



## WHAT ISTIA CAN DO FOR WTO MEMBERS

INTERNATIONAL SERVICES TRADE INFORMATION AGENCY (ISTIA) • CASE POSTALE 3547 • CH-1211 GENEVA 3 • [HTTP://WWW.SERVICESTRADE.ORG](http://www.servicetrade.org)

*National officials need to better understand how services trade impacts the economy, on a domestic and cross-border trade basis. These are crucial for policymaking purposes, especially in the context of WTO services trade negotiations.*

### **I. STATISTICS NEEDED BY Governments for policymaking and trade negotiations** (especially Trade Ministries)

*Trade-in-services statistics which describe:*

- **Cross-border services trade**
  - by sector;
  - by partner trading country;
  - which is foreign-direct-investment (FDI)-related;
- **Foreign Direct Investment (FDI) flows information**
  - Inward and Outward
    - by foreign investors in home economy (inward FDI)
    - by domestic investors in foreign countries (outward FDI)
  - by sector or industry
  - by investor country
  - aggregated levels (“stocks”) valued on a historical or current basis.
- **FDI-related statistics concerning foreign affiliate operation (also called “FATS”, foreign affiliate trade statistics)**
  - Inward and Outward
    - by foreign investors in domestic economy FDI enterprises (inward)
    - by national investors in FDI-enterprises based in foreign countries (outward)
  - Sales
  - Profits
  - Value-added  
(Gross Product)
  - Capital Expenditure
  - Profits
  - Employment data (number of employees and remuneration)

### **II. THE PROBLEM FACED BY DEVELOPING COUNTRIES**

- Statistics for **(1) Trade in services and (2) Foreign Direct Investment (FDI)** are not disaggregated
  - By sector
  - By partner trading country
- Various Ministries and agencies are involved in collection and use; cooperation and coherence can be enhanced.
- The level of detail of information for policymaking purposes can be vastly enhanced with capacity building.
- **CAPACITY BUILDING NEEDED**
  - **Explanation of new UN Manual**, approach of new WTO services framework from statistical perspective;
  - **Introduction to the “Four Modes of Supply”** of the WTO General Agreement on Trade in Services (GATS);
  - Assistance to define specific data needs of national government ministries;
  - Assistance to governments to facilitate identification of data sources, capacity building for statutory data collection;
  - Introduction to strategies to address special issues for data collection in the national government context.

### **III. HOW ISTIA CAN HELP**

- Training on new concepts concerning WTO, OECD standards, while remaining in congruence with IMF standards
- Training on usage of enterprise surveys to collect services trade and FDI statistics
- Assistance in survey design and implementation
- Experts from UN, OECD and other national and international agencies
- Assistance with creation of national task-force so as to assure inter-Ministry coherence in practical implementation

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More information on the mandate, objectives and current events relating to **ISTIA** can be found on the website:  
<http://www.servicetrade.org>