

## ECONOMY AND LABOUR MARKET

# Export Statistics Scotland 2019

Release Date: 21 October 2021

## 1. Key Findings

**Figure 1: The value of Scotland's exports increased over the latest year**  
Scotland's exports to the Rest of the UK, EU and Non-EU, 2002-2019



Source: Export Statistics Scotland 2019

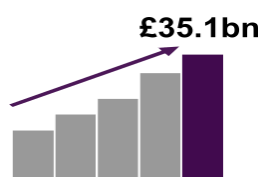
**Table 1: Scotland's Exports in 2019**

Export Destination	Value of Exports in 2019	Change since 2018	% Change since 2018
International	<b>£35.1 billion</b>	<b>↑ £1.1 billion</b>	<b>+3.4%</b>
...of which EU	£16.4 billion	↑ £0.4 billion	+2.6%
...of which Non-EU	£18.7 billion	↑ £0.7 billion	+4.1%
Rest of the UK	<b>£52.0 billion</b>	<b>↑ £2.5 billion</b>	<b>+5.0%</b>
<b>Total (Int + RUK)</b>	<b>£87.1 billion</b>	<b>↑ £3.6 billion</b>	<b>+4.3%</b>

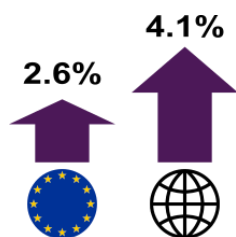
Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

## Headline Results



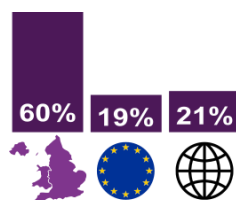
Scotland's international exports (excluding oil and gas) increased by £1.1 billion (3.4%) from £33.9 billion in 2018 to £35.1 billion in 2019.



Over the latest year, exports to EU countries increased by £420 million (2.6%) to £16.4 billion, while exports to non-EU countries increased by £730 million (4.1%) to £18.7 billion in 2019.



Scotland's exports to the rest of the UK also increased over the year, up £2.5 billion (5.0%) to £52.0 billion in 2019.



The combined value of international and rest of the UK exports were estimated to be £87.1 billion in 2019, which is an increase of £3.6 billion (4.3%) from the previous year. Exports to the rest of the UK accounted for 60% of this overall total, and EU and non-EU exports accounted for 19% and 21% respectively.

## Sector Performance



International exports of services increased by £1.2 billion (9.5%) to £13.7 billion in 2019, while manufacturing exports decreased £18.5 billion (down 0.5%) but still accounted for over half of Scotland's international exports (53%).



There was strong growth in international exports of information and communication, professional, scientific and technical activities, food and beverages (underpinned by strong whisky exports) and transportation and storage. Mining and quarrying (which comprises predominately mining support activities) experienced the largest decrease in international export value in 2019. International exports in computer, electronic and optical products and basic metals and fabricated metal products also experienced large decreases over this period.



The largest growth in value terms of exports to the rest of the UK was in the utilities sector (up £1.8 billion) where growth was driven by an increase in Scotland's electricity exports to the rest of the UK. Information and communication exports also experienced strong growth in 2019. Financial and insurance activities continued to be Scotland's largest industry for exports to the rest of the UK despite experiencing the largest decrease in export value (down £260 million, 2.8%) in 2019.

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## 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 attempt to count only 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 2019. The statistics in this release were designated National Statistics in April 2011.

This publication provides estimated figures for 2019. Figures for all previous years have also been revised, due to new information being provided by companies, new data being added and the methodology used. Further information on the impact of the revisions can be found in the [additional tables](#) published online.

These export figures are normally published in January each year. However the publication was delayed due to the postponement of the 2019 Global Connections Survey (GCS), which is one of the key sources for this data. This was done in recognition of the challenges and pressures faced by businesses in dealing with the Coronavirus pandemic and preparing for EU exit.

The GCS was launched to businesses in summer of 2021 and as expected the response rate was lower than normal. This has been the case with other business surveys, including mandatory UK Government surveys. We received 768 completed survey returns from businesses in Scotland to this survey.

However the GCS is only one of a number of sources we use to produce these export figures as the estimates are based on a number of UK wide official surveys and administrative sources. We also benefited from an additional 500 companies in Scotland added to the sample for the 2019 International Trade in Services survey. Further detail on the sources and methodology behind this publication is available [here](#).

Figures are presented in nominal terms throughout the main publication which means they have not been adjusted for inflation. Data on Scotland's exports adjusted for inflation is published as part of the Scottish Government's [GDP Quarterly National Accounts](#).

The industry definitions relates to the Standard Industrial Classification (SIC) of the reporting company, which is based on their main economic activity. Further information on SIC can be found [here](#).

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](#).

In the 2018 publication we included a summary of [experimental statistics](#) showing Scotland's estimated international and rest of the UK exports including oil and gas extracted in Scottish adjacent waters. Since then this work and other national accounts statistics have been delayed to focus on developing other short-term output estimates to help monitor the impact of the COVID-19 pandemic. As a result, the 2019 estimates of Scotland's exports including oil and gas will be published at a later date to be determined.

To help with some of the most common queries the Scottish Government receives about export statistics, please see our [Frequently Asked Questions](#) on our website.

Information from 2002 to 2019 is provided in the accompanying Excel tables. These include more detailed breakdowns.

[www.gov.scot/publications/export-statistics-scotland-2019](http://www.gov.scot/publications/export-statistics-scotland-2019)

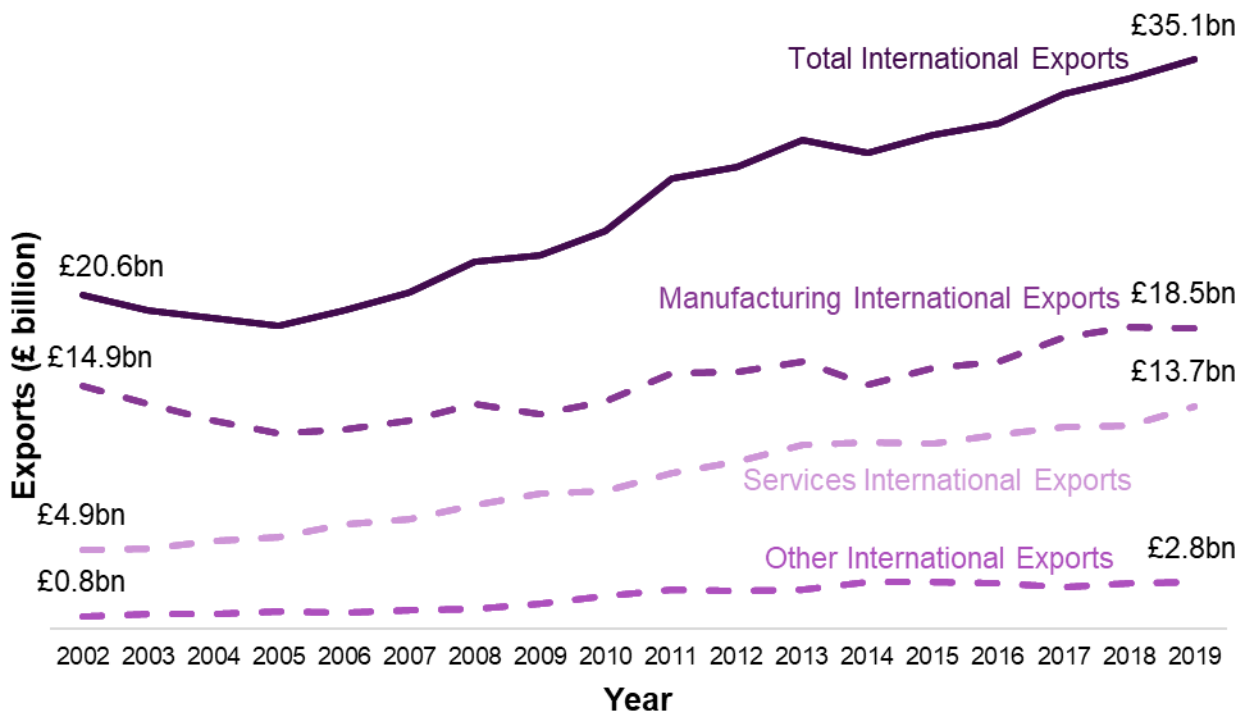
# 3. International Exports

## 3.1. Overview of International Exports

The nominal value of international exports (excluding oil and gas) from Scotland increased in 2019, up £1.1 billion (3.4%) to £35.1 billion.

**Figure 2: International exports from Scotland have continued to increase, driven by increased exports of services in 2019**

Scotland’s total international exports, 2002-2019



Source: Export Statistics Scotland 2019

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.

This increase was driven by businesses in the services sector where international exports increased by £1.2 billion (9.5%) to £13.7 billion in 2019. This sector accounted for 39% of international exports in 2019. Three industries within this sector experienced international export value increases of more than £200 million: information and communication, professional, scientific and technical activities and transportation and storage. Wholesale and retail trade was the only industry in this sector to experience a decrease in export value (down 1.3%).

Businesses in the ‘other’ sector, which is the smallest sector (£2.8 billion) in terms of international exports (8%), also saw their exports increase by £55 million during this

period. This was driven by a 9.2% (£60 million) increase in exports for agriculture, forestry and fishing.

Despite a small decrease in international exports between 2018 and 2019, from £18.6 billion to £18.5 billion (down 0.5%), the manufacturing sector continued to account for over half of Scotland’s international exports (53%).

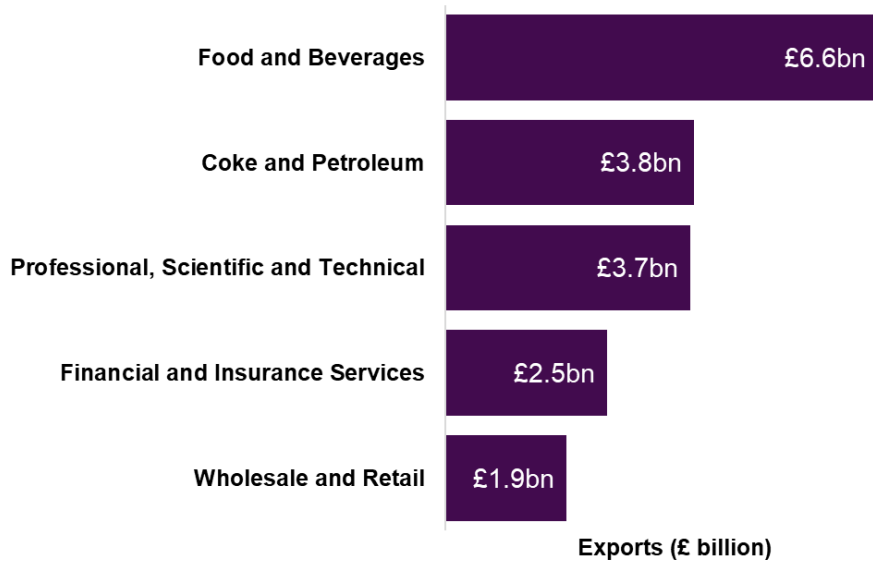
International exports have increased each year since 2005, with the exception of 2014. Over the longer term, exports have shown a greater increase in the services and ‘other’ sectors than the manufacturing sector, with 104.3% and 144.7% increases in these sectors respectively since 2007. In comparison, manufacturing exports have increased by 44.1% over the same period.

Between 2010 and 2019, Scotland’s international exports of services increased by 61.0%. This is almost double the rate of growth in the international exports from the manufacturing sector (32.5% increase) over the same period.

### 3.2. International Exports by Industry

In 2019, the largest industry for international exports continued to be the manufacture of food and beverages with exports worth £6.6 billion, almost one fifth (19%) of Scotland’s total international exports. Over the latest year, international exports from this industry increased by 4.0% from £6.3 billion and since 2007 they have increased by 81.6%.

**Figure 3: Food and beverages was Scotland’s largest industry for international exports**  
Scotland’s Top Five International Exporting Industries, 2019



Source: Export Statistics Scotland 2019

The manufacture of refined petroleum and chemical products was the second largest industry for international exports in 2019, accounting for 11% of all



international exports. Despite a 5.0% decrease from 2018 to 2019, which was the largest decrease in export value of all the industries (down £200 million), this industry was still valued at £3.8 billion in 2019. This was followed by professional, scientific and technical activities, which increased by 7.9% over the latest year, from £3.5 billion to £3.7 billion, representing the second largest value increase of any industry (£275 million). Information and communication services experienced the greatest value increase in international exports between 2018 and 2019 (£295 million, 19.7%).

Scotland's top five international exporting industries accounted for 53% of all international exports in 2019.

**Table 2: International Exports - Top Five Export Sectors, 2019**

Sector	2019 Total	% of Total International	Change since 2018	% Change since 2018
Manufacture of food products and beverages	£6.6 billion	19%	↑ £250 million	+4.0%
Manufacture of refined petroleum and chemical products	£3.8 billion	11%	↓ £200 million	-5.0%
Professional, scientific and technical activities	£3.7 billion	11%	↑ £275 million	+7.9%
Financial and insurance activities	£2.5 billion	7%	↑ £140 million	+5.9%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£1.9 billion	5%	↓ £25 million	-1.3%

Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

### 3.3. International Exports by Size of Company

International exports from large companies (employing more than 250 employees) accounted for 59% of all international exports in 2019 and were estimated to be worth £20.8 billion. The value of exports for large companies has been increasing since 2014, and this continued in 2019 with an increase of £1.1 billion (5.5%) from 2018.

International exports from small companies (under 50 employees) also increased, up £885 million (14.6%) from 2018 to £6.9 billion. This means that in 2019, small businesses accounted for 20% of all international exports, only just below medium companies, which accounted for 21%, following a decrease of £810 million (down 9.9%) to £7.4 billion.

**Table 3: International Exports by Company Size, 2019**

Company Size	2019 Total	% of Total	Change since 2018	% Change since 2018
Small	£6.9 billion	20%	↑ £885 million	+14.6%
Medium	£7.4 billion	21%	↓ £810 million	-9.9%
Large	£20.8 billion	59%	↑ £1.1 billion	+5.5%
<b>Total</b>	<b>£35.1 billion</b>	<b>100%</b>	<b>↑ £1.1 billion</b>	<b>+3.4%</b>

Source: Export Statistics Scotland 2019

Notes:

1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.
2. More detail is available in the additional published tables which can be found [here](#).

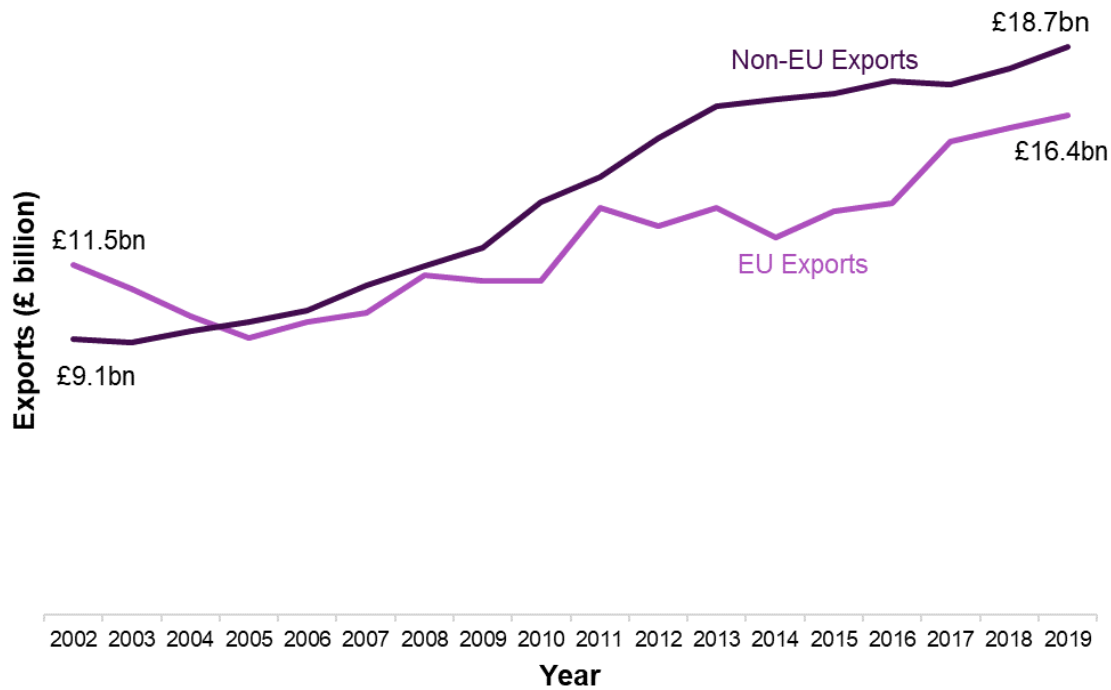
## 4. Scotland International Export Destinations

Of the £35.1 billion total international exports in 2019, an estimated £16.4 billion were to countries within the European Union (EU), and an estimated £18.7 billion were to non-EU countries.

This means that 47% of Scotland's international exports were to the EU, and 53% were to non-EU countries and these proportions have been the same since 2016.

Between 2018 and 2019, Scotland's EU exports increased by 2.6% while exports to non-EU countries increased by 4.1%. The longer term trends show that EU exports have been more volatile than non-EU exports.

**Figure 4: Non-EU exports have been higher than EU exports since 2005**  
Scotland's exports to the EU and non-EU, 2002-2019



Source: Export Statistics Scotland 2019

Since 2002, Scotland's exports to non-EU countries have experienced larger growth than exports to the EU. The figures show that EU exports increased by almost half (42.4%) between 2002 and 2019, while non-EU exports have more than doubled (105.9% increase) during this period.

However between 2010 and 2019, EU exports (49.6% increase) have grown by a higher rate than non-EU exports (37.7% increase).

**Table 4: International Exports by EU / Non-EU Split, 2019**

	2019 Total	% of Total International	Change since 2018	% Change since 2018
EU Exports	£16.4 billion	47%	↑ £0.4 billion	+2.6%
Non-EU Exports	£18.7 billion	53%	↑ £0.7 billion	+4.1%
<b>International Exports</b>	<b>£35.1 billion</b>	<b>100%</b>	<b>↑ £1.2 billion</b>	<b>+4.3%</b>

Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

## 4.1. Overview of EU Exports

Over the year, Scottish exports to EU countries increased by £420 million (2.6%) to £16.4 billion in 2019. This was primarily driven by a £405 million (8.0% to £5.5 billion) increase in services exports to the EU.

In the services sector, the largest growth was in transportation and storage (up £185 million, 25.0%), followed by information and communication (up £140 million, 33.9%). However, EU exports of wholesale and retail services saw a decrease of £85 million (7.5%) in 2019.

Manufacturing exports to the EU increased slightly by £25 million (0.2%) to £9.8 billion in 2019. Within this sector, the largest growth was exports of machinery and equipment, up £135 million (20.4%) to £0.8 billion in 2019. The other main sectors contributing to the increase in manufacturing exports to the EU were pharmaceutical products (exports up £70 million, 32.1%) and food and beverages (exports up £65 million, 2.8%). Exports of refined petroleum and chemical products saw the biggest decrease, down £220 million (6.3%).

Table 5 below provides further details on the top five export sectors for Scotland's exports to the EU.

**Table 5: EU Exports - Top Five Export Sectors, 2019**

Sector	2019 Total	% of Total	Change since 2018	% Change since 2018
Manufacture of refined petroleum and chemical products	£3.2 billion	20%	↓ £220 million	-6.3%
Manufacture of food products and beverages	£2.4 billion	15%	↑ £65 million	+2.8%
Professional, scientific and technical activities	£1.3 billion	8%	↑ £80 million	+6.6%
Manufacture of Computer, electronic and optical products	£1.1 billion	7%	↓ £25 million	-2.2%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£1.1 billion	6%	↓ £85 million	-7.5%

Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

The manufacture of refined petroleum and chemical products continues to be the largest industry for exports to the EU, accounting for 20% of the total EU exports.

The top five sectors accounted for 56% of the total international exports to the EU in 2019.

## 4.2. Overview of Non-EU Exports

International exports to non-EU countries increased by £730 million (4.1%) to £18.7 billion in 2019. Exports of services to non-EU countries saw an increase over the year of £780 million (10.5%) to £8.2 billion. However, manufacturing exports to non-EU countries decreased slightly by £115 million (1.3%) to £8.7 billion in 2019.

The decrease in manufacturing exports to non-EU countries was driven by decreases in several sectors, including the manufacture of metals (down £80 million, 17.4%) and computer and electronic products (down £80 million, 12.9%). On the other hand, despite the overall decrease in manufacturing exports to non-EU countries, exports of food and beverages grew by £185 million (4.6%) in 2019, driven by strong whisky exports. The food and beverages sector continues to be the largest industry for international exports to non-EU countries (£4.2 billion in 2019), contributing to 23% of all non-EU exports in 2019.

The increase in exports of services to non-EU countries was largely due to exports of professional, scientific and technical services (up £195 million, 8.6%), information and communication services (up £155 million, 14.4%) and financial and insurance services (up £130 million, 8.3%).

Table 6 below provides further details on the top five export sectors for Scotland's exports to non-EU countries.

**Table 6: Non-EU Exports - Top Five Export Sectors, 2019**

Sector	2019 Total	% of Total	Change since 2018	% Change since 2018
Manufacture of food products and beverages	£4.2 billion	23%	↑ £185 million	+4.6%
Professional, scientific and technical activities	£2.4 billion	13%	↑ £195 million	+8.6%
Financial and insurance activities	£1.7 billion	9%	↑ £130 million	+8.3%
Mining and quarrying	£1.3 billion	7%	↑ £30 million	+2.6%
Information and communication	£1.2 billion	7%	↑ £155 million	+14.4%

Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

The top five sectors accounted for 58% of the total international exports to non-EU countries in 2019.

### 4.3. International Exports by Region

The region which received the largest value of international exports from Scotland in 2019 was the EU (£16.4 billion, 47% of total international exports). The second largest region was North America at £6.7 billion (19% of total international exports), followed by Asia at £3.9 billion (11% of total international exports). The region with the largest growth, in percentage terms, was the Middle East with exports to there up £200 million (12.3%) to £1.8 billion.

Table 7 below provides more information on international exports by region.

**Table 7: Total International Exports by Geographical Region, 2015-2019**

Destination	2015 (£ m)	2016 (£ m)	2017 (£ m)	2018 (£ m)	2019 (£ m)	Change since 2018 (£ m)	% Change since 2018
European Union	13,275	13,525	15,525	15,975	16,395	420	2.6%
Rest of Europe	2,725	2,735	2,390	2,490	2,505	15	0.6%
North America	5,235	5,880	6,240	6,325	6,665	340	5.4%
Central and South America	1,510	1,575	1,500	1,550	1,490	-60	-3.9%
Middle East	1,835	1,590	1,630	1,645	1,845	200	12.3%
Asia	3,395	3,255	3,430	3,700	3,860	160	4.4%
Africa	1,685	1,645	1,375	1,380	1,430	50	3.6%
Australasia	750	830	835	840	865	20	2.7%
<b>Total</b>	<b>30,390</b>	<b>31,170</b>	<b>32,935</b>	<b>33,905</b>	<b>35,055</b>	<b>1,150</b>	<b>3.4%</b>

Source: Export Statistics Scotland 2019

Notes:

1. More detail is available in the additional published tables which can be found [here](#).
2. Figures rounded to the nearest £5 million.
3. All calculations based on unrounded data.

### 4.4. International Exports by Country

The USA continued to be Scotland's top export destination, with exports to the USA accounting for 17% of total international exports in 2019. Scottish exports to the USA increased over the year, up £320 million (5.6%), with an estimated value of £6.0 billion in 2019.

This was followed by France at £2.9 billion (8% of the total), Netherlands at £2.7 billion (8% of the total), and Germany at £2.4 billion (7% of the total). Ireland completes the top five export destinations with £1.4 billion (4% of the total). This means four of the top five export destination countries are in the EU.

The top five export markets accounted for £15.5 billion (44%) of Scotland's total international exports in 2019.

The top ten international export destinations accounted for 58% of total international exports, while the top twenty accounted for 77% of total international exports.

Table 8 below provides more information on the top ten export destination countries.

A full destination country breakdown of Scotland's international exports can also be found by using the interactive map function of [Scotland's Export Performance Monitoring Tool](#).

**Table 8: Scotland's Top 10 Export Destinations, 2019**

Rank in 2019	Rank in 2018	Destination	2019 Total Exports (£ million)	% of Total	Change since 2018 (£ million)	% Change since 2018
1	1	USA	6,025	17%	320	5.6%
2	2	France	2,920	8%	100	3.6%
3	3	Netherlands	2,720	8%	-65	-2.3%
4	4	Germany	2,370	7%	-140	-5.6%
5	6	Ireland	1,445	4%	220	18.0%
6	5	Belgium	1,270	4%	-10	-0.9%
7	7	Norway	1,100	3%	15	1.4%
8	8	Spain	1,035	3%	80	8.5%
9	9	Italy	850	2%	-10	-1.1%
10	16	Australia	740	2%	70	10.4%

Source: Export Statistics Scotland 2019

Notes:

- Note: More detail is available in the additional published tables which can be found [here](#).
- Export figures rounded to the nearest £5 million.
- All calculations based on unrounded data.

## 5. Exports to the Rest of the UK

### 5.1. Overview of Rest of the UK Exports

Scotland's exports to the rest of the UK also increased in 2019, up £2.5 billion (5.0%) from £49.6 billion in 2018 to £52.0 billion. This was helped by increased exports from the utilities sector, up £1.8 billion (33.6%) due to strong growth in Scotland's electricity exports to the rest of the UK.

Exports of services to the rest of the UK also increased, up £725 million (2.6%) from £28.4 billion in 2018 to £29.1 billion in 2019. This was driven by increased exports from the information and communication sector and professional, scientific and technical activities, which includes services to the oil and gas sector.

However manufacturing exports to the rest of the UK decreased by £350 million (3.1%) from £11.2 billion in 2018 to £10.9 billion in 2019.

Scotland's exports of agriculture, forestry and fishing to the rest of the UK also showed strong growth in 2019, increasing by £230 million (27.1%) to £1.1 billion

### 5.2. Rest of the UK Exports by Industry

Financial and insurance activities continued to be Scotland's largest industry for exports to the rest of the UK, which despite decreasing by £260 million (2.8%), was still valued at £9.0 billion in 2019 (17% of all exports to the rest of the UK).

The second largest industry was utilities after exports from this sector increased to £7.3 billion in 2019 (14% of all exports to the rest of the UK).

Wholesale and retail trade (£6.6 billion, 13% of all exports to the rest of the UK), professional, scientific and technical activities (£4.1 billion, 8% of all exports to the rest of the UK) and food and beverages (£3.4 billion, 7% of all exports to the rest of the UK) completed the top five exporting industry sectors.

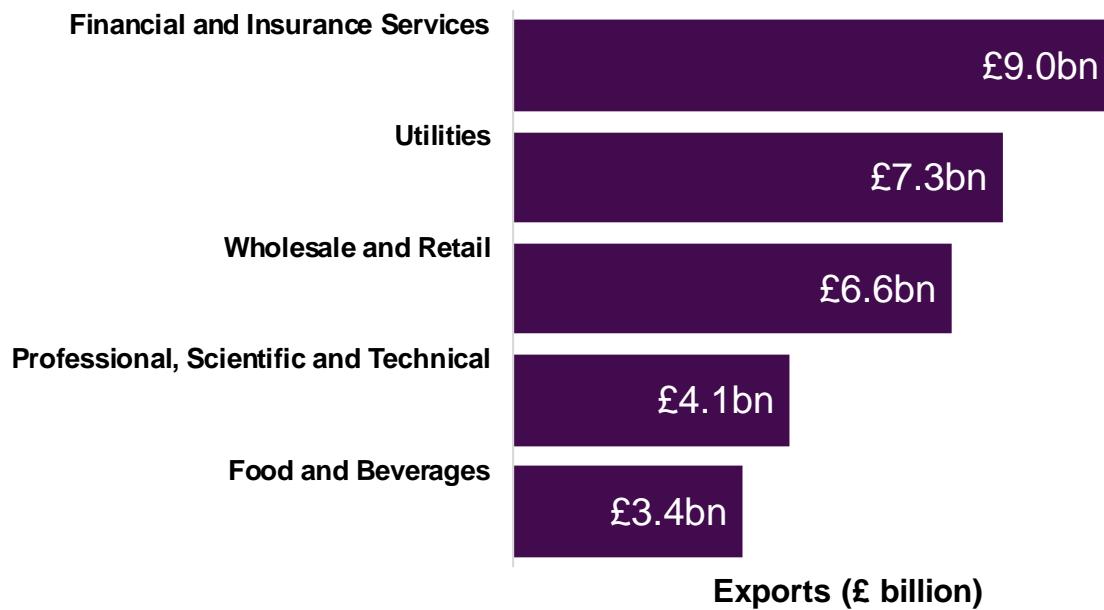
Services continued to be the main component of exports to the rest of the UK, accounting for 56% of the total in 2019. In contrast, for international exports, services accounted for 39% of the total (33% for EU exports and 44% for non-EU exports).

On the other hand, manufacturing accounted for 21% of exports to the rest of the UK but 53% of international exports (60% for EU exports and 47% for non-EU exports).



**Figure 5: Financial services was Scotland’s largest industry for exports to the rest of the UK**

Scotland’s Top Five Industries for Exports to the Rest of the UK, 2019



Source: Export Statistics Scotland 2019

Table 9 below provides further details on the top five export sectors for Scotland’s exports to the rest of the UK.

**Table 9: Exports to the Rest of the UK - Top Five Export Sectors, 2019**

Sector	2019 Total	% of Total	Change since 2018	% Change since 2018
Financial and insurance activities	£9.0 billion	17%	↓ £260 million	-2.8%
Utilities	£7.3 billion	14%	↑ £1.8 billion	+33.6%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£6.6 billion	13%	↑ £115 million	+1.8%
Professional, scientific and technical activities	£4.1 billion	8%	↑ £400 million	+10.6%
Manufacture of food products and beverages	£3.4 billion	7%	↓ £205 million	-5.6%

Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

### 5.3. 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 from large companies were estimated

at £32.2 billion in 2019. This was an increase of £3.2 billion (11.1%) from 2018, and means they accounted for 62% of all exports to rest of the UK.

Exports to the rest of the UK from small companies (under 50 employees) also continued to increase, this time by £245 million (2.5%) from £9.6 billion in 2018 to £9.9 billion in 2019. Small companies accounted for 19% of all exports to the rest of the UK.

However rest of the UK exports from medium-sized companies (employing between 50 and 249 employees) decreased by £985 million (9.0%) from £11.0 billion in 2018 to £10.0 billion in 2019. They accounted for 19% of all exports to the rest of the UK.

**Table 10: Rest of the UK Exports by Company Size, 2019**

Company Size	2019 Total	% of Total	Change since 2018	% Change since 2018
Small	£9.9 billion	19%	↑ £245 million	+2.5%
Medium	£10.0 billion	19%	↓ £985 million	-9.0%
Large	£32.2 billion	62%	↑ £3.2 billion	+11.1%
<b>Total</b>	<b>£52.0 billion</b>	<b>100%</b>	<b>↑ £2.5 billion</b>	<b>+5.0%</b>

Source: Export Statistics Scotland 2019

Notes:

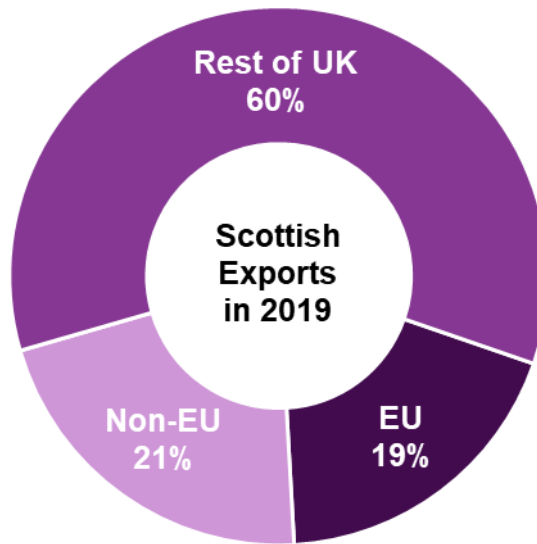
1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.
2. More detail is available in the additional published tables which can be found [here](#).

## 6. Total Rest of the UK and International Exports

The combined value of international and rest of the UK exports (excluding oil and gas) were estimated to be £87.1 billion in 2019, which is an increase of £3.6 billion (4.3%) from the previous year.

Of the total exports, just under half (49%) was attributable to services sectors, estimated at £42.8 billion and £29.4 billion (34%) was attributable to the manufacturing sectors. The remaining £14.9 billion (17%) is from sectors classed as 'other' and includes agriculture, mining (including mining support activities) and utilities.

**Figure 6: Over half of Scotland’s exports went to the rest of the UK**  
 Scotland’s Total Rest of the UK and International Exports, 2019



Source: Export Statistics Scotland 2019

Exports to the rest of the UK accounted for 60% of the total £87.1 billion. EU exports accounted for 19% of the total exports value, whilst non-EU exports accounted for 21%.

Table 11 below provides further details on the top five export sectors for Scotland’s rest of the UK and international exports combined.

**Table 11: Total Exports (Rest of the UK and International) - Top Five Export Sectors, 2019**

Sector	2019 Total	% of Total	Change since 2018	% Change since 2018
Financial and insurance activities	£11.5 billion	13%	↓ £120 million	-1.1%
Manufacture of food products and beverages	£10.0 billion	12%	↑ £45 million	+0.5%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£8.4 billion	10%	↑ £90 million	+1.1%
Professional, scientific and technical activities	£7.9 billion	9%	↑ £670 million	+9.3%
Utilities	£7.6 billion	9%	↑ £1.8 billion	+32.1%

Source: Export Statistics Scotland 2019

Note: More detail is available in the additional published tables which can be found [here](#).

## 7. Comparability of Scottish International Exports Sources

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

**Table 12: Other Sources of Export Statistics for Scotland**

<b>Source</b>	<b>Published Estimates</b>	<b>Detail</b>	<b>Timeliness</b>
<a href="#"><u>SG Export Statistics Scotland</u></a>	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 Oct 2021 for 2019 Exports
<a href="#"><u>SG Quarterly National Accounts Scotland</u></a>	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	Quarterly  Latest Quarterly results Aug 2021 for Q1 2021
<a href="#"><u>SG Index of Manufactured Exports</u></a>	Chain-linked Volume Measure (CVM) of International exports of products of the manufacturing industries (IME). IME is reported within Quarterly National Accounts Scotland and is consistent with the national accounts value of exports noted above.	Manufacturing Industry breakdown	Quarterly  Latest Quarterly results Aug 2021 for Q1 2021
<a href="#"><u>SG Supply and Use tables</u></a>	Value of Rest of the UK and international exports	Annual estimates by 98 product groups (CPA 2008 <sup>1</sup> )	Latest annual results for 2017 (published September 2020)

<sup>1</sup> Statistical Classification of Products by Activity in the European Economic Community, 2008 version

<a href="#"><u>HMRC</u></a> <a href="#"><u>Regional</u></a> <a href="#"><u>Trade</u></a> <a href="#"><u>Statistics</u></a>	Value and volume of international goods exports. Other estimates are published for Imports, number of importers and exporters. Figures cover exports of goods only and exclude services. UK figures apportioned to countries in the UK, including Scotland.	Country Commodity Type	Quarterly  Latest publication for Oct 21 for Q2 2021
<a href="#"><u>ONS</u></a> <a href="#"><u>Regionalised</u></a> <a href="#"><u>Service</u></a> <a href="#"><u>Exports</u></a> (Experimental Statistics)	Experimental estimates of the value of service exports based on UK data apportioned to GB countries, including Scotland. The 2018 publication also included estimates of service imports.	Industry Region	Annual  Latest publication Sep 2020 for 2018

## **Comparison with Quarterly National Accounts**

### **International Exports**

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 the sources table above.

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) and the IMF Balance of Payments Manual (BPM6).

One feature of the national accounts and balance of payments definition is that exports and imports have been defined on a 'change of ownership basis' since 2014. 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 the other values for supply and demand in the accounts. 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.

Further information is available on the Quarterly National Accounts [website](#).

**Figure 7: Exports to the Rest of the UK: Quarterly National Accounts and Export Statistics Scotland, 2002-2019**



Source: Export Statistics Scotland 2019 and Quarterly National Accounts Q1 2021

These adjustments result in the rest of the UK exports in the national accounts statistics appearing lower than in ESS, although this has changed to higher for more recent years. However, generally they follow a similar trend over time.

**Figure 8: International Exports: Quarterly National Accounts and Export Statistics Scotland, 2002-2019**



Source: Export Statistics Scotland 2019 and Quarterly National Accounts Q1 2021

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

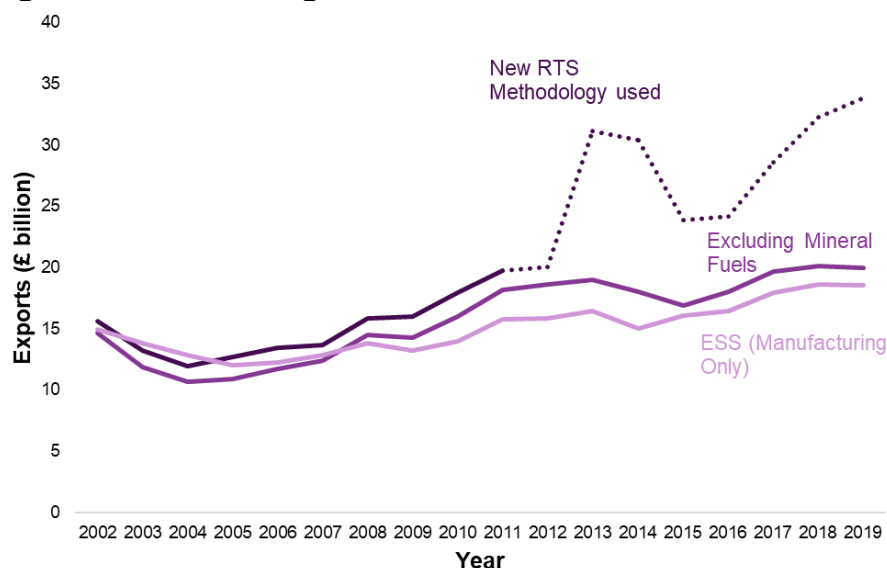
## Comparison with HMRC

HMRC Regional Trade Statistics (RTS) measures 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 current 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. However their current methodology, which was back casted to 2013, allocates exports between parts of the UK more in line with the activity of each company. If a company has multiple sites in the UK, its exports are allocated based on an employment share. This 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 RTS methodology is available [here](#).

**Figure 9: HMRC Regional Trade Statistics for Scotland, 2002-2019**



Source: HMRC Regional Trade Statistics 2021 Q2



As the HMRC figures include exports of oil and gas, the chart above also includes the data with exports of mineral fuels excluded. This allows a more realistic comparison with the ESS figures to be made.

This shows that international exports from the manufacturing sector in ESS follows a similar trend to the RTS data when mineral fuels (oil and gas) are excluded. However the estimates are different with ESS values tending to be lower, due to methodological differences.

## 8. Background Notes

These statistics have been prepared by the Office of the Chief Economic Adviser, Scottish Government. The most recent results should be treated as provisional and are likely to be subject to future revisions.

### Sources and Methodology

The Global Connections Survey (GCS), which is sent to a number of businesses each year by the Scottish Government is one of the key sources for 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.

If there are no survey sources available for a company's exports in the latest year, then this is estimated based on previous years' returns. For example, if a company responded to the GCS in 2018 but not in 2019, our methodology means we can use this to estimate their 2019 exports. We can do this by sourcing their 2019 turnover from the IDBR or other sources and then applying the previous year's export proportions to the updated turnover value.

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 UK and 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 (IDBR) register.

Other sources are also used in different sectors as outlined in table 13 below. Further details on the methodology and data sources is available [here](#).

### Timescale for data collection

The 2019 Export Statistic Scotland publication was not produced under its usual timescales. The reason for this was the postponement of the 2019 Global Connections Survey (GCS) due to the challenges and pressures faced by businesses in dealing with the Coronavirus pandemic and preparing for EU exit.

The GCS was launched to businesses in summer of 2021 but was open for a shorter window to allow the publication to be completed under a shorter timetable.

**Table 13: Sources to Produce Export Statistics Scotland Estimates**

<b>Variable</b>	<b>Sources</b>	<b>Description Link</b>	<b>Producer</b>
International and rest of the UK exports	Global Connections Survey	<p>A sample of 6,544 businesses operating in Scotland were invited to participate in this voluntary survey, and responses (including nil responses) were received from around 768 companies. Note, due to the Covid-19 pandemic, there was an increase in the number of businesses that were unable to receive their survey invite.</p> <p>We would like to thank all of the companies that took time to respond to the survey.</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:  <a href="http://www.ons.gov.uk/ons/about-ons/products-and-services/idbr/index.html">http://www.ons.gov.uk/ons/about-ons/products-and-services/idbr/index.html</a>.</p>	ONS
Service sector international exports	International Trade in Services Survey	<p>For service sector organisations where no GCS responses 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. The most recent data for 2019, which included an additional 500 businesses in Scotland due to a boost to the UK sample, was used:</p> <p><a href="https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/internationaltradeinservicesreferencetables">https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/internationaltradeinservicesreferencetables</a></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 Monthly Business Survey, international exports are estimated from this source.</p>	ONS

		<a href="https://www.ons.gov.uk/surveys/informationforbusinesses/businesssurveys/monthlybusinesssurveyproductionandservices">https://www.ons.gov.uk/surveys/informationforbusinesses/businesssurveys/monthlybusinesssurveyproductionandservices</a>	
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 (OTS) based on the export values for all Scotch Whisky Commodities reported to HMRC. We also include estimates for exports of gin and vodka, using this OTS data, to improve estimates for this sector. This is based on a proportion of the UK total, which is sourced from the OTS data.  <a href="https://www.uktradeinfo.com/trade-data/overseas/">https://www.uktradeinfo.com/trade-data/overseas/</a>	HMRC
International export values for SIC 11.05 Manufacture of beer	HMRC Overseas Trade Statistics	Estimates of international beer exports are sourced from HMRC Overseas Trade Statistics (OTS) based on the export values for all beer commodities reported to HMRC. We have then applied a proportion based of the UK total to estimate Scotland's exports from this sector.  <a href="https://www.uktradeinfo.com/trade-data/overseas/">https://www.uktradeinfo.com/trade-data/overseas/</a>	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.  <a href="https://www.gov.scot/publications/scottish-sea-fisheries-statistics-2019/">https://www.gov.scot/publications/scottish-sea-fisheries-statistics-2019/</a>	SG
Turnover and international/rest of the UK export values for SIC	Higher Education Institution annual reports	Estimates of turnover and income from UK higher education exports are sourced from data from Higher Education Statistics Agency (HESA).  <a href="https://www.hesa.ac.uk/data-and-analysis/finances/table-1">https://www.hesa.ac.uk/data-and-analysis/finances/table-1</a>	HESA

85.4 Higher education			
EU/non-EU export proportions for SIC 85.4 Higher education	HESA student number	Data on student numbers by Higher Education Institute and domicile for the academic years 2008/09 to 2018/19 is downloaded from HESA. This data is used to determine the proportions of international exports to the rest of the UK, the EU and non-EU.  <a href="https://www.hesa.ac.uk/data-and-analysis/students/table-28">https://www.hesa.ac.uk/data-and-analysis/students/table-28</a> <a href="https://www.hesa.ac.uk/data-and-analysis/students/table-39">https://www.hesa.ac.uk/data-and-analysis/students/table-39</a>	HESA
Turnover and international / rest of the UK export values for SIC 64.191 Banking	SG Banking Survey	For 2011 to 2019 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.  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.	SG
Rest of the UK export proportions for SIC 35 Electricity, gas, steam and air conditioning supply	Department for Business, Energy & Industrial Strategy (BEIS)	Estimates were obtained from the publication below:  <a href="https://www.gov.uk/government/statistics/energy-trends-december-2020-special-feature-article-electricity-generation-and-supply-in-scotland-wales-northern-ireland-and-england-2016-to-20">https://www.gov.uk/government/statistics/energy-trends-december-2020-special-feature-article-electricity-generation-and-supply-in-scotland-wales-northern-ireland-and-england-2016-to-20</a>	BEIS

## **Definitions**

### **Industrial classification**

This publication provides export estimates for companies classified by the 2007 UK Standard Industrial Classification (SIC) of economic activities. This is based on the SIC of the reporting company, which is based on their main economic activity.

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

Throughout the commentary in this publication, SIC 10-33 are classed as 'manufacturing', SIC 45-99 are classed as 'services' industries and SIC 1-3, 5,7,8,9,35-39 and 41-43 are classed as 'other'. Further details are provided in the notes that accompany the published Excel tables.

### **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. Therefore total Scottish exports does not include exports of oil and gas extracted from the UK continental shelf.

Exports of services provided to the offshore oil and gas industry are included in figures for exports to the rest of the UK. The oil and gas supply chain includes sales 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'.

## **Interpretation and use of data**

### **Interpretation of time series**

Export Statistics Scotland links the data on 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 aims to minimise the impact of this and where possible, 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**

Overall the response rate to the 2019 Global Connection Survey (GCS) was 13%. This is based on completed returns only. This is a lower response rate than in previous years but is in line with reduced response rates across other business surveys due to the impact of the Covid-19 pandemic. This may mean the 2019 results are less robust than in previous years.

SIC 85 'Education' had the highest response rate at 20% whereas SIC 31-33 'Other manufacturing: including furniture, other manufacturing; repair and installation of



machinery and equipment' had the lowest at 8%. The [additional tables](#) online provide response rate estimates by industry sector.

However, as mentioned above, the GCS is only one of a number of sources used to produce these estimates and where possible, are supplemented with complete administrative sources of information for relevant sectors. Further, if a company responded to the GCS in a previous year, our methodology means we can use this to help estimate the value of exports for the latest year.

### **Revisions with previously published estimates**

Due to new information provided by companies in the 2019 survey responses, as well as updated turnover estimates, the export values for previous years have been revised. This revisions policy enables estimation improvements. Hence, these 2019 results are provisional, and are likely to be revised in the future as improved information becomes available.

In particular, the 2018 estimate for exports to the rest of the UK has been revised down from £51.2 to £49.6 billion which means the trend from 2017 to 2018 has changed from an increase of 2% to a decrease of 2%. This revision was mostly due to a revised estimate for exports to the rest of the UK from SIC 64-66 'Financial and insurance activities' in 2018 as updated information on this sector became available.

The [additional tables](#) published online provide a year by year summary of revisions to previously published estimates.

More details can be found in the methodology section of our website:  
<https://www.gov.scot/publications/about-export-statistics-Scotland>

### **International exports in volume terms (adjusted for inflation)**

This release reports the value of exports in current prices (or nominal terms) without adjusting for price inflation. Previous ESS publications for 2014-2017 also included estimates of exports in volume terms (also referred to as real terms) which showed growth after accounting for changes in prices. These were defined as Experimental Statistics.

The volume index of export statistics is no longer published in ESS, but an equivalent series can now be found in the GDP Quarterly National Accounts publication. Estimates of the expenditure approach to GDP in volume terms, including exports, can be found in the Summary Tables of the Quarterly National Accounts. The latest release is available [here](#). Detailed breakdowns of manufactured exports are available in table G3 of the same publication.

## Global Connections Survey respondent burden

Respondents were asked the length of time and cost involved in completing the GCS survey. A total of 558 respondents provided this information. Time information was more frequently provided compared with information on cost.

Of those who provided length of time, 84% reported it took less than or equal to 1 hour to complete the form. The maximum time reported was 40 hours and the median was 30 minutes.

Of those respondents who provided a cost, 67% reported it cost their business less than or equal to £50 to complete the form. The maximum reported cost to a respondent's business was £1,000. The median reported cost was £35.

Of those respondents who provided both a cost and a time, around 70% reported a cost to their business of less than or equal to an hourly rate of £100/hour to complete the form. The median cost rate to the respondents business was £60/hour to complete.

Calculating the average cost based on the hourly rate for those respondents providing both cost and time (£138) and applying this to those respondents that provided a time to complete the form allows an estimate of respondent burden to be calculated. This provides an estimate of total respondent burden which approximates to £76,401.

These are the total estimated costs of organisations responding to the survey, based on the information provided to us. The cost of printing, distribution, processing and analysis are additional costs for this survey.

**Table 14: Respondent Burden**

	Number of responses	Minimum	Maximum	Average	Median	Total
<b>Cost (£s)</b>	481	1	1,000	67	35	32,775
<b>Time (minutes)</b>	558	1	2,405	60	30	33,218
<b>Average cost (£ per hour)</b>	366	1	2,400	138	60	

## 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 in the [UK Balance of Payments, the Pink Book](#).

## User Engagement

### Relevance to users

The figures produced in this publication are of high 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 international exports estimate is used in the Scottish Government National Indicator to “Increase exports”. Further information on this can be found on the [Scotland Performs](#) website.

The ESS data also underpinned much of the analysis produced as part of the Scottish Government’s export growth plan, [Scotland: A Trading Nation](#) which was published in May 2019. This data helped to understand Scotland’s current export performance. This included an ambitious target of growing Scotland’s international exports from 20% to 25% of GDP over ten years by 2029. The ESS data will support the measuring and monitoring of this target as it is used to produce international export figures in Scotland’s Quarterly National Accounts.

To accompany this publication, the [Export Performance Monitor](#) is also available. It uses this ESS data but is presented with the aim to be more accessible and user friendly as an interactive tool for users. By using different sector definitions and including more detailed sub-sector breakdowns, it helps users to understand current and past export performance in Scotland.

The estimates from this publication are used by the Scottish Government in economic modelling and the Scottish Government Quarterly National Accounts Publication.

The Global Connections 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 always aim improve the release and associated commentary and welcome any feedback you may have. We are particularly interested in knowing how you make use of the data in your work. Please email any comments to [exports.statistics@gov.scot](mailto:exports.statistics@gov.scot).

**Next Publication:**

**tbc**

## **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. The statistics in this release were designated National Statistics in April 2011.

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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For general enquiries about Scottish Government statistics please contact:

Office of the Chief Statistician, Telephone: 0131 244 0442,

e-mail: [statistics.enquiries@gov.scot](mailto: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](mailto: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](mailto:statistics.enquiries@gov.scot).

If you would like to be consulted about statistical collections or receive notification of publications, please register your interest at [www.gov.scot/scotstat](http://www.gov.scot/scotstat)

Details of forthcoming publications can be found at [www.gov.scot/statistics](http://www.gov.scot/statistics)

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