

United Nations Conference on Trade and Development  
Division on Investment and Enterprise

# UNCTAD Training Manual on Statistics for FDI and the Operations of TNCs

**Volume II**

Statistics on the Operations  
of Transnational Corporations



United Nations  
New York and Geneva, 2009

# Note

As the focal point in the United Nations system for investment and technology, and building on 30 years of experience in these areas, the United Nations Conference on Trade and Development (UNCTAD), through its Division on Investment and Enterprise (DIAE), promotes understanding of key issues, particularly matters related to foreign direct investment and transfer of technology. DIAE also assists developing countries in attracting and benefiting from FDI and in building their productive capacities and international competitiveness. The emphasis is on an integrated policy approach to investment, technological capacity building and enterprise development.

The terms country/economy as used in this report also refer, as appropriate, to territories or areas; the designations employed and the presentation of the material do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries. In addition, the designations of country groups are intended solely for statistical or analytical convenience and do not necessarily express a judgement about the stage of development reached by a particular country or area in the development process. The major country groupings used in this report follow the classification of the United Nations Statistical Office. These are:

Developed countries: the member countries of the Organization for Economic Cooperation and Development (OECD) (other than Mexico, the Republic of Korea and Turkey), plus the new European Union member countries which are not OECD members (Bulgaria, Cyprus, Estonia, Latvia, Lithuania, Malta, Romania and Slovenia), plus Andorra, Israel, Liechtenstein, Monaco and San Marino.

Transition economies: South-East Europe and the Commonwealth of Independent States.

Developing economies: in general all economies not specified above. For statistical purposes, the data for China do not include those for Hong Kong Special Administrative Region (Hong Kong SAR), Macao Special Administrative Region (Macao SAR) and Taiwan Province of China.

Reference to companies and their activities should not be construed as an endorsement by UNCTAD of those companies or their activities.

The boundaries and names shown and designations used on the maps presented in this publication do not imply official endorsement or acceptance by the United Nations.

The following symbols have been used in the tables:

Two dots (..) indicate that data are not available or are not separately reported. Rows in tables have been omitted in those cases where no data are available for any of the elements in the row;

A dash (–) indicates that the item is equal to zero or its value is negligible;

A blank in a table indicates that the item is not applicable, unless otherwise indicated;

A slash (/) between dates representing years, e.g. 1994/95, indicates a financial year;

Use of an en dash (–) between dates representing years, e.g. 1994–1995, signifies the full period involved, including the beginning and end years;

Reference to “dollars” (\$) means United States dollars, unless otherwise indicated;

Annual rates of growth or change, unless otherwise stated, refer to annual compound rates;

Details and percentages in tables do not necessarily add up to totals because of rounding.

The material contained in this study may be freely quoted with appropriate acknowledgement.

Details and percentages in tables do not necessarily add to totals because of rounding.

The material contained in this study may be freely quoted with appropriate acknowledgement.

UNITED NATIONS PUBLICATION

Sales No. E.09.II.D.6

ISBN 978-92-1-112766-9

Copyright © United Nations, 2009

All rights reserved

Printed in Switzerland

# Preface

Many developing countries, including the least developed countries, have attracted only small amounts of foreign direct investment (FDI) despite their efforts at economic liberalization in an increasingly globalizing world. Moreover, FDI inflows are highly concentrated in a small number of countries. It is generally well known that the modest levels of, and disparity in, the distribution of FDI inflows, are due to factors such as a deficient regulatory framework, a poor business environment and opportunities, weak FDI policies and incentives, poor institutional frameworks, limited market access, unfavourable comparative costs and lack of political stability. However, what is less known is that the scarcity, unreliability and inconsistency of data collecting and reporting systems in many developing countries cause severe problems in formulating policies and strategies relating to FDI, which in turn affects their attractiveness as host countries.

Against this background, UNCTAD has prepared this three-volume manual with the aim of helping developing countries to enhance the capacity of their government agencies to compile, analyse and disseminate data on FDI and the operations of transnational corporations (TNCs), based on internationally recommended standards. The manual should enable national authorities to maintain high-quality and up-to-date databases by providing them with concrete and practical guidance on how to collect and report FDI and TNC statistics (volumes I and II) and how to establish an FDI statistical system (volume III). The manual comprises the following volumes:

Volume I: FDI Flow and Stock Data

Volume II: Statistics on the Operations of Transnational Corporations

Volume III: Collecting and Reporting FDI/TNC Statistics:  
Institutional Issues

*Volume I* stresses the importance of collecting data on FDI flows and stocks in line with international definitions and standards. It provides definitions and an overview of the existing standards set or used by international organizations and national compilers. It

then discusses and evaluates different approaches to compiling FDI flow and stock data, identifies data complexities and problems, and presents solutions to each of them. International guidelines on FDI data compilation need to take into account recent practices emanating from globalization, and therefore they need to be constantly updated to reflect current practices (such as mergers and acquisitions) and new requirements. This volume therefore also discusses issues and areas that need further attention.

Data on the activities of foreign affiliates can be an important complement to the FDI data contained mainly in balance of payments (BOP) statistics (volume I). This is the subject of *volume II*. In many cases, this data set conveys a clearer picture of the economic activities of foreign affiliates and their importance to the host economy. Financial and operations data, such as those relating to assets, employment, exports and imports, are important as they enable policymakers to assess the economic impact of FDI and to design policy measures geared to maximizing the benefits of inward FDI for their country. Data on the operations of home-country TNCs are equally important to enable policymakers to monitor the performance of these TNCs' affiliates and assess the integration of their country into the global economy through its outward investment.

Information of such type is more difficult to obtain than BOP-related information. It requires extra effort by statistics agencies, often through surveys of foreign affiliates and TNCs operating in the domestic economy. *Volume II* contains clearly defined instructions and definitions to help officials from relevant institutions in developing countries to compile and process financial and operations data of TNCs in their economies.

*Volume III* provides an overview of the methodologies being used in the countries where FDI and TNC data are collected and reported. The aim is to examine how the surveys are actually conducted and how the work of various institutions is coordinated. Based on the findings, best practices of standard survey questionnaires are provided. Countries that have no "dedicated" office for reporting FDI statistics are advised to establish such an office. The volume discusses where and how an FDI statistics office could be established, the different sources of FDI statistics, and how their data are reported. It stresses the importance of

coordination and harmonization of reporting and dissemination of FDI statistics.

*Volume III* also aims to assist developing countries in achieving the development objective of strengthening cooperation within their regions and with other regions in the area of FDI and TNC data collection and coordination through human resources development and capacity-building.

All three volumes of this manual cover the elements required for the country's FDI statistics authorities to collect and report FDI and TNC data effectively. It is hoped that the manual, together with some training, will help developing countries establish FDI and TNC statistical systems that will be able to present useful, timely, accurate and comparable FDI and TNC statistics. Each volume attempts to present relevant issues, identifying problems and providing solutions that are illustrated by concrete examples. Best practices are also suggested. These examples and practices are collected from various countries, including developing countries.

September 2009

Division on Investment and Enterprise  
UNCTAD

# Acknowledgements

The UNCTAD Training Manual on Statistics for Foreign Direct Investment and the Operations of Transnational Corporations was prepared and finalized by Masataka Fujita with draft inputs from Frank Chow (volume I), David Buxton (volume II) and Emanuela Balestrieri (volume III) under the general guidance of Anne Miroux. Major inputs and comments were also received from Wan Ramlah, Astrit Sulstarova and Katja Weigl. Production was carried out by Katia Vieu. It was edited by Praveen Bhalla and desk-top published by Teresita Ventura. Cooperation with FDI statisticians and relevant national and international statistical authorities (e.g. IMF, OECD) dealing with FDI and TNC data was also essential. The preparation of this manual was partly financed by the United Nations' development account project (2008-2009), Support to decision-making and policy formulation on foreign direct investment in the context of the Millennium Development Goals and the Monterrey Consensus, and by the joint ESCWA/UNCTAD project, Strengthening networking and expertise on FDI in ESCWA member countries, which was undertaken in 2004–2006.

# Contents

<b>PREFACE</b>	<b>iii</b>
<b>ACKNOWLEDGEMENTS</b>	<b>vi</b>
<b>ABBREVIATIONS</b>	<b>xii</b>
<hr/>	
<b>INTRODUCTION</b>	<b>1</b>
<hr/>	
<b>CHAPTER I MEASURING THE ACTIVITIES OF TNCS: CONCEPTS AND DEFINITIONS</b>	<b>7</b>
A. Defining transnational corporations and foreign affiliates.....	8
1. International standards.....	8
2. Existing data sources.....	12
3. Key terms.....	14
4. Other key issues.....	18
5. Statistical unit (enterprise versus local unit).....	19
6. Ultimate beneficial owner.....	22
7. Attribution of variables: the 100 per cent rule.....	25
8. Ownership threshold: degree of ownership versus foreign control.....	27
9. Situations where several investors have direct investment interests.....	30
10. Classification by geographic regions.....	32
11. Classification by economic activity.....	32
<hr/>	
<b>CHAPTER II OPERATIONAL VARIABLES</b>	<b>35</b>
A. Recommendations for compilation of operational variables	35
1. Possible measures.....	35
2. Recommendations.....	37
B. Definitions of key variables.....	41
<hr/>	
<b>CHAPTER III DATA AND COMPILATION ISSUES</b>	<b>57</b>
A. Introduction.....	57
B. Data sources: ownership, investment and financial activities of enterprises.....	58
1. Working with the BOP system.....	59
2. Other enterprise surveys.....	62
3. Administrative sources.....	63
4. Other data sources.....	68

C. Possible existing sources of operational data .....	70
D. Linking and merging records.....	70
E. Other data and compilation issues .....	75
1. Consolidated reporting.....	75
2. Legal issues .....	76
3. Special treatment for certain economic activities.....	78
4. Conversion of data expressed in foreign currencies.....	82
5. Preparing a development plan and setting priorities.....	84

<b>CHAPTER IV SURVEYING FOREIGN AFFILIATES AND RESIDENT TNCs</b>	<b>87</b>
A. Setting up and maintaining registers of TNCs .....	87
1. Register of inward investment.....	88
2. Register of outward investment .....	93
B. Exploratory survey of potential respondents .....	95
C. Data collection strategy .....	95
D. Designing questionnaires and surveys .....	97
E. Alternative ways to collect information from respondents	102
F. Winning cooperation and the reporting burden. ....	103
G. Conducting a survey .....	105
H. Dealing with non-response.....	105
I. Corroborating raw data.....	108
J. Corroborating final estimates and confidentiality issues....	109
K. Publishing the results .....	112
L. Processing and storing the data .....	115
<b>REFERENCES</b>	<b>116</b>
<b>SELECTED UNCTAD PUBLICATIONS ON TNCs AND FDI</b>	<b>117</b>
<b>QUESTIONNAIRE</b>	<b>125</b>

## BOXES

Box II.1	Globalization: the impact of TNCs	2
----------	-----------------------------------	---

预览已结束，完整报告链接和二维码如下：

[https://www.yunbaogao.cn/report/index/report?reportId=5\\_9972](https://www.yunbaogao.cn/report/index/report?reportId=5_9972)

