Organisation of conventions & tradeshows
ISIC 82.3
Statistics Netherlands

Arthur Giesberts and Robbert de Ruijter
The organisation of Conventions and Tradeshow is classified in ISIC class 82.3 and is about:
- the organisation, promotion and/or management of events, such as business and tradeshows, conventions, conferences and meetings

- Enterprises: 1 170
  - Legal form: 690 personally owned and only 480 privately or publicly quoted joint stock enterprises
  - Mostly size class small and more than three quarters (930) have only one person employed

– Contribution ISIC 82.3 to GDP approx. 0,05% (share of total value added)
– Contribution ISIC 75 to GDP approx. 0,05% (share of total value added)
  - NA production at basis prices € 3 838 million
  - NA gross value added at € 1 927 million.
Publically available statistics ISIC 82.3

Business demography: starting Q1 2007
- By legal form and size class

- Labour, operating returns, costs and results

STS turnover: starting 2006 Q1
- Index (2005) and year-on-year changes (2006): without volume

STS prices: not available

Business sentiment statistics: starting 2014 Q1
- Turnover, orders, labour, prices, economic climate, etc.

Bankruptcies: starting 2009 M1
### Organisation of conventions and tradeshows: ISIC 82.3*

<table>
<thead>
<tr>
<th>Values x € 1 000</th>
<th>Size</th>
<th>Enterprises</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>% Small</td>
</tr>
<tr>
<td>Persons employed</td>
<td>All</td>
<td>&lt; 10</td>
</tr>
<tr>
<td># Enterprises</td>
<td>1 029</td>
<td>990</td>
</tr>
<tr>
<td># Persons employed</td>
<td>5 197</td>
<td>2 460</td>
</tr>
<tr>
<td># Persons employed in FTE</td>
<td>4 321</td>
<td>2 082</td>
</tr>
<tr>
<td>Turnover</td>
<td>590 865</td>
<td>142 410</td>
</tr>
<tr>
<td>Value added</td>
<td>244 259</td>
<td>59 877</td>
</tr>
<tr>
<td>Personnel costs</td>
<td>159 561</td>
<td>32 714</td>
</tr>
<tr>
<td>Total costs</td>
<td>519 747</td>
<td>121 264</td>
</tr>
</tbody>
</table>

Source: Structural Business Statistics, NACE Rev. 2, 2013
* The 82.3 data is provisional data for the purpose of this report only and not to be cited.
Enterprises and turnover by size (persons employed)

- **Large**: 250 >
- **Medium**: 50 < 250
- **Small**: 10 < 50
- **Small < 10 empl.**

Source: Statistics Netherlands - SBS + Business demography 2013
Quarterly turnover changes (index 2010 = 100)

Source: Statistics Netherlands
Previous research (implemented)
- VAT-data
  VAT-data enables a very efficient and high quality process. It works well for quarterly statistics.

<table>
<thead>
<tr>
<th>Turnover process details 2015 Q2</th>
<th># ISIC 82</th>
<th># ISIC 82.3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of enterprises</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Enterprises surveyed</td>
<td>43</td>
<td>10</td>
</tr>
<tr>
<td>Enterprises with VAT records (turnover &gt; 0)</td>
<td>8 063</td>
<td>885</td>
</tr>
<tr>
<td>Percentage with Quarter-on-Quarter turnover &gt; 0</td>
<td>90%</td>
<td>67%</td>
</tr>
<tr>
<td>Births (both administrative and actual)</td>
<td>1 041</td>
<td>95</td>
</tr>
<tr>
<td>Deaths (both administrative and actual)</td>
<td>561</td>
<td>80</td>
</tr>
</tbody>
</table>

New research:
- Nowcasting of monthly turnover
  Feasibility of using nowcasting techniques based on a limited number of monthly VAT-data, and some surveys among crucial enterprises. Quality will be less and quarterly benchmarks necessary.

- Standard Business Reporting (SBR+RGS)
  Feasibility of SBR (system2system communication) in combination with what we call Reference General ledger System (RGS: a sort of bookkeeping Esperanto). The idea is to use massive dumps by bookkeeping or accountant firms of their clients annual business accounts instead of surveys and to reduce administrative burden. We expect this to work well for smaller enterprises both for STS and SBS statistics.
STS Price change

- No SPPI available yet
- Currently other SPPI’s are used as approximation for NA
- Research has been done and for FRIBS a SPPI may be developed after 2018
- A model price method which can be based on repeated services is the best method for this class of services
Business sentiment

Balance  % positive and negative answers: 2015 III

Source: Statistics Netherlands
Bankruptcies

Number of bankruptcies

Source: Statistics Netherlands
# National accounts: ISIC 82

**GDP, production and expenditures; output and income by activity**

**June 24 2015 | more info**

<table>
<thead>
<tr>
<th>Periods</th>
<th>Sector/branches (SIC 2008)</th>
<th>82 Other business services</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Value added from the output</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Value at prices of 2010</td>
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<tr>
<td></td>
<td></td>
<td>Output basic prices</td>
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<tr>
<td></td>
<td></td>
<td>Intermediate consumption</td>
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<tr>
<td></td>
<td></td>
<td>Gross value added basic</td>
</tr>
<tr>
<td></td>
<td></td>
<td>prices</td>
</tr>
<tr>
<td>2010</td>
<td></td>
<td>3 727</td>
</tr>
<tr>
<td>2011</td>
<td></td>
<td>3 545</td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td>3 547</td>
</tr>
<tr>
<td>2013**</td>
<td></td>
<td>3 617</td>
</tr>
<tr>
<td>2014*</td>
<td></td>
<td>3 838</td>
</tr>
</tbody>
</table>

Conclusions, issues and challenges

- At 3 digits not a compulsory STS statistic for Eurostat (nor within FRIBS)
  - STS turnover at 3 digits would be possible as it efficient enough with VAT-data
  - No SPPI will be developed (not for STS nor for SBS), at 2 digits it may be developed after 2018
  - The frequency of turnover (at 3 digits) will main remain quarterly (and perhaps monthly after 2018)
  - No quarterly volume will be developed at 3 digit, but at 2 digit it probably will after 2018
  - Unless Statistics Netherlands finds a paying customer

- SBS, STS and NA estimates will remain to be different due to different concepts, timing and methodology
  - Differences between STS and SBS will be reduced using VAT-data
  - Differences between STS and NA are conceptual and caused by a.o. the dynamics within the economy that is handled differently
  - Differences between SBS and NA are conceptual and will remain
  - A specific department exists to deal with consistency of SBS, STS, FATS, etc. data of large and complex enterprises.

- Research
  - Nowcasting for monthly estimates
  - SBR + RGS to reduce administrative burden
Thank you

Questions now?

Questions later: A.Giesberts@cbs.nl

“I knew I should have started planning a week sooner...”