

Table 1 Analysis of activities of exports of services relating to offshore trade and re-exports of goods, 2008 – 2009

Type of economic activity	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	2008	3,362,819 †	26.5	204,053	9.7	-
	2009	2,931,156 †	-12.8	196,602	-3.7	-
Merchandising	2008	2,770,318	33.7	176,479	9.4	6.4
	2009	2,470,813	-10.8	171,491	-2.8	6.9
Merchandising for offshore transactions	2008	592,501 †	1.1	27,574	11.9	4.7
	2009	460,343 †	-22.3	25,111	-8.9	5.5
Re-exports of goods	2008	2,733,394	6.0	-	-	17.5
	2009	2,411,347	-11.8	-	-	16.9

- 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 merchandising 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 (not shown in the above table) expressed as a percentage of the value of re-exports.
- † Figures on sales value of goods involved in merchandising for offshore transactions are estimated indirectly 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 gross margin/commission earned from offshore trade by main destination of exports of services, 2008 – 2009

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	2008	42,881	24.3	9.6	10,766	39.0	7.4	53,647	26.3	9.1
	2009	45,612	26.6	6.4	9,461	37.7	-12.1	55,073	28.0	2.7
The mainland of China	2008	48,262	27.3	1.8	2,054	7.4	30.2	50,316	24.7	2.7
	2009	40,044	23.4	-17.0	1,517	6.0	-26.1	41,561	21.1	-17.4
United Kingdom	2008	11,305	6.4	23.3	1,550	5.6	6.8	12,855	6.3	21.1
	2009	10,818	6.3	-4.3	1,370	5.5	-11.6	12,188	6.2	-5.2
Japan	2008	9,461	5.4	-2.8	737	2.7	-4.4	10,198	5.0	-2.9
	2009	9,840	5.7	4.0	485	1.9	-34.2	10,325	5.3	1.2
Germany	2008	10,934	6.2	24.3	1,506	5.5	-6.9	12,440	6.1	19.5
	2009	8,490	5.0	-22.4	1,707	6.8	13.3	10,197	5.2	-18.0
Others	2008	53,636	30.4	13.9	10,962	39.8	19.3	64,598	31.7	14.8
	2009	56,687	33.1	5.7	10,572	42.1	-3.6	67,259	34.2	4.1
All destinations	2008	176,479	100.0	9.4	27,574	100.0	11.9	204,053	100.0	9.7
	2009	171,491	100.0	-2.8	25,111	100.0	-8.9	196,602	100.0	-3.7

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

Table 3 Analysis of merchating activities by main destination of sales of goods involved in merchating, 2008 – 2009

Destination	Year	Sales value of goods involved in merchating			Gross margin from merchating			Rate of gross margin (%)
		HK\$ million	Share (%)	Year-on-year % change	HK\$ million	Share (%)	Year-on-year % change	
The mainland of China	2008	1,125,098	40.6	60.8	48,262	27.3	1.8	4.3
	2009	966,637	39.1	-14.1	40,044	23.4	-17.0	4.1
United States of America	2008	454,075	16.4	15.3	42,881	24.3	9.6	9.4
	2009	393,245	15.9	-13.4	45,612	26.6	6.4	11.6
Singapore	2008	154,002	5.6	175.2	2,641	1.5	17.0	1.7
	2009	168,762	6.8	9.6	2,515	1.5	-4.8	1.5
Japan	2008	201,867	7.3	14.3	9,461	5.4	-2.8	4.7
	2009	166,571	6.7	-17.5	9,840	5.7	4.0	5.9
United Kingdom	2008	119,010	4.3	29.2	11,305	6.4	23.3	9.5
	2009	104,775	4.2	-12.0	10,818	6.3	-4.3	10.3
Others	2008	716,267	25.9	9.5	61,929	35.1	15.5	8.6
	2009	670,824	27.1	-6.3	62,662	36.5	1.2	9.3
All destinations	2008	2,770,318	100.0	33.7	176,479	100.0	9.4	6.4
	2009	2,470,813	100.0	-10.8	171,491	100.0	-2.8	6.9

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