



ECONOMY AND LABOUR MARKET

Export Statistics Scotland 2015

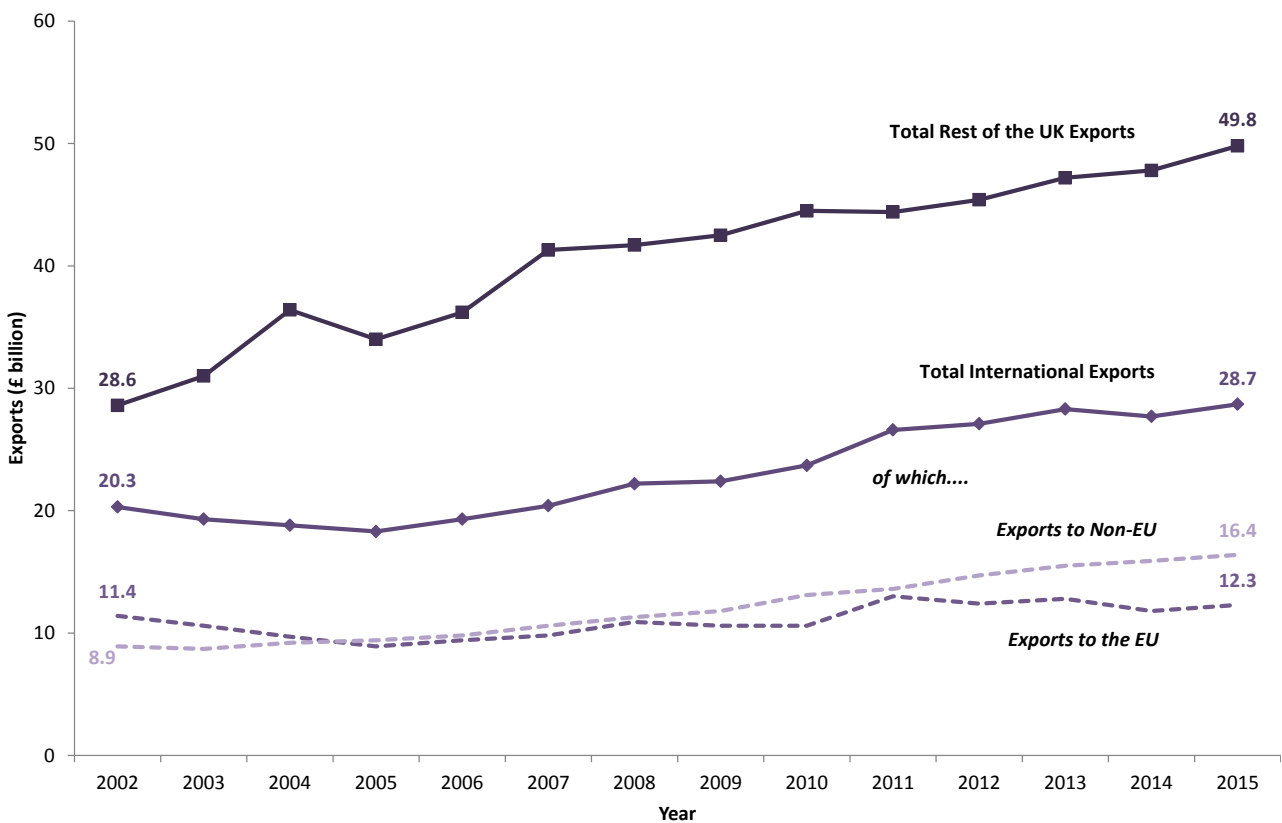
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1. Key Findings

- Scotland's international exports (excluding oil and gas) increased in 2015 by £1 billion (3.6%) from £27.7 billion in 2014 to £28.7 billion in 2015.
- International exports to countries within the European Union (EU) were estimated at £12.3 billion, which is 43% of total international exports. This is an increase of £520 million from the previous year (4.4%). The increase was driven by an increase in the export of petroleum and chemical products.
- Within the EU, the Netherlands (£2.3 billion) was again, the largest market, followed by France (£1.8 billion) and Germany (£1.8 billion).
- International exports to non-EU countries were estimated at £16.4 billion, which is 57% of total international exports. This is an increase of £485 million from the previous year (3.0%).
- The largest industry for exports was the manufacture of food and beverages, worth £4.8 billion in 2015, 16.8% of all international exports. The majority of this sector continues to be whisky exports which accounted for 80% (£3.8 billion) in 2015.
- Exports by Scottish onshore businesses to the rest of the UK in 2015 (excluding oil and gas) were estimated at £49.8 billion, an increase of £2.1 billion (4.4%) over the year. This increase was driven by an increase in the export of utilities (electricity, gas, water etc).
- Exports to the rest of the UK rely more heavily on the service sector than international exports as more than half (55%) of the rest of the UK exports are services compared to 38% of international exports.

- Total international and rest of the UK exports in 2015 (excluding oil and gas) were estimated at £78.6 billion, up £3.1 billion (4.1%) in the year. Exports to the rest of the UK accounted for 63% of this total, EU exports accounted for 16% and non-EU exports 21%.
- The USA continues to be Scotland's top international trading partner (£4.6 billion). The top 5 international export markets (USA, Netherlands, France, German and Norway) accounted for £11.7 billion (41%) of international exports from Scotland.

Figure 1: Scotland's Exports to the Rest of the UK, EU and Non-EU, 2002-2015
Exports (£ billion)



Source: Export Statistics Scotland 2015

2. About this Publication

Key Definitions

This publication covers estimates of both Scottish international exports and Scottish exports to the rest of the UK.

International Exports

These exports relate to the sale of goods or services to customers overseas. In calculating these figures we look at the final destination of the exports and ensure exports originating in Scotland are allocated to Scotland. For example, a sale by a Scottish company to a customer in France which is shipped via a port in England, would still be classified as a Scottish export to France, rather than a Scottish export to the rest of the UK.

Rest of the UK Exports

These are exports of goods and services by Scottish companies to customers in the rest of the UK. The majority of these exports will be consumed or remain within the rest of the UK, for example electricity or service exports such as financial services. However some of these Scottish exports to the rest of the UK will feed into supply chains elsewhere in the rest of the UK and in turn, underpin the export of subsequent goods and services internationally.

This publication presents estimates of the nominal value of international and rest of the UK exports for all sectors of the Scottish economy from 2002 to 2015. This is the fourteenth year of publication.

Figures are presented in nominal terms throughout the main publication which means they have not been adjusted for inflation. A time series of total exports adjusted for inflation is included as an experimental statistical series in Annex A.

The figures exclude exports of oil and gas extracted from the UK continental shelf. However exports of services provided to the offshore oil and gas industry are included in the exports to the rest of the UK figures. Further information on this can be found in the [Background Notes](#).

The estimates in this publication are based on the completed survey returns from 1,506 businesses in Scotland to the 2015 Global Connections Survey. Further estimates for businesses based in Scotland are sourced from UK wide official surveys and administrative sources.

This publication provides estimated figures for 2015. Figures for the previous years have also been revised, due to new information being provided by companies and

the methodology used. Further information on the impact of the revisions can be found in Additional Tables published online.

Further information on the methodology behind this publication is available here:

<http://www.gov.scot/Topics/Statistics/Browse/Economy/Exports/ESSMethodology>

To help with some of the most common queries the Scottish Government receives about export statistics, a 'Frequently Asked Questions' section has been added to our website:

<http://www.gov.scot/Topics/Statistics/Browse/Economy/Exports/ESSFAQ>

Information from 2002 to 2015 is provided in the accompanying Excel tables. These include more detailed breakdowns.

<http://www.gov.scot/Topics/Statistics/Browse/Economy/Exports/ESSPublication/ESSExcel>

The industry definitions relates to the Standard Industrial Classification (SIC) of the reporting company. Further information on SIC can be found using the link below.

<https://www.ons.gov.uk/methodology/classificationsandstandards/ukstandardindustrialclassificationofeconomicactivities/uksic2007>

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3. International Exports

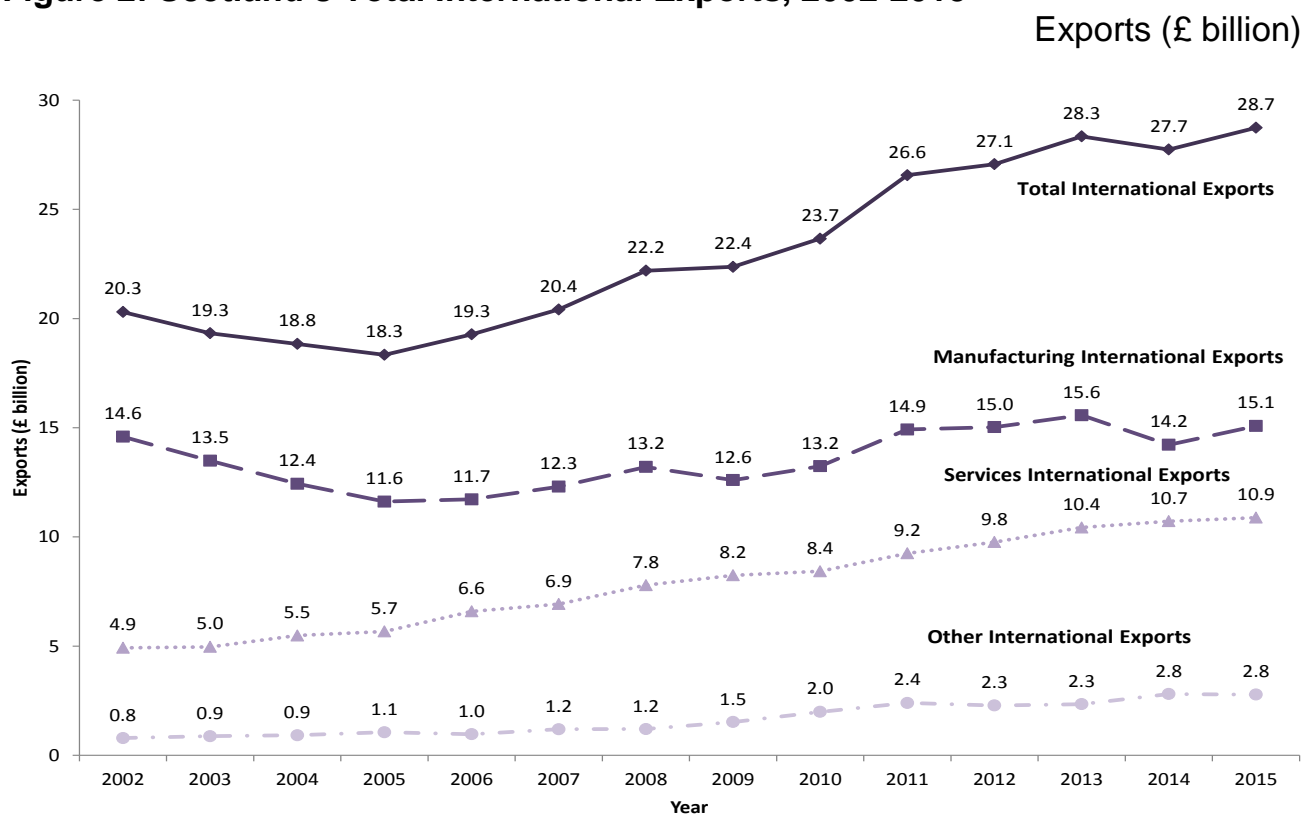
Overview of International Exports

The nominal value of international exports from Scotland increased in 2015. The estimated value of £28.7 billion is a £1 billion (3.6%) increase on the previous year. The general trend shows that international exports have increased each year since 2005, with the exception of 2014 when there was a 2.1% decrease.

Manufacturing businesses, which account for more than half of international exports, saw a 6.1% increase in the value of their international exports between 2014 and 2015. During this same period, international exports from businesses classed in the service sector increased by a smaller rate of 1.5%. However those in the ‘other’ sector, which account for around 10% of all international exports, declined slightly by 1.0%.

The total value of Scotland’s international exports increased by £5.1 billion (21.5%) between 2010 and 2015, increasing from £23.7 billion in 2010 to £28.7 billion in 2015.

Figure 2: Scotland’s Total International Exports, 2002-2015



Source: Export Statistics Scotland 2015

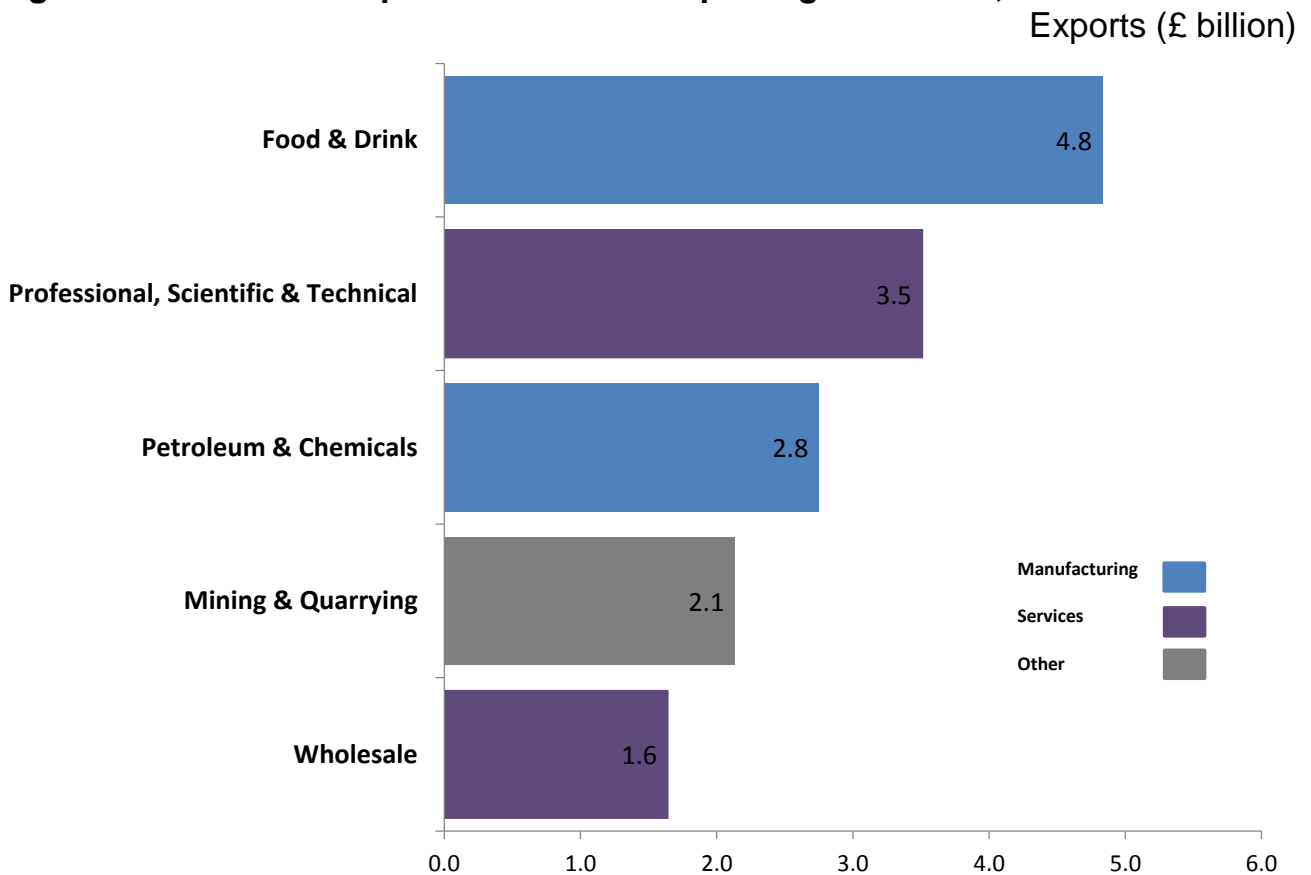
Note: Other International Exports includes: SIC 2007 1-3 Agriculture, forestry and fishing, 5-9 Mining and Quarrying, 35-39 Utilities, and 41-43 Construction.

International Exports by Industry

In 2015, the largest industry was the manufacture of food and beverages with exports worth £4.8 billion, 16.8% of all international exports. The majority of this sector continues to be whisky exports which accounted for 80% (£3.8 billion) in 2015.

The second largest industry is professional, scientific and technical activities (£3.5 billion, 12.2% of all international exports), followed by the manufacture of refined petroleum and chemical products (£2.8 billion, 9.6% of all international exports). Mining and quarrying (£2.1 billion, 7.4% of all international exports) and Wholesale and retail trade (£1.6 billion, 5.7% of all international exports) complete the top 5 exporting industry sectors. These sectors account for over half (52%) of all international exports.

Figure 3: Scotland's Top 5 International Exporting Industries, 2015



Source: Export Statistics Scotland 2015

Note: Professional, scientific and technical services includes legal, accounting, management, architecture, engineering, technical testing and analysis activities, Other International Exports includes: SIC 2007 1-3 Agriculture, forestry and fishing, 5-9 Mining and Quarrying, 35-39 Utilities, 41-43 Construction.

International Exports for Manufacturing Sectors

In 2015, exports from the manufacturing sector accounted for 52% of all international exports, which is a similar proportion to the previous year. In 2015, their total international exports increased by £860 million (6.1%) to £15.1 billion. This increase was driven by increased exports from the manufacture of refined petroleum and chemical products sector, up £600 million (28.0%) between 2014 and 2015. This was the largest annual increase in the nominal value of exports in the manufacturing sector.

Exports of manufactured food and drink are estimated to have increased by £52 million (1.1%) to £4.8 billion. This is despite a £100 million decrease in exports of whisky between 2014 and 2015. Exports of food and drink continue to represent around a third of all international exports from the manufacturing sector, and 17% of international exports from all sectors. The manufacture of food and drink is Scotland's largest sector for international exports.

International Exports of Services

International exports from the service sector increased by £165 million (1.5%) from £10.7 billion in 2014 to £10.9 billion in 2015. This is 38% of all international exports,. Around a third of service sector exports are related to professional, scientific and technical activities which saw a £290 million (9.0%) increase in 2015. This was the largest annual increase in the nominal value of exports from the services sector. Total international exports from this sector are estimated to be £3.5 billion in 2015, compared with £3.2 billion in 2014. This means it's Scotland's largest international exporting service.

Other important exporting industries within the services sector are wholesale and retail trade; repair of motor vehicles and motorcycles (down 7.2% to £1.6 billion), financial and insurance activities (up 8.1% to £1.3 billion) and administrative and support service activities (down 7.6% to £1.3 billion).

Trends in International Exports by Industry

Manufacture of food and beverages

This sector has consistently been the top exporting industrial sector in Scotland, accounting for 16.8% of international exports in 2015 and almost a third of all manufacturing exports.

The nominal value of international exports has remained relatively stable in recent years, after a period of steep growth between 2009 and 2011. The total increased by £52 million (1.1%) this year to £4.8 billion.

In 2015 exports from Distilling, rectifying and blending of spirits accounted for 80% of manufacture of food and drink exports, which is a slightly lower proportion than in previous years

Professional, scientific and technical services

The second largest exporting sector in Scotland and the largest business group in the services sector is professional, scientific and technical services. This sector accounts for 12.2% of all exports, and almost a third of all service exports.

The nominal value of exports from this sector decreased between 2002 and 2004 but has increased since then. In 2015, international exports in this sector increased by £290 million (9.0%) to £3.5 billion.

Figure 4 Manufacture of food and beverages

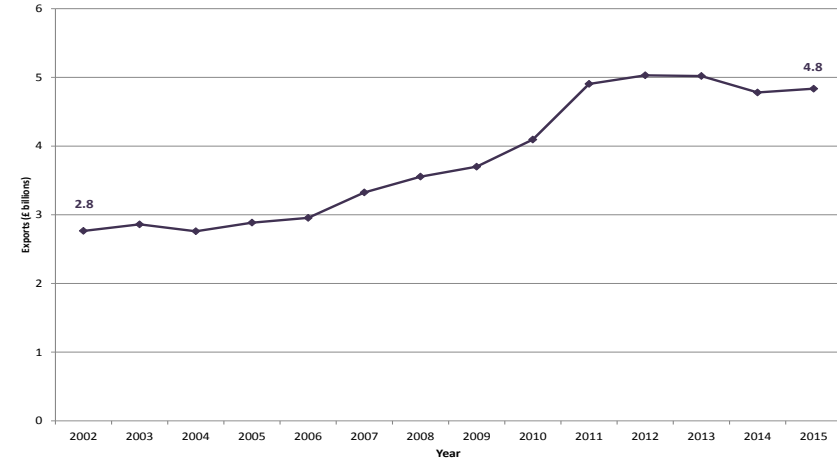
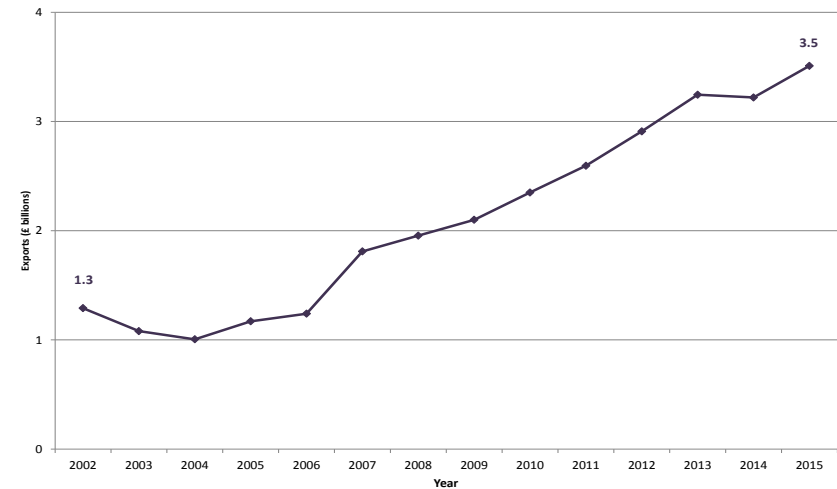


Figure 5 Professional Services



Computer, electronic and optical products

Since 2002 the largest nominal change within a particular industry sector has been in Computer, electronic and optical products.

In 2002 exports in this sector were estimated at £5.6 billion and this sector accounted for 28% of all international exports at the time. However exports have generally declined since then, and this decline was particularly sharp between 2003 and 2005.

Despite the decreasing trend, exports from this sector increased by £95 million (8.5%) to £1.2 billion in 2015.

Figure 6 Computer, Electronic and Optical products

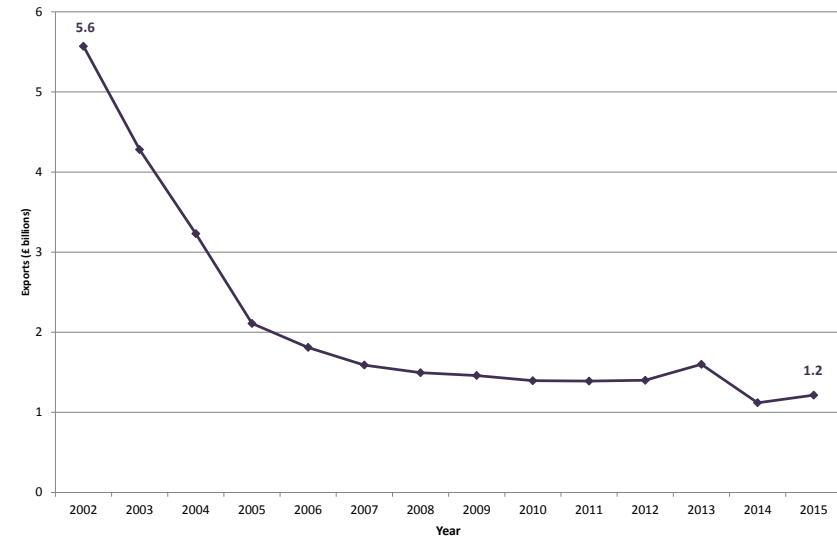


Table 1: Total International Exports by Industry (£ million), 2014-2015

		£ million						
SIC 2007 Division		2014	2015	Change	% Change	2015 % of Total	2015 Rank	
Total International Exports		27,740	28,740	1,000	3.6	100.0		
1-3	Agriculture, Forestry and Fishing	345	245	-105	-29.8	0.8	23	
5-9	Mining and Quarrying	1,990	2,135	145	7.3	7.4	4	
Manufacturing								
Manufacture of...								
10-12	Food products, beverages and tobacco products	4,780	4,835	50	1.1	16.8	1	
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	3,950	3,850	-100	-2.6	13.4		
13-15	Textiles, wearing apparel, leather and related products	360	370	5	2.0	1.3	19	
16-18	Wood and paper products; and printing	355	460	100	28.7	1.6	17	
19-20	Coke, refined petroleum and chemical products	2,150	2,750	600	28.0	9.6	3	
21	Basic pharmaceutical products and their products	395	445	55	13.8	1.6	18	
22-23	Rubber, plastic and other non-metallic mineral products	835	735	-105	-12.3	2.6	15	
24-25	Basic metals and fabricated metal products, except machinery	525	685	160	30.3	2.4	16	
26	Computer, electronic and optical products	1,120	1,215	95	8.5	4.2	9	
27	Electrical equipment	410	335	-80	-18.8	1.2	20	
28	Machinery and equipment n.e.c	1,385	1,400	15	1.1	4.9	6	
29-30	Transport equipment	1,115	1,100	-20	-1.6	3.8	11	
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	780	755	-25	-3.5	2.6	14	
Total Manufacturing		14,220	15,080	860	6.1	52.5		
35-39	Utilities	335	295	-40	-12.1	1.0	22	
41-43	Construction	130	105	-30	-21.5	0.4	24	
Services								
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	1,770	1,640	-130	-7.2	5.7	5	
49-53	Transportation and storage	915	790	-125	-13.5	2.7	12	
55-56	Accommodation and food service activities	445	330	-115	-25.9	1.1	21	
58-63	Information and communication	935	1,160	225	24.3	4.0	10	
64-66	Financial and insurance activities	1,175	1,270	95	8.1	4.4	7	
68	Real estate activities	65	75	10	14.6	0.3	25	
69-75	Professional, scientific and technical activities	3,220	3,510	290	9.0	12.2	2	
77-82	Administrative and support service activities	1,360	1,255	-105	-7.6	4.4	8	
85	Education	685	780	90	13.4	2.7	13	
86-88, 90-99	Other Services ²	145	65	-80	-54.4	0.2	26	
Total Services		10,715	10,880	165	1.5	37.9		

Source: Export Statistics Scotland 2015

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans molluscs.
2. 'Other services; includes health and other community activities, social and personal service activities, arts, entertainment and recreation.
3. Industry grouping are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest 5. All calculations based on unrounded data.

4. Scotland International Export Destinations

Of the £28.7 billion total international exports in 2015, an estimated £12.3 billion were to countries within the European Union (EU) and an estimated £16.4 billion were to non-EU countries. This means the split was 43% EU and 57% non-EU, which is similar to the split in the previous year.

Table 2: International Exports by EU / Non-EU Split, 2015

	2015 Total	% of Total	Change since 2014	% Change since 2014
EU Exports	£12.3 billion	43%	up £520 million	4.4%
Non-EU Exports	£16.4 billion	57%	up £485 million	3.0%
International Exports	£28.7 billion	100%	up £1 billion	3.6%

Source: Export Statistics Scotland 2015

Overview of EU Exports

Over the year exports to the EU increased by £520 million (4.4%) from £11.8 billion in 2014 to £12.3 billion in 2015. This increase was driven by a £750 million (11.9%) increase in EU exports from the manufacturing sector, increasing from £6.7 billion in 2014 to £7.5 billion in 2015. The bulk of this was exports from the manufacture of refined petroleum and chemical products sector, up £540 million (30.2%) in the year. EU exports from the manufacturing sector accounted for 61% of total EU exports.

However exports to the EU from the service sector, which accounted for around a third of total EU exports, declined in 2015 by £165 million (4.1%). This was driven by a decline in EU exports of administrative and support service activities, down £105 million (24.1%) from £440 million in 2014 to £335 million in 2015.

The 5 sectors with the largest nominal value of EU exports in 2015 were:

- Manufacture of refined petroleum and chemical products (£2.3 billion – a 30.2% increase since 2014)
- Manufacture of food products and beverages (£1.8 billion – a 1.0% increase since 2014)
- Wholesale and retail trade; repair of motor vehicles and motorcycles (£1.1 billion – a 0.6% increase since 2014)
- Professional, scientific and technical activities (£980 million – an 8.0% decrease since 2014)

- Manufacture of machinery and equipment (£625 million – a 3.3% increase since 2014)

These sectors accounted for 56% of the total international exports to EU countries in 2015.

Table 3: Total EU Exports by Industry (£ million), 2014-2015

		£ million					
SIC 2007 Division		2014	2015	2014-2015 Change	2014-2015 % Change	2015 % of all	2015 Rank
Total EU Exports		11,780	12,305	520	4.4	100.0	
1-3	Agriculture, Forestry and Fishing	155	105	-50	-32.8	0.9	23
5-9	Mining and Quarrying	570	615	45	8.1	5.0	6
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	1,815	1,830	20	1.0	14.9	2
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	1,245	1,190	-50	-4.2	9.7	
13-15	Textiles, wearing apparel, leather and related products	205	210	5	3.5	1.7	16
16-18	Wood and paper products; and printing	210	325	115	53.2	2.6	13
19-20	Coke, refined petroleum and chemical products	1,780	2,320	540	30.2	18.8	1
21	Basic pharmaceutical products and their products	200	230	30	15.1	1.9	15
22-23	Rubber, plastic and other non-metallic mineral products	575	500	-75	-13.2	4.1	8
24-25	Basic metals and fabricated metal products, except machinery	295	325	30	9.4	2.6	12
26	Computer, electronic and optical products	555	595	40	7.2	4.8	7
27	Electrical equipment	145	140	-5	-3.2	1.1	22
28	Machinery and equipment n.e.c	605	625	20	3.3	5.1	5
29-30	Transport equipment	170	185	15	7.8	1.5	19
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	175	200	20	12.6	1.6	18
Total Manufacturing		6,730	7,480	750	11.1	60.8	
35-39	Utilities	220	175	-45	-21.1	1.4	20
41-43	Construction	60	50	-10	-15.8	0.4	24
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	1,065	1,070	5	0.6	8.7	3
49-53	Transportation and storage	405	430	25	6.5	3.5	9
55-56	Accommodation and food service activities	195	155	-40	-20.0	1.3	21
58-63	Information and communication	280	345	60	21.7	2.8	10
64-66	Financial and insurance activities	205	210	0	0.7	1.7	17
68	Real estate activities	40	30	-10	-27.9	0.2	26
69-75	Professional, scientific and technical activities	1,065	980	-85	-8.0	8.0	4
77-82	Administrative and support service activities	440	335	-105	-24.1	2.7	11
85	Education	255	285	30	11.3	2.3	14
86-88, 90-99	Other Services ²	85	40	-45	-54.4	0.3	25
Total Services		4,045	3,880	-165	-4.1	31.5	

Source: Export Statistics Scotland 2015

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans molluscs.
2. 'Other services'; includes health and other community activities, social and personal service activities, arts, entertainment and recreation.
3. Industry grouping are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest 5. All calculations based on unrounded data.

Overview of Non-EU Exports

International exports to non-EU countries also increased in 2015. They were up £485 million (3.0%) from £15.9 billion in 2014 to £16.4 billion in 2015. Both non-EU

exports from the manufacturing sector (up £115 million or 1.5%) and the service sector (up £330 million or 4.9%) increased over the year.

The largest increases in the nominal value of international exports to non-EU countries were in professional, scientific and technical activities (up £375 million, 17.4%, to £2.5 billion in 2015), information and communication services (up £165 million, 25.4%, to £820 million in 2015) and the manufacture of basic metals and fabricated metal products (up £130 million, 57.6%, to £340 million in 2015).

The largest decreases in the nominal value of international exports to non-EU countries were in transportation and storage services (down £150 million, 29.4%, to £360 million in 2015) and wholesale and retail trade; repair of motor vehicles and motorcycles (down £135 million, 19.0%, to £570 million in 2015).

In 2015, the top 5 sectors for international exports to non-EU countries were:

- Manufacture of food products and beverages (£3.0 billion – a 1.1% increase since 2014)
- Professional, scientific and technical activities (£2.5 billion – a 17.4% increase since 2014)
- Mining and quarrying (£1.5 billion – a 7.0% increase since 2014)
- Financial and insurance activities (£1.1 billion – a 9.7% increase since 2014)
- Administrative and support service activities (£920 million – a 0.3% increase since 2014)

These sectors accounted for 55% of the total international exports to non-EU countries in 2015.

Table 4: Total Non-EU Exports by Industry (£ million), 2014-2015

		£ million					
SIC 2007 Division		2014	2015	2014-2015 Change	2014-2015 % Change	2015 % of all	2015 Rank
Total Non-EU Exports		15,950	16,435	485	3.0	100.0	
1-3	Agriculture, Forestry and Fishing	190	135	-50	-27.4	0.8	21
5-9	Mining and Quarrying	1,420	1,520	100	7.0	9.3	3
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	2,970	3,005	35	1.1	18.3	1
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	2,710	2,655	-50	-1.9	16.2	
13-15	Textiles, wearing apparel, leather and related products	155	155	0	0.1	1.0	20
16-18	Wood and paper products; and printing	145	135	-10	-7.1	0.8	22
19-20	Coke, refined petroleum and chemical products	370	435	65	17.2	2.6	13
21	Basic pharmaceutical products and their products	195	220	25	12.5	1.3	17
22-23	Rubber, plastic and other non-metallic mineral products	260	235	-25	-10.1	1.4	16
24-25	Basic metals and fabricated metal products, except machinery	230	360	130	57.6	2.2	14
26	Computer, electronic and optical products	565	620	55	9.8	3.8	9
27	Electrical equipment	270	195	-75	-27.2	1.2	18
28	Machinery and equipment n.e.c	780	775	-5	-0.5	4.7	8
29-30	Transport equipment	945	915	-30	-3.3	5.6	6
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	605	555	-50	-8.2	3.4	11
Total Manufacturing		7,490	7,600	115	1.5	46.3	
35-39	Utilities	110	120	15	11.8	0.7	23
41-43	Construction	70	50	-20	-26.4	0.3	24
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	705	570	-135	-19.0	3.5	10
49-53	Transportation and storage	510	360	-150	-29.4	2.2	15
55-56	Accommodation and food service activities	250	170	-75	-30.6	1.0	19
58-63	Information and communication	650	820	165	25.4	5.0	7
64-66	Financial and insurance activities	970	1,065	95	9.7	6.5	4
68	Real estate activities	25	45	20	89.9	0.3	25
69-75	Professional, scientific and technical activities	2,155	2,530	375	17.4	15.4	2
77-82	Administrative and support service activities	920	920	5	0.3	5.6	5
85	Education	430	495	65	14.7	3.0	12
86-88, 90-99	Other Services ²	60	25	-35	-55.6	0.2	26
Total Services		6,670	7,000	330	4.9	42.6	

Source: Export Statistics Scotland 2015

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans molluscs.
2. 'Other services'; includes health and other community activities, social and personal service activities, arts, entertainment and recreation.
3. Industry grouping are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest 5. All calculations based on unrounded data.

International Exports by Region

The region which received the largest value of international exports from Scotland in 2015 was the EU (£12.3 billion, 43% of total international exports). The next largest region was North America at £5.0 billion (18% of total international exports) followed by Asia at £3.1 billion (11% of total international exports).

Figure 7: Scotland's International Exports by Region, 2015

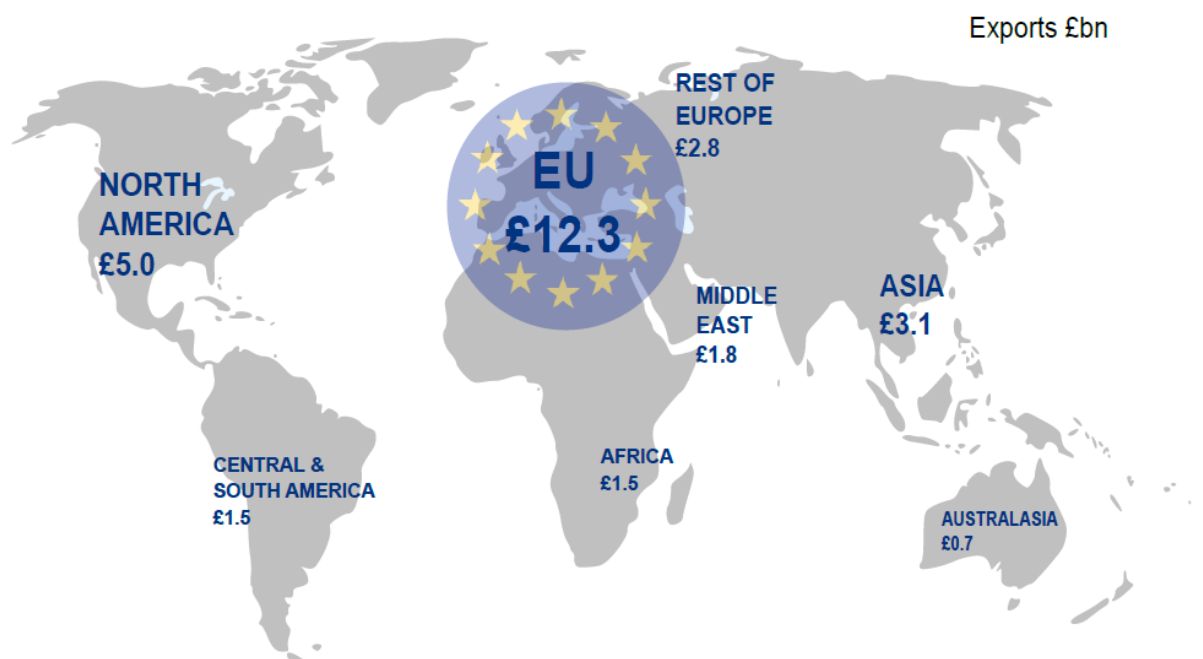


Table 5: Total International Exports by Geographical Region (£ million), 2011-2015

Destination	£ million					2014-2015 Change	2014-2015 % Change
	2011	2012	2013	2014	2015		
European Union	13,005	12,380	12,840	11,780	12,305	520	4.4
Rest of Europe	2,220	2,325	2,440	2,710	2,815	105	3.9
North America	4,070	4,565	4,670	5,020	5,025	5	0.1
Central and South America	1,495	1,395	1,435	1,355	1,475	115	8.7
Middle East	1,235	1,515	1,780	1,805	1,810	5	0.3
Asia	2,720	2,900	3,040	2,980	3,050	70	2.4
Africa	1,390	1,430	1,555	1,505	1,540	35	2.2
Australasia	435	560	590	580	720	140	23.9
Total	26,565	27,070	28,345	27,740	28,740	1,000	3.6

Source: Export Statistics Scotland 2015

Figures rounded to the nearest 5. All calculations based on unrounded data.

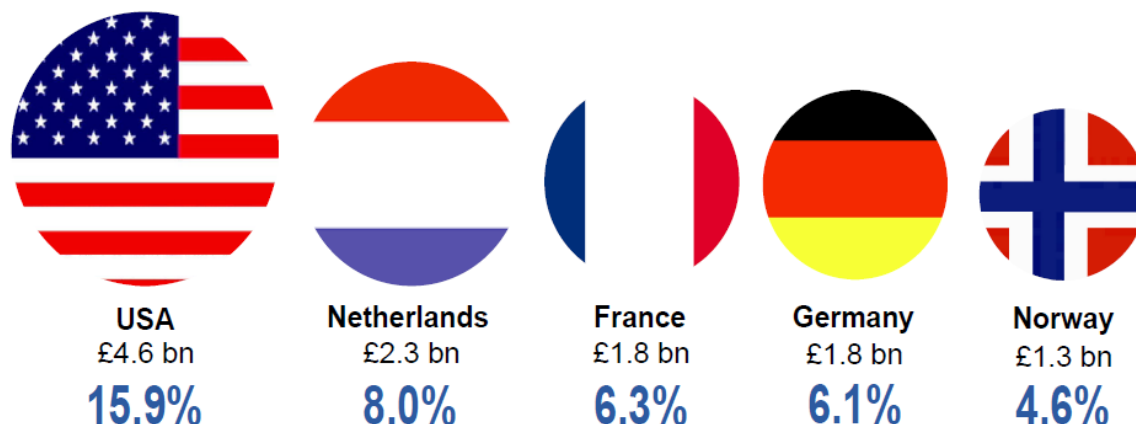
International Exports by Country

Exports by country should be treated with some caution. Less information is provided by companies on country of export compared with total export values.

The USA continued to be Scotland's top export destination country with an estimated £4.6 billion of exports from Scotland in 2015 which is 15.9% of total international exports. This is followed by Netherlands at £2.3 billion (8.0% of the

total), France at £1.8 billion (6.3% of the total) and Germany also at £1.8 billion (6.1% of the total). Norway complete the top 5 export destinations with £1.3 billion (4.6% of the total). Hence the top 5 international export markets accounted for £11.7 billion of international exports. This is 41% of the total international exports.

Figure 8: Scotland's Top 5 Export Destinations, 2015



The top 10 export destinations accounted for 56% of total international exports, while the top 20 accounted for 75% of total international exports.

Table 6: Scotland's Top 20 export destinations (£ million), 2015

Rank	Destination	Total Exports (£ m)	% of Total	Rank	Destination	Total Exports (£ m)	% of Total
1	USA	4,560	15.9	11	UAE	735	2.6
2	Netherlands	2,295	8.0	12	Belgium	710	2.5
3	France	1,810	6.3	13	Italy	625	2.2
4	Germany	1,750	6.1	14	China	605	2.1
5	Norway	1,315	4.6	15	Australia	555	1.9
6	Denmark	1,085	3.8	16	Singapore	525	1.8
7	Ireland	1,010	3.5	17	Sweden	515	1.8
8	Spain	830	2.9	18	Canada	470	1.6
9	Switzerland	785	2.7	19	Japan	430	1.5
10	Brazil	750	2.6	20	Other Africa	325	1.1

Source: Export Statistics Scotland 2015

Export figures rounded to the nearest 5. All calculations based on unrounded data.

Total Exports to Countries Within the Top 3 Regions

Figure 9: Scottish Exports to the EU (£ million), 2015

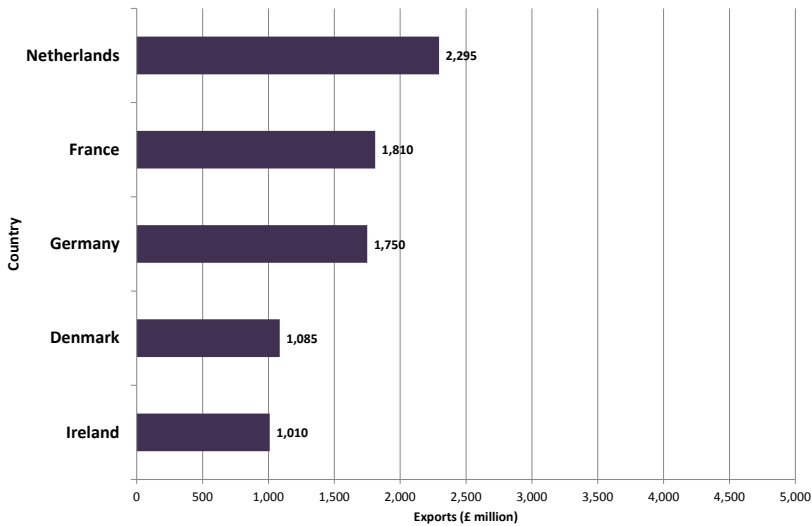


Figure 10: Scottish Exports to North America (£ million), 2015

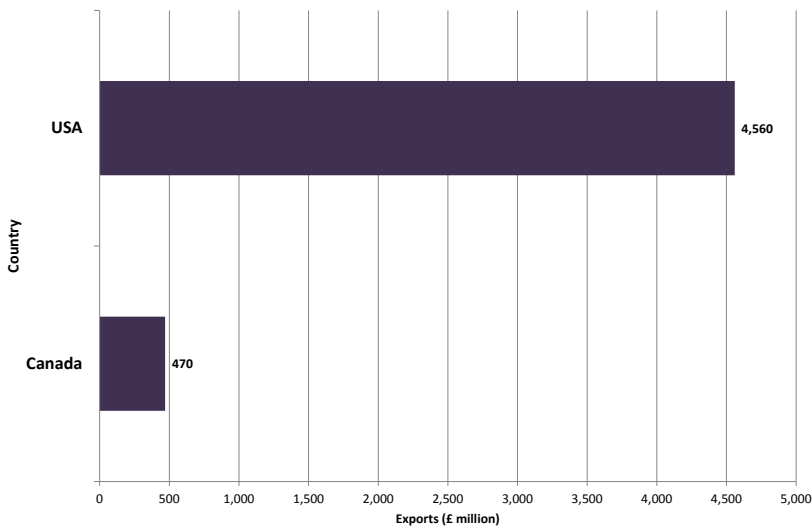
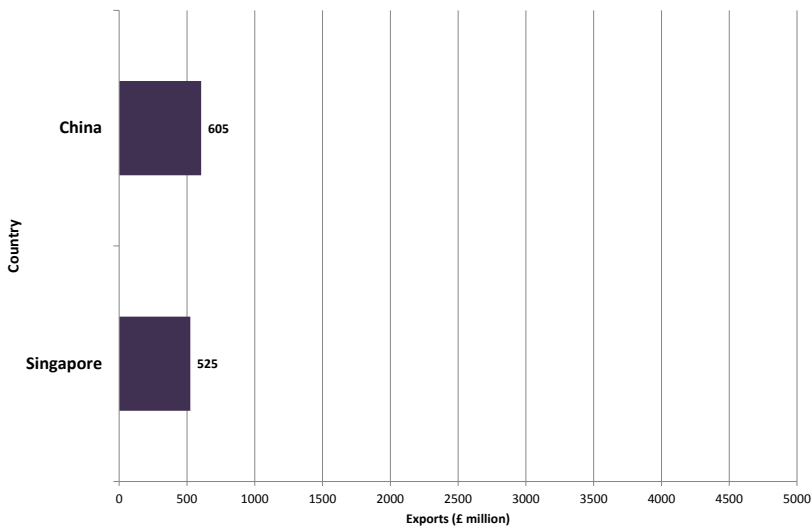


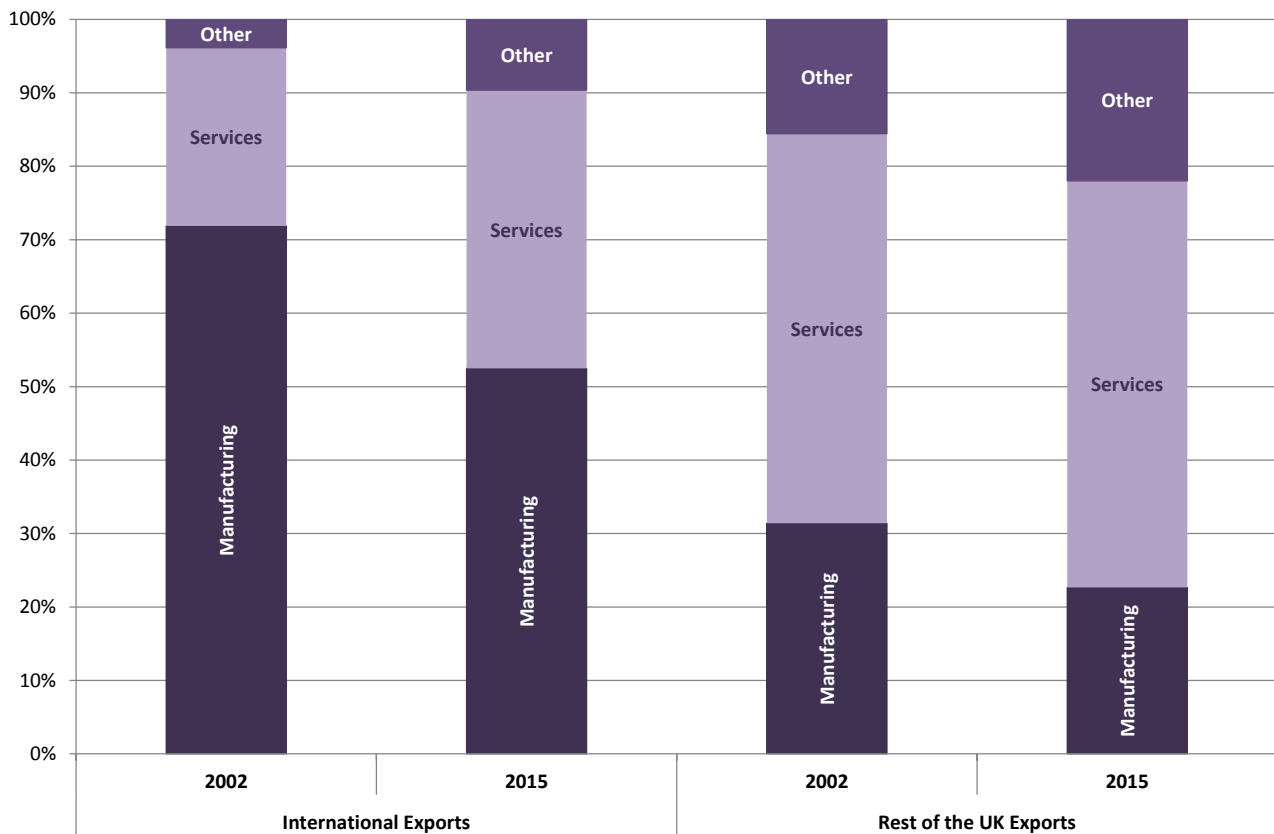
Figure 11: Scottish Exports to Asia (£ million), 2015



5. Exports to the Rest of the UK

Note that Scottish estimates of exports to the rest of the UK should be treated with caution due to the difficulty in obtaining this information. See the [Background Notes](#) for further details.

Figure 12: International and Rest of the UK Exports, % in Manufacturing and Services, 2002 and 2015



Source: Export Statistics Scotland 2015

Exports to the rest of the UK have continued to increase in the last year, increasing by £2.1 billion (4.4%) from £47.8 billion in 2014 to £49.8 billion in 2015. The majority of this increase is from the utilities sector as exports increased by a third (£1.4 billion) between 2014 and 2015. This sector had the largest annual increase in the nominal value of their exports to the rest of the UK. This ties in with the latest Energy Statistics produced by the Department for Business, Energy and Industrial Strategy which show Scotland continues to be a net exporter of electricity, exporting 29% of generation in 2015, up from 24% in 2014¹.

¹ <http://www.gov.scot/Topics/Statistics/Browse/Business/Energy/energysumdec2016>

Between 2014 and 2015, exports from the manufacturing sector increased by £150 million (1.4% increase) and exports from the service sector increased by £530 million (2.0% increase).

Exports to the rest of the UK rely more heavily on the service sector than international exports. In 2015, services accounted for 55% of all rest of the UK exports compared with 38% of international exports. Just under a quarter (23%) of exports to the rest of the UK are from manufacturing sectors whereas they make up over half (52%) of international exports.

Financial and insurance activities represents Scotland's largest sector for exports to the rest of the UK. In 2015, the 5 largest sectors for exports to the rest of the UK, accounting for more than half (57%) of the total were:

- Financial and insurance activities (£7.5 billion – a 1.6% increase since 2014)
- Wholesale and retail trade; repair of motor vehicles and motorcycles (£6.7 billion – a 1.2% increase since 2014)
- Utilities (£5.8 billion – a 33.0% increase since 2014)
- Professional, scientific and technical activities (£4.4 billion – a 10.3% increase since 2014)
- Manufacture of food products and beverages (£4.1 billion – a 3.2% increase since 2014)

Other sectors with large increases in the nominal value of exports to the rest of the UK were in professional, scientific and technical activities (up £410 million, or 10.3%), transportation and storage (up £400 million, or 19.6%) and mining and quarrying (up £325 million, or 11.4%).

Sectors with large decreases in the nominal value of exports to the rest of the UK were in administrative and support service activities (down £370 million, or 11.4%), manufacture of computer, electronic and optical products (down £225 million, or 33.2%) and construction (down £210 million, or 13%).

Table 7: Rest of the UK Exports by Industry (£ million), 2014-2015

		£ million					
SIC 2007 Division		2014	2015	2014-2015 Change	2014-2015 % Change	2015 % of all	2015 Rank
Total Rest of the UK Exports		47,755	49,835	2,080	4.4	100.0	
1-3	Agriculture, Forestry and Fishing	775	625	-150	-19.3	1.3	16
5-9	Mining and Quarrying	2,815	3,140	325	11.4	6.3	6
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	3,950	4,075	125	3.2	8.2	5
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	530	595	70	12.8	1.2	
13-15	Textiles, wearing apparel, leather and related products	270	275	5	2.2	0.6	22
16-18	Wood and paper products; and printing	855	850	-10	-1.1	1.7	14
19-20	Coke, refined petroleum and chemical products	1,185	1,220	35	2.8	2.4	12
21	Basic pharmaceutical products and their products	150	140	-5	-4.3	0.3	25
22-23	Rubber, plastic and other non-metallic mineral products	500	505	5	0.6	1.0	20
24-25	Basic metals and fabricated metal products, except machinery	690	775	85	12.0	1.6	15
26	Computer, electronic and optical products	675	450	-225	-33.2	0.9	21
27	Electrical equipment	180	150	-30	-16.0	0.3	24
28	Machinery and equipment n.e.c	565	580	15	2.4	1.2	18
29-30	Transport equipment	1,415	1,405	-10	-0.6	2.8	11
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	705	870	165	23.6	1.7	13
Total Manufacturing		11,145	11,295	150	1.4	22.7	
35-39	Utilities	4,345	5,785	1,435	33.0	11.6	3
41-43	Construction	1,620	1,405	-210	-13.0	2.8	10
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	6,580	6,660	80	1.2	13.4	2
49-53	Transportation and storage	2,045	2,445	400	19.6	4.9	8
55-56	Accommodation and food service activities	760	580	-180	-23.6	1.2	17
58-63	Information and communication	2,075	2,180	105	5.0	4.4	9
64-66	Financial and insurance activities	7,430	7,550	115	1.6	15.1	1
68	Real estate activities	315	220	-95	-30.6	0.4	23
69-75	Professional, scientific and technical activities	3,985	4,400	410	10.3	8.8	4
77-82	Administrative and support service activities	3,260	2,890	-370	-11.4	5.8	7
85	Education	470	525	50	11.1	1.1	19
86-88, 90-99	Other Services ²	130	140	10	6.7	0.3	26
Total Services		27,050	27,580	530	2.0	55.3	

Source: Export Statistics Scotland 2015

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans molluscs.
2. 'Other services' included the following activities: health and other community activities, social and personal service activities, as well as arts, entertainment and recreation.
3. Industry grouping are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest 5. All calculations based on unrounded data.

6. Total Rest of the UK and International Exports

The combined value of international and rest of the UK exports in 2015 (excluding oil and gas) are estimated at £78.6 billion, up £3.1 billion (4.1%) since 2014. Of this total, £38.5 billion is attributable to service sector companies (49%) and £26.4 billion to the manufacturing sector (34%). The other £13.7 billion (17%) is from sectors classed as 'other'.

Exports to the rest of the UK accounted for 63% of the total £78.6 billion figure. EU exports accounted for 16% and non-EU exports 21% of the total international and rest of the UK figure.

Table 8: Total Exports (Rest of the UK and International) by Industry (£ million), 2014-2015

SIC 2007 Division		£ million					2015 2015 Rank
		2014	2015	2014-2015 Change	2014-2015 % Change	2015 % of all	
Total Rest of the UK and International Exports		75,495	78,570	3,080	4.1	100.0	
1-3	Agriculture, Forestry and Fishing	1,125	870	-255	-22.5	1.1	21
5-9	Mining and Quarrying	4,805	5,275	470	9.7	6.7	6
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	8,730	8,910	175	2.0	11.3	1
11.01	<i>Of Which Distilling, rectifying and blending of spirits</i>	4,480	4,445	-35	-0.8	5.7	
13-15	Textiles, wearing apparel, leather and related products	630	645	15	2.1	0.8	22
16-18	Wood and paper products; and printing	1,215	1,305	95	7.6	1.7	17
19-20	Coke, refined petroleum and chemical products	3,335	3,970	635	19.0	5.1	8
21	Basic pharmaceutical products and their products	540	590	50	8.8	0.7	23
22-23	Rubber, plastic and other non-metallic mineral products	1,335	1,235	-100	-7.5	1.6	19
24-25	Basic metals and fabricated metal products, except machinery	1,215	1,460	240	19.9	1.9	16
26	Computer, electronic and optical products	1,795	1,670	-130	-7.2	2.1	13
27	Electrical equipment	590	485	-105	-18.0	0.6	24
28	Machinery and equipment n.e.c	1,955	1,980	30	1.5	2.5	12
29-30	Transport equipment	2,530	2,505	-25	-1.0	3.2	11
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	1,485	1,625	140	9.3	2.1	14
Total Manufacturing		25,360	26,375	1,015	4.0	33.6	
35-39	Utilities	4,685	6,080	1,395	29.8	7.7	5
41-43	Construction	1,750	1,510	-240	-13.7	1.9	15
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	8,350	8,300	-45	-0.6	10.6	3
49-53	Transportation and storage	2,955	3,235	280	9.4	4.1	10
55-56	Accommodation and food service activities	1,205	910	-295	-24.5	1.2	20
58-63	Information and communication	3,010	3,340	330	11.0	4.2	9
64-66	Financial and insurance activities	8,610	8,820	215	2.5	11.2	2
68	Real estate activities	380	290	-85	-23.0	0.4	25
69-75	Professional, scientific and technical activities	7,210	7,910	700	9.7	10.1	4
77-82	Administrative and support service activities	4,620	4,145	-475	-10.2	5.3	7
85	Education	1,160	1,300	145	12.5	1.7	18
86-88, 90-99	Other Services ²	275	205	-70	-25.8	0.3	26
Total Services		37,770	38,465	695	1.8	49.0	

Source: Export Statistics Scotland 2015

Notes:

1. Wholesale figures include the wholesale of agricultural products, fish and crustaceans molluscs.
2. 'Other services; included the following activities: health and other community activities, social and personal service activities, as well as arts, entertainment and recreation.
3. Industry grouping are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest 5. All calculations based on unrounded data.

7. Exports by Size of Company

Scotland's estimated export figures can also be broken down by the size of the company exporting. This is based on the number of staff each organisation has employed in Scotland.

International Exports by Size of Company

Large companies, employing more than 250 employees, export the most internationally, estimated at £15.6 billion in 2015. This was up £670 million (4.5%) from the previous year. This was driven by an increase in the number of international exports from larger companies in the service sector, up £620 million (15.1%) in 2015.

Large companies, therefore, account for 54% of all international exports. This is a similar proportion to previous years.

Medium sized companies, employing between 50 and 249 employees, saw their international exports increase by £840 million (11.2%) between 2014 and 2015. Medium sized companies account for 29% of all international exports and this proportion has increased in recent years.

However, international exports from small companies (under 50 employees) decreased by £510 million (9.6%) between 2014 and 2015, and accounted for 17% of all international exports in 2015. At broad sector level, international exports of services from small companies reduced by £555 million (13.6%) in 2015.

Table 9: International Exports by Company Size (£ million), 2012-2015

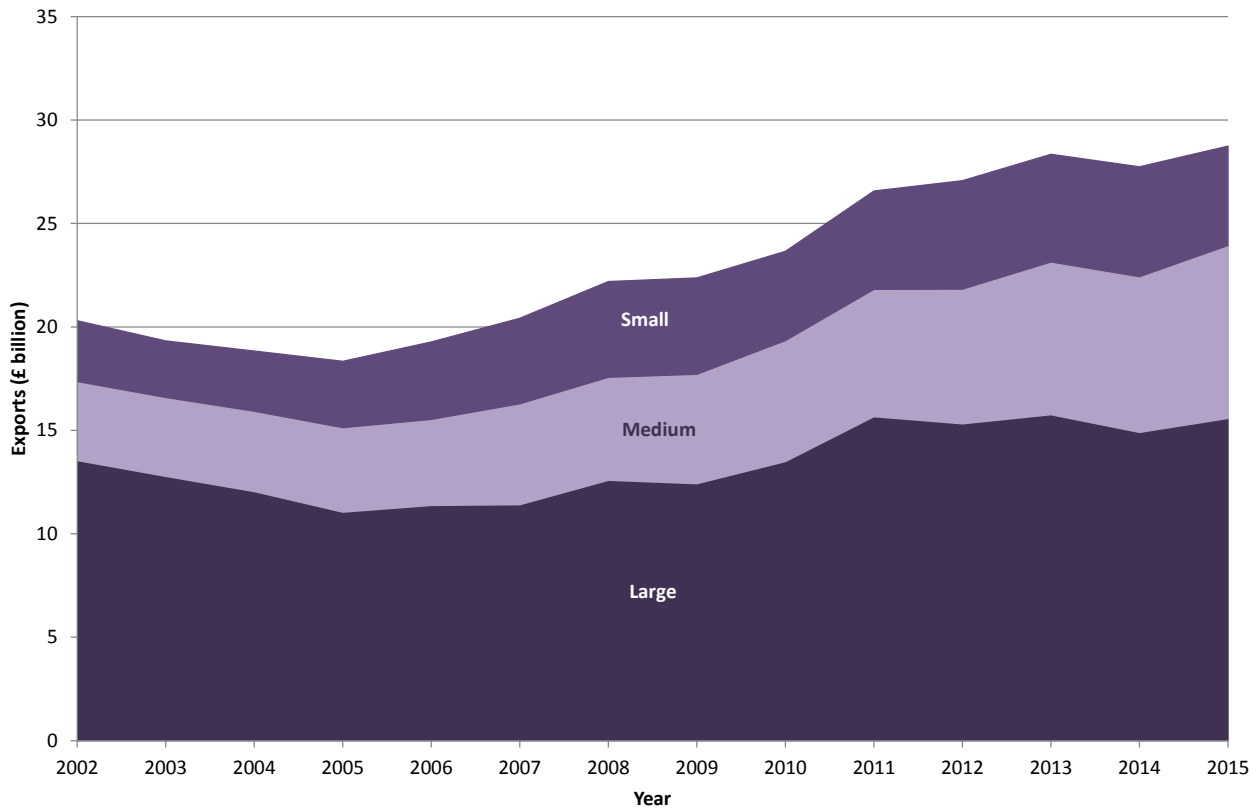
Company Size	2015 Total	% of Total	Change since 2014	% Change since 2014
Small	£4.8 billion	17%	down £520 million	-9.6%
Medium	£8.4 billion	29%	up £840 million	11.2%
Large	£15.6 billion	54%	up £670 million	4.5%
Total	£28.7 billion	100%	up £1 billion	3.6%

Source: Export Statistics Scotland 2015

Notes:

1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.
2. Export figures rounded to the nearest 5. All calculations based on unrounded data.

Figure 13: Total International Exports by Size of Company, 2002-2015



Source: Export Statistics Scotland 2015

Notes:

1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.
2. The additional Excel tables published online show results for UK employment for 2012-2015.

Grouping the companies by broad sector shows that the Production and Construction sector is the largest, accounting for 54% of the total value of international exports as this sector's international exports totaled £15.5 billion in 2015. This was an increase of £795 million (5.4%) from the previous year.

Table 10: Total International Exports by Broad Industry Sector and Size of Company, 2011-2015

£ million							
	2011	2012	2013	2014	2015	2014-2015 Change	2014-2015 % Change
Total International Exports	26,565	27,070	28,345	27,740	28,740	1,000	3.6
Primary²	2,020	1,840	1,915	2,335	2,375	40	1.8
Large	1,195	1,070	1,265	1,510	1,470	-40	-2.5
Medium	450	465	450	565	605	45	7.6
Small	375	305	200	265	305	35	14.0
Production & Construction³	15,300	15,470	16,000	14,690	15,480	795	5.4
Large	10,650	10,345	10,440	9,315	9,405	90	1.0
Medium	3,585	3,860	4,615	4,410	5,100	695	15.7
Small	1,070	1,265	940	965	975	5	0.7
Services	9,245	9,760	10,430	10,715	10,880	165	1.5
Large	3,825	3,910	4,060	4,090	4,710	620	15.1
Medium	2,110	2,175	2,305	2,545	2,645	105	4.0
Small	3,310	3,680	4,065	4,085	3,525	-555	-13.6
Total Large	15,670	15,325	15,765	14,910	15,585	670	4.5
Total Medium	6,145	6,500	7,375	7,515	8,350	840	11.2
Total Small	4,755	5,245	5,205	5,315	4,805	-510	-9.6

Source: Export Statistics Scotland 2015

Notes:

1. Company size based on size of employment of company in Scotland: 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.
3. Includes manufacturing and electricity/gas/water supply
4. Figures rounded to the nearest 5. All calculations based on unrounded data

Rest of the UK Exports by Size of Company

Large companies employing more than 250 employees exported the most to the rest of the UK. Total exports to the rest of the UK were estimated at £29.5 billion in 2015. This means they accounted for 59% of all rest of the UK exports. This was an increase of £1.6 billion (5.7%) from 2014.

Rest of the UK exports from medium sized companies also increased, this time by £880 million (8.7%), from £10.1 billion in 2014 to £10.9 billion in 2015. However exports to the rest of the UK from small companies decreased by £400 million (4.1%) from £9.8 billion in 2014 to £9.4 billion in 2015.

Table 11: Total Rest of the UK Exports by Broad Industry Sector and Size of Company, 2011-2015

	£ million					2014-2015	2014-2015
	2011	2012	2013	2014	2015	Change	% Change
Total International Exports	44,400	45,365	47,230	47,755	49,835	2,080	4.4
Primary¹	3,440	3,490	3,285	3,595	3,765	175	4.8
Large	2,430	2,600	2,290	2,735	2,815	75	2.8
Medium	400	375	390	355	425	70	19.2
Small	605	515	605	500	530	30	5.8
Production & Construction²	17,510	17,680	18,615	17,110	18,485	1,375	8.1
Large	12,100	12,025	12,690	11,245	12,580	1,335	11.9
Medium	3,525	3,705	4,085	3,905	3,870	-35	-0.9
Small	1,890	1,955	1,840	1,955	2,035	80	4.0
Services	23,450	24,195	25,325	27,050	27,580	530	2.0
Large	12,625	12,690	12,980	13,930	14,125	195	1.4
Medium	5,140	4,790	4,815	5,805	6,650	845	14.5
Small	5,685	6,715	7,530	7,320	6,810	-510	-7.0
Total Large	27,155	27,315	27,955	27,910	29,515	1,605	5.7
Total Medium	9,065	8,865	9,295	10,070	10,945	880	8.7
Total Small	8,175	9,185	9,975	9,775	9,370	-400	-4.1

Source: Export Statistics Scotland 2015

Notes:

1. Company size based on size of employment of company in Scotland: 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.
3. Includes manufacturing and electricity/gas/water supply
4. Figures rounded to the nearest 5. All calculations based on unrounded data

8. Comparability of Scottish International Exports Sources

The table below summarises the main data sources related to exports from Scotland.

Table 12: Sources of Export Statistics for Scotland

Source	Published Estimates	Detail	Timeliness
SG Export Statistics Scotland	Value of International exports (EU and Non-EU split) Value of Rest of the UK exports. Estimates by industry and company size.	Export Country, Region and Industry of export	Annual Latest publication Jan 2017 for 2015 Exports
SG Quarterly National Accounts Scotland	Value of International and Rest of the UK export, imports and trade balance for the onshore Scottish economy. Estimates are on a national account basis and consistent with annual Supply and Use tables.	No breakdown quarterly	Latest Quarterly results Nov 2016 for Q2 2016
SG Index of Manufactured Exports	Chain-linked Volume Measure (CVM) of International exports of products of the manufacturing industries (IME). IME is now reported within Quarterly National Accounts Scotland and is consistent with the national accounts value of exports noted above	Manufacturing Industry breakdown	Quarterly Latest publication Nov 2016 for Q2 2016
SG Supply and Use tables	Value of Rest of the UK and Rest of World exports	Annual estimates by 98 product groups (CPA 2008 ²)	Latest annual results for 2013 (published July 2016)
HMRC	Value and volume of international goods exports. Other	Country	Quarterly

² Statistical Classification of Products by Activity in the European Economic Community, 2008 version

Regional Trade Statistics	estimates are published for Imports, number of importers and exporters. Figures cover exports of goods only and excludes services.	Commodity type	Latest publication Dec 2016 for Q3 2016
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Note: ONS have produced experimental statistics estimating international exports of services from Scotland in 2011 to 2014, based on the existing UK International Trade in Services Survey (ITIS) publication. Their figures for Scotland were different from those produced in ESS due to differences in their methodology and data sources. This may become an annual publication. Further information can be found here:

<https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/articles/estimatingthevalueofserviceexportsabroadfromdifferentpartsoftheuk/2011to2014>

Comparison with Quarterly National Accounts

Export Statistics Scotland (ESS) estimates are based on the Scottish Government Global Connections Survey (GCS), the ONS International Trade In Services Survey (ITIS) and Monthly Business Survey (MBS), as well as estimates provided through other official sources as outlined in Table 13.

ESS reports the nominal value of goods physically exported from Scotland (i.e. goods actually transported from a business in Scotland to elsewhere) and services exported from Scotland. The questions in the GCS survey to collect the nominal value of exports have remained unchanged since it began in 2002. This definition of exports is similar to that used in HMRC UK overseas trade statistics.

Scottish Government national accounts statistics (annual Supply & Use tables and Quarterly National Accounts Scotland) report estimates of exported goods and services consistent with the European System of Accounts 2010 (ESA10).

One feature of the national accounts definition is that exports and imports are now strictly defined on a 'change of ownership basis', where, for example, goods which are manufactured under contract from a non-resident owner and then transported out of the country are not counted as being exported (although usually a processing service fee is exported instead). This means that the value of exports measured on a change of ownership basis can differ from that measured on a physical flows basis.

The ESS estimates are a key data source for the Scottish Government's national accounts statistics, but need to be adjusted to meet the conceptual definitions of ESA10. This process includes converting the ESS data from results by industry at basic prices to results by product type (CPA 2008) at purchaser prices, and adjustments for toll processing, merchanting and tourist expenditure. In addition, there are also account balancing adjustments made to ensure that exports are consistent with other values in the accounts, such as domestic output. Following balancing, export figures in the national accounts are valued on a consistent basis with imports – which allows the calculation of a trade balance – and with GDP.

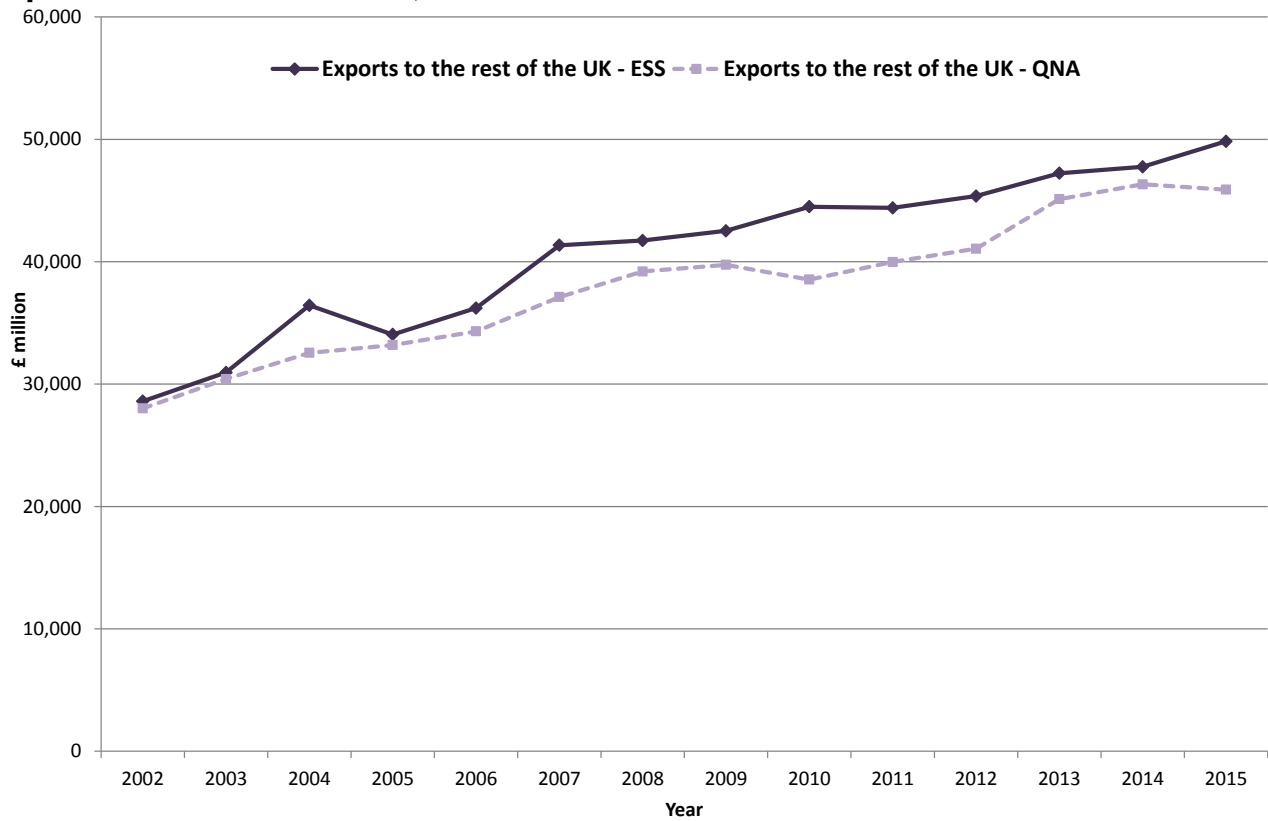
Rest of the UK Exports

Estimates of exports to the rest of the UK in Scottish Government national accounts statistics are produced in a similar way to international exports. The main source of data is the ESS, which is then subject to similar conversions, adjustments and balancing adjustments to the international exports data, as described above.

These adjustments result in the rest of the UK exports in the national accounts statistics appearing consistently lower than in ESS although following a similar trend over time.

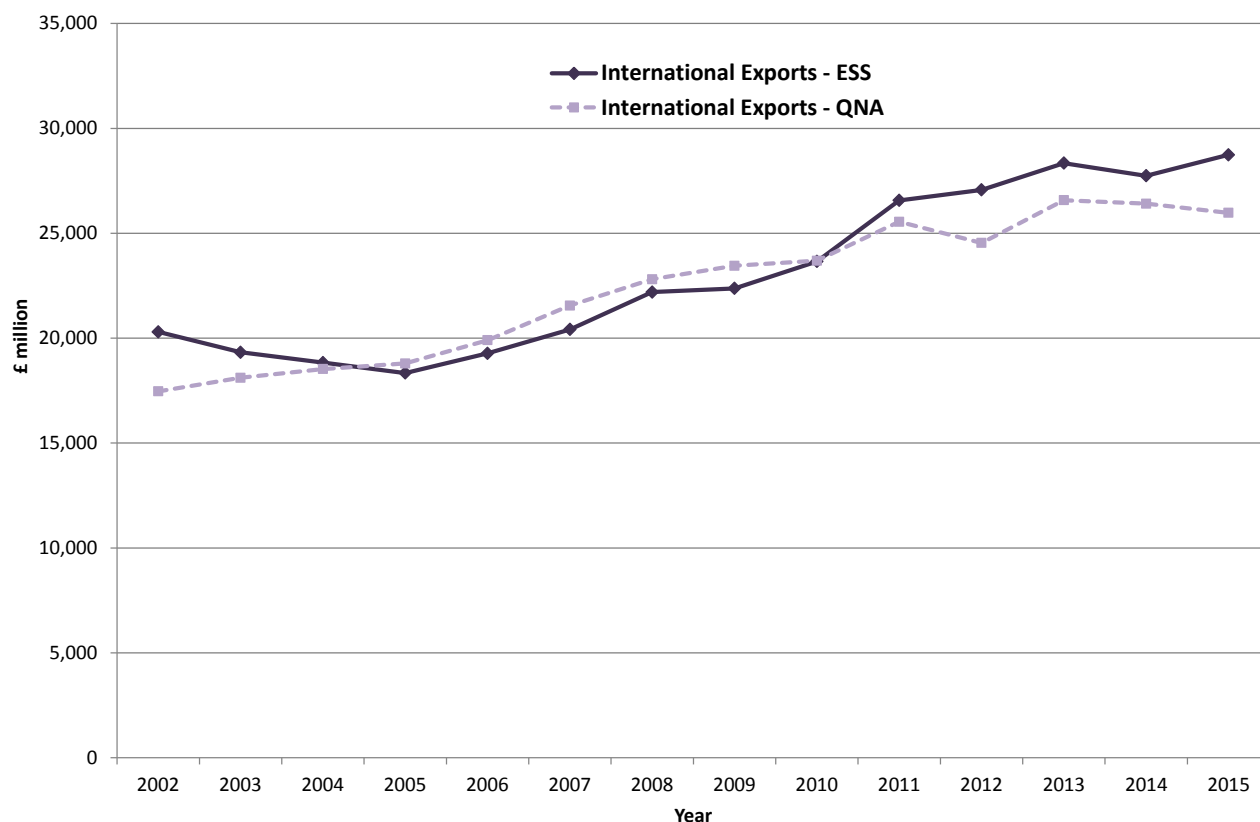
Further information is available on the Quarterly National Accounts website <http://www.gov.scot/Topics/Statistics/Browse/Economy/SNAP/QNAS>

Figure 14: Exports to the Rest of the UK: Quarterly National Accounts and Export Statistics Scotland, 2002-2015



Source: Export Statistics Scotland 2015 and Quarterly National Accounts Q2 2016

Figure 15: International Exports: Quarterly National Accounts and Export Statistics Scotland, 2002-2015



Source: Export Statistics Scotland 2015 and Quarterly National Accounts Q2 2016

Again, the national accounts estimates of international exports follow a similar trend to the ESS estimates although at a lower level. Differences in the value each year, particularly the divergence in 2012, are due to the national accounts adjustments described above.

Comparison with HMRC

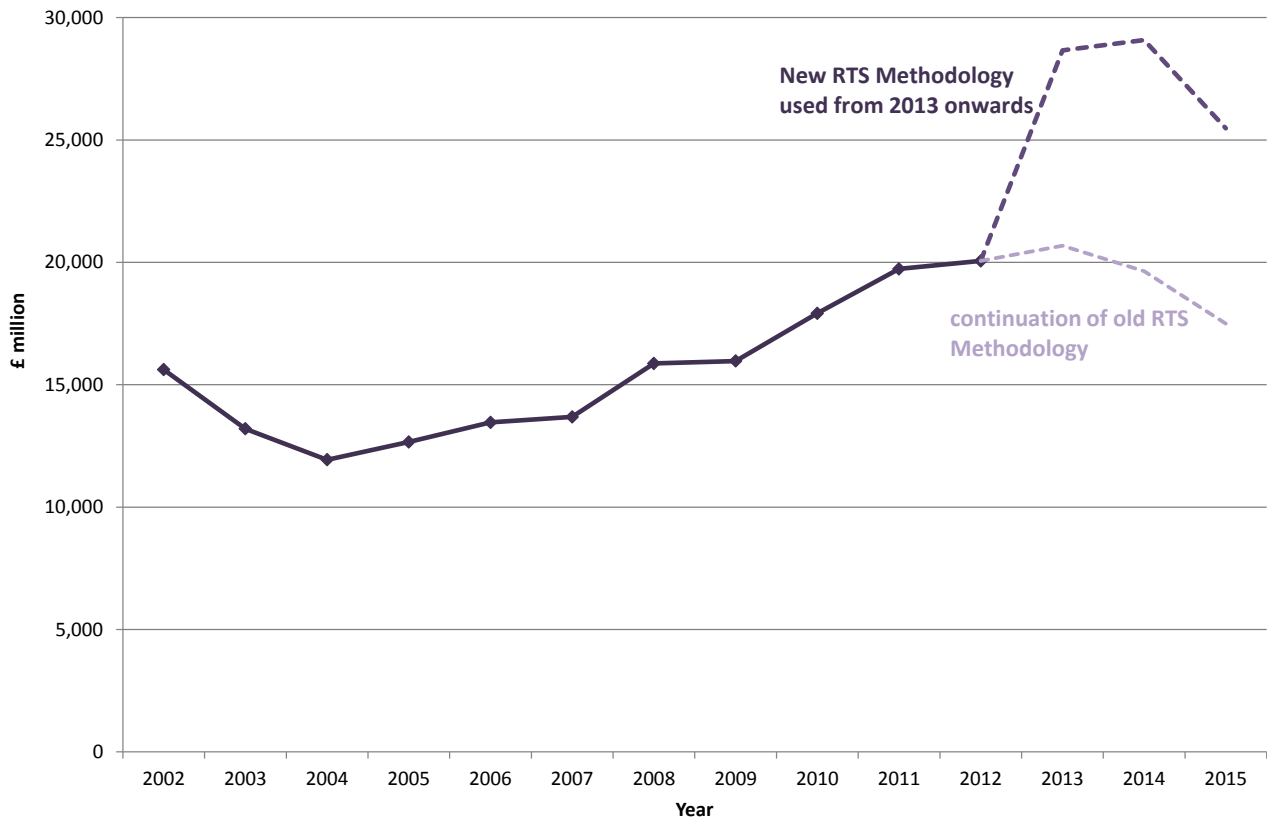
HMRC Regional Trade Statistics (RTS) measure trade in goods only (not services) and are broken down using the Standard International Trade Classification (SITC). The results are therefore only broadly comparable with the Manufacturing and Production SIC 2007 industry sectors from the Export Statistics Scotland estimates, although less so under their new methodology.

Prior to December 2016, the HMRC figures were estimated using a methodology which may have resulted in exports being allocated to parts of the UK where companies' headquarters were located, instead of where goods were being physically exported from. A new methodology has now been introduced which allocates exports between parts of the UK more in line with the activity of each company. This new methodology has resulted in a larger share of UK exports being

allocated to Scotland than previously estimated. Part of this increase is the allocation of crude oil exports from platforms in Scottish Adjacent Waters to Scotland, whereas these were previously included in the HMRC 'unknown' region.

Further information on the updated RTS methodology is available on their website: https://www.uktradeinfo.com/Statistics/OverseasTradeStatistics/AboutOverseastradeStatistics/Documents/RTS_Methodology_Revision_2016.pdf

Figure 16: HMRC Regional Trade Statistics for Scotland, 2002-2015



Source: HMRC Regional Trade Statistics

9. Comments

An analysis of the comments provided in the 2015 GCS forms will be published on our website at a later date. This additional analysis will also include an updated analysis of barriers and assistance, future export destinations and overseas relations, using data from the 2015 GCS responses.

10. Background Notes

These statistics have been prepared by the Office of the Chief Economic Adviser, Scottish Government in collaboration with Scottish Development International.

The most recent results should be treated as provisional and may be subject to future revisions.

Sources and Methodology

The Global Connections Survey (GCS), which is sent to businesses each year by the Scottish Government, informs much of the estimates of International Exports published in this report and is the only source for estimates of exports from Scotland to the rest of the UK.

Further to the GCS, relevant estimates for businesses in Scotland are also sourced from official and administrative sources produced by the ONS and other parts of the Scottish Government, including the ONS Monthly Business Survey and the ONS International Trade in Services Survey. These sources are used to estimate export values and/or proportions. Turnover is sourced for most companies from the Inter-Departmental Business register. Other sources are also used in different sectors as outlined in Table 13 below.

Table 13: Sources to produce Export Statistics Scotland estimates

Variable	Sources	Description Link	Producer
International and rest of the UK exports	Global Connections Survey	<p>A sample of 5,775 businesses operating in Scotland were invited to participate in this voluntary survey, and responses (including nil responses) were received from around 1,700 companies.</p> <p>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 including: Scottish Development International and Highlands & Islands Enterprise.</p>	SG
Turnover	Inter-Departmental Business Register (IDBR)	<p>The IDBR is used as the sampling frame for the Export Statistics Scotland publication. This source is compiled by ONS.</p> <p>The IDBR is also the source of turnover estimates for most business sectors. A link to further information on this source can be found on ONS web site: http://www.ons.gov.uk/ons/about-ons/products-and-services/idbr/index.html.</p>	ONS
Service sector international exports	International Trade in Services	<p>For service sector organisations where no GCS response were received (but the business responded to the ONS International Trade in Services survey) then international exports are estimated from this source. For businesses located across the UK the export estimate is based on employment proportions.</p> <p>The most recent estimates for 2014 were used in 2015: https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/bulletins/internationaltradeinservices/2014.</p>	ONS
Manufacturing sector international exports	Monthly Business Survey	<p>For manufacturing sector organisations, where no GCS response was received, but the business responded to the ONS short-term Monthly Business Survey, international exports are estimated from this source.</p> <p>http://www.ons.gov.uk/ons/about-ons/get-involved/taking-part-in-a-survey/information-for-</p>	ONS

		businesses/a-to-z-of-business-surveys/monthly-business-survey--production-and-services-/index.html	
International export values for SIC 11.01 Distilling, rectifying and blending of spirits	HMRC Overseas Trade Statistics	Estimates of international whisky exports are sourced from HMRC Overseas Trade Statistics based on the export values for Scotch Whisky Commodities reported to HMRC. Commodity codes included for 2002-2010: 22083032, 22083038, 22083052, 22083058, 22083072, 22083078. Commodity codes included for 2011-2013: 22083030, 22083041, 22083049, 22083061, 22083069, 22083071, 22083079. https://www.uktradeinfo.com/Statistics/OverseasTradeStatistics/Pages/OTS.aspx	HMRC
International and rest of the UK export values for SIC 03.11 Marine fishing	Scottish Sea Fisheries Statistics	Estimates of international and rest of the UK marine fishing exports are sourced from the SG Marine Scotland publication Scottish Sea Fisheries Statistics. Exports are estimated using the value of landings by Scottish vessels in Tables 1.1b and 1.3: http://www.gov.scot/Topics/Statistics/Browse/Agriculture-Fisheries/PubFisheries	SG
Turnover and international/rest of the UK export values for SIC 85.4 Higher education	Higher Education Institution annual reports	Estimates of turnover and international/rest of the UK higher education exports are sourced from Higher Education Institution annual reports. Data from Higher Education Statistics Agency (HESA) also used.	HESA
EU/rest of World export proportions for SIC 85.4 Higher education	HESA student number	Student numbers by Higher Education Institute and domicile for the academic years 2008/09 to 2014/15 are provided by HESA. This data is used to determine the proportions of international exports to the EU and the rest of the World.	HESA

Turnover and international / rest of the UK export values for SIC 64.191 Banking	SG Banking Survey	<p>For 2011 to 2015 the information is based on a Scottish Government collection of total sales and sales to non-UK resident customers for the four largest organisations in this sector.</p> <p>Information on exports for the banking sector prior to 2011 were based on export sales information provided by The Committee of Scottish Clearing Bankers (CSCB), now The Committee of Scottish Bankers. The Committee of Scottish Clearing Bankers also provided a split of international and rest of the UK sales.</p>	SG
Rest of the UK export proportions for SIC 35 Electricity, gas, steam and air conditioning supply	Department for Business, Energy & Industrial Strategy (BEIS)	<p>Estimates were obtained from the publication below:</p> <p>https://www.gov.uk/government/statistics/energy-trends-december-2016-special-feature-article-electricity-generation-and-supply-figures-for-scotland-wales-northern-ireland-and-england-2.</p>	BEIS

Scottish Enterprise Account Management Information is also used to identify exporters

Timescale for data collection

Timescales for Global Connections Survey Data Collection and processing 2015

The Export Statistics Scotland is produced in the following timescales:

Table 14: Timetable for collection of data sources for Export Statistics Scotland

Date	Task
Dec 2015	Receipt of IDBR for 2015 extract
Jan 2016	Global Connections Survey 2014 published
Feb 2016	Publication of International Trade in Services Information
Feb 2016	Publication of 2015 HMRC Overseas Trading Statistics
Feb 2016	SG receipt of ONS Monthly Business Survey data
Jan 2016	Publication of HESA 2015 Student Numbers
Feb-Apr 2016	Global Connections Survey 2015 sampling and development of survey material
May 2015	Mail out of Global Connections 2015 survey
Jun 2016	Second Mail out of Global Connections survey
Jul-Aug 2016	Further email contact with business
Aug 2016	Receipt of Scottish Government Banking Information
Sep 2016	Mail data collection closes
Sept 2016	Publication of Marine Scotland Information
Sep- Jan 2016	Quality assurance and preparation of publication
Dec 2016	Receipt of DECC information
Jan 2017	Publication of Export Statistics Scotland 2015

Definitions

Industrial classification

This publication provides export estimates for companies classified by the 2007 UK Standard Industrial Classification (SIC) of economic activities.

<https://www.ons.gov.uk/methodology/classificationsandstandards/ukstandardindustrialclassificationofeconomicactivities/uksic2007>

Throughout the commentary in this publication, SIC 5-43 are classed as 'Production and Construction' industries, SIC 10-33 are classed as 'Manufacturing' and SIC 45-99 are classed as 'Services' industries.

Exports of oil and gas from the UK continental shelf

This publication reports exports from the perspective of the Scottish onshore economy, in the same way that growth is reported in the Scottish Government's quarterly Gross Domestic Product publication. Total Scottish exports therefore do not include any exports of oil and gas extracted from the UK continental shelf, which is counted with the rest of the UK.

Exports of services provided to the offshore oil and gas industry are included in figures for exports to the rest of the UK, from several industries including SIC 2007 9.1 'Support activities for petroleum and natural gas extraction' and 71 'Architectural and engineering activities; technical testing and analysis'.

The Scottish Government produces experimental statistics on the value of oil and gas exports from extraction in Scottish Adjacent Waters. These are published as part of the Scottish National Accounts Programme (SNAP). The next update to these statistics will be alongside the release of Energy In Scotland 2017 on 23 February 2017. These statistics are available in Table 5.1 at:

<http://www.gov.scot/Topics/Statistics/Browse/Economy/oilgas>

Users should note that it is not currently possible to calculate a measure of total exports including from Scottish adjacent waters. For example, if the value of oil and gas exports (from SNAP) is simply added to ESS exports then the total would be too high. Such a calculation would need to adjust the ESS figures to remove relevant exports of goods and services to offshore operators, such as mining support and engineering activities.

Interpretation and use of data

Interpretation of time series

Export Statistics Scotland links the responses of businesses in one year with previous years. This is part of the imputation methodology. However it should be noted when interpreting changes on an industry basis some companies may have moved industry group between years. The methodology minimizes the impact of this and takes measures to correctly code companies consistently across years.

When considering time series of exports by business size it should be noted that some businesses will change size and, therefore, size category between years. Changes in SIC between years are also relevant to these tables.

Country of export

Country results are subject to a higher degree of sampling error than industry estimates as less information is provided by respondents on country destination. 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 export estimates can change considerably.

Furthermore, some companies operate as toll manufacturers indicating a one stop destination in the survey return. Other organisations change markets to increase profitability and this also can affect trends across time. It should be noted a small amount of exports remain unallocated.

Although the estimates are designed to capture the final destination of the exports, this is not always possible as the data depends on the country information provided. For example, the Netherlands is consistently reported as one of the top export destinations for Scotland and contains the port in Rotterdam, which acts as a major distribution hub as well as a port. This means that Rotterdam is often the destination of many goods exported from Scotland (and the rest of the UK) which are then subsequently re-exported to other destinations. For example, chemicals and refined petroleum may be transported to the Netherlands initially and then subsequently transported elsewhere. These estimated export figures will only capture the export from Scotland to the Netherlands.

Rest of the UK estimates

Rest of the UK exports relate to trade from Scotland to England, Wales Northern Ireland or to oil and gas companies operating offshore, including in Scottish Adjacent Waters. As with international exports, it is possible that some exports to the rest of the UK are subsequently re-sold (or processed and then sold) by the initial buyer to an international destination. In such cases only the initial sale from Scotland is associated with Scotland. This is different from Scottish exports that are exported internationally via a port in the rest of the UK as these are counted as Scottish international exports.

Exports to the rest of the UK relate to trade from Scotland to either England, Wales or Northern Ireland. These estimates should be treated with some caution. It is more difficult to ascertain the final destination of sales within the UK as companies have no statutory requirement to collate financial information below UK level. 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 more difficult to quantify and the residence of the final consumer may be less clear.

In addition, users should note that in this publication and other Scottish Government statistics, figures for exports to the rest of the UK include sales of goods and services by onshore based businesses to oil and gas extraction companies operating in Scottish Adjacent Waters.

Exports to the rest of the UK that are then re-exported internationally

While some exports to the rest of the UK will be re-exported, including as part of other products, it is not possible to say exactly what this proportion is. However we believe the figure will be small as over half of Scottish exports to the rest of the UK are services (such as financial services) and are unlikely to be re-exported abroad. Also, many of the goods exported to the rest of the UK are in sectors where re-exporting is unlikely (utilities, construction and retail and wholesale).

Supply chains

Some Scottish exports to the rest of the UK will feed into supply chains elsewhere in the rest of the UK. However these statistics are not designed to measure how Scottish goods underpin international supply chains. For example, if a Scottish leather maker sells leather upholstery to a car company in England which subsequently sells the completed car to China, Scotland's export figures will only record the initial sale to the rest of the UK.

Scottish exports through non-Scottish ports

The GCS specifically asks about the destination of the goods being exported regardless of how the product leaves the UK. The other data sources used also focus on the destination of the product rather than where it leaves the UK. This means these export estimates are not affected by which port goods leave from. For example, a sale by a Scottish company to a customer in Paris, is counted as a Scottish export to France even if it leaves the UK from Dover.

Quality

Global Connections Survey response rates

Over all sectors, the response rate to the Global Connection Survey was 26%. SIC 1-3 'Agriculture, Forestry and Fishing' had the highest response rate at 43% whereas SIC 64-66 'Financial and Insurance Activities' had the lowest at 15%. The Additional Tables online provide response rate estimates by industry sector.

As mentioned above, the survey returns are checked against other official sources, and where possible, supplemented with complete administrative sources of information for relevant sectors.

Revisions with previously published estimates

Estimates for previous years have been revised largely due to new information provided by companies in the 2015 survey responses. This enables estimation improvements. Also, the survey weighting methodology used to estimate results for

the entire population of businesses in Scotland means estimates for previous years will be revised. This means the 2015 results are provisional, and may be revised in the future if improved information becomes available.

More details can be found in the methodology section of our website:

<http://www.gov.scot/Topics/Statistics/Browse/Economy/Exports/ESSMethodology>

This year's estimates have introduced some slight changes to the grouping of SIC codes to the published sector level information. Also, some SIC codes that were previously excluded from EU and non-EU estimates have now been included due to improved data collection. These changes have contributed to the differences between the estimates published in 2014 and these latest ones.

The Additional Tables published online provide a year by year summary of revisions to previously published estimates.

Global Connections Survey Respondent Burden

Respondents were asked the length of time and cost involved of completing the GCS survey. 1,409 respondents provided this information. Time information was more frequently provided compared with cost.

Of those who provided this information, 85% reported it took less than or equal to 1 hour to complete the form. The maximum time reported was 14 hours and the median was 20 minutes.

Of those respondents who provided a cost, 74% reported it cost their business less than or equal to £50 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, approximately two-thirds reported a cost to their business of less than or equal to an hourly rate of £65/hour to complete the form. The median cost rate to the respondents business was £50/hour to complete.

Calculating an average cost based on an hourly rate for those respondents providing both cost and time (£85) 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 £87,635.

These are the estimated costs to the respondent's organization, based on the information provided to us. The cost of printing, distribution, processing and analysis are additional costs for this survey.

Table 15: Respondent Burden

	Number of responses	Minimum	Maximum	Average	Median	Total
Cost (£s)	781	1	4,500	69	25	53,519
Time (minutes)	1,409	1	840	44	20	61,860
Average cost (£ per hour)	780	1.5	2,571	85	50	

Comparability and Coherence

There is no UK survey which compares exactly with Export Statistics Scotland. Section 8 of this publication provides charts and commentary comparing Export Statistics Scotland export estimates with other UK and Scottish sources. Total exports for the UK which combine HMRC Overseas Trade Statistics and the UK International Trade in Services are published by ONS:

<https://www.ons.gov.uk/economy/nationalaccounts/balanceofpayments/bulletins/unitedkingdombalanceofpaymentsthepinkbook/2016>

User Engagement

Relevance to users

The results of this survey are 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 estimates of international exports provided here relate to exports to destinations out with the UK. The international exports estimate in is used in National Indicator to “Increase exports”. Further information on this can be found on the Scotland Performs website:

<http://www.scotland.gov.uk/About/scotPerforms/indicator/exports>.

This indicator is also used to monitor the 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>.

The estimates from this publication are used by the Scottish Government in economic modelling and the Scottish Government Quarterly National Accounts Publication. The survey responses also enable Scottish Development International to target their resources and planning to assist companies in Scotland with exporting. More widely, the estimates are utilised by commercial companies, academics and independent researchers.

Feedback from users

We are aiming to improve the release and associated commentary, We would welcome any feedback you may have and would be particularly interested in knowing how you make use of the data in your work. Please email any comments to exports.statistics@gov.scot.

Next Publication:

2018

Annex A: Volume Index of Export Statistics

Background

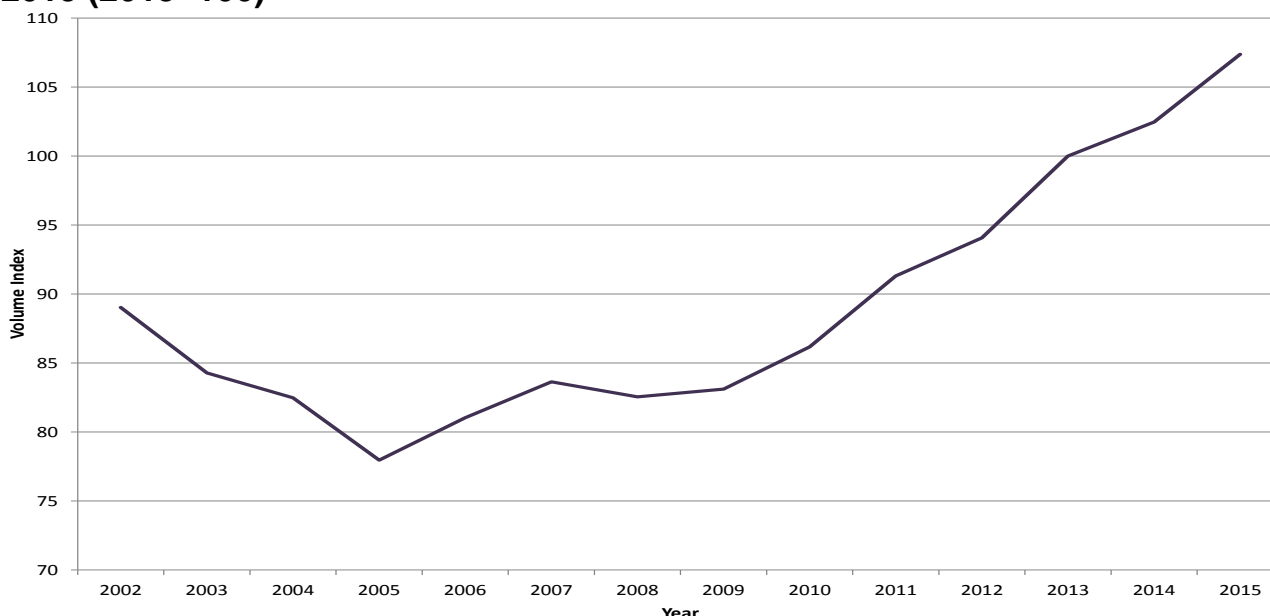
Table A1 has been included in Exports Statistics Scotland since 2016. It reports the estimates of ESS results in volume terms (also referred to as constant price, or real terms estimates). Results are presented in the form of chain linked volume indices (where 2013=100) and allow export trends to be analysed over with the effects of price inflation removed.

The volume estimates have been released as **experimental official statistics**. These are defined in the Code of Practice for Official Statistics as new statistics undergoing evaluation. They are published in order to involve users and stakeholders in their development and as a means to build in quality at an early stage. The volume estimates in this annex do share the National Statistics designation with other results in Exports Statistics Scotland. Users should treat the results in A1 as provisional, and anticipate that the estimates will be revised in future releases as the data sources and methods are developed and improved.

Key Findings

The volume index of total exports is shown in Chart A1. This indicates that total exports fell strongly between 2002 and 2005, and have grown in most years between 2005 and 2015.

Chart A1: Total International Exports (Chainlinked Volume Measure), 2002-2015 (2013=100)



Source: Export Statistics Scotland 2015

In 2015, the volume of total exports increased by 4.8% in real terms. Export volumes are now estimated to be 20.6% higher than the start of the series in 2002, and are estimated to have increased by 37.7% since their lowest level in 2005.

Table A1: International Exports by Sector (Chainlinked Volume Measure), 2011-2015

	2011	2012	2013	2014	2015
Volume Index (2013=100)					
Total International Exports	91.3	94.1	100.0	102.5	107.4
Manufacturing	92.1	94.7	100.0	97.9	104.9
Services	90.9	95.3	100.0	101.8	103.6
Other Industries	88.4	85.7	100.0	135.5	141.9
Annual % Change					
Total International Exports	6.0	3.0	6.3	2.5	4.8
Manufacturing	5.6	2.8	5.6	-2.1	7.1
Services	6.6	4.9	5.0	1.8	1.8
Other Industries	5.6	-3.0	16.6	35.5	4.8

Source: Export Statistics Scotland 2015

Notes:

1. A full series from 2002 is available in Table A1 of the Additional Tables.
2. Manufacturing, Service and Other Industries relate to the industry sector of the businesses. Other industries includes SIC 20071-3 agriculture, forestry and fishing, 5-9 Mining and Quarrying, 35-39 Utilities and 41-43 Construction.

Methodology Notes

1. Changes in the current price (nominal) value of exports over time include both the changes in the volumes of goods and services sold and changes in the price of those goods and services. The process of deflation can be used to remove the effects of price change from the data, allowing an estimate of volume change to be produced. Alternatively, data on physical export quantities can be used as a direct indicator of volumes.

2. The estimates in Annex A are based on results in ESS for international export sales expressed in current prices (Table 1 of the main publication). The ESS results have been split into 113 detailed industries, corresponding to the smallest common groupings used in the national accounts systems. The results for most industries have been deflated using an appropriate price index, such as an export producer price index, for the principal product of that industry as shown in Table A2 below.

3. For two industries (distilling, rectifying & blending of spirits, and refined petroleum products) export quantities are used as direct volume indicators. This approach is consistent with the Scottish Government GDP and IME statistics, and creates individual volume estimates for each of the 113 industries.

Table A2: Volume and Price Sources in ESS

SIC 2007 Section	Deflation Series	Source
A,B, F-T	Detailed GDP system deflators	SG
C Manufacturing SIC 2007 11.01 Whisky SIC 19	Producer Price Index HMRC volume exports Volume of refined petroleum products for export produced in Scotland	ONS HMRC DECC
D Electricity gas steam and air conditioning supply	Consumer Price Index	ONS

4. The detailed volume series are weighted together to produce aggregate volume indices for broad industries and total exports. Growth from one year to the next is estimated by weighting the individual series together using their contribution to the value of trade in the immediately preceding year. For example, growth between 2013-2014 uses weights from 2013; growth between 2012-2013 uses weights from 2012, etc.. This series of annually re-weighted annual growths is then “chain-linked” to produce a continuous series, or chainlinked volume measure (CVM).

5. The reference base year of the published indices has been selected as 2013=100 in common with other economic statistics currently published by the Scottish Government. The choice of base year is presentational only, and does not have any effect on growth rates in the results.

Feedback

6. If you have any feedback on the volume statistics, please contact us using the details at the end of this publication.

A National Statistics publication for Scotland

The United Kingdom Statistics Authority has designated these statistics as National Statistics, in accordance with the Statistics and Registration Service Act 2007 and signifying compliance with the Code of Practice for Official Statistics.

Designation can be interpreted to mean that the statistics: meet identified user needs; are produced, managed and disseminated to high standards; and are explained well.

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e-mail: statistics.enquiries@gov.scot

How to access background or source data

The data collected for this statistical publication may be made available on request, subject to consideration of legal and ethical factors. Please contact daniel.harrison@gov.scot for further information.

Complaints and suggestions

If you are not satisfied with our service or have any comments or suggestions, please write to the Chief Statistician, 3WR, St Andrews House, Edinburgh, EH1 3DG, Telephone: (0131) 244 0302, e-mail statistics.enquiries@gov.scot.

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Details of forthcoming publications can be found at www.gov.scot/statistics

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