

Export traders

Year 2009

In 2009 export traders were 189,812. Considering the distribution by export value, 116,228 traders (defined here as “micro-exporters”) recorded foreign sales of less than 75,000 euro accounting for 0.6% of Italian exports. On the other hand, the export value of 8,218 traders was larger than 5M euro accounting for roughly 81% of total sales on foreign markets.

The leading 50, 100 and 1,000 exporters accounted respectively for 16.6, 22.1 and 48.6% of total national exports.

43.9% of traders exported towards a single market whereas 15.3% operated in over ten markets. 136,834 traders exported within the EU (totalling about 58% foreign sales of overall values), while 77,847 to European countries outside the EU, and 34,667 to North America and 34,289 to Eastern Asia.

Between 2008 and 2009, the number of export traders decreased by 3.3% (approximately 4,500 units), and this regarded all export value classes. The share of micro-exporters rose from 53.2 to 54.6% while the corresponding figure for exporters in the 50M-plus euro bracket fell from 0.8 to 0.6% with a sharp drop in exports (-27.4%).

Just over 25% of the traders operating in 2008 (approximately 138,000 units), recorded an increase in foreign sales in 2009 and the export share generated by these operators in relation to total foreign sales rose from 16 to 30%.

Export traders and exports by value class. Year 2009 (a) *(number of traders, values of exports in millions of euro and percentage compositions)*

	Export value classes (in thousands of euro)					Total
	0-75	75-750	750-5,000	5,000-50,000	over 50,000	
Number of traders	116,228	45,041	20,325	7,387	831	189,812
Composition %	61.2	24.0	11.0	4.0	0.4	100.0
Exports (b)	1,843	12,068	40,041	100,877	131,431	286,260
Composition %	0.6	4.0	14.0	35.0	45.9	100.0

(a) Provisional data.

(b) Values refer only to exports by identified traders. These operations represent 98.4% of total foreign sales.

Export traders and exports by value class and degree of geographic diversification of foreign sales. Year 2009 (a)
(number of traders and values of exports in millions of euro)

NUMBER OF COUNTRIES	Export value classes (in thousands of euro)					Total	
	0-75	75-750	750-5,000	5,000-50,000	over 50,000	Absolute values	Percentage compositions
TRADERS							
1	74,428	7,711	1,044	107 (b)	(c)	83,290	43.9
2	19,766	5,628	941	97 (b)	(c)	26,432	13.9
3-5	16,807	11,717	2,681	352	18	31,575	16.6
6-10	4,536	10,695	3,714	722	23	19,690	10.4
11-15	593	5,105	3,152	722	44	9,616	5.1
16-25	98	3,551	4,633	1,419	83	9,784	5.2
over 25	0	634	4,160	3,983	648	9,425	5.0
Total	116,228	45,041	20,325	7,402 (d)	816 (d)	189,812	100.0
EXPORTS							
1	780	1,643	1,725	1,773 (b)	(c)	5,920	2.1
2	372	1,286	1,544	2,788 (b)	(c)	5,991	2.1
3-5	473	2,846	4,565	3,848	2,368	14,101	4.9
6-10	184	2,915	6,819	8,246	2,377	20,541	7.2
11-15	29	1,637	5,974	8,330	4,902	20,872	7.3
16-25	5	1,418	9,113	18,232	11,797	40,565	14.2
over 25	0	323	10,301	60,259	107,387	178,270	62.3
Total	1,843	12,068	40,041	103,477 (d)	128,831 (d)	286,260	100.0

(a) Provisional data.

(b) Also includes traders and values of the adjacent concealed class as per regulations on statistical secrecy.

(c) Data concealed to protect statistical secrecy.

(d) The data do not coincide with those shown in Table 1 for the reasons specified in note (b).

Export traders and exports by value class. Years 2008-2009 (a) (percentage compositions and changes)

EXPORT VALUE CLASSES (in thousands of euro)	% compositions to number of traders		% composition to value of exports		% Var. 2009/2008	
	2008	2009	2008	2009	Number of traders	Value
0-75	53.2	54.6	0.3	0.4	-0.7	-2.2
75-750	23.7	24.4	2.7	3.4	-0.5	-1.5
750-5,000	15.9	14.9	12.4	13.9	-9.7	-11.5
5,000-50,000	6.4	5.5	34.2	35.7	-16.4	-17.9
Over 50,000	0.8	0.6	50.4	46.5	-23.8	-27.4
Total	100.0	100.0	100.0	100.0	-3.3	-21.4

(a) Data for 2009 are provisional.

For more detailed information please refer to the Italian version

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