

**DISCUSSANT'S REMARKS ON MINI-
PRESENTAION
FOR ORGANIZATION OF CONVENTIONS
AND TRADE SHOWS (ISIC 8230)**

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MINI-PRESENTATIONS

- Mini-presentation on Turnover/Output for the Organisation of Convention and Trade Shows in Sweden, Statistics Sweden, Eva-Marie Gustafsson
- Turnover and output regarding Organisation of conventions and tradeshows in Sweden, Statistics Netherlands, Robbert de Ruijter
- Turnover and Output Measurement for 8230 Organisation of Conventions and Trade Shows in Germany, Statistisches Bundesamt – Federal Statistical Office of Germany, Dr. Jutta Oertel
- Mini-presentation for SPPI on: CPA 82.30 Convention and trade show organisation services in Sweden, Statistics Sweden, Marcus Fridén



TURNOVER/OUTPUT MEASUREMENT

- Annual turnover/Short-term turnover – data sources: sample surveys, administrative data

DEFLATOR

- SPPI – works in progress
- Nowadays – similar SPPI used – IT-SPPI, SPPI for 69.2



MARKET CONDITIONS AND CONSTRAINTS

- Population – dominated by small-sized enterprises...
However, large and medium-sized enterprises makes majority of turnover



HOMOGENEOUS INDUSTRY - ON THE BASE OF TURNOVER BY PRODUCT

The Netherlands

- NACE 82.3 turnover comes from *Convention and trade organisation services* (CPA 823) as well as *Rental and operating services of own or leased non-residential real estate* (CPA 68.20.12), *Performing arts event promotion and organisation services* (CPA 90.02.12), etc.
- 55% of NACE 82.3 turnover comes from *Convention and trade organisation services* (CPA 823), 2% from *Food and beverages serving*

Poland

- 94,6% of NACE 82.3 turnover comes from *Convention and trade organisation services* (CPA 823), 1,8% from *Rental and operating of own or leased real estate* (CPA 682), 1,1% from *Non-specialised wholesale trade* (CPA 469), etc.
- and...
- 92,3% of turnover from *Convention and trade organisation services* (CPA 823) is generated in NACE 823, 1,0% in NACE 58.1 *Publishing of books, periodicals and other publishing activities*, 1,0% in NACE 73.1 *Advertising*

Convention and trade organisation services (CPA 823) - package of services which comprises renting of premises, marketing, security services, audio-visual services, catering services, stand building services, office administrative services, organizing, etc.

As a result ...



As a result ...

- provider of service can act as an intermediary between exhibitor and suppliers
- it may cause high rate of reselling
- the charges for service includes all costs for services provided by third parties – gross price

What method should be applied – gross or net?

What pricing method should be used to reflect the economic reality?



○ **What about events with overnight staying?**

They are covered by 82.3, they are included in NACE 55.1 Hotel and similar accommodation activities.

On the other side... one-day conference activities are provided by Hotel and similar accommodation activities

○ **Seasonality?**

Conventions and trade shows – seasonal events and the package of provided services depends differs between various events.



