

# Statistical Bulletin

## Economy Series

A NATIONAL STATISTICS PUBLICATION FOR SCOTLAND

**SCOTLAND'S GLOBAL CONNECTIONS SURVEY 2011**  
**- Estimating Exports from Scotland**

23<sup>rd</sup> January 2013



### 1. Introduction

This Statistics Bulletin presents the main results of Scotland's Global Connections Survey<sup>1</sup> for 2011. This is the only export survey covering all sectors of the Scottish economy and this is the tenth year of publication. Figures are presented in nominal terms and so are not adjusted for inflation. Companies provided financial and sales information relating to 2011. International exports are shown by industry and destination, and comparisons are made with the value of Scottish exports from 2007 onwards. Rest of UK exports and total exports (combining international and rest of UK) are presented in Annexes A and B.

The international exports presented here are used to measure the Scottish Government National Indicator "increase exports" as described in the National Performance Framework. Further information on this can be found from the Scotland Performs website: <http://www.scotland.gov.uk/About/scotPerforms>

The results of this survey will be of interest to government policy makers, politicians, the business community, economic commentators, academics and members of the general public with an interest in the Scottish economy. The exports information from the survey is used in economic products developed by the Scottish Government such as Input-Output modelling and the Scottish National Accounts Project (SNAP). Further the survey responses enable Scottish Development International to target their resources and planning to assist companies in Scotland with exporting.

This publication has been produced using the Standard Industrial Classification 2007. This is a major revision of industrial classification and Tables 2, 7 and 8 therefore present different aggregate classifications than previous year's publications. An impact document was produced earlier in the year to inform users of this change. Further information can be found in this website page:

<http://www.scotland.gov.uk/Topics/Statistics/Browse/Economy/Exports/GCSIntroduction>

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<sup>1</sup> The Global Connections Survey was carried out by the Scottish Government with support from Scottish Development International. Results are based on data received from around 2,000 companies, supplemented with previous years' surveys and information obtained from other sources.

## 2. Key points

- Scottish international exports in 2011 (excluding oil and gas) are provisionally estimated at £23.9 billion, of which £14.7 billion is attributable to companies in the manufacturing sector and £7.7 billion is attributed to the service sector. This represents an increase in overall estimated exports of +£1.6 billion since 2010, primarily due to a rise in manufacturing sector exports of +£1.1 billion and an increase in service sector exports of +£280 million.
- The top 5 exporting industries in 2011 were food & beverages (£4.2 billion), manufacture of coke, refined petroleum and chemical products (£3.7 billion), manufacture of computer, electronic and optical products (£1.4 billion), financial and insurance activities (£1.4 billion) and manufacture of machinery and equipment NEC (£1.4 billion). Together these industries accounted for around 50 per cent of total international exports from Scotland.
- The USA continues to be Scotland's top international export destination with an estimated £3.5 billion of exports in 2011, a slight increase of +£30 million since 2010. Exports to Netherlands increased by +£255 million in 2011, estimated to be worth £2.7 billion making it Scotland's second top export destination. Exports to France increased by +£430 million in 2011, estimated to be worth £1.9 billion making it Scotland's third top export destination.
- An estimated £11.0 billion of all Scottish exports were destined for the EU. Within the EU, the Netherlands was the largest market, followed by France, and followed next by Germany (£1.4 billion exports in 2011).
- The top five international export markets (USA, Netherlands, France, Germany and Belgium) accounted for £10.5 billion of international exports (44 per cent of all international exports) from Scotland.
- Rest of UK exports in 2011 (excluding oil and gas) are provisionally estimated at £45.5 billion, of which £24.5 billion is attributable to service sector companies and £11.6 billion is attributable to manufacturing sector companies. The increase in overall rest of UK exports of +£1.9 billion since 2010 is due to a rise in the utilities sector of +£1.4 billion and a rise in the service sector of +£725 million. Exports in the manufacturing sector decreased -£370 million, since 2010.
- The combined value of international and rest of UK exports in 2011 (excluding oil and gas) are provisionally estimated at £69.4 billion, of which £32.2 billion is attributable to service sector companies and of which £26.2 billion is attributable to manufacturing sector companies. The increase in total exports of +£3.4 billion since 2010 is due to a rise in the utilities sector of +£1.5 billion and the rise in the service sector of +£1.0 billion and a rise in the manufacturing sector of +£765 million.

### 3. International Exports by Broad Industry Sector & Trade Area

In 2011, total Scottish international exports are provisionally estimated to be £23.9 billion, of which around 61 per cent (£14.7 billion) are attributable to manufacturing companies. It is estimated that the service sector accounted for £7.7 billion of exports (32 per cent). The value of exports destined for countries within the European Union is estimated at £11.0 billion with a further £12.1 billion to the rest of the world.

**Table 1: Scottish Estimated International Exports by sector and trade area (£million), 2011**

	EU27	Non-EU	Total exports
Agriculture, Forestry & Fishing	130	155	285
Production <sup>1,2</sup> & Construction	8,075	7,865	15,940
<i>of which manufacturing</i>	<i>7,570</i>	<i>7,105</i>	<i>14,675</i>
Services <sup>3</sup>	2,825	4,055	7,690
<b>TOTAL</b>	<b>11,030</b>	<b>12,075</b>	<b>23,915</b>

Notes:

1. Excludes the value of oil & gas extracted from the UK Continental Shelf, see Notes.
2. Includes manufacturing, mining & quarrying and electricity/gas/water supply.
3. EU27 and Non-EU estimates exclude exports from some service sector industries - SIC2007 36, 37, 39, 50, 51, 64 and 65 (see Note 6). The total exports figure for 2011 includes this £810m of exports which could not be allocated to a region.

**Table 2: Total International exports by industry (£million), 2007 – 2011**

Industry Groupings (2 Digit SIC 2007 Division Groups)		Total International Exports (£million)				
		2007	2008	2009	2010	2011
1, 2, 3	Agriculture, Forestry & Fishing	180	195	280	250	285
5, 6, 7, 8, 9	Mining, Quarrying & Extraction of Petroleum	570	485	660	830	945
10, 11, 12	Manufacture of Food Products and Beverages	3,065	3,310	3,635	3,945	4,205
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	2,550	2,805	3,100	3,320	3,530
13, 14, 15	Manufacture of textiles, wearing apparel, leather and related products	335	340	290	290	350
16, 17, 18	Manufacture of wood and paper products; printing and reproduction of recorded media	365	375	375	405	425
19, 20	Manufacture of coke, refined petroleum and chemical products	2,625	3,070	2,405	2,675	3,670
21	Manufacture of basic pharmaceutical products and pharmaceutical preparations	260	400	315	340	325
22, 23	Manufacture of rubber and plastic products, and other non-metallic mineral products	540	530	510	570	580
24, 25	Manufacture of basic metals and fabricated metal products, except machinery and equipment	520	580	570	520	445
26	Manufacture of computer, electronic and optical products	1,600	1,510	1,475	1,415	1,430
27	Manufacture of electrical equipment	345	335	375	320	350
28	Manufacture of machinery and equipment NEC	1,075	1,250	1,300	1,520	1,375
29, 30	Manufacture of transport equipment	1,010	985	950	1,020	905
31, 32	Other manufacturing: including furniture	200	195	165	155	180
33	Repair and installation of machinery and equipment	275	310	390	365	430
35, 36, 37, 38, 39	Utilities	110	165	240	200	240
41, 42, 43	Construction	150	180	150	115	85
45, 46, 47	Wholesale <sup>1</sup> , retail trade; repair of motor vehicles and motorcycles	1,370	1,420	1,265	1,115	1,170
49,50,51,52,53	Transportation and storage	765	980	890	805	785
55, 56	Accommodation and food service activities	235	260	280	275	280
58, 59, 60	Publishing, audiovisual and broadcasting activities	90	80	100	90	80
61	Telecommunications	145	155	165	200	185
62, 63	IT and other information services	350	510	445	520	495
64, 65, 66	Financial and insurance activities	650	675	1,155	1,320	1,415
68	Real estate activities	30	40	60	35	35
69,70, 71	Legal, accounting, management, architecture, engineering, technical testing and analysis activities	1,045	1,345	1,395	1,345	1,390
72	Scientific research and development	315	250	285	335	415
73, 74, 75	Other professional, scientific and technical activities	55	60	165	135	170
77,78,79,80,81, 82	Administrative and support service activities	865	885	855	745	715
85	Education	280	330	390	445	515
91,92,93,94,95, 96,97,98,99	Other Services <sup>2</sup>	25	50	35	45	45
<b>Total International Exports</b>		<b>19,450</b>	<b>21,250</b>	<b>21,570</b>	<b>22,350</b>	<b>23,915</b>

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans & molluscs.
2. 'Other Services' includes the following activities: Health and other community activities, social and personal service activities.

The top 5 exporting industries in 2011 are food & beverages (£4.2 billion), manufacture of coke, refined petroleum and chemical products (£3.7 billion), manufacture of computer, electronic and optical products (£1.4 billion), financial and insurance services (£1.4 billion) and the manufacture of machinery and equipment NEC (£1.4 billion).

Together these industries accounted for just over 50 per cent of total exports from Scotland.

Manufacturing exports are estimated at £14.7 billion (61 per cent of total exports). The manufacture of food and drink manufacturing sector is estimated at £4.2 billion, and this sector dominates the manufacturing sectors. The food and drink manufacturing sector rose by +£265 million since 2010. The whisky industry, the major constituent of the food and drink manufacturing sector contributes around £3.5 billion, a rise of +£210 million since 2010. The manufacture of coke, refined petroleum and chemical products sector is estimated at £3.7 billion and rose by +£995 million since 2010.

Exports from the service sector increased from 2010 by +£280 million to £7.7 billion, this is largely explained by increases in the financial and insurance activities sector (+£90 million), the scientific research and development sector (+£80 million) and the education sector (+£70 million). The financial and insurance activities sector is worth £1.4 billion and is the largest international exporting sector within the service sector.

#### 4. International Export Destinations

Table 3 shows estimates of exports to international destinations. Of the allocable figures, exports to the EU between 2010 and 2011 grew by +£1.4 billion. Exports to Asia increased (+£175 million), exports to Central and South America increased (+£145 million), and exports to North America increased (+£65 million) over the period. Exports to the Rest of Europe declined the most over the period (-£165 million) and exports to Africa declined by -£65 million.

**Table 3: Total International Exports by geographic region (£million), 2007 – 2011**

Destination	Total Exports (£millions)				
	2007	2008	2009	2010	2011
European Union 27	8,935	9,640	9,770	9,615	11,030
Rest of Europe	1,880	1,820	1,895	2,280	2,115
North America	2,705	3,165	3,275	3,780	3,845
Central and South America	685	850	765	920	1,065
Middle East	865	1,090	970	1,040	1,005
Asia	2,340	2,465	2,390	2,080	2,260
Africa	930	1,005	1,040	1,195	1,130
Australasia	265	330	355	345	360
<b>Unallocable</b>	<b>845</b>	<b>885</b>	<b>1,110</b>	<b>1,095</b>	<b>1,105</b>
<b>Total</b>	<b>19,450</b>	<b>21,250</b>	<b>21,570</b>	<b>22,350</b>	<b>23,915</b>

Note: The estimates for regions exclude exports from SIC2007 36, 37, 39, 50, 51, 64 and 65, see Note 6.

Table 4 shows the top 10 markets for Scottish international exports. The USA continued to be the top export destination which accounted for an estimated £3.5 billion of exports (14.7 per cent of total exports). This is followed by Netherlands with an estimated £2.7 billion (11.1 per cent of the total), then France with an estimated £1.9 billion (8.1 per cent of the total), and Germany with £1.4 billion (5.7 per cent of the total). The top 10 export destinations accounted for 58 per cent of total international exports.

These data are dependent on survey responses and some companies have indicated they operated as 'toll manufacturers' so these destinations are not the final destination of the products. For example a company (which has specialist equipment) located in another country processes raw material or semi finished goods for another company, thus saving capital investment for the original company. Please see Notes 6 and 7 for further clarification with these data. The results for export destinations are therefore indicative only and should be used with caution.

**Table 4: Top 10 export destinations (£million), 2007 – 2011**

Rank	2007		2008		2009		2010		2011		Rank
	Destination	Total Exports	Destination	Total Exports	Destination	Total Exports	Destination	Total Exports	Destination	Total Exports	
1	USA	2,375	USA	2,880	USA	3,050	USA	3,495	USA	3,525	1
2	Netherlands	1,800	Netherlands	2,385	Netherlands	2,100	Netherlands	2,410	Netherlands	2,665	2
3	France	1,250	France	1,565	France	1,580	France	1,510	France	1,935	3
4	Germany	1,220	Germany	1,225	Germany	1,285	Germany	1,145	Germany	1,365	4
5	Belgium	1,060	Belgium	790	Norway	830	Norway	1,005	Belgium	980	5
6	Spain	675	Spain	720	Belgium	785	Belgium	855	Eire	780	6
7	Switzerland	625	Eire	690	Spain	785	Spain	680	Norway	765	7
8	Eire	605	Norway	640	Eire	715	Eire	655	Spain	710	8
9	Norway	585	Switzerland	565	Italy	585	Switzerland	575	Switzerland	640	9
10	Italy	575	Italy	540	Switzerland	520	Italy	525	Italy	610	10

Note: The estimates for countries exclude exports from SIC2007 36, 37, 39, 50, 51, 64 and 65, see Notes 6 and 7.

## 5. Burden on Respondents

The 2011 survey asked respondents to indicate how long the survey form took to complete and the cost to their business for completion. In total 1,564 respondents provided a response to this section of the survey form. Respondents seemed more willing to provide time information than costs.

Of those respondents who provided a time, 75 per cent reported it took less than or equal to 1 hour to complete the form. The maximum time reported was 12 hours. The median was 20 minutes to complete.

Of those respondents who provided a cost, 80 per cent reported it cost their organisation less than or equal to £60 to complete the form. The maximum reported cost to the respondent's business was £1,000. The median reported cost was £25.

Of those respondents who provided both a cost and a time, 72 per cent reported a cost to their organisation of less than or equal to an hourly rate of £80/hour to complete the form. The respondent's hourly rates varied from £2/hour to £960/hour for their organisation to complete the form. The median cost rate to the respondents business was £48/hour to complete.

Calculating an average cost based on an hourly rate for those respondents providing both cost and time (£74.40) and applying this to those responses that provided a time to complete allows an estimate of burden for those companies who responded. This provides an estimate of total respondent burden which approximates to £79,000.

These are the estimated costs to the respondent's organisations. The cost of printing, distribution, processing and analysis are additional costs for this survey.

**Table 5 Respondents' Burden**

Variable	Number of respondents providing data	Total	Minimum	Maximum	Average	Median
Cost in £'s	902	45,356	1	1,000	50.30	25
Time in minutes	1,564	63,738	1	720	40.80	20
Average cost (£ per hour)	896	66,627	2	960	74.40	48

## 6. Respondents Comments

Three hundred and seventy nine companies provided a commentary within the survey form. These comments were broadly categorised into six themes.

**Table 6: Respondents Comments**

	Count
Survey not relevant	83
Do not export	59
Issue with organisational structure of company	36
Issue with splitting Scotland figures from UK, also issue with quantifying service exports	31
Request electronic facility to send form	11
Other	159

The most common comment was that the survey was irrelevant to their business; however in a number of cases this was due to a misunderstanding of interpreting what is meant by an export particularly for the service sectors and for business from Scotland to the rest of UK. For those indicating they did not export this was supplemented with information about not trading out with Scotland and in some cases how products produced were unsuitable for international trade.

Issues with the organisational structure of the company refer to situations where companies are part of large international corporations, possibly functioning as a subsidiary or a franchise operation within Scotland. The Scottish part of the business may not know the sales figures or be able to split Scottish figures from the UK company account or be able to influence the company strategy for exporting. Furthermore, some companies use separate distributors to exports goods, who work independently.

Thirty one companies mentioned how difficult it was to split Scottish sales from UK sales or had difficulty determining visitor's normal place of residence (particularly for the retail and hospitality sectors). For those companies having difficulty splitting Scottish sales from UK sales, this was mostly because accounting was done at a UK level.

Of the other comments, a small number expressed concern about particular aspects of government performance and policy. Other comments included suggesting that the data could be obtained from other government departments, complimenting the survey, complaining about the survey, describing the company's specific business, requesting to know the results, indicating business ceased trading, and requesting contact with Scottish Enterprise or Government officials. Where contact details were supplied these were passed directly to Scottish Development International.

## 7. Acknowledgments

These statistics have been prepared by the Office of the Chief Economic Adviser in collaboration with Scottish Development International. We would like to thank all of the companies that responded to the survey and all those who have been involved in the survey for their help and advice, and in particular Scottish Development International and Highlands & Islands Enterprise.

For this publication we are grateful to: Scottish Government Life Long Learning Statistics for information on students within Further Education; Marine Statistics for Sea Fisheries data. HMRC UK Trade Info has also been used to supplement missing data. Department of Energy and Climate Change (DECC) whose publication the Digest of United Kingdom Energy Statistics (DUKES) 2012 provided energy information. The Office for National Statistics for a variety of survey information including the Inter Department Business Register, the Annual Business Survey, International Trade in Services, the Retail Sales Index and the UK Monthly Production Inquiry.

The Office for National Statistics Statement of Administrative Sources can be found here <http://www.ons.gov.uk/ons/guide-method/the-national-statistics-standard/code-of-practice/statement-of-administrative-sources/index.html>

## ANNEX A

**Table 7: Rest of UK exports by industry (£million), 2007 – 2011**

Industry Groupings (2 Digit SIC 2007 Division Groups)		Total Rest of UK Exports (£million)				
		2007	2008	2009	2010	2011
1, 2, 3	Agriculture, Forestry & Fishing	540	595	735	655	730
5, 6, 7, 8, 9	Mining, Quarrying & Extraction of Petroleum	1,125	1,380	1,995	2,520	2,340
10, 11, 12	Manufacture of Food Products and Beverages	2,790	2,705	2,955	3,580	3,505
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	590	565	605	640	645
13, 14, 15	Manufacture of textiles, wearing apparel, leather and related products	270	275	250	245	240
16, 17, 18	Manufacture of wood and paper products; printing and reproduction of recorded media	905	890	910	1,020	985
19, 20	Manufacture of coke, refined petroleum and chemical products	1,440	1,830	1,875	2,290	2,170
21	Manufacture of basic pharmaceutical products and pharmaceutical preparations	300	315	220	280	260
22, 23	Manufacture of rubber and plastic products, and other non-metallic mineral products	485	495	500	490	480
24, 25	Manufacture of basic metals and fabricated metal products, except machinery and equipment	720	780	760	720	720
26	Manufacture of computer, electronic and optical products	755	810	755	685	665
27	Manufacture of electrical equipment	180	170	215	175	185
28	Manufacture of machinery and equipment NEC	515	555	415	500	450
29, 30	Manufacture of transport equipment	1,465	1,455	1,465	1,370	1,330
31, 32	Other manufacturing: including furniture	145	125	170	125	100
33	Repair and installation of machinery and equipment	320	390	415	450	470
35, 36, 37, 38, 39	Utilities	2,955	1,990	3,605	3,380	4,820
41, 42, 43	Construction	1,630	1,615	1,400	1,320	1,495
45, 46, 47	Wholesale <sup>1</sup> , retail trade; repair of motor vehicles and motorcycles	5,575	5,210	4,890	4,880	4,995
49,50,51,52,53	Transportation and storage	1,505	1,600	1,625	1,855	1,985
55, 56	Accommodation and food service activities	815	925	840	855	935
58, 59, 60	Publishing, audiovisual and broadcasting activities	330	260	245	220	225
61	Telecommunications	155	145	160	165	175
62, 63	IT and other information services	755	595	670	650	855
64, 65, 66	Financial and insurance activities	10,900	10,705	9,355	9,990	9,955
68	Real estate activities	180	165	205	155	245
69,70, 71	Legal, accounting, management, architecture, engineering, technical testing and analysis activities	1,335	1,490	1,765	2,330	2,425
72	Scientific research and development	175	185	145	150	220
73, 74, 75	Other professional, scientific and technical activities	255	265	230	230	250
77,78,79,80,81, 82	Administrative and support service activities	2,395	2,350	2,270	1,925	1,795
85	Education	340	395	395	390	435
86,87,88,90, 91,92,93,94,95, 96,97,98,99	Other Services <sup>2</sup>	195	105	105	35	50
<b>Total Rest of UK Exports</b>		<b>41,455</b>	<b>40,795</b>	<b>41,540</b>	<b>43,635</b>	<b>45,500</b>

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans & molluscs.
2. 'Other Services' includes the following activities: Health and other community activities, social and personal service activities.

Rest of UK exports should be interpreted with caution. The methodology used is exactly the same as for international exports, however as companies have no statutory requirement to collate financial information below UK level it can be more difficult to ascertain the final destination of sales within the UK. Furthermore, particular sectors

face challenges in determining what constitutes an 'export'. In an Intra-UK situation, this is particularly the case in the service sector where output is harder to quantify and the residence of the final consumer is less clear. Complex supply chains can also be problematic, particularly in avoiding challenges from double-counting. Improving the identification of such exports is an ongoing development, and further work is planned prior to future publication. Users will be kept informed of any developments.

Previous articles discussing some of the challenges of estimating UK exports in more detail are available here <http://www.scotland.gov.uk/Publications/2007/07/18083820/8>  
<http://www.scotland.gov.uk/Publications/2005/11/2485808/58104>

Rest of UK exports in 2011 (excluding oil and gas) are provisionally estimated at £45.5 billion, of which £24.5 billion is attributable to service sector companies and £11.6 billion is attributable to manufacturing sector companies. The increase in the overall rest of UK exports of +£1.9 billion since 2010 is due to a rise in the utilities sector of +£1.4 billion and a rise in the service sector of +£725 million. The manufacturing sector decreased by -£370 million since 2010.

The service sector rest of UK exports are estimated to be worth £24.5 billion (54 per cent of total rest of UK exports). The service sector rose from 2010 by +£725 million. The IT and other information services sector were estimated at £855 million, and rose by +£205 million since 2010. The transportation and storage sector was estimated at £2.0 billion, and rose by +£125 million since 2010. The wholesale, retail & accommodation sector was estimated at £5.0 billion, and rose by +£120 million since 2010. The administrative and support service activities sector was estimated at £1.8 billion and declined by -£130 million since 2010.

Manufacturing rest of UK exports was estimated at £11.6 billion (25 per cent of total rest of UK exports). Within manufacturing, the food and drink sector was the largest exporting sector, was estimated at £3.5 billion. The manufacturing sector declined since 2010 by -£370 million, due to a decline in all business activities across the manufacturing sector. The manufacture of coke, refined petroleum and chemical products sector was worth an estimated £2.2 billion in rest of UK exports, this declined by an estimated -£120 million from 2010. The food and drink sector also declined since 2010 by -£70 million.

The utilities sector was estimated to be worth £4.8 billion in rest of UK exports, this increased by +£1.4 billion from 2010. The mining, and quarrying & extraction of petroleum sector is estimated to be worth £2.3 billion, this decreased by -£180 million from 2010.

## ANNEX B

**Table 8: Total exports (Rest of UK combined with International Exports) by industry (£million), 2007 – 2011**

Industry Groupings (2 Digit SIC 2007 Division Groups)		Total Exports - RUK + ROW (£million)				
		2007	2008	2009	2010	2011
1, 2, 3	Agriculture, Forestry & Fishing	725	790	1,015	905	1,015
5, 6, 7, 8, 9	Mining, Quarrying & Extraction of Petroleum	1,695	1,865	2,655	3,350	3,285
10, 11, 12	Manufacture of Food Products and Beverages	5,855	6,015	6,590	7,520	7,715
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	3,145	3,370	3,705	3,960	4,175
13, 14, 15	Manufacture of textiles, wearing apparel, leather and related products	610	615	540	535	590
16, 17, 18	Manufacture of wood and paper products; printing and reproduction of recorded media	1,270	1,265	1,285	1,425	1,410
19, 20	Manufacture of coke, refined petroleum and chemical products	4,065	4,905	4,280	4,970	5,845
21	Manufacture of basic pharmaceutical products and pharmaceutical preparations	560	715	535	620	580
22, 23	Manufacture of rubber and plastic products, and other non-metallic mineral products	1,025	1,025	1,010	1,055	1,060
24, 25	Manufacture of basic metals and fabricated metal products, except machinery and equipment	1,240	1,360	1,330	1,245	1,160
26	Manufacture of computer, electronic and optical products	2,355	2,320	2,230	2,100	2,095
27	Manufacture of electrical equipment	525	505	590	500	535
28	Manufacture of machinery and equipment NEC	1,590	1,805	1,715	2,025	1,825
29, 30	Manufacture of transport equipment	2,475	2,440	2,410	2,390	2,235
31, 32	Other manufacturing: including furniture	340	325	335	280	280
33	Repair and installation of machinery and equipment	595	700	805	815	900
35, 36, 37, 38, 39	Utilities	3,065	2,155	3,845	3,575	5,060
41, 42, 43	Construction	1,780	1,795	1,550	1,435	1,575
45, 46, 47	Wholesale <sup>1</sup> , retail trade; repair of motor vehicles and motorcycles	6,945	6,630	6,160	5,995	6,165
49,50,51,52,53	Transportation and storage	2,270	2,580	2,515	2,660	2,770
55, 56	Accommodation and food service activities	1,050	1,185	1,115	1,130	1,215
58, 59, 60	Publishing, audiovisual and broadcasting activities	415	340	340	310	300
61	Telecommunications	300	305	325	360	360
62, 63	IT and other information services	1,105	1,105	1,120	1,170	1,345
64, 65, 66	Financial and insurance activities	11,550	11,380	10,510	11,315	11,370
68	Real estate activities	210	210	270	190	280
69,70, 71	Legal, accounting, management, architecture, engineering, technical testing and analysis activities	2,380	2,835	3,160	3,680	3,820
72	Scientific research and development	490	440	435	485	635
73, 74, 75	Other professional, scientific and technical activities	310	325	400	365	420
77,78,79,80,81,82	Administrative and support service activities	3,260	3,235	3,125	2,670	2,515
85	Education	625	725	785	835	955
86,87,88,90, 91,92,93,94,95,96,97,98,99	Other Services <sup>2</sup>	220	155	140	75	90
<b>Total Rest of UK and International Exports</b>		<b>60,900</b>	<b>62,045</b>	<b>63,105</b>	<b>65,980</b>	<b>69,415</b>

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans & molluscs.
2. 'Other Services' includes the following activities: Health and other community activities, social and personal service activities.

All the notes of caution expressed above about use of rest of UK information apply to the combined value of international and rest of UK exports.

The combined value of international and rest of UK exports in 2011 (excluding oil and gas) are provisionally estimated at £69.4 billion, of which £32.2 billion is attributable to service sector companies and of which £26.2 billion is attributable to manufacturing sector companies. The increase in total exports of +£3.4 billion since 2010 is due to a rise in the utilities sector of £1.5 billion and a rise in the service sector of +£1.0 billion and a rise of +£765 in the manufacturing sector.

Total exports from the utilities sector were worth £5.0 billion in 2011, an increase of +£1.5 billion since 2010.

The export growth in the service sector is mostly attributed to a rise in the IT and other information services sector of +£175 million and a rise in wholesale and retail sector of +£170 million, the rise in scientific research and development of +£150 million and the rise in since 2010.

The export growth in the manufacturing sector is mostly attributable to a rise of +£875 million in the manufacture of coke, refined petroleum and chemical products sector and a rise of +£190 million in the food and drink sector.

## ANNEX C

**Table 9: Total International Exports by Broad Industry Sector and Size of Company (£million), 2007 – 2011**

Sector & Company Size <sup>1</sup>	Total International Exports					Absolute change from 2010	Per cent change <sup>5</sup> from 2010
	2007	2008	2009	2010	2011		
<b>Primary<sup>2</sup></b>	<b>720</b>	<b>625</b>	<b>840</b>	<b>1,005</b>	<b>1,125</b>	<b>120</b>	<b>12</b>
Large	370	285	445	365	500	135	37
Medium	220	185	245	490	405	-85	-17
Small	135	155	150	150	220	70	47
<b>Production<sup>3</sup> &amp; Construction</b>	<b>12,605</b>	<b>13,625</b>	<b>13,195</b>	<b>13,920</b>	<b>15,135</b>	<b>1,215</b>	<b>9</b>
Large	8,700	9,565	9,035	9,650	10,210	560	6
Medium	3,035	3,195	3,230	3,415	3,890	475	14
Small	870	865	935	855	1,030	175	20
<b>Services</b>	<b>6,080</b>	<b>6,945</b>	<b>7,440</b>	<b>7,355</b>	<b>7,555</b>	<b>200</b>	<b>3</b>
Large	2,060	2,305	2,945	3,075	3,270	195	6
Medium	1,310	1,485	1,550	1,615	1,670	55	3
Small	2,710	3,155	2,950	2,665	2,620	-45	-2
<b>Total Exports<sup>4</sup></b>	<b>19,450</b>	<b>21,250</b>	<b>21,570</b>	<b>22,350</b>	<b>23,915</b>	<b>1,565</b>	<b>7</b>
<b>Total Large</b>	<b>11,130</b>	<b>12,150</b>	<b>12,425</b>	<b>13,090</b>	<b>13,980</b>	<b>890</b>	<b>7</b>
<b>Total Medium</b>	<b>4,565</b>	<b>4,865</b>	<b>5,020</b>	<b>5,520</b>	<b>5,965</b>	<b>445</b>	<b>8</b>
<b>Total Small</b>	<b>3,710</b>	<b>4,180</b>	<b>4,035</b>	<b>3,670</b>	<b>3,870</b>	<b>200</b>	<b>5</b>

Notes:

1. Company size: Small: <50 employees; Medium: 50-249 employees; Large: 250+ employees.

2. Includes Agriculture, Forestry & Fishing, Mining, Quarrying & Extraction of Petroleum. Excludes the value of oil & gas extracted from the UK Continental Shelf, see Notes.

3. Includes manufacturing and electricity/gas/water supply.

4. Includes some companies with exports but no reported employment details.

5. Per cent change based on rounded data

Table 9 above presents the Scottish International exports split by industry sector and size of companies based on employment, where we have employment information.

Larger companies employing more than 250 employees export the most, estimated at £14.0 billion in 2011, this accounts for 59 per cent of all international exports. The Production and Construction sector is the larger sector of international exports and this increased international exports by +£1.2 billion, of which +£560 million is attributed to the larger companies.

Medium sized companies increased in international exports by +£445 million since 2010. Small sized companies increased in international exports by +£200 million since 2010.

The concentration of international exports is skewed with around 30 per cent of international exports attributable to around 20 businesses, 50 per cent of international exports attributable to around 50 businesses, and 60 per cent of international exports attributable to around 100 businesses. Although it should be noted this survey is voluntary and uses grossing methodology, certain sectors are also supplemented with data from other sources.

**Table 10: Total Rest of UK Exports by Broad Industry Sector and Size of Company (£million), 2007 – 2011**

Sector & Company Size <sup>1</sup>	Total Rest of UK Exports					Absolute change from 2010	Per cent change <sup>5</sup> from 2010
	2007	2008	2009	2010	2011		
<b>Primary<sup>2</sup></b>	<b>1,670</b>	<b>2,030</b>	<b>2,695</b>	<b>3,170</b>	<b>3,025</b>	<b>-145</b>	<b>-5</b>
Large	1,060	1,450	2,030	2,445	2,075	-370	-15
Medium	160	70	120	245	400	155	63
Small	450	510	540	480	550	70	15
<b>Production<sup>3</sup> &amp; Construction</b>	<b>15,065</b>	<b>14,550</b>	<b>16,165</b>	<b>16,835</b>	<b>18,160</b>	<b>1,325</b>	<b>8</b>
Large	9,860	9,280	10,860	11,590	12,450	860	7
Medium	3,545	3,610	3,535	3,720	3,860	140	4
Small	1,660	1,660	1,770	1,525	1,855	330	22
<b>Services</b>	<b>24,710</b>	<b>24,200</b>	<b>22,665</b>	<b>23,610</b>	<b>24,285</b>	<b>675</b>	<b>3</b>
Large	14,290	13,400	12,235	14,325	14,395	70	0
Medium	4,350	4,305	4,155	3,970	4,560	590	15
Small	6,070	6,495	6,275	5,320	5,330	10	0
<b>Total Exports<sup>4</sup></b>	<b>41,455</b>	<b>40,795</b>	<b>41,540</b>	<b>43,635</b>	<b>45,500</b>	<b>1,865</b>	<b>4</b>
<b>Total Large</b>	<b>25,205</b>	<b>24,130</b>	<b>25,125</b>	<b>28,355</b>	<b>28,920</b>	<b>565</b>	<b>2</b>
<b>Total Medium</b>	<b>8,055</b>	<b>7,985</b>	<b>7,810</b>	<b>7,935</b>	<b>8,825</b>	<b>890</b>	<b>11</b>
<b>Total Small</b>	<b>8,180</b>	<b>8,670</b>	<b>8,585</b>	<b>7,320</b>	<b>7,730</b>	<b>410</b>	<b>6</b>

Notes:

1. Company size: Small: <50 employees; Medium: 50-249 employees; Large: 250+ employees.

2. Includes Agriculture, Forestry & Fishing, Mining, Quarrying & Extraction of Petroleum. Excludes the value of oil & gas extracted from the UK Continental Shelf, see Notes.

3. Includes manufacturing and electricity/gas/water supply.

4. Includes some companies with exports but no reported employment details.

5. Per cent change based on rounded data

Table 10 above presents the Scottish rest of UK exports split by industry sector and size of companies based on employment, where we have employment information

Larger companies employing more than 250 employees export to the UK the most, estimated at £28.9 billion in 2011, this accounts for 63 per cent of all rest of UK exports.

The service sector is the larger sector of rest of UK exports estimated at £24.3 billion, and this sector increased by +£675 million since 2010. The medium sized companies had the largest rise in this sector of +£590 million since 2010.

Larger sized companies increased in rest of UK exports by +£565 million since 2010. Small sized companies increased in rest of UK exports by +£410 million since 2010.

## ANNEX D

### Comparability of Scottish International Exports

This Statistical Bulletin presents the main results of Scotland's Global Connections Survey for 2011. The figures are not adjusted for inflation. This survey is the only export survey covering all sectors of the Scottish economy, covering both goods and services. There are two further statistical products which present Scottish International exports from manufactured goods only.

The Index of Manufactured Exports (IME) is a quarterly product published by the Scottish Government. IME is a short term economic indicator derived from the Office of National Statistics Monthly Business Survey. IME data are based on the survey returns of manufacturing businesses located in Scotland. The data are presented as an index, deflated and seasonally adjusted. More information can be found here

<http://www.scotland.gov.uk/Topics/Statistics/Browse/Economy/Exports/IMEIntroduction>

This information is not available in cash price and so can no longer be compared to Scotland's Global Connections Survey or the HMRC Regional Trade in Goods Statistics.

HM Revenue & Customs (HMRC), produce a quarterly product HMRC Regional Trade in Goods Statistics. These statistics provide a useful estimated breakdown of the flows of imports and exports of goods between regions of the UK and other countries. The values are expressed in nominal terms. More information can be found here

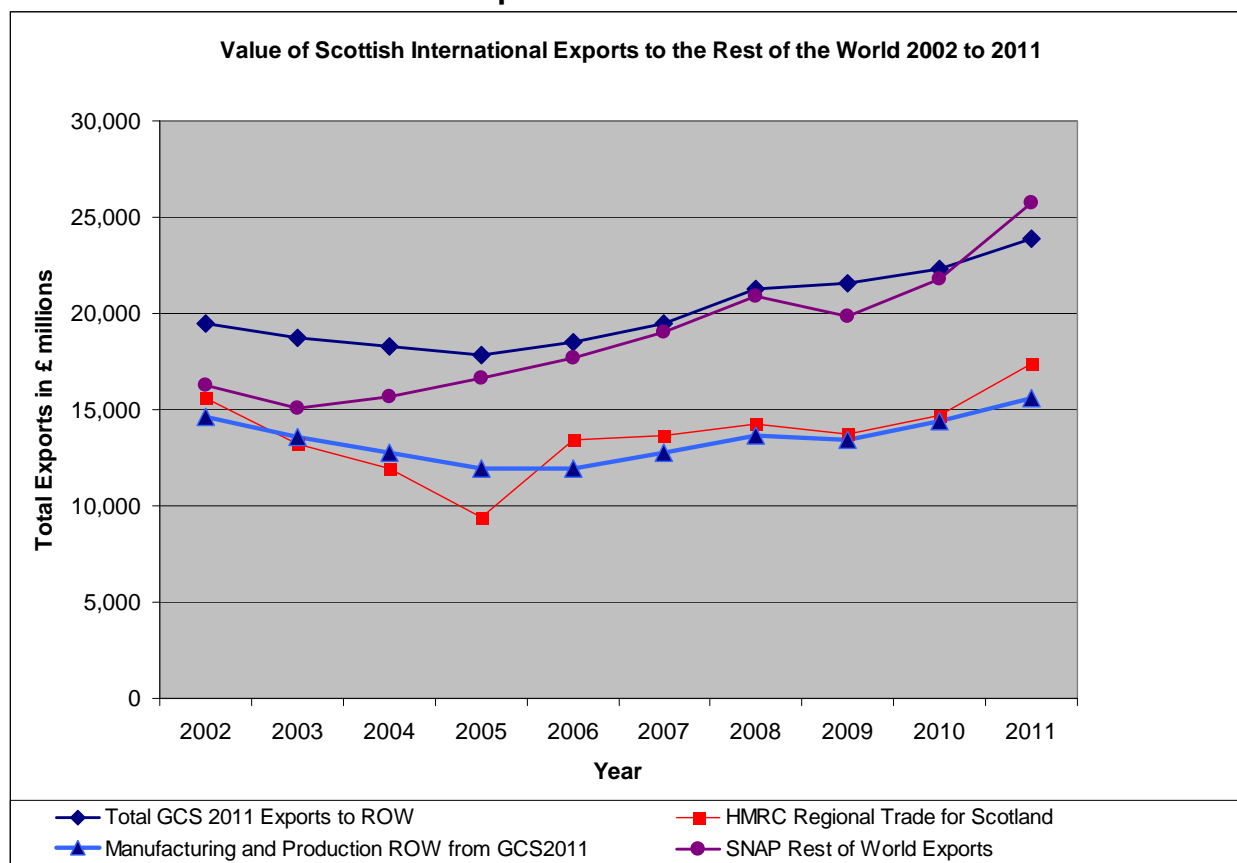
[https://www.uktradeinfo.com/index.cfm?task=td\\_regstats&hasFlashPlayer=true](https://www.uktradeinfo.com/index.cfm?task=td_regstats&hasFlashPlayer=true)

There is also a further statistical product available from experimental data developed from the Scottish National Accounts Project (SNAP) to provide an estimate of Gross Domestic Product by expenditure which provides current prices of Scottish exports to the rest of the world, imports from the rest of the world and Scottish exports to the rest of the UK 1998 to 2012 Q2. Further information can be obtained from

<http://www.scotland.gov.uk/Topics/Statistics/Browse/Economy/SNAP/expstats/aggregates/SNAP2012Q2>

Restricting the Global Connections survey data from this publication to the Manufacturing and Production sector provides a basis to compare with the HMRC Regional Trade in Goods Statistics. Chart 1 provides a comparative picture of these sources of Scottish International exports for 2002 to 2011. Further the chart also presents the estimated total international exports from Global Connections and the estimate from the Scottish National Accounts Project (SNAP).

**Chart 1 Scottish International Exports 2002 to 2011**

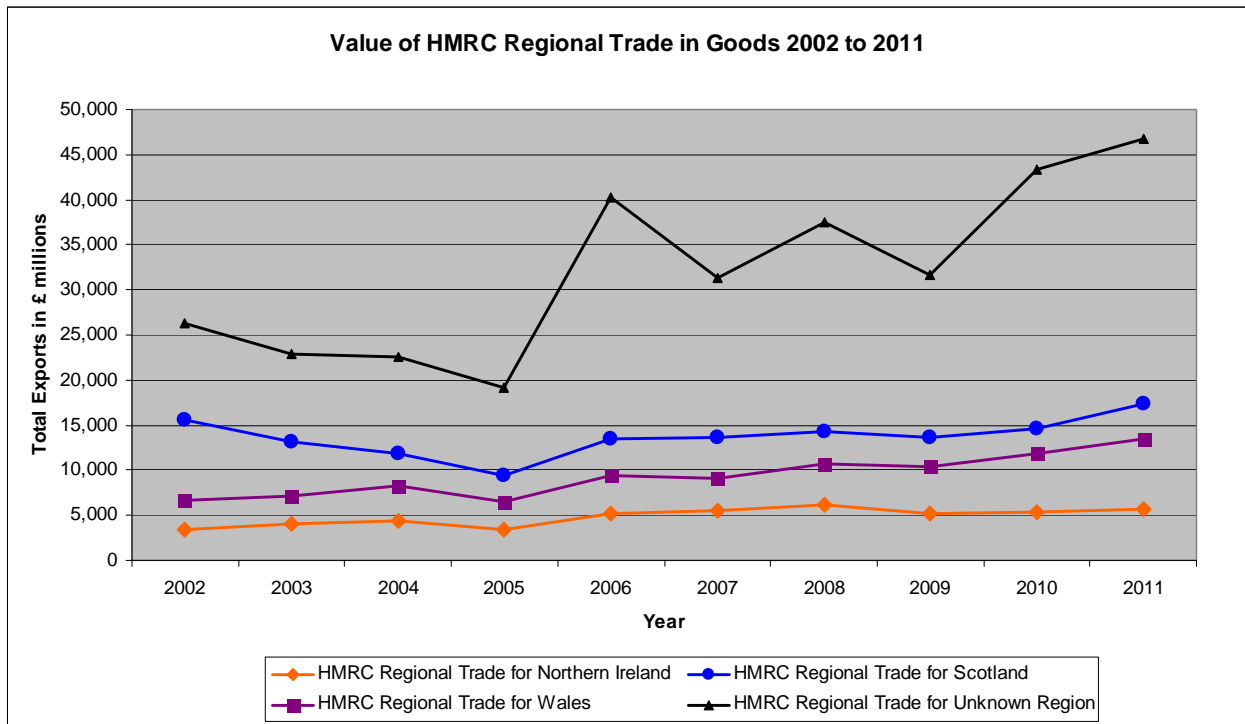


Since 2006, the GCS Manufacturing and Production data are lower than the HMRC Regional Trade in Scotland figure. The SNAP cash price value is also lower than the total GCS estimate of exports apart from 2011 data. All three show a consistent pattern through time, although HMRC is showing a more pronounced dip in 2005, which differs from results published last year.

The HMRC Regional Trade in Goods Statistics provides statistics on nine Government regions of England, and also for the devolved administrations of Wales, Northern Ireland and Scotland. The product also presents a region described as the ‘Unknown region’ where there is an absence of a strong supporting case to allocate value of goods to any one region. One example of this where oil is processed on rigs in the North Sea and dispatched directly to other countries, the oil does not enter the UK and therefore does not obtain any regional coding. Naturally this category is significant in terms of the value of trade falling within it, amounting to £3.9 billion of exports to the EU for 2004. This category applies only to the movements of oils to other EU countries, and does not apply to imports of oil to the UK or exports of oils to non-EU countries. Further there are a number of traders who act within the UK on behalf of foreign companies overseas, operating as ‘ghost presences’. The RTS system categorises this ghost trade as ‘Unknown region’.

Further information can be obtained from the methodology used by HMRC <https://www.uktradeinfo.com/pagecontent/RTSdocuments/rtMethodsrevision2007v3.pdf>

**Chart 2 HMRC UK Regional Trade in Goods 2002 to 2011**

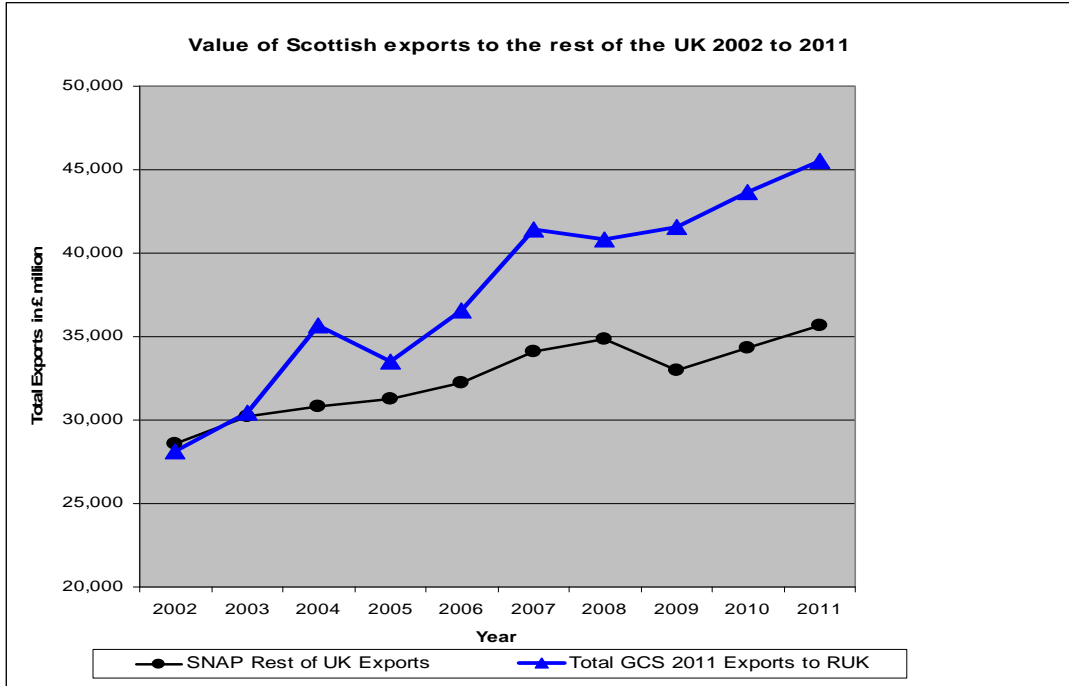


In 2011 this 'Unknown region' represented £ 46.7 billion, just over two and half times the value attributed to Scotland £17.4 billion. The total UK exports figure for 2011 was £295 billion of which £46.7 billion were from the 'Unknown region', this represents sixteen per cent of the total UK exports figure. The largest exporting English region is the South East in 2011, which exported £43.0 billion, this region accounts for 20 per cent of exports from England. For completeness, Chart 2 above displays the HMRC Regional Trade in Goods for Scotland, Wales, Northern Ireland and the 'Unknown Region'.

## Comparability of Scottish Rest of UK Exports

As highlighted above the Scottish National Accounts Project (SNAP) also provides an estimate of rest of UK exports to compare with the GCS estimate of rest of UK exports. These results are experimental and are modelled estimates compared with the survey based estimates from company responses.

**Chart 3 Rest of UK exports from SNAP and GCS 2002 to 2011**



As shown above the GCS rest of UK exports are diverging from the SNAP rest of UK exports estimates, for 2011 this culminates in a gap of £9.8 billion. This difference is driven by the financial and insurance activities sector and the wholesale, retail & accommodation sector.

The SNAP estimates are based on the 1998 to 2007 Input-Output tables. These tables are currently being re-worked to the SIC 2007 classification, and the underpinning data sources and methodologies are being revised. There are likely to be some revisions therefore in the next publication.

Developing estimates of Scottish exports (and imports) within Scotland's National Accounts is a key objective of SNAP in the year ahead and further consultation with users will take place in due course.

## ANNEX E

### Comparability of Revisions with Previous Publications of Estimates of International Exports

This Statistical Bulletin presents the main results of Scotland's Global Connections Survey for 2011. This survey is a voluntary survey of businesses operating in Scotland covering all economic activity. The most recent results should be treated as provisional and may be subject to future revisions.

Companies are selected from the Scottish cut of the UK Inter Business Departmental Register which along with address information also supplies employment and turnover data. For those companies who supply data from the survey we cross check with other available sources, including the ONS UK Monthly Business Survey (Production and Services), ONS UK Monthly Business Survey – Retail Sales Inquiry, ONS Annual International Trade in Services and ONS Annual Business Survey. Further information is also used in aggregate form from a variety of sources. HMRC Overseas Trade Statistics is used for Scottish Whisky information. The Committee of Scottish Bankers in the past supplied information concerning banking activity. Energy information is also obtained from the Department of Energy and Climate Change publication known as the Digest of UK Energy Statistics (DUKES). Further information on exports of fishing (direct lands of fish abroad) is provided by the Scottish Government Marine Statistics branch. We use all these sources to supplement survey response data. Further previous years' information is also revised as we obtain information on a company and the grossing methodology used means previous years estimates will be revised. Further details can be found in the methodology section on the web

<http://www.scotland.gov.uk/Topics/Statistics/Browse/Economy/Exports/GCSMethodology>

As this Statistical Bulletin uses a wide range of sources for information supplied at the company level and also in aggregate form for particular business sectors it is meaningless to supply standard errors to help users' gauge accuracy or quality. Table 11 below provides percentage differences between yearly publications for the estimate of international exports. This was a requirement by the UK Statistics Authority when assessing Global Connections Survey in the Assessment Report 83 entitled Scottish Macro-Economic Statistics (Scottish Government), January 2011.

<http://www.statisticsauthority.gov.uk/assessment/assessment/assessment-reports/index.html>

Table 11 shows most revisions with previous years publications are within the 1 to 2 per cent range. Although the most recent years estimate tends to be more variable, from the previous years publication.

The 2008 publication shows the largest revision was to the 2007 estimate of international exports bringing the estimated figure down by -8.06 per cent.

**Table 11: Percentage Differences between Previous Publications of Estimated International Exports**

Revisions with previous years Publication	2002	2003	2004	2005	2006	2007	2008	2009	2010
Difference between 2003 and 2002	2.56%								
Difference between 2004 and 2003	-0.42%	-3.76%							
Difference between 2005 and 2004	3.08%	2.38%	1.26%						
Difference between 2006 and 2005	0.91%	2.79%	2.49%	2.82%					
Difference between 2007 and 2006	-0.35%	0.05%	-0.11%	-5.90%	-6.03%				
Difference between 2008 and 2007	-2.29%	-1.71%	-1.38%	-4.05%	-4.04%	-8.06%			
Difference between 2009 and 2008	-0.52%	0.13%	0.67%	2.02%	0.11%	0.26%	-0.24%		
Difference between 2010 and 2009	0.00%	-1.50%	0.33%	0.00%	-0.22%	1.52%	2.06%	2.29%	
Difference between 2011 and 2010	0.94%	1.42%	1.18%	1.21%	0.11%	0.56%	1.02%	-0.26%	1.68%

## ANNEX F

### Survey Response Rates

Table 12 below provides response rates to the voluntary survey broken down by industrial classification. This was a requirement by the UK Statistics Authority when assessing Global Connections Survey in the Assessment Report 83 entitled Scottish Macro-Economic Statistics (Scottish Government), January 2011.

<http://www.statisticsauthority.gov.uk/assessment/assessment-reports/index.html>

As can be seen the Agriculture, Forestry and Fishing sector have the highest response rate at 54% whereas the Financial and insurance activities sector have the lowest at 29%. Over all the sectors the response rate was 39%.

Each year we work with our colleagues in Scottish Development International, working with business sector teams to encourage companies to reply to the survey.

**Table 12: Response Rates to Survey**

Industry Groupings (2 Digit SIC Division Groups)		Response Rates
1, 2, 3	Agriculture, Forestry and Fishing	54%
5,6, 7,8,9	Mining and Quarrying	39%
10, 11, 12	Manufacture of food products, beverages and tobacco products	40%
13, 14, 15	Manufacture of textiles, wearing apparel, leather and related products	37%
16, 17, 18	Manufacture of wood and paper products; printing and reproduction of recorded media	40%
19, 20	Manufacture of coke, refined petroleum and chemical products	39%
21	Manufacture of basic pharmaceutical products and pharmaceutical preparations	40%
22, 23	Manufacture of rubber and plastic products, and other non-metallic mineral products	45%
24, 25	Manufacture of basic metals and fabricated metal products, except machinery and equipment	40%
26	Manufacture of computer, electronic and optical products	40%
27	Manufacture of electrical equipment	42%
28	Manufacture of machinery and equipment NEC	42%
29, 30	Manufacture of transport equipment	29%
31, 32	Other manufacturing: including furniture	50%
33	Repair and installation of machinery and equipment	35%
35, 36, 37, 38, 39	Utilities	35%
41, 42, 43	Construction	49%
45, 46, 47	Wholesale <sup>1</sup> retail trade; repair of motor vehicles and motorcycles	39%
49,50,51,52,53	Transportation and storage	34%
55, 56	Accommodation and food service activities	32%
58, 59, 60	Publishing, audiovisual and broadcasting activities	27%
61	Telecommunications	29%
62, 63	IT and other information services	35%
64, 65, 66	Financial and insurance activities	26%
68	Real estate activities	42%
69,70, 71	Legal, accounting, management, architecture, engineering, technical testing and analysis activities	39%
72	Scientific research and development	46%
73, 74, 75	Other professional, scientific and technical activities	51%
77,78,79,80,81,	Administrative and support service activities	37%
85	Education	50%
86,87,88,90, 91,92,93,94,95, 96,97,98,99	Other Services <sup>2</sup>	41%
	<b>Total</b>	<b>39%</b>

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans & molluscs.

2. 'Other Services' includes the following activities: Health and other community activities, social and personal service activities.

## Notes:

### Definitions and Methodology

1. A representative sample of 5,035 businesses operating in Scotland was invited to participate in this voluntary survey, and responses (including nil responses) were received from around 2,000 companies. The exports results are supplemented with data from UK surveys carried out by the Office for National Statistics (ONS).
2. Historically figures for 2002 were based on the 1992 Standard Industrial Classification (SIC) of economic activities. Figures for 2003 onwards were based on the 2003 UK SIC. The changes between these are only at the detailed level of industrial classification did not affect total industry results presented. However this publication is the first time where the UK Standard Industrial Classification (SIC) of economic activities 2007 has been used. The Inter Departmental Business Register used for drawing the sample provided dual SIC 2003 and SIC 2007 coding. However business activity in Scotland varies from that specified for the UK and the companies' responses to the Global Connections Survey allows a more specific Scottish activity to be obtained. The Global Connections Survey 2010 results were remapped and an impact document was provided to alert users to the changes. Tables which provide sector breakdowns are more detailed than in the past.  
<http://www.scotland.gov.uk/Topics/Statistics/Browse/Economy/Exports/GCSIntroduction/GCSImpactSIC2007>
3. Estimates for previous years have been revised from those published last year and are largely due to where new information is provided by companies and these reflect improvements made possible by the availability of 10 years' survey responses. Further as in Note 2 the SIC2007 has resulted in changes. The 2011 results are provisional, and may be revised in the future if improved information becomes available.
4. In accordance with National Accounting principles, total Scottish exports do not include any exports of oil and gas extracted from the UK continental shelf, and so exclude companies classified as Standard Industrial Classification (SIC) 2007 6.1 and 6.2. This is consistent with the approach taken in all Scottish economic statistics in that, following European System of Accounts (ESA 95) conventions and UK National Accounts principles, these are not allocated to any one region of the UK. Exports of services provided to the oil and gas industry are included under SIC2007 9.1 and 9.9 (although surveying and engineering consulting for the oil industry are within SIC2007 71).
5. Due to sampling variability and companies moving between industry sectors, estimates of changes over time in smaller industries should be treated with reasonable caution.
6. Destination estimates exclude SIC2007 36 (water collection, treatment and supply), SIC2007 37 (sewerage), SIC2007 39 (remediation activities and other waste management services), SIC2007 50 (water transport), SIC2007 51 (air transport), SIC2007 64 (financial services) and SIC2007 65 (insurance and pensions). This is due to a lack of reliable company information for these industries. The total for these is shown as unallocable in table 3. Therefore rankings of individual countries should be treated as indicative.
7. Country results are subject to a higher degree of sampling error than industry estimates as they are based on less information provided by respondents. It is important to note that differences in the reported export markets of the companies responding to the survey could affect the year on year changes in the destination estimates, and that ranks of countries with similar exports estimates can change considerably. Further some companies operate as toll manufacturers indicating a one stop destination in the survey return. Other organisations change markets to increase profitability this also can affect trends across time.
8. International estimates provided here relate to exports to destinations out with the UK. The international exports figure from Table 2 is used in National Indicator 8 "Increase Exports". Further information on these can be found on the Scotland Performs website <http://www.scotland.gov.uk/About/scotPerforms/indicator/exports>. This indicator is used to monitor the ambitious Scottish Government target to increase the value of Scottish exports by 50 per cent by 2017, as described in the Government Economic Strategy <http://www.scotland.gov.uk/Topics/Economy/EconomicStrategy>.

9. Rest of UK exports relate to trade from Scotland to either England, Wales or Northern Ireland. It is possible exports to the rest of UK are further transported to further destinations as the survey does not collect the final destination of goods or services. This is particularly true for international exports where chemicals and refined petroleum maybe transported to the Netherlands but may be further transported elsewhere.
10. The value of exports of fishing (SIC2007 3.11) relating to direct sales of fish abroad has been provided by the Scottish Government Rural and Environment Research & Analysis Directorate and is not derived from Scotland's Global Connections Survey (GCS).
11. The figures given in tables have been independently rounded and may not always sum to the relevant sub-totals or totals.
12. There is no comparable UK survey. However HM Revenue & Customs (HMRC) are responsible for collecting the UK's international trade in goods data, which are published as two National Statistics series - the 'Overseas Trade Statistics (OTS) of the UK' and the 'UK Regional Trade Statistics (RTS)'. The OTS is published monthly, providing detailed data for over 9,000 commodities and 200 partner countries. The RTS are published quarterly showing trade at summary product and country level, split by UK regions. There are available from UKTradeInfo website: [https://www.uktradeinfo.com/index.cfm?task=td\\_regstats\\_press](https://www.uktradeinfo.com/index.cfm?task=td_regstats_press)
13. Further information and tables on GCS to download are available from the following Scottish Government website: <http://www.scotland.gov.uk/exports>.
14. Research is being carried out within the Office of the Chief Economic Adviser (OCEA) to develop a new and more robust measure of exports from the financial services sector. It is hoped the next publication will incorporate this new methodology and that this will be used in all the economic outputs produced by OCEA.

#### **National Statistics**

15. The United Kingdom Statistics Authority has designated these statistics as National Statistics, in accordance with the Statistics and Registration Services Act 2007 and signifying compliance with the Code of Practice of Official Statistics. Designation can broadly be interpreted to mean that the statistics:
  - meet identified user needs;
  - are well explained and readily accessible;
  - are produced according to sound methods, and
  - are managed impartially and objectively in the public interest.

Once statistics have been designated as National Statistics it is a statutory requirement that the Code of Practice shall continue to be observed.

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We also welcome any comments or suggestions that would help us to improve our standards of service.

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