

## Export Traders

### Year 2011

In 2011, 205,382 export traders were involved in sales of goods abroad with a slight decrease (-0.2%) compared to 2010 and in line with the value measured in 2008. Net of the micro-exporters (with foreign sales less than 75 000 euros) export traders were 78,414: despite the increase of 1, 8% registered in 2010, their number is still below 2.8% to 2008.

In 2011, foreign sales are greater than 1, 9% compared to 2008. The highest growth (+2.7%) is observed for workers with at least 50 million of sales (1,091 units in 2008), while those belonging to classes of intermediate turnover (0.75-5 million) registered a decline of exports accounting for 2%.

In 2011 the value of foreign trade is increasing compared to 2010 for all classes of turnover exported. Bigger traders (50 million and over, amounted to 1,038 units in 2011) sold for about 186 billion euros and the number increased by 16.1% on 2010.

The concentration of exports is increasing: the share of foreign sales made by the first 1,000 workers went from 48.4% in 2008 to 50% in 2011, the first 100 traders in 2011 represent 24.2% of exports, an increase from 22.5% in 2008.

With 43 thousand presences, the sector of machinery and equipment is characterized by the highest abundance of export traders.

The greater amount of traders is noted for export sales to the EU, with about 150 000 presences in 2011 and a share of total exports amounted to 57%.

The top four countries for number of appearances are Germany (69 thousand), France (67 thousand), Switzerland (50 thousand) and Spain (47 thousand).

Despite the substantial differences in the average size of operators per destination country, the median size (less influenced by extreme values) confirm the widespread presence of micro-exporters in all target areas.

East Asia is the third region for number of appearances of Italian traders, surpassing North America about 1,300 admissions.

The regions with the highest number of export traders are Lombardia (about 60 thousand), Veneto (over 29 thousand), Emilia Romagna (about 24 thousand), Toscana (almost 22 thousand) and Piemonte (almost 19 thousand).

**Tables are available in the statistical appendix**

**For more detailed information please refer to the Italian version**

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Further information and detailed data related to external trade statistics are available on line at [www.coeweb.istat.it](http://www.coeweb.istat.it)

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