

ECONOMY AND LABOUR MARKET

Export Statistics Scotland 2018

Release Date: 29 January 2020

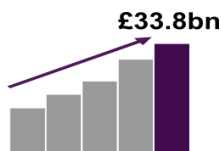
1. Key Findings

Table 1: Scotland's Exports in 2018

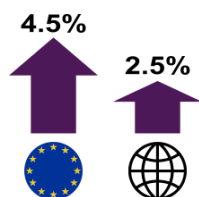
Export Destination	Value of Exports in 2018	Change since 2017	% Change since 2017
International	£33.8 billion	↑ £1.1 billion	+3.4%
...of which EU	£16.1 billion	↑ £0.7 billion	+4.5%
...of which Non-EU	£17.7 billion	↑ £0.4 billion	+2.5%
Rest of the UK	£51.2 billion	↑ £1.2 billion	+2.5%
Total (Int + RUK)	£85.0 billion	↑ £2.4 billion	+2.9%

Source: Export Statistics Scotland 2018

Headline Results



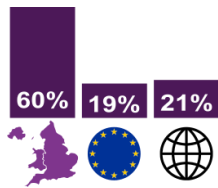
Scotland's international exports (excluding oil and gas) increased by £1.1 billion (3.4%) from £32.7 billion in 2017 to £33.8 billion in 2018.



During this period, exports to EU countries increased by £695 million (4.5%) to £16.1 billion, while exports to non-EU countries increased by £425 million (2.5%) to £17.7 billion in 2018.



Scotland's exports to the rest of the UK also increased over the year, up £1.2 billion (2.5%) to £51.2 billion in 2018.

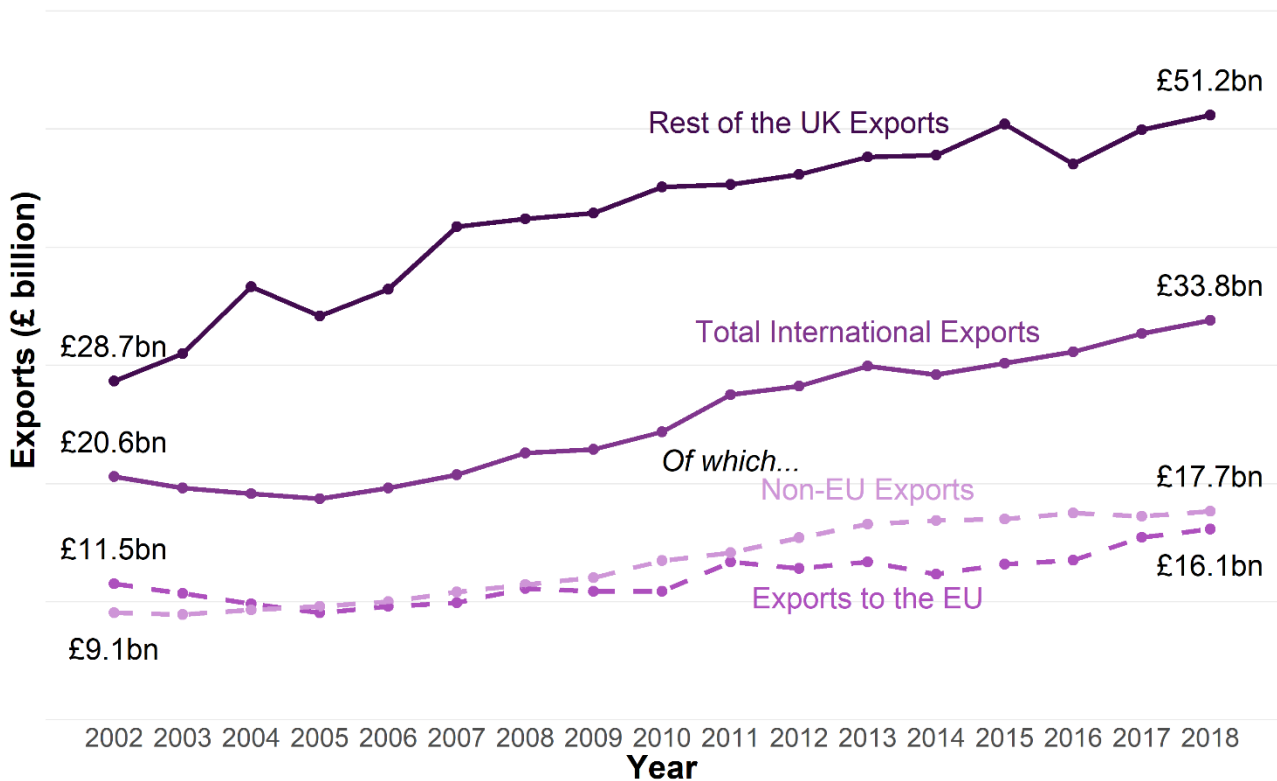


Total international and rest of the UK exports in 2018 were valued at £85.0 billion, up £2.4 billion (2.9%) from the previous year. Exports to the rest of the UK accounted for 60% of this overall total, EU exports accounted for 19% and non-EU exports 21%.



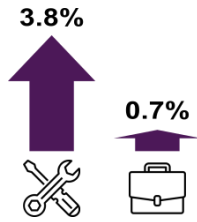
The USA continued to be Scotland's top international export destination country with an estimated £5.5 billion of exports in 2018. The top five international export markets (USA, France, Netherlands, Germany and Belgium) accounted for £15.1 billion (45%) of international exports from Scotland in 2018.

Figure 1: Scotland's Exports to the Rest of the UK, EU and Non-EU, 2002-2018



Source: Export Statistics Scotland 2018

Sector Performance



For international exports, manufacturing exports increased from £18.0 billion in 2017 to £18.7 billion in 2018, up £690 million (3.8%), while international exports of services increased slightly from £12.1 billion in 2017 to £12.2 billion in 2018, up £80 million (0.7%).



There was strong growth in exports of food and beverages (underpinned by strong whisky exports); mining and quarrying (which is predominately mining support activities); furniture, other manufacturing and repair and installation of machinery and equipment and refined petroleum and chemical products. International exports of professional, scientific and technical activities, which is the largest service sector for international exports, was down between 2017 and 2018. International exports of transport equipment and basic metals and fabricated metal products also had large decreases in 2018.



For exports to the rest of the UK, the largest growth in value terms was in exports of financial and insurance activities. This was followed by the utilities sector where growth was driven by an increase in Scotland's electricity exports to the rest of the UK. However, exports of professional, scientific and technical activities to the rest of the UK, which includes services to the oil and gas sector, had the largest decrease, followed by exports from the wholesale and retail sector to the rest of the UK in 2018.

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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 2018. The statistics in this release were designated National Statistics in April 2011.

This publication provides estimated figures for 2018. 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.

The estimates in this publication are based on a number of UK wide official surveys and administrative sources. This includes the 2018 Global Connections Survey. We received 1,108 completed survey returns from businesses in Scotland to this survey. Further detail on the sources and methodology behind this publication is available here:

<https://www.gov.scot/publications/about-export-statistics-Scotland>

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 Accounts¹.

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>

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](#).

For the first time, in this year's publication we have included an [annex](#) showing Scotland's estimated international and rest of the UK exports if exports of oil and gas are included in the totals. These statistics are classed as experimental which means the methodology is still under development. This additional information has been included to help meet a growing user need and has been updated annually since February 2018 as part of the [Scottish National Accounts Programme](#).

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: <https://www.gov.scot/publications/about-export-statistics-Scotland>

Information from 2002 to 2018 is provided in the accompanying Excel tables. These include more detailed breakdowns.

<https://www.gov.scot/publications/export-stats-scotland-2018>

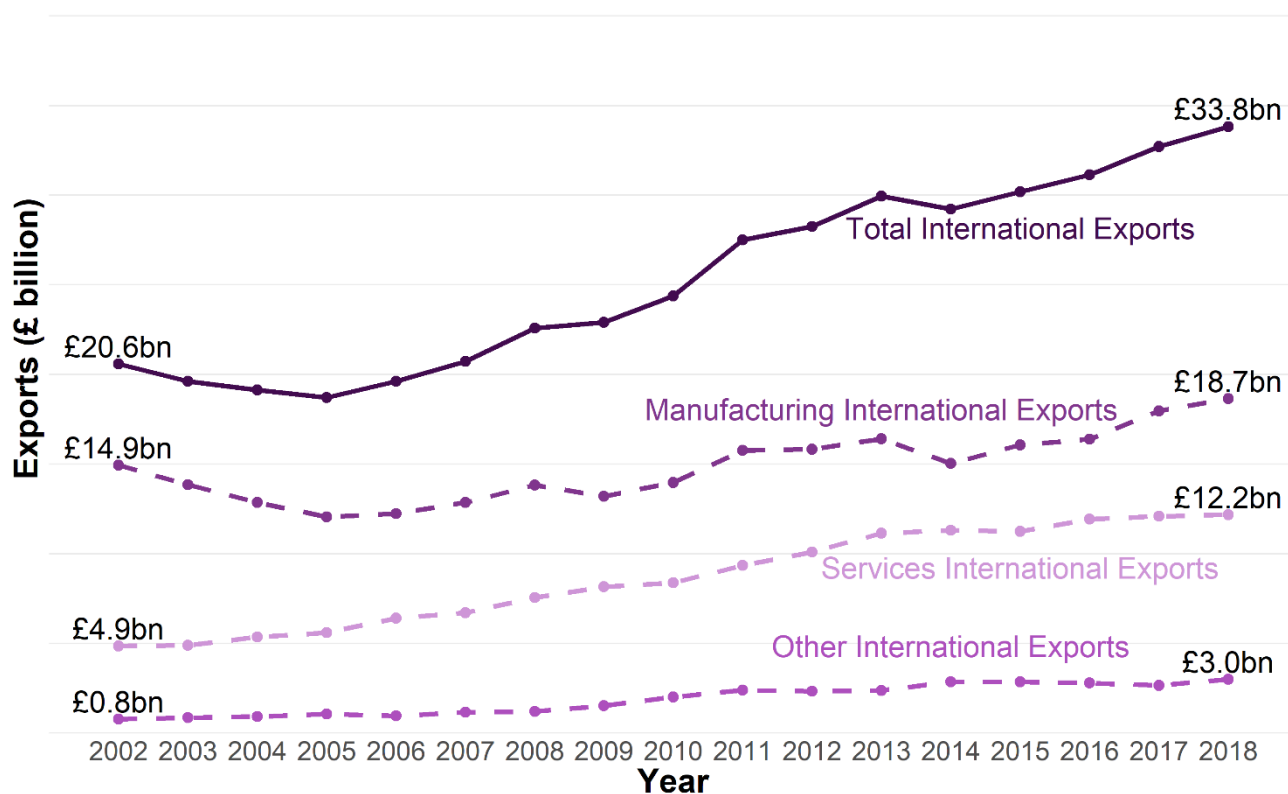
¹ <https://www.gov.scot/publications/gdp-quarterly-national-accounts-for-scotland-2019-q3>

3. International Exports

3.1. Overview of International Exports

The nominal value of international exports (excluding oil and gas) from Scotland increased in 2018, up £1.1 billion (3.4%) to £33.8 billion.

Figure 2: Scotland’s Total International Exports, 2002-2018



Source: Export Statistics Scotland 2018

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 manufacturing sector, where international exports increased by £690 million (3.8%) to £18.7 billion in 2018. This sector accounts for more than half of all international exports (55%). International exports from the service sector increased slightly from £12.1 billion in 2017 to £12.2 billion in 2018, up £80 million (0.7%). During this period, those businesses in the ‘other’ sector, which account for around 9% of all international exports, also saw their exports increase from £2.6 billion in 2017 to £3.0 billion in 2018, up £355 million (13.4%).

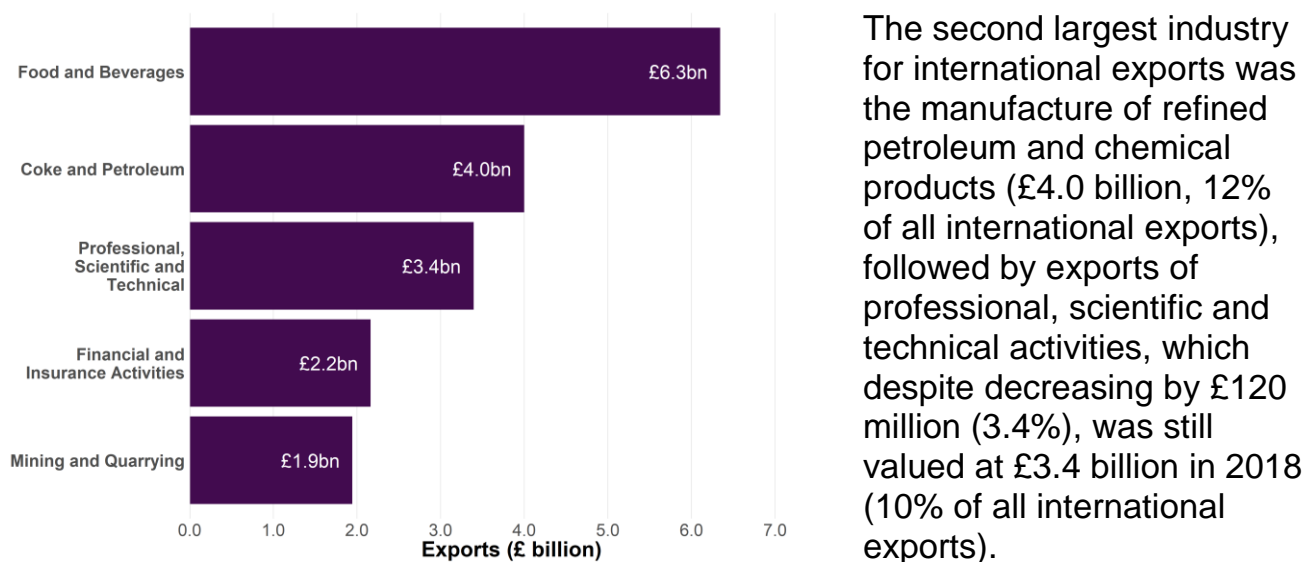
The general trend shows that international exports have increased each year since 2005, with the exception of 2014. During this period, exports of services and exports from ‘other’ have grown more steeply than exports from the manufacturing sector.

The total value of Scotland’s international exports increased by £13.1 billion (63.1%) between 2007 and 2018, increasing from £20.7 billion in 2007 to £33.8 billion in 2018. This represents average annual growth of 4.5% during this period.

3.2. International Exports by Industry

In 2018, the largest industry for international exports continues to be the manufacture of food and beverages with exports worth £6.3 billion, 19% of all international exports. International exports from this sector have grown by almost three-quarters (74%) since 2007. The majority of this sector continues to be whisky exports which accounted for 74% (£4.7 billion) in 2018.

Figure 3: Scotland’s Top Five International Exporting Industries, 2018



Source: Export Statistics Scotland 2018

Financial and insurance activities (£2.2 billion, 6% of all international exports) and mining and quarrying, (£1.9 billion, 6.0% of all international exports), which is predominately mining support activities, complete the top five exporting industry sectors for international exports. These sectors account for over half (53%) of all international exports. More details on the performance of these top five export sectors are in table 2 below. A full breakdown for all sectors is included in the tables at the end of this publication ([Annex B – Table B1](#)).

Table 2: International Exports - Top Five Export Sectors, 2018

Sector	2018 Total	% of Total International	Change since 2017	% Change since 2017
Manufacture of food products and beverages	£6.3 billion	19%	↑ £420 million	+7.1%
Manufacture of refined petroleum and chemical products	£4.0 billion	12%	↑ £160 million	+4.1%
Professional, scientific and technical activities	£3.4 billion	10%	↓ £120 million	-3.4%
Financial and insurance activities	£2.2 billion	6%	↑ £ 95 million	+4.5%
Mining and quarrying	£1.9 billion	6%	↑ £220 million	+12.6%

Source: Export Statistics Scotland 2018

3.3. International Exports from Manufacturing Sectors

Total international exports from the manufacturing sector increased by £690 million (3.8%) from £18.0 billion in 2017 to £18.7 billion in 2018 and accounted for 55% of all international exports.

This increase was driven by strong growth in exports from the manufacture of food and beverages sector, with exports up £420 million (7.1%) to £6.3 billion in 2018. This was underpinned by strong whisky exports, up 9.2% from £4.3 billion in 2017 to £4.7 billion in 2018. The manufacture of food and beverages continues to be the largest industry for international exports in Scotland (Table 2).

Exports from the manufacture of furniture, other manufacturing and repair and installation of machinery and equipment increased by £205 million (30.7%); exports of refined petroleum and chemical products increased by £160 million (4.1%); and exports of machinery and equipment increased by £145 million (12.8%). Therefore, these sectors also contributed strongly to the overall growth in international exports from the manufacturing sector.

However, exports from the manufacture of transport equipment decreased by £170 million (10.9%) over the year to £1.4 billion in 2018 and exports from the manufacture of basic metals and fabricated metal products continued to decrease, down £150 million (16.3%) over the year to £765 million.

3.4. International Exports of Services

International exports of services increased by £80 million (0.7%) from £12.1 billion in 2017 to £12.2 billion in 2018, and accounted for 36% of all international exports.

Within the service sector, the largest increases were in exports of financial and insurance activities increased by £95 million (4.5%) to £2.2 billion in 2018 and exports of accommodation and food service activities increased by £75 million (23.5%) to £395 million.

However, exports of professional, scientific and technical activities, one of Scotland's top exporting sectors and includes services to oil and gas industries, decreased by £120 million (3.4%) to £3.4 billion. Despite this decrease, this remains Scotland's largest international exporting service sector, accounting for over a quarter (28%) of total international exports of services and 10% of total international exports (Table 2).

3.5. International Exports by Size of Company

International exports from large companies (employing more than 250 employees) were estimated to be worth £19.5 billion in 2018. This was an increase of £900 million (4.8%) from the previous year and driven by a rise in exports from large companies in the manufacturing sector, up £865 million (7.3%). In contrast, international exports of services from large companies decreased, down £70 million (1.3%). Large companies accounted for 58% of all international exports.

International exports from small companies (under 50 employees) also increased, up £265 million (4.7%) to £6.0 billion, and accounted for 18% of all international exports in 2018. At broad sector level, international exports from small companies increased for services, up £60 million (1.4%) and manufacturing, up £95 million (8.4%) in 2018.

However international exports from medium-sized (employing between 50 and 249 employees) decreased by £40 million (0.5%) between 2017 and 2018. This was due to a decline in exports from the manufacturing sector, down £265 million (5.2%). However, exports for medium-size companies in the services sector increased, up £90 million (3.1%). International exports from medium sized companies accounted for 25% of all international exports in 2018.

Table 3: International Exports by Company Size, 2018

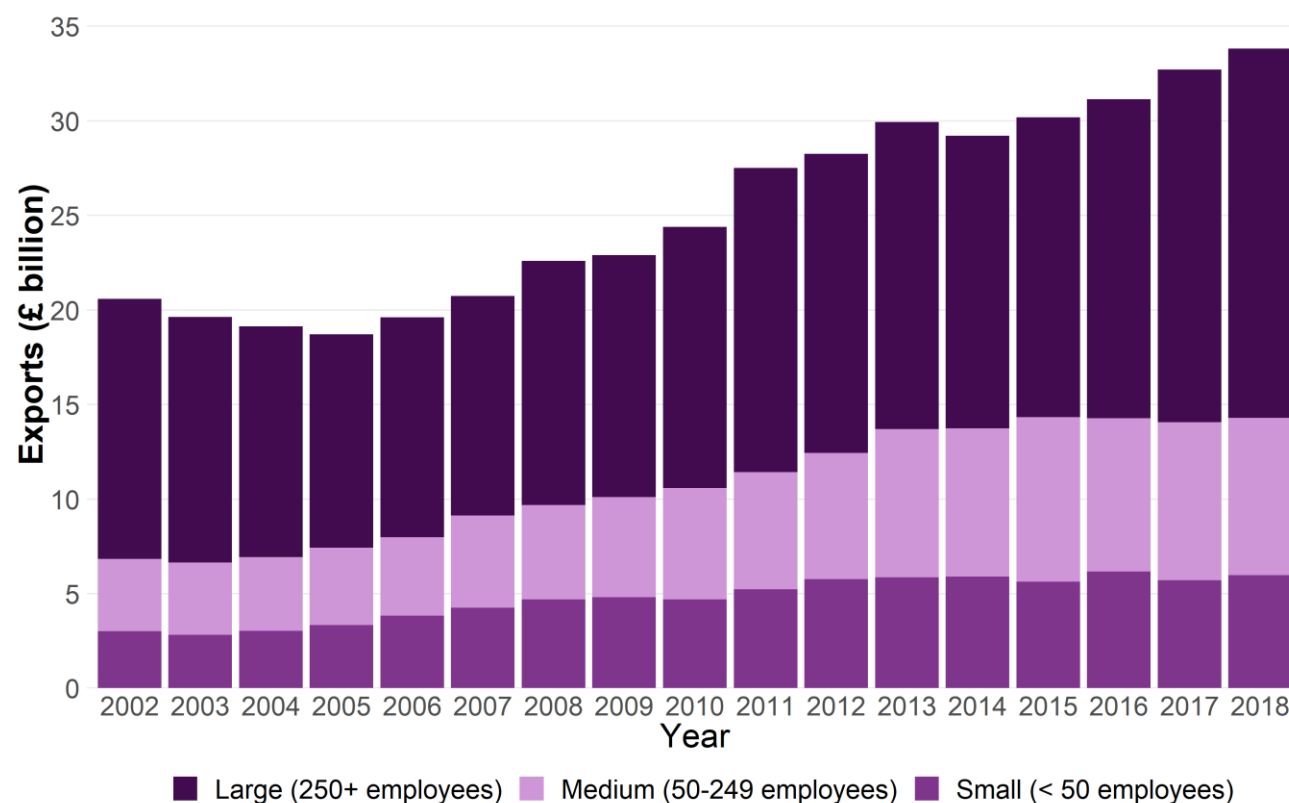
Company Size	2018 Total	% of Total	Change since 2017	% Change since 2017
Small	£6.0 billion	18%	↑ £265 million	+4.7%
Medium	£8.3 billion	25%	↓ £40 million	-0.5%
Large	£19.5 billion	58%	↑ £900 million	+4.8%
Total	£33.8 billion	100%	↑ £1.1 billion	+3.4%

Source: Export Statistics Scotland 2018

Notes:

1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.

Figure 4: Total International Exports by Size of Company, 2002-2018



Source: Export Statistics Scotland 2018

Notes:

1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.

Table 4: Total International Exports by Broad Industry Sector and Size of Company, 2017-2018

	2017 (£ m)	2018 (£ m)	Change since 2017 (£ m)	% Change since 2018
Total International Exports	32,705	33,830	1,125	3.4%
Small (<50 employees)	5,715	5,980	265	4.7%
Manufacturing	1,120	1,215	95	8.4%
Services	4,100	4,155	60	1.4%
Other	500	610	115	22.8%
Medium (50-249 employees)	8,350	8,310	-40	-0.5%
Manufacturing	5,080	4,815	-265	-5.2%
Services	2,875	2,965	90	3.1%
Other	395	530	135	34.7%
Large (250+ employees)	18,640	19,540	900	4.8%
Manufacturing	11,765	12,625	865	7.3%
Services	5,120	5,055	-70	-1.3%
Other	1,760	1,860	105	5.9%
Total Manufacturing	17,960	18,655	690	3.8%
Total Services	12,095	12,175	80	0.7%
Total Other	2,650	3,005	355	13.4%

Source: Export Statistics Scotland 2018

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

4. Scotland International Export Destinations

Of the £33.8 billion total international exports in 2018, an estimated £16.1 billion were to countries within the European Union (EU) and an estimated £17.7 billion were to non-EU countries. This means the split was 48% EU and 52% non-EU, which means a slightly higher proportion were to the EU than in previous years (last year 47%).

Table 5: International Exports by EU / Non-EU Split, 2018

	2018 Total	% of Total International	Change since 2017	% Change since 2018
EU Exports	£16.1 billion	48%	↑ £0.7 billion	+4.5%
Non-EU Exports	£17.7 billion	52%	↑ £0.4 billion	+2.5%
International Exports	£33.8 billion	100%	↑ £1.1 billion	+3.4%

Source: Export Statistics Scotland 2018

4.1. Overview of EU Exports

Over the year, Scottish exports to EU countries increased by £695 million (4.5%) to £16.1 billion in 2018. Manufacturing exports to the EU were up by £515 million (5.5%) to £9.9 billion in 2018, in contrast exports of services to the EU decreased slightly by £15 million (0.3%) to £5.1 billion.

Within the manufacturing sector, the largest growth was in exports of refined petroleum and chemical products, up £170 million (5.2%) to £3.4 billion in 2018. The other main sectors contributing to the increase in manufacturing exports to the EU were computer, electronic and optical products (exports up £125 million, 12.0%), machinery and equipment (exports up £90 million, 14.7%) and food and beverages (exports up £80 million, 3.7%).

Exports of information and communication services saw the biggest decrease, down £85 million (17.7%). This was followed by exports of transportation and storage services, down £40 million (5.4%) and professional, scientific and technical activities, down £25 million (2.2%). However, exports of financial and insurance activities increased by £80 million (11.0%) which was the highest growth, in value terms, within the services sector.

The mining and quarrying sector, which is predominately mining support activities to the oil and gas industries, also showed strong growth with exports to the EU up £105 million (22.1%) to £590 million in 2018.

Table 6 below provides further details on the top five export sectors for Scotland's exports to the EU. A full breakdown of all sectors is included in the tables at the end of this publication ([Annex B](#) – Table B2).

Table 6: EU Exports - Top Five Export Sectors, 2018

Sector	2018 Total	% of Total	Change since 2017	% Change since 2017
Manufacture of refined petroleum and chemical products	£3.4 billion	21%	↑ £170 million	+5.2%
Manufacture of food products and beverages	£2.3 billion	14%	↑ £80 million	+3.7%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£1.2 billion	7%	↑ £15 million	+1.5%
Manufacture of Computer, electronic and optical products	£1.2 billion	7%	↑ £125 million	+12.0%
Professional, scientific and technical activities	£1.2 billion	7%	↓ £25 million	-2.2%

Source: Export Statistics Scotland 2018

The manufacture of refined petroleum and chemical products continues to be the largest industry for exports to the EU, accounting for 21% of the total EU exports.

These top five sectors accounted for 57% of the total international exports to the EU in 2018.

4.2. Overview of Non-EU Exports

International exports to non-EU countries increased by £425 million (2.5%) from £17.2 billion in 2017 to £17.7 billion in 2018. Manufacturing exports to non-EU countries increased by £175 million (2.1%) to £8.8 billion in 2018. Exports of services to non-EU countries also increased over the year by £90 million (1.3%) to £7.1 billion.

The sectors driving the increase in manufacturing exports to non-EU countries were exports of food and beverages, up £340 million (9.2%) and furniture, other manufacturing and repair and installation of machinery and equipment, up £225 million (50.5%). In contrast, manufacturing sectors saw large decreases. Exports of basic metals and fabricated metal products decreased by £185 million (28.3%) and exports of transport equipment were down £125 million (9.9%).

The increase in exports of services to non-EU countries was largely due to exports of information and communication services, up £100 million (9.9%); transportation and storage services, up £55 million (16.0%); and accommodation and food service activities, up £40 million (26.3%). Despite services sector exports being up as a whole, exports from the professional, scientific and technical sector saw a drop, down £95 million (4.0%) and exports from the wholesale and retail sector also decreased, down £60 million (7.7%).

Non-EU exports from the mining and quarrying sector, which is predominately mining support activities to the oil and gas industries, also performed well. Exports were up £110 million (9.0%) to £1.4 billion in 2018, and this remains one of the top sectors for exports to non-EU countries.

The food and beverages sector continues to be the largest industry for international exports to non-EU countries (£4.0 billion in 2018), driven by strong whisky exports.

Table 7 below provides further details on the top five export sectors for Scotland's exports to non-EU countries. A full breakdown of all sectors is included in the tables at the end of this publication ([Annex B](#) – Table B3).

Table 7: Non-EU Exports - Top Five Export Sectors, 2018

Sector	2018 Total	% of Total	Change since 2017	% Change since 2017
Manufacture of food products and beverages	£4.0 billion	23%	↑ £340 million	+9.2%
Professional, scientific and technical activities	£2.2 billion	13%	↓ £95 million	-4.0%
Mining and quarrying	£1.4 billion	8%	↑ £110 million	+9.0%
Financial and insurance activities	£1.3 billion	8%	↑ £10 million	+0.9%
Manufacture of transport equipment	£1.1 billion	6%	↓ £125 million	-9.9%

Source: Export Statistics Scotland 2018

These sectors accounted for 57% of the total international exports to non-EU countries in 2018.

4.1. International Exports by Region

The region which received the largest value of international exports from Scotland in 2018 was the EU (£16.1 billion, 48% of total international exports). The next largest region was North America at £6.1 billion (18% of total international exports) followed by Asia at £3.7 billion (11% of total international exports).

Figure 5: Scotland's International Exports by Region, 2018

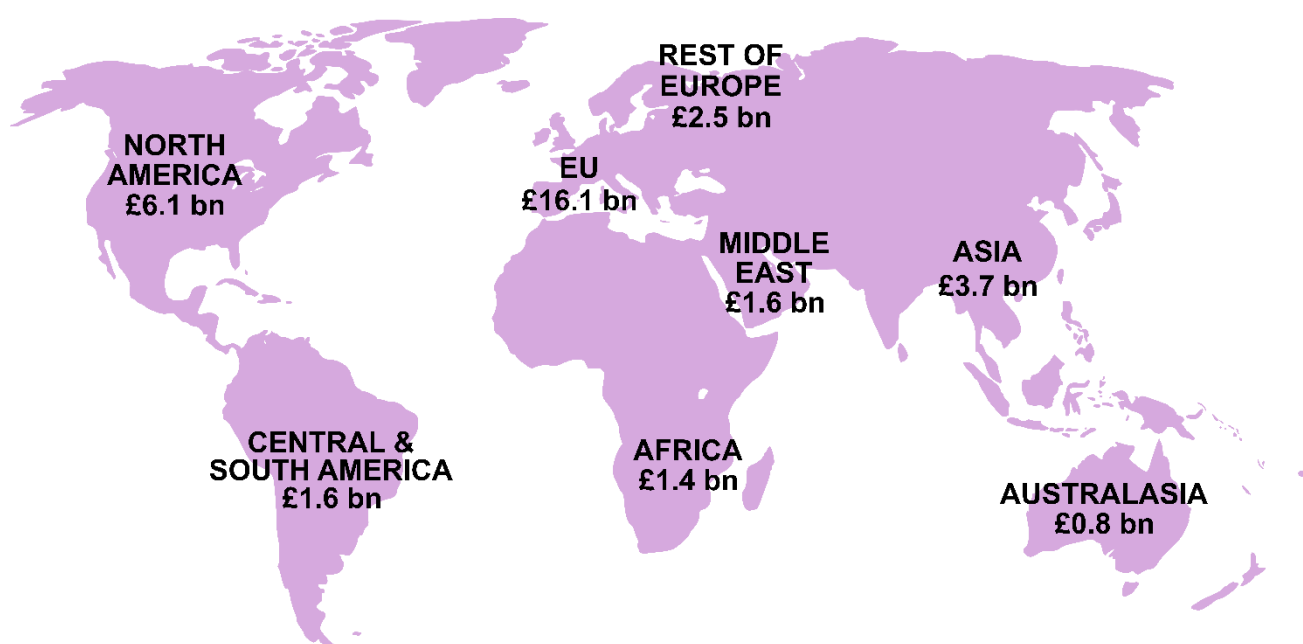


Table 8 below provides more information on international exports by region.

Table 8: Total International Exports by Geographical Region, 2014-2018

Destination	2014 (£ m)	2015 (£ m)	2016 (£ m)	2017 (£ m)	2018 (£ m)	Change since 2017 (£ m)	% Change since 2017
European Union	12,350	13,195	13,505	15,455	16,150	695	4.5%
Rest of Europe	2,865	2,715	2,785	2,325	2,465	145	6.2%
North America	5,210	5,150	5,805	6,155	6,110	-45	-0.7%
Central and South America	1,395	1,530	1,585	1,495	1,580	85	5.7%
Middle East	1,780	1,835	1,580	1,610	1,555	-60	-3.6%
Asia	3,285	3,340	3,265	3,415	3,745	335	9.7%
Africa	1,695	1,695	1,655	1,385	1,370	-15	-1.1%
Australasia	650	745	835	855	845	-5	-0.8%
Total	29,220	30,185	31,145	32,705	33,830	1,125	3.4%

Source: Export Statistics Scotland 2018

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

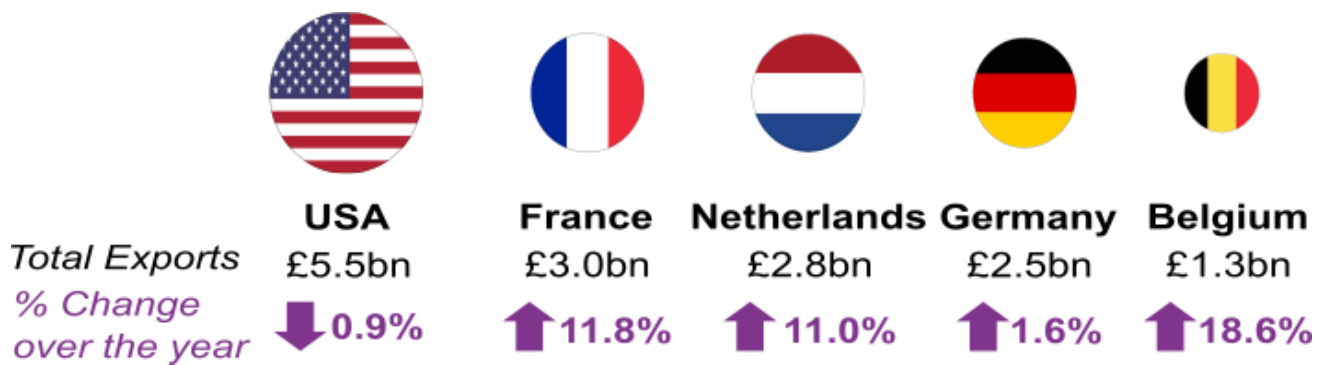
4.2. International Exports by Country

Although exports to the USA decreased slightly over the year, down £50 million (0.9%), it continued to be Scotland's top export destination country with an estimated £5.5 billion of exports from Scotland in 2018. The USA accounted for 16% of total international exports.

This was followed by France at £3.0 billion (9% of the total), Netherlands at £2.8 billion (8% of the total) and Germany at £2.5 billion (7% of the total). Belgium completes the top five export destinations with £1.3 billion (4% of the total).

Hence the top five international export markets accounted for £15.1 billion of total international exports. This was 45% of the total international exports.

Figure 6: Scotland's Top Five International Export Destinations, 2018



The top ten international export destinations accounted for 59% of total international exports, while the top twenty accounted for 78% of total international exports. Table 9 below provides more information on the top ten export destination countries.

A full destination country breakdown of Scotland's international exports can be found by using the interactive map function of the Export Performance Monitor which is available at the link below:

Scotland's Export Performance Monitoring Tool

<https://scotland.shinyapps.io/sg-exports-performance-monitor/>

Table 9: Scotland's Top 10 Export Destinations, 2018

Rank in 2018	Rank in 2017	Destination	2018 Total Exports (£ million)	% of Total	Change since 2017 (£ million)	% Change since 2017
1	1	USA	5,520	16%	-50	-0.9%
2	2	France	2,990	9%	315	11.8%
3	3	Netherlands	2,840	8%	285	11.0%
4	4	Germany	2,485	7%	40	1.6%
5	6	Belgium	1,250	4%	195	18.6%
6	5	Ireland	1,235	4%	-240	-16.4%
7	7	Norway	1,165	3%	170	17.2%
8	9	Spain	975	3%	105	12.3%
9	10	Italy	880	3%	55	6.5%
10	12	Brazil	770	2%	70	10.0%

Source: Export Statistics Scotland 2018

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

Information on Scotland's Top 20 export destinations can be obtained from the publication tables - Table 8:

<https://www.gov.scot/publications/export-stats-scotland-2018>

5. Exports to the Rest of the UK

5.1. Overview of Rest of the UK Exports

Exports to the rest of the UK increased in 2018, up by £1.2 billion (2.5%) from £50.0 billion in 2017 to £51.2 billion in 2018.

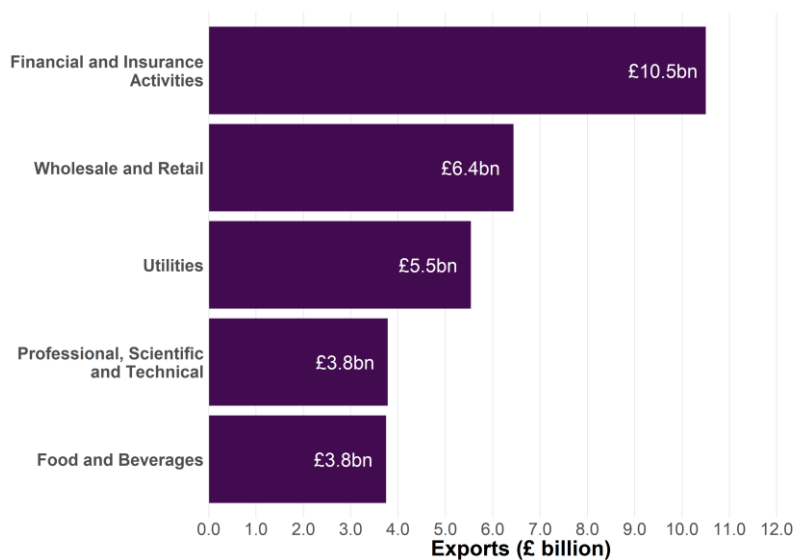
Manufacturing exports to the rest of the UK increased by £640 million (6.0%) from £10.7 billion in 2017 to £11.3 billion in 2018. This was driven by an increase in exports from the manufacture of refined petroleum and chemical products which increased by £255 million (16.3%) from £1.6 billion in 2017 to £1.8 billion in 2018.

Exports of services to the rest of the UK increased by £360 million (1.2%) from £29.3 billion in 2017 to £29.6 billion in 2018. This was driven by the increase in financial and insurance activities which saw an increase of £915 million (9.6%) from £9.6 billion in 2017 to £10.5 billion in 2018.

Exports to the rest of the UK from the utilities sector continue to increase, up £415 (8.1%) due to increase in Scotland’s electricity exports to the rest of the UK.

5.2. Rest of the UK Exports by Industry

Figure 7: Scotland’s Top Five Industries for Exports to the Rest of the UK, 2018



In 2018, the largest industry for exports to the rest of the UK continues to be financial and insurance activities worth £10.5 billion, 21% of all exports to the rest of the UK. The second largest industry continues to be wholesale and retail trade, which despite decreasing by £245 million (3.7%), was still valued at £6.4 billion in 2018 (13% of all exports to the rest of the UK).

Utilities (£5.5 billion, 11% of all exports to the rest of the UK), professional, scientific and technical activities and food and beverages (both £3.8 billion, 7% of all exports to the rest of the UK) complete the top five exporting industry sectors. Professional, scientific and technical activities continues to be in the top five exporting industry sectors despite their exports to the rest of the UK decreasing by £495 million (11.6%) from £4.3 billion in 2017 to £3.8 billion in 2018.

In 2018, the majority of the top five largest sectors were services sectors.

Exports to the rest of the UK exported more services exports in comparison to international exports. In 2018, services accounted for 58% of all exports to the rest of the UK, whilst services accounted for only 36% of all international exports. In contrast, manufacturing accounted for only 22% of exports to the rest of the UK whilst it made up 55% of international exports.

Table 10 below provides further details on the top five export sectors for Scotland’s exports to the rest of the UK. A full breakdown of all sectors is included in the tables at the end of this publication ([Annex B](#) – Table B4).

Table 10: Exports to the Rest of the UK - Top Five Export Sectors, 2018

Sector	2018 Total	% of Total	Change since 2017	% Change since 2017
Financial and insurance activities	£10.5 billion	21%	↑ £915 million	+9.6%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£6.4 billion	13%	↓ £245 million	-3.7%
Utilities	£5.5 billion	11%	↑ £415 million	+8.1%
Professional, scientific and technical activities	£3.8 billion	7%	↓ £495 million	-11.6%
Manufacture of food products and beverages	£3.8 billion	7%	↑ £15 million	+0.5%

Source: Export Statistics Scotland 2018

In 2018, the top five sectors made up 59% of the total exports to the rest of the UK.

5.3. Rest of the UK Exports by Size of Company

Table 11: Rest of the UK Exports by Company Size, 2018

Company Size	2018 Total	% of Total	Change since 2017	% Change since 2017
Small	£9.6 billion	19%	↑ £385 million	+4.2%
Medium	£11.3 billion	22%	↓ £190 million	-1.6%
Large	£30.3 billion	59%	↑ £1.0 billion	+3.6%
Total	£51.2 billion	100%	↑ £1.2 billion	+2.5%

Source: Export Statistics Scotland 2018

Notes:

1. Company size based on employment of company in Scotland: Small <50 employees; Medium: 50-249 employees; Large: 250+ employees.

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 £30.3 billion in 2018. This was an increase of £1.0 billion (3.6%) from 2017. This means they accounted for 59% 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 £385 million (4.2%) from £9.2 billion in 2017 to £9.6 billion in 2018. 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 £190 million (1.6%) from £11.4 billion in 2017 to £11.3 billion in 2018. They accounted for 22% of all exports to the rest of the UK.

Table 12: Total Rest of the UK Exports by Broad Industry Sector and Size of Company, 2017-2018

	2017 (£ m)	2018 (£ m)	Change since 2017 (£ m)	% Change since 2017
Total Rest of the UK Exports	49,950	51,190	1,240	2.5%
Small (<50 employees)	9,205	9,590	385	4.2%
Manufacturing	1,245	1,335	95	7.5%
Services	6,645	6,580	-65	-1.0%
Other	1,320	1,675	355	26.9%
Medium (50-249 employees)	11,450	11,260	-190	-1.6%
Manufacturing	3,435	3,550	120	3.4%
Services	6,770	6,060	-710	-10.5%
Other	1,245	1,650	405	32.4%
Large (250+ employees)	29,300	30,340	1,045	3.6%
Manufacturing	6,020	6,450	425	7.1%
Services	15,845	16,980	1,135	7.2%
Other	7,430	6,915	-520	-7.0%
Total Manufacturing	10,700	11,335	640	6.0%
Total Services	29,260	29,620	360	1.2%
Total Other	9,995	10,235	240	2.4%

Source: Export Statistics Scotland 2018

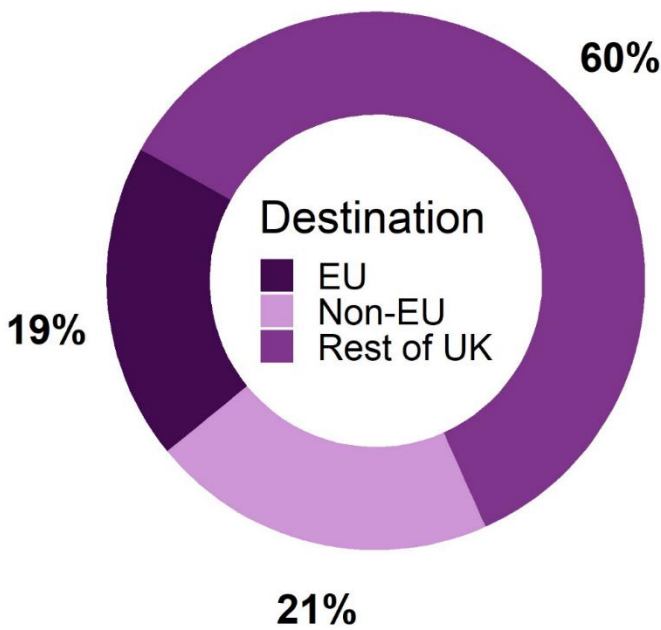
Export figures rounded to the nearest £5 million. All calculations based on unrounded data.

6. Total Rest of the UK and International Exports

The combined value of international and rest of the UK exports (excluding oil and gas) were estimated to be £85.0 billion in 2018, which is an increase of £2.4 billion (2.9%) from the previous year.

Of the total exports, just under half (49%) was attributable to services sectors, estimated at £41.8 billion and £30.0 billion (35%) was attributable to the manufacturing sectors. The remaining £13.2 billion (16%) is from sectors classed as 'Other' and includes agriculture, mining (including mining support activities) and utilities.

Figure 8: Scotland’s Total Rest of the UK and International Exports, 2018



Exports to the rest of the UK accounted for 60% of the total £85.0 billion. EU exports accounted for 19% of the total exports value, whilst non-EU exports accounted for 21%.

Table 13 below provides further details on the top five export sectors for Scotland’s rest of the UK and international exports combined. A full breakdown of all sectors is included in the tables at the end of this publication ([Annex B](#) – Table B5).

Table 13: Total Exports (Rest of the UK and International) - Top Five Export Sectors, 2018

Sector	2018 Total	% of Total	Change since 2017	% Change since 2017
Financial and insurance activities	£12.7 billion	15%	↑ £1,010 million	+8.7%
Manufacture of food products and beverages	£10.1 billion	12%	↑ £440 million	+4.5%
Wholesale and retail trade; repair of motor vehicles and motorcycles	£8.3 billion	10%	↓ £290 million	-3.4%
Professional, scientific and technical activities	£7.2 billion	8%	↓ £615 million	-7.9%
Refined petroleum and chemical products	£5.8 billion	7%	↑ £415 million	+7.7%

Source: Export Statistics Scotland 2018

7. Comparability of Scottish International Exports Sources

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

Table 14: Other Sources of Export Statistics for Scotland

Source	Published Estimates	Detail	Timeliness
<u>SG Export Statistics Scotland</u>	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 2020 for 2018 Exports
<u>SG Quarterly National Accounts Scotland</u>	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 Jan 2020 for Q3 2019
<u>SG Index of Manufactured Exports</u>	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	Latest Quarterly results Jan 2020 for Q3 2019
<u>SG Supply and Use tables</u>	Value of Rest of the UK and Rest of World exports	Annual estimates by 98 product groups (CPA 2008 ²)	Latest annual results for 2016 (published July 2019)

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

<u>HMRC</u> <u>Regional</u> <u>Trade</u> <u>Statistics</u>	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 Q3 2019 (published Dec 2019)
<u>ONS</u> <u>Regionalised</u> <u>Service</u> <u>Exports</u> (Experimental Statistics)	Experimental estimates of the value of service exports based on UK data apportioned to GB countries, including Scotland.	Industry Region	Annual Latest publication for 2017 (published Sep 2019)

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.

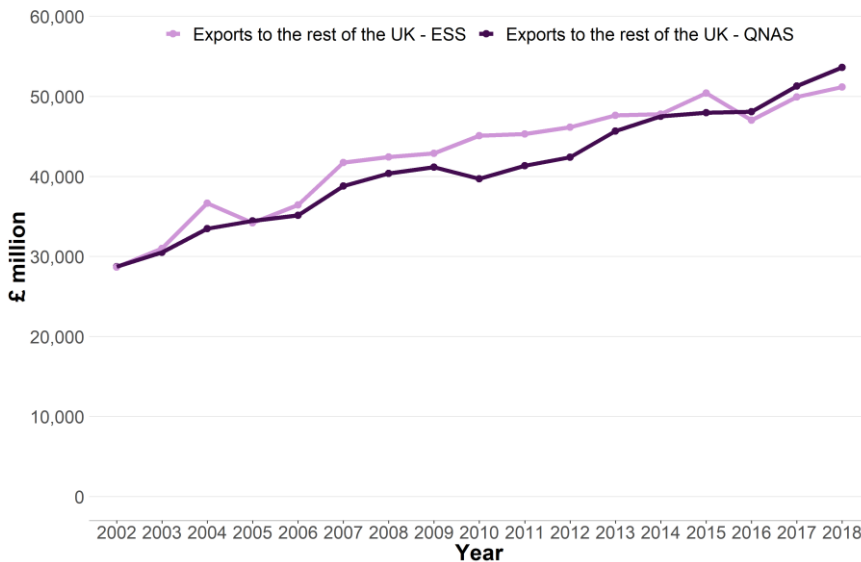
The ESS estimates are a key data source for the Scottish Government's national accounts statistics, but need to be adjusted to meet the conceptual definitions of ESA10. This process includes converting the ESS data from results by industry at basic prices to results by product type (CPA 2008) at purchaser 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:
[https://www.gov.scot/collections/economy-statistics/#gdpquarterlynationalaccounts,scotland\(qnas\)](https://www.gov.scot/collections/economy-statistics/#gdpquarterlynationalaccounts,scotland(qnas))

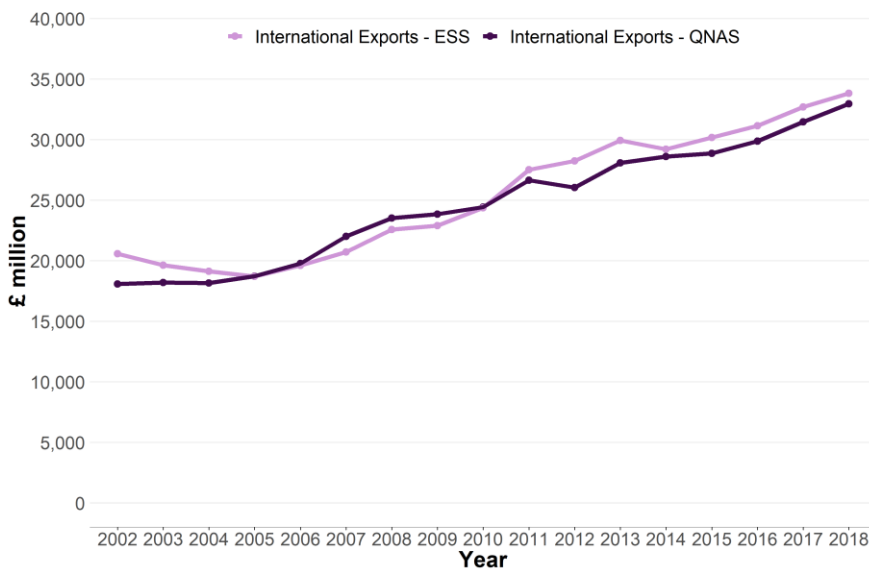
Figure 9: Exports to the Rest of the UK: Quarterly National Accounts and Export Statistics Scotland, 2002-2018



These adjustments result in the rest of the UK exports in the national accounts statistics appearing lower than in ESS although this is not the case in recent years, when the figures in the national accounts have been higher than the ESS values. However they generally follow a similar trend over time.

Source: Export Statistics Scotland 2018 and Quarterly National Accounts Q3 2019

Figure 10: International Exports: Quarterly National Accounts and Export Statistics Scotland, 2002-2018



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.

Source: Export Statistics Scotland 2018 and Quarterly National Accounts Q3 2019

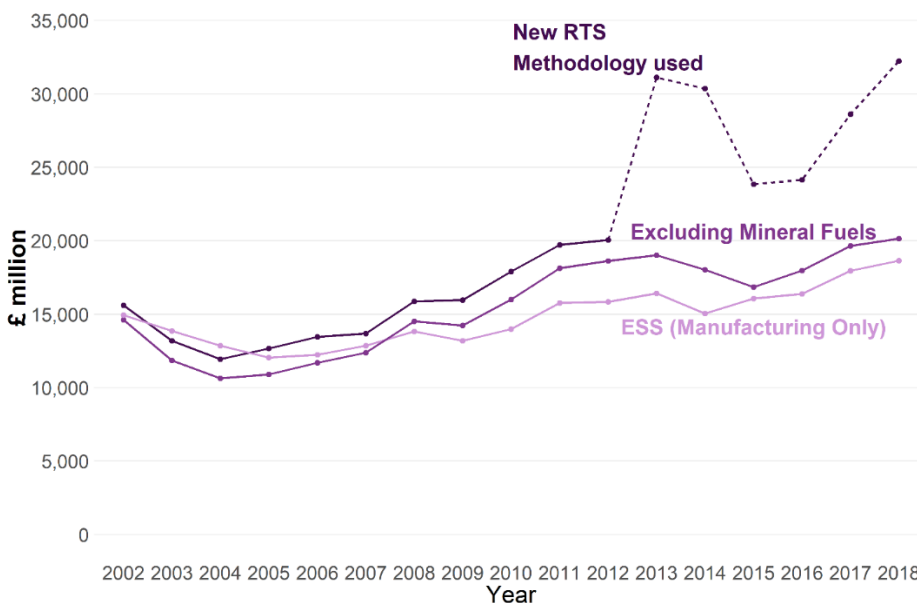
Comparison with HMRC

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 updated RTS methodology is available on their website: <https://www.uktradeinfo.com/Statistics/OverseasTradeStatistics/AboutOverseasTradeStatistics/Pages/PoliciesandMethodologies.aspx>

Figure 11: HMRC Regional Trade Statistics for Scotland, 2002-2018



Source: HMRC Regional Trade Statistics

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 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 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. This year we used an online system for the survey, with some paper surveys also sent.

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 15 below.

Table 15: 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 6,500 businesses operating in Scotland were invited to participate in this voluntary survey, and responses (including nil responses) were received from around 1,595 companies.</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: http://www.ons.gov.uk/ons/about-ons/products-and-services/idbr/index.html.</p>	ONS
Service sector international exports	International Trade in Services Survey	<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. The most recent estimates for 2017 were used in 2018: https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/bulletins/internationaltradeinservices/2017</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> <p>http://www.ons.gov.uk/ons/about-ons/get-involved/taking-part-in-a-survey/information-for-businesses/a-to-z-of-business-surveys/monthly-business-survey--production-and-services-/index.html</p>	ONS

International export values for SIC 11.01 Distilling, rectifying and blending of spirits	HMRC Overseas Trade Statistics	<p>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 have also included 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.</p> <p>https://www.uktradeinfo.com/Statistics/OverseasTradeStatistics/Pages/OTS.aspx</p>	HMRC
International export values for SIC 11.05 Manufacture of beer	HMRC Overseas Trade Statistics	<p>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. This is an update to our methodology for 2018 and has also been applied retrospectively to the 2002 to 2017 series.</p> <p>https://www.uktradeinfo.com/Statistics/OverseasTradeStatistics/Pages/OTS.aspx</p>	HMRC
International and rest of the UK export values for SIC 03.11 Marine fishing	Scottish Sea Fisheries Statistics	<p>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:</p> <p>http://www2.gov.scot/Topics/Statistics/Browse/Agriculture-Fisheries/PubFisheries</p>	SG
Turnover and international/rest of the UK export values for SIC 85.4 Higher education	Higher Education Institution annual reports	<p>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.</p>	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 2017/18 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 2018 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-2019-special-feature-article-electricity-generation-and-supply-figures-for-scotland-wales-northern-ireland-and-england-2</p>	BEIS

Timescale for data collection

Timescales for Global Connections Survey data collection and processing 2018

The Export Statistics Scotland is produced in the following timescales:

Table 16: Export Statistics Scotland Timetable

Date	Task
Dec 2018	Receipt of IDBR for 2018 extract from ONS.
Jan 2019	Global Connections Survey 2017 published
Jan 2019	Publication of International Trade in Services Information
Feb 2019	Publication of 2018 HMRC Overseas Trading Statistics
Feb 2019	SG receipt of ONS Monthly Business Survey data
Jan 2019	Publication of HESA 2018 Student Numbers
Feb-Apr 2019	Global Connections Survey 2018 sampling and development of survey material
Jun 2019	Invitations start for 2018 Global Connections Survey (online survey)
Aug 2019	Further invitations for the 2018 Global Connections Survey
Aug-Nov 2019	Further email contact with businesses
Oct 2019	Receipt of Scottish Government Banking Information
Oct 2019	Mail data collection closes
Sep 2019	Publication of Marine Scotland Information
Sep-Jan 2019	Quality assurance of data and preparation of publication
Dec 2019	Receipt of BEIS energy data
Jan 2020	Publication of Export Statistics Scotland 2018

Further details on the methodology and data sources is available on the ESS website:

<https://www.gov.scot/publications/about-export-statistics-Scotland>

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 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'.

This year's publication includes an [annex](#) showing Scotland's estimated international and rest of the UK exports if exports of oil and gas are included in the totals. These statistics are classed as experimental which means the methodology is still under development. This additional information has been included to help meet a growing user need and has been updated annually since February 2018 as part of the [Scottish National Accounts Programme](#).

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 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

Over all sectors, the response rate to the Global Connection Survey was 17%. This is based on completed returns only. SIC 1-3 'Agriculture, Forestry and Fishing' had the highest response rate at 34% whereas SIC 'Manufacture of transport equipment' and 'Financial and insurance activities' had the lowest at 9%. 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

Due to new information provided by companies in the 2018 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 2018 results are provisional, and are likely to be revised in the future as improved information becomes available.

Note also that in 2018, we have added new HMRC data to improve our estimates of exports from SIC 11.05 Manufacture of beer. Previously this was only based on data on survey returns. However to improve the accuracy of the estimates for this sector, additional HMRC data on exports of beer have been included. The data has been applied to all years, resulting in an increased revision of the series. Although, including this data has a negligible impact on the overall trend.

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. The 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](#)^[1]. 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 of completing the GCS survey. A total of 993 respondents provided this information. Time information was more frequently provided compared with information on cost.

[1] <https://www.gov.scot/publications/gdp-quarterly-national-accounts-for-scotland-2019-q3>

Of those who provided length of time, 83% reported it took less than or equal to 1 hour to complete the form. The maximum time reported was 22 hours and the median was 30 minutes.

Of those respondents who provided a cost, 71% 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, approximately two-thirds reported a cost to their business of less than or equal to an hourly rate of £90/hour to complete the form. The median cost rate to the respondents business was £50/hour to complete.

Calculating the average cost based on the hourly rate for those respondents providing both cost and time (£104) 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 £79,997.

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 17: Respondent Burden

	Number of responses	Minimum	Maximum	Average	Median	Total
Cost (£s)	690	1	1,000	71	35	48,907
Time (minutes)	879	1	1,330	53	30	46,152
Average cost (£ per hour)	574	1	1,800	104	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/2018>

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 in is used in National Indicator to “Increase exports”. Further information on this can be found on the Scotland Performs website:

<https://nationalperformance.gov.scot/measuring-progress/national-indicator-performance>.

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.

To accompany this, the [Export Performance Monitor](#) was also published. It is based on the existing export data from ESS but presented with the aim to be more accessible and user friendly. By using new 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.

‘A Trading Nation’ also included an ambitious target of growing Scotland’s international exports from 20% to 25% of GDP over ten years. 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.

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 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:

tbc

Annex A: Inclusion of Oil and Gas (Experimental Statistics)

Background

This publication reports exports from the perspective of Scotland's onshore economy, in the same way that growth is reported in the Scottish Government's Gross Domestic Product publications. Therefore it does not include any exports of oil and gas extracted from the UK continental shelf, and includes sales from onshore supply chain companies to offshore producers as part of exports to the rest of the UK.

In recent years the Scottish Government has developed alternative estimates of Scottish trade which account for offshore oil and gas extraction in Scottish waters and the supply chain links with the onshore economy. These statistics use the Scottish Adjacent Waters boundary, which has been adopted by the Scottish Government, HMRC and ONS in the production of some economic, trade and public sector finance statistics for Scotland: for example, HMRC Regional Trade Statistics include exports from oil platforms within this boundary as being from Scotland.

The latest results available are for 2018 and can be accessed [here](#)³. All estimates are designated as **experimental statistics**, which are defined as new official statistics undergoing development and testing.

Key Findings

Key findings in the latest estimates include:

- In 2018, the value of oil and gas extracted and exported from Scottish waters is estimated at £24.5 billion. Of this, £8.5 billion was directly to the rest of the world (international) and £16 billion to the rest of the UK. Some exports to the rest of the UK will subsequently be re-exported internationally.
- Supply chain sales between onshore and offshore parts of the Scottish economy are estimated to be £2.7 billion. These are sales which are counted as exports to the rest of the UK in the figures published in Export Statistics Scotland.
- Taken together and accounting for the supply chain sales, Scotland's total international and rest of the UK exports to including offshore oil and gas, are

³ <https://www.gov.scot/publications/scottish-national-accounts-programme-whole-of-scotland-economic-accounts-project>

estimated to have been worth £108.4 billion in 2018. This increased sharply from £97.6 billion in 2017 due to an increase in global oil prices.

Table A1: Estimated Value of Scotland's Exports in 2018 (inc. Oil and Gas)

Export Destination	Value of Exports in 2018	Change since 2017	% Change since 2017
International	£41.4 billion	↑ £3.1 billion	+8.1%
Rest of the UK	£67.0 billion	↑ £7.7 billion	+12.9%
Total (Int + RUK)	£108.4 billion	↑ £10.8 billion	+11.0%

Source: Whole of Scotland Economic Accounts Project
Estimates are still provisional at this stage.

Further information on the methodology used to estimate the inclusion of oil and gas in Scotland's export figures can be found here:

<https://www.gov.scot/publications/scottish-national-accounts-programme-whole-of-scotland-economic-accounts-project>

Feedback

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

Annex B: More Detailed Tables

Table B1: Total International Exports by Industry (£ million), 2017-2018

SIC 2007 Division		2017	2018	2017 - 2018 Change	2017 - 2018 % Change	2018 % of all	2018 Rank
Total International Exports		32,705	33,830	1,125	3.4	100.0	
01-03	Agriculture, forestry and fishing	550	650	100	18.1	1.9	17
05-09	Mining and quarrying	1,730	1,945	220	12.6	5.8	5
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	5,925	6,345	420	7.1	18.8	1
13-15	Textiles, wearing apparel, leather and related products	325	360	35	10.1	1.1	20
16-18	Wood and paper products; and printing	325	340	15	3.8	1.0	21
19-20	Coke, refined petroleum and chemical products	3,845	4,000	160	4.1	11.8	2
21	Basic pharmaceutical products and their products	425	415	-10	-2.2	1.2	18
22-23	Rubber, plastic and other non-metallic mineral products	785	830	40	5.3	2.4	13
24-25	Basic metals and fabricated metal products, except machinery	910	765	-150	-16.3	2.3	15
26	Computer, electronic and optical products	1,760	1,780	20	1.2	5.3	7
27	Electrical equipment	260	240	-20	-7.5	0.7	23
28	Machinery and equipment n.e.c	1,150	1,295	145	12.8	3.8	10
29-30	Transport equipment	1,580	1,405	-170	-10.9	4.2	9
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	665	870	205	30.7	2.6	12
Total Manufacturing		17,960	18,655	690	3.8	55.1	
35-39	Utilities	235	260	25	10.7	0.8	22
41-43	Construction	140	150	10	7.9	0.4	24
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	1,900	1,860	-40	-2.2	5.5	6
49-53	Transportation and storage	1,100	1,110	10	1.1	3.3	11
55-56	Accommodation and food service activities	320	395	75	23.5	1.2	19
58-63	Information and communication	1,470	1,485	15	1.2	4.4	8
64-66	Financial and insurance activities	2,075	2,165	95	4.5	6.4	4
68	Real estate activities	75	80	10	10.6	0.2	26
69-75	Professional, scientific and technical activities	3,515	3,395	-120	-3.4	10.0	3
77-82	Administrative and support service activities	700	730	30	3.9	2.2	16
85	Education	780	805	25	2.9	2.4	14
86-88, 90-99	Other Services ²	160	145	-15	-9.7	0.4	25
Total Services		12,095	12,175	80	0.7	36.0	

Source: Export Statistics Scotland 2018

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 as well as arts, entertainment and recreation.
3. Industry groupings are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest £5 million. All calculations based on unrounded data.
5. Excludes the value of oil and gas extracted from the UK Continental Shelf.
6. The additional Excel tables published online show the full time series, 2002 to 2018:

<https://www.gov.scot/publications/export-stats-scotland-2018>

Table B2: Total EU Exports by Industry (£ million), 2017-2018

SIC 2007 Division		2017	2018	2017 - 2018 Change	2017 - 2018 % Change	2018 % of all	2018 Rank
Total EU Exports		15,455	16,150	695	4.5	100.0	
01-03	Agriculture, forestry and fishing	305	350	50	15.7	2.2	12
05-09	Mining and quarrying	485	590	105	22.1	3.7	9
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	2,245	2,325	80	3.7	14.4	2
13-15	Textiles, wearing apparel, leather and related products	205	230	25	12.8	1.4	18
16-18	Wood and paper products; and printing	205	220	15	7.3	1.3	19
19-20	Coke, refined petroleum and chemical products	3,275	3,445	170	5.2	21.3	1
21	Basic pharmaceutical products and their products	300	310	10	3.1	1.9	13
22-23	Rubber, plastic and other non-metallic mineral products	545	570	25	4.7	3.5	10
24-25	Basic metals and fabricated metal products, except machinery	255	290	35	14.6	1.8	14
26	Computer, electronic and optical products	1,030	1,155	125	12.0	7.1	4
27	Electrical equipment	145	150	5	2.7	0.9	23
28	Machinery and equipment n.e.c	605	695	90	14.7	4.3	8
29-30	Transport equipment	340	290	-50	-14.3	1.8	15
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	225	205	-20	-8.2	1.3	20
Total Manufacturing		9,370	9,885	515	5.5	61.2	
35-39	Utilities	120	155	35	28.9	1.0	22
41-43	Construction	85	90	5	7.8	0.6	24
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	1,145	1,160	15	1.5	7.2	3
49-53	Transportation and storage	765	725	-40	-5.4	4.5	7
55-56	Accommodation and food service activities	165	195	35	20.7	1.2	21
58-63	Information and communication	465	385	-85	-17.7	2.4	11
64-66	Financial and insurance activities	750	830	80	11.0	5.1	6
68	Real estate activities	15	25	10	83.9	0.1	26
69-75	Professional, scientific and technical activities	1,180	1,155	-25	-2.2	7.1	5
77-82	Administrative and support service activities	250	250	5	1.5	1.6	17
85	Education	285	290	5	1.9	1.8	16
86-88, 90-99	Other Services ²	80	60	-20	-23.5	0.4	25
Total Services		5,090	5,075	-15	-0.3	31.4	

Source: Export Statistics Scotland 2018

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 as well as arts, entertainment and recreation.
3. Industry groupings are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest £5 million. All calculations based on unrounded data.
5. Excludes the value of oil and gas extracted from the UK Continental Shelf.
6. The additional Excel tables published online show the full time series, 2002 to 2018:
<https://www.gov.scot/publications/export-stats-scotland-2018>

Table B3: Total Non-EU Exports by Industry (£ million), 2017-2018

SIC 2007 Division		2017	2018	2017 - 2018 Change	2017 - 2018 % Change	2018 % of all	2018 Rank
Total Non-EU Exports		17,250	17,675	425	2.5	100.0	
01-03	Agriculture, forestry and fishing	245	300	50	21.2	1.7	16
05-09	Mining and quarrying	1,245	1,355	110	9.0	7.7	3
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	3,680	4,020	340	9.2	22.7	1
13-15	Textiles, wearing apparel, leather and related products	120	130	5	5.5	0.7	19
16-18	Wood and paper products; and printing	125	120	0	-1.9	0.7	20
19-20	Coke, refined petroleum and chemical products	565	560	-10	-1.7	3.2	11
21	Basic pharmaceutical products and their products	130	110	-20	-14.5	0.6	21
22-23	Rubber, plastic and other non-metallic mineral products	240	260	15	6.5	1.5	17
24-25	Basic metals and fabricated metal products, except machinery	660	470	-185	-28.3	2.7	14
26	Computer, electronic and optical products	730	625	-105	-14.1	3.5	9
27	Electrical equipment	115	90	-25	-20.4	0.5	23
28	Machinery and equipment n.e.c	545	600	60	10.7	3.4	10
29-30	Transport equipment	1,240	1,115	-125	-9.9	6.3	5
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	440	665	225	50.5	3.8	8
Total Manufacturing		8,590	8,770	175	2.1	49.6	
35-39	Utilities	110	100	-10	-9.4	0.6	22
41-43	Construction	55	60	5	8.1	0.3	25
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	755	700	-60	-7.7	4.0	7
49-53	Transportation and storage	335	385	55	16.0	2.2	15
55-56	Accommodation and food service activities	160	200	40	26.3	1.1	18
58-63	Information and communication	1,005	1,105	100	9.9	6.2	6
64-66	Financial and insurance activities	1,325	1,335	10	0.9	7.6	4
68	Real estate activities	60	55	-5	-5.0	0.3	26
69-75	Professional, scientific and technical activities	2,335	2,240	-95	-4.0	12.7	2
77-82	Administrative and support service activities	455	475	25	5.3	2.7	13
85	Education	500	515	15	2.9	2.9	12
86-88, 90-99	Other Services ²	80	85	5	3.9	0.5	24
Total Services		7,000	7,095	90	1.3	40.1	

Source: Export Statistics Scotland 2018

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 as well as arts, entertainment and recreation.
3. Industry groupings are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest £5 million. All calculations based on unrounded data.
5. Excludes the value of oil and gas extracted from the UK Continental Shelf.
6. The additional Excel tables published online show the full time series, 2002 to 2018:

<https://www.gov.scot/publications/export-stats-scotland-2018>

Table B4: Rest of the UK Exports by Industry (£ million), 2017-2018

SIC 2007 Division		2017	2018	2017 - 2018 Change	2017 - 2018 % Change	2018 % of all	2018 Rank
Total Rest of UK Exports		49,950	51,190	1,240	2.5	100.0	
01-03	Agriculture, forestry and fishing	810	855	45	5.4	1.7	14
05-09	Mining and quarrying	2,250	2,145	-100	-4.5	4.2	9
Manufacturing							
Manufacture of...							
10-12	Food products, beverages and tobacco products	3,735	3,750	15	0.5	7.3	5
13-15	Textiles, wearing apparel, leather and related products	270	305	35	12.3	0.6	23
16-18	Wood and paper products; and printing	710	855	145	20.7	1.7	13
19-20	Coke, refined petroleum and chemical products	1,560	1,810	255	16.3	3.5	10
21	Basic pharmaceutical products and their products	110	155	45	39.4	0.3	25
22-23	Rubber, plastic and other non-metallic mineral products	510	525	15	3.2	1.0	20
24-25	Basic metals and fabricated metal products, except machinery	685	835	150	22.0	1.6	16
26	Computer, electronic and optical products	820	850	30	3.6	1.7	15
27	Electrical equipment	70	80	10	14.3	0.2	26
28	Machinery and equipment n.e.c	475	510	35	7.7	1.0	21
29-30	Transport equipment	1,125	1,050	-75	-6.6	2.0	12
31-33	Furniture, other manufacturing; repair and installation of machinery and equipment	635	610	-25	-3.9	1.2	18
Total Manufacturing		10,700	11,335	640	6.0	22.1	
35-39	Utilities	5,120	5,540	415	8.1	10.8	3
41-43	Construction	1,815	1,695	-120	-6.6	3.3	11
Services							
45-47	Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	6,685	6,440	-245	-3.7	12.6	2
49-53	Transportation and storage	2,195	2,455	255	11.7	4.8	6
55-56	Accommodation and food service activities	590	680	90	15.1	1.3	17
58-63	Information and communication	2,530	2,360	-170	-6.8	4.6	7
64-66	Financial and insurance activities	9,585	10,500	915	9.6	20.5	1
68	Real estate activities	185	225	45	24.2	0.4	24
69-75	Professional, scientific and technical activities	4,275	3,785	-495	-11.6	7.4	4
77-82	Administrative and support service activities	2,360	2,165	-195	-8.3	4.2	8
85	Education	520	585	65	12.3	1.1	19
86-88, 90-99	Other Services ²	330	430	100	30.4	0.8	22
Total Services		29,260	29,620	360	1.2	57.9	

Source: Export Statistics Scotland 2018

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 as well as arts, entertainment and recreation.
3. Industry groupings are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest £5 million. All calculations based on unrounded data.
5. Excludes the value of oil and gas extracted from the UK Continental Shelf.
6. The additional Excel tables published online show the full time series, 2002 to 2018:
<https://www.gov.scot/publications/export-stats-scotland-2018>

Table B5: Total Exports (Rest of the UK and International) by Industry (£ million), 2017-2018

SIC 2007 Division	2017	2018	2017 - 2018 Change	2017 - 2018 % Change	2018 % of all	2018 Rank
Total Rest of the UK and International Exports	82,655	85,020	2,365	2.9	100.0	
01-03 Agriculture, forestry and fishing	1,360	1,500	145	10.5	1.8	16
05-09 Mining and quarrying	3,975	4,095	120	3.0	4.8	7
Manufacturing						
Manufacture of...						
10-12 Food products, beverages and tobacco products	9,655	10,095	440	4.5	11.9	2
13-15 Textiles, wearing apparel, leather and related products	600	665	65	11.1	0.8	22
16-18 Wood and paper products; and printing	1,035	1,195	160	15.3	1.4	20
19-20 Coke, refined petroleum and chemical products	5,400	5,815	415	7.7	6.8	5
21 Basic pharmaceutical products and their products	535	570	35	6.3	0.7	24
22-23 Rubber, plastic and other non-metallic mineral products	1,295	1,355	60	4.5	1.6	19
24-25 Basic metals and fabricated metal products, except machinery	1,595	1,600	0	0.1	1.9	15
26 Computer, electronic and optical products	2,585	2,635	50	1.9	3.1	11
27 Electrical equipment	330	320	-10	-2.9	0.4	25
28 Machinery and equipment n.e.c	1,625	1,810	185	11.3	2.1	14
29-30 Transport equipment	2,700	2,455	-245	-9.1	2.9	12
31-33 Furniture, other manufacturing; repair and installation of machinery and equipment	1,300	1,480	180	13.8	1.7	17
Total Manufacturing	28,660	29,990	1,330	4.6	35.3	
35-39 Utilities	5,355	5,795	440	8.2	6.8	6
41-43 Construction	1,955	1,845	-110	-5.6	2.2	13
Services						
45-47 Wholesale ¹ , retail trade; repair of motor vehicles and motorcycles	8,585	8,295	-290	-3.4	9.8	3
49-53 Transportation and storage	3,295	3,565	270	8.2	4.2	9
55-56 Accommodation and food service activities	910	1,075	165	18.1	1.3	21
58-63 Information and communication	4,000	3,845	-155	-3.9	4.5	8
64-66 Financial and insurance activities	11,655	12,665	1,010	8.7	14.9	1
68 Real estate activities	255	305	50	20.3	0.4	26
69-75 Professional, scientific and technical activities	7,790	7,175	-615	-7.9	8.4	4
77-82 Administrative and support service activities	3,060	2,895	-170	-5.5	3.4	10
85 Education	1,300	1,390	85	6.7	1.6	18
86-88, 90-99 Other Services ²	490	575	85	17.2	0.7	23
Total Services	41,350	41,795	440	1.1	49.2	

Source: Export Statistics Scotland 2018

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 as well as arts, entertainment and recreation.
3. Industry groupings are based on the Industrial Classification of the reporting company.
4. Figures rounded to the nearest £5 million. All calculations based on unrounded data.
5. Excludes the value of oil and gas extracted from the UK Continental Shelf.
6. The additional Excel tables published online show the full time series, 2002 to 2018:

<https://www.gov.scot/publications/export-stats-scotland-2018>

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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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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