

Institutional sectoring – turnover and prices.

29th Voorburg group meeting

Dublin, Ireland

22-26 September, 2014

BtoE, turnover

- Division for foreign trade established in 2005 a survey for external trade with services (non-financial enterprises). Does not cover section L and and I. Survey is published at quarterly basis
- **Definition of population**
 1. Ingoing/outgoing cashflows >NOK 500 000
 2. Import transactions > NOK 50 000
 3. Enterprises within mining industry, with a joint VATnumber with an unit, fullfilling criteria 1 or 2.
 4. FATS units
 5. Units in the sample 4 years or more, reporting external trade
 6. Units within External ocean transport – turnover > 5 MNOK

BtoE, turnover

- Sample design
 - census for the 100 largest units, measured by total import and total export, based on cashflowregister
 - Census for the 50 largest units, measured by turnover
 - Census for 250 largest units measured by reported export/import, t-1
 - Census for the 15 largest units within each division measured by reported import/export t-1

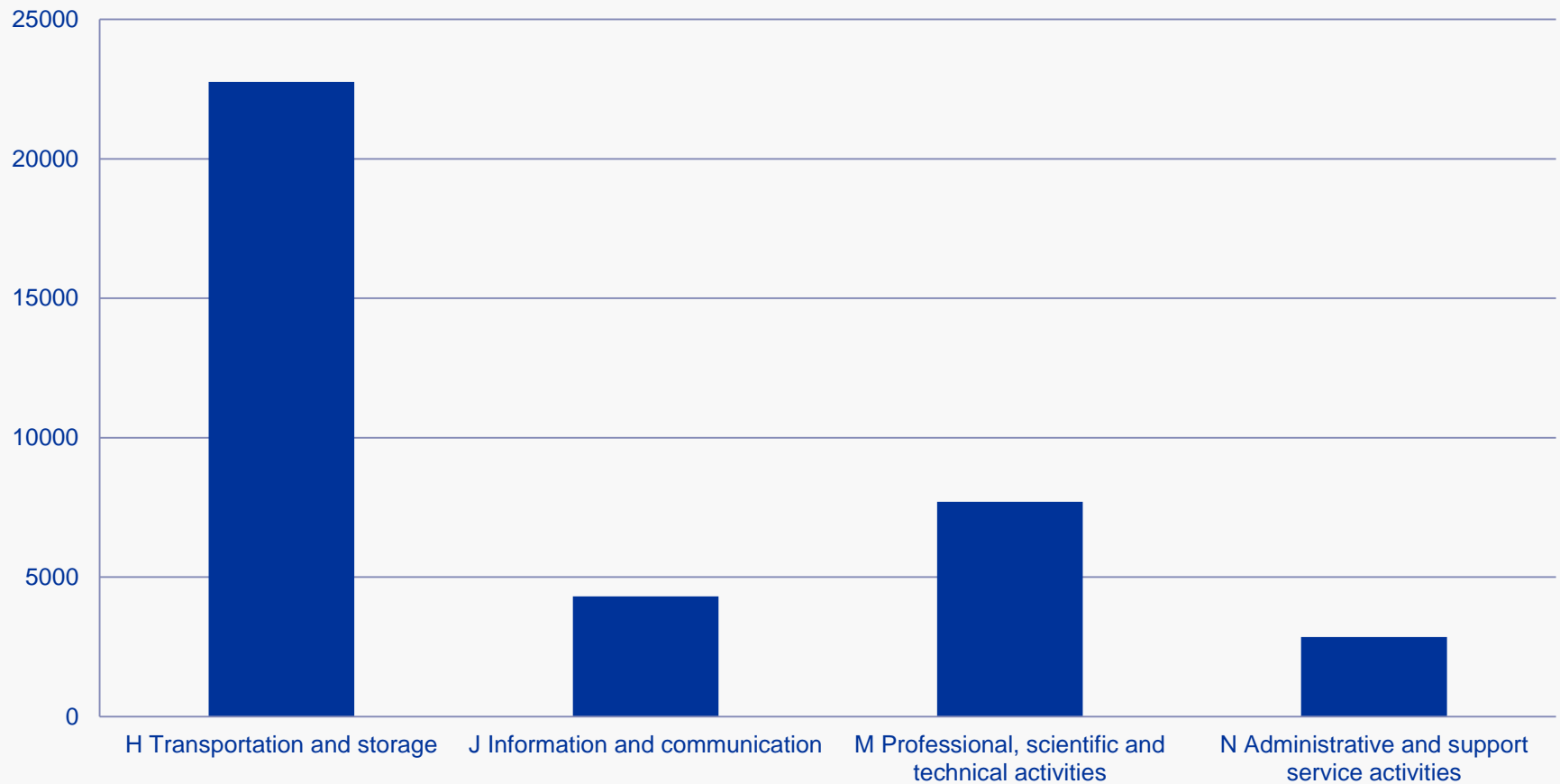
The rest of the sample (approximately 75 %) is selected by a simple stratified method

BtoE,turnover

- Questionnaire is electronic, includes:
 - CPA-item, countrycode of receiver, amount
- Sample is inflated to total strata by multiplying average reported figures by total number of units in Strata

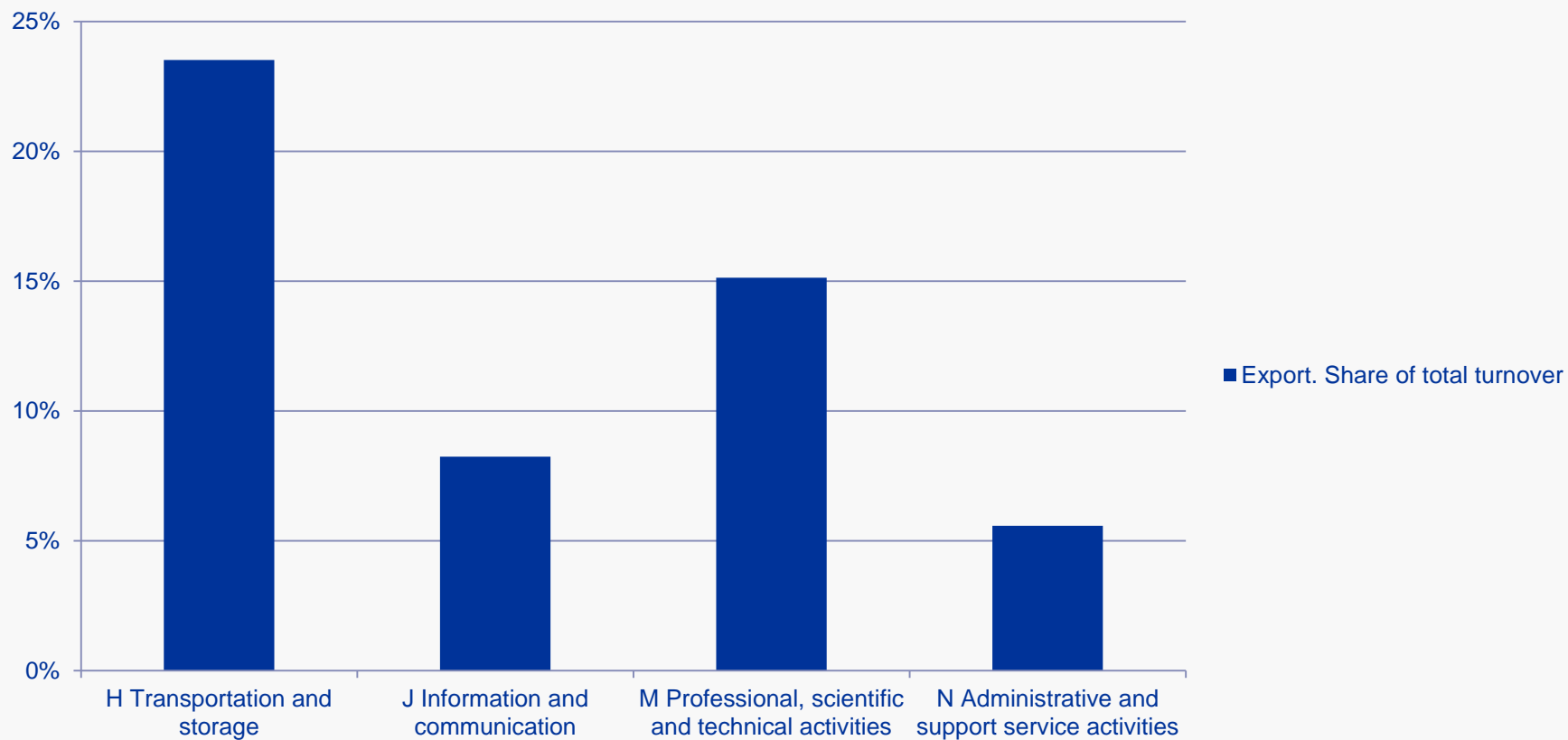
BtoE, turnover

Export of services. 1st quarter 2014. MNOK



BtoE,turnover

**Export of services. Share of total turnover. 2012.
SBS-survey/foreign trade survey**



BtoE, prices

- No explicit BtoE price surveys. SPPI for Sea and coastal water transport were stopped in 2012. For Car rental, prices for foreign tourists are collected (but not foreign enterprises), but not published
- NA uses SPPIs as a proxy for BtoE prices. Where SPPIs are not developed, wage-cost index is used as a proxy for the price development.
- For areas where consumption of foreign tourists are significant, CPIs for resident households are used as a proxy.
- Degree of challenge is so far limited within most areas, due low degree of export of services

BtoB, turnover

- No formal survey, splitting BtoB and BtoC – but other sources can be used:
- Information from CPA
- Information from SPPIs
- Information from National Account

BtoB, turnover. Legal activities. CPA 2012

Product	Transaction	Turnover (MNOK)	Turnover (per cent)
Legal advisory and representation services in criminal law	BtoB	1 745	13
Legal advisory and representation services in business/commercial law	BtoB	6 455	48,2
Legal advisory and representation services in labour law	BtoB	510	3,8
Legal advisory and representation services in civil law	BtoC	2 108	15,8
Patent and copyrights consultancy services	BtoB	129	1
Notarial services	?	112	0,8
Arbitration and conciliation services	?	287	2,1
Auction legal services	?	42	0,3
Other legal services	?	1 631	12,2
Other additional products	?	361	2,7

BtoB,turnover.

Accounting/auditing services.CPA 2012

Product	Transaction	Turnover (MNOK)	Turnover (per cent)
Financial auditing services	BtoB	6 865	31,2
Accounting services except tax returns	BtoB	3 753	17,1
Bookkeeping services	BtoB	4 702	21,4
Compilation services of financial statements and review services	BtoB	2 003	9,1
Payroll services	BtoB	1 183	5,4
Tax consultancy services including tax returns	?	1 565	7,1
Insolvency and receivership services	?	49	0,2
Other additional products	?	1 883	8,6

BtoB-turnover. Info from SPPI

- Within Car rental, turnover (and no.of transactions) are collected every quarter for SPPI purposes, within 3 customer categories:
 - Foreign tourists
 - Households
 - Private/public enterprises

Distribution of turnover among the 3 groups could be used as a proxy for the two sectors.

- For NACE 69.1 and 69.2 turnover for different products are collected every second year (weights). Could also be used.

BtoB turnover – Info from NA

- IO tables can provide some information concerning BtoB turnover, especially within industries where:
 - Output in basic prices (and total use) approximately equals turnover
 - Export is limited – or we have information how export is divided between BtoB/BtoC
 - Consumption of households is insignificant (BtoB=BtoA)

BtoB turnover – Info from NA

2011 figures. Total use. MNOK

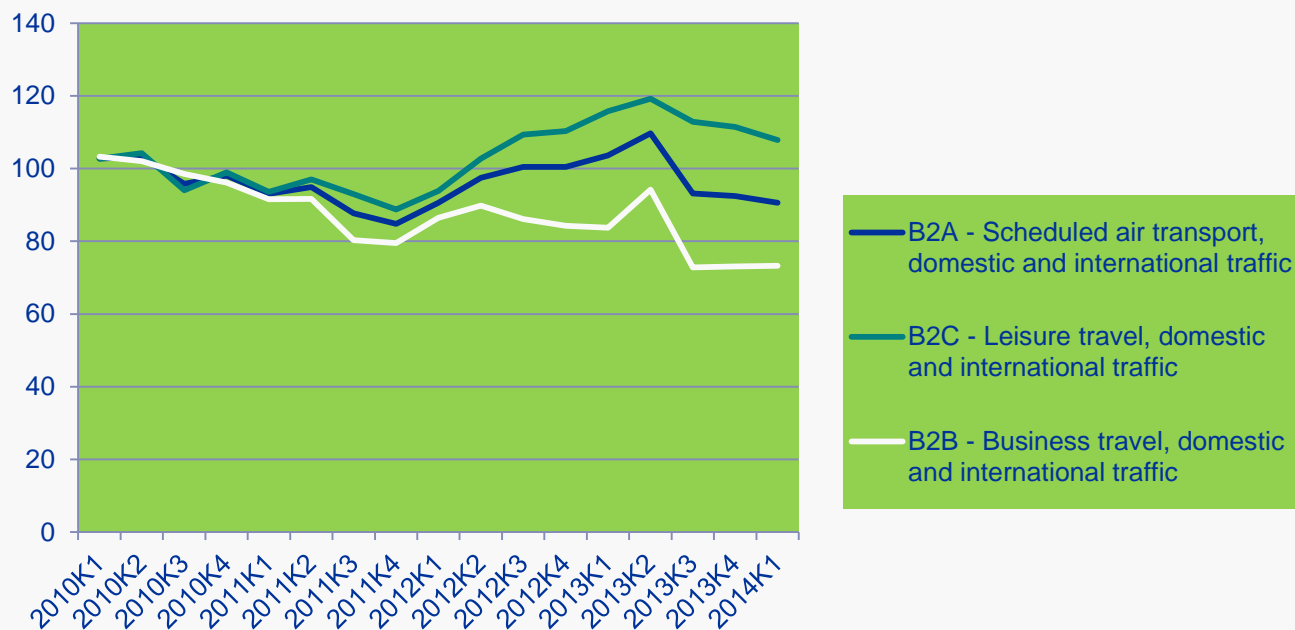
Industry	Total use, industries	Consumption by households	Final consumption expenditure	Gross Capital formation	Exports	Total use	Turnover, SBS
NACE 78	20 676	0	0	7 485	1 057	29 218	29 204
NACE 55-56	17 371	18 731	18 740	596	30 681	67 389	63 827

BtoB - prices

- Only a minority number of the current SPPIs distinguish between BtoB/BtoC price developments.
- Three areas have BtoB price indexes
 - Airtransport of passengers.
 - Postal and courir activities. Only BtoB data are collected
 - Legal activities. Public institutions are not included in the BtoB index

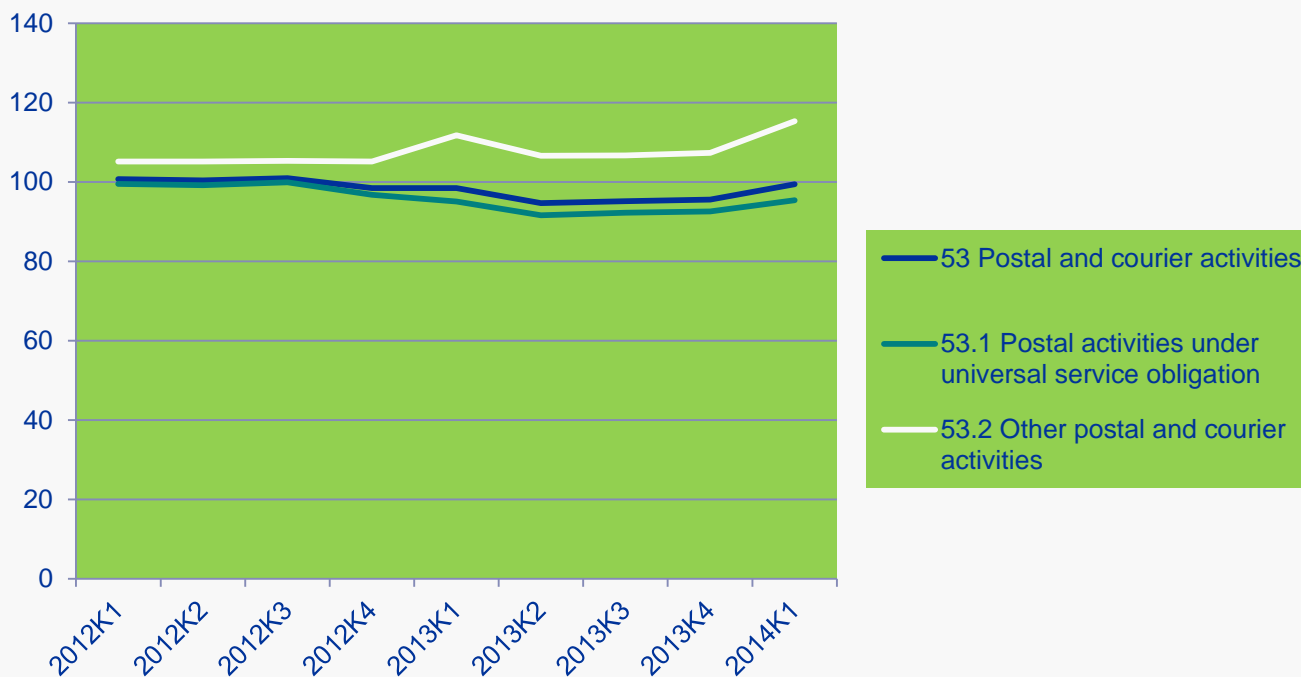
BtoB, Prices. Airtransport

Passenger air transport, price index (2010=100)



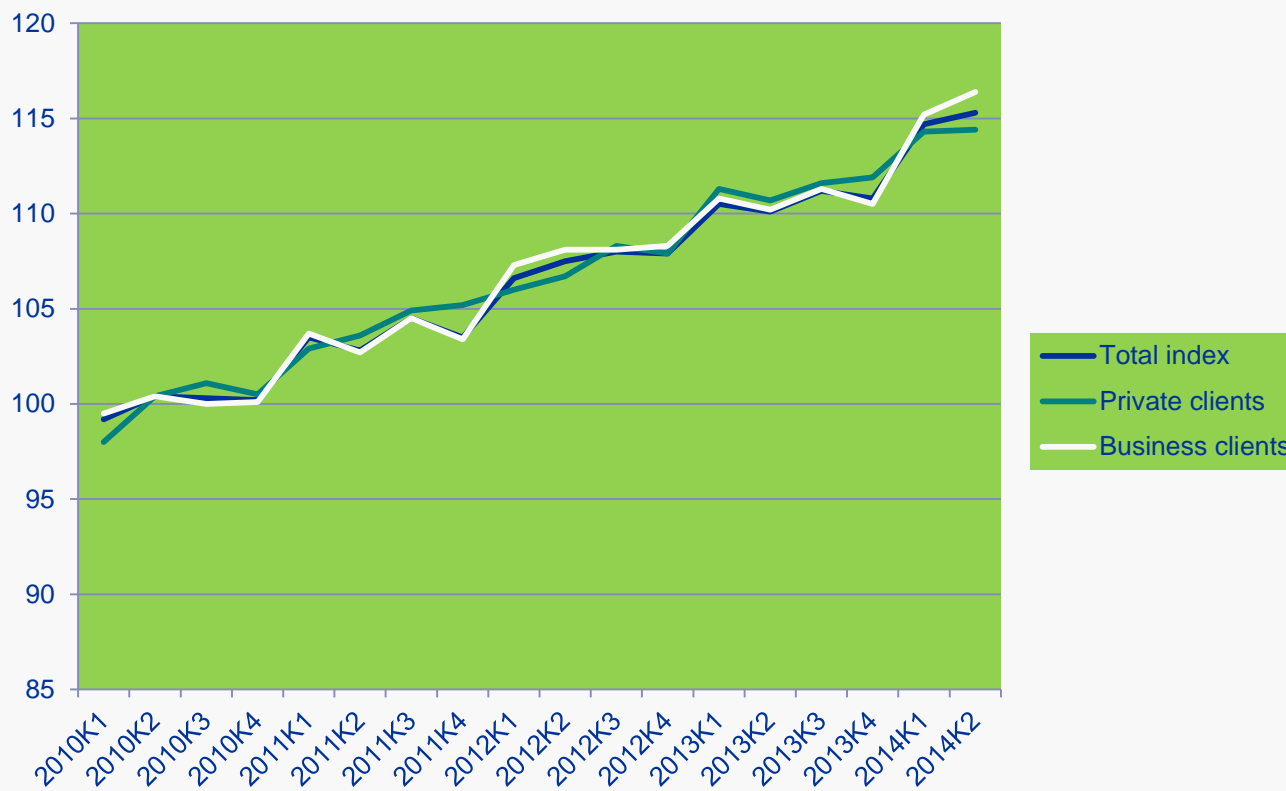
BtoB, Prices. Postal/courier services

Postal and courier activities, (BtoB) price index (2010=100)



BtoB, Prices. Legal activities

Legal activities, price index (2010=100)



SPPIs – BtoB proxy at 2.digit level or ?

SPPIs developed	Division	Can be used as BtoB proxy, 2.digit level
49.41	49	Yes, with some assumptions
51.1	51	Yes
52.1, 52.24	52	No, low coverage rate
53.1+53.2	53	Yes, BtoB index
62.	62	Yes
69.1+69.2	69	Yes
70.2	70	Yes. BtoA=BtoB
71.11+71.121+71.2	71	No. Coverage rate = 0,35
73.1	73	Yes, with some assumptions
77.1	77	No
78.	78	Yes. BtoA=BtoB
80 (feb. 2015)	80	Yes, BtoB index will probably exist
81.2	81	Yes, with some assumptions