**PILLAR III–EFFICIENCY OF INTERNATIONAL TRADE IN PRACTICE**

The data on the indicators for Pillar III will be normalized to a common unit—for example, on the scale from 0 to 100 points, where 0 represents the lowest and 100 represents the best performance. In turn, best (worst) performance is defined by the highest (lowest) standards and/or practices, measured as a single point or range of values.

In the case of International Trade, the question for screening purposes (that is, determining whether the measured practice applies to a firm) is not used in scoring. The questions on the characteristics of the transaction (that is, mode of transportation determined by main points of exit and entry) are not directly scored but inform the final scores. Those questions account for 5 out of the 11 questions listed below. The remaining 6 questions (Q66, 67, 69, 70, 73, and 74) are used to score each of the six indicators indicated below.

**The data for Pillar III on the Efficiency of International Trade is collected through firm-level surveys, using the questions that follow. The following sequence follows the order in Enterprise Surveys.**

1. **In fiscal year [Insert @last complete fiscal year], what was the main country (or economy) of destination for this establishment’s direct exports?**
2. **In fiscal year [Insert last complete fiscal year], when this establishment exported goods directly, was the main point of exit an airport, a land border crossing, port, or waterway?**
3. **Total time to comply with export requirements: In fiscal year [Insert last complete fiscal year], how many days did it take on average for these directly exported goods to be released by all border control agencies, including clearance procedures prior to arrival at the point of exit until the release of all goods?**

*Note: please include all clearance procedure times until the final release, including those times prior to arrival at the point of exit, not including transport time.*

### Total cost to comply with export requirements: In fiscal year [Insert last complete fiscal year], as a percentage of the value of the products exported directly, what was the average cost of complying with all export requirements, including Customs fees, other required payments, and payments made to Customs brokers or freight forwarders, transportation freight, trade finance and insurance services?

*Note: please use the incoterm FCA (Free carrier).*

### Were any of the goods directly exported ordered through electronic means and shipped by mail parcel or courier service? (Y/N) *(not scored)*

*Note: please consider only consignments valued below the de minimis threshold of the destination country.*

### Total time when exporting digitally ordered goods: What was the average amount of time from the moment when the goods were ready to be picked up by the postal or courier service until they were delivered?

1. **Total cost when exporting digitally ordered goods: As a share of the total value of the exported goods shipped by mail parcel or courier service, what was the average cost to comply with the requirements of border control agencies, logistics, and handling?**

*Note: please exclude any domestic or international taxes. Please use the incoterm DAP (Delivered at place.*

### In fiscal year [Insert last complete fiscal year], what was the main country (or economy) of origin for this establishment’s direct imports of material inputs or supplies [or finished goods and materials purchased to resell]?

1. **In fiscal year [Insert last complete fiscal year], when this establishment imported material inputs or supplies [or finished goods and materials purchased to resell], was the main point of entry an airport, a land border crossing, or a port or waterway?**
2. **Total time to comply with import requirements: In fiscal year [Insert last complete fiscal year], how long did it take on average for these directly imported material inputs and supplies [or finished goods and materials purchased to resell] to be released by all border control agencies, including clearance procedures prior to arrival at the point of entry until all material inputs and supplies were released?**

*Note: please include all clearance procedure times until the release, including those times prior to arrival at the point of entry.*

### Total cost to comply with import requirements: In fiscal year [Insert last complete fiscal year], as a percentage of the value of the products directly imported, what was the average cost to comply with all import requirements, including Customs fees, other required payments, and payments made to Customs brokers or freight forwarders?

*Note: please use the incoterm DAP.*

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| **PILLAR III – EFFICIENCY OF INTERNATIONAL TRADE IN PRACTICE** |
| **Indicators** | **FFP** | **SBP** | **Total Points** |
| **Total time to comply with export requirements** (66) | **100 (16.67%)** | **n.a.** | **100 (16.67%)** |
| **Total cost to comply with export requirements** (67) | **100 (16.67%)** | **n.a.** | **100 (16.67%)** |
| **Total time to comply with import requirements** (68) | **100 (16.67%)** | **n.a.** | **100 (16.67%)** |
| **Total cost to comply with import requirements** (70) | **100 (16.67%)** | **n.a.** | **100 (16.67%)** |
| **Total time when exporting digitally ordered goods**(73) | **100 (16.67%)** | **n.a.** | **100 (16.67%)** |
| **Total cost when exporting digitally ordered goods** (74) | **100 (16.67%)** | **n.a.** | **100 (16.67%)** |
| **Total Points** | **100** | **n.a.** | **100** |

*Note:* n.a. = not applicable (refers to the cases when the impact on firms or society is either ambiguous or nonexistent). FFP = firm flexibility point; SBP = social benefit point.