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## **National Accounts - Services**

### **ENTERPRISE SURVEY OF INTERNATIONAL TRADE IN SERVICES 2000: FINLAND'S EXPERIENCES**

**Paper prepared by Statistics Finland**

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## **ENTERPRISE SURVEY OF INTERNATIONAL TRADE IN SERVICES 2000: FINLAND'S EXPERIENCES**

### **1. The Statistics in Brief**

#### ***1.1. Product Description***

The statistical unit in the statistics on international trade in services is the enterprise, while the population for the statistics comprises all enterprises listed in Statistics Finland's Business Register. Other data sources included information on enterprises that took part in the 1999 survey on the export and import of services as well as companies covered in the 1999 Foreign Affiliates Trade Statistics.

Excluded from the population were a) enterprises not in business; b) enterprises operating in industries that are unlikely to have foreign trade in services; and c) industrial enterprises employing less than 10 and service enterprises employing less than five personnel. This yielded a sampling frame of 13,123 enterprises that judging by their size and industry might be engaged in the export and/or import of services.

The sampling frame was divided into three parts: definite cases, SMEs and small companies. The first category comprised those enterprises that had reported foreign trade in services in 1999, that were listed in the Foreign Affiliates Trade Statistics, that had foreign subsidiaries or that employed more than 100 personnel. On these criteria the total number of enterprises in this category was 1,538, which were all included in the final sample of the survey. In the two other categories of SMEs and small companies, random sampling was used to draw some 10% from each group into the final sample. The groups were stratified on the basis of industry at the two-digit level and on the basis of enterprise size. This yielded 69 strata, with at least five enterprises from each included in the sample. The random sampling procedure was designed on the basis of Bankier's allocation, which makes it possible to take account of the heterogeneity occurring within individual strata. If there was more than normal variation within a certain stratum, then a larger number of enterprises was drawn from that group into the final sample. The number of enterprises included in the sample from the SME group was 615, from the group of small enterprises 404. The total number of enterprises in the survey sample was 2,557, which were all mailed a questionnaire in January 2000 (in the Finnish or Swedish language depending on each company's own preferences).

The response rate was 87%. The high figure can be attributed in part to the fact that the survey is statutory. Less than half or 44% of the enterprises indicated that they did not export or import services. This was lower than the figure one year previously at 55%. Indeed it is clear that this year we had much better success with population selection. Among the enterprises classified as definite cases, only 29% indicated they had no foreign trade in services (NFTS). As expected the proportion of NFTS responses increased from the definite cases towards the sampled data and from larger to smaller enterprises.

The data obtained were compared with financial statements information, chiefly with data on turnover, expenditure breakdown and information on exports and imports. Once checked, the data received were generalised to the whole population by using a method of estimation. For enterprises that were included in the sample but that failed to respond, data on exports and imports were imputed by using the ratio of

personnel to exports in the industry concerned as the raising factor. The total value of both exports and imports were then calculated for the sample. The data for the sample were projected to the whole population using the Horvitz-Thompson predictor. The total values obtained were divided by type of service and by country using the responses received from definite cases as a ratio variable. This yielded a complete set of statistics on foreign trade in services.

The information on international trade in services in 2000 were made available to the Bank of Finland for purposes of its balance of payments statistics and to Statistics Finland for its National Accounts statistics in June 2001. Work to check the figures was continued until the end of October and the final statistics were produced in November 2001.

Table I: Response situation by sample category in 1999 and 2000 (situation for 2000 as at 24 Oct 2001)

<b>1999</b>					
	enterprises	respondents	NFTS	response rate (%)	NFTS/ respondents (%)
definite cases	1142	1005	395	88	39
SME sample	271	240	145	89	60
small sample	691	527	427	76	81
<b>TOTAL</b>	<b>2104</b>	<b>1772</b>	<b>967</b>	<b>84</b>	<b>55</b>
<b>2000</b>					
	enterprises	respondents	NFTS	response rate (%)	NFTS/ respondents (%)
definite cases	1538	1425	417	93	29
SME sample	615	511	330	83	65
small sample	404	297	231	74	78
<b>TOTAL</b>	<b>2557</b>	<b>2233</b>	<b>978</b>	<b>87</b>	<b>44</b>

Table II: Number of enterprises in population and sample and number of respondents, response rate and number of NFTS<sup>1</sup> responses by industry<sup>2</sup> in 2000

industry	population	sample	respondents	NFTS	respondents (%)	NFTS/ respondents (%)
mining and quarrying	9	9	9	6	100	67
food industry	368	100	98	45	98	46
textile industry	217	62	51	21	82	41
forest industry	381	109	98	30	90	31
metal industry	1,932	505	449	160	89	36
other manufacturing	936	275	243	98	88	40
electricity, gas and water supply	130	75	73	50	97	68
construction	1,755	189	157	108	83	69
trade and commerce	2,725	385	331	145	86	44
transport	149	90	71	44	79	62
financial intermediation	386	139	125	65	90	52
business services	3,756	523	447	175	85	39
other services	379	96	81	31	83	39
<b>total</b>	<b>13,123</b>	<b>2,557</b>	<b>2,233</b>	<b>978</b>	<b>87</b>	<b>44</b>

## 2. Methods

### 2.1 Choice of sampling frame and construction of sample

1999:

Work to develop a sampling frame for the survey was started in 1999. Sampling frame refers to a subpopulation drawn from the population proper by using different kinds of criteria. For the present purposes we wanted to have as comprehensive a sampling frame as possible, the assumption being that there are quite a large number of industries where services are exported and imported. The first step was to identify those enterprises that with a high degree of certainty engaged in the export and/or import of services. This was done by reference to Bank of Finland information on foreign trade payments related to services for 1997, the Finnish Foreign Trade Association's lists on service exporters for 1999, invoicing statistics maintained by the Finnish Association of Consulting Firms for 1998 and an input-output survey by Statistics Finland's Business Trends unit for 1996, which included items concerning the sale and purchase of services on a dichotomous domestic/foreign scale. A subpopulation of what were termed 'definite cases' was extracted from these sources. Next, we proceeded to exclude from the population of

<sup>1</sup> NFTS = enterprises with no foreign trade in services

<sup>2</sup> Classification based on SIC 95: 1) mining and quarrying = industries 13 and 14, 2) food industry = 15 and 16, 3) clothing industry = 17,18 and 19, 4) forest industry = 20 and 21, 5) metal industry = 26-35, 6) other manufacturing = 22-25, 36,37, 7) electricity, gas and water supply = 40, 8) construction = 45, 9) trade and commerce = 50,51,52, 10) transport = 64, 11) financial intermediation = 65,66,67, 12) business services = 70-74, 13) other services = 80,85,90,91,92,93

enterprises those industries that were unlikely to engage in the export or import of services, or which engage in this kind of foreign trade occasionally or only to a minor extent.

The remaining material was then added to the definite cases, giving a sampling frame of 9,296 enterprises. Within this frame 72% were 'uncertain' cases, i.e. we had no advance information on whether or not they engaged in foreign trade but assumed on the basis of their size or industry that they might do so. Only 28% of the enterprises within the frame had foreign operations according to different sources and therefore were possibly engaged in the export or import of services. All definite cases in the sampling frame were included in the final sample. Other enterprises in the frame were divided into two size groups, and random sampling was used to select the remaining enterprises for the survey. The total number of enterprises in the final sample was 2,101.

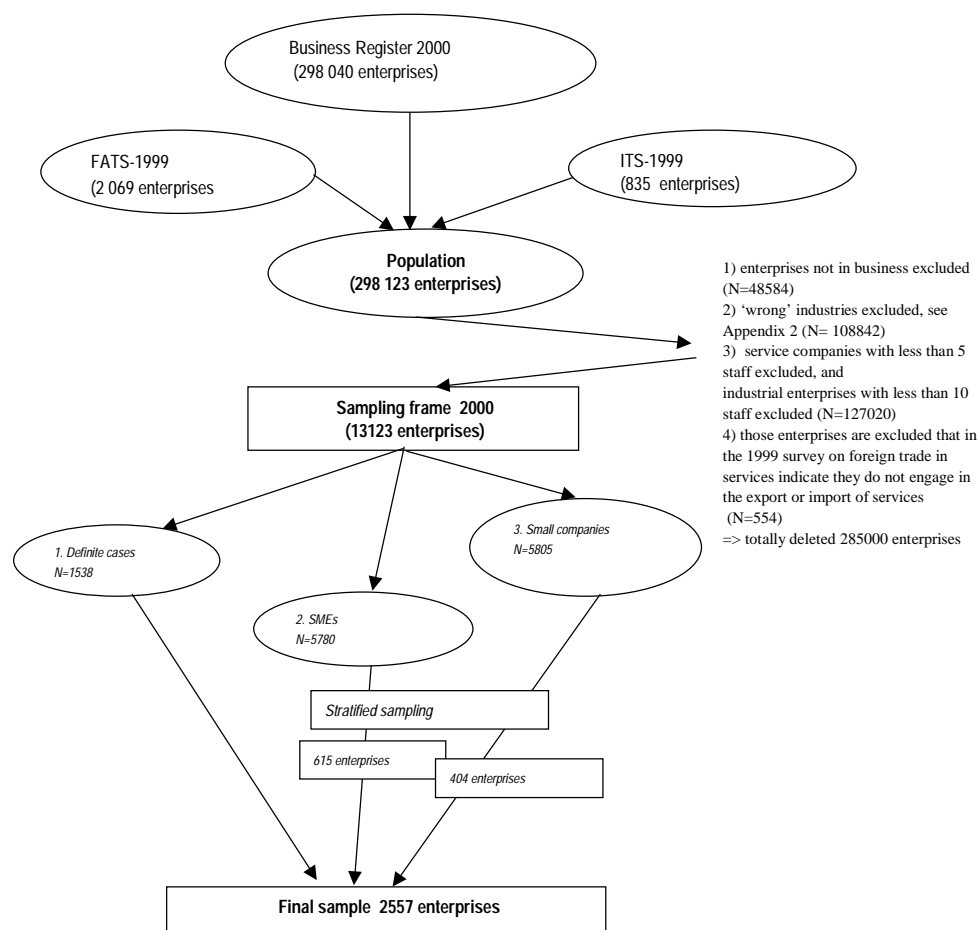
*Method for 2000 in brief:*

Work was continued in 2000 to improve the method for constructing the sampling frame. The population now consisted of the companies listed in Statistics Finland's Business Register, which in 2000 numbered 298,040. Other data sources included Statistics Finland's Foreign Affiliates Trade Statistics as well as materials on international trade in services produced during the course of 1999.

Following the exclusion of those enterprises that had been closed down or that had suspended operations, the population was further narrowed down on the basis of the industrial classification, with those industries taken out that are of minor significance with regard to the export and import of services. These included primary production, certain branches in the retail trade sector and most sectors that produce public services. In addition, those industries were excluded whose operations are covered by other Statistics Finland units, such as hotels and restaurants and transport services.

The next exclusion criterion meant that only those service companies were included in the population that have a staff of at least five or that have a turnover in excess of FIM 10 million. In the case of industrial enterprises the corresponding criteria were a staff of at least 10 or a turnover of at least FIM 100 million during the year for which the statistics are compiled. In addition, those enterprises were included in the sample that are in the FATS 1999 dataset and that prepare their financial statements in euros. Those enterprises were excluded from the population that in 1999 had indicated in the foreign trade survey that they do not engage in the export or import of services. The process in which the sampling frame was constructed is described in closer detail in Figure 1.

Figure 1: Construction of sampling frame and sample in 2000



Comprising 13,123 enterprises in all, the sampling frame was divided into three subpopulations. The first of these consists of enterprises with a staff of more than 100 and that in all probability engage in the export and/or import of services. Also included in this group of definite cases were those enterprises that in the 1999 survey on foreign trade in services had indicated they engaged in the export and/or import of services. From the FATS 1999 material those enterprises were included that prepared their financial statements in euros, together with corporations with a turnover in excess of FIM 500 million or with foreign-based subsidiaries. The second subpopulation (SMEs) comprised enterprises that in terms of their personnel number are categorised as small or medium-sized and that are included in the sample of financial statements data collected by Statistics Finland's Business Structures unit. The third subpopulation (small enterprises) consisted of the small companies that met all the specified criteria and that had a staff of less than 20. The data available on these enterprises is far more restricted and less detailed than the financial statements data available on large corporations and SMEs.

Once the data for the SMEs and small companies included in the sampling frame had been selected and analysed, stratified samples were constructed. Stratification was necessary, on the one hand, because of resource problems that are typical of every questionnaire survey; and on the other hand, because of the apparent breakdown of the material into subpopulations with inherently different kinds of qualities that inevitably would have a bearing on the results.

All enterprises in the first category ('definite cases', 1,538 enterprises) were included in the sample. The data concerning small companies and SMEs were stratified using a variable constructed on the basis of industry code and company size. The next step was to extract the stratified sample. The final sample included 404 small companies (some 7% of the subpopulation) and 615 SMEs (about 11% of the subpopulation). In all the final sample comprised 2,557 enterprises.

### *Random sampling*

For purposes of stratification all other enterprises except those regarded as definite cases (i.e. small companies and SMEs) were divided into three size categories: the first comprised enterprises with a staff of less than 20 (small companies); the second those employing at least 20 but less than 50 personnel; and the third those with at least 50 but no more than 100 personnel. The number of industry categories included at the two-digit level was 23, so when these were combined with the size classification a total of 69 strata were obtained. Strata were combined in cases where the number of basic units, i.e. enterprises within the stratum remained too low, or where no enterprises were included in the stratum at all. The final number of strata was 66.

Since the survey comprised a large number of industries with different kinds of business and activity structures, this heterogeneity needed to be taken into account in both the stratification and the random sampling. This was done by using the method of optimal allocation, the key principle of which is to allocate the given total sample into strata in such a way that the variation within the population is minimised. For purposes of stratified sampling we employed Bankier's allocation method so that from those strata showing greater than normal variation with regard to turnover, for instance, we drew a larger number of basic units into the sample. In addition, at least five enterprises were selected from each stratum.

Bankier's allocation method<sup>1</sup> covers several special cases of optimal allocation. The method was originally developed for purposes of producing reliable estimates in situations where the value of a certain variable is estimated at both national and regional level: this increases the probability at the regional level of marked differences with regard to the size and weight of the population. In datasets where the values of variables are of a different magnitude, relative variation is measured with the Coefficient of Variation. If the allocation is so performed that the regional-level Coefficients of Variation are as consistent as possible, this may yield too high a coefficient for the estimator at the national level. In applications of Neyman's allocation method, the Coefficient of Variation of the relevant estimator can be minimised at the national level, but the Coefficients of Variation for regional-level estimators may be extremely high. Bankier's allocation is a useful way of producing intermediate forms of these different methods of optimal allocation, and it is particularly well-suited for purposes of selecting optimal sample sizes for questionnaire surveys with business firms where the strata are constructed on an industry basis, for instance, but where there is considerable variation in turnover and sales figures.

Bankier's allocation method is based on the following principles. Population N breaks down into i strata. Let  $N_h$  be the number of basic units in stratum h. To define the sample size n in stratum h or  $n_h$ , optimisation is performed to find the minimum value for loss function F.

$$\text{(formula 2.1.)} \quad F = \sum_h (X_h^q \cdot CV(Y_h^\wedge))^2$$

The function is F is minimised subject to the constraint  $\sum_h n_h = n$ . In formula 2.1.  $X_h$  measures the weight or size of stratum h and q is a constant in the range  $0 \leq q \leq 1$ . The square of CV is thus.

$$CV^2(\hat{Y}_h) = V(\hat{Y}_h) / Y_h^2.$$

$Y_h = \sum_i^{N_h} y_{hi}$  is the value of the characteristic in stratum h and  $\hat{Y} = N_h \sum_i^{n_h} y_{hi} / n_h$  is the estimate for  $Y_h$ . It can be shown that function F reaches its minimum if

$$\text{(formula 2.2.) } n_h = \frac{S_h X_h^q / \bar{Y}_h}{\sum_h S_h X_h^q / \bar{Y}_h} \cdot n$$

where  $V(\hat{Y}_h) = N_h^2 (1/n_h - 1/N_h) S_h^2$  and

$$S_h^2 = \sum_i^{N_h} (y_{hi} - \bar{Y}_h)^2 / (N_h - 1) \text{ and}$$

$$\bar{Y}_h = Y_h / N_h$$

The power of the allocation is thus denoted by q. The ratio of the Coefficients of Variation for strata h and h' is

$$\text{(formula 2.3.) } \frac{CV(\hat{Y}_h)}{CV(\hat{Y}_{h'})} = \left( \frac{X_{h'}}{X_h} \right)^{q/2} \cdot \left( \frac{S_h / \bar{Y}_h}{S_{h'} / \bar{Y}_{h'}} \right)^{1/2}$$

if the correction factor due to the finite size of the population (FCP) is ignored. By using different q values it is possible to carry out the allocation in several different ways. For instance, a q value of 1 when  $X_h = y_h$  will result in the Neyman's allocation. A q value of zero, then, will produce an allocation where the

Coefficients of Variation are almost the same for all strata if the ratio  $S_h / \bar{Y}_h$  does not vary significantly from one stratum to the next (if the corrections that are due to the finite size of the population are ignored).

q values between 0 and 1 produce intermediate allocations in-between Neyman's allocation and an allocation that minimises size differences between Coefficients of Variation. The ratio of Coefficients of Variation (see formula 2.3.) approaches 1 when the value of q is reduced.

This is due to the fact that the ratio  $\left( \frac{X_{h'}}{X_h} \right)^{q/2}$  approximates 1.

The method was tested with samples of different sizes by assigning q the value 0.5. The Y variable was company turnover as based on data from the Business Register, the X variable number of personnel. Standard deviations and means were calculated for the Y variable in each stratum. A total of 1,019 enterprises from the subpopulations of small companies and SMEs were selected into the final sample. To this we added the large corporations for which no stratification was carried out, giving the final sample size of 2,557 enterprises. Table III describes in closer detail the breakdown of the enterprises into different size categories that were used for purposes of stratification in the total population, in the final sample and among the enterprises responding to the questionnaire. As we can see the differences in the response rates are quite minor; the highest figure is recorded in the category of 50-100 employees. The high response rate across the board is in itself a good indication of sound methodology. The response rate among definite cases was 93%.

Table III Number of stratified enterprises in population, sample and among respondents and corresponding percentages by enterprise size

	Personnel number			total
	0-20	20-50	50-100	
Enterprises in population	8353	2497	735	11585
Enterprises in sample	496	307	216	1019
Respondents	361	250	177	788
<b>sample/population (%)</b>	<b>6</b>	<b>12</b>	<b>29</b>	<b>9</b>
<b>respondents/sample (%)</b>	<b>73</b>	<b>81</b>	<b>82</b>	<b>77</b>

## 2.2 Data collection and processing

### *Questionnaire*

The questionnaire for data collection in 1999 was designed on the basis of the corresponding forms used in Canada, Britain and Australia, all countries with extensive experience in compiling statistics on foreign trade in services and in collecting the necessary data direct from enterprises. The Canadian model was best suited to the Finnish tradition of data collection. The form was a cross-tabulation design, with different types of services listed in rows on the left and target countries presented in columns. The 1999 form listed 10 different services and 22 different countries.

In the 1999 version the respondents had some problems understanding the questionnaire. The form was therefore redesigned for improved clarity, more detailed definitions were included and a more detailed classification was presented for other business services. As a result of these revisions the 2000 form comprised 19 service categories. The country classification was not modified. The changes had the intended beneficial effects and at the same time the new form also produced more information on services exchanged between companies that were part of the same corporation.

The country classification was not changed because in its present form it allows information to be produced for several European regions, such as EMU, EU-15 and EU-11. Nonetheless there is an obvious need to have a more detailed classification, and indeed a new draft decree which also applies to the compilation of statistics on foreign trade in services proposes that such a classification be introduced. As it is today, the form mainly inquires information for individual OECD countries, while all other countries are bundled together under the 'rest of the world'. This latter category, it is proposed, should be divided into the regions of Asia, South America and Africa, for instance.

The instructions presented in the form are for the main part drawn from the IMF's balance of payments manual or from the manual for statistics on foreign trade in services. In addition, examples have been added to clarify the meaning of certain services. More detailed definitions of different services have been presented on Statistics Finland's website (at [www.tilastokeskus.fi/tk/yr/ta91koti.html](http://www.tilastokeskus.fi/tk/yr/ta91koti.html)). The English language form is presented in Appendix 1.

### *Data collection*

The forms were mailed at the end of January and processing of the responses began in February. In March a reminder was sent out to those enterprises that had not yet replied, stressing the importance of their

providing the information required as soon as possible because it was necessary to have a sufficiently comprehensive database by the end of June. A second reminder was mailed in May. The final response rate after these two reminders was 80%. Enterprises were also contacted directly by phone, especially in order to get information from major companies for the first statistics.

By the end of June over 85% of the enterprises had completed and returned the questionnaire. Over one-third or 39% of these enterprises replied that they did not engage in the export or import of services. Most of the responses were recorded in the data system on schedule.

Work to check the data was continued from July through to October. At this point the data were checked against the financial statements information collected by the Business Structures unit. The data obtained from the questionnaire on foreign trade in services were compared with the turnover and expenditure figures recorded in the financial statements. If the survey figures were higher than those presented in the financial statements, these were taken under closer scrutiny. In several cases it transpired that the differences observed were due to differences in recording practices.

The final survey material on foreign trade in services was completed in November 2001: data collection for the 2000 survey was closed and work was started with a view to publication. Data received after November 15 have not been incorporated into the publication, but they will be taken into account in data collection and in the selection of the population for the following year.

### **2.3**      *Estimation procedure*

One of the main objects of statistical research is to define parameters for the population under study and to draw conclusions regarding that population by making projections from the sample to the whole population. In order to obtain as reliable information as possible on foreign trade in services for purposes of estimating the export and import structure of services in the whole population, export and import estimates were computed separately for the dataset of small companies and for the SME material.

Once the data had been checked, the results were analysed with a view to identifying and eliminating any outliers with a significant impact on the end results before computing the raising factors. At the same time the results of the questionnaire were compared with Statistics Finland's financial statements material and with the National Board of Customs statistics on foreign trade.

The method employed to cover the missing data from enterprises that did not respond to the questionnaire was to estimate the correlations between different variables and on this basis to develop an imputation method in which export and import data were estimated by calculating the ratio of personnel number to exports separately in each industry. There is a clear correlation between personnel number and exports, and the estimates produced on the basis of that correlation turned out to be more reliable than those based on turnover and export data. Therefore the decision was made to use the ratio of personnel number to exports as a raising factor in estimating the level of exports and imports for the whole population. The total values for the enterprises in the population were computed using the Horvitz-Thompson prediction method, which can be used for computing total values for individual strata and for the whole population in materials produced by simple random sampling. For enterprises that replied in 1999 but not in 2000, export and import data were imputed on the basis of the percentage change in turnover and the breakdown of services and countries used in the previous year.

The Horvitz-Thompson estimate  $\hat{t}$  is constructed as follows:

$$\hat{t} = \sum_{h=1}^H \frac{N_h}{m_h} \cdot \sum_{r_h} y_k$$

(formula 2.4.)

where  $N_h$  is the number of basic units (in our case enterprises) in stratum  $h$ ,  $h=1,2,\dots,H$  and  $m_h$  is the number of stratum  $h$  respondents in the sample. The population of basic units responding in stratum  $h$  is  $r_h$  and  $y_k$  is the export or import number concerning observation  $k$ . The variance of the estimate is calculated as follows:

$$\hat{V} \left( \hat{t} \right) = \sum_{h=1}^H \frac{N_h^2}{m_h} \cdot \left( 1 - \frac{m_h}{N_h} \right) \frac{1}{m_h - 1} \left[ \sum_{r_h} y_k^2 - \frac{\left( \sum_{r_h} y_k \right)^2}{m_h} \right]$$

(formula 2.5.)

The Horvitz-Thompson estimate was used to compute total values of service imports and exports for individual strata in the population. Raising factors were calculated separately for total exports and total imports both in the material of small companies and in the material of SMEs by counting the point estimates for parameters and their mean errors. The raising was done using SAS software in a Unix environment with the Clan97 subprogramme, which consists of 10 preprogrammed macros. For purposes of counting the point estimates the subprogramme uses a linear estimator of the parameter concerned, while the estimate of mean error is counted using Taylor's linearisation. The strategic variables used in the calculations were the stratum numbers as well as and the number of basic units in individual strata in the population and among the respondents. Enterprise size was used as an auxiliary variable.

Raising factors were not computed for the exports and imports of major corporations with a staff of more than 100. In the final sample major corporations account for 60% of the total number of enterprises. Definite cases account for almost 64% of the total number of enterprises responding to the questionnaire. Given the high proportion of major corporations in the sample and among the enterprises responding, the data obtained from these enterprises were used to compute breakdowns by type of service and by country; the raised total data for small companies and SMEs were then fitted to these breakdowns.

Work is currently under way to improve the estimation method so that it can be used to produce export and import estimates for individual industries. In addition, we are looking into the possibility of computing estimates for individual strata.

## Appendix 1: Questionnaire form

### PURPOSE

The purpose of this inquiry is to collect information on the export and import of services by Finnish-based companies. The data obtained will be used for compiling balance of payments statistics and national accounts statistics. Finland has undertaken to supply this information to the International Monetary Fund (IMF), the European Central Bank (ECB) and to the European Commission's statistical office (Eurostat).

### GENERAL INSTRUCTIONS

- Coverage** Please indicate all sales of services to foreign countries and/or purchases of services from foreign countries in thousands of Finnish marks (FIM 1000) or in euros (EUR) exclusive of VAT.
- Definitions** The export and import of services is defined as foreign trade in services between a domestic and foreign business company.
- The export of services generates income for the company. The import of services is an expense item for the company.
- It is not required that the service crosses national borders, but it can be produced at home or abroad. The distinguishing criterion of the export or import of a service is that the company receives compensation from a foreign company and/or pays a foreign company for a service listed in the questionnaire form (see Tables a and b).
- Excluded from the definition of foreign trade in services are those cases where a domestic company receives payment for a service from another domestic company. Exceptions to this basic rule include development cooperation projects funded by the Ministry for Foreign Affairs. These as well as service projects funded from international sources (e.g. the EU) shall be reported in the form according to the recipient country, i.e. the project's target country
- The export and import of goods, interests, profits or losses are not normally included in the definition of foreign trade in services. Building and construction services are an exception: these may include the costs of installation equipment exported to the target country. Transport services and financial intermediation services are also excluded.
- More detailed definitions for services and the country classification are presented at the end of the questionnaire form.
- Assessment** Please answer all questions. If you have difficulties obtaining the information required from your accounts (for instance with regard to the country or service classification), please give your best estimate.

**A. EXPORT OF SERVICES (=income from other countries)**

Reporting currency		1000 Finnish marks _____ or 1 EURO _____		
Export of services = Income from abroad	Code	Total 1)	Country code (2)	Country code (2)
<i>Postal and telecommunications services</i>				
Postal services and courier services	246X			
Telecommunications services	247X			
Construction services				
Construction services provided abroad	250X			
Purchases by construction enterprises	251X			
Computer and information services				
Computer services	263X			
Information services	264X			
Royalties and licence fees	266X			
<b>Merchanting services and other trade-related services</b>	269X			
<i>Operational leasing services</i>	272X			
<b>Business services and professional and technical services</b>				
Legal services, accounting, auditing, bookkeeping, business and management consultancy and public relations services	274X			
Advertising, market research and public opinion polling	278X			
Research and development services	279X			
Architectural, engineering and other technical services	280X			
Agriculture services, mining services and on-site processing services	281X			
Other business services	284X			
Services between related enterprises that do not belong to the above mentioned categories	285X			
<b>Audiovisual and related services, other personal, cultural and recreational services</b>				
Audiovisual and related services	288X			
Other personal, cultural and recreational services	289X			
Other unspecified services	982X			
Total exports of services	<b>000X</b>			

- 1) Please indicate total income from services in FIM 1,000 or in euros.
- 2) Please give country code and specify the amount of income from the country in question.

**B. IMPORT OF SERVICES (expenses to abroad)**

Reporting currency 1000 Finnish marks \_\_\_\_ or 1 EURO \_\_\_\_

Import of services =expenses to abroad	Code	Total 1)	Country code (2)	Country code (2)
<i>Postal and telecommunications services</i>				
Postal services and courier services	246M			
Telecommunications services	247M			
Construction services				
Construction services provided abroad	250M			
Purchases by construction enterprises	251M			
Computer and information services				
Computer services	263M			
Information services	264M			
Royalties and licence fees	266M			
<b>Merchanting services and other trade-related services</b>	269M			
<i>Operational leasing services</i>	272M			
<b>Business services and professional and technical services</b>				
Legal services, accounting, auditing, bookkeeping, business and management consultancy and public relations services	274M			
Advertising, market research and public opinion polling	278M			
Research and development services	279M			
Architectural, engineering and other technical services	280M			
Agriculture services, mining services and on-site processing services	281M			
Other business services	284M			
Services between related enterprises that do not belong to the above mentioned categories	285M			
<b>Audiovisual and related services, other personal, cultural and recreational services</b>				
Audiovisual and related services	288M			
Other personal, cultural and recreational services	289M			
Other unspecified services	982M			
Total import of services	<b>000M</b>			

- 1) Please indicate total expenses from services in FIM 1,000 or in euros.
- 2) Please give country code and specify the expenses from the country in question.

<i>Insurance services to/from foreign countries</i>	code	Total (3)	Country (4)	Country (4)
<b>Insurance premiums to foreign countries</b>	<b>253M</b>			
<b>Insurance compensations from foreign countries</b>	<b>253X</b>			

**GENERAL INSTRUCTIONS***Table A: exports*

Please indicate what kind of services your company sells to foreign countries and which countries these are. For statistical purposes income received from the sale of services to foreign countries is defined as exports even if the service itself is not transferred to another country. For instance, incomes from royalties are regarded as service exports. Commissions paid by foreign companies to a domestic company are also regarded as service exports.

In the Total column, please indicate the total amount of income from service exports by type of service in thousands of FIM or in euros.

Using the country codes attached, please indicate under the "Country" column on the first line of the Table to which country you are exporting the respective services (i.e. the country in which the paying company is based). Indicate the amount of income received for each country in thousand FIM or in euros for each type of service on those rows that have a code.

If you export services to more than three countries, please take extra copies of the form before filling it.

The form can also be downloaded in Excel from:

[www.tilastokeskus.fi/tk/yr/ta91lomake-2000.xls](http://www.tilastokeskus.fi/tk/yr/ta91lomake-2000.xls).

*Table B: Imports*

Please indicate what kind of services your company buys from foreign countries and which countries these are. For statistical purposes expenses related to the purchase of foreign services are defined as service imports even if the service itself is not transferred from one country to another. For instance, expenses related to franchising and paid to a foreign company are regarded as service imports. Commissions paid to foreign countries and other similar expense items are also regarded as service imports.

In the Total column, please indicate the total amount of expenses related to service imports by type of service in thousands of FIM or in euros.

Using the country codes attached, please indicate under the "Country" column on the first line of the Table from which country you are importing the respective services (i.e. the country in which the company that is receiving the payment is based). Indicate the amount in thousand FIM or in euros for each type of service on those rows that have a code.

If you import services from more than three countries, please take extra copies of the form before filling it.

The form can be downloaded in Excel from:

[www.tilastokeskus.fi/tk/yr/ta91lomake-2000.xls](http://www.tilastokeskus.fi/tk/yr/ta91lomake-2000.xls).

***Country classification***

Please use the following country codes to indicate the breakdown of sales/purchases by country.

<b>EU countries:</b>	<b>Country code</b>	<b>Other countries:</b>	<b>Country code</b>
Austria	AT	Japan	JP
Belgium	BE	Canada	CA
Denmark	DK	Norway	NO
France	FR	Switzerland	CH
Germany	DE	USA	US
Great Britain	GB	Russia	RU
Greece	GR	Estonia	EE
Ireland	IE	Rest of the world	REST
Italy	IT		
Luxembourg	LU		
Netherlands	NL		
Portugal	PT		
Spain	SP		
Sweden	SE		