

**Developed
Countries want
Informed
Trade Negotiation
Partners**

**Developing
Countries Need
Better Statistics for
Trade-in-Services
and FDI**



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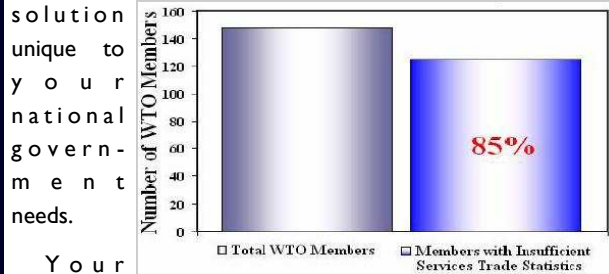
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FOR DEVELOPING COUNTRY OFFICIALS

If you are a developing country official, you don't need to be told that you need this kind of data, or be advised of the *lacunae*. Rather, you need advice on **how to solve the problem**. We'd like to work with you to help you to find a



unique to your national government needs. Your government is the entity most capable of collecting comprehensive trade-in-services, FDI or other globalization data. What we'd like to do is **help you to achieve this capacity**. Training can be provided on the basics of new data frameworks, such that objectives and benefits are clear.

Connect the dots

ISTIA Finds Solutions

To developing country & LDC capacity-building challenges in the areas of trade-in-services, foreign direct investment (FDI) and, FDI affiliate trade and other globalization statistics needs, such as negotiator & policymaker training, or a program to improve statistical collection through application of international standards and expert best practices.

FOR DONORS

If you seek to assist developing countries in an area where a great need is evident, and a strong impact is possible, please consider **services trade statistics capacity building** as a constructive and under-addressed area of capacity building, which will provide a visible **return on investment**.

Developing countries have asked for **services trade statistics capacity building** in over 75 official and WTO and GATT meetings.

Prior to ISTIA, the mandate for such work was not owned by any of the international organizations. Far from being a

SERVICES TRADE INFORMATION					
WHAT IS CURRENTLY AVAILABLE?					
SOURCE	MODE 1 Cross border supply	MODE 2 Consumption abroad	MODE 3 Commercial presence		MODE 4 Movement of Natural Persons
			FOREIGN DIRECT INVESTMENT ONLY DATA	FOREIGN AFFILIATE TRADE STATISTICS	
IMF	YES <small>but several developing countries do not provide</small>	NO	YES but FDI does not disaggregate services from goods & several developing countries	NO	NO
OECD	YES <small>but only for OECD</small>	NO	YES <small>but only for OECD</small>	YES <small>but only for OECD</small>	NO
UNCTAD	YES but SPARSE – based on IMF data and national sources	NO	YES <small>but SPARSE</small>	YES <small>but SPARSE</small>	NO
ISTIA <small>World Bank Group</small>	YES <small>cross-border services trade statistics</small>		YES <small>COMPREHENSIVE FDI establishment statistics & Financial and operating data of FDI enterprises</small>		YES <small>cross-border services trade statistics</small>

duplication, this work is a **long-awaited response to an unmet need** of almost every developing country or LDC, particularly countries which are WTO Members.

ISTIA CAPACITY BUILDING Builds a Bridge for Developing Countries



ISTIA Synthesizes Existing Competencies for Specialized Developing Country Needs



→ ISTIA brings extra value-added to the equation by bringing user-training on the new globalization data framework into the equation

If your Government is interested in such assistance, please contact ISTIA so that we can discuss the design of an appropriate capacity building package and funding strategy.

ISTIA



To read more about ISTIA large and small-scale capacity building solutions for developing countries requiring assistance in the collection, publication and policymaking use of:

- Trade-in-services statistics
- Foreign direct investment (FDI) statistics
- Globalization statistics
- UN Millennium Goal Statistics (under Goal 8)

Please visit the ISTIA website at:

<http://www.servicetrade.org>

INTERNATIONAL AGENCY	STATISTICAL MANDATE	SERVICES STATISTICAL CAPACITY BUILDING?
WORLD BANK <small>Technical Assistance Group</small>	Statistical capacity building, but no mandate or funding for services data	NO
WORLD BANK <small>Development Data Group</small>	Poverty data, Millennium data, International Comparability data	NO
UNITED NATIONS <small>Statistical Directorate, services</small>	Trade-in-Goods Data (COMTRADE)	NO
UNITED NATIONS <small>UNCTAD, observ</small>	Foreign Direct Investment (FDI) data	NO
IMF	Balance of Payments & National Accounts Data, Technical Assistance and Capacity-building for Balance-of-Payments data only; no FATS or services	NO
WTO	Use of UN-SD COMTRADE Data for analytical work, Statistics on GATS Legal Commitments	NO
OECD	National Member Data on Services and Foreign Affiliate FATS; Production of Inter-Agency Manual on Statistics for Trade in Services (MISTIS)	No long-term capacity building programme. Has given about 4 one-day classes in past year.

Please contact ISTIA for more information about our strategies for assisting developing countries and LDCs.

ISTIA is a non-profit agency, founded as an international non-profit WTO capacity building agency, under Swiss law. ISTIA partners with: the OECD, UNDP the Global Development Network & other international organizations.