

# Francis Da Silva

Chairman of CCILL

Chambre de Commerce et d'Industrie  
Luso - Luxembourgeoise

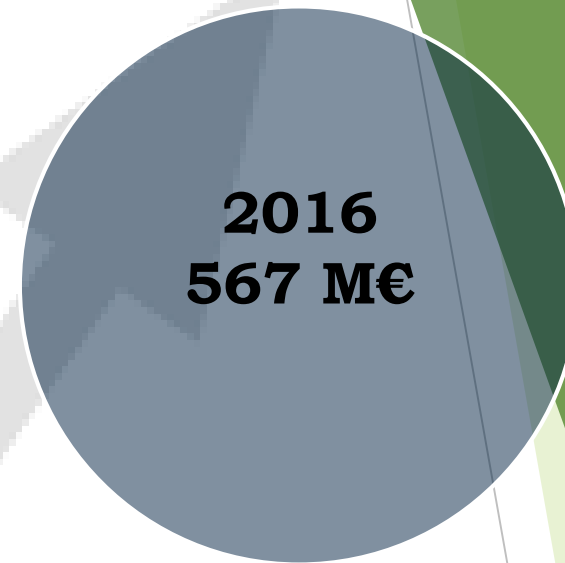
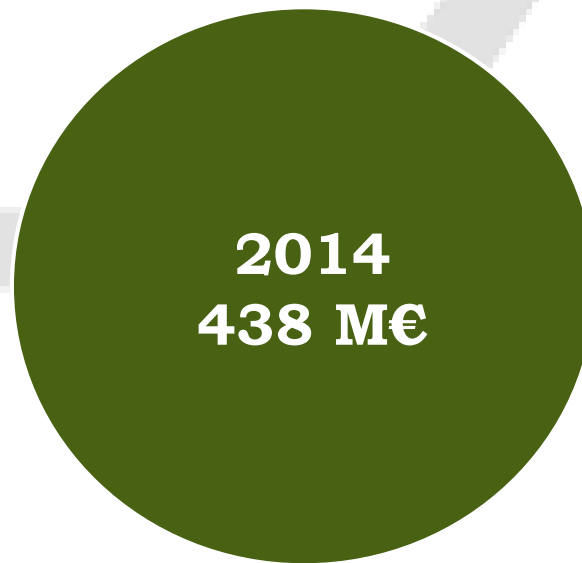


# Who is CCILL ?

- ▶ CCILL exist since 1991 under the name of APIL. So, **we are in the field** for more than 25 years.
- ▶ Our **status** changed in 2003 when we become a Chamber of Commerce (CCILL). We are a Non-Profit Organization.
- ▶ The **purpose** of CCILL is to **facilitate bilateral trade** and to help PRT and LUX firms find strong and reliable business partners
- ▶ We are part of the **Network of PRT Chambers of Commerce Abroad**. With 45 CCI's and 66 countries covered in five continents, this network represents more than 120.000 companies run or settled-up by PRT people abroad.
- ▶ **We work in close collaboration** with Portuguese and Luxembourg authorities. We are strongly supported by CCL in Luxembourg and CCIP in Portugal.
- ▶ We have more than 40 members - Please note that we do not try to have a listing of a large number of companies with us but only those who have a significant added value for our Business community **AND are ready to involve** themselves with our community.

## Trade balance (exports) between PRT and LUX

+18% per year in average during the last 5 years



# A bilateral trade in constant significant growth

- ▶ According to *Banco de Portugal* (BdP), Luxembourg is
  - ▶ the 17<sup>th</sup> client and
  - ▶ the 22<sup>nd</sup> supplier of Portugal
- ▶ The average annual growth of exports and imports (goods and services) during the period of 2012 - 2016 was:
  - ▶ **18.7%** per year for exports from Portugal
  - ▶ **21.2%** per year for exports from Luxembourg
- ▶ In 2016:
  - ▶ the sales of Portuguese goods and services rose to **567.3 M€**
  - ▶ the imports from Luxembourg were **422.1 M€**
  - ▶ Positive balance for Portugal : **+ 145.2 M€**

# A bilateral trade in constant significant growth

Trade balance Luxembourg - Portugal (10 <sup>6</sup> EUR)							
Goods and Services	2012	2013	2014	2015	2016	VAR % (16/12)	VAR % (16/15)
Exports from Portugal	289.8	341.8	434.5	446.0	567.3	<b>18.7%</b>	<b>27.2%</b>
Imports from Luxembourg	201.7	225.9	323.1	410.0	422.1	<b>21.2%</b>	<b>2.9%</b>
Balance (PRT view)	88.1	115.9	111.4	35.9	145.2		
Coef. of coverage (%)	143.7	151.3	134.5	108.8	134.4		
Source: Banco de Portugal							

# Trade of Goods

- ▶ According to *Instituto Nacional de Estatística* (INE), Luxembourg is:
  - ▶ the 46<sup>th</sup> client of Portugal, a raise of 4 place in relation to 2012
  - ▶ the 44<sup>th</sup> supplier of Portugal.
- ▶ The trade balance of goods is traditionally unfavorable to Portugal :
  - ▶ 2016 = - 7.8 M €,
  - ▶ coverage of imports by exports of 92.6% (compared to 75% in 2012).

# Trade of Goods

- ▶ Between 2012 and 2016 :
  - ▶ The exports of goods from Portugal to Luxembourg rose in average + **13.2%** per year
  - ▶ The imports from Luxembourg to Portugal rose only by, in average, + **8%** per year.
- ▶ Three main group of products account for **65%** of the total of exports from Portugal:
  - ▶ Food = 25.1%;
  - ▶ Machinery = 25%;
  - ▶ Agriculture = 15%
- ▶ Three main group of products exported from Luxembourg account for **72%**:
  - ▶ Machinery = 36.2%;
  - ▶ Chemicals = 30.4%;
  - ▶ Common metals = 11.5%

# Trade of Goods from Portugal to Luxembourg

Exports from Portugal to Luxembourg (by product group)							
(10 <sup>6</sup> EUR)	2012	% Tot 12	2015	% Tot 15	2016	% Tot 16	Var. %16/15
Food	20.4	33.9	24.4	28.4	24.7	25.1	1.4
Machinery	3.9	6.5	6.3	7.3	24.6	25.0	294.1
Agricultural	9.3	15.4	13.7	16.0	14.8	15.0	7.7
Vehicles and other transport equip	10.4	17.2	11.9	13.8	6.1	6.1	-49.1
Common metals	2.1	3.5	5.2	6.1	4.8	4.9	-8.1
<b>Textile and clothing</b>	2.6	4.4	5.0	5.8	4.8	4.8	<b>-4.6</b>
Minerals	3.4	5.7	4.5	5.2	4.5	4.6	1.7
<b>Footwear</b>	1.5	2.6	2.7	3.1	3.4	3.5	<b>27.1</b>
Pulp and paper	1.5	2.5	1.4	1.6	1.6	1.6	13.2
Plastics and rubber	0.4	0.7	1.1	1.3	1.1	1.1	-5.5
Wood and cork	1.1	1.8	1.3	1.5	0.9	0.9	-33.8
Chemicals	0.4	0.6	1.1	1.3	0.6	0.6	-45.6
Leather and skins	0.2	0.3	0.2	0.3	0.4	0.4	66.2
Other textiles materials	0.2	0.3	0.3	0.3	0.4	0.4	26.2
Optical and precision instruments	0.1	0.2	0.3	0.4	0.3	0.3	2.1
Mineral fuels	0	0.0	0.0	0.0	0.0	0.0	0.0
Other productes (a)	2.6	4.4	6.5	7.5	5.7	5.7	-12.6
<b>TOTAL</b>	<b>60.1</b>	<b>100.0</b>	<b>85.9</b>	<b>100.0</b>	<b>98.6</b>	<b>100.0</b>	<b>14.8</b>

Source: INE

(a) Tobacco, hats, umbrellas, precious stones and metals, weapons, furniture, toys, works of arts, miscellaneous works.



# Trade of Goods from Luxembourg to Portugal

Exports from Luxembourg to Portugal (by product group)							
(10 <sup>6</sup> EUR)	2012	% Tot 12	2015	% Tot 15	2016	% Tot 16	Var. %16/15
Machinery	24.5	30.5	54.3	46.4	35.8	36.2	-29.1
Chemicals	23.2	28.9	28.9	24.7	32.3	30.4	11.8
Common metals	11.2	14.0	13.5	11.5	12.2	11.5	-9.5
Plastics and rubber	9.6	11.9	4.1	3.5	5.2	4.9	25.7
Agricultural	1.1	1.4	0.9	0.8	3.0	2.8	243.3
Leather and skins	0	0.0	1.4	1.2	2.3	2.2	63.2
Optical and precision instruments	0.1	0.1	3.6	3.1	2.2	2.1	-39.4
<b>Textiles and cloting</b>	1.1	1.4	1.5	1.3	1.7	1.6	<b>9.0</b>
Vehicles and other transport equip	0.7	0.9	1.8	1.6	0.8	0.8	-55.1
Food	0.9	1.1	1.6	1.4	0.7	0.7	-55.0
<b>Other textiles materials</b>	0.4	0.5	0.4	0.4	0.5	0.5	<b>19.2</b>
Minerals	0.1	0.1	0.2	0.2	0.4	0.4	91.4
Pulp and paper	0.4	0.4	0.1	0.0	0.2	0.2	237.2
Wood and cork	0.3	0.4	0.3	0.3	0.2	0.2	-42.5
<b>Footwear</b>	0	0.1	0.0	0.0	0.0	0.0	<b>-33.1</b>
Mineral fuels	0.7	0.8	0.0	0.0	0.0	0.0	-23.0
Other productes (a)	6	7.5	4.2	3.6	6.1	5.7	46.8
<b>TOTAL</b>	<b>80.2</b>	<b>100.0</b>	<b>117.0</b>	<b>100.0</b>	<b>106.5</b>	<b>100.0</b>	<b>-9.0</b>

Source: INE

(a) Tobacco, hats, umbrellas, precious stones and metals, weapons, furniture, toys, works of arts, miscellaneous works.

# Trade of Services

- In 2016, Luxembourg was the 13th client and the 12<sup>th</sup> supplier of Portugal
- The Portuguese trade balance of services with Luxembourg has traditionally been favorable to Portugal with a surplus of **+154 M€** in 2016 (**+ 125%** compared to 2015).

Trade balance of services Portugal - Luxembourg (10 <sup>6</sup> EUR)							
Services	2012	2013	2014	2015	2016	VAR % (16/12)	VAR % (16/15)
Exports from Portugal	230.0	274.3	364.0	360.8	468.8	<b>20.3%</b>	<b>30.0%</b>
Imports from Luxembourg	122.3	146.6	213.0	292.3	314.9	<b>27.5%</b>	<b>7.7%</b>
Balance (PRT view)	107.7	127.9	151.0	68.5	154.0		
Coef. of coverage (%)	188.0	187.3	170.9	123.4	148.9		

Source: Banco de Portugal



# Direct investment stock

- In cumulative terms,
- Luxembourg's direct investment in Portugal (IDE or FDI):
  - amounted to approximately **€ 20,222 million** at the end of December 2016
  - represents about **18%** of the total FDI stock in 2016
  - is the **3<sup>rd</sup>** country of origin of the FDI (after NL and ESP)
  - to be compared with a value of **€ 10,916 million** five years earlier (+185%).
- Portugal's direct investment in Luxembourg (IDPE):
  - amounted to **€ 2,166 million** at the end of December 2016
  - represents **4.1%** of the total world IDPE stock
  - is the **5<sup>th</sup>** destination country of IDPE (after NL, ESP, ANG, BRA).

# Direct investment stock between Portugal and Lux

- Luxembourg's Direct Investment Stock in Portugal (IDE) grew at an annual average of **18.6%** (directional principle) and represents around **18%** of the total stock of Foreign Direct Investment (FDI) in Portugal.
- while the stock of Portuguese direct investment abroad (IDPE) in Luxembourg grew at an annual average of **12.8%** and represents around **4%** of the total stock of Portuguese Direct Investment (FDI) outside of the country.

**Direct Investment (Stock) between Portugal and Luxembourg - Directional principle**

Investment (stock)	2012 dec	2013 dec	2014 dec	2015 dec	2016 dec	VAR % (16/12)	VAR % (16/15)
IDPE from Portugal	1 501.8	1 694.0	2 641.5	2 109.4	2 165.6	<b>12.8%</b>	<b>2.7%</b>
% Total Portugal	3.5	3.8	5.9	4.0	4.1		
IDE from Luxembourg	10 916.0	10 403.7	14 140.7	20 320.9	20 222.3	<b>18.6%</b>	<b>-0.5%</b>
% Total Portugal	12.6	11.5	14.3	18.9	18.0		
Balance (PRT view)	-9 414.2	-8 709.7	-11 499.3	-18 211.5	-18 056.7		

Source: Banco de Portugal

Unit: million euro at the end of the period (net value)



# Conclusion

- Is Luxembourg a welcome land for the Portuguese people, their companies and their investments ?

The answer is yes !



# Thank you for your attention.

For further information

[francis.dasilva@ccill.lu](mailto:francis.dasilva@ccill.lu)