



Themenkreis 7 • Theme 7 • Thème 7

Handel und Dienstleistungen • Distributive trade and services •  
Commerce et services

Reihe B • Series B • Série B

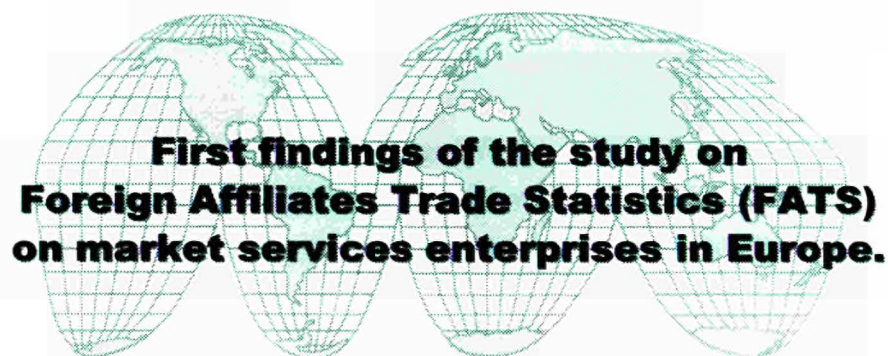
Konjunkturstatistiken • Short-term statistics • Statistiques conjoncturelles

ISSN 1019-0619

## **Handel und Dienstleistungen Distributive trade and services Commerce et services**

Supplement 5 ☐ 1997

# **INTERNATIONAL OWNERSHIP IN SERVICES**



## **Introduction**

## **Pilot study FATS**

## **Motor and retail trade**

**Number of enterprises**

**Employment**

**Financial indicators**

## **Business services**

**Number of enterprises**

**Employment**

**Financial indicators**

STATISTICAL OFFICE OF THE EUROPEAN COMMUNITIES

L-2920 Luxembourg — Tél. 4301-1 — Télex COMEUR LU 3423

B-1049 Bruxelles, rue de la Loi 200 — Tél. 299 11 11

**For any general information on the statistics in this bulletin,  
please contact:**

**Mr. J. Jutte**

**Tel: ++352 - 43.01.32.032**

**Fax: ++352 - 43.01.32.600**

**e-mail: [jeroen.jutte@eurostat.cec.be](mailto:jeroen.jutte@eurostat.cec.be)**

**This supplement has been published in English only.**

## Introduction

As we walk through the shopping areas of big cities, we notice that new shop signs have appeared in the last years. Today indeed many chains operate internationally and some have outlets in most major cities of Europe. This is the most visible aspect of the increasing internationalisation of competition, and more generally of the process of globalisation of the economies.

The effect of this globalisation process is reflected in structures of ownership. The European economy is to a large extent a services economy. In 1994 almost half of total number of persons employed in the EU worked in market services. Most services cannot be traded like goods. Instead, international competition takes place through what the General Agreement on Trade and Services (GATS) calls "commercial presence" – in other words enterprises are competing in other countries through "foreign affiliates".

As an example, an estimated 6 per cent of total value added generated in retailing in eight Member States was created by enterprises whose ownership was outside the country in which the activity took place.

The statistics in this document should answer some of the following questions:

- How important is competition through foreign affiliates in retailing and business services?
- Do "national" and "non-national" perform differently in terms of productivity?
- Do enterprises owned by "non-EU investors" create more value added?
- And how are the wage costs per employee?

Retailing and business services will be discussed using the following indicators:

- enterprise demography;
- employment and personnel cost;
- financial indicators such as turnover and value added.

## Pilot study FATS

Eurostat has initiated a pilot study to test FATS data collection on services sectors. This publication reports on some of the first findings of the study. It focuses on international ownership in motor and retail trade (Nace Rev.1 50 and 52) and other business services (Nace Rev.1 74).

Nine Member States participated in the FATS pilot study<sup>1</sup>. The project aimed at collecting for the services sectors (distributive trade, Horeca, transport and business services) a breakdown of a set of variables<sup>2</sup> by country where ownership or control over enterprises was located. When text or tables refer to "foreign" enterprises it must be interpreted in the above way. Likewise for "intra-EU" and "extra-EU" enterprises.

Multiple sources of information were combined to create statistical results<sup>3</sup>. Most Member States combined three main sources of information: the statistical business register, structural business statistics and Foreign Direct Investment (FDI) information. FDI data identified "foreign" owners<sup>4</sup>. In a number of Member States this source was replaced and/or complemented by other sources. Most data has either reference year 1994 or 1995. Some Spanish estimates have been based on 1992 data.

The results of this study have to be analysed with care due to the pilot nature of the project. Coverage of non-national enterprises may be incomplete; results contain estimations, refer to different reference years and may deviate in terms of sectoral coverage. For instance, the Netherlands and Spain

<sup>1</sup> The following EU Member States participated in the project: Denmark, Finland, France, Ireland, Italy, the Netherlands, Spain, Sweden, the United Kingdom. In addition, the German Bundesbank also co-operated to the project by providing FDI statistics.

<sup>2</sup> Variables as listed in Annex 1 Section 4 of the Council regulation 58/97 of 20 December 1996 concerning structural business statistics are: number of enterprises, number of local units, turnover, production value, value added, personnel cost, total purchases of goods and services purchased for resale in the same condition as received, gross investment, number of persons employed, number of employees. From Annex 1, Section 10: turnover from Intra-Community deliveries of goods and services, turnover from Extra-Community exports of goods and services, Intra-Community acquisitions of goods and services, Extra-Community imports of goods and services.

<sup>3</sup> Member States chose solutions compatible with the existing national data collection system.

<sup>4</sup> For FATS data collection two basic concepts are of importance

- "first shot" information;
- Ultimate Beneficial Ownership (UBO):

First shot information refers to the first person (an individual or legal person) outside the Member State, in an affiliate ownership chain that has an ownership of more than 50 per cent of the ordinary shares or the equivalent in the case of a non-incorporated enterprise. For the UBO the search goes on until the last person in an ownership chain, which is not controlled by another "person".

collected "first shot" information while all other countries provided UBO information<sup>5</sup>. In addition, Ireland implemented a specific survey, and results refer to enterprises with more than 30 employees. For Italy, results cover only enterprises with 50 employees and more.

Eurostat will publish further results with a more complete sector coverage and statistical annex at the beginning of 1998.

## Motor and retail trade<sup>6</sup>

Distributive trades constitute the largest single industry in the market services. Based on national accounts, they represent more than 13% of both GDP and employment in the EU. The distributive trades sector comprises about 5 million enterprises that give work to more than 20 million Europeans. That is close to a third of the total of enterprises active in the European Union. Most are small family-owned businesses: 27% of wholesale companies employ fewer than 10 people, 57% fewer than 50<sup>7</sup>.

In this section, we shall concentrate on the activities of motor and retail trade (i.e. NACE Rev.1 50 and 52), representing a total of more than 15 million persons working in about 3.8 million enterprises. Half of those employ fewer than 10 people.

## Number of enterprises

Information from the FATS pilot survey on the number of foreign enterprises is available for 8 Member States. It should be noted that the figures for Italy also include data for hotels and restaurants (NACE 55) which has not been split out.

Not surprisingly, the enterprises for all countries are overwhelmingly nationally owned. Only 0.1% are foreign-owned (see Table 1). The share is higher in Finland and the UK (0.2%) and in Sweden (0.3%). Ireland and Italy have a much larger proportion because the data for those countries only covers larger enterprises.

**Table 1**

**Number of enterprises**  
in the motor and retail trade  
broken down by country



		Total	Foreign	% foreign	of which % extra EU
DK	1994	56 690	56	0.1%	29%
D <sup>1</sup>	1995	:	161	:	33%
E <sup>1</sup>	1992	295 660	45	0.0%	36%
F	1994	417 201	610	0.1%	33%
IRL <sup>2</sup>	1995	208	17	8.2%	24%
I <sup>2 3</sup>	1994	1 000	87	8.7%	30%
NL <sup>1</sup>	1995	113 173	:	:	:
FIN	1995	34 243	60	0.2%	27%
S	1995	39 591	121	0.3%	39%
UK	1994	273 296	499	0.2%	58%

1 First shot.

2 Only larger enterprises.

3 Including 55 (Horeca).

Source: Eurostat

Further analysis of the non-nationally owned enterprises of the sector finds that about a third of them emanate from extra-EU countries. As a notable exception, only two fifths of the foreign enterprises established in the UK are from intra-EU origin.

Foreign-owned enterprises are in all countries much larger than the national average. The typical national enterprise operating in the distributive trade sector employs 5.7 persons and generates a turnover of 710 000 ECU, whilst the foreign one employs 250 persons and generates a turnover of 67 400 000 ECU<sup>8</sup>.

## Employment

The share of persons employed by non-nationally owned companies is proportionally much larger than the share of enterprises. This is a further evidence of the bigger size of those companies. They employ on average 5.5% of the total workforce of the sector, though this share varies greatly from one country to another (see Table 2) ranging from 2.6% in Spain to 6% in the UK, and even 13.6% in the Netherlands.

<sup>5</sup> In the future, the Netherlands will create UBO results.

<sup>6</sup> Nace 50: Sale, maintenance and repair of motor vehicles and motorcycles, and retail sale of automotive fuel and Nace 52: Retail and repair of personal and household goods.

<sup>7</sup> Source: Enterprises in Europe, 1992.

<sup>8</sup> Estimates based on results from DK, E, F, NL, FIN and UK.

Table 2

**Number of persons employed  
in the motor and retail trade  
broken down by country**



		Total	Foreign	% foreign	of which % extra EU enterprises
DK	1994	243 199	8 762	3.6%	22%
D <sup>1</sup>	1995	:	44 000	:	52%
E <sup>1</sup>	1992	1 001 007	26 501	2.6%	4%
F	1994	1 970 757	82 101	4.2%	29%
IRL <sup>2</sup>	1995	36 007	9 609	26.7%	5%
I <sup>2 3</sup>	1994	246 762	57 414	23.3%	26%
NL <sup>1 4</sup>	1995	457 958	62 441	13.6%	37%
FIN <sup>5</sup>	1995	121 916	:	:	:
S	1995	229 927	7 850	3.4%	28%
UK	1994	2 771 982	162 818	5.9%	71%

1 First shot.

2 Only larger enterprises.

3 Including 55 (Horeca).

4 Number of employees.

5 Finnish data confidential.

Source: Eurostat

Extra-EU companies give work to about 28% of the persons employed by foreign enterprises, except in the UK where this share reaches 71%. These results are in line with those concerning the number of enterprises.

Looking at the personnel costs, these follow the same pattern as employment. Foreign companies absorb 7.6% of the total of the sector. On average, 27% of this share are supported by extra-EU companies except in the UK where it is 64.4%. In all countries but the Netherlands, the relative share of foreign enterprises in personnel costs is higher than their relative share in employment. This is a first evidence that the cost of personnel is relatively higher in foreign-owned enterprises than in the national ones.

Table 3

**Personnel costs  
in the motor and retail trade  
broken down by country  
(millions of ECU)**



		Total	Foreign	% foreign	of which % extra EU enterprises
DK	1994	3 579	179 407	5.0%	24%
D	1995	:	:	:	:
E <sup>1</sup>	1992	10 392	469 485	4.5%	6%
F	1994	34 781	2 008 000	5.8%	23%
IRL	1995	:	:	:	:
I <sup>2 3</sup>	1994	5 007	1 246 049	24.9%	25%
NL <sup>1</sup>	1995	6 387	856 701	13.4%	48%
FIN <sup>4</sup>	1995	2 689	:	:	:
S	1995	4 918	193 641	3.9%	31%
UK	1994	26 444	2 404 637	9.1%	64%

1 First shot.

2 Only larger enterprises.

3 Including 55 (Horeca).

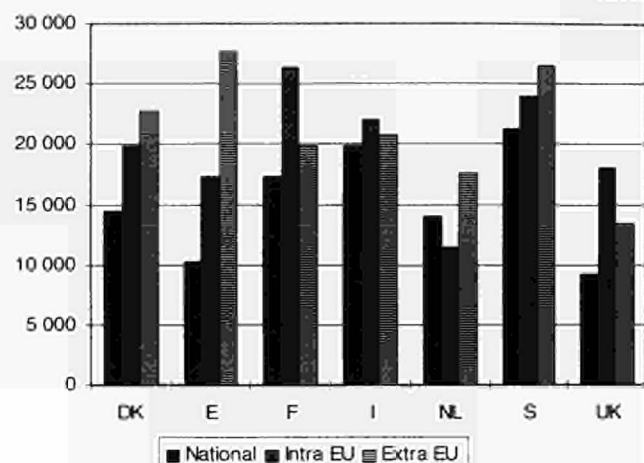
4 Finnish data confidential

Source: Eurostat

This statement is confirmed by an analysis of the personnel cost per person employed ratio. At around 18 000 ECU a year, the personnel cost per capita supported by foreign enterprises operating in the sector is more than one third higher than for national enterprises. It is interesting to note that, on average, it is higher for intra-EU foreign companies (19 000 ECU) than for extra-EU ones (16 000 ECU). This is mainly due to the bias of UK data which is much lower than the average. For instance, personnel costs supported by extra-EU companies established in the UK are, at 13 500 ECU per capita, much lower than the average of the covered countries (15 700 ECU). If we do not take this country into account, the average establishes at about the same level for both intra and extra-EU companies (19 500 ECU).

**Figure 1**

**Personnel costs**  
in the motor and retail trade  
broken down by country  
(ECU per person employed\*)



\* NL: ECU per employee.

Source: Eurostat

Amongst the countries covered by the pilot survey, the lowest figures for personnel costs per capita are found in the UK and Spain, at around 10 000 ECU for national companies. The highest are supported by extra-EU companies established in Spain and Sweden.

## Financial indicators

In the countries covered by the survey, foreign companies account for 11.8% of the turnover generated by the motor and retail trade sector. Intra-EU companies account for three fifths of this share.

The countries<sup>9</sup> with the highest proportion of turnover attributed to non-nationally owned enterprises are the Netherlands (17.6%) and the UK (11%). In both cases, extra-EU enterprises account for more than half of the foreign turnover. In contrast, Sweden witnesses the smallest share of foreign enterprises in the sector at only 4%.

**Table 4**

**Turnover**  
in the motor and retail trade  
broken down by country  
(millions of ECU)



		Total	Foreign	% foreign	of which % extra EU enterprises
DK	1994	33 756	2 717	8.0%	33%
D <sup>1</sup>	1995	:	21 027	:	40%
E <sup>1</sup>	1992	95 213	6 281	6.6%	3%
F	1994	304 721	21 625	7.1%	22%
IRL <sup>2</sup>	1995	5 721	1 778	31.1%	12%
I <sup>2,3</sup>	1994	41 504	15 977	38.5%	27%
NL <sup>1</sup>	1995	52 202	9 171	17.6%	55%
FIN <sup>4</sup>	1995	27 348	:	:	:
S	1995	43 450	1 739	4.0%	16%
UK	1994	332 000	36 403	11.0%	55%

1 First shot.

2 Only larger enterprises.

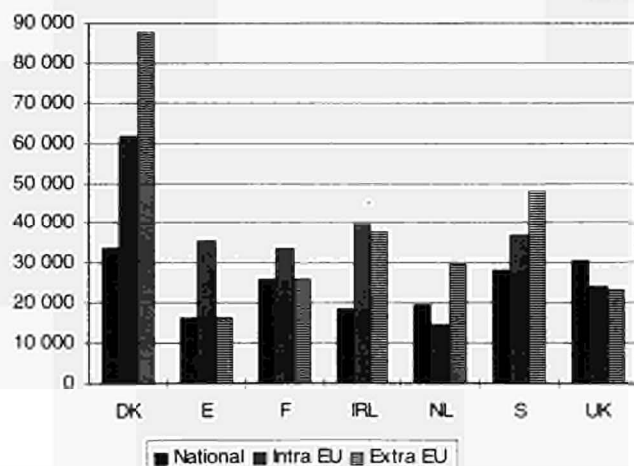
3 Including 55 (Horeca).

4 Finnish data confidential

Source: Eurostat

**Figure 2**

**Labour productivity**  
in the motor and retail trade  
broken down by country  
(ECU per person employed\*)



\* NL: ECU per employee.

Source: Eurostat

<sup>9</sup> With the exception of Ireland and Italy.

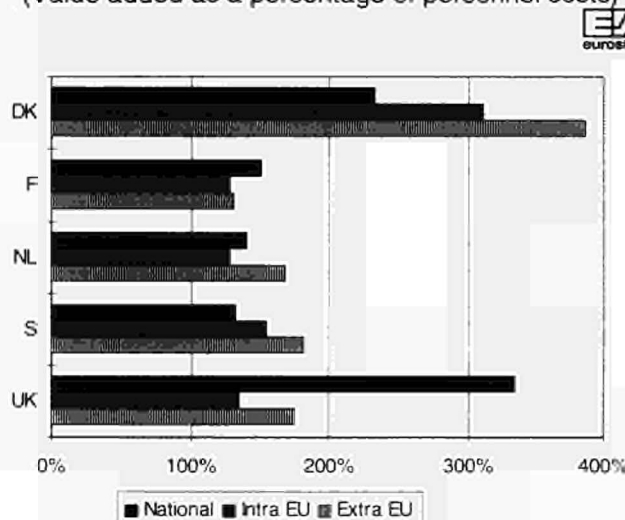


The labour productivity of national enterprises is lower than foreign ones in all covered member states except the UK. The average value added per capita reaches 30 800 ECU in foreign enterprises, compared to 23 500 ECU nationally. If adjusted by the personnel costs (see figure 3), the labour productivity<sup>10</sup> in national enterprises is higher than in the foreign ones in France and the UK.

Figure 3

### Wage adjusted labour productivity in the motor and retail trade broken down by country

(Value added as a percentage of personnel costs)



## Business services<sup>11</sup>

This business services sector covers a number of miscellaneous activities, such as management and administrative services (e.g. legal or accountancy services), personnel-related services, marketing services (e.g. advertising or public relations) or operational services (e.g. cleaning or security). It has experienced faster growth over the past two decades than any other market service.

The European Union numbers more than 2 million business services enterprises, giving work to more than 10 million persons. This sector has been particularly buoyant during the 1980s. In many

Member States, this sector is the largest in terms of number of persons employed. In the others, it is very often second to distributive trade. Business services are a typical field of activity for SMEs. In the European Union, enterprises with less than 50 persons employed make up almost two-thirds of the total work force of the sector.

## Number of enterprises

An overwhelming majority of enterprises active in the business services sector is nationally owned. Foreign enterprises account for less than 1% in all countries who provided data on this sector, except Italy where only larger enterprises participated to the survey. The highest share is found in Sweden with 0.9%, the lowest in Denmark with 0.2%.

Table 5

### Number of enterprises in "Other business services" broken down by country

		Total	Foreign	% foreign	of which % extra EU
DK	1994	48 006	93	0.2%	37%
D <sup>1</sup>	1995	:	360	:	51%
I <sup>2</sup>	1994	844	42	5.0%	52%
NL	1995	:	:	:	:
FIN	1995	25 383	89	0.4%	36%
S <sup>3</sup>	1995	38 812	337	0.9%	43%
UK <sup>4</sup>	1994	197 596	880	0.4%	72%

1 First shot.

2 Only larger enterprises.

3 Excluding 74.5 (Labour recruitment and provision of personnel).

4 Excluding 74.3 (Technical testing and analysis).

Source: Eurostat

Similarly to distributive trades, the United Kingdom hosts a much higher proportion of extra-EU companies than any other participating member State. While an average of 40% of foreign enterprises originate from extra-EU countries in Denmark, Finland and Sweden and 52% in Italy, this share reaches 72% in the UK.

Here again, there is large evidence indicating that foreign enterprises are on average much bigger than nationally owned ones. Typically, national enterprises of the sector employ an average of 9 persons and generate a turnover of 390 000 ECU while foreign ones employ 269 persons for a turnover of 14.9 million ECU. It is interesting to note that there is no significant difference between extra- and intra-EU companies concerning these figures.

<sup>10</sup> Wage adjusted labour productivity = value added/personnel costs (source: Glossary of Business Statistics, Eurostat, 1997).

<sup>11</sup> Nace Rev.1 74: Other business services, including legal activities, accountancy services, market research and consultancy activities, architectural and engineering activities, advertising and miscellaneous business services.

## Employment

Foreign-owned enterprises give work to about a tenth of the people employed in the business services sector. In two thirds of the cases these are companies originating from extra-EU countries. There is however a great difference from country to country. In Denmark, the share of employment by foreign enterprises is only 3% while it reaches 10% in the Netherlands and Sweden, and even 13.4% in the UK.

**Table 6**

**Number of persons employed**  
in "Other business services"  
broken down by country



		Total	Foreign enterprises	% foreign	of which % extra EU enterprises
DK	1994	162 634	4 823	3.0%	38%
D <sup>1</sup>	1995	:	19 000	:	58%
I <sup>2</sup>	1994	146 493	8 419	5.7%	56%
NL <sup>1,3</sup>	1995	330 404	33 332	10.1%	56%
FIN	1995	77 036	3 855	5.0%	25%
S <sup>4</sup>	1995	172 683	16 229	9.4%	29%
UK <sup>5</sup>	1994	2 493 896	334 271	13.4%	72%

1 First shot.

2 Only larger enterprises.

3 Number of employees.

4 Excluding 74.5 (Labour recruitment and provision of personnel).

5 Excluding 74.3 (Technical testing and analysis).

Source: Eurostat

Personnel costs follow the same pattern as employment: foreign enterprises support 13% of the total of the sector, 62% of which for extra-EU enterprises. In all participating member States, foreign enterprises support a larger share of personnel costs than of employment, indicating that personnel cost per capita may be higher in foreign-owned companies than in nationally owned ones.

**Table 7**

**Personnel costs**  
in "Other business services"  
broken down by country  
(millions of ECU)



		Total	Foreign enterprises	% foreign	of which % extra EU enterprises
DK	1994	3 408	172	5.0%	33%
D <sup>1</sup>	1995	:	:	:	:
I <sup>2</sup>	1994	3 167	321	10.1%	53%
NL <sup>1</sup>	1995	7 177	939	13.1%	74%
FIN	1995	2 093	130	6.2%	28%
S <sup>3</sup>	1995	7 961	896	11.3%	28%
UK <sup>4</sup>	1994	23 682	3 676	15.5%	69%

1 First shot.

2 Only larger enterprises.

3 Excluding 74.5 (Labour recruitment and provision of personnel).

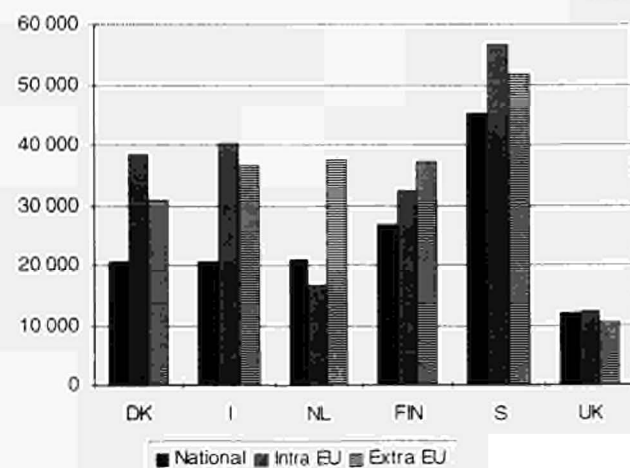
4 Excluding 74.3 (Technical testing and analysis).

Source: Eurostat

Indeed, excluding the UK, personnel costs per person employed average 25 900 ECU in national enterprises; that is 30% less than the 37 000 ECU supported by foreign companies. In the UK, the cost of personnel for national companies is, at 11 900 ECU, slightly higher than for foreign ones (11 000 ECU). Generally speaking, intra-EU companies have to support higher costs than extra-EU ones, with the sole exception of the Netherlands.

**Figure 4**

**Personnel costs**  
in "Other business services"  
broken down by country  
(ECU per person employed\*)



\* NL: ECU per employee.

Source: Eurostat



Amongst the countries covered, the lowest personnel costs per capita in the business services sector are found in the UK, at around 10 500 ECU for extra-EU companies. The highest, at 56 700 ECU, are supported by intra-EU companies established in Sweden.

## Financial indicators

Foreign business services companies account for an average of 14% of the total turnover of the sector. 62% thereof can be attributed to extra-EU companies.

**Table 8**  
**Turnover**  
in "Other business services"  
broken down by country  
(millions of ECU)

		Total	Foreign enterprises	% foreign	of which % extra EU enterprises
DK	1994	8 972	683	7.6%	35%
D <sup>1</sup>	1995	:	3 416	:	45%
I <sup>2</sup>	1994	7 033	930	13.2%	57%
NL <sup>1</sup>	1995	30 021	2 417	8.1%	73%
FIN	1995	6 721	370	5.5%	35%
S <sup>3</sup>	1995	25 782	4 659	18.1%	29%
UK <sup>4</sup>	1994	88 982	13 851	15.6%	72%

1 First shot

2 Only larger enterprises.

3 Excluding 74.5 (Labour recruitment and provision of personnel).

4 Excluding 74.3 (Technical testing and analysis).

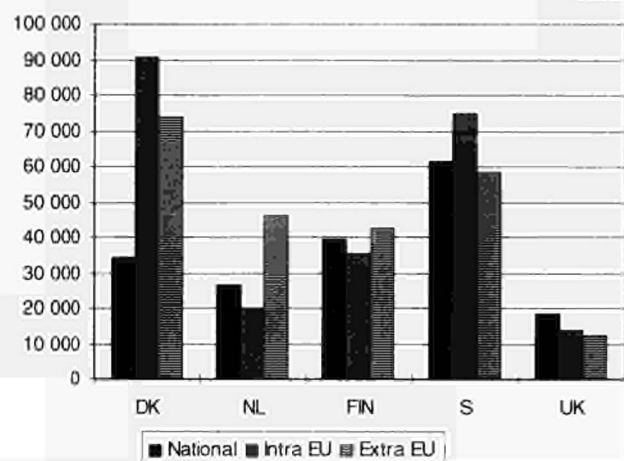
Source: Eurostat

Sweden is the country with the highest proportion of turnover attributable to foreign-owned enterprises, at 18.1%. This is more than double the share observed in Denmark (7.6%) and the Netherlands (8.1%). The lowest share is found in Finland with 5.5%.

Turning to labour productivity<sup>12</sup> of national and foreign enterprises, the comparison of the situation in each one of the member States leads to very different conclusions. In the UK, national enterprises' productivity (18 600 ECU per capita) is higher than that of foreign enterprises (12 700 ECU), both intra- and extra-EU; in Denmark it is the contrary. In the Netherlands and Finland extra-EU enterprises reach a higher productivity than both national ones and intra-EU ones; in Sweden it is the contrary.

**Figure 5**

**Labour productivity**  
in "Other business services"  
broken down by country  
(ECU per person employed\*)



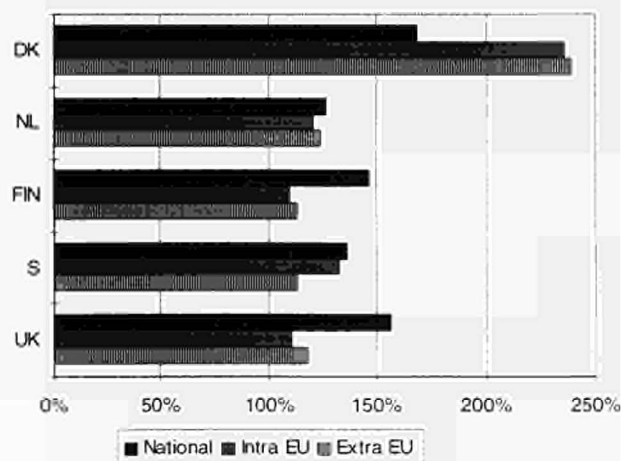
\* NL: ECU per employee.

Source: Eurostat

However, the labour productivity adjusted by personnel costs shows that national enterprises perform better in this field than foreign ones in all participating member States, except Denmark.

**Figure 6**

**Wage adjusted labour productivity**  
in "Other business services"  
broken down by country  
(Value added as a percentage of personnel costs)



<sup>12</sup> Labour productivity: value added/person employed  
(source: Glossary of Business Statistics, Eurostat, 1997)



**BELGIQUE/BELGIË**  
**Moniteur belge/Belgisch Staatsblad**  
 Rue de Louvain 40-42/Leuvenseweg 40-42  
 B-1000 Bruxelles/Brussel  
 Tél. (32-2) 552 22 11  
 Fax (32-2) 511 01 84  
**Jean De Lannoy**  
 Avenue du Roi 202/Koningslaan 202  
 B-1060 Bruxelles/Brussel  
 Tél. (32-2) 538 51 69  
 Fax (32-2) 538 08 41  
 E-mail: jean.de.lannoy@infoboard.be  
 URL: <http://www.jean-de-lannoy.be>  
**Librairie européenne/Europese Boekhandel**  
 Rue de la Loi 244/Wetstraat 244  
 B-1040 Bruxelles/Brussel  
 Tél. (32-2) 295 26 39  
 Fax (32-2) 735 08 60

**DANMARK**  
**J. H. Schultz Information A/S**  
 Herstedvang 10-12  
 DK-2620 Albertslund  
 Tlf. (45) 43 63 23 00  
 Fax (45) 43 63 19 69  
 E-mail: schultz@schultz.dk  
 URL: <http://www.schultz.dk>

**DEUTSCHLAND**  
**Bundesanzeiger Verlag**  
 Breite Straße 78-80  
 Postfach 10 05 34  
 D-50667 Köln  
 Tel. (49-221) 20 29-0  
 Fax (49-221) 202 92 78  
 E-mail: vertnet@bundesanzeiger.de  
 URL: <http://www.bundesanzeiger.de>

**ΕΛΛΑΔΑ/GREECE**  
**G. C. Eleftheroudakis SA**  
 International Bookstore  
 Panepistimiou 17  
 GR-10564 Athina  
 Tel. (30-1) 331 41 80/1/2/3  
 Fax (30-1) 323 98 21  
 E-mail: elebooks@netor.gr

**ESPAÑA**  
**Mundi Prensa Libros, SA**  
 Castelló, 37  
 E-28001 Madrid  
 Tel. (34-1) 431 33 99  
 Fax (34-1) 575 39 98  
 E-mail: librena@mundiprensa.es  
 URL: <http://www.mundiprensa.es>

**Boletín Oficial del Estado**  
 Trafalgar, 27  
 E-28010 Madrid  
 Tel. (34-1) 538 21 11 (Libros/  
 384 17 15 (Suscripciones)  
 Fax (34-1) 538 21 21 (Libros/  
 384 17 14 (Suscripciones)  
 E-mail: webmaster@boe.es  
 URL: <http://www.boe.es>

**FRANCE**  
**Journal officiel**  
 Service des publications des CE  
 26, rue Desaix  
 F-75727 Paris Cedex 15  
 Tel. (33) 140 58 77 01/31  
 Fax (33) 140 58 77 00

**IRELAND**  
**Government Supplies Agency**  
 Publications Section  
 4-5 Harcourt Road  
 Dublin 2  
 Tel. (353-1) 661 31 11  
 Fax (353-1) 475 27 60

**ITALIA**  
**Licosa SpA**  
 Via Duca di Calabria, 1/1  
 Casella postale 552  
 I-50125 Firenze  
 Tel. (39-55) 64 54 15  
 Fax (39-55) 64 12 57  
 E-mail: licosa@ftbcc.it  
 URL: <http://www.ftbcc.it/licosa>

**LUXEMBOURG**  
**Messageries du livre SARL**  
 5, rue Raiffeisen  
 L-2411 Luxembourg  
 Tel. (352) 40 10 20  
 Fax (352) 49 06 61  
 E-mail: mdl@pt.lu

**Abonnements:**  
**Messageries Paul Kraus**  
 11, rue Christophe Plantin  
 L-2339 Luxembourg  
 Tel. (352) 49 98 88-9  
 Fax (352) 49 98 88-444  
 E-mail: mpk@pt.lu  
 URL: <http://www.mpk.lu>

**NEDERLAND**  
**SDU Servicecentrum Uitgevers**  
 Externe Fondsen  
 Postbus 20014  
 2500 EA Den Haag  
 Tel. (31-70) 378 98 80  
 Fax (31-70) 378 97 83  
 E-mail: sdu@sdu.nl  
 URL: <http://www.sdu.nl>

**ÖSTERREICH**  
**Manz'sche Verlags- und  
 Universitätsbuchhandlung GmbH**  
 Siebenbrunnengasse 21  
 Postfach 1  
 A-1050 Wien  
 Tel. (43-1) 53 16 13 34/40  
 Fax (43-1) 53 16 13 39  
 E-mail: auslieferung@manz.co.at  
 URL: <http://www.austria.EU.net:81/manz>

**PORTUGAL**  
**Imprensa Nacional-Casa da Moeda, EP**  
 Rua Marquês de Sá da Bandeira, 16 A  
 P-1050 Lisboa Codex  
 Tel. (351-1) 353 03 99  
 Fax (351-1) 353 02 94, 384 01 32

**Distribuidora de Livros Bertrand Ld.ª**  
 Rua das Terras dos Vales, 4/A  
 Apartado 60037  
 P-2701 Amadora Codex  
 Tel. (351-1) 495 90 50, 495 87 87  
 Fax (351-1) 496 02 55

**SUOMI/FINLAND**  
**Akateeminen Kirjakauppa/Akademiska  
 Bokhandeln**  
 Pohjoisesplanadi 39/  
 Norra esplanaden 39  
 PL/PB 128  
 FIN-00101 Helsinki/Helsingfors  
 P./tfn (358-9) 121 41  
 F./fax (358-9) 121 44 35  
 E-mail: akatilaus@stockmann.mailnet.fi  
 URL: <http://booknet.cultnet.fi/aka/index.htm>

**SVERIGE**  
**BTJ AB**  
 Traktörvägen 11  
 S-221 82 Lund  
 Tfn (46-46) 18 00 00  
 Fax (46-46) 30 79 47  
 E-post: btjeu-pub@btj.se  
 URL: <http://www.btj.se/media/au>

**UNITED KINGDOM**  
**The Stationery Office Ltd  
 International Sales Agency**  
 51 Nine Elms Lane  
 London SW8 5DR  
 Tel. (44-171) 873 90 90  
 Fax (44-171) 873 84 63  
 E-mail: jill.speed@theso.co.uk  
 URL: <http://www.the-stationery-office.co.uk>

**ISLAND**  
**Bokabud Larusar Blöndal**  
 Skólavörðustíg, 2  
 IS-101 Reykjavík  
 Tel. (354) 551 56 50  
 Fax (354) 552 55 60

**NORGE**  
**NIC Info A/S**  
 Ostenjoveien 18  
 Boks 6512 Etterstad  
 N-0606 Oslo  
 Tel. (47-22) 97 45 00  
 Fax (47-22) 97 45 45

**SCHWEIZ/SUISSE/SVIZZERA**  
**OSEC**  
 Stampfenbachstraße 85  
 CH-8035 Zürich  
 Tel. (41-1) 365 53 15  
 Fax (41-1) 365 54 11  
 E-mail: uleimbacher@osec.ch  
 URL: <http://www.osec.ch>

**BĂLGARIA**  
**Europress-Euromedia Ltd**  
 59, Bld Vitosha  
 BG-1000 Sofia  
 Tel. (359-2) 980 37 66  
 Fax (359-2) 980 42 30

**ČESKÁ REPUBLIKA**  
**NIS CR — prodejna**  
 Konviktská 5  
 CZ-113 57 Praha 1  
 Tel. (420-2) 24 22 94 33, 24 23 09 07  
 Fax (420-2) 24 22 94 33  
 E-mail: nkposp@dec.nis.cz  
 URL: <http://www.nis.cz>

**CYPRUS**  
**Cyprus Chamber of Commerce & Industry**  
 Gnvra-Digeni 38 & Deligiorgi 3  
 Mail orders:  
 PO Box 1455  
 CY-1509 Nicosia  
 Tel. (357-2) 44 95 00, 46 23 12  
 Fax (357-2) 36 10 44  
 E-mail: cy1691\_eic\_cyprus@vans.infonet.com

**MAGYARORSZÁG**  
**Euro Info Service**  
 Európa Ház  
 Margitsziget  
 PO Box 475  
 H-1396 Budapest 62  
 Tel. (36-1) 111 60 61, 111 62 16  
 Fax (36-1) 302 50 35  
 E-mail: euroinfo@mail.mata.hu  
 URL: <http://www.euroinfo.hu/index.htm>

**MALTA**  
**Miller Distributors Ltd**  
 Malta International Airport  
 PO Box 25  
 LQA 05 Malta  
 Tel. (356) 66 44 88  
 Fax (356) 67 67 99

**POLSKA**  
**Ars Polona**  
 Krakowskie Przedmiescie 7  
 Skr. pocztowa 1001  
 PL-00-950 Warszawa  
 Tel. (48-22) 826 12 01  
 Fax (48-22) 826 62 40, 826 53 34, 826 86 73  
 E-mail: ars\_pol@bevy.hsn.com.pl

**ROMÂNIA**  
**Euromedia**  
 Str. G-ral Berthelot Nr 41  
 RO-70749 Bucuresti  
 Tel. (40-1) 210 44 01, 614 06 64  
 Fax (40-1) 210 44 01, 312 96 46

**SLOVAKIA**  
**Slovak Centre of Scientific and Technical  
 Information**  
 Námestie slobody 19  
 SK-81223 Bratislava 1  
 Tel. (421-7) 531 83 64  
 Fax (421-7) 531 83 64  
 E-mail: europ@tbb1.sltk.stuba.sk

**SLOVENIA**  
**Gospodarski Vestnik**  
 Založniska skupina d.d.  
 Dunajska cesta 5  
 SLO-1000 Ljubljana  
 Tel. (386) 611 33 03 54  
 Fax (386) 611 33 91 28  
 E-mail: belicd@gvestnik.si  
 URL: <http://www.gvestnik.si>

**TÜRKİYE**  
**Dünya İnfotel AS**  
 İstiklâl Cad. No: 469  
 TR-80050 Tünel-Istanbul  
 Tel. (90-212) 251 91 96  
 Fax (90-212) 251 91 97

**AUSTRALIA**  
**Hunter Publications**  
 PO Box 404  
 3167 Abbotsford, Victoria  
 Tel. (61-3) 94 17 53 61  
 Fax (61-3) 94 19 71 54

**CANADA**  
 Subscriptions only/Uniquement abonnements:  
**Renouf Publishing Co. Ltd**  
 5369 Chemin Canotek Road Unit 1  
 K1J 9J3 Ottawa, Ontario  
 Tel. (1-613) 745 26 65  
 Fax (1-613) 745 76 60  
 E-mail: renouf@fox.nstn.ca  
 URL: <http://www.renoufbooks.com>

**EGYPT**  
**The Middle East Observer**  
 41, Sherif Street  
 Cairo  
 Tel. (20-2) 393 97 32  
 Fax (20-2) 393 97 32

**HRVATSKA**  
**Mediatrade Ltd**  
 Pavia Hatza 1  
 HR-10000 Zagreb  
 Tel. (385-1) 43 03 92  
 Fax (385-1) 43 03 92

**INDIA**  
**EBIC India**  
 3rd Floor, Y. B. Chavan Centre  
 Gen. J. Bhosale Marg.  
 400 021 Mumbai  
 Tel. (91-22) 282 60 64  
 Fax (91-22) 285 45 64  
 E-mail: ebic@giabm01.vsnl.net.in

**ISRAËL**  
**ROY International**  
 17, Shimon Hatarssi Street  
 PO Box 13056  
 61130 Tel Aviv  
 Tel. (972-3) 546 14 23  
 Fax (972-3) 546 14 42  
 E-mail: royil@netvision.net.il  
 Sub-agent for the Palestinian Authority:  
**Index Information Services**  
 PO Box 19502  
 Jerusalem  
 Tel. (972-2) 627 16 34  
 Fax (972-2) 627 12 19

**JAPAN**  
**PSI-Japan**  
 Asahi Sanbancho Plaza #206  
 7-1 Sanbancho, Chiyoda-ku  
 Tokyo 102  
 Tel. (81-3) 32 34 69 21  
 Fax (81-3) 32 34 69 15  
 E-mail: psijapan@gol.com  
 URL: <http://www.psi-japan.com>

**MALAYSIA**  
**EBIC Malaysia**  
 Level 7, Wisma Hong Leong  
 18 Jalan Perak  
 50450 Kuala Lumpur  
 Tel. (60-3) 262 62 98  
 Fax (60-3) 262 61 98  
 E-mail: ebic-kl@mof.net.my

**PHILIPPINES**  
**EBIC Philippines**  
 19th Floor, PS Bank Tower Sen.  
 Gil J. Puyat Ave. cor. Tindalo St.  
 Makati City  
 Metro Manila  
 Tel. (63-2) 759 66 80  
 Fax (63-2) 759 66 90  
 E-mail: eccpcor@globe.com.ph

**RUSSIA**  
**CCEC**  
 60-letiya Oktyabrya Av. 9  
 117312 Moscow  
 Tel. (70-95) 135 52 27  
 Fax (70-95) 135 52 27

**SOUTH AFRICA**  
**Safto**  
 5th Floor Export House.  
 CNR Maude & West Streets  
 PO Box 782 706  
 2146 Sandton  
 Tel. (27-11) 883 37 37  
 Fax (27-11) 883 65 69

**SOUTH KOREA**  
**Kyowa Book Company**  
 1 F1, Phyoung Hwa Bldg  
 411-2 Hap Jeong Dong, Mapo Ku  
 121-220 Seoul  
 Tel. (82-2) 322 67 80/1  
 Fax (82-2) 322 67 82  
 E-mail: kyowa2@ktnet.co.kr

**THAÏLANDE**  
**EBIC Thailand**  
 Vanissa Building 8th Floor  
 29 Soi Chidlom  
 Ploenchit  
 10330 Bangkok  
 Tel. (66-2) 655 06 27  
 Fax (66-2) 655 06 28  
 E-mail: ebicbkk@ksc15.th.com

**UNITED STATES OF AMERICA**  
**Bernan Associates**  
 4611-F Assembly Drive  
 MD20706 Lanham  
 Tel. (800) 274 44 47 (toll free telephone)  
 Fax (800) 865 34 50 (toll free fax)  
 E-mail: query@bernan.com  
 URL: <http://www.bernan.com>

**ANDERE LÄNDER/OTHER COUNTRIES/  
 AUTRES PAYS**  
 Bitte wenden Sie sich an ein Büro Ihrer  
 Wahl / Please contact the sales office of  
 your choice / Veuillez vous adresser au  
 bureau de vente de votre choix

Preis in Luxemburg (ohne MwSt.) • Price (excl. VAT) in Luxembourg • Prix au Luxembourg, TVA exclue  
Einzelpreis • Single copy • Prix par numéro ECU 10  
Abonnement • Subscription ECU 84



AMT FÜR AMTLICHE VERÖFFENTLICHUNGEN DER EUROPÄISCHEN GEMEINSCHAFTEN  
OFFICE FOR OFFICIAL PUBLICATIONS OF THE EUROPEAN COMMUNITIES  
OFFICE DES PUBLICATIONS OFFICIELLES DES COMMUNAUTÉS EUROPÉENNES

Cat./Kat.: CA-CJ-97-S05-3A-C