Trade by Enterprise Characteristics (TEC)
Background

The main objective of the Trade in Goods Statistics by Enterprise Characteristics (TEC) is to bridge two major statistical domains which have traditionally been compiled and used separately, Business Statistics and International Trade in Goods Statistics.
Background

It helps to identify the:

• Trade on goods between countries from the viewpoint of the enterprises
• Kind of business are behind trade flows of goods
• Contribution of a particular activity on trade flows
• Share of small enterprises that trade with a specific partner country
### Relevant topics in the TEC statistics

**Some examples of the TEC databases:**

<table>
<thead>
<tr>
<th>Topic</th>
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<tbody>
<tr>
<td>Trade by size classes and detailed economic sector</td>
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<tr>
<td>Trade by top enterprises and economic sector</td>
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<tr>
<td>Trade by partner zones and countries and economic sector</td>
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<tr>
<td>Trade by the number of partner countries and economic sector</td>
</tr>
<tr>
<td>Trade by commodities groups and by detailed economic sector</td>
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</tbody>
</table>

[OCDE](https://www.oecd.org/sdd/its/trade-by-enterprise-characteristics.htm)
Profile of Manufacturing Exports Enterprises of Mexico
Main goal

The Profile of Manufacturing Exports Enterprises Project aims to provide information on the characteristics of manufacturing enterprises involved in export and import activities, with the purpose of contributing to the analysis of the effects of international trade on the production and employment in Mexico.
Specific goals

• Strengthen the statistical infrastructure with a deep view of manufacturing activities related to external sector

• Give information on the export and import proclivity of enterprises

• Assess the effects of international merchandise trade in domestic production and employment
Specific goals

• Support to policy makers with more robust information on Mexican foreign trade by the manufacturing enterprise characteristics

• Provide basic statistics for the measurement on Value Added of Global Manufacturing Export in the framework of national accounts
Observation unit

The observation unit is the enterprise, i.e., the group of establishments which share the same business name; the information on these establishments is contained in Statistical Business Register of Mexico (SBR), associated to a common identifier.
Data collection

- International Merchandise Trade Statistics of Mexico (Customs Records)
- Economic Censuses
- Annual Survey of Manufacturing Industries
- Statistics of the Program of Manufacturing, Maquiladora and Export Services Industry (IMMEX)
Integration of information

Once the information has been linked, INEGI integrates the information from the Annual Survey of Manufacturing Industries and the IMMEX Program in order to increase coverage.

For this study, an annual series for the time period 2007-2018 was constructed for companies, taking into account data from both the Economic Censuses and the Annual Survey of Manufacturing Industries.
Linkage among customs records, Economic Censuses and Economic Surveys

Characterization of enterprises who trade with other countries
Validation

Validation of Information was carried out on two levels:

1) Validation at company level. The following processes were carried out; a) it was verified that, in effect, all the establishments from a multi-establishment company shared the same business name, b) reported production and employment values were reviewed, as well as their historical evolution, and c) a detailed follow-up of the inputs and outputs in the Profile’s universe of study was carried out.

2) Validation at the aggregate level. The trends of strata by number of employees, by production level and by economic activity subsectors were analyzed, and comparisons with other statistical projects were established.
Some results
Manufacturing enterprises by exporting and importing status
2014-2018

Exporting: 418
Importing: 927
Exporting and importing: 5,460
6,805 Enterprises
Enterprises with outward orientation

- Sales of products abroad
- Purchases of raw materials and other from abroad
- All manufacturing enterprises with IMMEX Program

Enterprises accomplishing at least one of these three conditions are part of the subset with outward orientation
Distribution of manufacturing enterprises and their value of trade by size according to number of employees, 2018

- Total enterprises: 6,908
- Trade: 671.5 billions of dollars

- Small: 1 to 50 employees (24%)
- Medium: 51 to 250 employees (39%)
- Large: 251 to 500 employees (17%)
- Macro: More than 500 employees (20%)

Profile of Manufacturing Exports Enterprises of Mexico
Average value of export and import by size of manufacturing enterprises, 2018

<table>
<thead>
<tr>
<th>Size of enterprise (Number of employees)</th>
<th>Million US dollars</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Exports</td>
<td>Imports</td>
<td></td>
</tr>
<tr>
<td>1 to 50</td>
<td>1.2</td>
<td>2.7</td>
<td></td>
</tr>
<tr>
<td>51 to 250</td>
<td>5.6</td>
<td>7.2</td>
<td></td>
</tr>
<tr>
<td>251 to 500</td>
<td>15.4</td>
<td>19.4</td>
<td></td>
</tr>
<tr>
<td>More than 500</td>
<td>194.7</td>
<td>163.7</td>
<td></td>
</tr>
</tbody>
</table>
Share of exports in the production of manufacturing enterprises, according to number of employees, 2018

- Small: 31.0%
- Medium: 37.8%
- Large: 35.0%
- Macro: 70.7%
Distribution of exports of manufacturing enterprises with more than 500 employees by main destination countries, 2018

- United States: 84%
- Canada: 4%
- Germany: 2%
- Brazil: 1%
- Rest of countries: 9%
Distribution of exports of manufacturing enterprises with more than 500 employees by main activities, 2018

- Transport equipment: 49%
- Computo equipment: 19%
- Electrical appliances and accessories: 6%
- Machinery and equipment: 5%
- Other activities: 21%

INEGI
Profile of Manufacturing Exports Enterprises of Mexico
Conclusions and the way forward

1. In countries where there is no public unique identifier key for each economic unit, it is a challenging task to link information from different sources. However, by using SBR as a bridge between internal and external sources relative to INEGI, problem complexity reduction is achieved.

2. Linking different sources allows obtaining new information that helps to have more evidence for better informed decision-making, in this case on the effects of international trade on the production and employment in Mexico.

3. INEGI is carrying out the inclusion of new activities in the linkage between the SBR and structural business statistics (provided by economic surveys program) as wholesale and retail trade.
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