



UNITED NATIONS
DEPARTMENT OF ECONOMIC AND SOCIAL AFFAIRS
STATISTICS DIVISION



UNITED NATIONS
ECONOMIC COMMISSION
FOR AFRICA

**International Workshop on Country Practices in Compilation of
International Merchandise Trade Statistics, 12-16 November 2007, Addis Ababa**

Presentation
International Trade Centre, Geneva, Switzerland

Item 18: Trade Indicators



Workshop on country practices in the compilation of IMTS

Trade indicators
The experience of the International Trade Centre

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Market Analysis Section

Addis Ababa, Ethiopia
November, 2007



What is ITC?



**The International Trade Centre (ITC) is
the joint technical cooperation agency of the
United Nations Conference on Trade and Development (UNCTAD)
and the World Trade Organization (WTO)
for business aspects of trade development.**



Some questions to our partners...

- How do you assess national and sectoral trade performance and competitiveness?
- How do your export products position themselves in terms of international demand?
- In what markets do you have a significant trade potential?
- How do you define priority sectors and partner countries for trade promotion?



Country Market Analysis Profiles

- Country Map can be used for:
 - strategic market research
 - comparative economic analysis
- Country Map's data:
 - is based on COMTRADE (United Nations Statistics Division)
 - includes indicators for 184 countries, using 'mirror' estimates for non-reporting countries



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Workshop on country practices in the compilation of IMTS

<http://www.intracen.org> (click on countries)

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Technical Cooperation activities
- Project CCI/AF
- Export-led Poverty Reduction Programme (EFRP)

Trade Contacts

Trade statistics aggregates

Reference & contact databases
- Index to Internet Information Sources
- On-line Access to Databases

The country approach offers an overview of ITC's technical cooperation activities at the country and regional levels. It provides links to national trade support institutions and country-specific business information. In addition, it presents trade and market profiles based on trade statistics which benchmark national trade performance and provide indicators on export supply and import demand.

For comments/suggestions, please use the [Feedback Form](#).

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Thailand

Each tool comprises:
• background paper
• table

Wide range of analytical and information tools

Trade Information Sources

Trade Contacts

Country Market Analysis Profile (Country Map)

Data 2001-2005

Trade Performance Index (14 sectors) Table (excel 4MB)

Export Performance (HS) Table (new version)

Import Profile (HS) Table (new version)

Structural Indicators*

Trade Simulation Table (excel)

Consistency of Trade Statistics Table (new version)

Other Information

Trade Statistics 2001-2005 (SITC) Imports Exports

Your feedback

* structural indicators, biannual updates

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Trade Performance Index (TPI)

How do you assess sectoral trade performance?

- TPI calculates the level of competitiveness and diversification of a particular export sector, by comparing it with other countries
 - Covers up to 14 different export sectors for 184 countries
 - All countries ranked by 18 quantitative performance indicators



Trade Performance Index for Uganda's exports

Trade Performance Index						Current performance							
Sector description	Country name	Use of data reported by the country	Year	Number of exporting countries ranked in the sector	Composite index (CI)	Net exports (USD 1,000): (P1)	Ranking in net exports: (P1)	Per capita exports (USD/inhabitant): (P2)	Ranking in per capita exports: (P2)	Share in world market (%): (P3)	Ranking in share in world market: (P3)	Product diversification (N° of equivalent product at 6 digit): (P4a)	Ranking in product diversification: (P4a)
Basic manufactures	Uganda	Yes	2005	131	99	-195,676	65	1.4	124	0.0048	113	8	77
Chemicals	Uganda	Yes	2005	131	113	-257,282	51	0.7	125	0.0017	117	6	90
Fresh food	Uganda	Yes	2005	177	56	344,412	42	17.6	129	0.1374	77	6	80
Non-electronic machinery	Uganda	Yes	2005	116	67	-116,886	27	0.3	111	0.0010	108	18	68
Processed food	Uganda	Yes	2005	153	103	-118,282	80	1.6	136	0.0127	115	12	53
Transport equipment	Uganda	Yes	2005	110	62	-185,074	39	0.5	103	0.0013	98	9	41



National Export Performance (NEP)

How do your export products position themselves in terms of international demand?

- NEP provides an overview of a country's export performance in terms of:
 - the product composition and the growth of its exports
 - the dynamics of international demand



Scan the export portfolio of Mauritius

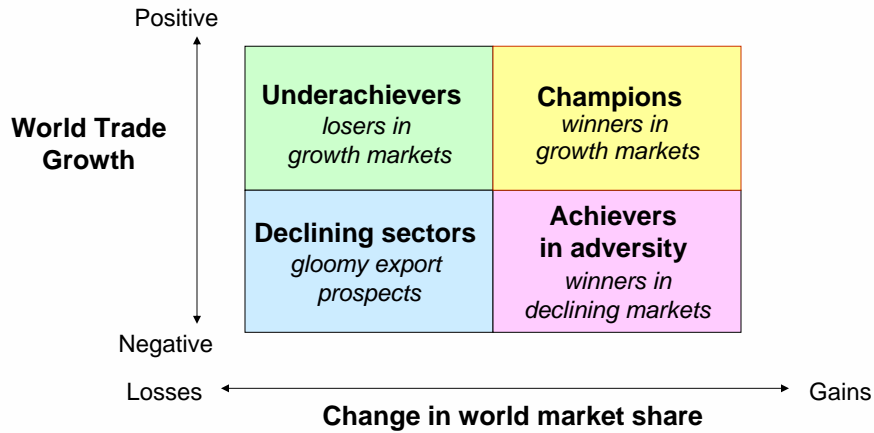
Exports: Mauritius 2005

Trade Performance HS : Exports of Mauritius (2005, in USD thousands)

Industry	Exports in value	Exports as a share of total exports (%)	Exports as a share of world exports (%)	Growth of exports in value (% p.a.)	Growth of exports in volume (% p.a.)	Growth of world exports in value (% p.a.)	Growth of world exports in volume (% p.a.)	Growth of share in world exports (% p.a.)	Number of exported products (which value > USD 100,000)	Share of top 3 exported products (%)	Number of export markets (which value > USD 100,000)	Share of top 3 export markets (%)	Net trade	Specialization (Balassa Index)	Specialization (Lafay Index)
00 All industries	2,004,352	100.0000	0.0195	7	0				544	46.9	92	58.6	-1,155,765		0
81 Articles of apparel, accessories, knit or crocheted	532,406	26.5625	0.4229	3	0	10	3	-7	54	77.5	24	81.0	524,086	21.7	100
17 Sugars and sugar confectionery	350,756	17.4987	1.4775	5	0	10	2	-5	3	100.0	22	93.6	333,681	75.9	65
85 Electrical, electronic equipment	282,174	14.0781	0.0202	162		13	4	170	24	95.4	24	82.4	-140,440	1.0	3
52 Articles of apparel, accessories, knit or crocheted	206,231	10.2892	0.1400			9	4		45	81.9	26	79.4	178,826	7.2	36
16 Meat, fish and seafood food preparations, nes	108,380	5.4072	0.4205	15	4	13	7	2	2	100.0	14	88.8	93,242	21.6	19
71 Pearls, precious stones, metals, coins, etc.	89,423	4.4614	0.0466	12		15	0	-3	14	84.7	22	74.0	-3,243	2.4	6
03 Fish, crustaceans, molluscs, aquatic invertebrates, nes	55,477	2.7678	0.0959	187		8	2	179	10	96.2	19	61.4	-80,865	4.9	-6
84 Boilers, machinery, nuclear reactors, etc.	33,112	1.6520	0.0024	19		12	4	7	44	47.9	29	62.2	-264,644	0.1	-30
52 Cotton	31,202	1.5567	0.0663			7	0		28	55.8	20	69.5	-130,289	3.4	-14
01 Live animals	29,780	1.4858	0.2243	32		10	2	22	3	99.9	11	87.8	18,054	11.5	4
80 Optical, photo, technical, medical, etc apparatus	21,706	1.0829	0.0087	5		14	4	-8	13	57.7	20	62.6	-12,197	0.3	0
39 Plastics and articles thereof	18,895	0.9427	0.0056	46		16	6	30	21	59.8	8	80.7	-75,170	0.3	-8
81 Clocks and watches and parts thereof	17,372	0.8667	0.0892			7	0		9	70.8	6	93.5	2,609	3.6	2
51 Wool, animal hair, horsehair, yarn and fabric thereof	14,558	0.7263	0.1107			3	-5		10	85.3	8	91.9	-10,526	5.7	0
73 Articles of iron or steel	11,155	0.5585	0.0085	34		17	6	17	13	62.8	22	42.7	-44,086	0.3	-5

Graphical approach

- The chart is divided into four quadrants:

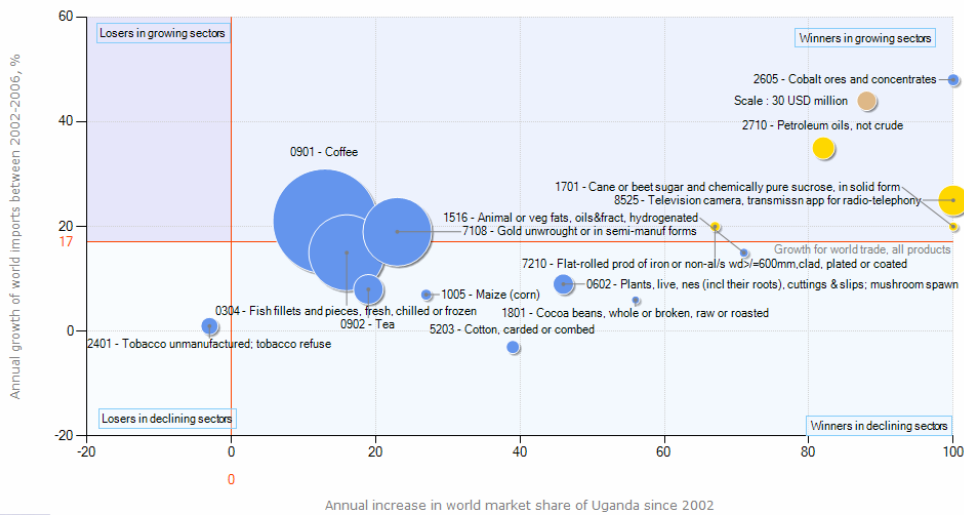


Trade indicators

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Growth of national supply and international demand for export products of Uganda - 2006



Trade indicators

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Indicator of consistency between trade figures

- This indicator has been calculated to enhance the transparency on trade statistics and to help trade analysts in their studies
- For good interpretation of this indicator, the trade analyst should know all the reasons that could explain discrepancies between direct statistics and mirror statistics



Consistency of Mauritius' export statistics

Exports: Mauritius 2005 Display Settings [Country Metadata](#)

Consistency of Trade Statistics : Exports of Mauritius (2005, in USD thousands)

Industry	Export value reported by country (A)	Number of partner countries	Exports reported by country going to other reporting countries (B)	Number of partner countries reporting data	Non exporters as % of total exports	Mirror estimates Value (C)	Mirror estimates - Number of partners	Measure of discrepancy - (C-B)	Relative measure of discrepancy (-100, 100%) = 100 * (C-B) / (C+B)	Measure of discrepancy - from detail (0-100 %)	Qualitative assessment of discrepancy
00 All industries	2,004,351	131	1,665,614	87	83.1	1,764,584	89	80,770	2.9	14.2	Low
61 Articles of apparel, accessories, knit or crocheted	532,406	66	531,281	42	99.8	557,022	57	25,741	2.4	6.7	Very Low
17 Sugars and sugar confectionery	350,756	40	350,019	31	99.8	398,216	44	48,199	6.4	6.5	Very Low
85 Electrical, electronic, equipment	282,174	45	102,846	33	36.5	75,402	40	-27,444	-15.4	26.3	Average
62 Articles of apparel, accessories, not knit or crocheted	206,231	47	201,716	36	97.8	246,315	58	44,599	10.0	10.4	Low
16 Meat, fish and seafood food preparations nes	108,380	24	107,304	20	99.0	99,765	22	-7,539	-3.6	10.6	Low
71 Pearls, precious stones, metals, coins, etc.	89,423	41	88,694	35	99.2	121,156	21	32,462	15.5	29.0	Average
03 Fish, crustaceans, molluscs, aquatic invertebrates nes	55,477	29	48,203	21	86.9	23,612	17	-24,591	-34.2	50.7	High
84 Boilers, machinery, nuclear reactors, etc.	33,112	58	20,937	39	63.2	13,715	39	-7,222	-20.8	56.3	High
52 Cotton	31,202	39	18,968	28	60.8	20,214	30	1,246	3.2	18.9	Low
01 Live animals	29,780	16	29,184	11	98.0	28,864	12	-520	-0.9	27.1	Average
90 Optical, photo, technical, medical, etc apparatus	21,706	40	20,595	33	94.9	24,850	49	4,255	9.4	29.5	Average
39 Plastics and articles thereof	18,895	31	10,430	20	55.2	9,105	24	-1,325	-6.8	17.3	Low
91 Clocks and watches and parts thereof	17,372	21	17,310	20	99.6	19,204	11	894	2.5	10.8	Low
51 Wood, animal hair, horsehair, yarn and fabric thereof	14,556	12	3,494	9	24.0	2,853	7	-641	-10.1	14.2	Low
73 Articles of iron or steel	11,155	41	5,499	27	49.3	6,334	22	835	7.1	39.1	Average
23 Residues, wastes of food industry, animal fodder	11,010	13	2,511	11	22.8	3,860	9	1,249	21.2	26.6	Average
49 Printed books, newspapers, pictures, etc.	10,619	33	4,232	20	39.9	5,274	17	1,042	11.0	25.3	Average
48 Paper & paperboard, articles of pulp, paper and board	10,495	30	5,905	18	56.3	6,615	18	710	5.7	14.2	Low



Trade Simulation (Bilateral)

In what markets do you have trade potential?

- Tool designed to model bilateral trade flows for 19 product sectors, especially those involving developing country exports
- An econometric model based on country-specific data:
 - Trade and tariff data
 - Macro-economic indicators (GDP, GDP per capita)
 - Geographic data (distances between countries)
 - Other data (conflicts, cultural factors, etc.)
- Updated every three years



Trade potential between Ethiopia and China

Current exports and export potential of Ethiopia to its main markets (USD million unless specified)

Exporter	Rank	Importer	Rank	Sector	Current Exports 2002-2003	share in ETH's exports of sector, in %	Relative Trade Potential	Total FDI outward stock 2003	Share in Total FDI Outstock, in %	Tariff applied by importer, in %
Ethiopia	17	China		TOTAL	5,538	1.2%	5. High untapped trade potential			
Ethiopia	17	China	1	Textiles, clothing and leather	2,549	4.4%	1. Very strong current trade (above predicted)			15 to 20%
Ethiopia	17	China	2	Mining and quarrying	1,851	46.1%	3. Predicted = Current or low values			0 to 5%
Ethiopia	17	China	3	Forestry and Fishing (products)	592	1.0%	5. High untapped trade potential			5 to 10%
Ethiopia	17	China	4	Agriculture and hunting	389	0.1%	5. High untapped trade potential			5 to 10%
Ethiopia	17	China	5	Food, beverages and tobacco	239	0.6%	4. Untapped trade potential			20 to 25%
Ethiopia	17	China	6	Petroleum	0	0.0%				0 to 5%
Ethiopia	17	China	7	Machinery and equipment	0	0.0%	3. Predicted = Current or low values			5 to 10%
Ethiopia	17	China	8	Electrical and electronic equipment	0	0.0%	3. Predicted = Current or low values			0 to 5%
Ethiopia	17	China	9	Precision instruments	0	0.0%	3. Predicted = Current or low values			5 to 10%
Ethiopia	17	China	10	Motor vehicles and other transport equipment	0	0.0%	3. Predicted = Current or low values			15 to 20%
Ethiopia	17	China	11	Other manufacturing	0	0.0%	3. Predicted = Current or low values			10 to 15%
Ethiopia	17	China	12	Recycling	0	0.0%	3. Predicted = Current or low values			0 to 5%
Ethiopia	17	China	13	Wood and wood products	0	0.0%	3. Predicted = Current or low values			5 to 10%
Ethiopia	17	China	14	Publishing, printing and reproduction of recorded media	0	0.0%	3. Predicted = Current or low values			0 to 5%
Ethiopia	17	China	15	Coke, petroleum products and nuclear fuel	0	0.0%	3. Predicted = Current or low values			5 to 10%

TradeMap helps:

Trade Support Institutions (TSIs)

Exporters and Importers

- Search for new market or suppliers
- Find opportunities for product and market diversification
- Set priorities for trade promotion and development
- Evaluate tariff barriers
- Assess competitive strengths and weaknesses
- Find tariff-line level information for products

<http://www.trademap.org>

Prospects for market diversification

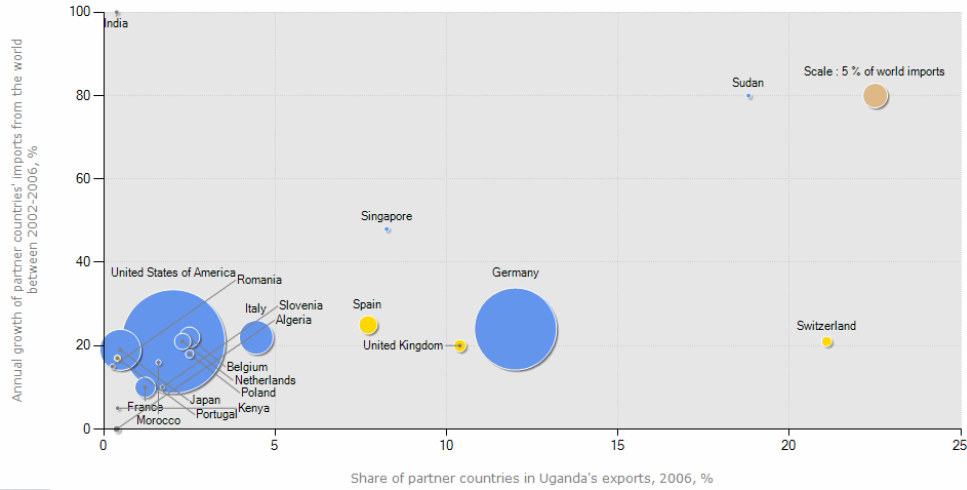
List of importing markets for the product exported by Uganda in 2006
Product : 090111 Coffee, not roasted, not decaffeinated
Uganda's exports represent 1.2% of world exports for this product, its ranking in world exports is 15

Table Graph Map

Export in Rows per page Default (25 per page)

Bilateral trade at 0-digit	Importers	Trade Indicators												
		Exported value 2006, USD thousand	Trade balance 2006, in USD thousand	Share in Uganda's exports, %	Exported quantity 2006	Quantity unit	Unit value, (USD/unit)	Exported growth in value between 2002-2006, % p.a.	Exported growth in quantity between 2002-2006, % p.a.	Exported growth in value between 2005-2006, % p.a.	Ranking of partner countries in world imports	Share of partner countries in world imports, %	Total import growth in value of partner countries between 2002-2006, % p.a.	Tariff equivalent ad valorem faced by Uganda
	World	187,962	187,961	100	122,483	Tons	1,535	34	4	9		100	21	
	Switzerland	29,632	29,632	21.1	42,256	Tons	916	12	-7	-9	12	1.6	21	
	Sudan	35,356	35,356	18.8	24,047	Tons	1,470	81	34	22	34	0.3	80	
	Germany	22,572	22,572	12	9,098	Tons	2,481	80	-40	-44	2	18.4	24	0
	United Kingdom	19,525	19,525	10.4	6,026	Tons	2,430	9	-10	70	11	2.1	20	0
	Singapore	15,517	15,517	8.3	9,853	Tons	1,575	52	9	-17	36	0.3	48	0
	Spain	14,409	14,409	7.7	5,611	Tons	2,582	23	-6	60	7	2.6	25	0
	Italy	8,359	8,359	4.4	4,213	Tons	1,984	69	21	153	4	7.1	22	0
	Poland	4,710	4,710	2.5	2,211	Tons	2,130	172	53	6	16	1.1	10	0
	Belgium	4,698	4,698	2.5	2,092	Tons	2,246	39	27	287	5	3.9	22	0
	Netherlands	4,325	4,325	2.3	2,052	Tons	2,108	36	-6	-82	8	2.9	21	0

Prospects for market diversification for a product exported by Uganda in 2006
Product : 090111 Coffee, not roasted, not decaffeinated



List of importing markets for a product exported by Uganda in 2006
Product : 090111 Coffee, not roasted, not decaffeinated

