

Miscellaneous business, professional and technical services: the European Union was the largest international trader over the period 1994-2000

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Statistics
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ECONOMY AND
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BALANCE OF PAYMENTS
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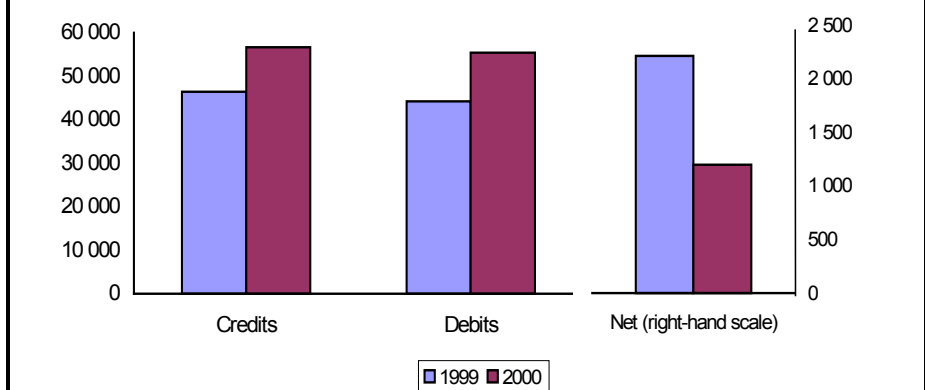
EU Member States' contributions to total intra- and extra-EU transactions in miscellaneous business, professional and technical services: the United Kingdom, Germany, France and the Netherlands on top in 2000 6

In recent years, the heterogeneous group of *miscellaneous business, professional and technical (MBPT) services*¹ experienced significant upward movements in its external credit and debit transactions. In 2000, total (credits+debits) extra-EU MBPT services amounted to EUR 112.1 bn. The EU balance with extra-EU countries registered a surplus of EUR 1.2 bn in 2000 with increases in exports of 22% and imports of 25%.

As regards its sub-components, *other miscellaneous business, professional and technical services* registered the biggest share (26%) of EU total external transactions in MBPT services.

From 1994 to 2000, the EU's transactions in MBPT services with the rest of the world (extra-EU) more than doubled, positioning the European Union as the largest operator in the world. External transactions in MBPT services represented 45% of total EU transactions in this type of services. The EU was a net importer of these services with the USA, its main partner, and Canada, and was a net exporter with Japan. The main contributors to extra-EU transactions in MBPT services in 2000 were the United Kingdom, Germany, France and the Netherlands.

Extra-EU transactions in miscellaneous business, professional and technical services in 1999 and 2000 – Credits, debits and net (Mio EUR)



¹ The item 'miscellaneous business, professional and technical services' includes the following sub-components: legal, accounting, management, consultancy and public relations services; advertising, market research and public opinion polling services; research and development services; architectural, engineering and other technical services; agricultural, mining and on-site processing services; other miscellaneous business, professional and technical services; services between affiliated enterprises, n.i.e. (for more details on the nature of each singular sub-item, see the methodological notes at the end of this document).



EU miscellaneous business, professional and technical services in surplus with extra-EU countries in 2000

In 2000, total extra-EU transactions in *MBPT services* amounted to EUR 112.1 bn representing 45% of the total EU transactions (including intra-EU flows) in *MBPT services*.

The EU's external balance in *MBPT services* achieved a surplus of EUR 1.2 bn in 2000 compared to a value of EUR 2.2 bn in 1999. This contraction of *MBPT services* surplus was due to a larger increase in 2000 of imports (+EUR 11.2 bn) than exports (+EUR 10.2 bn), which led to an overall expansion of the EU's external total transactions of 24%.

As part of the aggregate *Other business services*², *MBPT services* saw their exports experience the largest expansion compared to the other two sub-components. As a result, their share in *Other business services* exports rose significantly from 74% in 1999 to 79% in 2000. Furthermore, the increase of 14% registered in 2000 in the exports of *Other business services* was entirely due to *MBPT services*.

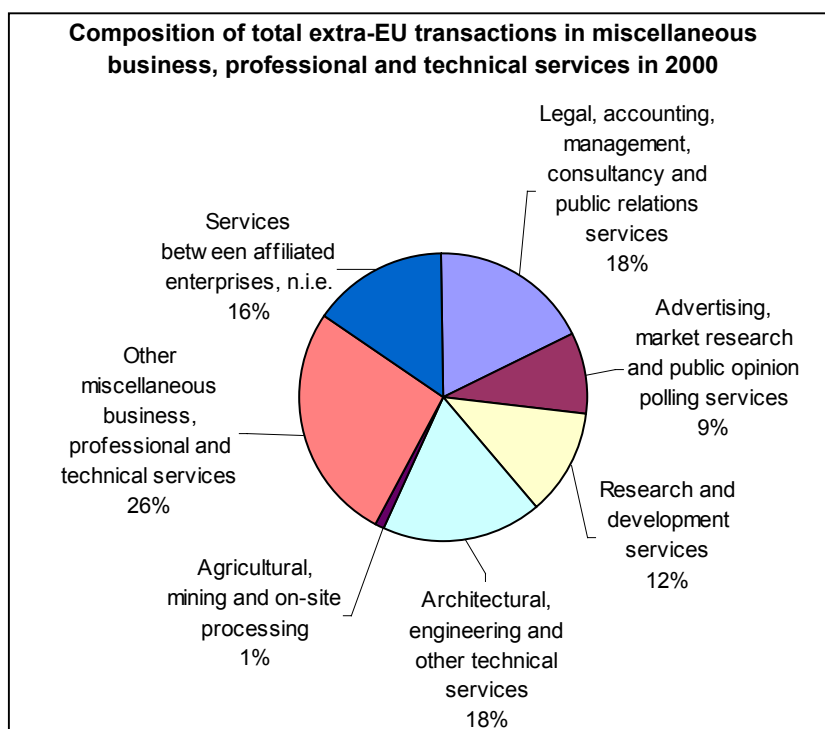
Composition of miscellaneous business, professional and technical services: the residual *other miscellaneous business, professional and technical services* ranked first accounting for a share of 26% in 2000

According to the classification developed in the fifth edition of the International Monetary Fund Balance of Payments Manual integrated into the OECD-Eurostat classification, the *MBPT services* breakdown consists of the following sub-items³: *legal, accounting, management, consultancy and public relations services*; *advertising, market research and public opinion polling services*; *research and development services*; *architectural, engineering and other technical services*; *agricultural, mining and on-site processing services*; *other miscellaneous business, professional and technical services*; *services between affiliated enterprises, n.i.e.*

In 2000, the distribution of these different sub-components in the total extra-EU *MBPT services* showed that the biggest share was registered for *other miscellaneous business, professional and technical services* (26%).

Both *legal, accounting, management, consultancy and public relations services* and *architectural, engineering and other technical services* recorded a share of 18%.

At the same time, *services between affiliated enterprises, n.i.e.* accounted for 16%, whereas *research and development services* reached a share of 12%. *Advertising, market research and public opinion polling services* represented 9% of the total extra-EU *MBPT services* whilst the lowest share was attributable to *agricultural, mining and on-site processing services* with 1%.



Looking at the sub-balances of the components of *MBPT services* with extra-EU countries, it is possible to analyse their respective contribution to the balance of the aggregate. *Services between affiliated enterprises, n.i.e.* recorded the largest deterioration of the balance moving from EUR -2.0 bn in 1999 to EUR -2.7 bn in 2000. Similarly, *research and development services* surplus decreased to EUR 1.8 bn in 2000 after a value of EUR 2.2 bn in 1999. Moreover, deficits in *legal, accounting, management, consultancy and public relations services* and *agricultural, mining and on-site processing services* also deteriorated to EUR -1.6 bn and EUR -0.2 bn in 2000 respectively (with corresponding decreases of EUR 0.2 bn and EUR 0.1 bn relative to 1999).

² The item '*Other business services*' includes the three sub-items: *merchandising and other trade-related services*; *operational leasing*; *miscellaneous business, professional and technical services*.

³ For detailed information regarding each sub-item, see the methodological notes at the end of this document

By contrast, the deficit in *advertising, market research and public opinion polling services* experienced a contraction of EUR 0.3 bn relative to 2000 and *other miscellaneous business, professional and technical services* registered an increase of its surplus of 7% to EUR 3.9 bn in 2000. As a result of these improvements, the negative effects of the other sub-components were partially offset. Finally, the *architectural, engineering and other technical services* surplus remained almost at the same value as 1999 at EUR 1.8 bn.

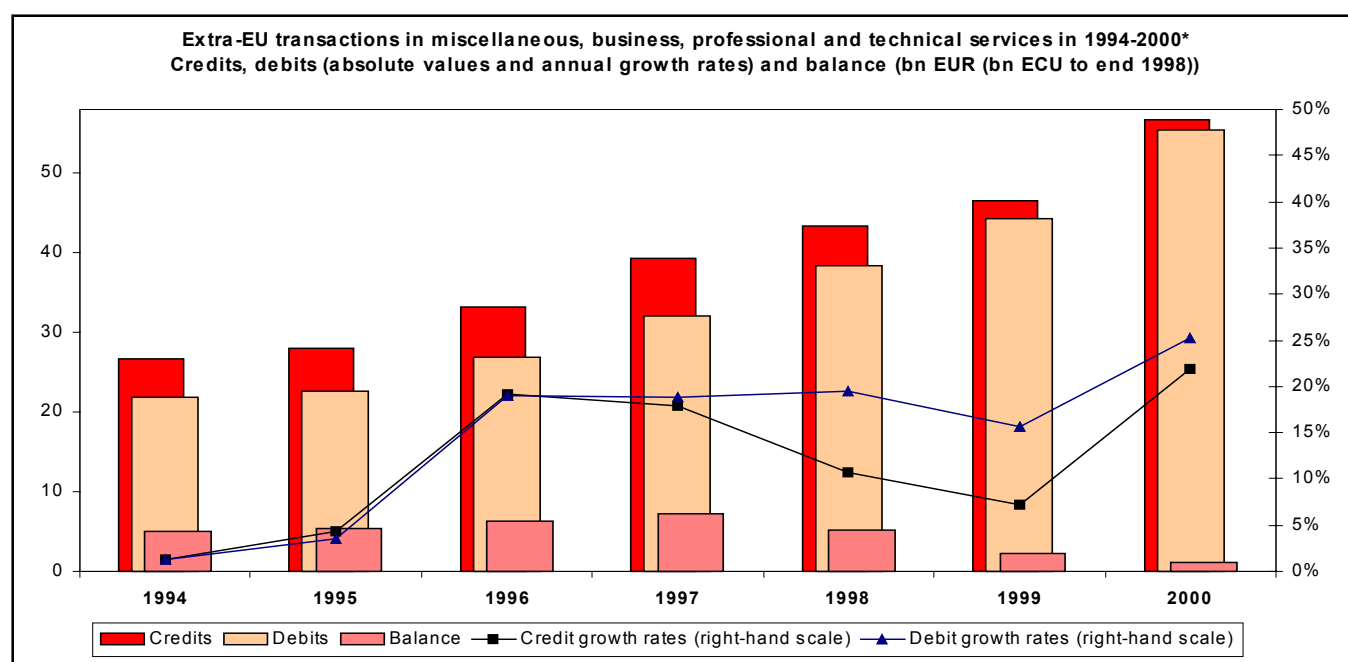
Breakdown of the extra-EU miscellaneous business, professional and technical services

	Mo EUR								
	Credits			Debits			net		
	1999	2000	var %	1999	2000	var %	1999	2000	diff
Miscellaneous business, professional and technical services	46 471	56 643	22%	44 256	55 445	25%	2 215	1 198	-1017
<i>Legal, accounting, management, consultancy and public relations services</i>	7 467	9 280	24%	8 798	10 844	23%	-1 331	-1 564	-233
<i>Advertising, market research and public opinion polling services</i>	2 919	4 172	43%	5 043	6 035	20%	-2 124	-1 863	261
<i>Research and development services</i>	6 612	7 498	13%	4 421	5 741	30%	2 192	1 758	-434
<i>Architectural, engineering and other technical services</i>	9 635	10 800	12%	7 796	8 969	15%	1 838	1 831	-8
<i>Agricultural, mining and on-site processing</i>	388	403	4%	451	579	28%	-63	-176	-114
<i>Other miscellaneous business, professional and technical services</i>	13 890	17 148	23%	10 235	13 240	29%	3 655	3 908	253
<i>Services between affiliated enterprises, n.i.e.</i>	5 557	7 343	32%	7 514	10 037	34%	-1 958	-2 694	-736

Total extra-EU imports and exports in *services between affiliated enterprises, n.i.e.* revealed the highest growth rate of 33% with a value of EUR 17.4 bn in 2000. Total extra-EU transactions in *advertising, market research and public opinion polling services* also registered a significant growth of 28% totalling EUR 10.2 bn mostly due to the strong increase in exports of 43%. This growth partially narrowed the deterioration of the overall balance in *MBPT services*.

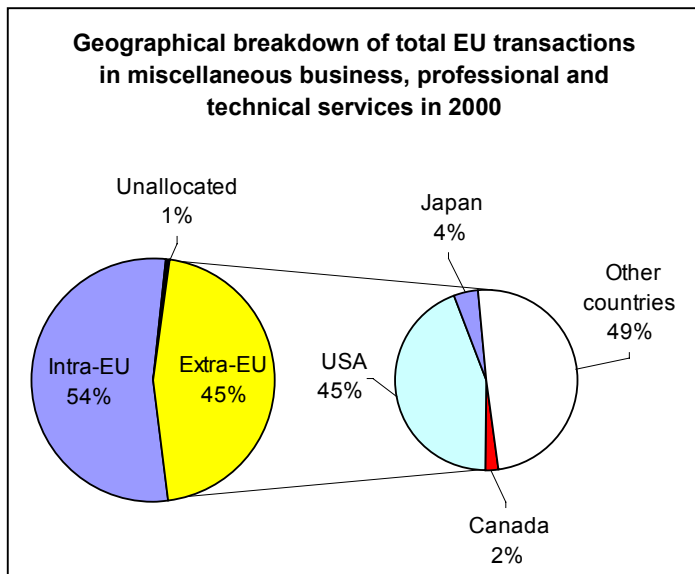
Extra-EU trade in miscellaneous business, professional and technical services more than doubled from 1994 to 2000

Over the last seven years, EU transactions in *MBPT services* with extra-EU countries more than doubled reaching EUR 56.6 bn for exports and EUR 55.4 bn for imports in 2000. Over the period 1994-1997, growth rates for imports and exports followed almost the same levels. This resulted in a steady increase of the *MBPT services* surplus from ECU 4.9 bn in 1994 up to its largest value of ECU 7.2 bn in 1997. Afterwards, during the period 1998-2000 debits expanded faster than credits with the consequent deterioration of the balance in *MBPT services* to its lowest value of EUR 1.2 bn in 2000; a worsening of EUR 6.0 bn compared to 1997. It is important to notice that during 1998 and 1999 the growth rates of both transactions decelerated (from 1998 onwards for credits and 1999 for debits). This slowdown was contrasted by an upturn in growth in both transactions in 2000. The cover ratio (expressed by the value of exports divided by imports) registered decreasing values in the last three years (moving from 122% in 1997 to 102% in 2000) confirming the rising weight of imports compared to exports in this type of services.



*Eurostat estimates from 1994 to 1998. Intra-EU transactions are excluded.

Geographical breakdown of EU *miscellaneous business, professional and technical services*: the USA was the main partner trading with the European Union in 2000



In 2000, EU total trade in *MBPT services* accounted for 54% inside the EU and for 45% outside the EU – the same proportion as in 1999.

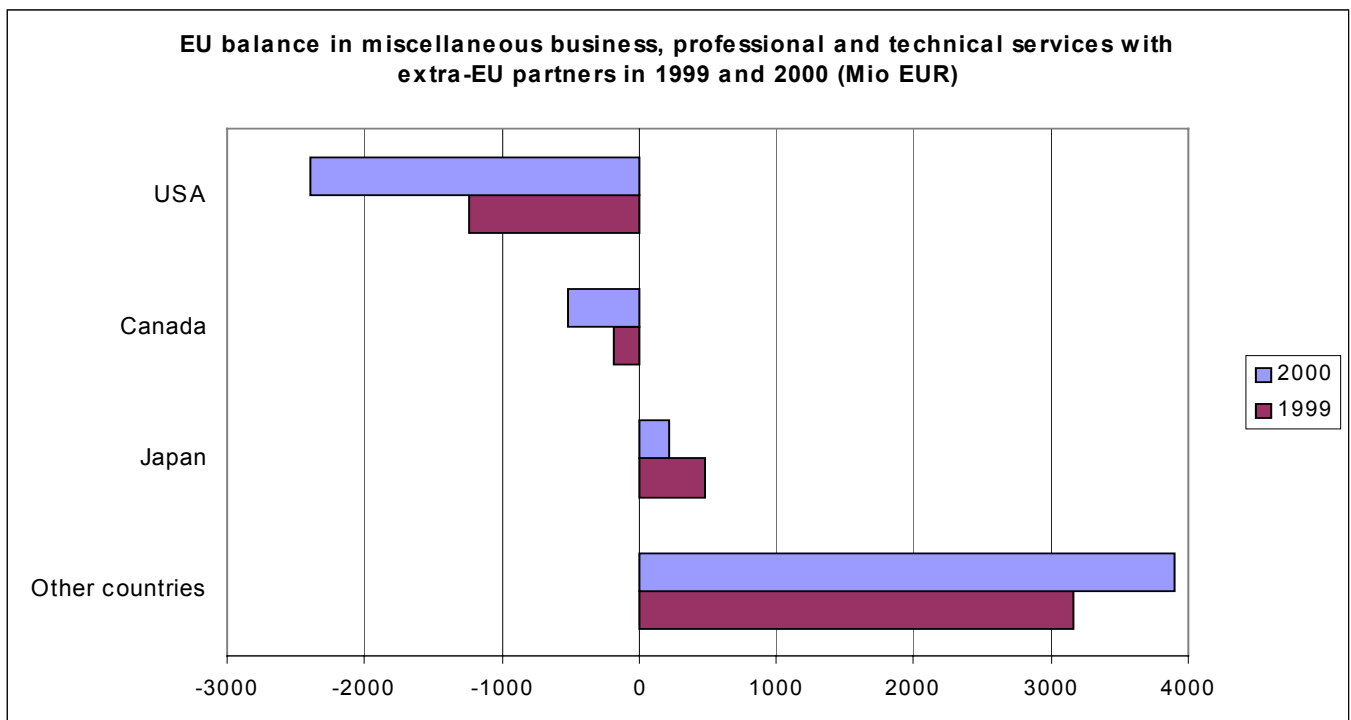
Concerning the geographical breakdown⁴ in these services outside the Union, the USA remained the main partner over the last few years accounting for 45% of total extra-EU transactions in *MBPT services* in 2000.

Such leadership yielded total transactions of EUR 50.0 bn with this partner in 2000 with corresponding export and import annual growths of 28% and 32% respectively. Partner Japan represented a lower share of 4% of total extra-EU transactions in *MBPT services*, followed by Canada with 2% – both remaining almost unchanged compared to the year before. Consequently, other extra-EU partners ('Other countries') accounted for 49% of total extra-EU transactions in *MBPT services*.

Both in 1999 and 2000, the EU was a net importer of *MBPT services* with partners USA and Canada and a net exporter with partner Japan.

During the last two years, the overall tendency with these partners showed a worsening of their balances as a result of a faster growth in imports compared to exports for the extra-EU transactions in this type of services. The deficit with partner USA expanded to EUR -2.4 bn in 2000, EUR -1.1 bn wider than in 1999. The balance with partner Canada also experienced a small deterioration of its deficit of EUR -0.3 bn relative to 1999. The same amount of deterioration was recorded in the balance with partner Japan, recording a surplus of EUR 0.2 bn in 2000.

On the other hand, the surplus with the 'Other countries' increased by EUR 0.7 bn compared to 1999, which contributed to attenuate the declines observed for the balances with the USA, Canada and Japan.



⁴ The geographical breakdown on *MBPT services* is available for the USA, Japan and Canada only. The residual zone 'Other countries' has been computed as the difference between the extra-EU aggregate and the sum of these selected partners.

EU, USA and Japan total trade in *miscellaneous business, professional and technical services*: highest average annual growth reached by the EU over the period 1995-2000

Total transactions in *MBPT services* of the European Union, USA and Japan show that the EU was the greatest international trader in the last six years, registering in 2000 a volume of transactions of about one and a half times larger than that of the USA and four times larger than Japan's.

Such predominance of the EU was sustained by an average annual growth over the period 1995-2000 of 17% against 14% for the USA and -6% for Japan.

Furthermore, during the same period the EU and the USA were both net exporters in *MBPT services*, contrasting with the position of Japan as net importer. However, although the volumes of transactions of the EU were the largest ones, the surpluses registered by the USA overcame those of the EU over the entire period. In fact, from 1995 to 2000 the cover ratio for the USA reached an average value of 149%, whereas the EU registered a lower value of 115% over the same period.

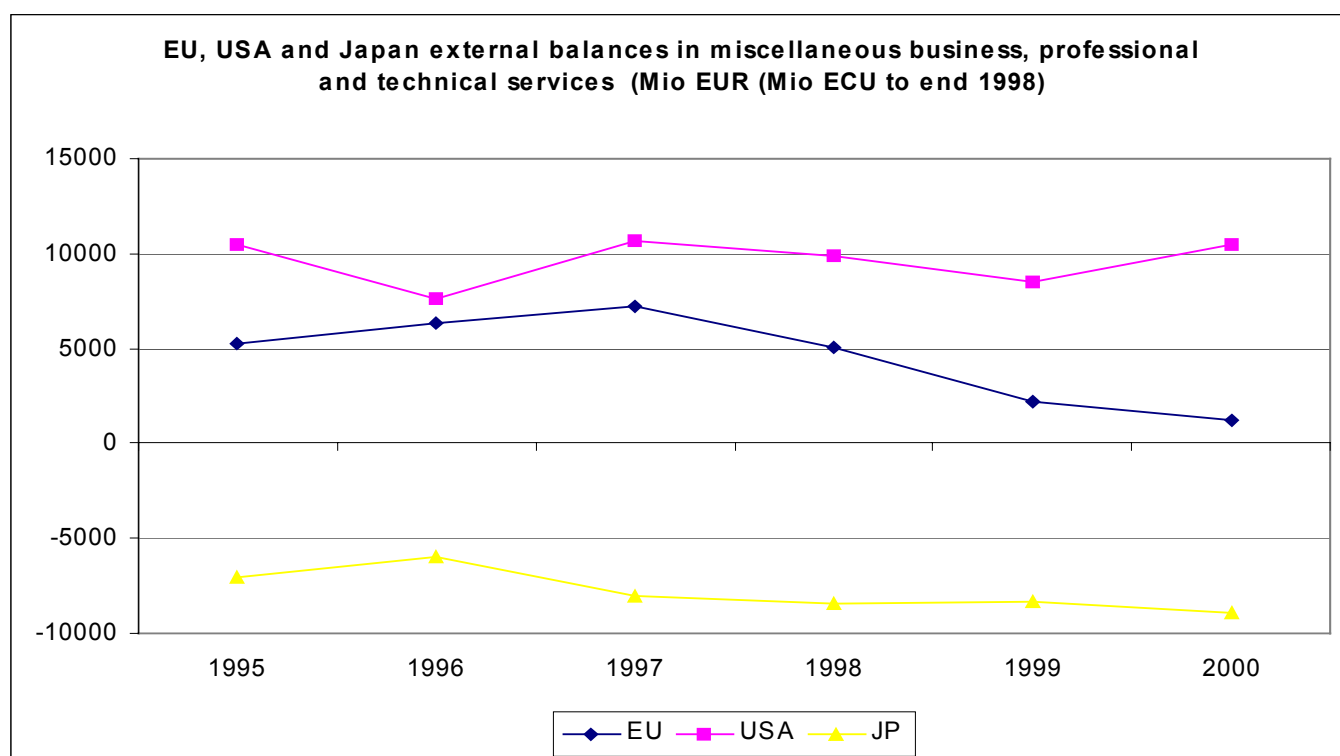
EU, USA and Japan total external transactions in miscellaneous business, professional and technical services

(Mio EUR (Mio ECU to end 1998))

	total credits and debits						average annual growth
	1995	1996	1997	1998	1999	2000	1995-2000
European Union	50 536	60 187	71 236	81 665	90 727	112 088	17%
USA	39 635	37 543	48 496	52 027	59 680	75 774	14%
Japan	39 522	29 119	27 864	25 474	25 760	29 222	-6%

The extra-EU balance in *MBPT services* followed an upward trend moving up to ECU 7.2 bn in 1997, but decreasing afterwards from this peak to reach its minimum of EUR 1.2 bn in 2000. In the case of the USA, the evolution of the balance followed a more irregular pattern, recording ups and downs over the period. The USA's surplus of ECU 10.5 bn experienced in 1995 contracted to its lowest value the year after (ECU 7.7 bn). Then it fluctuated from ECU 10.6 bn in 1997 to EUR 8.5 bn in 1999, to finally recover in 2000 to its former 1995 level.

Contrary to the EU and the USA, Japan held a continuous deficit over the period 1995-2000 that, after a contraction to ECU -6.0 bn in 1996, remained almost stable at the 1997 level of ECU -8.0 bn (recording a final value of EUR -8.9 bn in 2000).

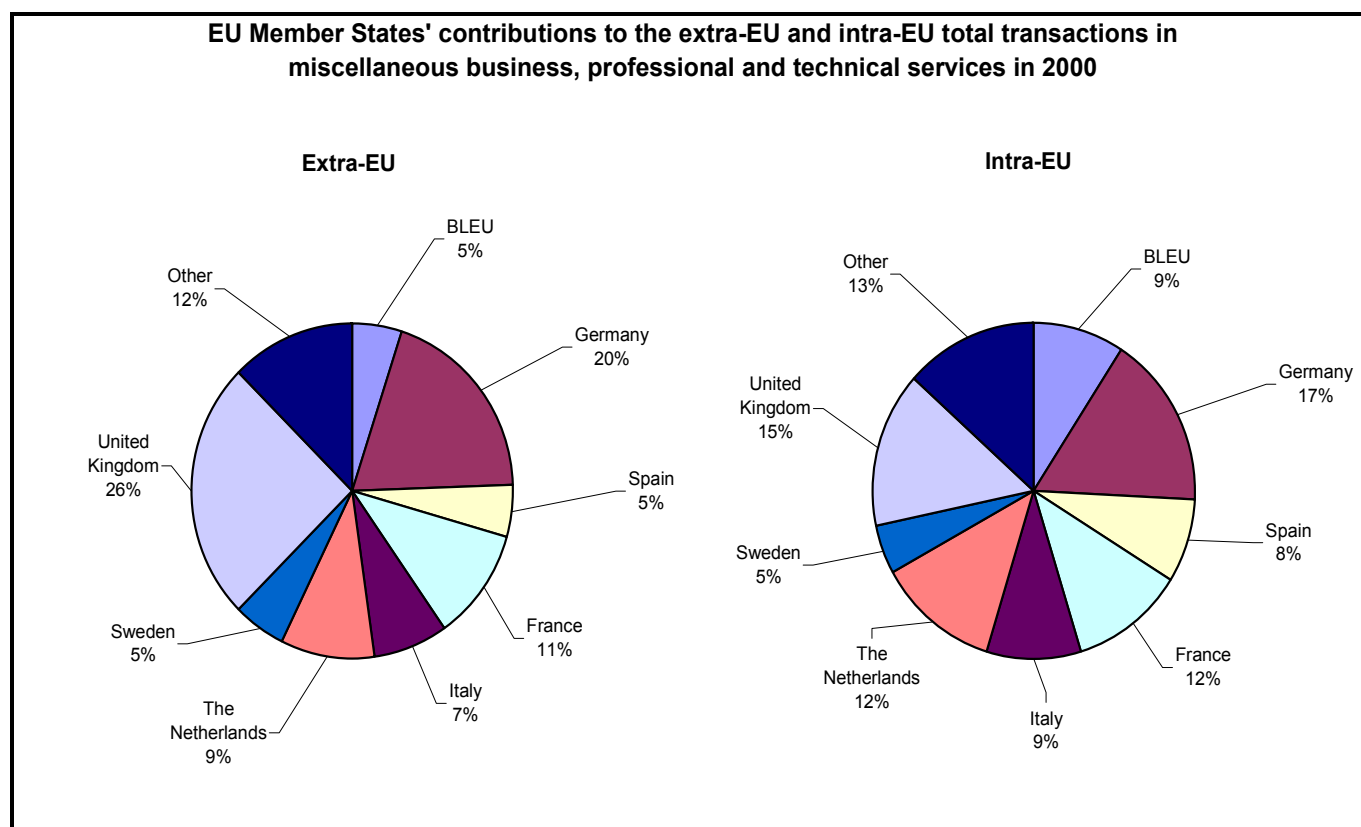


EU Member States' contributions to total intra- and extra-EU transactions in miscellaneous business, professional and technical services: the United Kingdom, Germany, France and the Netherlands on top in 2000

In 2000, the United Kingdom, Germany, France and the Netherlands were the main contributors of EU transactions in *MBPT services*, accounting for the largest shares of both intra- and extra-EU areas.

In percentage terms, the United Kingdom (26%), Germany (20%), France (11%) and the Netherlands (9%) totalled two thirds of the extra-EU total transactions in *MBPT services*.

Concerning transactions inside the Union, these Member States achieved the highest shares although less markedly (apart from the Netherlands): the United Kingdom (15%), Germany (17%), France (12%) and the Netherlands (12%) all together made up half of the intra-EU total transactions in these services.



Looking at the geographical breakdown of the total transactions of these main contributors, the United Kingdom can be identified as a country that oriented its transactions more outside (58%) than inside (42%) the EU, whereas the Netherlands traded more with EU countries (61%) than non-EU countries (39%). Germany registered a balanced situation with shares of 49% and 51% for extra-EU and intra-EU partners respectively, while France showed a less balanced structure with shares of 45% and 55% of its extra-EU and intra-EU partners.

➤ ESSENTIAL INFORMATION – METHODOLOGICAL NOTES

The data used in this issue of Statistics in Focus are from the Balance of Payments statistics.

The Balance of Payments (BOP) of the European Union is compiled as the sum of the harmonised balance of payments accounts of the fifteen Member States. The balance of payments of the EU institutions is added to the EU aggregate.

The methodological structure is that of the fifth edition of the International Monetary Fund Balance of Payments manual (BPM5).

According to the Joint OECD-Eurostat classification, as resulted from a disaggregation of the BPM5 classification, the item *miscellaneous business, professional and technical services* is one of the three sub-items of the aggregate *Other business services*, the others being *merchandising and other trade-related services* and *operational leasing services*.

In detail, *miscellaneous business, professional and technical services* cover the following services:

- Legal, accounting, management consulting, and public relation services: This item covers the provision (by/for residents for/by non-residents) of legal advice, representation, and documentation; accounting, auditing, bookkeeping, tax consultant services; and management consulting related to the provision of advice, guidance, or operational assistance to business. The coverage of this sub-item is identical to the corresponding BPM5 Services Sub-item (paragraph 264), except that it excludes services between affiliated enterprises which are shown separately in the joint Eurostat-OECD trade in services classification.
- Advertising, market research and public opinion polling transacted between residents and non-residents cover the design, creation, and marketing of advertisements by advertising agencies; media placement, including the purchase and sale of advertising space; exhibition services provided by trade fairs; the promotion of products abroad; market research; and public opinion polling abroad on various issues.
- Research and development services cover those services that are transacted between residents and non-residents and associated with basic research, applied research, and experimental development of new products and processes. In principle, such activities in the sciences, social sciences, and humanities are covered; included is the development of operating systems that represent technological advances. Also included is commercial research related to electronics, pharmaceuticals and biotechnology. Excluded are market research, technological studies and consultancy work.
- Architectural, engineering and other technical services cover resident/non-resident transactions related to architectural design or urban and other development projects; planning and project design and supervision of dams, bridges, airports, turnkey projects, etc.; surveying, cartography, product testing and certification, and technical inspection services.
- Agricultural, mining and on-site processing services cover:
 - a) services incidental to agriculture (providing agricultural machinery with crew, harvesting, treatment of crops, pest control, animal boarding, care and breeding services), hunting, trapping, forestry and logging, and fishing.
 - b) services rendered at oil and gas fields; drilling, derrick building, repair and dismantling services, oil and gas well casings cementing, services incidental to mineral prospecting and exploration, and geological surveying.
 - c) waste treatment and depollution services: treatment of radio-active waste, stripping work of contaminated soil, cleaning up of pollution and de-contamination services, sanitation.
 - d) other on-site processing: maintenance and repair of machinery (except transport and office machinery equipment) and on-site processing and treatment of any kind of product abroad not followed by an import.
- Other - miscellaneous business, professional, and technical services cover placement of personnel, security and investigation services, translation and interpretation, photographic services, building cleaning, etc.
- Services between affiliated enterprises, not included elsewhere is a residual category. It covers payments by affiliates to their parent companies representing contributions to their general management costs (for planning, organising and controlling) and reimbursements of expenses settled directly by parent companies, funds transferred by parent companies to affiliates for covering overhead expenses, and any other services between affiliated enterprises that cannot be broken into individual service categories.

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Manual on Statistics of International Trade in Services – final version September 2001 – (European Commission, International Monetary Fund, Organisation for Economic Co-operation and Development, United Nations, United Nations Conference on Trade and Development, World Trade Organisation.)

EU International Transactions - 2002 edition: European Commission - Eurostat

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➤ Reference publications

Title EU International Transactions – Data 1999-2000
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