

## **Valuation of Imports and Exports of Goods in the International Standards Discussion**

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# In a nutshell:

## What is currently discussed?

### I. General merchandise on a BOP basis (Goods account)

#### Current situation: FOB valuation

- **Data source: IMTS**  
CIF values for imports and FOB values for exports
- Imports: CIF to FOB adjustment

#### Discussion: Invoice values (option 3)

- **Data source: IMTS**  
Invoice values recorded by customs declarations or surveys and other data sources
- Direct implementation (no adjustments!)

### II. Freight and insurance services (Services account)

#### Current situation: estimation within cif/fob adjustment

- **Data source: IMTS and other data sources**  
Estimation based on IMTS data integrating information on *type of goods, disaggregated quantities, partner country, transport mode, freight rates, residency* (with different degree)

#### Discussion: Survey or alternative data source

- **Data source: Survey or other data source (e.g. ITRS)**  
Collection of transactions related to freight and insurance services between residents and nonresidents

# Country experiences

## Key Takeaways

The discussion so far has been focused on the availability of invoice values from customs

- The outcome of the questionnaire and the studies presented today by Serbia and Moldova made clear that invoice values are available from customs declarations
- This is supported by the experience of Germany
- Studies made also clear that the quality of the invoice values are judged as good
- In addition, from a pure conceptual point of view, both countries would opt to change from fob/fob valuation to invoice values
- **Next step:** All countries with invoice values available should evaluate the quality of the invoice values (check against delivery terms) and the breaks in time series

# Country experiences

## First results from German analysis exercise

### Goods account

- **Data quality:** the data on invoice (transaction) values are **fairly accurate** as expected patterns between invoice values and statistical values according to delivery terms are mostly shown
- **Break in time series:** **moderate impact** on goods account
  - Global level: between -0,4% (imports) and +0,2% (exports)
  - Continent level: between -2,3% (exports; Africa) and 0,1% (exports; Europe)

# Summary

## Key Takeaways

- But the analysis of the goods account is not the end of the story
- The collection of freight and insurance data is probably the bigger challenge for countries
- The presentations of Serbia and Moldavia have highlighted that countries with ITRS systems in place may have fewer problems in adopting option 3 as countries which have to introduce an additional direct survey
- However, any new approach is burdening for respondents/compilers and need a long lead time
- In the best case, countries can draw on existing data such as Germany

# Country experiences

## First results from German analysis exercise

### Services account

- **Data quality:** collected and **validated** data
- **Break in time series:** **major impact** on services account: transport services; most affected accounting items:
  - Credits: road transport; sea transport
  - Debits: air transport; sea transport
  - Balance: change of sign: from negative to positive

### – Q 1 to Serbia and Moldova, other countries:

- Are you able to calculate a trade balance using invoice and transport/insurance data from ITRS to compare the results with the theoretical assumption that the total trade balance should not change? Any other countries? Are any other countries ready for testing?

### – Q 2 to participants:

- Do you agree that collecting data on transport and insurance services could be more challenging in your country than collecting invoice data? Are there any strategies how to deal with the problem?