Economy and finance

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European Union – Mediterranean countries: growing trade in services and investment

Trade in services between the European Union and the Mediterranean Partner Countries is increasing gradually. The balance, in favour of the Mediterranean countries, has almost doubled in ten years, mainly because of the development of tourism, while business services show a significant surplus in the EU's favour.

Foreign direct investments of the European Union in the region have shown strong growth for three years, reaching a record 15 billion euro in 2006.

Trade in services with and direct investment in the Mediterranean Partner Countries[1] (MPCs) are still growing slowly, although the trend over the past five years has picked up pace.

Exports of services from the MPCs rose by 31% between 2000 and 2005, whilst the growth in imports remained limited, at 18%. In parallel, following a significant drop in 2002, foreign direct investment (FDI) from the rest of the world to the MPCs has been rising, a trend which has speeded up since 2005, with a record amount of 42.9 billion euro invested in 2006. The MPCs (with the exception of Israel) remain net recipients of foreign direct investment, but there are signs of movement in direct investment in other countries by the MPCs.

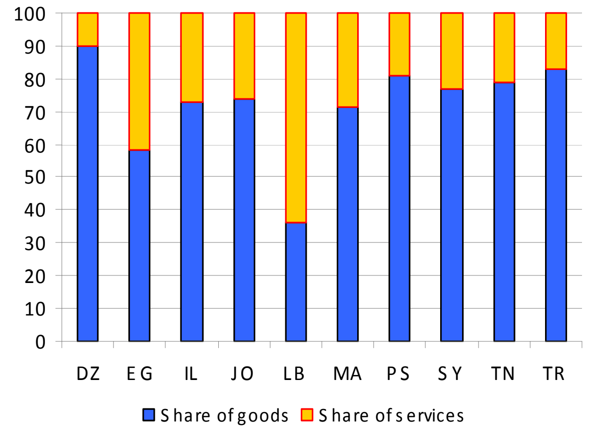
The European Union (EU) has been a driving force in trade in services with the MPCs, which grew between 2000 and 2005 faster than trade in goods (45% compared to 23% for exports and 77% compared to 37% for imports). FDI flows from Europe have also accounted for a significant share of total FDI in this region for several years now, with Turkey in particular having attracted considerable investment in 2005 and 2006.

One of the aims of the Barcelona Process (1995) is to establish, from 2010, a free trade zone between the ten MPCs and the EU covering trade in goods and services and foreign direct investment, including the right of establishment.

More than ten years after the launch of the Barcelona Process, the deregulation of trade in goods has moved significantly forward. Now, manufactured goods from the MPCs enter the European market free of all duties, and the Mediterranean countries have dismantled their own import barriers[2].

The liberalisation of trade in services and investment provided for in the Association Agreements between the EU and each of the MPCs is the subject of voluntary negotiations, based on the conclusions of the Conference of Trade Ministers held in Istanbul in July 2004 and on the Framework Agreement on Trade in Services signed at that conference. Action plans have already been signed with Morocco, Tunisia, Jordan and Israel pursuant to the European Neighbourhood Policy (ENP).

Figure 1: MPCs' trade in goods and services in 2005 (%)



[1] MPCs: Algeria (DZ), Egypt (EG), Israel (IL), Jordan (JO), Lebanon (LB), Morocco (MA), occupied Palestinian territory (PS), Syria (SY), Tunisia (TN), Turkey (TR)

[2] See European Commission – Trade issues

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STRUCTURE OF THE MPCs' TRADE IN SERVICES

Table 1, based on the balance of payments data of the MPCs, shows how trade in services developed for these countries between 2000 and 2005. It shows how the growth in trade in services (11% for exports and 5% for imports) remained lower than the growth in trade in goods (49% and 40% respectively), which meant that the share of services in total trade in goods and services (exports + imports) dropped back from 28% to 22%.

The situation varies, however, from country to country. Trade in services plays a major role in Lebanon (representing more than 60% of total trade) and Egypt (more than 40%). Conversely, at the other end of the spectrum, trade in goods is dominant in Algeria (90%) and Turkey (80%).

Trade in services between Europe and its Mediterranean partners between 2000 and 2005 grew faster than trade in goods (45% compared to 23% for exports and 77% compared to 37% for imports), which means that the share of services in total trade increased from 15.2% to 18.5%[3] (Table 2).

The share of the MPCs in the EU's total trade in services with the rest of the world is currently 3.9% (exports) and 7.6% (imports) – a breakdown by product can be found in Table 3.

It can be seen in Table 4, which attempts to estimate the share of the EU in the total trade in services of each of the MPCs[4], that Europe is a dominant trading partner of Turkey, Egypt, Morocco and Tunisia. However, its importance as a trading partner is clearly lower in the case of Israel and Lebanon.

Table 1: The MPCs' trade figures (billion EUR)

	Credit			Debit		
	2000	2005	Growth %	2000	2005	Growth %
Goods	122	182	49	159	223	40
Services	65	72	11	44	46	5

Source: balance of payments of the MPCs and Eurostat.

Table 2: Trade between the EU[3] and the MPCs (billion EUR)

	Credit			Debit		
	2000	2005	Growth %	2000	2005	Growth %
Goods	82.8	101.8	23	64.6	88.8	37
Services	10.9	15.8	45	15.6	27.6	77

Table 3: Share attributable to the MPCs in the EU's total trade in services in 2005 (%)

	Credit	Debit
Total services	3.9	7.6
Transport	4.2	8.3
Travel	4.7	15.7
Other services	3.5	3.4
Not allocated	6.2	2.2

Table 4: Trade in services between the MPCs and the EU and the rest of the world in 2005 (billion EUR)

	Rest of the world			**of which EU**		
	Credit	Debit	Balance	Credit	Debit	Balance
DZ	2.0	3.8	-1.8	1.1	2.0	-0.9
EG	11.4	6.4	5.0	5.2	2.2	3.0
IL	14.1	11.0	3.1	2.3	3.0	-0.7
JO	1.9	2.0	-0.1	0.2	0.5	-0.3
LB	8.7	6.4	2.3	0.5	0.4	0.1
MA	6.5	3.1	3.4	3.1	1.5	1.6
PS	0.2	0.4	-0.2	0.0	0.0	0.0
SY	2.3	1.9	0.4	0.2	0.3	-0.1
TN	3.2	1.8	1.4	3.1	1.0	2.1
TR	21.6	9.2	12.4	11.5	4.5	7.0
Total	**71.9**	**46.0**	**25.9**	**27.2**	**15.4**	**11.8**

Source: balance of payments of the MPCs and Eurostat.

[3] *In the absence of data for the EU-25 back-extrapolated for the entire period, the data used are for trade between the EU-25 and the ten countries of the Mediterranean (Algeria, Morocco, Tunisia, Egypt, Israel, Jordan, Lebanon, Syria, the occupied Palestinian territory, Turkey) since 2004 and between the EU-15 and the same countries for previous years. Geographically non-allocated flows are not included in the total, which explains the discrepancy between the totals in Table 4 and Table 5.*

[4] *These data are not directly comparable, as those relating to all trade in services between the MPCs and the rest of the world are drawn from these countries' balance of payments and those relating to trade with the EU are provided by Eurostat.*

TRADE IN SERVICES STRONGLY INFLUENCED BY TOURISM

The EU's trade in services with the MPCs is characterised by a structural deficit in the MPCs' favour of 11.3 billion euro in 2006 compared to 6.2 billion euro at the start of the decade. This deficit is largely the result of tourism, whilst the balance of trade in services (not including travel) is around equilibrium and that in business services ("other services") shows a significant surplus in the EU's favour.

Table 5: Composition of the EU's trade in services with the MPCs (million EUR)[3]

	2001	2002	2003	2004	2005	2006
Exports						
Total Services	**14 221**	**13 289**	**12 881**	**15 511**	**15 853**	**16 398**
Services (not including travel)	10 836	9 819	10 207	12 592	13 216	13 875
Transport	3 145	3 326	3 098	4 248	4 631	4 711
Travel	3 385	3 470	2 674	2 919	2 637	2 523
Other services	7 691	6 493	7 109	8 344	8 585	9 164
Imports						
Total Services	**20 457**	**20 111**	**20 922**	**24 969**	**27 661**	**27 675**
Services (not including travel)	10 483	9 529	10 281	11 903	13 247	14 167
Transport	5 217	4 972	5 205	6 267	7 146	7 621
Travel	9 974	10 582	10 641	13 066	14 414	13 508
Other services	5 266	4 557	5 076	5 636	6 101	6 546
Balance						
Total Services	**-6 236**	**-6 822**	**-8 041**	**-9 458**	**-11 808**	**-11 277**
Services (not including travel)	353	290	- 74	689	- 31	- 292
Transport	-2 072	-1 646	-2 107	-2 019	-2 515	-2 910
Travel	-6 589	-7 112	-7 967	-10 147	-11 777	-10 985
Other services	2 425	1 936	2 033	2 708	2 484	2 618

Almost half of the deficit of -11.3 billion euro in 2006 can be attributed to trade between the EU and Turkey (-5.2 billion), followed by trade with the countries of the Maghreb[5] (-3.9 billion) and the Mashreq[6] (-2.8 billion). Trade with Israel shows a surplus of 0.6 billion euro (see Table 6).

The main importing countries are, in descending order, France (5.7 billion), Germany (4.7 billion), United Kingdom (3.7 billion) and Italy (3.4 billion).

The main exporters of services to the MPCs are France (4.1 billion), followed by the UK (2.5 billion), Germany (1.8 billion) and Italy (1.7 billion).

France focuses its trade in services on the countries of the Maghreb (more than half of its exports and 65% of its imports). Germany's trade is mainly with Turkey (more than 85% in terms of imports), and the UK's with Turkey (46% of imports) and the Mashreq (34% of its exports).

Table 6: Structure of trade in services by country, in 2006 (million EUR)

	Turkey			Israel			Maghreb			Mashreq			Total		
	Credit	Debit	Net	Credit	Debit	Net	Credit	Debit	Net	Credit	Debit	Net	Credit	Debit	Net
EU	**5 412**	**10 597**	**-5 185**	**2 958**	**2 319**	**639**	**4 440**	**8 346**	**-3 906**	**3 579**	**6 407**	**-2 828**	**16 389**	**27 669**	**-11 280**
Germany (DE)	950	4 090	-3 140	:	:	:	312	484	- 172	519	159	360	1 781	4 733	-2 952
Spain (ES)	237	430	- 193	176	175	1	287	478	- 191	84	246	- 162	784	1 329	- 545
France (FR)	1 162	691	471	197	266	- 69	2 203	3 670	-1 467	509	1 077	- 568	4 071	5 704	-1 633
Italy (IT)	625	1 181	- 556	165	219	- 54	528	1 118	- 590	398	930	- 532	1 716	3 448	-1 732
Netherlands (NL)	337	571	- 234	472	215	257	106	128	- 22	436	306	130	1 351	1 220	131
United Kingdom (UK)	764	1 715	- 951	587	434	153	275	663	- 388	839	886	- 47	2 465	3 698	-1 233
Other	1 337	1 919	- 582	1 361	1 010	351	729	1 805	-1 076	794	2 803	-2 009	4 221	7 537	-3 316

[5] *Maghreb: Algeria, Morocco, Tunisia*

[6] *Mashreq: Egypt, Jordan, Lebanon, occupied Palestinian territory, Syria*

TOURISM, A MAJOR SOURCE OF REVENUE FOR THE MPCs

The travel component of the balance of payments, which gives an indication of the development of tourism, shows that tourism is a major source of revenue and that Europe is the main source of tourists visiting the Mediterranean countries. Revenue from tourism for the MPCs has risen by a factor of 2.4 over the last decade and increased by a factor of 1.8 between 2000 and 2006, by the end of the period accounting for almost 50% of total revenue from services from the EU countries.

However, this source of income is not immune to regional geopolitical tensions, as demonstrated by the fluctuations in the growth of revenue from tourism and the number of overnight stays (according to Eurostat's Euro-Mediterranean statistics, the number of overnight stays fell considerably in 2001, whilst revenue dropped in 2002).

Figure 2: Expenditure on travel in the MPCs (amount and growth)

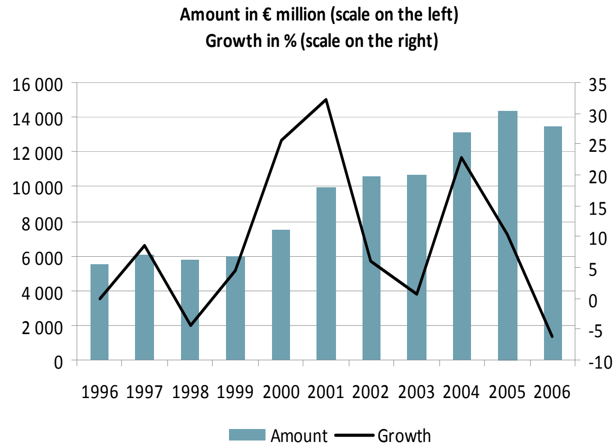
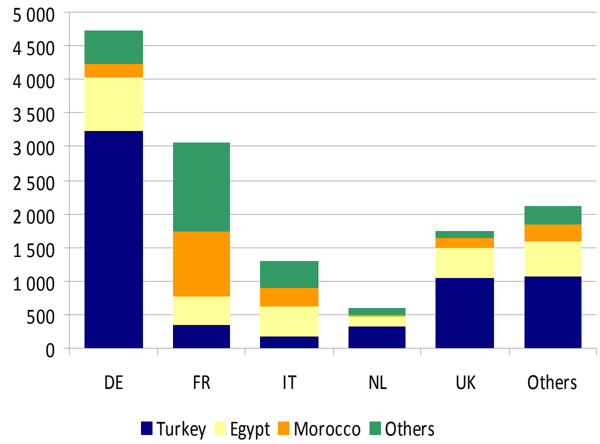


Figure 3: Expenditure on travel in the MPCs in 2006: origin and destination (million EUR)



This source of revenue is dependent not only on natural resources, but also on an active promotion policy and development of hotel infrastructure (e.g. the tourism development undertaken by the Moroccan Government in the context of "Vision 2010")[7].

The main European sources of tourism revenue are, in descending order, Germans, whose tourism expenditure is concentrated in Turkey, the French, whose preferred destination is Morocco (and, more generally, the other countries of the Maghreb), and the British, who tend to visit Turkey and Egypt.

TRANSPORT, A MAJOR INTEGRATION FACTOR

The competitiveness of international and regional transport systems, including all the services serving the infrastructure ("backbone services"), plays a vital role in the creation of free-trade zones, according to the Blue Paper on Transport (2005)[8], which sets out policy recommendations for the creation of an integrated and effective transport system around the Mediterranean.

The transport sector accounts for the second largest share of trade in services with the EU and structural surpluses for the MPCs reached a record 2.9 billion euro in 2006 (a deficit for the EU).

This deficit is accounted for more than half by maritime transport and for almost 40% by air transport. Maritime transport expenditure, which has increased significantly over recent years, is linked to the development of freight transport, the freight rates applied (which are rising), and the share accounted for by non-resident transporters; it is concentrated in Algeria and Turkey. Net air transport expenditure can be attributed to the development of tourism services, with a high concentration of expenditure in Turkey and Egypt.

Table 7: Transport services between the EU and the MPCs, breakdown by mode of transport (million EUR)

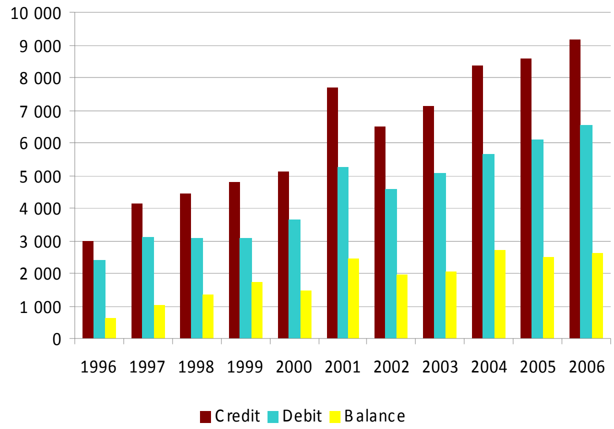
	2001			2002			2003			2004			2005			2006		
	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance
Total	**3 145**	**5 217**	**-2 072**	**3 326**	**4 972**	**-1 646**	**3 098**	**5 205**	**-2 107**	**4 248**	**6 267**	**-2 019**	**4 631**	**7 146**	**-2 515**	**4 711**	**7 621**	**-2 910**
Sea	1 252	2 101	- 849	1 311	1 709	- 398	1 297	2 138	- 841	1 907	2 452	- 545	2 029	3 130	-1 101	2 159	3 690	-1 531
Air	1 504	2 565	-1 061	1 619	2 847	-1 228	1 386	2 570	-1 184	1 809	3 134	-1 325	1 969	3 208	-1 239	1 867	2 999	-1 132
Other	389	551	- 162	396	416	- 20	415	497	- 82	532	681	- 149	633	808	- 175	685	932	- 247

[7] *10 million entries into the country in 2010*
[8] *Background document for the Euromed Transport Conference in Marrakech on 15 December 2005*

GREAT POTENTIAL FOR TRADE IN OTHER SERVICES

The EU is a net exporter of "other services" to the MPCs. This disparate category comprises mainly business services and, in particular, communication, building, insurance, financial and IT services. Trade in these services is growing very rapidly at global level with the development of new information technologies.

Figure 4: Other services (million EUR)



Whilst the amounts traded in the context of the Euromed partnership are still small, the EU's receipts (9.2 billion euro in 2006) have tripled over the last decade, and its expenditure (6.5 billion euro in 2006) has increased by a factor of 2.7 over the same period.

These receipts are mainly the result of international merchanting (in particular, receipts from subcontracting in the automotive sector in Turkey), business services (consultancy, research and development with Israel and Turkey), IT services and telecommunications.

The expenditure is accounted for mainly by exports of businesses located in the MPCs (local businesses and multinationals), particularly business services, for which imports and exports are roughly balanced (Turkey and Israel), telecommunication services (call centres in Morocco and Tunisia) and IT services (Israel).

Table 8: Trade in "other services" in 2006 (in million EUR)

	Total			Turkey			Egypt			Morocco			Israel			Others		
	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance	Credit	Debit	Balance
Total	**9 163**	**6 550**	**2 613**	**2 935**	**1 648**	**1 287**	**1 323**	**671**	**652**	**837**	**667**	**170**	**1 477**	**1 314**	**163**	**2 591**	**2 250**	**341**
Communication	452	860	- 408	136	228	- 92	61	114	- 53	60	257	- 197	88	122	- 34	107	139	- 32
Construction	886	421	465	109	75	34	273	104	169	66	26	40	47	14	33	391	202	189
IT	838	430	408	234	26	208	86	2	84	41	5	36	286	311	- 25	191	86	105
Merchanting	2 071	786	1 285	988	272	716	222	132	90	228	46	182	177	142	35	456	194	262
Business services	2 661	2 418	243	679	634	45	393	175	218	284	22	262	518	537	- 19	787	1 050	- 263
Others	2 255	1 635	620	789	413	376	288	144	144	158	311	- 153	361	188	173	659	579	80

THE MEDITERRANEAN PARTNER COUNTRIES ARE BECOMING MORE ATTRACTIVE FOR DIRECT INVESTMENT FROM THE EUROPEAN UNION

After a significant drop in 2002, foreign direct investment (FDI) from the rest of the world to the MPCs has been rising, and this trend has picked up since 2005 to reach a record of more than 40 billion euro in 2006, more than two thirds of which went to Israel and Turkey.

Europe has accounted for a large proportion of this investment since the early 2000s, even if these flows vary widely from one year to the next depending on the country or region concerned and the associated investment opportunities. Overall, these flows seem to have been growing strongly for the past three years, to reach a record 15.3 billion euro in 2006 (doubling compared with 2005 and 6% of total foreign direct investment from the EU).

This increase in FDI in 2006 is the result, in particular, of increasing investment in Turkey (€10.5 billion), with major projects in the telecommunications, banking and hydrocarbons sectors, and in Egypt (3.3 billion euro), particularly in the banking/insurance sector[9].

[9] *See the UNCTAD World Investment Report 2006*

Figure 5: FDI flows from the rest of the world to the MPCs (million EUR)

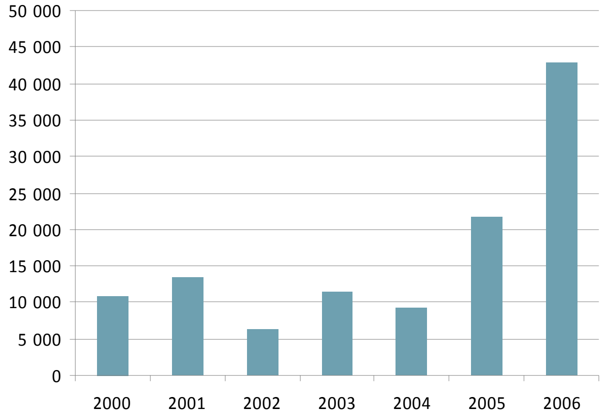


Figure 6: Incoming FDI flows to the MPCs from the EU (million EUR)

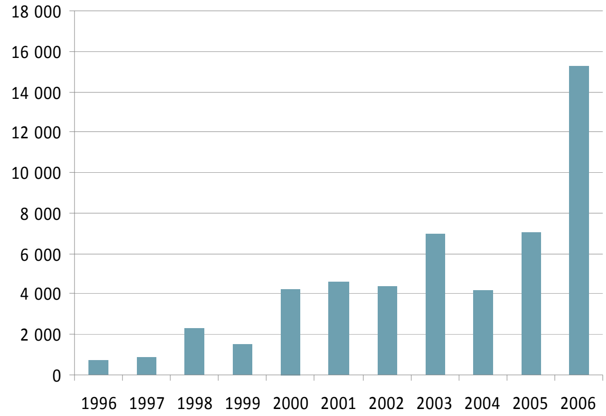


Table 9: Destination of incoming FDI flows from the EU to the MPCs (million EUR)

	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
MPCs FDI flows	**691**	**881**	**2 295**	**1 515**	**4 249**	**4 613**	**4 405**	**6 977**	**4 201**	**7 063**	**15 292**
MPCs FDI Stocks					**25 038**	**26 031**	**24 408**	**33 288**	**39 817**	**54 632**	**67 785**
MPCs FDI flows	**691**	**881**	**2 295**	**1 515**	**4 249**	**4 613**	**4 405**	**6 977**	**4 201**	**7 063**	**15 292**
Maghreb	218	623	504	109	326	215	498	1 912	369	1 317	1 499
Morocco	*176*	*448*	*88*	*248*	*210*	*209*	*227*	*1 707*	*166*	*1 096*	*1 179*
Mashreq	57	132	785	426	2 403	508	1 368	1 068	1 199	943	3 433
Egypt	*52*	*39*	*541*	*390*	*2 104*	*522*	*1 306*	*995*	*1 172*	*773*	*3 285*
Turkey	416	126	1 006	979	1 520	2 975	802	1 164	1 146	4 413	10 492
Israel	181	87	268	- 195	771	305	204	131	165	681	- 81

Source: Balance of payments of MPCs

The European Union's foreign direct investment stock in the MPCs was 68 billion euro in 2006.

A breakdown of FDI stock by country of origin and country of destination shows a concentration of investment in Turkey and the Maghreb countries (with Morocco predominating) and then the Mashreq countries (with Egypt predominating), with Israel far behind.

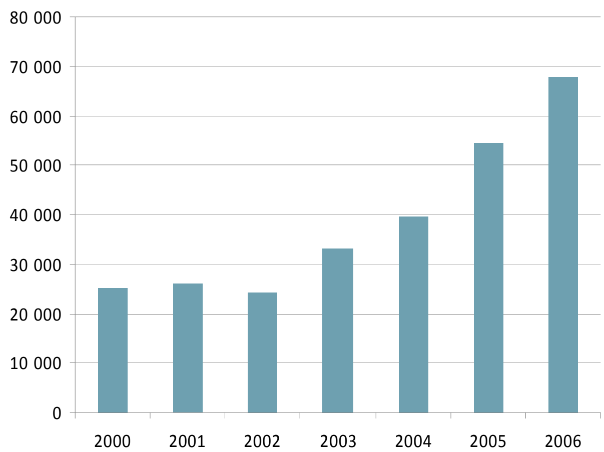
France (mainly to the Maghreb), the UK (to the Mashreq), Germany (to Turkey) and the Netherlands (to Turkey and Israel) are the main investors in the MPCs. In 2005, these countries accounted for half of all direct investment.

According to the MIPO (Mediterranean Investment Project Observatory) database, the EU's direct investment is concentrated on just a few sectors: manufacturing (cars, chemicals, agri-foods, textiles), banking and insurance, which has seen several large-scale mergers and acquisitions over recent years, building, public works and transport infrastructure, tourism and hotel infrastructure, energy (infrastructure and distribution) and telecommunications (purchase of licences or some or all of the public capital of certain operators)[10].

The EU's FDI assets in the MPCs generated revenue of 6.7 billion euro in 2006, compared to 4.7 billion euro in 2005. The return on FDI can be calculated by comparing revenue from FDI in 2006 to the direct investment position at the end of 2005.

According to this calculation, the rate of return on investment is 12.3%, as against 11.8% in 2005, compared to the average rate for all assets invested outside the EU, which is 8.8%.

Figure 7: FDI stocks in the MPCs, originating in the EU (million EUR)



[10] *See 'Foreign Direct Investment (FDI) in the MEDA region in 2006', Notes and Studies No 23, Euro-Mediterranean Network of Investment Promotion Agencies (http://www.animaweb.org/), Marseille, France, May 2007*

Table 10: Who invests where: stocks of FDI from the EU in the MPCs in 2005 (million EUR)

	EU	DE	ES	FR	IT	NL	UK
MPCs	**54 632**	**4 345**	**2 173**	**12 773**	**2 171**	**3 336**	**5 875**
Maghreb	13 200	418	:	7 790	812	:	:
Morocco	*11 366*	*190*	*2 173*	*7 066*	*243*	:	*85*
Mashreq	9 336	639	:	1 978	326	:	:
Egypt	*8 949*	*413*	:	*1 624*	*250*	*718*	*1 534*
Turkey	23 247	3 168	:	2 473	957	1 557	:
Israel	3 575	106	:	532	71	821	:

THE MEDITERRANEAN PARTNER COUNTRIES ARE INVESTING IN EUROPE

The emergence of FDI by the MPCs in the European Union should also be noted – it amounted to 16.4 billion euro at the end of 2005.

Most of the FDI is from Turkey, Israel and, to a lesser extent, Lebanon, and the destination countries are France, the Netherlands and, to a lesser extent, the UK and Germany.

Table 11: Who invests where: stocks of FDI from the MPCs in the EU in 2005 (million EUR)

	EU	DE	ES	FR	IT	NL	UK
MPCs	**16 422**	**1 380**	**117**	**2 850**	**419**	**2 824**	**1 461**
Maghreb	1 273	:	:	822	78	:	:
Morocco	*792*	:	*117*	*381*	*38*	:	:
Mashreq	2 777	:	:	1 740	239	140	79
Lebanon	*1 757*	:	:	*1 521*	*58*	:	*44*
Turkey	6 339	603	:	117	14	418	:
Israel	5 438	777	:	171	33	2 264	1 056

WHAT YOU NEED TO KNOW: METHODOLOGICAL NOTES

Unless otherwise stated, the data used for this edition of Statistics in Focus come from the Eurostat database on the balance of payments (BOP), which, for the EU, is calculated as the total of the harmonised balance of payment accounts of the Member States, to which aggregate the balance of the EU institutions must also be added.

The methodological framework is that of the fifth edition of the International Monetary Fund Balance of Payments Manual (currently being updated).

The current account records transactions relating to real resources and has four subdivisions: goods, services, income and current transfers.

“Services” comprises three headings: transport, travel and other services, with the latter including a variety of different services such as communication, construction, financial services, insurance, IT and all business services.

“Income” has two subdivisions: compensation of employees and income from investment, including interest and dividends generated by direct investments, portfolio investments and other investments.

“Current transfers” are all those which cannot be described as transfers of capital; they modify directly the level of disposable income and influence the consumption of goods and services.

Foreign direct investment (FDI) is international investment reflecting the intention of an entity established in a particular economy to acquire a long-term interest in an enterprise operating in a different economy. This long-term interest implies the existence of long-term relations between the direct investor and the direct investment enterprise, and a significant degree of influence by the investor on the management of the enterprise. In practice, a direct investment enterprise is defined as an incorporated or unincorporated enterprise in which an investor resident in another economy owns 10% or more of the ordinary shares or voting power (for an incorporated enterprise) or the equivalent (for an unincorporated enterprise).

FDI flows and positions: through FDI flows, investors create an FDI position (sometimes known as an FDI stock) which is shown in their annual balance sheet. The position is different from cumulative flows because of revaluations (variations in prices and exchange rates and other adjustments such as rescheduling or cancellation of loans).

This document has been prepared with the co-operation of M. François Renard, short-term expert in Balance of Payments in MEDSTAT II, the EU-funded regional Euro-Mediterranean Statistical Co-operation programme.

MEDSTAT II started in January 2006 and seeks to:

- Harmonise statistical methods in Mediterranean partner countries in line with European and international conventions and standards.

- Improve the comparability of data between the partner countries and with those from EU Member States and EFTA countries.

- Enhance the quality of services offered to users by the National Statistical Institutes and their partner organizations involved in the production of statistics.

Special attention is paid to **9 sectors**: Trade of goods and services, National accounts, Social statistics, Energy, Agriculture (including Fisheries), Environment, Tourism, Transport and Migration.

The programme currently includes ten partner countries: Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, the occupied Palestinian territory, Syria, Tunisia and Turkey.

MEDSTAT website: http://ec.europa.eu/eurostat/medstat

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Symbols

: not available; - not applicable

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