

**INTERNATIONAL TRADE IN SERVICES SURVEY, 2010  
(COMMERCE)  
EXPLANATORY NOTES**

<b>GENERAL INSTRUCTIONS</b>
-----------------------------

**Transactions to be reported in this form**

1. In this form, you are required to report all transactions with non-residents unless otherwise stated. **Non-residents** are defined as:
  - (a) Persons whose main centre of interest is not in Singapore or whose residence in Singapore does not exceed one year;
  - (b) Companies and other bodies whose permanent or registered address is outside Singapore, including overseas branches or subsidiaries of Singapore-registered companies or institutions. Branches or subsidiaries of foreign companies located within Singapore are considered as residents.
2. Report transactions with non-resident related companies, even if they are made through the intra-corporate accounting system.

**Transactions not to be reported in this form**

3. In general, you need not report any transactions with **residents**. For example, payments to Singapore Telecoms for international calls need not be reported in this form. However, there are some exceptions. **Please refer to specific notes for these items.**
4. Do **not** report any goods imported into and exported from Singapore which have already been reported to Singapore Customs.
5. Do **not** report any remitted profits, interest, dividends, capital gains, loans, deposits, investments or any other capital flows.
6. Do **not** report any transactions with the following entities in Singapore, including their transactions on behalf of their non-resident principals:
  - (a) business representative offices of foreign companies;
  - (b) branches and offices of foreign airlines and shipping lines;
  - (c) shipping agencies acting on behalf of foreign shipping lines.

## Residency of Transacting Parties

7. For services transactions, you should identify transactions based on residency of the party whom you render services to or receive services from, and not based on the party whom you receive reimbursements from or make payments to. For example, if your company provided legal services to a firm located in country A but was paid through a local business associate of that firm, you should report the legal services as receipts from country A.
8. Transactions with non-residents through your overseas agents should be treated as your own transactions with non-residents. Services rendered by your overseas agents to you should be reported as import of services.

## Accrual Basis

9. Report amount earned and expenses incurred during the period whether or not the amount had been received or paid.

## Gross Reporting

10. Transactions are to be reported on a gross basis. Expenses incurred in the course of rendering the service, e.g. commissions, other services, etc., are to be included. Report them separately, if applicable.

## Currency

11. Report payments and receipts in ***thousand Singapore dollar***. Convert payments and receipts denominated in foreign currency to Singapore dollar at the exchange rate prevailing at the time of transaction.

## How to Complete the Form

12. The following example depicts how non-resident transactions are to be captured:

### Example

- Suppose your company received S\$20,000 and S\$50,000 in trading commissions from your customers in country A and country B. In addition, your company paid S\$10,000 to a company in country C for market research services.

(a) In **Section F**, please tick the appropriate items.

### TRANSACTIONS WITH NON-RESIDENT CHECKLIST

Item Description	Code	Revenue/ Receipts	Expenses/ Payments
Commissions and Agency Fees on Trading of Goods	700	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Market Research Services	040	<input type="checkbox"/>	<input checked="" type="checkbox"/>

(b) Transfer the codes ticked to **Sections G and H** according to type of transaction (REVENUE/RECEIPTS or EXPENSES/PAYMENTS). Proceed to fill in the transaction values by country of trading partner. For countries besides those printed in the survey form, please fill in the country codes and names with reference to the country/territory code list provided on pages 11 to 14.

#### REVENUE / RECEIPTS - DURING 2010

Country Code	Trading Partners	Please use item and country codes in Explanatory Notes		
		Item Code	Item Code	Item Code
		700		
<b>S\$'000 (Please report in Thousand Singapore dollar)</b>				
AA	Country A	20		
BB	Country B	50		
<b>Total value of all Trading Partners</b>		70		

#### EXPENSES / PAYMENTS – DURING 2010

Country Code	Trading Partners	Please use item and country codes in Explanatory Notes		
		Item Code	Item Code	Item Code
		040		
<b>S\$'000 (Please report in Thousand Singapore dollar)</b>				
CC	Country C	10		
<b>Total value of all Trading Partners</b>		10		

## SERVICES DEFINITIONS

### Business Services

#### **010. Advertising, Public Relations and Design Services**

This refers to services transactions with non-residents in the design, creation, production and marketing of advertisement in various media such as magazines, newspapers, television, radio, billboards, yellow pages, trade journals and so on. Include the purchase and sales of advertisement time and space; fees for the right to use an advertisement made by a third party; and public relation services. **Do not report** exports and imports of goods and materials.

#### **015. Administrative and Management Services**

This refers to services transactions with non-residents in management or business consultancy, organisational review, systems review, project evaluations, provision of business advisory services, operational assistance to business (or new business) and short-term attachment of management staff. **Do not report** consultancy for other services such as banking and financial, computer services etc. Include these under the specific service.

#### **025. Trade Fairs, Exhibitions and Conferencing Services**

For receipts, this refers to fees received from non-residents who participate in local or overseas exhibitions (trade fairs, conferences) organised by local companies. For payments, this refers to expenses by local companies participating in exhibitions overseas. Include payments for rental of exhibition space, consultancy, designer fees, contractor expenses and all other technical expenses. Also included are entry fees and administration fees charged by exhibition promoters and conference organisers. **Do not report** exports and imports of goods and materials.

#### **040. Market Research Services**

This refers to services transactions with non-residents for market research services. Include polling on various issues; the sale and purchase of market research or polling results from/to non-residents and conducting of market feasibility studies. **Do not report** promotions that are part of Trade Fairs, Exhibitions and Conferencing Services (report in code 025).

#### **052. Charter, Rental and Operational Leasing without crew/ operator**

This refers to fees received from or paid to non-residents for chartering, renting or operational leasing of equipment, machinery, ships, aircrafts, vehicles; and transportation equipment such as containers and rigs without crew. **Do not report** rental of property; financial leasing - lease with an intent to eventually take possession of the good; international leased circuits (report in code 105); mailbox rental (report in code 100); and safe deposit box service (report in code 355).

## **Communication Services**

### **100. Postal and Courier Services**

This refers to services transactions with non-residents associated with the pick-up, transport and delivery of letters, newspapers, periodicals, other printed matters, parcels and packages by national postal administrations and private courier service operators. Also include postage, post office counter and mailbox rental services. **Do not report** transactions with local service providers, e.g. Singapore Post) and transport of mail by air transport enterprises (report under Other Transactions).

### **105. Telecommunications Services**

This refers to services transactions with non-residents for the transmission of sound, images, or other information by telephone, telex, telegram, cable, broadcasting, satellite, electronic mail, facsimile services, etc. Include business network services, teleconferencing, related technical support services, international leased circuits and frame relay; cellular phone services, internet backbone services & on-line access services, including internet access provision. **Do not report** charges by resident telecommunication companies for overseas calls or connections.

## **Computer and Information Services**

### **150. Computer Services**

This refers to services transactions with non-residents in IT development, storage of databases; on-line time series; data processing - including tabulation, processing services; management of facilities; hardware and software consultancy; software implementation - including design, development, and programming of customized systems; maintenance and repair of computers and peripheral equipment; development of computer systems and network; system analysis; hardware/software technical support. **Do not report** exports and imports of packaged (non-customised) computer hardware/software; royalties on computer software and multimedia (report in code 655); rental and operational leasing of hardware (report in code 052).

### **155. General Information Services**

This refers to subscription or fees received from/paid to non-residents for on-line news, financial information, business and economic databases services, and other similar databases such as medical, legal, technical, demographic and bibliographic. Include general news services such as provision of news articles, news programs, photographs and other news materials in all forms of media and direct non-bulk subscriptions to newspapers and periodicals. Do not report transactions for downloaded software (report in code 150) or audio and video.

### **160. Direct Subscription of Newspapers and Periodicals**

This item refers to direct, non-bulk subscription to newspapers, magazines and periodicals from overseas publishers or distributors. The materials are intended for own consumption by the subscriber rather than for subsequent resale. For resident publishing companies, report total receipts from non-resident subscribers. The gross value of goods should be reported. **Do not report** exports and imports of publishing materials and books.

## **Financial Services**

### **350. Investment and Other Finance Consultancy Services**

This refers to services transactions with non-residents such as fund/asset management, security custody service, nominee service, investment consultancy, corporate finance advisory fee, financial research, custodian charges and any other investment and financial management services. **Do not report** capital gains/losses, remitted profits, interest, loans, deposits, dividends and any other investment or capital flows.

### **355. Bank Services**

This refers to services transactions with non-residents on charges and fees associated with fund transfers, loans, letters of credit, bankers' acceptance, cheque clearing, factoring, financial leasing, foreign exchange transactions, remittances, credit card commissions, guarantee fees, etc. **Do not report** any transactions with resident or foreign banks located in Singapore; capital gains/losses, remitted profits, interest, loans, deposits, dividends; and, any other investment or capital flows.

### **360. Commission, Brokerage and Underwriting Fees on Financial Instrument such as Shares, Securities, Finance Derivatives**

This refers to services transactions with non-residents such as share registration expenses, stock exchange listing fees, arbitrage service income, payment to foreign stock exchange; commissions, brokerage and underwriting fees on financial instruments such as shares, securities, financial derivatives, etc. **Do not report** capital gains/losses, remitted profits, interest, loans, deposits, dividends; any other investment or capital flows; and, credit card commissions (report in code 355).

## **Insurance Services**

### **462. Insurance Charges (for Section C only)**

This refers to the payment of insurance pertaining to the direct shipment of goods. The service provider can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs.

#### **470. General Insurance excluding Insurance on Cargo**

This covers insurance such as medical, life, motor, theft, fire, business, and other general insurance except cargo. For payments, report gross premium paid to non-resident insurers. For receipts, provide gross claims from non-resident insurers. **Do not report** insurance on cargo; insurance on exported and imported goods.

### **Professional Services**

#### **550. Legal Services**

This refers to resident companies seeking services from non-resident law firms and resident law firms providing legal services to non-resident clients. Services between resident law firm and non-resident law firm in the form of advisory and/or consultation are also to be included here.

#### **555. Accounting, Auditing, Bookkeeping and Tax Consultancy Services**

This refers to fees received from/paid to non-residents for the provision of accounting, bookkeeping, related auditing services; business tax planning and consultancy; and preparation of tax documents. **Do not report** administrative and management services (report in code 015).

#### **560. Engineering and Technical Services**

This refers to services transactions with non-residents for the provision of after sales service of machines; calibration & certification; product testing; engineering/technical inspection; engineering/technical consultancy; colour separation; marine surveying; general repairs and any other engineering and technical services. **Do not report** cargo surveying (report in code 620); computer repairs and maintenance (report in code 150); export and imports of goods; construction services.

### **Royalties**

#### **655. License for use of Computer Software and Multimedia**

This refers to the one-time fee paid upfront for the right to use, and/or a regular payment for use of the intellectual property embodied in computer software and multimedia, i.e. license paid as an end user, without further reproduction or distribution.

#### **656. License to Reproduce or Distribute Computer Software and Multimedia**

This refers to the fees paid for the authorized reproduction and/or distribution (through licensing agreements) of computer software and multimedia originals.

#### **660. Trademark and Franchising Fees**

This refers to one-time fee paid upfront for the right to use, and/or a regular payment for continuous use of the intellectual property related to trademark as

well as franchising fees paid for the right to provide goods and services of a particular brand.

#### **680. Other Royalties not classified above**

This refers to all other royalty payments that are not included in the list above. Specify the type of royalty payments and if spaces provided are insufficient, please attach separate sheets.

#### **691 - 694. Purchase and Sales of Patents, Copyright, Trademark, etc.**

The payment of royalties must also be distinguished from the purchase/sale of intellectual property such as patents, copyrights and trademarks. While royalties normally involves continuous payments and the resulting use of intellectual property rights for a limited period of time, the purchase of intellectual property means the company has total ownership of the proprietary rights and can freely transfer it to a third party. One way to distinguish usage and purchase is that for usage the transaction is entered into the income and expenditure account while for purchase the company will carry it as an intangible asset in the balance sheet.

### **Trade and Transport Related Services**

#### **616. Port Charges, Warehousing & Cargo Handling Fees (for Section C only)**

This refers to payment of services pertaining to the direct shipment of goods for warehousing, cargo handling and port services. The service provider can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs.

#### **620. Cargo Handling, Warehousing and Logistic Services**

This refers to harbour and airport services fees received from or paid to non-residents in cargo and container handling, lighterage, stevedoring and cargo surveying. Logistics services include freight forwarding, repacking, sorting, grading, assembling of goods, stock management, custom clearance, shipping documentation and logistic consultancy. Also included are storage charges, warehousing and other distribution services. **Do not report** port charges, warehousing & cargo handling fees that are reported in Section C (see explanation on code 616); international freight charges at the ports.

#### **700. Third Party Commission and Agency Fees on trading of Goods**

This refers to non-resident third-party commission or agency fee received for acting as an intermediary between companies on the trading of goods and/or non-residents as well as payment to companies for acting as your intermediaries. **Do not report** services where agent acquires ownership of goods; commission and agency fees that are reported in Section C (see explanations on codes 706 and 708); procurement service, purchasing agent's fee, distributor's fee,

representatives' fee (report in code 715) and market research (report in code 040).

#### **705. Merchanting Services (for Section C only)**

This refers to sales and purchases of goods whereby the goods are shipped directly between two countries without entering Singapore. The seller or buyer can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs.

All credit sales and purchases should be included, but any sales and purchases that do not involved physical movement of goods, such as the purchase of commodity futures for hedging ***should not be reported***.

This item requires identifying goods that do not enter Singapore as the main criteria and thereafter the country of the seller and the buyer. ***Do not report*** exports and imports of goods; goods declared to Singapore Customs; imported materials for manufacturing or for assembly; sales and purchases that do not involve physical movement of goods; and, purchase of commodity futures for hedging.

#### **706. Other Income associated with Merchanting/Countertrade (for Section C only)**

This refers to income received that are directly associated with the direct shipment of goods. The party received from can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs.

This covers services such as discount received, trading commissions received, insurance claimed, etc.

#### **708. Other Expenditure associated with Merchanting/Countertrade (for Section C only)**

This refers to expenses paid that are directly associated with the direct shipment of goods. The party paid to can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs. This covers services such as discount allowed, demurrages, finance charges, trading commissions paid, deviations, etc.

#### **710. Countertrade Services (for Section C only)**

Countertrade is also known as barter-trade – one good is exchange for another. No money is involved in the transaction though the trader might value the goods in monetary terms.

The sales and purchases of these goods are to be shipped directly between two countries without entering Singapore. The seller or buyer can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs.

This item requires identifying goods that do not enter Singapore as the main criteria and thereafter the country of the seller and the buyer. **Do not report** exports and imports of goods; goods declared to Singapore Customs; imported materials for manufacturing or for assembly; sales and purchases that do not involve physical movement of goods; and, purchase of commodity futures for hedging.

**715. Marketing Services**

This refers to services transactions with non-residents in; purchasing agent's fee, distributor's fee and representative's fee. **Do not report** market research activities (report in code 040).

**753. Freight Charges (for Section C only)**

This refers to the payment of freight charges pertaining to the direct shipment of goods. The party paid to can be a *resident or non-resident*, so long as the goods were not declared to Singapore Customs.

**Reimbursement of Operating Expenditure**

**005. Reimbursement of Operating Expenditure**

For receipts, report reimbursement received from your overseas Head Office and other related entities to cover your general operating expenses including wages and other expenses relating to the establishment's operations. For payments, report reimbursement to your overseas branches, business representative offices and other related entities for similar purpose. **Do not report** specific services rendered to or received from overseas Head Offices/related entities (report under other relevant codes listed in the form), e.g. administrative & management services, this should be reported under code 015. **Do not report** the sales and purchases of goods with related entities; amount received/paid on behalf of another related entity.

**Other Transactions not indicated above**

**990, 991...**

In this section you are to report transactions with non-residents that are not found in any of the above items. Specify the type of transaction and if spaces provided are insufficient, please attach separate sheets. Each service to be coded beginning with 990, 991 and so on.



## Country / Territory Code List

Country / Territory	Code	Country / Territory	Code
Afghanistan	AF	Cayman Islands	KY
Aland Islands	AX	Central African Republic	CF
Albania	AL	Chad	TD
Algeria	DZ	Chile	CL
American Samoa	AS	China	CN
Andorra	AD	Christmas Island	CX
Angola	AO	Cocos (Keeling) Islands	CC
Anguilla	AI	Colombia	CO
Antarctica	AQ	Comoros	KM
Antigua And Barbuda	AG	Congo	CG
Argentina	AR	Congo, The Democratic Republic Of The	CD
Armenia	AM	Cook Islands	CK
Aruba	AW	Costa Rica	CR
Australia	AU	Cote d'Ivoire	CI
Austria	AT	Croatia	HR
Azerbaijan	AZ	Cuba	CU
Bahamas	BS	Cyprus	CY
Bahrain	BH	Czech Republic	CZ
Bangladesh	BD	Denmark	DK
Barbados	BB	Djibouti	DJ
Belarus	BY	Dominica	DM
Belgium	BE	Dominican Republic	DO
Belize	BZ	Ecuador	EC
Benin	BJ	Egypt	EG
Bermuda	BM	El Salvador	SV
Bhutan	BT	Equatorial Guinea	GQ
Bolivia	BO	Eritrea	ER
Bosnia And Herzegovina	BA	Estonia	EE
Botswana	BW	Ethiopia	ET
Bouvet Island	BV	Falkland Islands (Malvinas)	FK
Brazil	BR	Faroe Islands	FO
British Indian Ocean Territory	IO	Fiji	FJ
Brunei Darussalam	BN	Finland	FI
Bulgaria	BG	France	FR
Burkina Faso	BF	French Guiana	GF
Burundi	BI	French Polynesia	PF
Cambodia	KH	French Southern Territories	TF
Cameroon	CM	Gabon	GA
Canada	CA	Gambia	GM
Cape Verde	CV		

## Country / Territory Code List

Country / Territory	Code	Country / Territory	Code
Georgia	GE	Kyrgyzstan	KG
Germany	DE	Lao People's Democratic Republic	LA
Ghana	GH	Latvia	LV
Gibraltar	GI	Lebanon	LB
Greece	GR	Lesotho	LS
Greenland	GL	Liberia	LR
Grenada	GD	Libyan Arab Jamahiriya	LY
Guadeloupe	GP	Liechtenstein	LI
Guam	GU	Lithuania	LT
Guatemala	GT	Luxembourg	LU
Guernsey	GG	Macao	MO
Guinea	GN	Macedonia, The Former Yugoslav Republic Of	MK
Guinea-Bissau	GW	Madagascar	MG
Guyana	GY	Malawi	MW
Haiti	HT		
Heard Island And Mcdonald Islands	HM	Malaysia	MY
Holy See (Vatican City State)	VA	Maldives	MV
Honduras	HN	Mali	ML
Hong Kong	HK	Malta	MT
Hungary	HU	Marshall Islands	MH
Iceland	IS	Martinique	MQ
India	IN	Mauritania	MR
Indonesia	ID	Mauritius	MU
Iran, Islamic Republic Of	IR	Mayotte	YT
Iraq	IQ	Mexico	MX
Ireland	IE	Micronesia, Federated States Of	FM
Isle Of Man	IM	Moldova, Republic Of	MD
Israel	IL	Monaco	MC
Italy	IT	Mongolia	MN
Jamaica	JM	Montenegro	ME
Japan	JP	Montserrat	MS
Jersey	JE	Morocco	MA
Jordan	JO	Mozambique	MZ
Kazakhstan	KZ	Myanmar	MM
Kenya	KE	Namibia	NA
Kiribati	KI	Nauru	NR
Korea, Democratic People's Republic Of	KP	Nepal	NP
Korea, Republic Of	KR	Netherlands	NL
Kuwait	KW	Netherlands Antilles	AN
		New Caledonia	NC

## Country / Territory Code List

Country / Territory	Code	Country / Territory	Code
New Zealand	NZ	Sierra Leone	SL
Nicaragua	NI	Singapore	SG
Niger	NE	Slovakia	SK
Nigeria	NG	Slovenia	SI
Niue	NU	Solomon Islands	SB
Norfolk Island	NF	Somalia	SO
Northern Mariana Islands	MP	South Africa	ZA
Norway	NO	South Georgia & The South Sandwich Is.	GS
Oman	OM	Spain	ES
Pakistan	PK	Sri Lanka	LK
Palau	PW	Sudan	SD
Palestinian Territory, Occupied	PS	Suriname	SR
Panama	PA	Svalbard And Jan Mayen	SJ
Papua New Guinea	PG	Swaziland	SZ
Paraguay	PY	Sweden	SE
Peru	PE	Switzerland	CH
Philippines	PH	Syrian Arab Republic	SY
Pitcairn	PN	Taiwan	TW
Poland	PL	Tajikistan	TJ
Portugal	PT	Tanzania, United Republic Of	TZ
Puerto Rico	PR	Thailand	TH
Qatar	QA	Timor-Leste	TL
Reunion	RE	Togo	TG
Romania	RO	Tokelau	TK
Russian Federation	RU	Tonga	TO
Rwanda	RW	Trinidad And Tobago	TT
Saint Barthélemy	BL	Tunisia	TN
Saint Helena	SH	Turkey	TR
Saint Kitts And Nevis	KN	Turkmenistan	TM
Saint Lucia	LC	Turks And Caicos Islands	TC
Saint Martin	MF	Tuvalu	TV
Saint Pierre And Miquelon	PM	Uganda	UG
Saint Vincent And The Grenadines	VC	Ukraine	UA
Samoa	WS	United Arab Emirates	AE
San Marino	SM	United Kingdom	GB
Sao Tome And Principe	ST	United States	US
Saudi Arabia	SA	United States Minor Outlying Is.	UM
Senegal	SN	Uruguay	UY
Serbia	RS	Uzbekistan	UZ
Seychelles	SC		

## Country / Territory Code List

<b>Country / Territory</b>	<b>Code</b>	<b>Country / Territory</b>	<b>Code</b>
Vanuatu	VU	Wallis And Futuna	WF
Venezuela	VE	Western Sahara	EH
Vietnam	VN	Yemen	YE
Virgin Islands, British	VG	Zambia	ZM
Virgin Islands, U.S.	VI	Zimbabwe	ZW