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## **Re-Export of Financial Services**

**Key words:** *re-export, financial services, banking, export, capital re-export*

**Abstract:** The present article deals with the research of the concept of 're-export of financial services' in banking, the examples of its practical expression and influence on economic processes. For theoretical formulation of the 're-export of financial services' concept the author uses the method of inductive evidence to compare the concepts of export and re-export of goods and services, as well as analyzes historical information on the given subject. Special attention is paid to the comparison of 're-export of financial services' with 're-export of capital'. The above mentioned research resulted in the author's derivation of re-export theory. As practical examples of re-export of financial services the author quotes current schemes used by Latvian banks in their work with fast money transfers and with financial instruments trading on global markets. The article is completed by a disclosure and survey of positive and negative aspects of the influence of re-export, including financial services, on both subjects of economics and economy as a whole.

### **INTRODUCTION**

Public information on re-export of financial services is extremely insufficient. One may even doubt the very conception due to scarce data on it. However, proceeding on the existence of such conceptions as re-export of goods and export of financial services, the author has made an assumption that a combination of these two notions, i.e., re-export of financial services, is also possible. The aforementioned assumption made the author do a research aimed at:

- logical formulation of the given concept,
- disclosure of the existence of the given notion as a real business process in modern business,
- in case the first two aims of the research prove to give a positive result, the next aim lies in defining the influence (actual and with long-term perspective) of

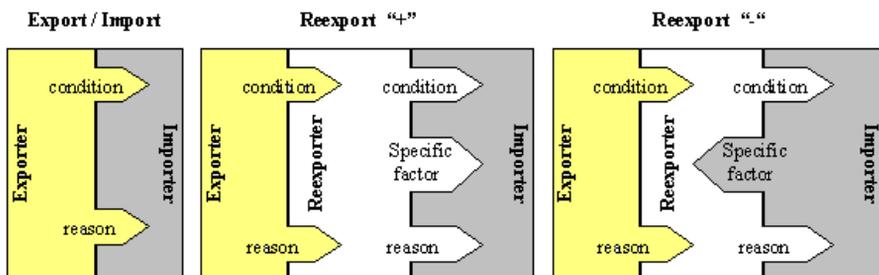
re-export of financial services on the global economy, the economy of a specific country (for example: Latvia's economy), and on specific enterprises.

In order to achieve the first aim, the concepts of 'export' and 're-export' served as a starting point of the research. 'Export' (Latin "exporto" – I take out) as a primary concept, denotes taking abroad goods, services or capital to be sold on foreign markets (Glossary Commander 2009).

Export of goods, as a driving-wheel of the international trade, has been subject of research for several generations of scientists, starting with Smith (2007) and Ricardo (2007) at the end of the XVIII – beginning of XX centuries (the theory of absolute and comparative advantage), Heckscher and Ohlin (2004) in the 30s of the XX century (the theory of correlation of production factors) and finishing with Porter (2008) already in the 80s of the XX century (the theory of competitive advantages), as well as by many other scientists. Summarizing these theories (Smith, 2007; Ricardo, 2007; Heckscher and Ohlin, 2004; Porter, 2008, Lubeckiy 2008), one can assert that the conditions necessary for export are the following (fig.1): 1) abundance of production factors and goods in the exporting country and their deficit in the importing country respectively; 2) production costs per unit are lower in the exporting country than in the importing country, and, accordingly, the exporter can offer a more attractive price to the consumer; 3) the exporter's ability to bear more considerable expenses of the surplus production factor and produce more goods than another country; 3) exporter's specialization on the production of a certain commodity that yields a scale effect; 4) high level of income and solvency in the importing country; 5) government support and some other less evident factors.

The reasons for export are as follows: 1) the exporter's wish to increase profit; 2) internal demand saturation in the exporting country; 3) severe competition on the internal market of the exporter; 4) unsatisfied demand in the importing country; 5) some other reasons, including specific ones.

Figure 1. Chains of export and re-export



Source: own study.

In their theories the above-mentioned scientists do not specially subdivide the concept of export into export of goods and export of services, but the export of goods prevails in their descriptions. At the same time it is obvious that these theories also function for services by analogy. The only essential difference between export of goods and export of services is physical transportation of goods from exporter to importer through the customs zone and the observance of corresponding customs law and procedures.

Exported services can be rendered by the exporter directly in the importing country, or from a distance, without one's actual presence in the importing country. The latter is characteristic for export of financial services. The author's paper '*Export of Financial Services by the Baltic Banks*' (Lindemane 2009, pp.1-10) is also devoted to the present theme. It contains practical confirmations to the effect that the conditions and reasons for export of services (in this case - financial ones) have analogy to the ones described in the theories of export of goods. So presently 21 credit institutions and 7 branches of foreign banks have been registered and engaged in vigorous activities in Latvia (Association of Latvian Commercial Banks, 2009). Judging by the number of sellers of a wide spectrum of financial services, Latvia can be considered as a Baltic leader in comparison with Lithuania (8 banks and 3 branches of foreign banks) (Association of Lithuanian Banks, 2009) and Estonia (6 banks and 5 branches of foreign banks) (Bank of Estonia, 2009), that is to say, the *abundance of producers of financial services* is quite evident. Latvia maintains the lowest level of wages in EU (one of the main items of bank expenditures) by analogy with the fact that "*the exporter's production expenses per unit are lower in comparison with the importer*". The carried out researches indicate keen interest of more than half of authors' inquired Europeans in importing financial services of Baltic banks both from a position of 'just in case' and as a more convenient service for a lower price. That means that '*unsatisfied demand in the importing country*' is present. And so forth, by all items of conditions and reasons on the analogy of export of goods. Proceeding from the concept 'export', the author logically assumed that 're-export' can be applied equally to 3 objects - goods, capital and services.

However the generally accepted concept of 're-export' does not apply to all of the three objects: 're-export' can be defined as export from the country of previously imported goods of foreign origin without their processing for resale to other countries. The goods can be re-exported either in an invariable form or after *slight treatment*, for example, repacking or sorting out but excluding their processing. One distinguishes re-export with delivery to the country (direct re-export) and without delivery to the country (indirect re-export) when the goods purchased abroad are transported directly to third countries (Glossary Commander, 2009).

## RE-EXPORT THEORY

The author failed to find in public sources separate theories which describe exclusively re-export. But even if they exist the author takes the liberty of suggesting her own theory of re-export. The fact that the same factors primarily work in both re-export and export serves as an axiom. That is, if there were no necessary advantages (such as abundance of factors) in one country as compared to another country, the exported object would not be available, to say nothing of re-export. On the other side, re-exporter, being an intermediate link in export-import chain that neither produces any goods nor consumes them, must possess specific factors which provide him with an opportunity of a relatively long-term stay in this chain, as distinct from an ordinary intermediary. For lack of these specific factors a re-exporter is actually not needed (Figure 1 Re-export “+”). Hypothetically one may assume the following specific factors of re-export (for a re-exporter): 1) the factor of possessing operative information on demand/supply (prices, volume) in different countries and regions; 2) the distribution factor - when an exporter works under restrictions on minimal volume of exported products, and a number of small importers is ready to import volumes below the fixed minimum; 3) the sorting and assortment factor; 4) the political factor that hinders direct export-import between countries (embargoes on trade, a state of war, etc.); 5) the international factor (compatibility of mentalities, lack of language barriers); 6) the mobility factor (optimization of transport complexities, solution of storing problems, etc); 7) unplanned import surplus that is forced to be re-exported; 8) deficit of qualification for manufacture of the product or service (incompetent staff: lack of knowledge, experience and ideas or shortage of specialists of a certain qualification); 9) the taxation factor; 10) the risk factor; - and finally - 11) the pseudo-market factor.

The author does not aspire to present full information on specific factors of re-export, so when new factors appear the list can be expanded. Nevertheless, it is quite probable that not all factors mentioned above exert a single-directed influence on participants of the re-export chain. For instance, (fig.1, Re-export “+”), all three participants gain by *distribution* of the re-exporter. A major exporter gets an adequate consumer in the person of the re-exporter, and small importers get an unlimited supplier. It is supposed that the re-exporter also gains a satisfactory income for his activities. Another extremity occurs when profit is gained only by the re-exporter (fig.1, Re-export “-”) who uses unmarketable methods. Say, the methods created by influential people of the exporter or importer or both of them, especially if they are monopolists of natural, according to Smith (2007) and inherited, according to Porter (2008), factors and pursue an obvious or concealed exclusive goal of gaining *pseudo-market* profit return.

Thus for re-export one requires availability of both export factors and specific re-export factors as economic benefit from them is equivocal.

Due to the fact that in the aforementioned definition of ‘re-export of goods’ has not made any direct indication regarding availability of ‘re-export of services’ (that is probably connected with inaccuracy of the given definition), the author assumes that the same theory lies in the basis of re-export of services and the same specific factors exert an influence also on re-export of goods and that is by analogy with the concept of export of goods/services, only customs procedures in re-export of goods make a considerable difference between them.

The author continued researching her assumptions through the analysis of specific examples from the sphere of financial services and the exposure of availability of the concept ‘re-export of services’ as a real business process in modern business.

## **EXAMPLES OF RE-EXPORT OF FINANCIAL SERVICES**

### **TRADING PLATFORM VIA WLP**

Resale of services connected with trading financial instruments on world markets presents one of the simplest and rather widely-spread schemes of re-export of financial services. Say, the Latvian re-exporter AS ‘SMP Bank’ (Multiban-ka) is implementing the given scheme with the help of Danish Investment bank Saxo Bank<sup>1</sup>, being its first authorized representative on the territory of Baltic countries.

According to the legal agreement with Saxo Bank (2009), the scheme of re-export consists in joining AS ‘SMP Bank’ in the cooperation program White Label Partnership, within the frames of which (SMP bank Latvia, 2009):

AS ‘SMP Bank’ obtains (imports) from Saxo Bank a specialized version of the trading system Saxotrader that includes: trading platform, back-office subsystem, risk management subsystem, regular reports, analytics, as well as training its staff and marketing support,

for all this AS ‘SMP Bank’ determines parameters for client accounts on its own: minimum amount of the account; marginal requirements; risk procedures (levels of margin call, stop out),

AS ‘SMP Bank’ offers and uses the trading system in trading financial instruments under its own brand (SMP Trader) on its market (in Latvia) and exports (sells) services to the customers in Lithuania and Estonia.

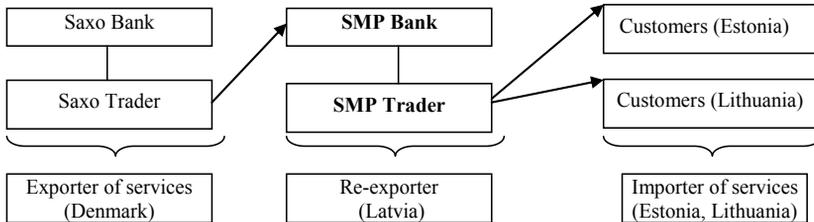
While exporting (selling) services to its customers, AS ‘SMP Bank’ collects commission charges for making transactions via the SMP Trader platform. In its turn, Saxo Bank calculates payments for the services rendered by AS ‘SMP

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<sup>1</sup> Saxo Bank is one of the leading speculators on the world arena that offers investment services and technologies to individual customers and 400 partners in more than 120 countries. Different banks, brokers, hedge funds and asset managements are among the bank’s partners.

Bank' as fixed commission (rebate) or mark-ups given for a number of trading instruments (fig. 2).

Figure 2. Scheme of re-export financial service SMP Trader



Source: own study.

The trading platform (Saxo Trader/SMP Trader) in itself is intended for making commercial transactions with a wide spectrum of financial instruments, such as shares, futures, options, CFD, pars/parities of currency, etc. As the ground for considering the present scheme of bank's activities to be re-export of financial services one may consider its following descriptions characteristic of re-export of financial services in the *presented* theory:

- the present bank service, that is trading financial instruments and providing corresponding software, is a *financial service* according to the reference classification of financial services in the Law on Credit Institutions of Latvian Republic (The Parliament of the Republic of Latvia, 2009) <sup>2</sup>;

- the present scheme fits the definition of re-export<sup>3</sup> as AS 'SMP Bank' first purchases, i.e., *imports*, a service from foreign suppliers and further *exports the same service* to customers in Estonia and Lithuania, thus proving to be a *re-exporter*;

- the present kind of re-export is *direct re-export* (with delivery to another country) as this service is *first imported* to Latvia and *further it is exported* to Estonia and Lithuania;

- a service is re-exported *without any handling*, and the bank performs only '*repacking*' by selling the service under a new brand 'SMP Trader';

- the scheme of work is not used for one-time, like in mediation, but it is a long-term business AS 'SMP Bank'.

The possibility of re-export of the trading platform can be explained on the theoretical level as availability of primary export-import factors enumerated

<sup>2</sup> Law on credit institutions of LR, section 14) financial services: e) trading for own accounts or for accounts of customer with currency or financial instruments, n) other transactions, which are similar in nature to the above-mentioned financial services.

<sup>3</sup> Re-export is export from the country of the goods previously imported in it for their further resale to other countries.

above, but the scale effect is the main factor for the exporter. The following factors prove to be specific for the present re-export:

*Excessive costs* borne by AS ‘SMP Bank’ for the production of the primary export service,

*Distribution factor* as AS ‘SMP Bank’ conforms to the program *WLP* Saxo Bank.

Profitability of this re-export is quite obvious for both the exporter and the re-exporter. As for the importer who is the final consumer of this service, no substantial changes occur for him because he obtains the same product for the same price as by direct export.

## FIXI

The service offered under the brand FIXI<sup>4</sup>, is one of the examples of modern re-export of financial banking services. Mostly natural persons are final consumers of this service who use it for urgent transfer of funds without opening a settlement account. FIXI is a system of fast money transfers of the AS ‘Latvijas Biznesa banka’, it unites nine big international systems, such as ANELIK, CONTACT, UNISTREAM, TRAVELEX, MIGOM and some others, into one system under the brand FIXI (Latvijas Biznesa banka, 2009). The scheme of re-export of the present service consists in the fact that on the grounds of the concluded contracts the bank is given authority of drawing in additional subagents and reselling the following services: The bank is given powers to:

- buy services of fast money transfer systems from above mentioned foreign trading enterprises, i.e., exporters of services;
- aggregate and complete into a unified banking system the systems of fast money transfers, purchased from exporters and partly supported by them;
- sell the unified banking system, together with its supporting services, under its own, i.e., new brand FIXI, to foreign clients, banks, which, in their turn, continue their work with many systems as with a single one; and collect fees for rendering services as interest charges from the volume of the fast transfers.

Schematic description of the present re-export of financial services is indicated below in figure 3.

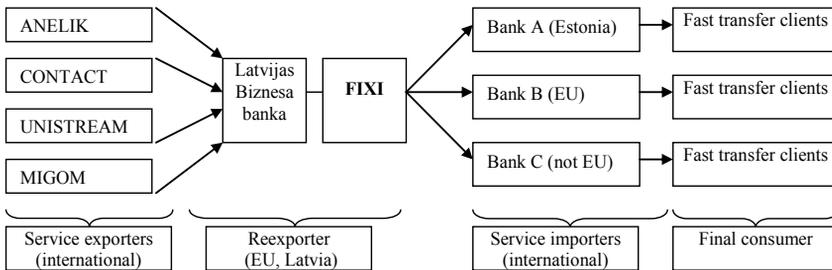
As the basis for regarding the present scheme of work in the bank to be re-export of financial services may serve its following properties which are characteristic of re-export of financial services from the *presented* theory:

- the present service – funds transfer and providing corresponding software – is a *financial service* for the bank proceeding from the reference classification

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<sup>4</sup> FIXI is a fast money transfer system. Actually it means the possibility of getting or sending a fast money transfer, without opening an account, to any of 100 countries of the world which have service centers for FIXI clients.

Figure 3. Scheme of the FIXI re-export financial service



Source: own study.

of financial services in the Credit Institution Law of the Republic of Latvia (The Parliament of the Republic of Latvia, 2009);

- the present scheme conforms with the definition of re-export as AS ‘Latvijas Biznesa banka’ first buys, i.e., *imports*, a service from foreign suppliers and further *exports the same service* to foreign customers, thus being a *re-exporter*;

- the present kind of re-export is *direct re-export* as the service is *first brought* to Latvia and *then imported* to third countries;

- the service is re-exported with a *slight treatment*, i.e. it is *not processed*: the bank makes only “*sorting out*” through collecting the imported by fast transfer system services into a unified system and “*repacking*” and resells the service under the brand FIXI;

- the scheme of work is not for one-time use like in mediation but it is a long term bank business.

The possibility of re-export of fast money transfer systems is explained on a theoretical level by the availability of primary export–import factors, such as: the exporter’s wish to increase profit, unsatisfied demand in the importing country, but in this case it is mainly the ‘current of innovations’ according M.Pozner (neo-technological theories) (Gandolfo, 1998, pp. 234–235). In practice it is expressed by speeding up payment processing and remittance of funds, higher access to service centres and getting the possibility of a better post-service than through traditional bank transfers.

As specific factors for the present re-export serve the following ones:

- deficit of qualification for the production of a primary export service;

- *reliable partners* for subagents, i.e., foreign buyers of the services: direct cooperation with a EU bank – re-exporter represented by AS ‘Latvijas Biznesa banka’ bears in itself lower risks (in theory – risk factor) than cooperation with enterprises of another kind, not banks, from different countries of the world, in this case they are primary suppliers of services;

- *well-developed organization of processes*: re-exporter provides consolidation of several systems with their transformation (localization) into one (in

theory - sorting and assortment factor) thus ensuring subagents (importers) the possibility of working with many systems as with a single one, then appears economics in the calculations of accounts for services (as the subagent-importer settles accounts only with the re-exporter, whereas the re-exporter has to settle accounts with every supplier-exporter of services separately), in this case unification gives the possibility of setting up the system within only 3 days (primarily setting up all systems by re-exporters takes considerably more time) (in theory it is mobility factor) etc.;

– *Quality of support*: unlike primary exporters of services, the re-exporter, in his turn, provides both informational support in importer's language (in theory – *international factor*) and regularly sends information by e-mail regarding corrections in the work of fast transfer systems and gives IT support in the importer's fast transfer system;

– *Price gains for the consumer (indirect)*: in any money transfer system amount of commission depends on the concrete place of destination; through simultaneous cooperation with many systems it is possible to choose the cheapest option for money transfer;

– *Security for the consumer (indirect)*: any system may have defects causing malfunction, however, there is a low probability that it may occur with all systems at the same time; thus cooperation with several systems gives a direct confidence/assurance that the transfers will be definitely effected (in theory – risk factor);

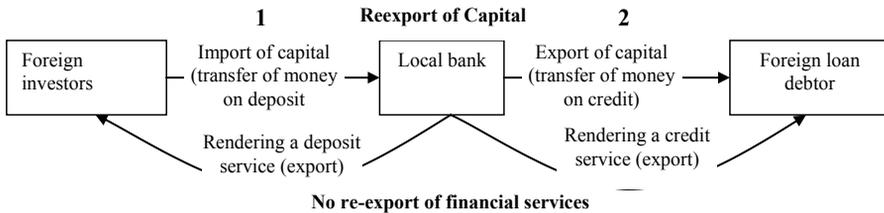
– One ought to indicate that in the given example of re-export of a financial service all three participants of the re-export chain benefit by it (fig.1, Re-export '+'). It is in this way that the exporters get a surplus profit owing to *scale effect*. The re-exporter collects charges for rendering services. The importer has got a secure and unified system with an easy accessible information support. The final consumer also has the benefit of reliability and (one should indicate it specially) the price.

'Re-export of capital' and 're-export of financial services' – how close are these definitions? The author made up her mind to consider the matter by researching such kinds of banking financial services as deposit and credit operations. For instance, if a local bank attracts deposit funds of foreign clients and further invests the attracted sums in the form of granting of a credit to a foreign client, is it re-export of financial services or capital or both taken together?

Proceeding from the definition of 'export of capital' – *capital investment beyond the boundaries of the country aimed at making a higher norm of profit or purchase of property in other countries; for all this, the export of capital is effected: 1) either in a business form: investments in industry, agriculture, commerce, banks, etc. 2) or in the form of loan capital: granting of loans, credits, etc.* (Glossary Commander, 2009), one can make a conclusion that the above-mentioned operation constitutes 're-export of capital' because: 1) foreign

investors export capital on deposit of a local bank and, accordingly, it is import of capital for it, and interest on the credit is paid; 2) further, the local bank invests capital by crediting a foreign client at high percentage, that is, it exports capital; 3) as the major specific factor of re-export of capital serves the local bank's *factor of possessing operative information about demand/offer of capital (volume and interest rates) in other countries*. In case one proceeds from the fact that deposit attraction and crediting are specific financial services (only bank services!) then according to the present scheme there is: 1) the possibility for foreign investors of making *investments on deposit* of the local bank is export of a deposit service for it; 2) the possibility for non-residents of *getting a loan* from the local bank is export of its crediting service. Here there is no object for 're-export of financial services' (fig.4) as the services are different and obtained from the same source – the local bank, exporter. For all this, if it were not for the added word 'specific', one might doubt the fact that these 'financial services' are actually services. As a rule, they are not connected with any first-hand payment, in any case, in an obvious form. Payment for these services lies indirectly in the possibility of attracting and allocating capital as one of the major specific forms of bank activities.

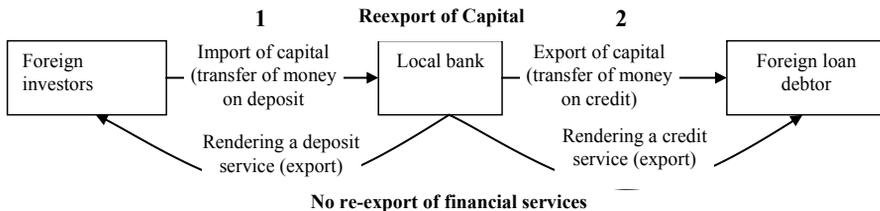
Figure 4. Export of financial services with re-export of capital



Source: own study.

The concept of 're-export of financial services' remains discussible for a local bank in the variant of investments made by a local bank on deposit of a foreign bank (fig.5).

Figure 5. Paradox of re-export of financial services



Source: own study.

Here the argument is about what is primary in the given scheme. If rendering a deposit service to foreigners by a local bank is primary, then it is not re-export because re-export is supposed to observe the succession 'first purchase, then sale'. But if the export deposit service was offered under the already known import deposit service, then it is close to the concept of re-export of financial services. However as these services are main kinds of banks' activities in all countries, without any exception, then interbank deposit-credit relations ought not to be accepted as re-export relations, no matter how paradoxical it may seem. Hence, one can draw the conclusions that: 1) 're-export of capital' and 're-export of financial services' are different concepts which are not found in the same scheme at a time; 2) such specific bank services like deposit and credit operations are not the object of re-export of financial services.

### **THE INFLUENCE OF RE-EXPORT OF FINANCIAL SERVICES ON THE ECONOMY**

Statistics on international trade that is annually presented by the World Trade Organization (WTO 2009, pp.115–155) in the World Trade Report does not contain separate data on re-export of services, including financial services. In connection with this it seems impossible to determine numerically the influence of re-export of financial services on the global economy or economies of individual countries. Some official sources of information (United Nations Commodity Trade Statistics Database, 2009), present information on re-export of goods, however, they say it is not complete as many countries do not keep records of re-export in their separate balance sheet items. Shortage of data and alternative versions in methodology of accounting re-export are observed by many specialists and researchers in the field of international trade. In author's opinion, one of the most vivid researches on the influence of re-export of commodities on economies of countries was presented by Mellens (2007) from CPB. The given research shows that the volumes of re-export of commodities take a substantial place in commodity circulation of a number of countries, moreover, they are swiftly increasing. Table 1, a component part of Mellens' research (Mellens 2007, p. 4), indicates that Hongkong and Singapore are indisputable leaders in re-export of goods. In 2000 re-export of Hongkong amounted to 178 billion EUR, that exceeds net export of this country 7.7 times as much, and Singapore's re-export is 102 billion EUR, that is actually equivalent to the volume of Singapore's export. One can assume that at present the volume of re-export of these countries is considerably higher than in 2000 as, according to the WTO data (WTO 2009, pp.115–155), from that time on the volume of international trade of these countries was steadily growing. Moreover, taking into account the data of the International Trade Statistics 2008 (WTO, 2008, pp.112–165), in conformity with which Hongkong

took the 4<sup>th</sup> place (with 9268 million US\$) in 2006, and Singapore was on the 6<sup>th</sup> place among the world exporters of financial services; most probably the given countries also take the leading positions in re-export of financial services (as WTO keeps records of re-export as a part of export). Hongkong and Singapore represent the most obvious case of how re-export can exert such a positive influence on economical development of the country. It took an incredibly short time for these countries to ‘raise’ their economy from the lowest to the leading positions in the world rating, and that became possible mainly owing to re-export.

Table 1. Re-export of commodities in individual countries

Country	Domestically produced exports in 2000	Re-exports in 2000	Re-export growth 96-00
	In billions of euro/ dollar	In billions of euro/ dollar	%
Belgium	103	50	11
Denmark	36	9	12
Germany	467	91	17
Finland	47	2	39
France	206	91	-
Sweden	85	2	9
Hongkong	23	178	6
Singapore	136	102	8

Source: M. Mellens, *Exports performance indicators and the international growth of re-exports*, OECD International Trade Statistics Experts Meeting 17.09.2007.

It is exactly re-export that can promote the country’s ‘upswing in a flash’, as it does not require any substantial time and resource expenses for the production like in net export. Positivism of re-export mostly consists in: 1) profit gained by re-exporter from re-export operations (even in spite of the fact that re-export earnings are lower, as a rule, than in direct export); 2) tax revenues; 3) influx (increase) of the quantity of foreign currency in the country; 4) setting up working places (though smaller in number than by direct production); 5) overall growth of the country’s GDP.

The development of re-export, with a special emphasis laid on re-export of financial services, can give a particularly positive effect to the country like Latvia (EU). Taking into account insufficient development of industrial production, rather modest natural resources and, at the same time, abundance of suppliers of financial services and, what is most important, the necessity of finding a way out of the deepest economic crisis, Latvia’s specialization on the kind of re-export as financial services might promote an active growth of the country’s economy and positioning it in the global economy. Stimulation on the part of the

state is highly desirable for the development of re-export of financial services as well as for the development of export/re-export of goods and services. It can be classically expressed in reduction of bureaucratic procedures and tax burden and in a proper information support. In the author's opinion re-export of financial services can foster the formation of Latvia as a financial centre. Nevertheless, stimulation of real re-export is critically important as the influence of pseudo-re-export on the country's economy bears negative consequences. For instance, it happens frequently that with the help of re-export schemes one realizes financial machinations, legalization of funds obtained by money laundering, escape from taxes, concealment of income, breach of embargo for deliveries to a certain country and so on. As for re-export of commodities, transportation of dangerous cargo over the territory of a re-exporting country can exert a negative influence on it. Due to the risk of development of non-market relations under the pretext of re-export, the countries which intend to position themselves as re-exporters ought to work out a clear policy in respect of re-export operations including methods of identification of the above mentioned pseudo-services, barring or nipping them. As a rule, re-export must be profitable for all participants of the process except for non-market relations, with their usual rise in price of the service (or goods) for the exporter and its reduction for the importer.

## **CONCLUSIONS**

In re-export, including financial services, the same factors work primarily as in export. However, in order to effect re-export that is an intermediate link in export-import chain, the availability of specific factors is obligatory. In this respect re-export acts in accordance with its laws.

Moreover, re-export factors function with an equivocal portion of usefulness and benefit. In some cases only re-exporter derives benefit whereas in other cases all participants of the re-export chain gain including final consumers. The present specific factors of re-export can be retraced in the above referenced examples of financial services rendered when trading financial instruments and executing fast money transfers offered by two Latvian banks-re-exporters.

Such specific banking services as deposit and credit operations are not the object of re-export of financial services. Re-export of services and re-export of capital are different concepts which are not met in one and the same business process simultaneously.

Re-export, including financial services, can exert both a positive and negative impact on the country's economy. On the one hand, the development of re-export can stimulate the country's swift upswing within a short time as it does not require considerable time and resource expenses for production as by net

export. On the other hand, there is a risk of the development of non-market relations under the guise of re-export.

Banks and other financial institutions ought to make a wider use of the possibilities of re-export of financial services because its profit may be rather substantial with relatively low expenses. In the conditions of a global crisis re-export can be regarded as almost the only way of development for the countries of minor economy with restricted export factors, such as Latvia. The government ought to foster the development of re-export in every possible way, especially the one that is profitable for all its participants. At the same time one ought to create and develop the controlling and supervising activity that might prevent the appearance and existence of pseudo-export.

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## **REEKSPORT USŁUG FINANSOWYCH**

**Słowa kluczowe:** *reeksport, re-eksport, usługi finansowe, bankowość, eksport, reeksport kapitału*

**Abstrakt:** Artykuł dotyczy badań nad koncepcją „reeksportu usług finansowych” w sektorze bankowym, prezentuje przykłady praktycznego zastosowania tej koncepcji oraz jej wpływu na procesy gospodarcze. Dla teoretycznego sformułowania koncepcji „reeksportu usług finansowych” autorka używa metody dowodzenia indukcyjnego, aby porównać ją z koncepcją eksportu i reeksportu dóbr i usług, jak również metodę analizy historycznej w zaproponowanym temacie. Specjalny nacisk został położony na porównanie „reeksportu usług finansowych” z „reeksportem kapitału”. Na podstawie wspomnianych wyżej badań autorka wysnuła pochodną teorię reeksportu. Jako praktyczne przykłady reeksportu usług finansowych autorka podaje obecne systemy stosowane przez lotewskie banki w zakresie szybkich przelewów oraz obrotu instrumentami finansowymi na rynkach światowych. Artykuł wzbogacony jest o prezentację wyników badań na temat pozytywnych i negatywnych aspektów wpływu reeksportu, uwzględniającego usługi finansowe, zarówno na podmioty gospodarcze, jak i gospodarkę jako całość.

