                    | 1.9                    | 1.7                                   | 1.9                                   | 100.0                   | 100.0                   |
| 10-49                    | -21.6                                     | 14.1                   | 15.4                   | 14.8                                  | 15.7                                  | 100.0                   | 100.0                   |
| 50-249                   | -23.6                                     | 30.7                   | 32.5                   | 32.0                                  | 33.2                                  | 100.0                   | 100.0                   |
| 250 or more              | -32.2                                     | 53.5                   | 50.2                   | 51.5                                  | 49.1                                  | 100.0                   | 100.0                   |
| <b>Total</b>             | <b>-27.8</b>                              | <b>100.0</b>           | <b>100.0</b>           | <b>100.0</b>                          | <b>100.0</b>                          | <b>100.0</b>            | <b>100.0</b>            |
| TOTAL NET ENERGY         |   |                        |                        |                                       |                                       |                         |                         |
| 1-9                      | -15.1                                     | 100.0                  | 100.0                  | 1.7                                   | 1.9                                   | 1.7                     | 1.9                     |
| 10-49                    | -35.5                                     | 99.8                   | 99.8                   | 14.8                                  | 15.7                                  | 14.8                    | 15.7                    |
| 50-249                   | -25.3                                     | 99.6                   | 99.6                   | 32.0                                  | 33.2                                  | 32.0                    | 33.2                    |
| 250 or more              | -20.1                                     | 92.2                   | 95.2                   | 51.5                                  | 49.1                                  | 51.5                    | 49.1                    |
| <b>Total</b>             | <b>-26.5</b>                              | <b>95.7</b>            | <b>97.4</b>            | <b>100.0</b>                          | <b>100.0</b>                          | <b>100.0</b>            | <b>100.0</b>            |

Source: Istat - FTS and BR

**Table 7 - Enterprises with positive export performance - January-July 2009 / January-July 2008**  
*(absolute values and share on total panel enterprises)*

| EMPLOYMENT<br>CLASS SIZE | Number        | Share       |
|--------------------------|---------------|-------------|
| SCIENCE - BASED          |               |             |
| 1-9                      | 207           | 45.1        |
| 10-49                    | 317           | 35.5        |
| 50-249                   | 164           | 35.7        |
| 250 or more              | 60            | 43.8        |
| <b>Total</b>             | <b>748</b>    | <b>38.4</b> |
| SPECIALIZED - SUPPLIERS  |               |             |
| 1-9                      | 756           | 36.4        |
| 10-49                    | 1,359         | 29.0        |
| 50-249                   | 384           | 21.8        |
| 250 or more              | 38            | 14.2        |
| <b>Total</b>             | <b>2,537</b>  | <b>28.9</b> |
| SCALE - INTENSIVE        |               |             |
| 1-9                      | 641           | 38.2        |
| 10-49                    | 1,499         | 30.5        |
| 50-249                   | 447           | 21.9        |
| 250 or more              | 56            | 12.4        |
| <b>Total</b>             | <b>2,643</b>  | <b>29.1</b> |
| SUPPLIER - DOMINATED     |               |             |
| 1-9                      | 1,475         | 36.5        |
| 10-49                    | 2,501         | 29.5        |
| 50-249                   | 590           | 22.7        |
| 250 or more              | 72            | 19.4        |
| <b>Total</b>             | <b>4,638</b>  | <b>30.0</b> |
| TOTAL                    |               |             |
| 1-9                      | 3,079         | 37.3        |
| 10-49                    | 5,676         | 29.9        |
| 50-249                   | 1,585         | 23.1        |
| 250 or more              | 226           | 18.4        |
| <b>Total</b>             | <b>10,566</b> | <b>29.9</b> |

Source: Istat - FTS and BR

**Table 8 – Intra EU survey - Exports of monthly panel exporting enterprises – from January to July 2009**  
*(growth and share)*

| EMPLOYMENT<br>CLASS SIZE | Growth%<br>Feb.-Jan | Growth%<br>Mar.-Feb | Growth%<br>Apr.-Mar | Growth%<br>May.-Apr | Growth%<br>Jun.-May | Growth%<br>Jul.-Jun | Growth%<br>Jan.-Jul. | Shares<br>on total<br>January | Shares<br>on total<br>July | Shares<br>on sector<br>January | Shares<br>on sector<br>July |
|--------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|-------------------------------|----------------------------|--------------------------------|-----------------------------|
| SCIENCE - BASED          |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 52.1                | 6.9                 | -12.0               | 3.7                 | -27.2               | 60.2                | 73.0                 | 0.1                           | 0.1                        | 0.5                            | 0.8                         |
| 10-49                    | 6.8                 | 7.6                 | -3.0                | -8.6                | -0.2                | 25.9                | 28.1                 | 0.5                           | 0.5                        | 5.1                            | 6.0                         |
| 50-249                   | 13.8                | 3.7                 | -3.6                | -12.4               | 8.9                 | 25.0                | 35.8                 | 2.1                           | 2.3                        | 20.4                           | 25.1                        |
| 250 and more             | -14.3               | 12.9                | -2.7                | -10.5               | 3.6                 | 15.9                | 1.2                  | 7.6                           | 6.1                        | 74.0                           | 68.1                        |
| <b>Total</b>             | <b>-7.2</b>         | <b>10.3</b>         | <b>-3.0</b>         | <b>-10.8</b>        | <b>4.3</b>          | <b>18.9</b>         | <b>10.0</b>          | <b>10.3</b>                   | <b>9.0</b>                 | <b>100.0</b>                   | <b>100.0</b>                |
| SCALE - INTENSIVE        |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 14.0                | 0.0                 | -6.5                | 5.3                 | 0.1                 | 20.3                | 35.1                 | 0.2                           | 0.2                        | 0.5                            | 0.5                         |
| 10-49                    | 9.2                 | 7.0                 | -6.9                | -1.5                | 4.9                 | 20.9                | 36.0                 | 3.3                           | 3.6                        | 8.4                            | 9.1                         |
| 50-249                   | 3.7                 | 3.1                 | -2.9                | 3.3                 | 2.7                 | 18.5                | 30.6                 | 11.0                          | 11.5                       | 28.0                           | 29.0                        |
| 250 and more             | 4.4                 | 9.6                 | -9.9                | 0.1                 | 6.1                 | 12.2                | 22.9                 | 24.9                          | 24.5                       | 63.1                           | 61.4                        |
| <b>Total</b>             | <b>4.7</b>          | <b>7.5</b>          | <b>-7.7</b>         | <b>0.9</b>          | <b>5.0</b>          | <b>14.8</b>         | <b>26.2</b>          | <b>39.5</b>                   | <b>39.8</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| SPECIALIZED SUPPLIERS    |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | -9.3                | 18.4                | -2.3                | -5.6                | 22.1                | -6.6                | 13.0                 | 0.2                           | 0.2                        | 1.0                            | 0.9                         |
| 10-49                    | 10.5                | 8.3                 | -2.1                | -12.7               | 14.3                | 19.1                | 39.2                 | 2.8                           | 3.1                        | 14.6                           | 16.2                        |
| 50-249                   | 8.2                 | 9.3                 | -10.2               | -6.7                | 6.5                 | 24.4                | 31.3                 | 7.7                           | 8.0                        | 39.6                           | 41.3                        |
| 250 and more             | 7.5                 | 15.9                | -9.6                | 44.4                | -22.2               | -7.7                | 16.8                 | 8.7                           | 8.1                        | 44.8                           | 41.6                        |
| <b>Total</b>             | <b>8.0</b>          | <b>12.2</b>         | <b>-8.7</b>         | <b>15.7</b>         | <b>-8.8</b>         | <b>7.7</b>          | <b>25.8</b>          | <b>19.3</b>                   | <b>19.4</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| SUPPLIER - DOMINATED     |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 6.7                 | -1.2                | -3.7                | -4.0                | 9.8                 | 31.5                | 40.7                 | 0.8                           | 0.9                        | 2.5                            | 2.8                         |
| 10-49                    | 8.1                 | 4.4                 | -8.6                | -1.5                | 4.5                 | 33.4                | 41.6                 | 6.7                           | 7.6                        | 21.8                           | 24.1                        |
| 50-249                   | 6.9                 | 4.4                 | -8.0                | -2.1                | 4.9                 | 25.7                | 32.7                 | 11.3                          | 12.0                       | 36.6                           | 37.9                        |
| 250 and more             | 1.1                 | -5.0                | -18.0               | 1.4                 | 15.4                | 25.4                | 15.7                 | 12.1                          | 11.2                       | 39.1                           | 35.3                        |
| <b>Total</b>             | <b>4.9</b>          | <b>0.7</b>          | <b>-11.6</b>        | <b>-0.9</b>         | <b>8.5</b>          | <b>27.5</b>         | <b>28.2</b>          | <b>30.9</b>                   | <b>31.7</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| TOTAL                    |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 7.4                 | 2.1                 | -4.5                | -2.3                | 7.5                 | 24.5                | 36.9                 | 1.2                           | 1.3                        | 1.2                            | 1.2                         |
| 10-49                    | 8.8                 | 6.0                 | -6.5                | -4.4                | 6.5                 | 26.7                | 39.2                 | 13.4                          | 14.9                       | 12.5                           | 13.3                        |
| 50-249                   | 6.6                 | 5.1                 | -6.6                | -2.1                | 4.7                 | 22.8                | 31.8                 | 32.1                          | 33.8                       | 31.9                           | 31.6                        |
| 250 and more             | 1.5                 | 7.8                 | -10.5               | 7.2                 | 0.3                 | 11.4                | 17.2                 | 53.2                          | 49.9                       | 54.4                           | 53.9                        |
| <b>Total</b>             | <b>4.2</b>          | <b>6.6</b>          | <b>-8.6</b>         | <b>2.3</b>          | <b>2.6</b>          | <b>17.4</b>         | <b>25.1</b>          | <b>100.0</b>                  | <b>100.0</b>               | <b>100.0</b>                   | <b>100.0</b>                |

Source: Istat - FTS and BR

**Table 9 – Extra EU survey - Exports of monthly panel exporting enterprises – from January to July 2009  
(growth and share)**

| EMPLOYMENT<br>CLASS SIZE | Growth%<br>Feb.-Jan | Growth%<br>Mar.-Feb | Growth%<br>Apr.-Mar | Growth%<br>May.-Apr | Growth%<br>Jun.-May | Growth%<br>Jul.-Jun | Growth%<br>Jan.-Jul. | Shares<br>on total<br>January | Shares<br>on total<br>July | Shares<br>on sector<br>January | Shares<br>on sector<br>July |
|--------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|-------------------------------|----------------------------|--------------------------------|-----------------------------|
| SCIENCE - BASED          |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 31.0                | -12.4               | 8.1                 | 22.4                | -30.0               | 26.9                | 34.8                 | 0.1                           | 0.1                        | 0.5                            | 0.4                         |
| 10-49                    | 48.2                | -5.0                | -0.8                | -1.6                | 9.8                 | 29.2                | 95.1                 | 0.6                           | 0.8                        | 5.4                            | 6.5                         |
| 50-249                   | 44.8                | 7.9                 | 1.3                 | -2.8                | -1.5                | 18.6                | 79.7                 | 2.0                           | 2.2                        | 17.1                           | 18.9                        |
| 250 and more             | 30.7                | 2.0                 | 0.0                 | 48.6                | -25.5               | 6.0                 | 56.4                 | 9.1                           | 8.6                        | 77.0                           | 74.2                        |
| <b>Total</b>             | <b>34.0</b>         | <b>2.6</b>          | <b>0.3</b>          | <b>35.6</b>         | <b>-20.8</b>        | <b>9.6</b>          | <b>62.4</b>          | <b>11.8</b>                   | <b>11.6</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| SCALE - INTENSIVE        |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 9.5                 | 9.2                 | 1.3                 | -20.3               | -7.6                | 47.6                | 31.6                 | 0.4                           | 0.3                        | 1.4                            | 1.0                         |
| 10-49                    | 39.0                | 12.9                | -0.3                | 0.5                 | -1.0                | 37.0                | 113.4                | 2.2                           | 2.8                        | 8.3                            | 9.8                         |
| 50-249                   | 26.4                | 19.9                | -0.3                | 6.8                 | -3.3                | 20.2                | 87.7                 | 6.6                           | 7.5                        | 24.9                           | 25.9                        |
| 250 and more             | 33.3                | 8.0                 | -7.5                | 5.6                 | 4.5                 | 18.3                | 73.7                 | 17.3                          | 18.2                       | 65.5                           | 63.3                        |
| <b>Total</b>             | <b>31.8</b>         | <b>11.3</b>         | <b>-4.9</b>         | <b>5.2</b>          | <b>1.8</b>          | <b>20.6</b>         | <b>79.9</b>          | <b>26.5</b>                   | <b>28.8</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| SPECIALIZED SUPPLIERS    |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 26.7                | 31.7                | 43.0                | -25.0               | -8.6                | 2.8                 | 68.3                 | 0.2                           | 0.2                        | 0.6                            | 0.6                         |
| 10-49                    | 40.2                | 5.2                 | -14.1               | 11.8                | 0.7                 | 14.9                | 64.1                 | 3.8                           | 3.7                        | 11.5                           | 11.9                        |
| 50-249                   | 15.5                | 13.0                | -4.4                | -1.3                | -5.2                | 24.2                | 44.9                 | 13.5                          | 11.8                       | 41.2                           | 37.8                        |
| 250 and more             | 17.0                | 30.6                | -9.3                | -4.5                | 12.3                | 13.1                | 68.2                 | 15.3                          | 15.6                       | 46.7                           | 49.7                        |
| <b>Total</b>             | <b>19.1</b>         | <b>20.1</b>         | <b>-7.7</b>         | <b>-1.6</b>         | <b>3.9</b>          | <b>17.2</b>         | <b>58.1</b>          | <b>32.8</b>                   | <b>31.4</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| SUPPLIER - DOMINATED     |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 35.1                | -3.5                | 1.7                 | 12.9                | -8.6                | 29.3                | 76.8                 | 0.6                           | 0.7                        | 2.2                            | 2.4                         |
| 10-49                    | 22.2                | 7.8                 | -3.2                | -0.2                | -1.7                | 32.6                | 65.8                 | 5.9                           | 6.0                        | 20.5                           | 21.1                        |
| 50-249                   | 28.7                | 4.5                 | -6.4                | -0.7                | 3.5                 | 32.4                | 71.3                 | 9.8                           | 10.1                       | 33.7                           | 35.8                        |
| 250 and more             | 15.7                | -1.7                | -14.8               | 0.9                 | 16.9                | 32.0                | 50.9                 | 12.6                          | 11.5                       | 43.6                           | 40.8                        |
| <b>Total</b>             | <b>21.8</b>         | <b>2.4</b>          | <b>-8.9</b>         | <b>0.4</b>          | <b>7.0</b>          | <b>32.2</b>         | <b>61.4</b>          | <b>29.0</b>                   | <b>28.3</b>                | <b>100.0</b>                   | <b>100.0</b>                |
| TOTAL                    |                     |                     |                     |                     |                     |                     |                      |                               |                            |                                |                             |
| 1-9                      | 26.2                | 4.6                 | 9.9                 | -4.3                | -9.5                | 27.6                | 60.4                 | 1.2                           | 1.2                        | 100.0                          | 100.0                       |
| 10-49                    | 31.8                | 7.2                 | -5.9                | 3.3                 | -0.2                | 27.8                | 75.1                 | 12.5                          | 13.3                       | 100.0                          | 100.0                       |
| 50-249                   | 23.6                | 11.4                | -3.7                | 0.7                 | -1.9                | 25.3                | 64.0                 | 31.9                          | 31.6                       | 100.0                          | 100.0                       |
| 250 and more             | 24.2                | 10.8                | -8.3                | 9.2                 | 1.5                 | 17.2                | 64.0                 | 54.4                          | 53.9                       | 100.0                          | 100.0                       |
| <b>Total</b>             | <b>25.0</b>         | <b>10.4</b>         | <b>-6.3</b>         | <b>5.5</b>          | <b>0.0</b>          | <b>21.1</b>         | <b>65.3</b>          | <b>100.0</b>                  | <b>100.0</b>               | <b>100.0</b>                   | <b>100.0</b>                |

Source: Istat - FTS and BR

**ANNEX III: ITALIAN EXPORTS BY LOCAL LABOUR MARKET AREA****Table 10 - Exports of manufactured goods of industrial districts by product - Years 2006-2008***(value in millions of euro, share of IDs and ratio of IDs on LLMA)*

| PRODUCTS  | 2006           |                |                |             | 2007           |                |                |             | 2008 <sup>(*)</sup> |                    |                |                |                |             |                     |                    |
|---|----------------|----------------|----------------|-------------|----------------|----------------|----------------|-------------|---------------------|--------------------|----------------|----------------|----------------|-------------|---------------------|--------------------|
|   | LLMA           | IDs            | Share<br>IDs % | Ratio%      | LLMA           | IDs            | Share<br>IDs % | Ratio%      | Growth<br>%<br>LLMA | Growth<br>%<br>IDs | LLMA           | IDs            | Share<br>IDs % | Ratio%      | Growth<br>%<br>LLMA | Growth<br>%<br>IDs |
| Food products and beverages   | 16,339         | 4,657          | 4.1            | 28.5        | 17,784         | 5,223          | 4.2            | 29.4        | 8.8                 | 12.2               | 19,012         | 5,562          | 4.6            | 29.3        | 6.9                 | 6.5                |
| Tobacco products  | 12             | 6              | 0.0            | 50.3        | 10             | 5              | 0.0            |             | -19.1               | -9.4               | 10             | 3              | 0.0            | 32.9        | 4.3                 | -39.0              |
| Textiles  | 13,511         | 8,370          | 7.3            | 61.9        | 13,633         | 8,346          | 6.7            | 61.2        | 0.9                 | -0.3               | 12,400         | 7,522          | 6.2            | 60.7        | -9.0                | -9.9               |
| Wearing apparel, furs   | 11,895         | 5,352          | 4.7            | 45.0        | 12,768         | 5,765          | 4.6            | 45.1        | 7.3                 | 7.7                | 12,593         | 5,694          | 4.7            | 45.2        | -1.4                | -1.2               |
| Leather and leather products  | 13,058         | 7,768          | 6.8            | 59.5        | 13,921         | 8,162          | 6.5            | 58.6        | 6.6                 | 5.1                | 12,865         | 7,460          | 6.2            | 58.0        | -7.6                | -8.6               |
| Wood and of products of wood and cork, except furniture; articles of straw and plaiting materials | 1,449          | 705            | 0.6            | 48.7        | 1,605          | 789            | 0.6            | 49.2        | 10.8                | 11.9               | 1,428          | 717            | 0.6            | 50.2        | -11.0               | -9.2               |
| Pulp, paper and paper products  | 4,713          | 1,874          | 1.6            | 39.8        | 5,109          | 2,036          | 1.6            | 39.9        | 8.4                 | 8.7                | 4,795          | 1,861          | 1.5            | 38.8        | -6.2                | -8.6               |
| Printed matter and recorded media   | 1,561          | 583            | 0.5            | 37.3        | 1,528          | 565            | 0.5            | 37.0        | -2.1                | -3.0               | 1,442          | 517            | 0.4            | 35.8        | -5.6                | -8.5               |
| Coke, refined petroleum products and nuclear fuel   | 10,553         | 167            | 0.1            | 1.6         | 12,191         | 166            | 0.1            | 1.4         | 15.5                | -0.7               | 13,401         | 219            | 0.2            | 1.6         | 9.9                 | 31.6               |
| Chemicals, chemical products and man-made fibres  | 29,159         | 7,443          | 6.5            | 25.5        | 29,956         | 8,358          | 6.7            | 27.9        | 2.7                 | 12.3               | 28,523         | 7,477          | 6.2            | 26.2        | -4.8                | -10.5              |
| Rubber and plastics products  | 11,732         | 4,628          | 4.1            | 39.4        | 12,709         | 5,099          | 4.1            | 40.1        | 8.3                 | 10.2               | 12,124         | 4,808          | 4.0            | 39.7        | -4.6                | -5.7               |
| Other non-metallic mineral products   | 9,153          | 2,534          | 2.2            | 27.7        | 9,349          | 2,505          | 2.0            | 26.8        | 2.1                 | -1.2               | 8,683          | 2,294          | 1.9            | 26.4        | -7.1                | -8.4               |
| Basic metals  | 21,810         | 9,523          | 8.3            | 43.7        | 25,555         | 11,062         | 8.8            | 43.3        | 17.2                | 16.2               | 25,882         | 11,235         | 9.3            | 43.4        | 1.3                 | 1.6                |
| Fabricated metal products, except machinery and equipment   | 14,552         | 7,919          | 6.9            | 54.4        | 16,341         | 8,927          | 7.1            | 54.6        | 12.3                | 12.7               | 16,040         | 8,696          | 7.2            | 54.2        | -1.8                | -2.6               |
| Machinery and equipment n.e.c.  | 63,757         | 27,337         | 23.9           | 42.9        | 71,809         | 30,514         | 24.4           | 42.5        | 12.6                | 11.6               | 70,702         | 30,395         | 25.1           | 43.0        | -1.5                | -0.4               |
| Office machinery and computers  | 1,476          | 282            | 0.2            | 19.1        | 1,442          | 298            | 0.2            | 20.7        | -2.3                | 5.6                | 1,235          | 211            | 0.2            | 17.1        | -14.3               | -29.1              |
| Electrical machinery and apparatus n.e.c.   | 12,182         | 5,135          | 4.5            | 42.2        | 13,913         | 5,867          | 4.7            | 42.2        | 14.2                | 14.2               | 13,112         | 5,500          | 4.6            | 41.9        | -5.8                | -6.2               |
| Radio, television and communication equipment and apparatus                                       | 6,601          | 872            | 0.8            | 13.2        | 5,745          | 830            | 0.7            | 14.5        | -13.0               | -4.8               | 4,883          | 867            | 0.7            | 17.7        | -15.0               | 4.4                |
| Medical, precision and optical instruments, watches and clocks                                    | 7,757          | 2,121          | 1.9            | 27.3        | 8,125          | 2,265          | 1.8            | 27.9        | 4.7                 | 6.8                | 7,599          | 2,240          | 1.9            | 29.5        | -6.5                | -1.1               |
| Motor vehicles, trailers and semi-trailers  | 25,623         | 5,924          | 5.2            | 23.1        | 28,876         | 6,548          | 5.2            | 22.7        | 12.7                | 10.5               | 27,416         | 6,434          | 5.3            | 23.5        | -5.1                | -1.7               |
| Other transport equipment   | 8,525          | 1,826          | 1.6            | 21.4        | 9,808          | 2,166          | 1.7            | 22.1        | 15.1                | 18.6               | 10,227         | 2,232          | 1.8            | 21.8        | 4.3                 | 3.0                |
| Furniture; other manufactured goods n.e.c.  | 14,992         | 9,146          | 8.0            | 61.0        | 15,811         | 9,680          | 7.7            | 61.2        | 5.5                 | 5.8                | 14,509         | 8,920          | 7.4            | 61.5        | -8.2                | -7.9               |
| <b>Total</b>  | <b>300,411</b> | <b>114,172</b> | <b>100.0</b>   | <b>38.0</b> | <b>327,988</b> | <b>125,178</b> | <b>100.0</b>   | <b>38.2</b> | <b>9.2</b>          | <b>9.6</b>         | <b>318,882</b> | <b>120,864</b> | <b>100.0</b>   | <b>37.9</b> | <b>-2.8</b>         | <b>-3.4</b>        |

Source: Istat- FTS, BR, LUA

(\*) Provisional data

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