

Table 1 Analysis of activities of exports of services relating to offshore trade against re-exports of goods, 2006 – 2007

| Type of economic activities | Year | Value of goods involved | | Gross margin/ Commission | | Rate of gross margin/ Commission rate/ Rate of re-export margin (%) |
|---|-------------|-------------------------------|------------------------------|-----------------------------|------------------------------|--|
| | | HK\$ million | Year-on- year % change | HK\$ million | Year-on- year % change | |
| Activities of exports of services relating to offshore trade | 2006 | 2,346,470 [†] | 12.4 | 165,749 | 11.2 | - |
| | 2007 | 2,658,938 [†] | 13.3 | 185,959 | 12.2 | - |
| Merchanting | 2006 | 1,781,676 | 16.5 | 143,495 | 11.6 | 8.1 |
| | 2007 | 2,072,686 | 16.3 | 161,326 | 12.4 | 7.8 |
| Merchandising for offshore transactions | 2006 | 564,794 [†] | 1.2 | 22,255 | 8.8 | 3.9 |
| | 2007 | 586,252 [†] | 3.8 | 24,633 | 10.7 | 4.2 |
| Re-exports of goods | 2006 | 2,326,500 | 10.0 | - | - | 17.0 |
| | 2007 | 2,578,392 | 10.8 | - | - | 17.1 |

- Notes :
1. Offshore trade covers only the offshore trade undertaken by establishments operating in Hong Kong, but not that by their affiliated companies located outside Hong Kong.
 2. The sum of individual items may not tally with the corresponding total shown in the table because of rounding.
 3. "Rate of gross margin" refers to the gross margin from merchanting expressed as a percentage of the sales value of goods involved, while "commission rate" is the commission from merchandising for offshore transactions expressed as a percentage of the sales value of goods involved. "Rate of re-export margin" is defined as the re-export margin expressed as a percentage of the value of re-exports.
- [†] Figures on sales value of goods involved in merchandising for offshore transactions are mainly estimated on the basis of average commission rate as reported by the service providers and should thus be interpreted with caution.
- Denotes "not applicable".

Table 2 Analysis of exports of services relating to offshore trade by main destination of exports of services, 2006 – 2007

| Destination | Year | Gross margin from merchanting | | | Commission from merchandising for offshore transactions | | | Total | | |
|-----------------------------|-------------|----------------------------------|--------------|------------------------------|---|--------------|------------------------------|----------------|--------------|------------------------------|
| | | HK\$ million | Share (%) | Year-on- year % change | HK\$ million | Share (%) | Year-on- year % change | HK\$ million | Share (%) | Year-on- year % change |
| | | | | | | | | | | |
| United States of America | 2006 | 34,309 | 23.9 | 19.8 | 10,586 | 47.6 | 10.9 | 44,895 | 27.1 | 17.6 |
| | 2007 | 39,142 | 24.3 | 14.1 | 10,026 | 40.7 | -5.3 | 49,168 | 26.4 | 9.5 |
| The mainland of China | 2006 | 44,080 | 30.7 | 5.5 | 1,479 | 6.6 | 11.5 | 45,559 | 27.5 | 5.7 |
| | 2007 | 47,413 | 29.4 | 7.6 | 1,577 | 6.4 | 6.6 | 48,990 | 26.3 | 7.5 |
| United Kingdom | 2006 | 8,110 | 5.7 | 14.5 | 1,416 | 6.4 | -0.1 | 9,526 | 5.7 | 12.1 |
| | 2007 | 9,166 | 5.7 | 13.0 | 1,451 | 5.9 | 2.5 | 10,617 | 5.7 | 11.5 |
| Japan | 2006 | 8,886 | 6.2 | 5.9 | 751 | 3.4 | 16.8 | 9,637 | 5.8 | 6.7 |
| | 2007 | 9,730 | 6.0 | 9.5 | 771 | 3.1 | 2.7 | 10,501 | 5.6 | 9.0 |
| Germany | 2006 | 7,330 | 5.1 | 11.9 | 1,478 | 6.6 | 5.9 | 8,808 | 5.3 | 10.9 |
| | 2007 | 8,795 | 5.5 | 20.0 | 1,617 | 6.6 | 9.4 | 10,412 | 5.6 | 18.2 |
| Others | 2006 | 40,780 | 28.4 | 13.0 | 6,545 | 29.4 | 6.9 | 47,325 | 28.6 | 12.1 |
| | 2007 | 47,079 | 29.2 | 15.4 | 9,192 | 37.3 | 40.4 | 56,271 | 30.3 | 18.9 |
| All destinations | 2006 | 143,495 | 100.0 | 11.6 | 22,255 | 100.0 | 8.8 | 165,749 | 100.0 | 11.2 |
| | 2007 | 161,326 | 100.0 | 12.4 | 24,633 | 100.0 | 10.7 | 185,959 | 100.0 | 12.2 |

Note : The sum of individual items may not tally with the corresponding total shown in the table because of rounding.

Table 3 Analysis of merchanting by main destination of sales of goods involved in merchanting, 2006 – 2007

| Destination | Year | Sales value of goods involved in merchanting | | | Gross margin from merchanting | | | Rate of gross margin (%) |
|--------------------------|-------------|--|--------------|-----------------------|-------------------------------|--------------|-----------------------|--------------------------|
| | | HK\$ million | Share (%) | Year-on-year % change | HK\$ million | Share (%) | Year-on-year % change | |
| The mainland of China | 2006 | 644,071 | 36.1 | 9.9 | 44,080 | 30.7 | 5.5 | 6.8 |
| | 2007 | 699,790 | 33.8 | 8.7 | 47,413 | 29.4 | 7.6 | 6.8 |
| United States of America | 2006 | 343,217 | 19.3 | 28.9 | 34,309 | 23.9 | 19.8 | 10.0 |
| | 2007 | 393,828 | 19.0 | 14.7 | 39,142 | 24.3 | 14.1 | 9.9 |
| Japan | 2006 | 170,102 | 9.5 | 40.8 | 8,886 | 6.2 | 5.9 | 5.2 |
| | 2007 | 176,589 | 8.5 | 3.8 | 9,730 | 6.0 | 9.5 | 5.5 |
| United Kingdom | 2006 | 71,157 | 4.0 | -8.4 | 8,110 | 5.7 | 14.5 | 11.4 |
| | 2007 | 92,143 | 4.4 | 29.5 | 9,166 | 5.7 | 13.0 | 9.9 |
| Germany | 2006 | 52,753 | 3.0 | 20.8 | 7,330 | 5.1 | 11.9 | 13.9 |
| | 2007 | 86,047 | 4.2 | 63.1 | 8,795 | 5.5 | 20.0 | 10.2 |
| Others | 2006 | 500,376 | 28.1 | 15.1 | 40,780 | 28.4 | 13.0 | 8.1 |
| | 2007 | 624,290 | 30.1 | 24.8 | 47,079 | 29.2 | 15.4 | 7.5 |
| All destinations | 2006 | 1,781,676 | 100.0 | 16.5 | 143,495 | 100.0 | 11.6 | 8.1 |
| | 2007 | 2,072,686 | 100.0 | 16.3 | 161,326 | 100.0 | 12.4 | 7.8 |

Note : The sum of individual items may not tally with the corresponding total shown in the table because of rounding.