#4 Digital Trade

Conceptual Framework – As discussed at Inter-agency Task Force on ITS Expert Group on Digital Trade (Oct 2019)

Markie Muryawan
United Nations Statistics Division
© 2019
MOTIVATION

MARKET ACCESS  TRADE FACILITATION  DEVELOPMENT IMPACT  COMPETITION  DATA FLOW
DIGITAL TRADE is

“all trade that is digitally ordered and/or digitally delivered”

(a statistical definition of digital trade which is based on the nature of the transaction, and NOT on the nature of the product that is traded)
THE CONCEPTUAL FRAMEWORK FOR DIGITAL TRADE

**Scope (Where):**
- Included in conventional trade statistics
- Not included

**Nature (How):**
- Digitally ordered
- Digitally delivered

**Product (What):**
- Goods
  - ICT goods, digitally ordered
  - Other goods, digitally ordered
- Services
  - Digitally ordered services, not digitally delivered
  - Via platforms
  - Other digitally ordered
  - Not digitally ordered
  - Information/data

**Actors (Who):**
- Corporations
- Government
- Households
- NPISH

**Digitally intermediary platform enabled**
Provided very broad definition: “... goods ... move across country borders ... result of transactions ... by electronic means)

Recognized the challenges in data collection

Encouraged countries to develop over time the necessary data-collection and/or estimation procedures
DATA GAPS (1)

- We have some data on e-commerce
  - But very limited information on what is cross-border
DATA GAPS (2)

- We have good statistics on cross-border merchandise trade
  - But we cannot distinguish what is the result of e-commerce and find out who are the actors
Net recording

Digital Intermediary Platform

Intermediation fee
(trade-related service)

Buyer

Seller

Product/service

Role of Digital Intermediary Platforms (DIPS)
(Digital) Transaction between Institutional Sectors

- Business-to-Business’ (B2B) (broadly corporation to corporation)
- ‘Business-to-Consumer’ (broadly corporation to household) (B2C)
- and ‘Business -to-Government (corporation to government).

- Further, special interest institutional sectors such as SME should be identified separately
THANK YOU