

MINISTERIO DE ECONOMÍA, INDUSTRIA Y COMPETITIVIDAD



# SPANISH EXTERNAL SECTOR AND COMPETITIVENESS: FACTS AND FIGURES

Updated: 22 May 2018

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# 1. EXPORT-IMPORT PERFORMANCE

International trade of goods (Secretariat of State for Trade of the Ministry of Economy, Industry and Competitiveness with Customs data; reports and customizable data)

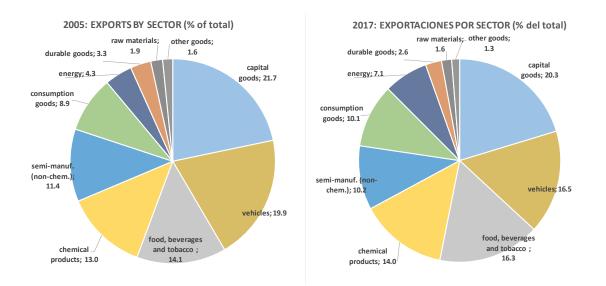
- In 2017, exports increased by 8.9% compared to 2016 to an unprecedented amount of 277,125.7 million euros, and imports increased by 10.5% year-on-year to 301,870.1 million euros, also historical record. In real terms, exports rose by 8.2% year-on-year, as export prices expanded by 0.7% (according to <u>unit value indices</u>), and imports advanced by 5.5% year-on-year, as import prices grew by 4.7%.
- Spain's trade deficit increased to 24,744.3 million euros from a deficit of 18,753.9 million euros in 2016 (provisional data). The export/import coverage ratio reached 91.8%, 1.3 percentage points lower than in 2016 (93.1%, provisional data).
- In the period of January-March 2018, Spain's exports augmented by 1.8% compared to the same period of 2017 to 71,024.7 million euros, and imports increased by 1.3% year-on-year to 77,958.0 million euros. In real terms, exports shrank by 0.4% year-on-year, as export prices grew by 2.2%, while imports expanded by 0.4% year-on-year, as import prices advanced by 0.9%

# Sectoral composition

- Spain's leading exporting sectors in 2017 were capital goods (representing 20.3% of total exports, surging by 9.2% year-on-year), food, beverages and tobacco (16.5% of total, expanding by 6.3%), vehicles (16.3% of total, increasing by 0.1%) and chemical products (14.0% of total, rising by 7.8%). The main contributions by sector to the annual change of Spain's exports (8.9%) were energy (contribution of 2.5 percentage points), capital goods (1.9 points), chemical products (1.1 points) and food, beverages and tobacco (1.1 points).
- The largest shares by sector of Spain's imports in 2017 were capital goods (representing 21.5% of total and growing by 7.8% year-on-year), chemical products (14.9% of total imports, advancing by 5.7%), energy (13.4% of total imports, surging by

36.4%) and vehicles (12.9% of total imports, augmenting by 4.8%). In terms of their contribution to the annual change of Spain's imports (10.5%), the most positive by sector were energy products (3.9 percentage points), capital goods (1.7 points), semi-manufactures (non-chemical) (1.0 points), and food, beverages and tobacco (contribution of 0.9 points).

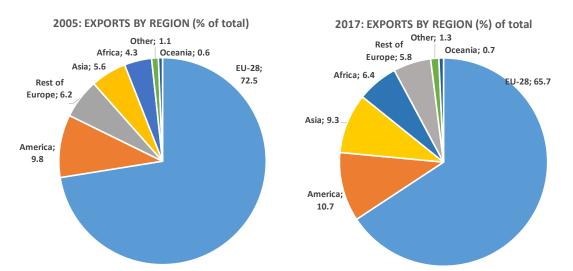
- In the period of January-March 2018, Spain's main exporting sectors were capital goods (representing 19.1% of total exports, advancing by 1.5% year-on-year), vehicles (17.4% of total, growing by 0.6%), food, beverages and tobacco (16.4% of total, dropping by 3.2%) and chemical products (14.1% of total, rising by 0.4%). The largest shares by sector of Spain's imports were those of capital goods (representing 20.3% of total and falling by 1.6% year-on-year), chemical products (15.7% of total imports, increasing by 6.2%), energy (14.3% of total imports, expanding by 1.0%) and vehicles (13.7% of total imports, rising by 2.6%).
- Although Spain still has a lower degree of diversification than our main European trade partners (Germany, France or Italy), it has notably changed its export mix to a higher degree of sectorial diversification from 2005 to 2017.



# **Geographic analysis**

- Exports to the European Union (EU) represented 65.7% of total exports in 2017 (down from 66.3% in 2016) and increased by 8.0% year-on-year, while exports to the euro area ran at 51.6% of total (51.8% in 2016) and advanced by 8.5%. Exports to the rest of the world amounted to 34.3% of total exports (33.7% in 2016) and expanded by 10.6% year-on-year.
- In 2017, Spain's exports to non-EU countries increased 10.6% year-on-year, due to the economic recovery in emerging economies and the growth of global trade, after a short period of weakness. Along the decade, exports to non-EU countries have increased their share in Spanish exports from 27.5% of total in 2005 to 34.3% in 2017, with a maximum of 37.4% in 2013. In 2017, exports to North America increased by 10.0% year-on-year (exports to the U.S. increasing by 10.0% y-o-y, while those to Canada growing by 10.6%), and those to Latin America rose by 12.7% (especially to Argentina by 51.0%, Mexico by 12.2% and Brazil by 11.7%). Exports to Asia augmented by 7.8% (China by 24.4% and South Korea by 7.0%) and those to Africa increased by 8.5% (particularly to Morocco by 15.7% and South Africa by 7.4%).

In the period of January-March 2018, exports to the European Union represented 67.3% of total exports in the period (up from 67.1% in the same period of 2017) and augmented by 2.2% year-on-year, and exports to the euro area ran at 52.8% of total (52.4% in the same period of 2017) and increased by 2.7%. Exports to the rest of the world amounted to 32.7% of total exports (32.9% in the same period of 2017) and expanded by 1.2% year-on-year.



In 2017, the good performance of exports led to a positive contribution of the external sector (goods and services) to GDP of 0.3 p.p. (3.1% GDP y-o-y change in real terms), according to the <u>National Statistics Institute</u>. According to <u>Government's Macroeconomic Scenario 2018-2021</u> (updated on 27.04.18) the forecast for the contribution of the external demand is 0.4 p.p. for 2018, 0.3 p.p. for 2019 and 0.2 p.p. for 2020 and 2021. The Bank of Spain, in turn, forecasts a contribution of the external demand of 0.3 for 2018 and 0.2 for 2019 and 2020 (Macroeconomic projections for the Spanish economy 2018-2020, March 2017).

Sectorial and geographic analysis of exports of services (Bank of Spain, Balance of Payments, BPM6, monthly, and quarterly).

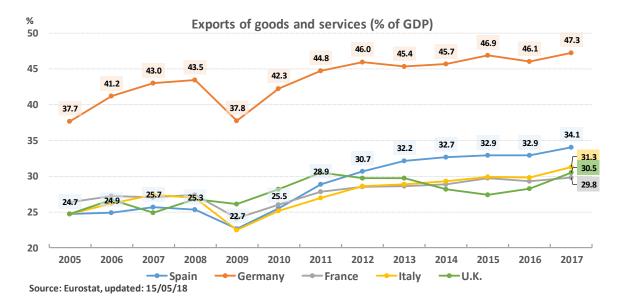
- In 2017, exports of services increased by 7.0% year-on-year to 122,682 million euros, the highest value ever-achieved (<u>Bank of Spain</u>). This rise in 2017 was due to the 4.3% increase in other services as well as 10.1% rise in travel (tourism).
- The **share of other services** in the total exports of services has been steadily rising in the last decades in comparison with that of travel, although it declined a bit in 2017. Thus, the share of other services has reached 51.0% in 2017, up from 41.8% in 2000.



- In 2017 (BPM6, <u>Bank of Spain</u>), 51.0% of Spanish exports of services corresponded to other services (non-travel). By type of service, other business services represented 17.5% of total service exports, followed by transport services with 12.8% of total, and by telecommunications, computer and information services with 9.1% of total.
- In 2017 (BPM6, <u>Bank of Spain</u>), 72.6% of Spanish exports of total services went to the Europe (63.5% to EU-28 and 41.9% to the euro area), 7.2% to Asia, 7.1% to North America, 5.9% to South America, 3.2% to Africa, 3.0% to Central America and 0.9% to Oceania. By countries, the most important destinations were the U.K. (15.1%), Germany (11.1%), France (10.5%), the United States (6.3%), Switzerland (5.0%) and the Netherlands (4.8%).

#### Exports of goods and services, % of GDP (Eurostat)

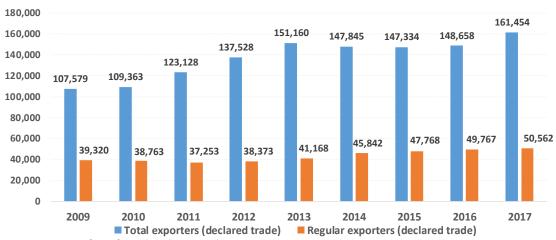
 In the last few years, Spanish exports of goods and services have risen steadily in terms of GDP. According to Eurostat, Spanish exports of goods and services reached 34.1% of GDP in 2017, 11.4 p.p. higher than in 2009, a greater ratio than in Italy, France or the United Kingdom.



# 2. EXPORT BASE

<u>Spanish exporters</u> (Secretariat of State for Trade of the Ministry of Economy, Industry and Competitiveness with Customs data; <u>customizable data</u>)

• Another factor explaining the good performance of the Spanish external sector is the **increase in the export base.** In 2017, the number of **regular exporters** (those that have already exported in the current year as well as in each of the three preceding years with declared trade) **rose by 1.5**% year-on-year and reached 50,562, the sixth consecutive year of increase (4.2% in 2016 and 2015, 11.4% in 2014, 7.3% in 2013 and 3.0% in 2012). The total number of exporters increased by 8.5% to 161,454 exporters (6.8% higher than in 2013, and 47.6% higher than in 2010), out of which, 38,436 had exported at least 50,000 euros in the year.



Spanish exporters (declared trade)

Source: Secretariat of State for Trade with Customs data

• The number of regular exporters has risen by 22.8% in the period 2013-2017. Despite regular exporters were only 31.3% of total exporters in 2017, they accounted for 95.0% of total declared exports. In 2017. Regular exporters exporting over 5 million euros (in the current year as well as in each of the three preceding years) accounted for 80.8% of Spain's foreign declared sales.

Total exporters 151,160 147,845 147,334 148,658 161,454 9.9% -2.2% -0.3% 0.9% 8.5% 6.8% 100%<		SPANISH REGULAR EXPORTERS (DECLARED TRADE)																
2013 2014 2015 2016 2017 2013 2014 2015 2016 2017 % 2013 2014 2015 2016 2017 % 2013 2014 2015 2016 2017 % 2013 2014 2015 2016 2017 % 2013 2014 2015 2016 2017 (P.F   Total exporters 41,168 45,842 47,768 49,767 50,562 7.3% 11.4% 4.2% 4.2% 1.5% 22.8% 27.2% 31.0% 32.4% 33.5% 31.3% 4   x>=25.000 € 24,232 25,498 26,622 27.020 28,006 4.2% 5.2% 2.9% 3.0% 3.6% 16.3% 14.3% 15.8% 16.2% 1.5% 1.4% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 1.5% 2.6% 1.6% 1.6.3% 1.6.2% 1.5.4% 1. 1.4.3% 1.4.3% 1.4.3% 1.4.3% 1.4.3% 1.4.3% 1.4.3% 1.4.2% 1.4.4% 4.9% <td< th=""><th>Minimum ovporto</th><th></th><th></th><th>Anı</th><th>nual rat</th><th>te of ch</th><th>nange</th><th>(%)</th><th>17/13</th><th colspan="7">13 % of total</th></td<>	Minimum ovporto			Anı	nual rat	te of ch	nange	(%)	17/13	13 % of total								
Regular exporters 41,168 45,842 47,768 49,767 50,562 7.3% 11.4% 4.2% 4.2% 1.5% 22.8% 27.2% 31.0% 32.4% 33.5% 31.3% 4.   x>=25.000 € 24,232 25,498 26,228 27,020 28,006 4.2% 5.2% 2.9% 3.0% 3.6% 15.6% 16.0% 17.2% 17.8% 18.2% 17.3% 1   x>=50.000 € 21,553 22,663 23,327 24,064 24,859 4.4% 5.2% 2.9% 3.2% 15.3% 15.3% 15.8% 16.2% 15.4% 1   x>=500.000 € 11,956 12,626 13,102 13,719 14,282 5.2% 5.6% 3.8% 4.7% 4.0% 19.5% 7.9% 8.5% 8.9% 9.2% 8.8% 0.   x=500.00 € 3,220 3,426 3,603 3,760 3,945 9.0% 6.4% 5.2% 4.4% 4.9% 2.5% 2.1% 2.3% 2.4% 0.% 0.3% 0.3% 0.3% 0.3% 0.3% 0.3% 0.3%	wiiniiniiniiniini exports	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	%	2013	2014	2015	2016	2017	(p.p.)
x>=25.000 € 24,232 25,498 26,228 27,020 28,006 4.2% 5.2% 2.9% 3.0% 3.6% 15.6% 16.0% 17.2% 17.8% 18.2% 17.3% 1.   x>=50.000 € 21,553 22,663 23,327 24,064 24,859 4.4% 5.2% 2.9% 3.2% 3.2% 15.3% 15.3% 15.8% 16.0% 17.2% 17.8% 18.2% 17.3% 1.   x>=50.000 € 11,956 12,626 13,102 13,719 14,282 5.2% 5.6% 3.8% 4.7% 4.0% 19.5% 7.9% 8.5% 8.9% 9.2% 8.8% 0.   x>=50M€ 3,220 3,426 3,603 3.760 3.945 9.0% 6.4% 5.2% 4.4% 4.9% 2.5% 2.1% 2.3% 2.4% 2.5% 2.4% 0.   x>=50M€ 357 391 435 438 466 15.5% 9.5% 11.3% 0.7% 5.9% 0.3% 0.3% 0.3% 0.3% 0.3% 0.3% 0.3% 0.3% 0.3%	Total exporters	151,160	147,845	147,334	148,658	161,454	9.9%	-2.2%	-0.3%	0.9%	8.5%	6.8%	100%	100%	100%	100%	100%	-
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	Regular exporters	41,168	45,842	47,768	49,767	50,562	7.3%	11.4%	4.2%	4.2%	1.5%	22.8%	27.2%	31.0%	32.4%	33.5%	31.3%	4.08
x>=500.000 € 11,956 12,626 13,102 13,719 14,282 5.2% 5.6% 3.8% 4.7% 4.0% 19.5% 7.9% 8.5% 8.9% 9.2% 8.8% 0.0   x>=5M€ 3,220 3,426 3,603 3,760 3,945 9.0% 6.4% 5.2% 4.4% 4.9% 22.5% 2.1% 2.3% 2.4% 2.5% 2.4% 0.0%   x>=50M€ 357 391 435 438 466 15.5% 9.5% 11.3% 0.7% 5.9% 30.5% 0.2% 0.3%	x>=25.000 €	24,232	25,498	26,228	27,020	28,006	4.2%	5.2%	2.9%	3.0%	3.6%	15.6%	16.0%	17.2%	17.8%	18.2%	17.3%	1.32
x>=5M€ 3,220 3,426 3,603 3,760 3,945 9.0% 6.4% 5.2% 4.4% 4.9% 22.5% 2.1% 2.3% 2.4% 2.5% 2.4% 0.0%   x>=50M€ 357 391 435 438 466 15.5% 9.5% 11.3% 0.7% 5.9% 30.5% 0.2% 0.3% </th <th>x&gt;=50.000 €</th> <th>21,553</th> <th>22,663</th> <th>23,327</th> <th>24,064</th> <th>24,859</th> <th>4.4%</th> <th>5.2%</th> <th>2.9%</th> <th>3.2%</th> <th>3.2%</th> <th>15.3%</th> <th>14.3%</th> <th>15.3%</th> <th>15.8%</th> <th>16.2%</th> <th>15.4%</th> <th>1.14</th>	x>=50.000 €	21,553	22,663	23,327	24,064	24,859	4.4%	5.2%	2.9%	3.2%	3.2%	15.3%	14.3%	15.3%	15.8%	16.2%	15.4%	1.14
x>=50M€ 357 391 435 438 466 15.5% 9.5% 11.3% 0.7% 5.9% 30.5% 0.2% 0.3%	x>=500.000 €	11,956	12,626	13,102	13,719	14,282	5.2%	5.6%	3.8%	4.7%	4.0%	19.5%	7.9%	8.5%	8.9%	9.2%	8.8%	0.94
Minimum exports   Value of exports in millions of euros   Annual rate of change (%)   17/13   * 0 f total   17/13   * 0 f total   17/17   2013   2014   2015   2016   2017   * 0 f total   17/17   2013   2014   2015   2016   2017   * 0 f total   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2016   2017   %   2013   2014   2016   2017   %   2013   2014   2016   2017   2013   2	x>=5M€	3,220	3,426	3,603	3,760	3,945	9.0%	6.4%	5.2%	4.4%	4.9%	22.5%	2.1%	2.3%	2.4%	2.5%	2.4%	0.31
Minimum exports   2013   2014   2015   2016   2017   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2016   2017   %   2013   2014   2015   2016   2017   %   2013   2014   2016   2017   %   2013   2014   2016   2017   %   2013   2014   2016   2017   %   2013   2014	x>=50M€	357	391	435	438	466	15.5%	9.5%	11.3%	0.7%	5.9%	30.5%	0.2%	0.3%	0.3%	0.3%	0.3%	0.05
2013 2014 2015 2016 2017 2016 2017 2016 2016 2017 1018 2016 2017 2016 2017 1018 2016 2017 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2016 2017 1018 2016 2017 1018 2016 2017 1018 2016 2017 1018 2018 2018 2018 2018 2018 2018 2018 2018 2018 2018 2018 2018 2018	<b>M</b> inimum and a	Val	Anr	nual ra	te of ch	nange	(%)	17/13			17/13							
Regular exporters   216,966.1   223,421.0   233,440.1   241,727.3   263,229.2   5.5%   3.0%   4.5%   3.5%   9.6%   21.3%   92.0%   92.9%   93.5%   94.3%   95.0%   2     x>=25.000 €   214,392.9   221,140.5   231,314.0   239,336.8   260,929.0   5.5%   3.1%   4.6%   3.5%   9.8%   21.7%   90.9%   91.9%   92.6%   93.3%   94.2%   3.     x>=50.000 €   213,352.2   220,485.0   230,680.6   238,648.2   260,114.9   5.4%   3.3%   4.6%   3.5%   9.8%   21.9%   90.5%   91.6%   92.3%   93.1%   93.9%   3.     x>=500.000 €   207,370.4   214,365.2   224,357.2   232,452.1   253,681.7   5.8%   3.4%   4.7%   3.6%   9.8%   20.3%   89.1%   89.8%   90.7%   91.5%   3.	winimum exports	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	%	2013	2014	2015	2016	2017	(p.p.)
x>=25.000 € 214,392.9 221,140.5 231,314.0 239,336.8 260,929.0 5.5% 3.1% 4.6% 3.5% 9.8% 21.7% 90.9% 91.9% 92.6% 93.3% 94.2% 3.   x>=50.000 € 213,352.2 220,485.0 230,680.6 238,648.2 260,114.9 5.4% 3.3% 4.6% 3.5% 9.8% 21.9% 90.5% 91.6% 92.3% 93.1% 93.9% 3.   x>=500.000 € 207,370.4 214,365.2 224,357.2 232,452.1 253,681.7 5.8% 3.4% 4.7% 3.6% 9.8% 22.3% 87.9% 89.1% 89.8% 90.7% 91.5% 3.	Total exporters	235,814.1	240,581.8	249,794.4	256,393.4	277,125.7	4.3%	2.0%	3.8%	2.6%	8.9%	17.5%	100%	100%	100%	100%	100%	-
x>=50.000 € 213,352.2 220,485.0 230,680.6 238,648.2 260,114.9 5.4% 3.3% 4.6% 3.5% 9.8% 21.9% 90.5% 91.6% 92.3% 93.1% 93.9% 3.3%   x>=500.000 € 207,370.4 214,365.2 224,357.2 232,452.1 253,681.7 5.8% 3.4% 4.7% 3.6% 9.8% 21.3% 89.1% 89.8% 90.7% 91.5% 3.4%	Regular exporters	216,966.1	223,421.0	233,440.1	241,727.3	263,229.2	5.5%	3.0%	4.5%	3.5%	9.6%	21.3%	92.0%	92.9%	93.5%	94.3%	95.0%	2.98
x>=500.000 € 207,370.4 214,365.2 224,357.2 232,452.1 253,681.7 5.8% 3.4% 4.7% 3.6% 9.8% 22.3% 87.9% 89.1% 89.8% 90.7% 91.5% 3.4%	x>=25.000 €	214,392.9	221,140.5	231,314.0	239,336.8	260,929.0	5.5%	3.1%	4.6%	3.5%	9.8%	21.7%	90.9%	91.9%	92.6%	93.3%	94.2%	3.24
	x>=50.000 €	213,352.2	220,485.0	230,680.6	238,648.2	260,114.9	5.4%	3.3%	4.6%	3.5%	9.8%	21.9%	90.5%	91.6%	92.3%	93.1%	93.9%	3.39
x>=5M€ 181,327.8 188,338.1 196,738.2 203,911.1 223,874.9 6.9% 3.9% 4.5% 3.6% 10.5% 23.5% 76.9% 78.3% 78.8% 79.5% 80.8% 3.	x>=500.000 €	207,370.4	214,365.2	224,357.2	232,452.1	253,681.7	5.8%	3.4%	4.7%	3.6%	9.8%	22.3%	87.9%	89.1%	89.8%	90.7%	91.5%	3.60
	x>=5M€	181,327.8	188,338.1	196,738.2	203,911.1	223,874.9	6.9%	3.9%	4.5%	3.6%	10.5%	23.5%	76.9%	78.3%	78.8%	79.5%	80.8%	3.89
x>=50M€ 121,361.3 127,173.7 134,604.9 138,986.3 152,142.9 7.8% 4.8% 5.8% 3.3% 10.5% 25.4% 51.5% 52.9% 53.9% 54.2% 54.9% 3.3% 55.2% 55.9\% 55.9\%55.9\% 55.9\% 55.9\% 55.9\% 55.9\% 55.9\% 55.9\%55.9\% 55.9\% 55.9\% 55.9\% 55.9\%55.9\% 55.9\% 55.9\% 55.9\%55.9\% 55.9\% 55.9\% 55.9\%55.9\% 55.9\% 55.9\% 55.9\%55.9\% 55.9\%55.9\% 55.9\%55.9\%55.9\% 55.9\%	x>=50M€	121,361.3	127,173.7	134,604.9	138,986.3	152,142.9	7.8%	4.8%	5.8%	3.3%	10.5%	25.4%	51.5%	52.9%	53.9%	54.2%	54.9%	3.44

Source: Secretariat of State for Trade with Customs data

• The number of Spanish exporters selling abroad over 50,000€ annually represented 23.8% of total in 2017 (38.436 exporters), but were responsible for almost all exports by

value (99.8%). In the upper sections, in 2017 there were 727 companies exporting more than 50 million euros (0.5% of total exporters), from 573 in 2013, concentrating 63.4% of total exports in 2017 from 61.2% in 2013.

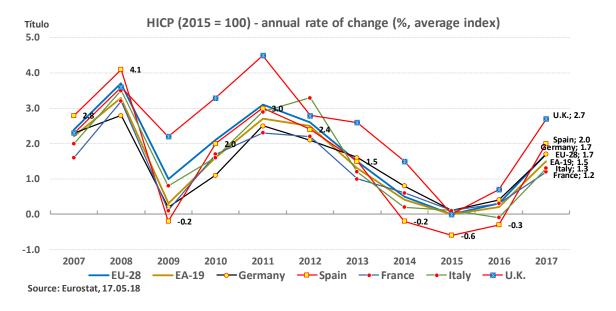
(value of exports)2013201420152016201720132014201520162017%20132014201520162017(rTOTAL151,160147,845147,334148,658161,4549.9%-2.3%-0.3%0.9%8.5%6.8%100					SPANIS	H EXPOR	TERS (I	DECLA	RED TR	ADE)								
TOTAL 151,160 147,845 147,334 148,658 161,454 9.9% -2.2% -0.3% 0.9% 8.5% 6.8% 100%	Brackets		Numb	per of expo	orters		An	nual ra	te of ch	ange (S	%)	17/13		%	6 of tota		17/13	
x<50.00€	(value of exports)	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	%	2013	2014	2015	2016	2017	(p.p.)
x>=50.000€ 38,957 39,496 38,743 38,342 38,432 3.2% 1.4% -1.9% -1.0% 0.1% -1.3% 25.8% 26.7% 26.3% 25.8% 23.8% -   50.000€ <= x < 0.5M€ 19,660 19,725 18,602 18,089 17,859 3.2% 0.3% -5.7% -2.8% -1.5% -9.2% 13.0% 13.3% 12.6% 12.2% 11.1% -   0.5M€ <= x < 5M€ 14,317 14,635 14,780 14,795 14,838 3.2% 2.2% 1.0% 0.5% 3.6% 9.5% 9.9% 10.0% 10.0% 9.2% - 50M€  4.407 4,542 4,727 4,804 5,012 3.5% 3.1% 4.1% 1.6% 4.5% 13.7% 2.9% 3.1% 3.2% 2.9% 3.0% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.3% 0.3% 0.4% 0.4% 0.3% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4% 0.4%	TOTAL	151,160	147,845	147,334	148,658	161,454	9.9%	-2.2%	-0.3%	0.9%	8.5%	6.8%	100%	100%	100%	100%	100%	-
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	x<50.000€	112,203	108,349	108,591	110,316	123,018	12.5%	-3.4%	0.2%	1.6%	11.4%	9.6%	74.2%	73.3%	73.7%	74.2%	76.2%	1.97
0,5M€ <= x < 5M€ 14,317 14,635 14,780 14,795 14,838 3.2% 2.2% 1.0% 0.1% 0.3% 3.6% 9.5% 9.9% 10.0% 10.0% 9.2% -   5M€ <= x < 50M€ 4,407 4,542 4,727 4,804 5,012 3.5% 3.1% 4.1% 1.6% 4.5% 13.7% 2.9% 3.1% 3.2% 3.2% 3.1%   50M€ <= x < 250M€ 473 492 530 546 604 -0.6% 4.0% 7.7% 3.0% 9.4% 2.7% 0.3% 0.4% <th>x&gt;=50.000€</th> <th>38,957</th> <th>39,496</th> <th>38,743</th> <th>38,342</th> <th>38,436</th> <th>3.2%</th> <th>1.4%</th> <th>-1.9%</th> <th>-1.0%</th> <th>0.1%</th> <th>-1.3%</th> <th>25.8%</th> <th>26.7%</th> <th>26.3%</th> <th>25.8%</th> <th>23.8%</th> <th>-1.97</th>	x>=50.000€	38,957	39,496	38,743	38,342	38,436	3.2%	1.4%	-1.9%	-1.0%	0.1%	-1.3%	25.8%	26.7%	26.3%	25.8%	23.8%	-1.97
5M€ <= x < 50M€	50.000€ <= x < 0,5M€	19,660	19,725	18,602	18,089	17,859	3.2%	0.3%	-5.7%	-2.8%	-1.5%	-9.2%	13.0%	13.3%	12.6%	12.2%	11.1%	-1.94
50M€ <= x < 250M€	0,5M€ <= x < 5M€	14,317	14,635	14,780	14,795	14,838	3.2%	2.2%	1.0%	0.1%	0.3%	3.6%	9.5%	9.9%	10.0%	10.0%	9.2%	-0.28
x >= 250M€ 100 102 104 108 123 5.3% 2.0% 3.8% 17.1% 23.0% 0.1%	5M€ <= x < 50M€	4,407	4,542	4,727	4,804	5,012	3.5%	3.1%	4.1%	1.6%	4.5%	13.7%	2.9%	3.1%	3.2%	3.2%	3.1%	0.19
Brackets (value of exports in millions of euros   Annual rate of change (%)   17/13   % of total   11/13     Brackets (value of exports)   2013   2014   2015   2016   2017   2013   2014   2015   2016   2017   (%)   17/13   % of total   11     TOTAL   235,814.1   240,581.8   249,794.4   256,393.4   277,125.7   4.3%   2.0%   3.8%   2.6%   8.9%   17.5%   100%   100%   100%   100%   100%   0.0%   0.2%	50M€ <= x < 250M€	473	492	530	546	604	-0.6%	4.0%	7.7%	3.0%	9.4%	27.7%	0.3%	0.3%	0.4%	0.4%	0.4%	0.06
(value of exports)   2013   2014   2015   2016   2017   2013   2014   2015   2016   2017   0     TOTAL   235,814.1   240,581.8   249,794.4   256,393.4   277,125.7   4.3%   2.0%   3.8%   2.6%   8.9%   17.5%   100%   100%   100%   100%   100%   0.0%   100% <th>x &gt;= 250M€</th> <th>100</th> <th>102</th> <th>104</th> <th>108</th> <th>123</th> <th>5.3%</th> <th>2.0%</th> <th>2.0%</th> <th>3.8%</th> <th>17.1%</th> <th>23.0%</th> <th>0.1%</th> <th>0.1%</th> <th>0.1%</th> <th>0.1%</th> <th>0.1%</th> <th>0.01</th>	x >= 250M€	100	102	104	108	123	5.3%	2.0%	2.0%	3.8%	17.1%	23.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.01
TOTAL   235,814.1   240,581.8   249,794.4   256,393.4   277,125.7   4.3%   2.0%   3.8%   2.6%   8.9%   17.5%   100%   100%   100%   100%   100%   0.0%	Brackets	Va	lue of exp	Annual rate of change (%)						13 % of total					17/13			
x<50.000€	(value of exports)	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	%	2013	2014	2015	2016	2017	(p.p.)
x>=50.000€ 235,158.1 239,969.7 249,188.3 255,797.3 276,525.1 4.3% 2.0% 3.8% 2.7% 8.9% 17.6% 99.7% 99.7% 99.8% 99.8% 99.8%	TOTAL	235,814.1	240,581.8	249,794.4	256,393.4	277,125.7	4.3%	2.0%	3.8%	2.6%	8.9%	17.5%	100%	100%	100%	100%	100%	-
	x<50.000€	656.0	612.2	606.2	596.1	600.7	4.4%	-6.7%	-1.0%	-1.7%	0.5%	-8.4%	0.3%	0.3%	0.2%	0.2%	0.2%	-0.06
50 000€ <= x < 0 5M€ 3 776 6 3 799 7 3 496 3 3 415 6 3 332 9 2 0% 0 6% +8 0% +2 3% +2 5% +117% 1 6% 1 6% 1 4% 1 3% 1 2% -	x>=50.000€	235,158.1	239,969.7	249,188.3	255,797.3	276,525.1	4.3%	2.0%	3.8%	2.7%	8.9%	17.6%	99.7%	99.7%	99.8%	99.8%	99.8%	0.06
0.000 - x - 0,000 - 0,000 - 0,000 - 0,000 - 0,000 - 0,000 - 0,000 - 2.070 - 2.070 - 2.070 - 1.0	50.000€ <= x < 0,5M€	3,776.6	3,799.7	3,496.3	3,415.6	3,332.9	2.0%	0.6%	-8.0%	-2.3%	-2.5%	-11.7%	1.6%	1.6%	1.4%	1.3%	1.2%	-0.40
0,5M€ <= x < 5M€ 23,801.2 24,454.1 25,089.9 25,444.7 25,683.8 2.6% 2.7% 2.6% 1.4% 0.9% 7.9% 10.1% 10.2% 10.0% 9.9% 9.3% -	0,5M€ <= x < 5M€	23,801.2	24,454.1	25,089.9	25,444.7	25,683.8	2.6%	2.7%	2.6%	1.4%	0.9%	7.9%	10.1%	10.2%	10.0%	9.9%	9.3%	-0.83
5M€ <= x < 50M€ 63,398.5 64,599.5 67,511.5 68,787.6 71,891.3 4.0% 1.9% 4.5% 1.9% 4.9% 13.4% 26.9% 26.9% 27.0% 26.8% 25.9% -		63,398.5	64,599.5	67,511.5	68,787.6	71,891.3	4.0%	1.9%	4.5%	1.9%	4.9%	13.4%	26.9%	26.9%	27.0%	26.8%	25.9%	-0.94
50M€ <= x < 250M€ 47,559.0 48,841.6 52,464.1 53,913.3 58,690.7 0.2% 2.7% 7.4% 2.8% 7.6% 23.4% 20.2% 20.3% 21.0% 21.0% 21.2%	5M€ <= x < 50M€										= 00/	00 404	00.00/	00.00/	04.00/	04.004	04.00/	1.01
x >= 250ME 96,622.8 98,274.7 100,626.5 104,236.0 116,926.5 7.2% 1.7% 2.4% 3.6% 14.6% 21.0% 41.0% 40.8% 40.3% 40.7% 42.2%		47,559.0	48,841.6	52,464.1	53,913.3	58,690.7	0.2%	2.7%	7.4%	2.8%	7.6%	23.4%	20.2%	20.3%	21.0%	21.0%	21.2%	1.01

Source: Secretariat of State for Trade with Customs data

#### 3. COMPETITIVENESS

#### Price-based competitiveness indices

 In 2017, according to <u>Eurostat</u>, the average inflation rate in Spain reached 2.0% yearon-year, the first positive annual rate, after three years in negative. In the EU-28, the inflation annual rate was 1.7% and 1.5% in the euro area. In the EU largest economies, the inflation rates were: Germany, 1.7%, France, 1.2%, Italy, 1.3%, and the U.K., 2.7%.

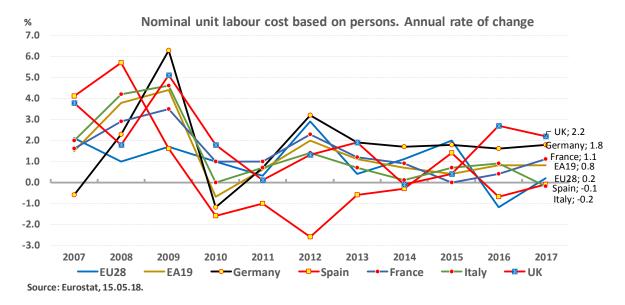


According to the <u>Quarterly Report on Competitiveness Indices</u> of the Secretariat of State for Trade (10.05.18), with data based on ICP, Spain increased its price competitiveness in the first quarter of 2018 compared to the same quarter of the previous year vis-à-vis the euro area (-0.3%), as well as vis-à-vis the EU (-0.3%). In the latter, this is due to the combination of a lower increase of prices in Spain (-0.4%), since there was a slight appreciation of the euro in the quarter (0.1%). In 2017 as a whole, Spain lost competitiveness against the euro area (0.5%) and the EU (0.8%), due to the higher inflation rate compared to the average in both regions and to the significant appreciation

of the euro against the rest of the currencies of the EU-28 countries. Vis-à-vis the OECD countries, Spain's competitiveness decreased in the first quarter of 2018 (4.3% y-o-y), since the gains due to lower inflation (-0.8%) were more than offset by the appreciation of the euro against the currencies of the OECD countries (5.1%). Vis-à-vis the emerging economies (BRICS), Spain lost price competitiveness in the first quarter of 2018 (6.8% y-o-y) due to the appreciation of the euro (8.2%) that more than offset gains from relative prices (-1.3%). In 2017 as a whole, Spain lost competitiveness vis-à-vis the OECD countries (1.5%), and against the BRICS (0.5%). In both cases, mainly due to the appreciation of the euro.

## Other competitiveness indicators

The evolution of nominal unit labour costs (ULC) in Spain is helping to gain competitiveness and to lower export prices. According to <u>Eurostat</u>, Spanish nominal ULC based on persons decreased by 0.1% y-o-y in 2017, seventh fall in the last eight years. The ULC also fell in Italy (-0.2%), but it increased in the EU (0.2%), EA (0.8%), Germany (1.8%), France (1.1%) and the U.K. (2.2%).



Total Factor Productivity (TFP) in Spain has risen for the fifth year in a row in 2017, according to European Commission data (<u>AMECO</u>, updated 3.05.18). TFP increased in Spain in 2017 by 0.94%, a lower expansion than that of the EU-28 (1.03%) and the euro area (1.06%), as well as Italy (1.01%), but higher than in France (0.68%) or the U.K. (0.47%) and similar than in Germany (0.93%). For 2018, the prospects show further increases in TFP in Spain (0.78%), as well as in the rest of major economies in the EU: Germany (1.23%), France (0.88%), Italy (0.85%) and the U.K. (0.51%).

## Market share - based competitiveness indicators

 According to the latest data of the WTO (April 2018), Spain maintained its weight in international goods exports in 2017 at 1.81%, as well as its position in the ranking of leading exporters at 17<sup>th</sup> (source: WTO, <u>Statistics database</u>).

WTO: leading merchandise	e exporte	rs, year 2	017 (wo	rld share,	%)	Share chng	Share chng	Rank gain	Value 2016	Value 2017	Value chng
Rkg País	2005	2010	2015	2016	2017	17/05 (p.p.)	17/16 (p.p.)	17/16	(000M\$)	(000M\$)	17/16 (%)
- World	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	16,028.7	17,730.0	10.6%
1 China	7.25%	10.31%	13.76%	13.09%	12.77%	5.52	-0.32	0	2,097.6	2,263.3	7.9%
2 United States of America	8.57%	8.36%	9.10%	9.05%	8.72%	0.15	-0.33	0	1,451.0	1,546.7	6.6%
3 Germany	9.24%	8.23%	8.03%	8.32%	8.17%	-1.07	-0.16	0	1,334.4	1,448.3	8.5%
4 Japan	5.66%	5.03%	3.78%	4.02%	3.94%	-1.72	-0.09	0	644.9	698.1	8.3%
5 Netherlands	3.87%	3.75%	3.45%	3.57%	3.68%	-0.19	0.11	0	571.4	652.0	14.1%
6 Korea, Republic of	2.71%	3.05%	3.19%	3.09%	3.24%	0.53	0.14	2	495.4	573.7	15.8%
7 Hong Kong, China	2.78%	2.62%	3.09%	3.22%	3.10%	0.32	-0.12	-1	516.7	550.3	6.5%
8 France	4.41%	3.42%	3.07%	3.13%	3.02%	-1.39	-0.11	-1	501.8	535.2	6.7%
9 Italy	3.55%	2.92%	2.77%	2.88%	2.86%	-0.70	-0.03	0	461.9	506.2	9.6%
10 United Kingdom	3.72%	2.72%	2.79%	2.56%	2.51%	-1.21	-0.05	0	409.6	445.0	8.6%
11 Belgium	3.18%	2.66%	2.40%	2.48%	2.42%	-0.76	-0.06	0	398.0	429.5	7.9%
12 Canada	3.43%	2.53%	2.48%	2.44%	2.37%	-1.06	-0.06	0	390.3	420.9	7.8%
13 Mexico	2.04%	1.95%	2.30%	2.33%	2.31%	0.27	-0.02	0	373.9	409.5	9.5%
14 Singapore	2.19%	2.30%	2.10%	2.11%	2.11%	-0.08	0.00	0	338.1	373.2	10.4%
15 United Arab Emirates	1.12%	1.40%	1.82%	1.87%	2.03%	0.91	0.17	1	299.0	360.0	20.4%
16 Russian Federation	2.32%	2.62%	2.07%	1.76%	1.99%	-0.33	0.23	2	281.9	353.1	25.3%
17 Spain	1.83%	1.66%	1.71%	1.81%	1.81%	-0.03	0.00	0	290.1	320.5	10.5%
18 Taipei Chinese	1.89%	1.79%	1.73%	1.75%	1.79%	-0.10	0.04	1	280.3	317.4	13.2%
19 Switzerland	1.25%	1.28%	1.75%	1.89%	1.69%	0.44	-0.20	-4	302.9	299.6	-1.1%
20 India	0.95%	1.48%	1.62%	1.65%	1.68%	0.74	0.03	0	264.1	298.4	13.0%
Fuente: OMC, April 2018											

Regarding trade of commercial services, Spain obtained a 2.63% share in 2016, maintaining the 11<sup>th</sup> position in the ranking of leading exporters for the third year in a row (source: WTO, May 2017, <u>Statistics database</u>). In 2017, according to the press release of WTO in April 2018, Spain maintained the 11<sup>th</sup> position with exports of 137 billion USD, and a share of 2.6%

ωто	: leading commercial serv	vices expo	orters, ye	ar 2016 (	world sh	are, %)	Share chng	Share chng	Rank gain	Value 2015	Value 2016	Value chng
Rkg	País	2005	2010	2014	2015	2016	15/14 (p.p.)	16/15 (p.p.)	16/15	(000M\$)	(000M\$)	16/15 (%)
-	World	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	4,789.6	4,807.7	0.4%
1	United States of America	13.76%	14.13%	14.24%	15.25%	15.24%	1.48	-0.02	0	730.6	732.6	0.3%
2	United Kingdom	8.91%	6.91%	7.04%	7.11%	6.73%	-2.17	-0.38	0	340.5	323.7	-4.9%
3	Germany	5.89%	5.72%	5.63%	5.42%	5.57%	-0.32	0.15	0	259.6	267.8	3.2%
4	France	5.87%	5.23%	5.39%	5.03%	4.90%	-0.97	-0.13	0	240.8	235.6	-2.1%
5	China	3.00%	4.61%	4.29%	4.52%	4.31%	1.31	-0.21	0	216.5	207.3	-4.3%
6	Netherlands	0.00%	4.15%	3.84%	3.67%	3.69%	3.69	0.01	0	176.0	177.4	0.8%
7	Japan	3.84%	3.43%	3.14%	3.31%	3.51%	-0.33	0.20	0	158.3	168.7	6.6%
8	India	2.00%	3.03%	3.08%	3.25%	3.35%	1.36	0.10	0	155.7	161.3	3.6%
9	Singapore	1.78%	2.61%	3.02%	3.10%	3.11%	1.33	0.01	0	148.3	149.4	0.7%
10	Ireland	2.17%	2.38%	2.75%	2.81%	3.04%	0.87	0.24	0	134.4	146.2	8.8%
11	Spain	3.53%	2.92%	2.61%	2.46%	2.63%	-0.89	0.17	0	117.8	126.6	7.5%
12	Switzerland	2.50%	2.41%	2.35%	2.32%	2.34%	-0.17	0.02	1	110.9	112.3	1.3%
13	Belgium	2.20%	2.51%	2.43%	2.32%	2.27%	0.07	-0.06	-1	111.3	109.0	-2.1%
14	Italy	3.50%	2.59%	2.23%	2.03%	2.09%	-1.41	0.06	1	97.4	100.6	3.2%
15	Hong Kong	1.82%	2.09%	2.10%	2.18%	2.05%	0.22	-0.13	-1	104.3	98.3	-5.7%
16	Luxembourg	1.55%	1.61%	1.97%	1.99%	1.96%	0.41	-0.03	1	95.1	94.1	-1.1%
	South Korea	1.90%	2.14%	2.19%	2.02%	1.91%	0.01	-0.11	-1	96.7	91.8	-5.0%
18	Canada	2.27%	1.96%	1.72%	1.64%	1.66%	-0.61	0.01	0	78.8	79.7	1.3%
	Sweden	1.45%	1.39%	1.51%	1.51%	1.49%	0.03	-0.02	0	72.3	71.4	-1.2%
20	Thailand	0.76%	0.89%	1.09%	1.28%	1.38%	0.61	0.09	1	61.4	66.1	7.7%

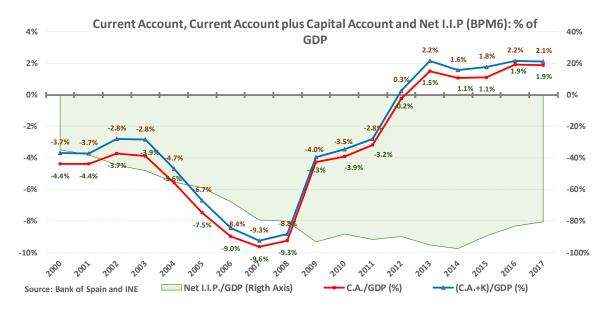
Fuente: OMC, May 2017

## 4. CURRENT ACCOUNT B. AND LENDING CAPABILITY (Bank of Spain)

- The good performance of the Spanish trade balance is the main factor that explains the correction of the current account deficit, from -9.6% of GDP in 2007 to 1.9% surplus in 2017 (22,144 million euros, data published on 26 March 2018 by <u>Bank of Spain</u>).
- The services balance has also played a positive role in the last few years, moving from a surplus of 2.7% of GDP in 2007 to a surplus of 4.8% of GDP in 2017 (55,541 million euros, <u>Bank of Spain</u>).
- The aggregate balance of the capital account and the current account in 2017 shows a surplus against the rest of the world of 24,792 million euro, 2.1% of GDP with BoP

data (in 2016, 24,166 million euro, 2.2% of GDP), in sharp contrast with the borrowing needs of 100,021 million euros (-9.3% of GDP) recorded in 2007.

According to Spanish Government forecasts (Macroeconomic Scenario updated on . 27.04.18), Spain is expected to attain a current account surplus of 1.7% in 2018 and 1.6% in 2019, and to achieve a net lending capacity vis-à-vis the rest of the world of 1.9% in 2018 and 1.8% in 2019.



#### **APPENDIX: MAIN FORECASTS FOR SPAIN**

	MAIN FORECASTS FOR SPAIN																					
% annual change (unless otherwise		rts of a d servi			Imports of goods and services						Net lending vis-à- vis ROW (% GDP)						Domestic demand cont. GDP (*)			GDP		
indicated)	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	2017	2018	2019	
Spanish Gov. <sup>1</sup>	5.0	4.8	4.6	4.7	4.1	4.2	1.8	1.7	1.6	2.0	1.9	1.8	0.3	0.4	0.3	2.8	2.3	2.2	3.1	2.7	2.4	
IMF <sup>2</sup>	5.0	4.7	4.2	4.7	4.3	4.1	1.7	1.6	1.7	1.9	1.8	1.9	0.3	0.3	0.2	2.8	2.5	2.1	3.1	2.8	2.2	
EC <sup>3</sup>	5.0	5.0	4.7	4.7	4.7	4.5	1.8	1.5	1.6	2.0	1.7	1.9	0.3	0.2	0.2	2.7	2.6	2.2	3.1	2.9	2.4	
OECD <sup>4</sup>	6.0	4.6	4.3	4.6	4.0	4.2	1.6	1.6	1.6	-	-	-	0.6	0.3	0.2	2.5	2.0	1.9	3.1	2.3	2.1	
Bank of Spain <sup>5</sup>	5.0	4.9	4.8	4.7	4.2	4.5	-	-	-	1.9	1.8	1.8	0.3	0.3	0.2	2.8	2.4	2.1	3.1	2.7	2.3	
(*) Contribution to G	DP gro	wth in	n perc	entag	e noir	nts.																

(\*) Contribution to GDP growth in percentage points.

1. Macroeconomic Scenario 2018-2021, 27 April 2018

2. IMF. WEO. April 2018

- 3. European Economic Forecast, Spring 2017 (may-18)
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