

STATISTICS DIRECTORATE

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

LINKING BUSINESS STATISTICS TO TRADE

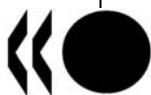
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Item 5.2. of the Agenda. For discussion.

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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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
Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods	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
Other activities	1,315	481	715	1,370	968	564	526	4,392	10,331
TOTAL	21,614	11,297	23,055	42,567	39,647	60,082	39,974	117,579	355,817

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 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
Total	112,435	25,094	19,399	16,079	6,523	6,144	2,685	1,033	189,392
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
Total	1,716	3,591	8,626	22,681	23,177	52,260	71,991	171,776	355,817

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
ENTERPRISES								
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
EXPORTS								
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
World	21,538	11,373	23,055	42,567	39,647	60,082	39,443	118,110

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

goods									
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
Other activities	37,670	9,175	6,221	3,837	1,430	1,006	375	419	60,133
TOTAL	170,188	49,901	37,965	24,593	8,334	5,000	1,419	1,141	298,542
IMPORTS									
Manufacturing	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
Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods	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
Other activities	1,617	718	2,017	1,966	1,898	3,530	908	28,753	41,407
TOTAL	32,194	13,725	26,109	36,392	31,351	60,379	44,282	120,483	364,916

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
ENTERPRISES								
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
IMPORTS								
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
World	32,194	13,725	26,109	36,392	31,351	60,379	34,303	130,462

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 CLASS SIZE	Growth % Jan-Jul 2009/ Jan-Jul 2008	Share on total 2008	Share on total 2009	Share on total 2008- net energy	Share on total 2009- net energy	Share on sector 2008	Share on 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
Total	-11.3	8.5	10.4	8.9	10.7	100.0	100.0
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
Total	-37.8	40.2	34.6	37.4	32.8	100.0	100.0
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
Total	-25.3	25.7	26.6	26.8	27.3	100.0	100.0
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
Total	-20.1	25.7	28.4	26.9	29.2	100.0	100.0
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
Total	-27.8	100.0	100.0	100.0	100.0	100.0	100.0
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
Total	-26.5	95.7	97.4	100.0	100.0	100.0	100.0

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 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
Total	748	38.4
SPECIALIZED - SUPPLIERS		
1-9	756	36.4
10-49	1,359	29.0
50-249	384	21.8
250 or more	38	14.2
Total	2,537	28.9
SCALE - INTENSIVE		
1-9	641	38.2
10-49	1,499	30.5
50-249	447	21.9
250 or more	56	12.4
Total	2,643	29.1
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
Total	4,638	30.0
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
Total	10,566	29.9

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 CLASS SIZE	Growth% Feb.-Jan	Growth% Mar.-Feb	Growth% Apr.-Mar	Growth% May.-Apr	Growth% Jun.-May	Growth% Jul.-Jun	Growth% Jan.-Jul.	Shares on total January	Shares on total July	Shares on sector January	Shares on sector 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
Total	-7.2	10.3	-3.0	-10.8	4.3	18.9	10.0	10.3	9.0	100.0	100.0
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
Total	4.7	7.5	-7.7	0.9	5.0	14.8	26.2	39.5	39.8	100.0	100.0
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
Total	8.0	12.2	-8.7	15.7	-8.8	7.7	25.8	19.3	19.4	100.0	100.0
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
Total	4.9	0.7	-11.6	-0.9	8.5	27.5	28.2	30.9	31.7	100.0	100.0
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
Total	4.2	6.6	-8.6	2.3	2.6	17.4	25.1	100.0	100.0	100.0	100.0

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 CLASS SIZE	Growth% Feb.-Jan	Growth% Mar.-Feb	Growth% Apr.-Mar	Growth% May.-Apr	Growth% Jun.-May	Growth% Jul.-Jun	Growth% Jan.-Jul.	Shares on total January	Shares on total July	Shares on sector January	Shares on sector 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
Total	34.0	2.6	0.3	35.6	-20.8	9.6	62.4	11.8	11.6	100.0	100.0
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
Total	31.8	11.3	-4.9	5.2	1.8	20.6	79.9	26.5	28.8	100.0	100.0
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
Total	19.1	20.1	-7.7	-1.6	3.9	17.2	58.1	32.8	31.4	100.0	100.0
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
Total	21.8	2.4	-8.9	0.4	7.0	32.2	61.4	29.0	28.3	100.0	100.0
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
Total	25.0	10.4	-6.3	5.5	0.0	21.1	65.3	100.0	100.0	100.0	100.0

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 ^(*)							
	LLMA	IDs	Share IDs %	Ratio%	LLMA	IDs	Share IDs %	Ratio%	Growth % LLMA	Growth % IDs	LLMA	IDs	Share IDs %	Ratio%	Growth % LLMA	Growth % 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
Total	300,411	114,172	100.0	38.0	327,988	125,178	100.0	38.2	9.2	9.6	318,882	120,864	100.0	37.9	-2.8	-3.4

Source: Istat- FTS, BR, LUA

(*) Provisional data

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