

Guide to the Services Trade Restrictions Database

Ingo Borchert
Batshur Gootiiz
Aaditya Mattoo

The World Bank
Development Research Group
Trade and Integration Team
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Abstract

A new Services Trade Restrictions Database collects and makes publicly available information on services trade policy assembled in a comparable manner across 103 countries, five sectors (telecommunications, finance, transportation, retail and professional services) and the key modes of service supply. It contains richly textured policy information as well as a preliminary quantification of policy measures. This paper is a guide to the database, and provides a description of the data, how it was collected, how policy information was quantified, and how the data are presented in the publicly available, interactive Web database. The database is best seen as a

first response to the strong demand for better information from policy-makers, negotiators, researchers and the private sector. Even in its present version, the database can play an important role in advancing policy reform by facilitating the analysis of services policies, informing international negotiations by providing data on actual policies, and provoking dialogue and refinements by making information on policies publicly available. Through feedback from various interested parties, the database may evolve into a collectively created public good.

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Ingo Borchert, Batshur Gootiiz and Aaditya Mattoo*

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*World Bank, 1818 H Street NW, Washington DC 20433. Contact information: I.Borchert@sussex.ac.uk, bgootiiz@worldbank.org, and amattoo@worldbank.org. The authors would like to thank Rudolf Adlung, Nora Dihel, Ana M. Fernandes, Shushanik Hakobyan, Bernard Hoekman, Aart Kraay, Hildegunn Nordås, Sebastian Saez and David Tarr and the World Bank's Council of Chief Economists, for many helpful suggestions. We are grateful to Thelma Choi, Samantha De Martino, Yinuo Geng, Anna Rakhman, Nadia Rocha and, especially, Christine Lee, who contributed significantly to the creation of the database, and to Qinghua Zhao, who designed the website. This paper is part of a World Bank research project on trade in services supported in part by the governments of Norway, Sweden, and the United Kingdom through the Multidonor Trust Fund for Trade and Development, and by the UK Department for International Development (DFID). The findings, interpretations, and conclusions expressed in this paper are entirely those of the authors. They do not necessarily represent the views of the International Bank for Reconstruction and Development/World Bank and its affiliated organizations, or those of the Executive Directors of the World Bank or the governments they represent, or any of the aforementioned individuals or institutions.

TABLE OF CONTENTS

1. INTRODUCTION	3
2. ABOUT THE DATA	4
3. DATA COLLECTION PROCESS	15
4. QUANTIFICATION OF SERVICES POLICY INFORMATION	17
5. DATA PRESENTATION ON THE WEBSITE	24
6. CONCLUSION	33

LIST OF TABLES

Table 1: Coverage of sectors and modes of supply	7
Table 2: Description of standardized measures for mode 3 (all sectors)	9
Table 3: Description of sector-specific measures	10
Table 4: Key restrictions and STRI scores for Brazil	18
Table 5: Scores for individual measures in mode 3 bank lending sector	20
Table 6: Burundi – mode 3 bank lending sector	21
Table 7: Thailand – mode 3 bank lending sector	21
Table 8: India – mode 3 bank lending sector	22
Annex Tables	34

LIST OF FIGURES

Figure 1a: Making a selection (STRI tab)	26
Figure 1b: Making a selection (All policy measures tab)	26
Figure 2: Results in STRI tab	27
Figure 3: Results in “Key restrictions” tab	29
Figure 4: Results in “Main policy measures” tab	31
Figure 5: Results in “All policy measures” tab	32

1. INTRODUCTION

The Services Trade Restrictions Database collects and makes publicly available information on services trade policy assembled in a comparable manner across 103 countries, five sectors (telecommunications, finance, transportation, retail and professional services) and the key modes of service supply. This paper is a guide to the database and provides a description of the data that has been collected, how it was collected, how policy information was quantified, and how the data are presented in the publicly available, interactive Web database. An analytical account of the emerging patterns of policy across countries and sectors can be found in Borchert, Gootiiz and Mattoo (2012). This companion paper also presents evidence on the impact of policy barriers on investment flows and access to services.

The database is best seen as a first response to the strong demand for better information from policy-makers, negotiators, researchers and the private sector. Even in its present version, we see the database as playing an important role in advancing policy reform by facilitating the analysis of services policies; in informing international negotiations by providing data on actual policies; and in provoking dialogue and refinements by making information on policies publicly available. Thus, we do not regard the initial version of the database as providing a definitive picture of trade policy but as a first approximation which will, through feedback from various interested parties, evolve into a collectively created public good – along the lines of a “wiki-database.”

The entire database – including all qualitative and quantitative information, annotated descriptions of policies, as well as detailed documentation – is publicly available at <http://iresearch.worldbank.org/servicestrade>.¹ To the best of our knowledge, no other data source provides similar information on barriers to services trade in a comparable manner for such a large cross-section of countries.

¹ Any inquiries or feedback regarding the database can be sent to servicestrade@worldbank.org.

2. ABOUT THE DATA

The Services Trade Restrictions Database contains information on policies that affect international trade in services. Services trade is defined, as is now customary, to include the supply of a service through cross-border delivery, through establishing a commercial presence, or through the presence of a natural person.² The perspective is one of a foreign supplier who wishes to provide services to consumers in a particular country, and we focus mainly on policy measures that discriminate against foreign services or service providers. Domestic regulations that affect domestic and foreign agents alike are only covered in the few instances where they clearly have a major impact on trade.

It is important to clarify at the outset what the database does not (yet) cover, which should be the focus of future data collection efforts. First, the database does not include information on the existing market structure – e.g. the number of firms, their market share and ownership – across sectors and countries, which means that our policy measures capture the restrictions on entry into markets but do not capture the prevailing extent of competition between domestic and/or foreign firms. Second, we do not collect data on outcome variables such as prices, quality, or diversity of services. Third, we are able to cover the state of prudential and pro-competitive regulation only in a rather limited way, which makes it hard to assess how far these ostensibly non-discriminatory measures offer *de facto* protection to domestic service providers. This gap also makes it hard to assess how far the gains from market-opening depend on the state of complementary regulation, and we emphasize that a mechanical elimination of trade barriers is not necessarily desirable in all sectors. Fourth, we capture only limited information on the implementation of policies. For instance, we make an effort to identify certain aspects of the process by which services providers are granted licenses, such as transparency and accountability, but the process remains opaque and it is hard to determine whether the processes in themselves offer protection to domestic providers. Finally, the database focuses on countries' Most-Favored Nation (MFN) policies, which in (paradoxical) trade parlance means their non-preferential policies, and contains only limited information on their preferential policies. We discuss this issue further below under the heading 'Dealing with preferential policies.'

² We do not cover "consumption abroad," a mode of delivery that is particularly important in services like tourism, education and health – sectors not covered by the database.

Countries covered in the database

The database encompasses information from a total of 103 countries, of which 79 are non-OECD countries, henceforth called developing countries, and 24 are OECD countries, together broadly representing all regions and income groups in the world.³ For the full list of countries covered, please see Annex Table 1. First-hand information for non-OECD countries was collected by administering a questionnaire, whereas similar information for OECD countries was obtained from publicly available sources. To ensure data accuracy, policy information was subjected to review by government officials, which led to confirmation and/or update of the data for most of the OECD countries and a number of developing countries. The full list of governments which confirmed the policy information is available in Annex Table 1.

Sectors and modes covered in the database

The database focuses on five major services sectors, namely financial services (banking and insurance), telecommunications, retail distribution, transportation⁴ and professional services (accounting and legal), with each sector further disaggregated into subsectors as applicable. The choice of sectors was based primarily on our assessment of their economic importance from a development perspective, on the existence of meaningful restrictions on services trade, and on the feasibility of collecting relevant policy data.

We have not at this stage covered two important areas of export interest for developing countries: cross-border trade in business processing services (associated with the “outsourcing” phenomenon) and the international movement of less-skilled individuals to deliver services in fields such as construction. The rationale for not including the former is that such cross-border trade is largely free from explicit restrictions; the rationale for not including the latter is that the immigration policies which most significantly affect such movements of people are notoriously opaque.

However, we hope to be able to address these gaps in future data collection exercises. We recognize

³ The regional affiliation of countries in this database follows the official World Bank country classification, which groups all non-high income countries into world regions. For ease of exposition there are two exceptions to this rule: Trinidad and Tobago is presented as part of the Latin America and Caribbean (LAC) region, and Bahrain, Kuwait, Oman, Qatar and Saudi Arabia are referred to as Gulf Cooperation Council (GCC) countries. All six are high-income countries in official World Bank terms.

⁴ Regarding policies governing cross-border (mode 1) trade in international air passenger transportation services, we draw on the WTO’s QUASAR database since it represents the most comprehensive source currently available on bilateral air services agreements, covering over 2000 agreements.

that some of our conclusions, such as regarding the overall restrictiveness of services policy at the country level and the relative restrictiveness of services sectors, are necessarily influenced by this choice of sectors. We also recognize that the growing scope for digital delivery, for example in certain intermediate professional services, is allowing services providers to circumvent traditional barriers to trade and so trade in these areas may be *de facto* more liberal than our data would suggest. However, any descriptive or econometric analyses that rely on cross-country patterns of trade restrictions for given sectors are not affected.

Within each sector or subsector, the database covers the most relevant modes of supplying the respective service: commercial presence or FDI (mode 3 in WTO parlance) in every subsector; in addition, cross-border supply (mode 1) of financial, transportation and professional services; and the presence of service supplying individuals (mode 4) in professional services. Box 1 provides the definitions of modes of supply covered by the questionnaire. Table 1 summarizes the combinations of subsectors and modes for which information is available.

Box 1: Definitions of modes

Cross-border supply of services (mode 1): Under the GATS, this mode is defined as the supply of a service from the territory of one Member into the territory of any other Member. It is analogous to trade in goods, and arises when a service crosses a national border, for example, if a consumer in country A purchases software or insurance from a provider located in country B. It would also include the purchase by a consumer in country A of transportation services – such as a train ride or flight - from a provider located in country B.

The supply of services through commercial presence (mode 3): Under the GATS, “commercial presence” means any type of business or professional establishment, including through (i) the institution, acquisition or maintenance of a juridical person, or (ii) the creation or maintenance of a branch or a representative office within the territory of a Member for the purpose of supplying a service commercial. This survey considers four types of commercial presence: a firm from country B might open a branch or subsidiary in the territory of country A, it might acquire part or all of an already existing firm in the territory of country A, or it might enter through Joint Venture with an already existing firm in the territory of country A. Thus, the service is provided within A by a locally-established affiliate, subsidiary, or branch of the foreign-owned and controlled firm.

The temporary presence of natural persons (mode 4): Under the GATS, this mode is defined as the supply of a service by a service supplier of one Member, through presence of natural persons of a Member in the territory of any other Member. Thus, it covers the temporary presence of individuals for the purpose of providing services directly to firms or consumers or for employment in service providing firms.

Table 1: Coverage of sectors and modes of supply

Sectors/Sub-sectors	Mode 1	Mode 3	Mode 4
Banking			
Bank lending	x	x	
Deposit acceptance	x	x	
Insurance			
Automobile insurance	x	x	
Life insurance	x	x	
Reinsurance	x	x	
Telecom			
Fixed-line		x	
Mobile		x	
Retailing			
Retail distribution		x	
Transport			
Air passenger domestic		x	
Air passenger international	x	x	
Maritime shipping international	x	x	
Maritime auxiliary services		x	
Road trucking		x	
Railway freight		x	
Professional Services			
Accounting	x	x	x
Auditing	x	x	x
Legal advice foreign law	x	x	x
Legal advice dom law		x	x
Court representation		x	x

Policy measures covered in the database

The primary focus of the database is on policies and regulations that discriminate against foreign services or foreign service providers, as well as certain key aspects of the overall regulatory environment that have a significant impact on trade in services. It is convenient to distinguish between measures that can be found in each of the sectors and those which are specific to certain sectors. Thus, the questionnaire contains a core set of standardized questions that are relevant for each subsector-mode combination; for example, whether there is a limit on foreign equity participation in mode 3. In addition, the questionnaire includes sector-specific questions; for example, whether there is a restriction on locations of outlets in retail services, or whether there is a restriction on the establishment of an international gateway in basic telecommunications.

Table 2 provides a comprehensive overview of all standardized questions in mode 3, and the full list of sector-specific measures, including measures for mode 1 and mode 4, are shown in Table 3. The complete questionnaire is available from the database website. A definition of terms used in the questionnaire and in the Tables below is provided in Annex Table 2.

With regard to mode 3, the set of standardized measures can be divided into the following broad categories:

- i. Legal form of entry and restrictions on foreign equity;
- ii. Licensing limits and transparency of licensing requirements;
- iii. Restrictions on operations;
- iv. Relevant aspects of the regulatory environment.

Measures governing mode 1 are slightly different from measures related to mode 3 in that they typically stipulate conditions under which cross-border trade may take place. Mode 4 measures, covered only in professional services, cover also immigration rules and qualification requirements that significantly affect this mode.

Table 2: Description of standardized measures for mode 3 (all sectors)

Categories	Description	Measures
Form of Entry	This category includes measures affecting the form of commercial presence that foreign service providers can establish, and covers most of the measures falling within the scope of GATS Article XVI on market access. Measures include those affecting the legal form of entry: e.g. a branch, greenfield subsidiary, acquisition of private domestic entity, acquisition of government owned entity, and joint ventures. This category also includes measures such as foreign equity restrictions, which are defined as restrictions on the equity share foreign natural or juridical persons can hold in a firm incorporated in the country in question. The equity limit refers both to the combined share of non-residents and to the share of individual natural or juridical persons.	<ul style="list-style-type: none"> Market entry allowed Greenfield branch allowed Greenfield subsidiary allowed Greenfield subsidiary: Max. foreign ownership allowed (%) Domestic private entity acquisition allowed Domestic private entity acquisition: Max. ownership by a single foreign entity allowed (%) Domestic private entity acquisition: Max. aggregate foreign ownership allowed (%) Domestic private entity acquisition: Controlling stake allowed Domestic public entity acquisition allowed Domestic public entity acquisition: Max. ownership by a single foreign entity allowed (%) Domestic public entity acquisition: Max. aggregate foreign ownership allowed (%) Domestic public entity acquisition: Controlling stake allowed Joint venture allowed Joint venture: Max. ownership by a single foreign entity allowed (%) Joint venture: Max. aggregate foreign ownership allowed (%) Joint venture: Controlling stake allowed
Licensing	This category includes, most importantly, limits on the number of licenses issued which constitute a quota on the number of providers and fall within the scope of GATS Article XVI on market access. It also includes aspects of the policy regime capturing discrimination in licensing criteria (GATS Article XVII on national treatment), transparency and predictability of licensing requirements, and license allocation mechanisms (potentially falling within the scope of GATS Article VI on domestic regulation).	<ul style="list-style-type: none"> License required License criteria publicly available License automatic if publicly available criteria fulfilled Different licensing criteria for foreign and domestic firms Number of licenses limited License allocation: First come first served License allocation: Competitive tender License allocation: At discretion of authority License allocation: Other Length of license (years) License renewal required Automatic license renewal Licensing decision within a certain period required Licensing decision: Max. number of days permitted Informing of reasons for license rejection required

Categories	Description	Measures
Operations	These measures focus on restrictions after establishment on the operations of the firm, such as nationality requirements for the board of directors or employees, and restrictions on the repatriation of earnings (which would fall within the scope of GATS Article XVII on national treatment).	Nationality requirement for employees National employees: Min. percentage required National employees: Min. number required Nationality requirement for board of directors National board of directors: Min. percentage required National board of directors: Min. number required Residency requirement for board of directors Resident board of directors: Min. percentage required Resident board of directors: Min. number required Restrictions on repatriation of earnings Other forms of discrimination
Regulatory Environment	The regulatory measures focus on the independence of the sector regulator, the opportunity for firms to be informed of regulatory changes that affect them and the ability of firms to appeal decisions. These are non-discriminatory measures affecting both domestic and foreign suppliers and fall within the scope of GATS Article VI on domestic regulation and Article XVIII on additional commitments.	Existence of regulatory authority for the sector Regulatory authority independent from sector ministry Right to appeal regulatory decisions Prior notice of regulatory changes

Table 3: Description of sector-specific measures

Sectors	Modes	Categories	Description of categories and measures	Measures per category
Financial: Banking: Lending and acceptance of deposits	Mode 1: Cross border	Conditions under which a service may be provided	These measures capture restrictions affecting a foreign bank established outside the territory of the relevant country. The cross-border supply of banking services may confront restrictions on the types of services provided and the ability of consumers to obtain services, such as by proving the lack of domestic availability.	Demonstration of domestic unavailability of service required Restrictions on sector of the domestic firm using the service Length of the loan restricted Size of the loan restricted Interest rate restricted Other forms of restrictions Approval required Registration required Size of the deposit restricted Restrictions on the currency deposited
	Mode 3: Commercial presence	Operations	These measures aim to capture restrictions affecting operations and expansion of banking services beyond the first branch. For example, restrictions on currency of banking services and access to deposit insurance scheme affect the ability of foreign firms to compete.	Number of branches restricted Number of ATMs restricted Transactions in local currency restricted Raising capital domestically restricted Access to Central Bank's discount window Access to main payments system Access to deposit insurance schemes

Sectors	Modes	Categories	Description of categories and measures	Measures per category
Financial: Auto insurance, life insurance and reinsurance	Mode 1: Cross border	Conditions under which a service may be provided	These are insurance-specific measures that aim to assess if there is restriction on the type of insurance policy that domestic consumers can buy on a cross-border basis.	Term of insurance policy restricted Value of insurance policy restricted
	Mode 3: Commercial presence	Operations	These measures aim to assess whether domestic insurance companies have the freedom to reinsure with foreign reinsurance firms operating in the domestic market.	Obligated to cede part of insurance to a domestic re-insurer Percentage of insurance to be ceded to a domestic re-insurer
Telecommunications: Fixed and Mobile	Mode 3: Commercial presence	Operations	In basic telecommunications, restrictions on establishing an international gateway oblige providers to use the gateways of incumbents and may put them at a disadvantage, as would restrictions on the use of VoIP – a departure from the principle of technological neutrality.	License technology neutral Ownership and operation of an international gateway permitted Gateway license fee (USD) VoIP (voice over internet protocol) operation allowed
		Regulatory Environment	The absence of an independent regulator can be an impediment in the telecommunications sector, because of potential incumbent control over essential facilities. These measures aim to understand whether a country provides an enabling regulatory environment for competition, such as by ensuring greater transparency of interconnection arrangements and spectrum use.	Regulatory authority independent from operators of basic telecom services Interconnection agreements/prices publicly available Publishing Reference Interconnection Offer required Spectrum use publicly available
Retailing	Mode 3: Commercial presence	Operations	In retailing, restrictions behind the border can be important and are often hard to capture. In general for retailing, distribution channels are important, and the restrictions on the location and number of outlets, and types of products sold at these locations are covered. An effort is also made to identify whether these measures are discriminatory.	Limits on opening multiple brand stores Opening of multiple brand stores: Differential treatment Selling a particular product or brand restricted Restrictions on products/brands: Differential treatment Zoning laws: Differential treatment Restrictions on the number of outlets Number of outlets: Differential treatment
Transportation: Air Passenger International	Mode 1: Cross border	Conditions under which a service may be provided	In air transportation, air services agreements are bilateral and these agreements are often confidential. The measures in cross-border air passenger services focus on transparency of the bilateral agreements and whether these agreements contain restrictions on the route, number, and capacity of flights between two countries.	BASA publicly available Number of BASAs in use Number of air transport agreements with seat and/or frequency limitation Number of air transport agreements granting 5th freedom rights

Sectors	Modes	Categories	Description of categories and measures	Measures per category
Transportation: Maritime Shipping International	Mode 1: Cross border	Conditions under which a service may be provided	These measures in maritime shipping target the restrictions on different types of cargo: private vs. public or government, bulk vs. liner. In maritime shipping, shippers have been known to form agreements to set prices, thus it is important to consider whether these agreements are exempt from a country's competition law.	Quota for private cargo: Liner Quota for private cargo: Bulk Quota for government cargo: Liner Quota for government cargo: Bulk Carrier agreements exempt from competition law
Transportation: Maritime Auxiliary Services	Mode 3: Commercial presence	Operations	There are 6 types of maritime auxiliary services that matter after a ship of goods arrives at a country's ports. The questionnaire asks whether foreign shipping firms are permitted to establish their own facilities in the port and supply these services for their own ships and for ships other than their own. Some countries have more than one port, so these questions are targeted at the main international port (in terms of traffic) of the country.	Cargo-handling services to own ships allowed Cargo-handling services to other ships allowed Storage/warehousing services to own ships allowed Storage/warehousing services to other ships allowed Customs clearance services to own ships allowed Customs clearance services to other ships allowed Container-station/depot services to own ships allowed Container-station/depot services to other ships allowed Maritime agency services to own ships allowed Maritime agency services to other ships allowed Freight forwarding services to own ships allowed Freight forwarding services to other ships allowed
Professional services: Accounting, auditing, legal services	Mode 1: Cross border	Restriction on Service Provider	This measure focuses on the licensing requirement of professionals providing services on a cross-border basis. Licensing may not be a barrier for the provision of international law but, in other services, this may be an important measure.	Staffed with professionals licensed to provide the service desired
	Mode 3: Commercial presence	Form of Entry	These measures essentially focus on whether local licensing is required for and linked to the ownership and establishment of professional services firms in another country. The legal form of law and accounting firms are different from that of firms in other sectors, so this category of measures is important in capturing the sector-specific features of the service providers.	Separate legal entity allowed Limits on ownership or control by foreign nationals Ownership or control by foreign nationals: Percentage allowed Limits on ownership or control by non-locally-licensed professionals Ownership or control by non-locally-licensed professionals: Percentage allowed Membership in an international network or association by a local firm allowed
		Operations	These measures affect the operations of law and accounting firms.	Association with locally-licensed professionals as partners or shareholders permitted Hiring of locally-licensed professionals as employees permitted Restrictions on name Restrictions on clientele

Sectors	Modes	Categories	Description of categories and measures	Measures per category
	Mode 4: Movement of people	Sector Openness	The entry questions in mode 4 focus on whether local licensing is a requirement to provide the services. If nationality is required to provide the services or obtain a local license, the sector is considered closed to foreign professionals. It is possible for a country to allow professionals of certain countries without restriction due to regional trade agreements, while not allowing people from other countries; in this case, the comments provide details.	Nationality of host country required Automatic recognition of foreign license Foreign-licensed professionals eligible to practice subject to conditions
Licensing		This category covers restrictions and requirements for obtaining licenses to provide the professional services. If a university degree is required, we ask whether a foreign degree is recognized; and if local university degree is required, we ask whether it is a prohibitive restriction. Similarly, we ask if previous work experience is required and if that work experience has to be locally obtained, which could be a significant restriction.	Residency in the host country required Education required Education: Foreign degree recognized Education: Type required Education: Number of years required Training or work experience required Training or work experience: Foreign experience recognized Training or work experience: Number of years required Passing a professional exam in the host country required	
Types of entry		These types of entry are found in GATS schedules and regional trade agreements. The definition of each type is found in Annex Table 2.	Types of entry available Intra-corporate transferee (ICT) allowed Service-supplying employee (SSE) of a firm based abroad allowed Independent professional as employee of a local firm (IPE) allowed Independent professional as contractual service provider (IPC) allowed	
Entry conditions		All measures covered under this category are applicable to all types of entry: intra-corporate transferees (ICT), service supplying employees (SSE), or independent professionals (IPE and IPC). These categories are commonly found in GATS schedules and regional trade agreements. The definitions of labor market and economic needs test are provided in the Annex Table 2.	Quota for foreigners: ICT, SSE, IPE, IPC Labor market test: ICT, SSE, IPE, IPC Economic needs test required: ICT, SSE, IPE, IPC Minimum wage or wage parity requirement: ICT, SSE, IPE, IPC Limits on the length of stay initially allowed: ICT, SSE, IPE, IPC Duration of stay initially allowed: ICT, SSE, IPE, IPC Extension of stay permitted: ICT, SSE, IPE, IPC	

Dealing with preferential policies

A major challenge faced during the data collection process consisted of some countries being part of regional or other preferential arrangements and, therefore, applying one set of policies for their preferred partners and another set for the rest of the world. For the most part, the database will describe a country's MFN policies, which in (paradoxical) trade parlance means its non-preferential policies. Consequently, any restrictiveness score will in general reflect the restrictiveness of a country's MFN policies.

However, in the case of some countries for which the preferential regime obviously dominates the trade relationships, such as the member countries of the European Union, the database does also include a description of preferential policies. Not only are the EU member countries highly open vis-à-vis each other, but they also trade significantly with each other. As a result, an artificial entity entitled 'EU20' has been created to capture EU member countries' policies as applicable to non-EU providers. For individual EU countries, we constructed trade-weighted measures of openness. In future work, we hope to extend this approach to other regional groupings. With regard to Gulf Cooperation Council (GCC) member economies, for instance, a considerable amount of information about their preferential policies towards each other can be found in the annotations to specific measures in the database, even though the values of those measures reflect the individual country's MFN policies.

3. DATA COLLECTION PROCESS

Policy information for non-OECD countries was collected through questionnaires over the period of 2008-2010 and comparable policy information for OECD countries was obtained from publicly available sources.⁵ The questionnaires were developed drawing upon the existing literature on services trade, model questionnaires that had been used in the context of WTO services negotiations, and related work at other institutions such as the Australian Productivity Commission and the OECD. Most importantly, extensive consultations with the private sector representatives and government officials (especially trade negotiators and regulators) helped identify the key policy barriers for each sector.

The questionnaires were completed by local law firms that were familiar with the policy regime in the respective countries and sectors and had experience in working on similar projects. The complete list of law firms that contributed to the questionnaires is contained in Annex Table 6. One law firm was tasked with administering one questionnaire for each country. A series of pilot surveys were conducted in early 2007 for 8 countries for which more than one law firm was used in each country. The results of that pilot indicated that similar responses were provided by the different law firms, for the most part because they were asked to objectively evaluate policy and regulatory documents. Instances in which policies or their implementation was guided by non-codified practices are described in annotations pertaining to the database value fields. The process of data collection and data evaluation was iterative and interactive; once the law firms had completed the surveys, responses were checked for consistency both within and across questionnaires, and follow-up clarifications were sought if necessary.

Data confirmation and processing

Upon receiving the surveys and after processing the information, a summary of applied policies per subsector and mode of supply was submitted to governments for feedback and review. The contact points for the government review were the permanent representatives of the countries to the WTO

⁵ These sources include WTO Trade Policy reviews, countries' most recent offers submitted in the WTO's Doha negotiations, the AXCO insurance database, OECD reports on "Exceptions to National Treatment for Foreign-Controlled Enterprises", and the IMF's annual reports on exchange arrangements and exchange restrictions.

or delegates responsible for services trade at the WTO. These officials directly responded to us in some cases, and in other cases forwarded the information to officials in their respective capitals. Some of the governments provided comments that updated the information provided by the law firms, but most policy information was confirmed as correct. Annex Table 1 indicates which governments provided feedback on the policy information collected.

Using and interpreting the data

The policy information collected has been processed and harmonized so as to ensure comparability of responses across both principal dimensions of the dataset, i.e. across countries and sectors. For instance, if a country requires a certain minimum percentage of domestic employees (nationals) in any sector by virtue of a ‘horizontal’ legislative measure, then this information is replicated in identical terms in every subsector within this country. Likewise, whenever different idiosyncratic policy measures could give rise to the same effect, for instance provisions that limit the number of licenses in a quota-like manner, such instances have for each measure in question been coded in a harmonized way across countries.

While every effort has been made to ensure comparability, two caveats should be kept in mind when interpreting the data. First, in Section 2 we identified areas that are not included in the current version of the database, e.g. many aspects of non-discriminatory domestic regulation. Hence, any statement such as ‘open without restrictions,’ as sometimes found in the “Key restrictions” tab of the database, is to be understood as conditional on the scope of questionnaire. Such statements should not be read to indicate that there are no regulatory requirements at all. Second, the restrictiveness scores presented in the STRI tab provide an approximate quantitative assessment of overall openness but users should be aware that no ‘confidence intervals’ are attached to these numbers.⁶ While we maintain that all STRI scores are comparable across countries and indeed should reflect a country’s position *relative* to other countries in terms of restrictiveness, comparisons of closely adjoining STRI figures should be treated cautiously. Indeed, the absence of confidence intervals in the STRI approach is one major motivation for pursuing alternative strategies of quantification (see Borchert, Gootiiz and Mattoo, 2012).

⁶ The STRI stands for the Services Trade Restrictions Index, which is discussed in more detail in Section 4.

4. QUANTIFICATION OF SERVICES POLICY INFORMATION

It is notoriously difficult to measure policies affecting services trade because of their variety and complexity (see the overview by Deardorff and Stern, 2008). We consider alternative approaches (see Section 3 in Borchert, Gootiiz and Mattoo, 2012); the database presents one approach to quantification which we call the Services Trade Restrictions Index (STRI) because it is simple, transparent and fairly robust, and captures the essence of policy restrictiveness consistent with more sophisticated methods.

The STRI is a measure of the restrictiveness of a country's policy regime based on the policy information alone. This measure helps depict the overall patterns in policy across countries and sectors. It builds on a relatively long tradition of restrictiveness indices, ranging from simple counts of policy barriers (Hoekman, 1996) to more complex weighted averages, where weights reflect prior (usually subjective) assessments of the relative restrictiveness of specific policy barriers (OECD, 2009; 2011). Methods that assign fixed weights to all types of restrictions (entry, operational, regulatory) and that treat the restrictions as additive are flawed in certain respects. For instance, if foreign suppliers are not allowed to enter in the first place, then that restriction is binding and other restrictions on operations and regulatory environment simply do not matter. Similarly, a foreign equity limit of 49 percent already precludes foreign corporate control and so adding to it a further (frequently encountered) requirement that the majority of board of directors be nationals would amount to double counting.

We construct a single measure of overall openness for any subsector-mode combination, e.g. one for the cross-border supply of bank loans and another for accepting bank deposits by establishing commercial presence abroad. This measure of openness remains subjective but is relatively simple and transparent, and avoids the pitfalls of the approaches mentioned above. Essentially, we assess policy regimes for each subsector-mode combination in their entirety and assign them into five broad categories: completely open, i.e. no restrictions at all; completely closed, i.e. no entry allowed at all; virtually open but with minor restrictions; virtually closed but with very limited opportunities to enter and operate; and a final residual "middle" category of regimes which allows entry and operations but imposes restrictions that are neither trivial nor stringent. Table 4 presents

those five principal categories. In order to further illustrate what portfolio of policies might underpin those restrictiveness scores, we provide an example for each category taken from the ‘key restrictions’ section of our database (all examples refer to one country, Brazil, only to provide a consistent illustration).

Table 4: Key restrictions and STRI scores for Brazil

Overall policy description	Key restrictions	5-point scale
Open without restrictions	“Entry is allowed through a subsidiary and/or branches. Authorization is required.” <i>(Automobile insurance – mode 3)</i>	0
Virtually open	“Cross-border deposit taking is allowed subject to approval and registration.” <i>(Bank deposit acceptance – mode 1)</i>	25
Existence of major/non-trivial restrictions	“Residency is required. There is an education requirement; foreign degrees may be accepted. There is a quota for intra-corporate transferees and independent professionals: at least two thirds of employees of a firm must be Brazilians. The duration of stay initially allowed is 90 days to two years, depending on visa type. Extensions are possible, depending on the type of visa, but usually only once. Foreign-licensed professionals are subject to labor market test and economic needs test. There is a minimum wage/wage parity requirement.” <i>(Auditing – mode 4)</i>	50
Virtually closed	“The limit on foreign ownership is 20 percent of voting capital, and there is no limit on foreign ownership of non-voting capital. Firms with 3 or more employees are required to employ Brazilian nationals to fill at least two-thirds of their positions.” <i>(International air passenger transportation – mode 3)</i>	75
Completely closed	“Cross-border provision of services not allowed. Must be established as a local office and headquarter and must be properly registered with local professional association.” <i>(Accounting – mode 1)</i>	100

Notes: As is apparent from the examples shown, most subsector-mode combinations are characterized by multiple provisions, in which case the regime assignment reflects the overall restrictiveness of all applicable measures.

It is convenient to assign a value to each of these five regimes on an openness scale from 0 to 100 with intervals of 25, which we call an STRI.⁷ As the example in Table 4 shows, most policy regimes have more than one provision in place per subsector and mode of supply, in which case the

⁷ At this level, basic STRI scores are no more than ‘labels’ attached to the five ordered categories of restrictiveness, but as soon as these scores are further processed, either by aggregation or by use in a quantitative model, the specific values assume a cardinal meaning that implies the five categories are ‘equidistant’ in terms of restrictiveness. The alternative approach of ranking policy bundles aims to avoid exactly this assumption.

assigned score (shown in the right-most column) reflects the overall restrictiveness of all measures evaluated simultaneously.⁸ The STRI focuses on a narrow set of measures which discriminate against foreign services and providers.⁹ In the absence of such discriminatory measures, the STRI takes the value of zero, which is associated with the greatest level of openness. However, since the STRI does not adequately cover other, potentially complementary areas of prudential and pro-competitive regulation, and since it is likely that the results of liberalization depend on the state of complementary regulation, we cannot claim that a zero level of STRI is necessarily immediately desirable from a broader welfare or development perspective. While policy measures that underlie the STRIs are mainly limited to discriminatory measures, the database does also include several policy measures regarding a sector's overall regulatory environment, such as the presence of an independent regulator or the ability to appeal a regulator's decision.

Process of arriving to an aggregate country STRI

The process of obtaining a country STRI score involves three steps. The **first step** is to select the policy measures that go into building the STRIs for each subsector-mode combination. For each subsector-mode, we focus on the measures that affect entry and operation of foreign entities most significantly. These key measures are a subset of all measures covered by the questionnaire (Annex Table 3).

The second step is to determine the level of restrictiveness imposed by a particular measure in place; that is, a decision whether e.g. a limit on number of licenses deserves a restrictiveness score of 25 or 50. To determine the level of restrictiveness of certain measures, we consulted private sector representatives. For example, we asked a global bank representative whether a restriction on entry through a branch is perceived as severe a restriction on entry as is a restriction on acquisition, and which restriction would have a larger impact on the entry decision. To standardize the scoring process and to reduce subjectivity, a scoring rule sheet was set up in order to provide a guideline used to score restrictiveness of particular policy measures. Annex Table 4 documents the entirety

⁸ Policy measures can in principle be divided into two tiers. The first tier measures include those that affect market entry decisions most significantly, such as a limit on foreign ownership and the number of licenses. The second tier measures are those that affect operations of service providers, such as restrictions on the repatriation of earnings. The second tier measures do not contribute to overall restrictiveness when first tier measures are prohibitive. In contrast, if the first tier measures are not prohibitive then second tier measures are also considered in determining the overall restrictiveness score.

of scoring rules for all sectors. To illustrate how scores are assigned to individual policy measures, Table 5 depicts one particular example from the bank lending sector mode 3.

Table 5: Scores for individual measures in mode 3 bank lending sector

	Scores	0	25	50	75	100
Tier one: Measures affecting entry	Foreign ownership	No restrictions (99% or more allowed)	Foreign ownership equal to or greater than 50% is allowed but less than 99%	Foreign ownership of less than 50% is allowed	Foreign ownership less than or equal to 25% allowed	Foreign ownership not allowed
	Legal form of entry	No restrictions	Entry through a branch not allowed.	Not allowed to establish a subsidiary (Greenfield investment not allowed), but acquiring local entity is allowed.	Subsidiary allowed only for firms from the regional trade agreement member countries.	Foreign firms cannot acquire local firms and not allowed to set up subsidiary
	Licensing	No restrictions	Discretionary licensing, which is not clearly based on prudential grounds	Limit on the number of licenses or discretion which is clearly restriction on entry, such as economic needs test (discriminatory) or limit on total value of services or transactions	Licenses are not issued at this time, but exception can be granted on a case by case basis	No license issued at all or exclusive monopoly
Tier two: Measures affecting operations	Operations	No restrictions	Restrictions on branching and/or ATMs			
	Regulatory environment	There are few measures in regulatory environment, but those are not considered in constructing the STRIs				

For most subsector-mode combinations, there are several policy measures that are restrictive. It is important to emphasize that basic STRI scores reflect the overall policy regime per subsector-mode under consideration, rather than a weighted average of individual policy measures. Assigning a score to a bundle of measures helps us take into account the existence of binding restrictions which potentially render other measures redundant; thereby avoiding double-counting or adding individual measures with arbitrary and fixed weights. Tables 6 through 8 spell out three detailed examples, each from a different country, of how scores for a subsector-mode combination (mode 3 bank lending) are assigned when there are several restrictions in place.

Table 6: Burundi – mode 3 bank lending sector

Scores	0	25	50	75	100
Foreign ownership				The foreign ownership limit is 20%, although greater ownership may be allowed if authorized by the Central Bank.	
Legal form of entry	No restrictions				
Licensing			Foreign banks must obtain an authorization from the Central Bank in order to enter the Burundi market.		
Operations	No restrictions				

→ the resulting score equals STRI = 75.

Table 7: Thailand – mode 3 bank lending sector

Scores	0	25	50	75	100
Foreign ownership			Foreign equity generally limited to 25% of paid-up registered capital. Equity ownership through other forms is possible.		
Legal form of entry		Entry as a branch is not allowed.			
Licensing	No limit on licenses				
Operations		Foreign banks are allowed to have 1 branch for each bank. 75% of BOD must be Thai nationals.			

→ the resulting score equals STRI = 50.

Table 8: India – mode 3 bank lending sector

Scores	0	25	50	75	100
Foreign ownership		The limit on foreign ownership is 74 percent if through an acquisition.			
Legal form of entry		Only through one form of legal entry at a time			
Licensing			There is a limit of 20 licenses for foreign bank branches per year, which applies regardless of whether a foreign bank is establishing a new branch as its primary vehicle of entry into India, or setting up branches of a wholly-owned subsidiary that is already operating in India.		
Operations		A minimum of 50 percent of the Board of Directors should be Indian nationals.			

→ the resulting score equals STRI = 50.

The restrictiveness imposed by policy measures is subsector-specific, so measures selected to be included in the key restrictions have to be sector specific. As an example, a prohibition on acquiring state-owned entity is scored as 50 in the telecommunications and transportation sectors but is not scored in retail distribution. This is because state-owned entities continue to play a significant role in telecommunications and transportation sectors in many developing countries, yet a large presence of state-owned entities in retailing is not observed. Similarly, a restriction on the number of branches is an important barrier to consider in financial services but is less important in telecommunications and transportation, since in these sectors firms usually do not enter new markets through branches.

The third step is to aggregate subsector–mode scores to modal and sector scores using a set of weights. For a detailed description of the weights used for all sectors and modes, please refer to Annex Table 5. The scoring process can be summarized as follows: Let s_{jmc} denote the basic scores on a 5-point scale per subsector and mode of supply. In order to arrive at an aggregate STRI

of country c , $STRI_c$, we begin by taking weighted averages across modes of supply $m \in M$, whereby the set of modal weights $w_m^{(j)}$ is specific to sector j . The sectors differ in the relative importance of alternative modes for delivering a specific service. For instance, in a ‘consumer service’ such as life insurance, a higher modal weight is attached to commercial presence than in the reinsurance sector in which cross-border provision amongst firms is the dominant mode of supply. Formally, the sectoral scores are given by

$$STRI_{cj} = \sum_m w_m^{(j)} s_{jmc}$$

Sectoral scores are then aggregated across all sectors $j \in J$ using weights w_j that reflect the relative importance of constituent services sectors in domestic value added. Sector weights w_j are based on services sectors’ standardized share in total services output for an ‘average’ industrialized country. Overall country-level scores are obtained as

$$STRI_c = \sum_j w_j STRI_{cj}$$

The complete weighting schemes used to aggregate modes, subsectors and sectors, respectively, can be found in Annex Table 5. All scores at any level of aggregation are available in the “STRI” tab of the database; in particular, the full set of baseline STRI values s_{jmc} is accessible so that users are free to devise alternative aggregation schemes if they so wish.

We recognize the subjectivity of this approach. Yet given data constraints and the wide range of sectors covered, there is no obviously superior method of comparable quantification. The subjectivity is somewhat mitigated by the extensive consultations we have conducted with the private sector representatives and regulators in making the assignments of weights to specific categories. We also checked the robustness of the assignments by moving border-line policy regimes across categories. We believe that the adopted approach is better equipped than any fixed algorithm to turn the rich and difficult-to-quantify aspects of policy information into broadly plausible if somewhat imprecise restrictiveness scores. In Paul Krugman’s words, it has the virtue of being “roughly right rather than precisely wrong.”

5. DATA PRESENTATION ON THE WEBSITE

While a summary measure of restrictiveness is convenient and indeed indispensable for quantitative analyses, we believe that the real strength of the database is the richly textured policy information that has been collected. A single number cannot do justice to this detailed policy information. In addition, different users are likely to have different needs as to the data content, level of detail, and type of presentation. For these reasons, the database has a pyramid-like structure and consists of four layers: The most detailed information is to be found within the “*All policy measures*” tab which, as the name indicates, includes all measures covered by the questionnaire, plus associated comments, if any, for each country, subsector, mode of supply, and regulatory category. From this large set of information, which may be too detailed for certain purposes, the “*Main policy measures*” tab gathers a predefined subset of ‘core’ measures – that is, measures to be found in all sectors as opposed to sector-specific policies – which are chosen for their perceived significance on trade in services.

The “*Key restrictions*” tab displays a summary of major applied policy barriers that directly contribute to determining the final STRI scores. The difference from the “*Main policy measures*” tab is mainly expositional: whereas the latter is a fixed list of measures, the “*Key restrictions*” tab shows a concise summary of only key restrictions per subsector and mode. In the “*Key restrictions*” tab, therefore, users cannot select individual policy measures to be included, whereas in the two tabs “*Main policy measures*” and “*All policy measures*” users are able to select any individual policy measure(s) per subsector-mode they wish to view. Also, it is important to note that the key restrictions include policy measures that discriminate against foreign providers as well as some non-discriminatory measures which are deemed to significantly affect trade in services. Nonetheless, it is only the discriminatory restrictions that are considered in calculating the STRI scores. Annex Table 4 shows the scoring rules for key restrictions.

Finally, the “*STRI*” tab provides the quantitative restrictiveness scores for each of the 103 countries. At the most disaggregated level, which corresponds to the “*Key restrictions*” tab, these indices are displayed by subsector and mode. In contrast to any other tab, indices are then aggregated across

modes of supply and across sectors, and can be viewed at any of the aforementioned levels. The most aggregated level consists of overall country scores.

By structuring information in these four ways, we hope to present the information embodied in the database in alternative ways that correspond to a wide range of interests and intended uses. For instance, researchers may want to use the STRI score in quantitative analyses, or the most disaggregated level of data to develop their own quantification. Policy-makers may want to see the aggregate policy regime presented in the “*Key restrictions*” and compare the aggregate information across sectors, modes and countries quickly, or they may want to compare specific policy details using the “*All policy measures*”.

The following sections will in turn discuss each tab in greater detail. It may be emphasized, though, that all tabs and the query/results view are fully interlinked. For instance, data can first be retrieved for any combination of countries, sectors and/or modes of supply, at the user’s discretion. Second, in terms of navigation, users are able to constantly modify and re-define data queries in response to search results. For example, a user may define an initial query to encompass financial services in Argentina and view the corresponding STRI score results, then switch to inspect the policy summaries corresponding to this specification, then decide to add Brazil as well as telecommunications services, view the policy summaries, and finally switch back to the STRI tab and download indices corresponding to this amended query.

In using the database, it is necessary first to make selections based on the sectors, subsectors, modes, and countries for which information is sought. A selection can be made starting from any of the four tabs. Figure 1a depicts the choices that are available for all tabs in terms of sectors, modes, and countries. Moreover, Figure 1b shows that there is an additional selection box on individual policy measures available in the “*All policy measures*” tab (see below). As with the other selection boxes, the one displaying individual policy measures is also “interlinked” with other boxes in that there are measures that are sector- or mode-specific. As a consequence, if the mode of supply is selected first, say cross-border, only measures applicable to mode 1 will be active in the policy measures box. The same logic applies to sectors, for not all policy measures can be mapped to all sectors.

Figure 1a: Making a selection (STRI tab)

Development Economics Research Group, the World Bank

Services Trade Restrictions Database

Home

STRI Key restrictions Main policy measures All policy measures

Services Trade Restrictions Index Submit

Make selection
Show results

Sectors Clear all Select all

- Overall
- Financial
 - Banking
 - Lending by banks
 - Acceptance of deposits by banks
 - Insurance
 - Automobile Insurance
 - Life Insurance
 - Reinsurance
- Telecommunications
- Retail
- Transportation
- Professional

Modes

- Overall
- Mode 1
- Mode 3
- Mode 4

Countries & Regions Clear all Select all

- East Asia and Pacific
- Europe and Central Asia
- Latin America and the Caribbean
- Middle East and North Africa
- South Asia
 - Bangladesh
 - India
 - Nepal
 - Pakistan
 - Sri Lanka
- Sub-Saharan Africa
- High Income OECD
- EU-20
- Gulf Cooperation Council

Please choose at least one sector, one mode or one country from the options available on the left. If you do not make a choice in the particular dimension, the result will include all options available.

[For detailed instructions on using this database, click here.](#)

When a sector/subsector is selected, selection on its subsector **will not be affected**.

Your current selection:

Sectors:
Unrestricted
=====

Modes:
Unrestricted
=====

Countries:
India
=====

Figure 1b: Making a selection (All policy measures tab)

Development Economics Research Group, the World Bank

Services Trade Restrictions Database

Home

STRI Key restrictions Main policy measures All policy measures

All policy measures Submit

Make selection
Show results

Sectors Clear all Select all

- Overall
- Financial
- Telecommunications
- Retail
- Transportation
 - Air Passenger Domestic
 - Air Passenger International
 - Maritime Shipping International
 - Maritime Auxiliary Services
 - Road Freight Domestic
 - Rail Freight Domestic
- Professional
 - Accounting and Auditing
 - Accounting

Modes

- Overall
- Mode 1
- Mode 3
- Mode 4

Countries & Regions Clear all Select all

- East Asia and Pacific
- Europe and Central Asia
- Latin America and the Caribbean
- Middle East and North Africa
- South Asia
 - Bangladesh
 - India
 - Nepal
 - Pakistan
 - Sri Lanka
- Sub-Saharan Africa
- High Income OECD
- EU-20
- Gulf Cooperation Council

Policy measures Clear all Select all

- Sector Openness
- Form of Entry
- Licensing
- Operations
- Regulatory Environment
- Condition of Provision of Service
- Restriction on Service Provider
- Type of Entry
- Entry Condition

Please choose at least one sector, one mode or one country from the options available on the left. If you do not make a choice in the particular dimension, the result will include all options available.

[For detailed instructions on using this database, click here.](#)

When a sector/subsector or policy measure is selected, all its child nodes **will be selected**.

Your current selection:

Sectors:
Retail
=====

Modes:
Unrestricted
=====

Main policy measures:
Unrestricted
=====

Countries:
India
=====

STRI

STRI numbers are provided at several layers of disaggregation, with scores for each sector-mode combination, for overall modes, for overall sectors/subsectors, and for the country as a whole. For example, in the financial services sector, the overall financial sector STRI is an aggregated score of the scores for banking and insurance; similarly, the banking STRI is aggregated from the scores for “lending by banks” and “acceptance of deposits by banks”. The score for bank lending, just as the score for deposit acceptance, is itself a combination of mode 1 and mode 3 scores for that subsector. In other words, the sector-mode scores (bank lending mode 1 and bank lending mode 3) for each sub-sector are combined using modal weights (presented in Annex Table 5) to create an overall bank lending STRI, which is averaged with overall deposit acceptance STRI to form a banking score which, in turn, is averaged with the overall insurance STRI for a financial sector overall index number. Figure 2 shows an example of the STRI scores for Albania.

Figure 2: Results in STRI tab

Development Economics Research Group, the World Bank

Services Trade Restrictions Database [Home](#)

STRI Key restrictions Main policy measures All policy measures

Services Trade Restrictions Index Country: 1 to 10 of 104

Albania	Overall	Mode 1	Mode 3	Mode 4
Overall	19.4	74.76	11.19	50
Financial	17.5	69.39	0	
<i>Banking</i>	7.5	50	0	
Lending by banks	0	0	0	
Acceptance of deposits by banks	15	100	0	
<i>Insurance</i>	33.3	100	0	
Automobile Insurance	10	100	0	
Life Insurance	10	100	0	
Reinsurance	80	100	0	
Telecommunications	0		0	
Fixed-line telecommunications	0		0	
Mobile telecommunications	0		0	
Retail	0		0	
Transportation	27.8	25	27.78	
Air Passenger Domestic			50	
Air Passenger International	50	50	50	
Maritime Shipping International	0	0	0	
Maritime Auxiliary Services	0		0	
Road Freight Domestic	25		25	
Rail Freight Domestic	75		75	
Professional	45	100	25	50
Accounting and Auditing	50	100	25	50
Accounting	50	100	25	50
Auditing	50	100	25	50
Legal	41.7	100	25	50
Legal Advice Foreign Law	50	100	25	50
Legal Advice Domestic Law	37.5		25	50
Legal Representation in Court	37.5		25	50

Key restrictions

As mentioned earlier, the “*Key restrictions*” tab contains a narrative summary of key restrictions. The choice for particular measures to be included in the key restrictions was guided by discussions with sector experts and private sector representatives, from which those policy measures emerged as having a significant effect on services trade in a particular subsector-mode.

The key restrictions are summarized for each subsector-mode, per country; there are a total of 34 subsector-modes. For each subsector-mode, the “*Key restrictions*” summary was prepared using a negative list approach as far as possible. A negative list approach means that measures are explicitly mentioned only if they are in fact applied. For example, if there are no restrictions on foreign ownership, no measure is mentioned. However, if foreign ownership is limited to 49% this restriction is reported. The summary of key restrictions is not an exhaustive list of all measures covered by the survey but rather is a subset of standardized and sector specific measures as listed in Annex Table 3.

In addition, whenever the questionnaire responses mention idiosyncratic measures that we believe affect entry and operation of foreign service suppliers, those measures are incorporated and scored accordingly. For example, if the approval of the President is required for investment to take place, then this requirement is mentioned in the summary although this measure was not covered in the questionnaire.

Under the “*Key restrictions*” tab, selection can be made for each sector, sub-sector, mode and country. An example for the financial sector of Albania is shown in the diagram below. It should be noted that the summaries include both the most important standardized measures as well as the most important sector-specific measures. The key restriction summaries include both the main discriminatory measures and some important non-discriminatory measures that potentially have a significant effect on trade.

Figure 3: Results in “Key restrictions” tab

Development Economics Research Group, the World Bank

Services Trade Restrictions Database [Home](#)

STRI **Key restrictions** Main policy measures All policy measures

Make selection

Show results

Summary of key restrictons

Save Doc Save XLS Copy Print Country: 1 to 10 of 104 Prev

Next

Albania	Mode 1	Mode 3	Mode 4
<i>Financial</i>			
Lending by banks	Allowed.	There are no restrictions, except that 33 percent of the employees be nationals.	
Acceptance of deposits by banks	Not allowed.	There are no restrictions, except that 33 percent of the employees be nationals.	
<i>Insurance</i>			
Automobile Insurance	Not allowed.	There are no restrictions, except that 33 percent of the employees be nationals.	
Life Insurance	Not allowed.	There are no restrictions, except that 33 percent of the employees be nationals.	
Reinsurance	Not allowed.	There are no restrictions, except that 33 percent of the employees be nationals.	

Main policy measures

The “*Main policy measures*” tab contains a subset of policy measures that have been collected. Having a separate tab for “*Main policy measures*” helps users navigate across the most important policy measure more efficiently, yet allows users to view the policy measures in the most disaggregated form and at the individual policy level. The picture below is an example of the results for Albania in the “*Main policy measures*” tab. As can be seen, there are several measures or factors for each subsector-mode combination. In situations where a simple response is insufficient to explain the nuances of a certain policy, the “comments” column affords the opportunity to provide more detailed commentary.

Generally, responses in the value fields labeled ‘Response’ are limited to “yes”, “no”, “not applicable”, or a number. “Yes” and “no” responses are straightforward, indicating the existence or non-existence of the restriction, while responses with numbers usually indicate a percentage.

In addition, in the “*Main policy measures*” tab the following special values appear in the database (the same also applies to the “*All policy measures*” tab):

- i. A value field will be missing if it was returned blank in the questionnaire and a value could not be imputed, i.e. a missing value signifies missing information.
- ii. A value field will be “n/a” or “not applicable” if the presence of the relevant restriction is logically impossible in the particular context; this is a consequence of some measures being linked in a hierarchical manner. For instance, in the case of Albania, the cross-border acceptance of deposits (market entry mode 1 – the top-level measure) is not permitted; thus the question “Demonstration of domestic unavailability of service required” has no bearing and, hence, it is “not applicable”. Likewise, if in a given sector, a country does not require a license, then subsequent questions about license conditions or license duration are not applicable, in which case, the user will see “n/a”.
- iii. Market entry questions are the root for all remaining measures within a given sector. If a sector is closed to foreign suppliers, equity restrictions will be set to zero values and all remaining questions will be coded “n/a”, following the logic set out in (ii) above, because the presence of any further restriction is predicated on the sector being open to foreign entry. Market entry measures will never be missing but there are few instances in which neither ‘open’ nor ‘closed’ would be appropriate. These cases are coded as “partially open”, and explanations are offered in the corresponding comment field.

Figure 4: Results in “Main policy measures” tab

Services Trade Restrictions Database Home

STR | Key restrictions | **Main policy measures** | All policy measures

Make selection | Show results

Main policy measures Save Doc Save XLS Copy Print Country: 1 to 1 of 1 Prev Next

Albania					
Sector	Subsector	Mode	Variable	Response	Comment
Banking	Lending by banks	3	Market entry allowed	yes	In cases where a foreign bank proposes to own qualifying holding in a local bank, the foreign bank must be authorized by the relevant authorities in its home country to carry out acceptance and collection of deposits in money or other repayable funds. The foreign authorities in charge of the supervision of the foreign bank should give their consent to such ownership in writing.
			Greenfield subsidiary - max. ownership allowed	100	
			Acquisition domestic private entity - max. ownership allowed by a group of entities	100	
			Difference in licensing criteria for foreign and domestic applicants	no	
			Limit on number of licenses available	no	
			Nationality requirement for board of directors	no	

All policy measures

The “*All policy measures*” tab supplies all collected information on individual policy measures affecting trade in services. Figure 5 shows the results of the “*All policy measures*” tab, which presents information on individual policy measures and responses for Albania’s banking sector, mode 3. One fundamental difference of “*All policy measures*” compared to the other three ways of displaying policy information is with regards to the Selection tab. It is possible, when making the initial selections, to choose from a list of specific policy questions in addition to the selection boxes on sectors/subsectors, modes, and countries. The policy measures selection box provides an opportunity for researchers to assess only certain categories of policy information and, thus, provides another layer of detail to the database. Each category belongs to particular mode or all modes. For example, the ‘Sector Openness’ category contains measures that belong to all modes, whereas categories such as Form of Entry, Licensing, Operations, and Regulatory Environment contain mode 3 measures only.

Figure 5: Results in “All policy measures” tab

Services Trade Restrictions Database [Home](#)

STRI Key restrictions Main policy measures **All policy measures**

Make selection Show results

All policy measures Country: 1 to 1 of 1

Country	Sector	Sub Sector	Mode	Year	Variable	Value	Comment
Albania	Banking	Lending by banks	3	2008	Market entry allowed	yes	In cases where a foreign bank proposes to own qualifying holding in a local bank, the foreign bank must be authorized by the relevant authorities in its home country to carry out acceptance and collection of deposits in money or other repayable funds. The foreign authorities in charge of the supervision of the foreign bank should give their consent to such ownership in writing.
Albania	Banking	Lending by banks	3	2008	Greenfield branch-allowed	yes	
Albania	Banking	Lending by banks	3	2008	Greenfield subsidiary - allowed	yes	
Albania	Banking	Lending by banks	3	2008	Greenfield subsidiary - max. ownership allowed	100	
Albania	Banking	Lending by banks	3	2008	Acquisition domestic private entity - allowed	yes	
Albania	Banking	Lending by banks	3	2008	Acquisition domestic private entity -max. ownership allowed by a single entity	100	
Albania	Banking	Lending by banks	3	2008	Acquisition domestic private entity -max.	100	

6. CONCLUSION

The importance of better access to policy information on global services trade was the impetus for our attempt to put together this database on services trade restrictiveness. We hope that the information available through the database can be of use to researchers, policymakers and business. Similarly, we hope that this product could act as a medium for further discussions on the topic of services trade, and that such discussions and feedback would assist in continually improving the database in the future.

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ANNEXES

Annex Table 1: List of countries covered and status of government confirmation

Region	Countries	Year policy information collected	Source of information	Government confirmation received ¹⁰
AFRICA (AFR)	Botswana	2009	WB survey	
AFRICA (AFR)	Cameroon	2008	WB survey	
AFRICA (AFR)	Burundi	2010	WB Survey	Yes
AFRICA (AFR)	Congo, Dem. Rep.	2008	WB survey	
AFRICA (AFR)	Cote d'Ivoire	2008	WB survey	
AFRICA (AFR)	Ethiopia	2008	WB survey	
AFRICA (AFR)	Ghana	2008	WB survey	
AFRICA (AFR)	Kenya	2008	WB survey	
AFRICA (AFR)	Lesotho	2008	WB survey	
AFRICA (AFR)	Madagascar	2008	WB survey	
AFRICA (AFR)	Malawi	2008	WB survey	
AFRICA (AFR)	Mali	2008	WB survey	
AFRICA (AFR)	Mauritius	2008	WB survey	
AFRICA (AFR)	Mozambique	2008	WB survey	
AFRICA (AFR)	Namibia	2008	WB survey	
AFRICA (AFR)	Nigeria	2008	WB survey	
AFRICA (AFR)	Rwanda	2009	WB survey	
AFRICA (AFR)	Senegal	2008	WB survey	
AFRICA (AFR)	South Africa	2008	WB survey	
AFRICA (AFR)	Tanzania	2008	WB survey	
AFRICA (AFR)	Uganda	2008	WB survey	
AFRICA (AFR)	Zambia	2008	WB survey	
AFRICA (AFR)	Zimbabwe	2008	WB survey	
East Asia and Pacific (EAP)	Cambodia	2008	WB survey	
East Asia and Pacific (EAP)	China	2011	WB survey	Yes
East Asia and Pacific (EAP)	Indonesia	2008	WB survey	
East Asia and Pacific (EAP)	Malaysia	2008	WB survey	Yes
East Asia and Pacific (EAP)	Mongolia	2008	WB survey	Yes
East Asia and Pacific (EAP)	Philippines	2008	WB survey	
East Asia and Pacific (EAP)	Thailand	2008	WB survey	Yes
East Asia and Pacific (EAP)	Vietnam	2008	WB survey	
South Asia (SAR)	Bangladesh	2008	WB survey	
South Asia (SAR)	India	2008	WB survey	
South Asia (SAR)	Nepal	2008	WB survey	
South Asia (SAR)	Pakistan	2008	WB survey	Yes
South Asia (SAR)	Sri Lanka	2008	WB survey	

¹⁰ No entry means government feedback has not been received.

Region	Countries	Year policy information collected	Source of information	Government confirmation received¹⁰
Middle East and North Africa (MENA)	Algeria	2008	WB survey	
Middle East and North Africa (MENA)	Egypt	2008	WB survey	Yes
Middle East and North Africa (MENA)	Iran, Islamic Rep.	2008	WB survey	
Middle East and North Africa (MENA)	Jordan	2008	WB survey	
Middle East and North Africa (MENA)	Lebanon	2008	WB survey	
Middle East and North Africa (MENA)	Morocco	2008	WB survey	
Middle East and North Africa (MENA)	Tunisia	2008	WB survey	Yes
Middle East and North Africa (MENA)	Yemen	2008	WB survey	
Gulf cooperation council (GCC)	Bahrain	2008	WB survey	
Gulf cooperation council (GCC)	Kuwait	2008	WB survey	
Gulf cooperation council (GCC)	Oman	2008	WB survey	
Gulf cooperation council (GCC)	Qatar	2008	WB survey	
Gulf cooperation council (GCC)	Saudi Arabia	2008	WB survey	
Latin America and Caribbean (LAC)	Argentina	2008	WB survey	
Latin America and Caribbean (LAC)	Bolivia	2008	WB survey	
Latin America and Caribbean (LAC)	Brazil	2011	WB survey	Yes
Latin America and Caribbean (LAC)	Chile	2008	WB survey	Yes
Latin America and Caribbean (LAC)	Colombia	2008	WB survey	
Latin America and Caribbean (LAC)	Costa Rica	2008	WB survey	Yes
Latin America and Caribbean (LAC)	Dominican Republic	2008	WB survey	
Latin America and Caribbean (LAC)	Ecuador	2008	WB survey	
Latin America and Caribbean (LAC)	Guatemala	2008	WB survey	Yes
Latin America and Caribbean (LAC)	Honduras	2008	WB survey	
Latin America and Caribbean (LAC)	Mexico	2011	WB survey	Yes
Latin America and Caribbean (LAC)	Nicaragua	2008	WB survey	
Latin America and Caribbean (LAC)	Panama	2008	WB survey	
Latin America and Caribbean (LAC)	Paraguay	2008	WB survey	Yes
Latin America and Caribbean (LAC)	Peru	2008	WB survey	Yes
Latin America and Caribbean (LAC)	Trinidad and Tobago	2008	WB survey	Yes
Latin America and Caribbean (LAC)	Uruguay	2008	WB survey	
Latin America and Caribbean (LAC)	Venezuela	2008	WB survey	
Eastern Europe and Central Asia (ECA)	Albania	2008	WB survey	
Eastern Europe and Central Asia (ECA)	Armenia	2008	WB survey	Yes
Eastern Europe and Central Asia (ECA)	Belarus	2008	WB survey	Yes
Eastern Europe and Central Asia (ECA)	Bulgaria	2008	WB survey	
Eastern Europe and Central Asia (ECA)	Georgia	2008	WB survey	
Eastern Europe and Central Asia (ECA)	Kazakhstan	2008	WB survey	Yes
Eastern Europe and Central Asia (ECA)	Kyrgyz Republic	2008	WB survey	
Eastern Europe and Central Asia (ECA)	Lithuania	2008	Publicly available sources	Yes
Eastern Europe and Central Asia (ECA)	Poland	2008	Publicly available sources	Yes
Eastern Europe and Central Asia (ECA)	Hungary	2008	Publicly available sources	

Region	Countries	Year policy information collected	Source of information	Government confirmation received¹⁰
Eastern Europe and Central Asia (ECA)	Czech Republic	2008	Publicly available sources	Yes
Eastern Europe and Central Asia (ECA)	Romania	2008	WB survey	Yes
Eastern Europe and Central Asia (ECA)	Russia	2008	WB survey	Yes
Eastern Europe and Central Asia (ECA)	Turkey	2008	WB survey	Yes
Eastern Europe and Central Asia (ECA)	Ukraine	2008	WB survey	
Eastern Europe and Central Asia (ECA)	Uzbekistan	2008	WB survey	
High income OECD	Australia	2008	Publicly available sources	Yes
High income OECD	Austria	2008	Publicly available sources	Yes
High income OECD	Belgium	2008	Publicly available sources	Yes
High income OECD	Canada	2008	Publicly available sources	
High income OECD	Denmark	2008	Publicly available sources	Yes
High income OECD	Finland	2008	Publicly available sources	Yes
High income OECD	France	2008	Publicly available sources	Yes
High income OECD	Germany	2008	Publicly available sources	Yes
High income OECD	Greece	2008	Publicly available sources	Yes
High income OECD	Ireland	2008	Publicly available sources	Yes
High income OECD	Italy	2008	Publicly available sources	
High income OECD	Japan	2008	Publicly available sources	Yes
High income OECD	Korea, Republic	2008	Publicly available sources	Yes
High income OECD	Netherlands	2008	Publicly available sources	Yes
High income OECD	New Zealand	2008	Publicly available sources	Yes
High income OECD	Portugal	2008	Publicly available sources	Yes
High income OECD	Spain	2008	Publicly available sources	Yes
High income OECD	Sweden	2008	Publicly available sources	Yes
High income OECD	United Kingdom	2008	Publicly available sources	Yes
High income OECD	United States	2008	Publicly available sources	Yes

Annex Table 2: Definitions of key terms in the questionnaire

Branch: A branch office is part of the foreign legal entity under which it operates, although it has its own organization and administration. Branch offices are not locally incorporated.

Subsidiary: A separate legal entity from the parent company. It is locally incorporated.

Joint Venture: A collaborative arrangement between a foreign firm and a domestic firm which could involve joint ownership.

Ownership: for the purpose of this survey we define ownership as direct (legal) ownership of capital. It does not necessarily concern voting rights.

Controlling stake: this gives the party effective direction over the firm. It may involve (but is not limited to) majority voting rights or control of the board, for example.

Sector specific definitions

Retail Bank: A bank which provides checking and saving deposits, home loans, credit cards, and other similar services to domestic consumers.

Asset Management: the management of assets on behalf of individuals, firms, institutions or other entities, including choosing and monitoring appropriate investments and allocating funds accordingly.

Central Bank's discount window: the practice whereby the central bank extends short-term loans secured by government bonds to financial institutions. When a bank is in need of money, it can turn to the Central Bank for a loan, the interest that the Central Bank charges the bank is called the discount rate.

Main payments system refers to the main system used for moving funds, payments, and money between financial institutions.

Financial accounting: The collection, recording and extraction of financial information, and the summary of it in the form of a periodic profit and loss account, a balance sheet and a cash flow statement in accordance with legal, professional, and capital market requirements.

Financial auditing: The examination and assessment of the activities, controls, records and systems that underpin accounting information and reports. Financial audits are typically performed by firms of *practicing accountants* due to the specialist financial reporting knowledge they require.

Court appearances/oral arguments: Legal representation of one party's interest against another party, before the courts or other domestic judicial or quasi-judicial bodies.

Legal advice/counseling: General counseling, advice and drafting of documents and other related legal services concerning domestic, foreign or international law.

Intra-corporate transferees: an employee of multinational firm transferred from an office in one country to an office in another country. Example: A multinational accounting firm transfers an accountant in its New York office to its Paris office for two years.

Service supplying employees: employees of a foreign services supplier located abroad that enter the country to supply services in the country to fulfill a contract in that country. Example: An accounting firm in the US sends its accountants to China to do an audit for a client of the firm in China.

Independent professionals: individuals that enter the country to sell services directly to firms, people, or government agencies, including to fulfill contracts, and to be employed by service providers within the country. The professional would already have a contract or offer from the employer in the host country when entering the country.

Economic Needs Tests (ENTs): A set of criteria the government applies to foreign worker applicants to assess their economic contribution to the sector of employment and the country as a whole. These criteria may include but are not limited to: the belief that the foreign worker will directly create domestic income or jobs for citizens, the assurance that the worker will transfer technology or knowledge to citizens, and other measures of the worker's economic impact.

Labor Market Tests (LMTs): Labor market tests are a sub-field of the ENTs specified in many countries. They attempt to gauge whether the labor market requires the particular skills of the foreign worker. The criteria may include but are not limited to: evidence that the employer made an attempt to recruit citizens before offering the job to the foreign worker and the existence of a worker shortage in the area of the job offer.

Annex Table 3: Coverage of measures for “Key restrictions”

Sectors	Modes	Categories	Measures	Key restrictions
Standardized measures				
ALL SECTORS, EXCEPT FOR PROFESSIONAL SERVICES	MODE 3	Form of Entry	Greenfield branch- allowed	YES (only in banking)
		Form of Entry	Greenfield subsidiary – allowed	YES
		Form of Entry	Greenfield subsidiary - max. ownership allowed	YES
		Form of Entry	Acquisition domestic private entity – allowed	YES
		Form of Entry	Acquisition domestic private entity -max. ownership allowed by a single entity	YES
		Form of Entry	Acquisition domestic private entity -max. ownership allowed by a group of entities	YES
		Form of Entry	Acquisition domestic private entity - controlling stake allowed	YES (only in telecom and transport)
		Form of Entry	Acquisition domestic state-owned entity –allowed	YES
		Form of Entry	Acquisition domestic state-owned entity -max. ownership allowed by a single entity	YES (only in telecom and transport)
		Form of Entry	Acquisition domestic state-owned entity -max. ownership allowed by a group of entities	YES
		Form of Entry	Acquisition domestic public entity -controlling stake allowed	YES (only in telecom and transport)
		Form of Entry	Joint Venture –allowed	Not covered
		Form of Entry	Joint Venture -max. ownership allowed by a single entity	Not covered
		Form of Entry	Joint venture -max. ownership allowed by a group of entities	Not covered
		Form of Entry	Joint Venture -controlling stake allowed	Not covered

Sectors	Modes	Categories	Measures	Key restrictions
ALL SECTORS, EXCEPT FOR PROFESSIONAL SERVICES AND TRANSPORT	MODE 3	Licensing	License required	Not covered
		Licensing	License criteria publicly available	Not covered
		Licensing	License automatic if publicly available criteria fulfilled	Not covered
		Licensing	Difference in licensing criteria for foreign and domestic applicants	YES
		Licensing	Limit on number of licenses available	YES
		Licensing	License allocation-first come first served, through competitive tender, at discretion of regulatory body, and other	Not covered
		Licensing	Length of license	Not covered
		Licensing	License renewal required	Not covered
		Licensing	If renewal required it is automatic	Not covered
		Licensing	Requirement to provide a licensing decision within a timeframe	Not covered
		Licensing	Maximum number of days permitted before providing a licensing decision	Not covered
		Licensing	Obligation to inform applicants of reasons for license rejection	Not covered
		Operations	Nationality requirement for employees (minimum %)	YES
		Operations	Nationality (or domestic residency) requirement for board of directors (minimum %)	YES
		Operations	Restrictions on repatriation of earnings	YES
		Operations	Other forms of discrimination	YES
		Regulatory Environment	Existence of regulatory authority for the sector	Not covered
		Regulatory Environment	Regulatory authority independent from sector ministry	Not covered
		Regulatory Environment	Right to appeal regulatory decisions	Not covered
		Regulatory Environment	Prior notice of regulatory changes	Not covered

Sectors	Modes	Categories	Measures	Key restrictions
Sector specific measures				
FINANCIAL SERVICES (RETAIL BANKING, AUTOMOBILE, LIFE AND REINSURANCE SERVICES)	MODE 1	Condition on consumer	Demonstration of domestic unavailability of service desired	YES
		Condition on services	Sector of the firm using the service	YES
		Condition on services	Size of the deposit (loan)	YES
		Condition on services	Interest rate (deposit or loan accounts)	YES
		Condition on services	Currency deposited	YES
		Condition on services	Period or maturity (loan)	YES
		Condition on services	Term of the insurance policy (insurance)	YES
		Condition on services	Value of the insurance policy (insurance)	YES
		Condition on services	Obligated to cede to a domestic re-insurer	YES
		Condition on services	Percentage that must be ceded	YES
		Condition on consumer	Approval required	YES
		Condition on consumer	Registration required	Not covered
		Condition on services	Other forms of restrictions	YES
	MODE 3	Form of Entry	Greenfield branch allowed	YES
		Operations	Restrictions on the number of branches	YES
		Operations	Restrictions on the number of ATM	YES
		Operations	Restrictions on transactions in local currencies	Not covered
		Operations	Restrictions on raising capital domestically	Not covered
		Operations	Access to central Bank discount window	Not covered
		Operations	Access to main payment system	Not covered
Operations		Access to deposit insurance schemes	Not covered	
Operations (reinsurance)	Obligated to cede to a domestic re-insurer	Not covered		

Sectors	Modes	Categories	Measures	Key restrictions
TELECOMMUNICATIONS (FIXED LOCAL, FIXED LONG DISTANCE AND MOBILE)	MODE 3	Licensing	License technology neutral	YES
		Operations	Operators permitted to own and operate international gateway	YES
		Operations	Gateway license fee (USD)	YES
		Operations	VoIP operation allowed	YES
		Regulatory Environment	Existence of regulatory authority for the sector	YES
		Regulatory Environment	Regulatory authority independent from sector ministry	YES
		Regulatory Environment	Regulatory authority independent from fixed line incumbent	YES
		Regulatory Environment	Interconnection agreements/prices publicly available	Not covered
		Regulatory Environment	Operators required to publish Reference Interconnection Offer	Not covered
		Regulatory Environment	Spectrum use publicly available	Not covered
RETAILING	MODE 3	Operations	Limits on opening multiple brand stores	YES
		Operations	Limit on opening multiple brand differ for foreign and domestic retailers	YES
		Operations	Retailers restricted from selling any products	YES
		Operations	Restrictions on products differ for foreign and domestic retailers	YES
		Operations	Zoning laws apply to retailers	YES
		Operations	Zoning laws applied differently to foreign and domestic retailers	YES
		Operations	Restrictions apply to the number of outlets that can be established	YES
		Operations	Restrictions apply to the number of outlets differ for foreign and domestic retailers	YES

Sectors	Modes	Categories	Measures	Key restrictions	
TRANSPORTATION (AIR PASSENGER, CARGO DOMESTIC AND INTERNATIONAL, MARITIME SHIPPING, AND MARITIME AUXILIARY SERVICES)	MODE 1	Air passenger international	BASA publicly available	Information not available from the survey. Policy information and restrictiveness index came from the WTO's QUASAR database.	
		Air passenger international	Total number of BASA-s in use		
		Air passenger international	Air transport agreements with seat and/or frequency limitation		
		Air passenger international	Air transport agreements granting 5th freedom rights		
		Air cargo international	Open regime		
		Air cargo international	Regulated through BASAs		
		Air cargo international	Other conditions		
		Maritime shipping international	Quotas for private cargo: liner		YES
		Maritime shipping international	Quotas for private cargo: bulk		YES
		Maritime shipping international	Quotas for government cargo: liner		YES
		Maritime shipping international	Quotas for government cargo: bulk		YES
		Maritime shipping international	Exemption of carrier agreements from competition law		YES
	MODE 3	Maritime auxiliary services	Are foreign shipping firms permitted to establish their own facilities in the main port and supply the following services for their own ships?	Not covered	
		Maritime auxiliary services	Cargo handling	YES	
		Maritime auxiliary services	Storage and warehousing	YES	
		Maritime auxiliary services	Container station	YES	
		Maritime auxiliary services	Maritime agency	YES	
		Maritime auxiliary services	Customs clearance	YES	
Maritime auxiliary services	Freight forwarding	YES			

Sectors	Modes	Categories	Measures	Key restrictions
ACCOUNTANCY AND LEGAL	MODE 1	Cross-border trade allowed	Cross border trade allowed	YES
		Restriction on service provider	Staffed with professionals licensed to provide the service desired	YES
		Condition of provision of service	Demonstration of domestic unavailability of service desired	YES
	MODE 3	Market entry	Establishing commercial presence-allowed	YES
		Form of Entry	Greenfield branch- allowed	YES
		Form of Entry	Separate legal entity allowed	YES
		Form of Entry	Limits on ownership by foreign nationals	YES
		Form of Entry	Percentage of ownership allowed to foreign nationals	YES
		Form of Entry	Limits on ownership by non-locally-licensed professionals	YES
		Form of Entry	Percentage of ownership allowed to non-locally-licensed professionals	YES
		Form of Entry	Local membership of an international network or association allowed	YES
		Licensing	License required	Not covered
		Licensing	License criteria publicly available	Not covered
		Licensing	License automatic if publicly available criteria fulfilled	Not covered
		Licensing	Difference in licensing criteria for foreign and domestic applicants	YES
		Licensing	Limit on number of licenses available	YES
		Licensing	Obligation to inform applicants of reasons for license rejection	YES
		Operations	Association with locally-licensed professionals as partners permitted	YES
		Operations	Association with locally-licensed professionals as shareholders permitted	YES
		Operations	Hiring of locally-licensed professionals as employees permitted	YES
Operations	Restrictions on name	YES		
Operations	Restrictions on clientele	YES		

Sectors	Modes	Categories	Measures	Key restrictions
ACCOUNTANCY AND LEGAL	MODE 4	Market Entry	Market closed - Nationality of host country required	YES
		Market Entry	Automatic recognition of foreign license granted	YES
		Market Entry	Foreign-licensed professionals eligible to practice subject to conditions	YES
		Licensing: Legal Status Condition	Residency in the host country required	YES
		Licensing: Qualification Condition	Education – Required	YES
		Licensing: Qualification Condition	Education - Foreign degree recognized	YES
		Licensing: Qualification Condition	Education – Type	Not covered
		Licensing: Qualification Condition	Education - Number of years	Not covered
		Licensing: Qualification Condition	Training – Required	YES
		Licensing: Qualification Condition	Training - Foreign training recognized	YES
		Licensing: Qualification Condition	Training - Number of years	YES
		Licensing: Qualification Condition	Work experience – Required	YES
		Licensing: Qualification Condition	Work experience - Foreign experience recognized	YES
		Licensing: Qualification Condition	Work experience - Number of years	YES
		Licensing: Qualification Condition	Passing a professional exam required	YES
		Type of Entry	Entry as ICT, SSE, IP - allowed	YES
		Entry Condition	Quota for Foreigners - ICT, SSE, and IP	YES
		Entry Condition	Labor Market Test - ICT, SSE, and IP	YES
		Entry Condition	Economic Needs Test - ICT, SSE, and IP	YES
		Entry Condition	Minimum Wage/Salary or Wage Parity Requirement - ICT, SSE, and IP	YES
		Entry Condition	Limits on the length of stay initially allowed- ICT, SSE, and IP	YES
		Entry Condition	Duration of stay initially allowed - ICT, SSE, and IP	YES
Entry Condition	Possibility of extension of stay - ICT, SSE, and IP	YES		

Annex Table 4: Rules for scoring the key restrictions

Only measures that are included in the summary of “key restrictions” are scored. The scores reflect the overall restrictiveness of key policy measures applied to a subsector-mode (and not to individual measures). When there is only one measure that is restrictive, the following scoring rule applies, but when two or more measures are in place, the score reflects the overall restrictiveness of the policy measures.

Category of openness:	Scores
Open	0
Virtually open	25
Significant restrictions	50
Virtually closed	75
Closed	100

A. STANDARDIZED MEASURES FOR ALL SECTORS IN MODE 3					
Sections	Survey questions	#	Different scenarios	Scores	Qualifications
I. FOREIGN EQUITY LIMIT	a. FDI limit in a subsidiary? b. FDI limit in acquiring a private entity?	1	Foreign equity participation not allowed (ownership reserved for nationals)	100	If FDI limit or any other restrictions differ for listed (in the local stock exchange) and non-listed companies, the score will reflect the requirements for non-listed companies, assuming the restrictions apply to listed companies are prudential.
		2	Foreign ownership less than or equal to 25% allowed (subsidiary, acquisition private)	75	
		3	Foreign ownership less than or equal to 50% allowed (subsidiary, acquisition private)	50	
		4	Foreign ownership greater than 50% but less than 99% allowed (subsidiary, acquisition private)	25	
		5	Foreign equity limit for a single foreign investor is less than or equal to 50% and the restriction is discriminatory	25	
		6	Ownership of 25% or greater by indigenous group (even if non-discriminatory)	25	
		7	FDI limit is decided on a case by case basis	50	
		8	If foreign equity ownership in a state-owned entity is decided by the privatization process	0	
II. LEGAL FORM OF ENTRY	a. Is subsidiary allowed? b. Is acquisition of private entity allowed?	9	Not allowed to establish a subsidiary (Greenfield investment not allowed), but allowed to acquire certain shares of existing entity.	50	If companies must be publicly listed in the local market, it prevents small and medium sized foreign companies to enter the market.
		10	Not allowed to acquire a local private entity. If acquisition of state-owned entity is not allowed, it is NOT considered as a restriction in all sectors, EXCEPT for telecom and transport.	50	
		11	If companies must be publicly listed in the host country (since it affect the total foreign ownership and it means substantial fixed cost)	50	
		12	If companies must be publicly listed anywhere (including in their home country)	25	

Sections	Survey questions	#	Different scenarios	Scores	Qualifications
III. LICENSING	Is there a limit on the number of licenses?	13	Limit on the number of licenses: No license issued at all or exclusive monopoly, except in mobile telephony where limitation of spectrum constrains the number of providers.	100	<p>A. This rule applies to all sectors except for transportation. In transportation, licensing section was not covered in the 2007 versions of the survey, which affect 56 countries. Thus licensing is not scored across all countries.</p> <p>B. For all sectors, if license needs to be renewed annually, it is not treated as a restriction. License renewal is mentioned in the summary when it appears, but not scored as a restriction.</p>
		14	Limit on the number of licenses or discretion which is clearly restriction on entry, such as economic needs test (discriminatory) or limit on total value of services or transactions (total FDI in insurance sector etc), or approval requirement by non-prudential agencies (such as approval of the President, Prime Minister, and Parliament required)	50	
		15	Reciprocity is a pre-condition for supplying the services	50	
		16	There is a temporary restriction on licenses	50	
		17	Discretionary licensing, which is not clearly based on prudential grounds	25	
	Are the licensing criteria discriminatory?	18	Discretion or approval which is purely prudential. If approval of the banking sector regulator, such as the Central Bank, is required, it is considered prudential.	0	
		19	Discriminatory licensing requirements that are significant (such as prolonged prior presence such as representative office)	50	
		20	Discriminatory licensing requirements that are minor, such as additional documentation	25	
IV. OPERATIONS	Nationality requirement for board of directors?	21	Nationality requirement for Board of directors: 50 percent or more of BOD must be nationals.	25	Nationality requirement for BOD captured in the FDI. If BOD majority is not captured by FDI (missing), then the score should be 25. If BOD requirement is for nationals OR residents, this is not scored.
	Nationality requirement for employees?	22	Minority of BOD must be nationals or nationality requirement applies, but percentage is not defined (i.e. limitations expressed in numbers).	0	
	Restrictions on repatriation of earnings?	23	Nationality requirement for employees not treated as a restriction	0	
		24	Restrictions on repatriation of earnings, such approval, discriminatory taxes, foreign exchange rules	25	
		25	Repatriation of earning is subject to tax and approval, but non-discriminatory	0	

B. SECTOR SPECIFIC MEASURES					
1. FINANCIAL SERVICES (MODE 1 AND MODE 3)					
MODE	Survey Questions	#	Different Scenarios	Score	Qualification
MODE 1		1	If commercial presence is required	100	If residency or commercial presence is required for cross-border services, it is treated as a restriction.
		2	Requirement to prove domestic unavailability	75	
		3	Approval is required	25	
		4	Allowed if consumer initiates the purchase	25	
		5	Restrictions on more than one of the following: interest rate, maturity, sector, size and other restrictions.	50	
		6	Restrictions only on one of the following: interest rate, maturity, sector, size, and other restrictions.	25	
		7	Obligated to cede to domestic reinsurer, requirement larger than 20%	50	
		8	Obligated to cede to domestic reinsurer, requirement is not clear or smaller than or equal to 20%	25	
MODE 3		9	Obligated to cede to domestic reinsurer, requirement larger than 20%	50	
		10	Obligated to cede to domestic reinsurer, requirement is not clear or smaller than or equal to 20%	25	
		11	Legal form: Restriction on entry through branch (primary form)	25	A. Operational measures are not applicable to reinsurance subsector.
		12	Operational restrictions: Branching and ATM -Explicit quota or other types of limit	25	

MODE	Survey Questions	#	Different Scenarios	Score	Qualification
2. TELECOMMUNICATIONS					
MODE 3		1	Acquiring state-owned entity not allowed or FDI allowed in state-owned entity is less than or equal to 50%.	25	Note: In telecommunications, regulator independence is covered by the “key restrictions” summary, but is not scored.
		2	In mobile telecom only, if the limit on the number of licenses is due to frequency spectrum	0	
		3	In mobile telecom only, limit on the number of licenses, but reason is not given	25	
		4	Restrictions on international gateway (IG): Ownership of infrastructure and/or operation of IG not allowed or prohibitive fees apply to IG licensing.	25	
	Is it legal for fixed or mobile service providers to route their international calls using VOIP?	5	Restrictions on VOIP: it not allowed or some restrictions	25	
3. RETAILING					
MODE 3		1	Restrictions on operation such as on products, brands, or outlets are significant	50	Restrictions on particular products such as tobacco, alcohol, arms, weapons, explosives, and pharmacy etc NOT treated as restrictions.
		2	Restrictions on operations such as products, brands, or outlets, depending on degree of restriction	25	
4. TRANSPORTATION					
MARITIME: MODE 1		1	Significant restrictions on foreign shares of cargo and explicit preferences for national shipping lines	50	
		2	Minor restrictions on foreign shares of cargo and minor form of preferences	25	
		3	Carrier agreements (such as conferences) exempt from competition law	25	
ALL TYPES OF TRANSPORT (Air passenger, air cargo, road freight domestic, rail freight domestic, maritime shipping international, and auxiliary services): MODE 3	Maritime auxiliary services include cargo handling, storage and warehousing, container station, maritime agency, customs clearance, and freight forwarding.	4	Acquisition of state-owned entities not allowed or foreign equity limit in a state-owned entity is less than or equal to 50%.	25	A. In transportation, licensing was not covered in the 2007 version of the survey, which affect 56 countries, thus it is not scored across all countries. B. For international air transportation services, requirements for withholding and designation rights are not treated as a restriction, since it was not covered in the survey.
		5	For maritime auxiliary services, 6 types of services are considered: If one or two types of services not allowed	25	
		6	Exception: if 'customs clearance' is the only type of service that is not allowed	0	
		7	If three or four types of services not allowed	50	
		8	If only one is allowed	75	
		9	For maritime auxiliary services, if all six types of services are not allowed	100	

MODE	Survey Questions	#	Different Scenarios	Score	Qualification
5. PROFESSIONAL SERVICES					
MODE 1 (via phone, email, or fax): Accountancy and Legal		1	Commercial presence or residency required.	100	Assumptions: A. Foreign firms have qualified professionals. B. The clients abroad are non-professional firms. Qualifications: 1. The mode 1 measures didn't cover licensing, qualification and other regulatory conditions. 2. The types of services cover all, including statutory auditing and review of tax documents. 3. If restrictions that are not covered by the survey are mentioned and if they potentially affect the supply of services, they are captured in point # 8.
		2	Cross border supply of services not allowed.	100	
		3	Demonstration of domestic unavailability of service required.	75	
		4	Providing the core services not allowed, but consulting is allowed.	75	
		5	The work has to be done through a local agent (firm or individual).	50	
		6	Legal domicile required.	25	
		7	Providing services one type of accounting/auditing services (such as statutory auditing) not allowed	25	
		8	Staffed with professionals licensed to provide the service.	0	
		9	Other restrictions that affect the supply of service via mode 1	25	
MODE 3: Accountancy and Legal		10	Establishing commercial presence not allowed	100	Assumptions: A. Foreign firms are qualified to provide the same type of services in the home country. B. Foreign professionals or partners possess the necessary skills, qualifications, and experience. Qualifications: A. If local qualification is necessary for partners to set up a partnership, it is considered restrictive. B. Separate legal entity is defined as "having a separate office from the parent company", but it is not a locally incorporated entity.
		11	Providing the actual services not allowed, but consulting is allowed	75	
		12	Reciprocity is a pre-condition for supplying the services	50	
		13	Association with locally-licensed professionals as partners or shareholders not permitted	50	
		14	Greenfield branch not allowed	25	
		15	Separate legal entity not allowed	25	
		16	Ownership by foreign nationals or by non-locally licensed professionals not permitted or foreign ownership of less than 50% allowed (assuming entry through other forms allowed, such as association with local partners)	50	
		17	Limit on number of licenses	50	
		18	Significant discrimination in licensing criteria for foreign and domestic applicants	50	
		19	Difference in licensing criteria not significant	25	
		20	Hiring of locally-licensed professionals as employees not permitted	50	
		21	Restrictions on name or brand international name or clients	25	

MODE	Survey Questions	#	Different Scenarios	Score	Qualification
Mode 4		22	Market closed (nationality required, no exceptions)	100	Assumptions: The foreign professionals: A. Are natural persons, who intend to provide services temporarily in a host country as defined in the GATS. The professional is not seeking for citizenship or employment on a permanent basis. B. Foreign professionals qualified to provide the services in their home jurisdictions. We wish to identify the additional licensing requirements the professionals have to fulfill. C. If Mutual Recognition agreements are required, not treated as a restriction.
		23	If reciprocity is a pre-condition to provide the services	75	
		24	Nationality is required except for a group of countries, with which a country has preferential trade agreements (i.e. EU or GCC)	75	
		25	Nationality required to provide the actual services, but consulting is allowed	75	
		26	Must be resident to be licensed or to work as a professional	25	
		27	Foreign-licensed professionals eligible to practice subject to conditions	depends	
		28	Quota for Foreigners - ICT, SSE, and IP	50	
		29	Labor Market Test - ICT, SSE, and IP	50	
		30	Economic Needs Test - ICT, SSE, and IP	50	
		31	Education - Foreign degree not recognized	75	
		32	Work experience or training - Foreign training not recognized	50	
		33	Not-sector specific and overall restriction on nationality of employees at a firm level (If this is the only restriction)	25	
		34	Passing a professional exam required	0	
		35	Two types of entry not allowed (Entry allowed only through ICT, SSE or IP)	50	
		36	If only one type is not allowed	25	
		37	Minimum Wage/Salary or Wage Parity Requirement - ICT, SSE, and IP (If this is the only restriction).	25	
		38	Limits on the length of stay initially allowed- ICT, SSE, and IP	0	
		39	Duration of stay initially allowed - ICT, SSE, and IP	0	
		40	Possibility of extension of stay - ICT, SSE, and IP	0	

Annex Table 5: STRI construction: sector and modal weighting schemes

Aggregate sectors	Subsectors, by mode of supply	Modal weights $w_m^{(j)}$	Sector weights w_j
Banking	Mode 1:		0.149
	(1) Deposit acceptance	0.15	
	(2) Bank lending	0.15	
	Mode 3:		
	(3) Deposit acceptance	0.85	
	(4) Bank lending	0.85	
Insurance	Mode 1:		0.095
	(5) Life	0.10	
	(6) Automobile	0.10	
	(7) Reinsurance	0.80	
	Mode 3:		
	(8) Life	0.90	
	(9) Automobile	0.90	
	(10) Reinsurance	0.20	
Telecommunications	Mode 3:		0.095
	(11) Fixed-line	1.00	
	(12) Mobile	1.00	
Retailing	Mode 3:		0.239
	(13) Retail distribution	1.00	
Transportation	Mode 1:		0.223
	(14) Air passenger international	0.70	(0.037)
	(15) International shipping	0.70	(0.037)
	Mode 3:		
	(16) Air passenger international	0.30	
	(17) Air passenger domestic	0.30	
	(18) International shipping	0.30	
	(19) Maritime auxiliary	1.00	(0.050)
	(20) Road freight	1.00	(0.062)
	(21) Rail freight	1.00	(0.037)
Professional Services	Mode 1:		0.199
	(22) Accounting	0.20	
	(23) Auditing	0.20	
	(24) International law	0.20	
	Mode 3:		
	(25) Accounting	0.40	
	(26) Auditing	0.40	
	(27) Domestic law	0.50	
	(28) International law	0.40	
	(29) Court representation	0.50	

Aggregate sectors	Subsectors, by mode of supply	Modal weights $w_m^{(j)}$	Sector weights w_j
	Mode 4:		
	(30) Accounting	0.40	
	(31) Auditing	0.40	
	(32) Domestic law	0.50	
	(33) International law	0.40	
	(34) Court representation	0.50	

Notes: As an exception to the modal aggregation rule outlined above, air passenger transportation subsectors are first aggregated within mode 3, i.e. air passenger domestic and air passenger international, then the resulting modal score is aggregated with mode 1 using the modal weights as shown.

Annex Table 6: List of law firms that contributed to filling country questionnaires

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2009	Africa	Botswana	Luke & Associates	No website	P Bag UB 00702 Gaborone	267 75090454
2010	Africa	Burundi	Rubeya & Co - Advocates	http://www.rubeya.bi	28, rue de l'industrie Building Sella Paride 1st Floor, 6th apartment BP 202 Bujumbura - Burundi	257 22 24 89 10
2008	Africa	Cameroon	JING & Partners	http://www.jingpartners.com	537, Rue AFCODI Off Texaco Njo-Njo, Bonapriso	(237) 33 43 36 71
2008	Africa	Cote d'Ivoire	Raux, Amien & Partners, Lawyers Firm	No website	Abidjan Cocody II Plateaux, rue des jardins, les vallons immeuble Antilope, 2nd étage BP 03 Cidex 3	00 225 22 41 76 72
2008	Africa	Congo, Dem. Rep.	DLA Piper	http://www.dlapiper.com	Avenue Louise 106 1050 Brussels Belgium	(32) 2 500 15 00
2008	Africa	Ethiopia	Tadesse, Getachew & Abate Law Office	http://www.tkethiopianlawyer.com	Tadesse Kiros Law Office Mega Building, 3rd Floor, Room # 310 Bole Road P.O.Box 33293 Addis Ababa, Ethiopia	25-191-179-2622
2008	Africa	Ghana	Fugar and Company	http://www.fugarandcompany.com.gh	Wesley House, Liberia Road P.O. Box 6274, Accra-North, Ghana	(233) (21) 679222
2008	Africa	Kenya	Anjarwalla & Khanna Advocates	http://www.africalegalnetwork.com	ALN House Eldama Ravine Gardens Off Eldama Ravine Road P.O. Box 200 - 00606 Nairobi, Kenya	25-420-364-0223
2008	Africa	Lesotho	Mei & Mei Attorneys	No website		2662-232-7079
2008	Africa	Madagascar	Madagascar Conseil International	http://www.cabinet-mci.com	Nouvel Immeuble NY HAVANA 1st floor, Ankorondrano Antananarivo 101 MADAGASCAR	(+261) 20 22 295 25
2008	Africa	Malawi	Wilson & Morgan	No website	Whitehall, 6 Victoria Avenue, PO Box 527 Blantyre, Malawi	(265)-182-988

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	Africa	Mali	CABINET D'AVOCATS	http://www.lexis-conseil.com	BP E 4278 BAMAKO MALI	(00223) 675 43 93 (00223) 221 01 68
2008	Africa	Mauritius	Banymandhub Boolell Chambers	http://www.templegroup.mu	Temple Court 2, Labourdonnais street Port-Louis Mauritius	(230) 212 9810
2008	Africa	Mozambique	Mozlegal	http://www.mozlegal.com	Rua General Pereira D'Eça 90, Maputo, Mozambique	258 21 496 900
2008	Africa	Namibia	Ellis & Partners	http://www.ellisnam.com	3300 Windhoek Namibia, Windhoek, Namibia	(264)6124-2224
2008	Africa	Nigeria	Barristers, Solicitors & Trade Mark	No website	11 Raymond Njoku Street, S.W. Ikoyi, Lagos	234-1-2692197
2009	Africa	Rwanda	Private consultant	No website	6454 Kigali - Rwanda	(25)-078-876-3163
2008	Africa	Senegal	FIDAFRICA	No website	Membre de PricewaterhouseCoopers Cabinet de conseils juridiques et fiscaux 3, place de l'Independence BP 6454 Dakar	(221) 849 05 00
2008	Africa	South Africa	Bowman & Gilfillan Inc	http://www.bowman.co.za	PO Box 248 Cape Town 8000 South Africa	27-(0)-214807800
2008	Africa	Tanzania		http://www.crbafricalegal.com	6th Floor, Amani Place Ohio Street PO Box 79958 Dar es Salaam, Tanzania	+255 (0) 22 213 5637
2008	Africa	Uganda	Katende, Ssempebwa & Co. Advocates	http://www.kats.co.ug	M/s Katende, Ssempebwa & Co. Advocates Radiant House, Plot 20, Kampala Road P.O.Box 2344, Kampala, Uganda, East Africa	(256) 414- 23- 3770
2008	Africa	Zambia	Chibesakunda & Co.	http://www.dlapiper.com	C/o Chibesakunda & Co., P.O. Box 30279, Lusaka, Zambia	(260) 1 23-6 319
2008	Africa	Zimbabwe	Kantor & Immerman	http://www.kantorimmerman.co.zw	MacDonald House, 10 Selous Avenue, Box 19, Harare, Zimbabwe	263 4 793 626

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	East Asia and Pacific	Cambodia	DFDL Mekong Law	http://www.dfdlmekong.com	33, Street 294 (Corner Street 29), Sangkat Tonle Bassac Khan Chamkarmon (PO Box 7) Phnom Penh, Cambodia	855-2321-0400
2011	East Asia and Pacific	China	Jun He Law Office	http://www.junhe.com		(86-10) 8519.1377
2008	East Asia and Pacific	Indonesia	Hadromi and Partners	http://www.hadromi.com	Hadromi & Partners Law Firm Setiabudi Atrium, 2nd Floor, Suite 209A Jl. H.R. Rasuna Said Kav. 62, Jakarta 12920, Indonesia	(62-21) 520 7040
2008	East Asia and Pacific	Malaysia	Rajah, Daryl & Loh	http://www.rajadarrylloh.com	18th floor, Wisma Sime Darby, Jalan Raja Laut-50350, Kuala Lumpur, Malaysia	603-2694-9999
2008	East Asia and Pacific	Mongolia	Mahoney & Lynch	http://www.mongolialaw.com	International Trade Centre Suite 500 Baga Toiruu 37B Ulaanbaatar, Mongolia	(976) -11-325344
2008	East Asia and Pacific	Philippines	ACCRA Law	http://www.accralaw.com	22/F ACCRALAW TOWER Second Avenue corner 30th Street, Crescent Park West Bonifacio Global City, 0399 Taguig METRO MANILA, PHILIPPINES	(632) 830-8000
2008	East Asia and Pacific	Thailand	Tilleke and Gibbins Law Firm	http://www.tillekeandgibbins.com	Bangkok, Thailand Supalai Grand Tower, 26th Floor 1011 Rama 3 Road, Chongnonsi, Yannawa 10120	+66 2653 5555
2008	East Asia and Pacific	Vietnam	LuatViet - Advocates & Solicitors	http://www.luatviet.com	DMC Tower, 4th Floor, 535 Kim Ma Street, Ba Dinh District, Hanoi, Vietnam	844 220 3152
2008	Eastern Europe and Central Asia	Albania	Boga & Associates	http://www.bogalaw.com	P.O.Box 8264 Tirana, ALBANIA	+355 4 225 1050
2008	Eastern Europe and Central Asia	Armenia	Grant Thornton Amyot	http://www.grantthornton.am	4a Kuznetsovi street, apt. 29, Yerevan, Republic of Armenia	374 93 422 039

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	Eastern Europe and Central Asia	Belarus	Stepanovski, Papakul & Partners	http://spplaw.by	2 Timiryazeva Street, Office 7, Minsk 220004 Belarus	375 29 133 8839
2008	Eastern Europe and Central Asia	Bulgaria	Penkov, Markov & Partners	http://www.penkov-markov.eu	22-A Iztok District, 1113 Sofia, Bulgaria	359 2 971 3935
2008	Eastern Europe and Central Asia	Georgia	BGI Legal	http://www.bgi.ge	31 Abuladze Street, Tbilisi, Georgia	995 32 99 72 92
2008	Eastern Europe and Central Asia	Kazakhstan	Grata Law Firm	http://www.gratanet.com/en/kazakhstan/contacts/almaty	Grata Law Firm 104, M.Ospanov Street, Almaty, 050020, Republic of Kazakhstan	7 727 2 445-777
2008	Eastern Europe and Central Asia	Kyrgyz Republic	Kalikova & Associates Law Firm	http://www.k-a.kg	71 Erkindik Boulevard, Bishkek, Kyrgyz Republic	996 312 66 60 60
2008	Eastern Europe and Central Asia	Romania	Musat & Asociatii	http://www.musat.ro	43 Aviatorilor Blvd., 1st District, Code 011853, Bucharest, Romania	40 21 202 5900
2008	Eastern Europe and Central Asia	Russia	Neocleous & Co	http://www.neocleous.ru	Perevedenovskiy per., 13 Building 21 105082, Moscow, Russia	+7 495 933 8703
2008	Eastern Europe and Central Asia	Turkey	Pekin & Bayar Law Firm	http://www.pekin.com.tr	Ahular Sokak No.15 Etiler 34337, Istanbul, Turkey	90 212 359 5700
2008	Eastern Europe and Central Asia	Ukraine	Shevchenko Didkovskiy & Partners	http://www.asterslaw.com	Leonardo Business Center, 14th floor 19-21 Bohdana Khmelnytskoho St. Kyiv, 01030, Ukraine	380 44 230 60 00
2008	Eastern Europe and Central Asia	Uzbekistan	Grata Law Firm	http://www.gratanet.com/en/uzbekistan/contacts/tashkent	39, Gogol Street, Almaty, 050002, Kazakhstan	7 701 722 32 86
2008	Gulf cooperation council	Bahrain	Talal Abu-Ghazaleh Legal	http://www.tag-legal.com	921100 Amman 11192, Jordan	00962 6 510 0900
2008	Gulf cooperation council	Kuwait	Al-Sarraf & Al-Ruwayeh	http://www.asarlegal.com	Salhiya Complex, Gate 1, 3rd Floor P O Box 447, Safat 13005 Kuwait	+965 2292 2700

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	Gulf cooperation council	Oman	Al Busaidy, Mansoor Jamal & Co.	http://www.amjoman.com	P.O. Box 686, Ruwi Postal Code 112, Muscat Sultanate of Oman	00968 2481 4466
2008	Gulf cooperation council	Qatar	Talal Abu-Ghazaleh Legal	http://www.tag-legal.com	921100 Amman 11192, Jordan	00962 6 510 0900
2008	Gulf cooperation council	Qatar	Al Tamimi & Company	http://www.tamimi.com	Adv. Mohammed Al Marri in association with Al Tamimi & Company, Sheikh Mohammed Bin Suhaim Tower 3rd floor Ras Abou Aboud, PO Box 23443, Doha, Qatar	97444572777
2008	Gulf cooperation council	Saudi Arabia		http://www.saudilegal.com/members/andreas_haberbeck.html	Post Office Box 6387 Jeddah 21442 Saudi Arabia	(+966-2-) 6504475
2008	Latin America and Caribbean	Argentina	Estudio Cavallaro Abogados	http://www.estudiocavallaro.com	San Martín 140, piso 14 – C1004AAD Buenos Aires – Argentina	(54 11) 5167 1610; (54 911) 4089 0601
2008	Latin America and Caribbean	Bolivia	C.R. & F. Rojas	http://www.rojas-lawfirm.com	Avenida Costanera de Achumani # 10, La Paz, Bolivia	591 2 231 3737
2011	Latin America and Caribbean	Brazil	Demarest	http://www.demarest.com.br	Av. Pedroso de Moraes, 1.201 - Centro Cultural Ohtake São Paulo - SP - Cep: 05419-001	(55-11) 3356-1800
2008	Latin America and Caribbean	Chile	Guerrerolivas	http://www.guerrero.cl	Edificio Millenium Avenida Vitacura 2939, Floor 8, Las Condes Santiago, Chile	+562 674 2900
2008	Latin America and Caribbean	Colombia	Cavelier Abogados	http://www.cavelier.com	Edificio Siski Carrera 4 No.72-35 Bogotá, Colombia	(57-1) 347 3611
2008	Latin America and Caribbean	Costa Rica	BLP Abogados	http://www.blpabogados.com	Urbanización Guayabos #12, Curridabat, Costa Rica	506 2205 3935

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	Latin America and Caribbean	Costa Rica	Oller Abogados	http://www.ollerabogados.com	18th Ave, 2nd St. San José , Costa Rica PO. BOX 555-1007	(506) 2257-1290
2008	Latin America and Caribbean	Dominican Republic	Jiménez Cruz Peña	http://www.jcpr.com	Primera Street number 42, Las Praderas, Santo Domingo, Dominican Republic	809 955 2727
2008	Latin America and Caribbean	Ecuador	Perez Bustamente & Ponce	http://www.pbplaw.com	Av. República de El Salvador 1082 y Naciones Unidas, Edif. Mansión Blanca.	(593-2) 225 4323
2008	Latin America and Caribbean	Guatemala	Carrillo & Asociados	http://www.carrillolaw.com	Diagonal 6 10-01 zona 10, Centro Gerencial Las Margaritas, Torre 2, Nivel 7, Guatemala City, Guatemala 01010	502 2421 5743
2008	Latin America and Caribbean	Honduras	Arias & Muñoz	http://www.ariaslaw.com/honduras-lawyers.aspx	Col. La Leona, Tegucigalpa, Honduras	504 9967 3546
2011	Latin America and Caribbean	Mexico	Barrera, Siqueiros y Torres Landa, S.C. (BSTL)	http://www.bstl.com.mx	Paseo de los Tamarindos #150-PB Bosques de las Lomas México, D.F. 05120	(52 55) 5091-0000
2008	Latin America and Caribbean	Nicaragua	Arias & Muñoz	http://www.ariaslaw.com/nicaragua-lawyers.aspx	Km. 7 ½ Carretera a Masaya. La Alameda, casa No. 21. Managua, Nicaragua	505 884 0359
2008	Latin America and Caribbean	Panama	Alfaro, Ferrer & Ramirez	http://www.afra.com	Edificio Cancun, Piso 1, #1A, Panama City, Panama	507 6611 7566
2008	Latin America and Caribbean	Paraguay	Moreno Ruffinelli & Asociados	http://www.moreno.com.py	448 Centurion Miranda, Asuncion, Paraguay	595 21 214 688
2008	Latin America and Caribbean	Peru	Ferrero Law Firm	http://www.ferrero.com.pe	Av Víctor A. Belaunde 395 San Isidro. Lima - Perú	(511) 513-7200
2008	Latin America and Caribbean	Trinidad and Tobago	GSB, Graduate School of Business	No website		1-868-622-9894

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	Latin America and Caribbean	Uruguay	Guyer & Regules	http://www.guyer.com.uy	Plaza Independencia 811, P.B., Montevideo, CP 11100, Uruguay	598 94 27 82 83
2008	Latin America and Caribbean	Venezuela	Rodriguez & Mendoza	http://www.romen.com	Edif. Parque Cristal, T. Este, Piso 11, Av. Francisco de Miranda, Urb. Los Palos Grandes, Caracas - Venezuela, 1062	(58-212) 285-4944
2008	Middle East and North Africa	Algeria	Elkettas International	http://www.elkettasinternational.com	Hamilton House, 1 Temple Avenue, London EC4Y 0HA, United Kingdom	44 20 7489 2026
2008	Middle East and North Africa	Egypt	Al Kamel Law Office	http://www.kamellaw.com	Dokki Building 17, Nabil El Wakkad Street Dokki, Giza Cairo, Egypt	202 8326 442
2008	Middle East and North Africa	Iran, Islamic Rep.	International Law Office of Dr.Behrooz Akhlaghi & Associates	http://www.intllaw.net	No. 324, Razagh Zadeh Alley, P.O. Box 15745/759, Tehran 19656, Iran	98 21 226 69 374
2008	Middle East and North Africa	Jordan	Zalloum & Laswi Law Firm	http://www.zllawfirm.com	Shmeisani- Rif'at Slaibi St. - Building # 4 – 2nd Fl. P.O. Box 941781 Amman 11194	962 79 6040065
2008	Middle East and North Africa	Lebanon	Alem & Associates	http://www.alemlaw.com	Corniche Mazraa, Gondole Bldg., Suite 10, P.O. Box 14-5233, Beirut, Lebanon	961 3 868 858
2008	Middle East and North Africa	Morocco	AHLO FIRM	http://www.ahlo.ma	28, Bd Moulay Youssef, Casablanca 20000 - Morocco	+ 212 (0) 22 48 74 74
2008	Middle East and North Africa	Tunisia	Ferchiou & Associés Avocats & Conseils Juridiques	No website	34 Place du 14 Janvier 2011 Tunis, 1001 Tunisia	(216) 71 12 05 00
2008	Middle East and North Africa	Yemen	Abdalla Al-Meqbeli & Associates	http://www.al-meqbelilawfirm.weebly.com	Abdalla Al Meqbeli & Associates Solicitors, Advocates & Notaries Building No. 10, St No. 5 off Beirut Ave, Hadda, Post No. 7248 Sanaa Yemen	967 1 419 326/ 417 324

Survey year	Region	Country	Law firm	Website	Mailing address	Phone
2008	South Asia	Bangladesh	Dr. Kamal Hossain & Associates	http://www.khossain.com	122-124 Motijheel C/A, Chamber Building, Dhaka 1000, Bangladesh	882 955 2946
2008	South Asia	India	Singhania and Partners	http://www.singhania.in	S&P House H-186, Sector - 63, Noida NCR Delhi- 201301	+91 (120) 463-1000
2008	South Asia	Nepal	Pioneer Law Associates	http://www.pioneerlaw.com	Pioneer House, 246 Sahayog Marg, Anamnagar, Kathmandu, Nepal	977 1 422 1340
2008	South Asia	Pakistan	Abraham & Sarwana	http://www.abraham-sarwana.com	Mezzanine Floor, PIDC House, Dr Ziauddin Road, Karachi 75530, Pakistan	92-21-3568-7360
2008	South Asia	Sri Lanka	Julius & Creasy	http://www.juliusandcreasy.com	No 41, Janadhipathi Mawatha (Queen Street) P.O.Box 154 Colombo 01	+94 11 2422601-5