

**Foreign affiliates trade in
services statistics (FATS)**

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by

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Additional material

Example of sales of foreign affiliates as divided into

goods and services (*United States Direct Investment*

Abroad: Final Results from the 1999 Benchmark Survey).

Table III.F 1. Sales by Affiliates, Selected Area and Industry of Affiliate and Type of Sale by Destination and Transactor

[Millions of dollars]

	Sales to all destinations			Sales to the United States			Sales to foreign countries								
	Total	To affiliated persons ¹	To unaffiliated persons	Total	To U.S. parents	To unaffiliated U.S. persons	To all foreign countries			Local ²			To other foreign countries ³		
							Total	To other foreign affiliates	To unaffiliated persons	Total	To other foreign affiliates	To unaffiliated persons	Total	To other foreign affiliates	To unaffiliated persons
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	
Total	2,218,945	577,253	1,641,692	230,975	197,029	33,946	1,987,970	380,224	1,607,746	1,494,903	103,320	1,391,583	493,067	276,904	216,163
Goods ⁴	1,782,680	524,014	1,258,666	205,639	177,584	28,054	1,577,041	346,429	1,230,612	1,127,489	89,607	1,037,881	449,553	256,822	192,730
Services ⁵	372,853	38,435	334,418	19,646	14,779	4,867	353,207	23,656	329,550	320,686	9,790	310,896	32,520	13,866	18,654
Investment income ⁶	63,412	14,804	48,608	5,690	4,666	1,024	57,722	10,138	47,584	46,728	3,922	42,806	10,994	6,216	4,778
<i>By area:</i>															
Canada	281,251	73,783	207,469	78,081	65,132	12,949	203,170	8,651	194,519	197,222	6,303	190,919	5,948	2,348	3,600
Goods ⁴	237,342	70,476	166,866	75,703	63,730	11,973	161,639	6,745	154,893	155,956	4,524	151,432	5,682	2,221	3,461
Services ⁵	36,993	2,738	34,255	2,252	1,285	967	34,741	1,452	33,288	34,511	1,354	33,158	229	99	131
Investment income ⁶	6,917	569	6,348	126	116	10	6,791	453	6,338	6,755	425	6,329	36	28	8
Europe	1,220,468	310,157	910,311	53,829	45,625	8,004	1,166,840	284,532	902,307	803,860	60,882	743,178	362,979	203,850	159,130
Goods ⁴	981,008	283,404	697,603	43,600	37,743	6,057	937,208	245,662	691,546	602,002	52,936	549,066	335,206	192,725	142,480
Services ⁵	205,959	18,360	187,579	7,265	5,737	1,549	198,873	12,643	186,030	178,319	4,817	173,503	20,353	7,826	12,527
Investment income ⁶	33,501	8,372	25,129	2,542	2,145	397	30,959	6,227	24,732	23,539	2,929	20,609	7,420	3,298	4,123
Latin America and Other Western Hemisphere	251,575	73,981	177,594	43,554	38,311	5,243	208,020	35,670	172,351	165,678	11,948	153,730	42,342	23,722	18,620
Goods ⁴	195,221	61,092	134,129	37,311	33,635	3,676	157,910	27,457	130,453	126,311	9,695	116,616	31,598	17,762	13,837
Services ⁵	45,222	8,187	37,035	3,671	2,664	1,007	41,551	5,523	36,028	33,570	1,910	31,660	7,981	3,612	4,369
Investment income ⁶	11,132	4,702	6,430	2,572	2,013	560	8,559	2,690	5,870	5,797	342	5,455	2,763	2,348	415
Africa	25,539	6,362	19,177	5,136	4,040	1,096	20,403	2,322	18,081	15,938	256	15,683	4,465	2,066	2,399
Goods ⁴	21,942	5,598	16,344	4,253	3,402	851	17,689	2,196	15,494	13,285	187	13,098	4,404	2,009	2,396
Services ⁵	3,418	729	2,689	882	638	245	2,536	92	2,444	2,510	69	2,441	26	23	3
Investment income ⁶	179	35	144	0	0	0	179	35	144	144	0	144	35	35	(*)
Middle East	13,831	3,965	9,866	3,320	2,854	466	10,511	1,101	9,410	8,026	87	7,940	2,485	1,014	1,471
Goods ⁴	8,853	3,506	5,247	2,862	2,560	302	5,991	1,046	4,945	3,646	80	3,565	2,346	966	1,379
Services ⁵	4,838	346	4,491	447	292	154	4,391	54	4,337	4,252	6	4,246	139	48	91
Investment income ⁶	141	12	129	12	12	0	129	(*)	129	129	(*)	129	0	0	0
Asia and Pacific	426,280	109,006	317,274	47,255	41,057	6,198	379,025	67,948	311,077	304,177	24,044	280,133	74,848	43,904	30,944
Goods ⁴	338,315	99,837	238,477	41,709	36,514	5,195	296,605	63,323	233,282	228,288	22,184	204,104	70,317	41,139	29,178
Services ⁵	76,423	8,055	68,368	5,108	4,163	945	71,315	3,892	67,423	67,524	1,634	65,899	3,791	2,258	1,534
Investment income ⁶	11,542	1,113	10,429	438	380	57	11,105	733	10,372	10,365	225	10,140	740	507	232
<i>By industry:</i>															
Mining	65,303	20,541	44,762	12,714	9,201	3,513	52,589	11,340	41,249	34,589	6,723	27,866	18,000	4,618	13,383
Goods ⁴	55,661	19,765	35,897	12,031	8,903	3,128	43,630	10,862	32,768	26,557	6,398	20,158	17,073	4,463	12,610
Services ⁵	9,642	777	8,865	683	298	385	8,959	479	8,480	8,032	324	7,708	927	154	772
Investment income ⁶	(*)	0	(*)	0	0	0	(*)	0	(*)	(*)	0	(*)	0	0	0
Utilities	32,839	246	32,592	210	86	124	32,629	160	32,468	32,523	143	32,380	106	17	89
Goods ⁴	14	0	14	0	0	0	14	0	14	14	0	14	0	0	0
Services ⁵	32,825	246	32,578	210	86	124	32,615	160	32,454	32,509	143	32,366	106	17	89
Investment income ⁶	(*)	0	(*)	0	0	0	(*)	0	(*)	(*)	0	(*)	0	0	0
Manufacturing	1,107,365	379,543	727,822	165,731	143,572	22,158	941,635	235,970	705,664	651,982	58,437	595,545	289,652	179,533	110,119
Goods ⁴	1,094,175	376,482	717,693	163,779	141,758	22,020	930,397	234,724	695,673	642,012	56,188	585,824	288,385	178,536	109,849
Services ⁵	12,709	3,052	9,657	1,952	1,814	138	10,757	1,238	9,519	9,496	247	9,249	1,261	991	270
Investment income ⁶	481	9	472	0	0	0	481	9	472	475	3	472	6	6	0
Wholesale trade	556,610	125,079	431,531	28,716	26,004	2,711	527,894	99,075	428,820	389,453	25,872	363,581	138,441	73,202	65,239
Goods ⁴	539,330	122,916	416,514	27,772	25,207	2,565	511,558	97,609	413,949	374,877	25,819	348,068	138,681	71,789	64,891
Services ⁵	16,701	2,262	14,439	927	797	130	15,774	1,465	14,310	14,015	53	13,962	1,759	1,412	347
Investment income ⁶	579	2	578	17	(*)	17	582	1	561	561	(*)	561	1	1	0
Information	70,648	4,528	66,120	1,324	1,023	301	69,324	3,505	65,819	61,271	1,199	60,072	8,052	2,305	5,747
Goods ⁴	(D)	723	(D)	80	75	5	(D)	648	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Services ⁵	63,131	3,805	59,327	1,244	948	296	61,868	2,857	59,031	(D)	(D)	(D)	(D)	(D)	(D)
Investment income ⁶	(D)	0	(D)	0	0	0	(D)	0	(D)	(D)	0	(D)	0	0	0
Finance (except depository institutions) and insurance	151,357	27,757	123,599	12,430	9,717	2,713	138,926	18,040	120,886	115,486	6,749	108,737	23,440	11,291	12,149
Goods ⁴	46	35	10	9	9	(*)	36	26	10	10	(*)	10	26	26	(*)
Services ⁵	92,067	14,091	77,976	7,571	5,866	1,706	84,496	8,226	76,271	71,622	2,887	68,736	12,874	5,339	7,535
Investment income ⁶	59,244	13,631	45,613	4,850	3,842	1,008	54,394	9,788	44,606	43,854	3,863	39,992	10,540	5,926	4,614
Professional, scientific, and technical services	77,836	9,783	68,053	5,042	4,001	1,042	72,794	5,783	67,011	64,482	2,592	61,870	8,332	3,191	5,141
Goods ⁴	9,187	1,074	8,114	735	716	19	8,452	358	8,095	8,101	24	8,077	351	333	18
Services ⁵	88,205	8,710	79,495	4,307	3,285	1,023	63,898	5,425	58,473	55,917	2,567	53,350	7,981	2,858	5,123
Investment income ⁶	444	0	444	0	0	0	444	0	444	444	0	444	0	0	0
Other industries	156,987	9,775	147,212	4,809	3,425	1,384	152,179	6,350	145,828	145,136	3,604	141,532	7,043	2,747	4,297
Goods ⁴	(D)	3,120	(D)	1,232	916	317	(D)	2,204	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Services ⁵	77,572	5,493	72,079	2,753	1,886	1,067	74,819	3,807	71,012	(D)	(D)	(D)	(D		

counting principles are not included in the determination of net income.

Table III.F1

1. Includes sales to the U.S. parent and its foreign affiliates; equals the sum of columns 5 and 8.

2. Sales charged by an affiliate to persons in the country where the affiliate is located.

3. Sales charged by an affiliate to persons in foreign countries other than the country where the affiliate is located.

4. Sales of goods are defined as sales generated by activities characteristic of the following group of industries: Agriculture and forestry, except support activities; mining, except support activities; construction; manufacturing; and wholesale and retail trade. Because of the change in the industry classification system for affiliates (from an SIC-based system to a NAICS-based system) introduced in the 1999 benchmark survey, the definition of sales of goods in this publication differs somewhat from that in earlier publications (see the section, "Sales of goods and services," in the methodology).

5. Sales of services are defined as sales generated by activities characteristic of the following group of industries: Information; finance and insurance; real estate and rental and leasing; professional, technical, and scientific services; support activities for agriculture and forestry; support activities for mining; utilities; transportation and warehousing; management of companies and enterprises; administrative and support services; waste management and remediation services; health care and social assistance; accommodation and food services; and miscellaneous services. Because of the change in the industry classification system for affiliates (from an SIC-based system to a NAICS-based system) introduced in the 1999 benchmark survey, the definition of sales of services in this publication differs somewhat from that in earlier publications (see the section, "Sales of goods and services," in the methodology).

6. Consists of investment income that is included in "sales or gross operating revenues" in the income statement. In finance and insurance, affiliates include investment income in sales because it is generated by a primary activity of the company. In other industries, most affiliates consider investment income to be an incidental revenue source; this income is included in the income statement in a separate "other income" category, but it is not included in the affiliate's sales or in this row.

Tables III.F2 and III.F3

1. Includes sales to the U.S. parent and its foreign affiliates; equals the sum of columns 5 and 8.

2. Sales charged by an affiliate to persons in the country where the affiliate is located.

3. Sales charged by an affiliate to persons in foreign countries other than the country where the affiliate is located.

Table III.F7

1. Sales charged by an affiliate to persons in the country where the affiliate is located.

Table III.F9

1. Includes sales to the U.S. parent and its foreign affiliates; equals the sum of columns 5 and 8.

2. Sales charged by an affiliate to persons in the country where the affiliate is located.

3. Sales charged by an affiliate to persons in foreign countries other than the country where the affiliate is located.

Tables III.F13 and III.F14

1. Sales of goods are defined as sales generated by activities characteristic of the following group of industries: Agriculture and forestry, except support activities; mining, except support activities; construction; manufacturing; and wholesale and retail trade. Because of the change in the industry classification system for affiliates (from an SIC-based system to a NAICS-based system) introduced in the 1999 benchmark survey, the definition of sales of goods in this publication differs somewhat from that in earlier publications (see the section, "Sales of goods and services," in the methodology).

2. Includes sales to the U.S. parent and its foreign affiliates; equals the sum of columns 5 and 8.

3. Sales charged by an affiliate to persons in the country where the affiliate is located.

4. Sales charged by an affiliate to persons in foreign countries other than the country where the affiliate is located.

Tables III.F15 and III.F16

1. Sales of services are defined as sales generated by activities characteristic of the following group of industries: Information; finance and insurance; real estate and rental and leasing; professional, technical, and scientific services; support activities for agriculture and forestry; support activities for mining; utilities; transportation and warehousing; management of