



Role of the foreign bank representative office to encourage foreign direct investment inflow increasement in Indonesia

Yustia Aryati¹, Nur Dhani Hendranastiti²

^{1,2}Economy and Business, University of Indonesia, Indonesia

ARTICLE INFO

Article history:

Received Feb 27, 2024
Revised Mar 06, 2024
Accepted May 02, 2024

Keywords:

Foreign bank
Foreign direct investment
Representative office

ABSTRACT

Offshore loans to Indonesian borrowers are essential for financing large-scale investment projects in Indonesia. This research uses a mixed method between case studies and Spearman Rank correlation tests. The qualitative approach was through interviews to collect research data and continued with a quantitative approach using the Spearman Rank correlation test. The study found that during 2017 and 2022, there are offshore loans were used for project financing with sector similarities with greenfield FDI inflows and international project finance. Also, there were representative offices actively involved in the M&A process of a national bank in 2022 and a Multi finance company in 2020. This research fills a knowledge gap regarding the role of foreign bank representative offices concerning FDI inflows in Indonesia.

This is an open access article under the [CC BY-NC](https://creativecommons.org/licenses/by-nc/4.0/) license.



Corresponding Author:

Yustia Aryati,
Economy and Business,
University of Indonesia,
Salemba Raya No.4, Kenari, Central Jakarta, Jakarta 10430 Indonesia.
Email: yustia.aryati@ui.ac.id

1. INTRODUCTION

Multinational commercial banks enter foreign markets using the entering mode through FDI (Foreign Direct Investment), opening branches and representative offices, or through the acquisition of part of the shares or the entire capital of local financial institutions (Ahmad, 2012). Foreign bank representative offices are a unique form of international banking office network because the activities carried out are different from bank office networks in the form of branch offices that can carry out intermediation or collection of customer funds and lending activities. In accordance with the Regulation of the Financial Services Authority of the Republic of Indonesia Number 12 /POJK.03/2021 concerning Commercial Banks (2021), foreign bank representative offices in Indonesia can only carry out contact functions between banks headquartered abroad and stakeholders who have related business activities in Indonesia.

The requirement for opening a foreign bank is to contribute to the Indonesian economy, which is stated in the work plan where the representative office foreign bank as a representative of the head office of a foreign bank, is also required to be able to contribute to Indonesia's economic development (POJK, 2021) to fund sector projects that are prioritized to support national development.

One of the most significant factors to increase a country's economic growth is FDI. Greater FDI inflows are needed to supplement domestic savings (Tanaya & Suyanto, 2022).

The International Monetary Fund (IMF) and World Bank agencies began recommending to all countries to create favorable conditions to attract FDI to ensure a high level of development (Pelinescu & Radulescu, 2009). In some previous studies, it was found that FDI influences Indonesia's economic growth and there is a hope to attract more FDI inflow in Indonesia (Tanaya & Suyanto, 2022; Sijabat, 2022; Kurniasih, 2021; Meivitawanli, 2021; Cahyadin & Sarmidi, 2019)

By encouraging multinational companies to invest, host countries hope to generate spillovers as FDI transfers intangible assets to affiliates, which can then spread to local firms (Vasa & Angeloska, 2020). FDI inflow to developing countries plays an important role in the dynamics of economic growth (Lestari et al., 2022). FDI flows are considered to have significant momentum mainly due to the booming mergers and acquisitions (M&A) market as well as rapid growth in international project financing as a result of loose financing conditions and major infrastructure stimulus packages.

Globalization has made the economic linkages between countries tighter, with the growth of world foreign funding per year reaching 739% from 1990 to 2021 (UNCTAD, 2023). In fact, in terms of world trade volume in 2022, it has grown by 400 times from the level in 1950 (WTO, 2022). The massive interconnectivity between countries makes the role of international finance even more vital. International finance is a part of economic theory that studies the dynamics of international trade on currency exchange rates and foreign investment and funding (Levi, 2009). The openness of an economic system causes its problems, according to Sercu (2009) there are six main issues in international finance, namely: (1) Exchange rate risk, (2) Geopolitical risk, (3) Market segmentation in consumer goods, (4) Credit risk, (5) Corporate governance aspects, (6) International taxation.

The development of a project certainly requires funding, as the role of the opening of global markets widens the potential for funding, especially from foreign funds. The effects of the global financial crisis have increased funding flows to developing countries because investors are looking for relatively high returns (McCauley et al., 2015). On the other hand, asymmetric information from foreign banks is often a risk in itself, so a study from Beck et al. (2017) suggests shorter-term loans with stricter collateral requirements.

Foreign banks in Indonesia have helped in supervising offshore lending activities from bank headquarters abroad to companies in Indonesia, including several mega projects that require large capital investments such as the State Electricity Company (PLN) initiative energy project, dam and irrigation construction, China Indonesia Fast Train infrastructure development, and other Indonesian government projects that are expected to have links to greenfield projects or international project finance. Based on UNCTAD data (2022) greenfield projects that grew the most in terms of project value in 2020-2021 include the Electronics and electrical equipment, Information and communication, Construction, Transportation and storage industries while international project financing grew significantly including the Mining, Electricity, Oil and gas, Telecommunications, Transportation infrastructure industries.

Foreign banks actively provide information on Indonesia's economic, financial, and trade performance to potential investors from abroad or introduce foreign bank headquarters to companies in Indonesia that will be targeted as investment targets. These activities can support the successful realization of FDI through cross-border M&A activities in Indonesia.

Activities carried out by foreign banks in Indonesia in terms of supervision of offshore loan portfolios and as a medium of information in the M&A process, are not directly identified in the FDI data administered by the Government of Indonesia through The Investment Coordinating Board, however, the Government continues to strive to increase investment flows, and one of them is carried out by The Investment Coordinating Board (BKPM, 2020) by supporting the opening of bank representative offices in Indonesia aimed at encouraging investment through financing or providing loans for projects in Indonesia.

Publications on the implementation of the functions of the foreign bank representative office in Indonesia are still very limited and thus, research on the role of foreign bank representative offices, especially in encouraging increased foreign investment in Indonesia in the form of FDI, has never been conducted by previous researchers. Some studies related to foreign bank representatives include Ge et al. (2016), Calzolari et al. (2018), Hagemeyer & Tyrowicz (2012) and Demirbag et al. (2008) also revealed more about foreign bank representatives in the form of branches or subsidiaries.

Although quite several researchers have raised the theme of the relationship between the banking sector and FDI inflows, there is no consensus on the directional causality between banking sector development and FDI inflows to the host country (Tsaurai, 2014). Insight into the relationship between the banking sector, especially in the form of representative offices of foreign banks, and FDI is new in Indonesia, so it is important to conduct this research to complement the literature on the function of representative offices, especially in bridging the strategy of bank headquarters to invest in Indonesia.

2. RESEARCH METHOD

This research uses a mixed methods procedure, a qualitative approach through interviews to collect research data and a quantitative approach using the Spearman Rank correlation test. The qualitative analysis in this research uses case study methodology, which allows researchers to conduct in-depth exploration of complex phenomena in several specific contexts. The qualitative approach plays an important role in examining the role of the foreign bank representative office in Indonesia as a representative of foreign banks in encouraging foreign investment through FDI in Indonesia, which is not easily described in quantitative data analysis. Published data on the role of the foreign bank in encouraging foreign investment through FDI in Indonesia is still very limited, so the use of a qualitative approach is believed to provide deeper insights and broaden the researcher's understanding of it, as well as complement some previous research on the relationship between the banking sector and FDI inflow. This research was conducted in an exploratory and qualitative manner to comprehensively explore the opinions of foreign bank representative office leaders regarding their role in encouraging increased FDI inflow in Indonesia.

The population of this study includes all representative offices of foreign banks registered with the Financial Services Authority until December 2022, which is 23 representative offices of foreign banks. Semi-structured interviews were conducted from March to May 2023 by sending a list of questions via email to 12 representative office leaders who met the criteria. Two representative offices refused to participate due to internal company considerations, and one representative office did not confirm the deadline for writing this research. So, in the end, the research data and information were obtained from 9 representative offices of foreign banks. The interviews were mostly conducted in writing to provide convenience and more time for participants to respond and if necessary, consult with the bank's head office abroad. In addition, direct interviews were also conducted using online media with two representative office leaders.

3. RESULTS AND DISCUSSIONS

Data collection conducted by interviewing nine Foreign Bank Representative Office Heads provides information on the profile of foreign bank representative offices in Indonesia as follows:

Table 1. Profile of Representative Office Respondents

Respondent (Year of establishment)	Country	Majority Ownership	Head Office Business Segment	Foreign Bank Representative Office Leader
R1 (2018)	Tiongkok	Government	<i>Wholesale services</i>	Foreigner
R2 (2016)	France	Private	<i>Banking</i>	Foreigner
R3 (2018)	Korea	Government	<i>Corporate and Investment</i>	Indonesian
R4 (2004)	Netherland	Private	<i>Wholesale services</i>	Indonesian
R5 (1995)	United States of America	Private	<i>Banking</i>	Indonesian
R6 (2020)	United Arab Emirates	Government	<i>Investment and Wealth Management</i>	Indonesian
R7 (2014)	Thailand	Private	<i>Corporate Banking</i>	Foreigner
R8 (1982)	Japan	Private	<i>Commercial Bank</i>	Foreigner
R9 (2013)	France	Private	<i>Commercial Banking, Real Estate, Trust (Asset Management)</i>	Indonesian
			<i>Corporate and Investment Banking</i>	

The nine representative offices of foreign banks sampled for the examination showed active activities in Indonesia, reflected in the amount of offshore lending from the head office, which represented 91% of total offshore lending as of December 2022. A total of five representative offices of foreign banks, or the majority, are from countries in Asia. This implies that the selection of foreign bank representative office locations takes into account geographical proximity, which tends to characterize cultural similarities. Mutinelli & Piscitello (2001) found that local banking system characteristics do not affect the presence of banks in foreign countries when acquired through branch offices; however, it will affect the location of representative offices, although to a marginal degree.

Indonesia is known to have bilateral intergovernmental cooperation relationships with several countries, especially China. Sinintya & Sebayang (2019) via <https://www.cnbcindonesia.com/> wrote about the Belt and Road Initiative ("BRI") program initiated by President Xi Jinping in 2013 and became a very important source of direct investment (FDI) for several countries, in the context of infrastructure development that supports the improvement of trade and economic channels between countries in Asia and beyond. Indonesia and China signed several Memorandum of Understanding (MoU) in the framework of the BRI program on a government-to-government (G2G) and business-to-business (B2B) scale, among others on April 26, 2019 (<https://www.antaranews.com/>) and November 16, 2022(<https://www.menpan.go.id/>).

3.1 The role of foreign bank representative office to mitigate Asymmetric Information
Asymmetric information is a factor that reduces market efficiency because it can lead to wrong price patterns and choices. Investments cannot be financed under the right conditions, and outcomes that will adversely affect national economic growth may arise (Okuyan, 2014). Some efforts to reduce asymmetric information include the establishment of credit agencies tasked with collecting information about loan applicants and securing loan repayment through the binding effects of collateral and contracts.

The activities of the Representative office as a representative of foreign banks in the offshore lending process or the provision of investment consulting services to companies and government in Indonesia are driven by the need for foreign investors to obtain information about the potential for overseas investment development, the ability to serve major customers operating in foreign countries, and knowledge of local regulations and government policies applicable in Indonesia. This is as research by Pegan et al. (2020) who

concluded that representative offices can oversee overseas markets by controlling the implementation of the company's branding strategy, suggesting possible adaptations, and maintaining close relationships with distribution partners.

Foreign bank activities in Indonesia intermediate the implementation of foreign investment strategies from headquarters, including representing investors and home country governments to provide financing for large-scale projects in Indonesia. Some foreign bank representatives said that the background of opening representative offices of foreign banks in Indonesia was aimed at capturing investment opportunities and capitalizing on Indonesia's macroeconomic prospects which were considered to provide benefits for parties involved in international business and investment activities. This corroborates the research of He et al. (2024) that banks follow their customers abroad to continue serving them and protect valuable business from overseas competitors. Qian & Delios (2008) in He et al. (2024) also mentioned that Japanese banks make foreign investments to gain internationalization benefits by following existing customers and to achieve economies of scale in the use of intangible assets in foreign markets.

Table 2. Realization of Foreign Bank Representative Office Activities

Foreign Bank Representative Office Activities in Indonesia	Respondent	Percentage
Supporting home country government programs	1	11,1%
Assisting as communication liaison of the Regional Office and Head Office of the bank with various entities in Indonesia.	9	100%
Monitoring the quality of offshore loans from the bank's Regional Offices and Head Office	9	100%
Collecting information about Indonesia	9	100%
Supporting international clients, local conglomerates and state-owned enterprises in areas of the bank's expertise.	9	100%

In carrying out their activities, many foreign bank representative offices cooperate with Export Credit Agencies (ECA). This is in line with the explanation of Jiang & Wamuziri (2008) who believe that ECAs play several key roles in international private-finance initiative/public-private partnership (PFI/PPP) projects that contribute significantly to accelerating economic growth and the provision of essential services and infrastructure. ECAs play several key roles in the realization of international PFI/PPP projects and are central to the efficient risk management of such projects and can attract FDI into infrastructure in developing countries. The role of ECAs can be as lenders to exporters, investors, or directly to special-purpose vehicles (SPVs). ECAs also play an insurance underwriting role, providing cover for non-commercial risks such as inability to convert currency and transfer restrictions, expropriation, war and civil unrest or breach of contract. Professional advisory roles include project finance arrangements and dispute resolution services.

3.2 Activities of foreign bank representative offices to encourage increased FDI inflow
Offshore lending from foreign bank headquarters encourages foreign investment in Indonesia. All respondents who provided answers to the interview questions indicated that offshore loans disbursed from foreign bank headquarters to debtors in Indonesia were partly for investment purposes in Indonesia. Furthermore, 88.9% of the respondents stated that the investment loan is believed to be related to greenfield projects and international project finance, and two respondents representing 22.2% of the sample informed about head office investment in the form of acquisition of company ownership in Indonesia.

Table 3. Types of foreign bank representative office Activities based on FDI Mode

Type of Activity by Mode of FDI	Respondent	Percentage
There are offshore loans intended for investment financing	9	100%
There are offshore loans aimed at financing greenfield investments in Indonesia	5	55,6%

There are offshore loans intended for investment financing in the form of international project financing in Indonesia.	3	33,3%
There is a realization of M&A in the study period	2	22,2%

Casella et al. (2023) in an IMF working paper mentioned that there is great interest in greenfield investment because it is considered to have the greatest impact on the host economy, although extensions of capacity, which means additional new investment that expands the production capacity of existing affiliates, may also have a similar impact.

3.3 Spearman Rank Correlation Test Results

Table 4 explains the results of the correlation test between the characteristics of foreign bank representative offices represented by the variables of offshore loan realization, country of origin, majority ownership, bank business segment, and the mode of FDI conducted by the bank's head office.

The formulation for finding the Spearman correlation in this study is as follows:

$$\rho = 1 - \frac{6 \sum b_i^2}{n(n^2-1)} \quad (1)$$

Equation 3 1 Spearman Correlation

Description:

ρ (rho): Spearman Rank correlation coefficient value

b_i : difference in rank of each data

n : Number of respondents

Table 4. Correlation Test Results of Foreign Bank Representative Office Characteristics and FDI Mode

	FDI Mode	
	Coefficient	<i>p-value (1-tailed)</i>
Bank's Country of Origin	-0.268	0.243
Majority Bank Ownership	0.141	0.359
Bank Business Segment	0.480	0.095
Offshore loans	-0.075	0.424

The correlation coefficients between the mode of FDI and the bank's country of origin and majority ownership each show a weak strength of relationship, while the bank's business segment has a moderate relationship with the mode of FDI. The relationship between offshore loans and FDI mode is very weak with a negative direction. This finding is quite in line with the study of Gizaw et al. (2023) who found that ease of obtaining credit is one of the factors significantly associated with FDI inflows. The estimation results in the study reflect that getting credit had a negative impact on FDI inflows in East African countries from 2010 to 2019, i.e. every 1% increase in credit will lead to a decrease in FDI inflows by 2.63%.

The significance test conducted also shows that the relationship between these variables is above the 5% significance level so that it can be concluded that H_a is rejected, and H_o is accepted or there is no significant positive relationship/correlation between the characteristics of foreign bank representative offices in Indonesia and the mode of FDI inflow in Indonesia. The choice of investment type through offshore loan in the FDI mode of greenfield investment, international project finance, and mergers and acquisitions are influenced by factors that are not the test variables. Researchers suspect that this is related to investment decisions by the head office or regional office of foreign banks that are influenced by many other factors such as macroeconomic conditions, government policies, or long-term business strategy plans that require further data and research.

4. CONCLUSION

This study aims to analyze the role of foreign bank representative offices in encouraging increased FDI inflow in Indonesia during the period 2017 to 2020. Data was collected through interviews with samples from 9 foreign bank representative offices and various secondary sources and analysis using mixed methods between qualitative and quantitative. The head office of the foreign bank representative office invests in Indonesia due to favorable macroeconomic prospects with various entities to mitigate asymmetric information. The foreign bank representative office mediates the implementation of foreign investment strategies from the head office, including representing investors and the home country government to provide large-scale project financing in Indonesia. The statistical test between the characteristics of the foreign bank representative office and the mode of FDI found an insignificant correlation, so the hypothesis H_a that there is a significant relationship between the variables is rejected. The findings of this study suggest the general idea that activities undertaken by foreign bank representative offices in Indonesia have the potential to encourage increased FDI inflow in Indonesia. The results of this study can also be a preliminary hypothesis for further research on FDI through the banking industry in Indonesia in the form of branches or subsidiaries. There were difficulties in data collection and exploration because some target respondents objected to submitting information regarding the realization of activities carried out in Indonesia.

ACKNOWLEDGEMENTS

Author would like to say thank you to the Financial Services Authority and the Foreign Bank Representative offices in Indonesia for their assistance in the data collection process.

REFERENCES

- Ahmad, S. Z. (2012). The internationalisation of Malaysian-based multinational banks: Journey towards globalisation. *Asia-Pacific Journal of Business Administration*, 4(1), 58–81. <https://doi.org/10.1108/17574321211207971>
- Beck, T., Ioannidou, V., & Schäfer, L. (2017). Foreigners vs. Natives: Bank Lending Technologies and Loan Pricing. *Management Science* 64(8):3792-3820., 64(8), 3792–3820. <https://doi.org/https://doi.org/10.1287/mnsc.2016.2706>
- Cahyadin, M., & Sarmidi, T. (2019). The Impact of Foreign Direct Investment, Labour Force, and External Debt on Economic Growth in Indonesia and Malaysia. *Jurnal Ekonomi Malaysia*, 53(1), 171–185. <https://doi.org/http://dx.doi.org/10.17576/JEM-2019-5301-14>
- Calzolari, G., Colliard, J.-E., & Lóránth, G. (2018). Multinational Banks and Supranational Supervision. *The Review of Financial Studies*, 32(8), 2997–3035. <https://doi.org/https://doi.org/10.1093/rfs/hhy116>
- Casella, B., Borga, M., & Wacker, K. M. (2023). Measuring Multinational Production with Foreign Direct Investment Statistics: Recent Trends, Challenges, and Developments. *IMF Working Paper No. 2023/113*. <https://doi.org/http://dx.doi.org/10.5089/9798400245084.001>
- Demirbag, M., Tatoglu, E., & Glaister, K. W. (2008). Factors affecting perceptions of the choice between acquisition and greenfield entry: The case of Western FDI in an emerging market. *Management International Review, Springer*, 48(1), 5–38. <https://doi.org/10.1007/s11575-008-0002-3>
- Ge, W., Kim, J.-B., Li, T., & Li, Y. (2016). Offshore operations and bank loan contracting: Evidence from firms that set up subsidiaries in offshore financial centers. *Journal of Corporate Finance, Elsevier*, 37, 335–355. <https://doi.org/10.1016/j.jcorpfin.2016.01.006>
- Gizaw, G., Kefelegn, H., Minwuye, B., Mengesha, G., & Berihun, D. (2023). Impact of business regulations on foreign direct investment inflows and economic growth in East African countries. *Cogent Economics & Finance*, 11(1). <https://doi.org/https://doi.org/10.1080/23322039.2022.2163874>
- Hagemeyer, J., & Tyrowicz, J. (2012). Is the effect really so large? Firm-level evidence on the role of FDI in a transition economy. *Economics of Transition*, 20(2), 195–233.

- <https://doi.org/https://doi.org/10.1111/j.1468-0351.2012.00433.x>
- He, W., Boateng, A., & Ring, P. (2024). Motives, choice of entry mode, and challenges of bank internationalization: Evidence from China. *Thunderbird*, 66(1), 897–909. <https://doi.org/https://doi.org/10.1002/tie.22062>
- Jiang, M., & Wamuziri, S. (2008). Role of export credit agencies in PFI/PPP projects. *Management Procurement and Law*, 161(4), 163–169. <https://doi.org/DOI:10.1680/mpal.2008.161.4.163>
- Kurniasih, E. P. (2021). The Effect of Foreign Debt on the Economic Growth. *Jurnal Ekonomi Malaysia*, 55(3), 125–136. <https://doi.org/http://dx.doi.org/10.17576/JEM-2021-5503-09>
- Lestari, D., Lesmana, D., Yudaruddin, Y. A., & Yudaruddin, R. (2022). The impact of financial development and corruption on foreign direct investment in developing countries. *Investment Management and Financial Innovations*, 19(2), 211–220. [https://doi.org/http://dx.doi.org/10.21511/imfi.19\(2\).2022.18](https://doi.org/http://dx.doi.org/10.21511/imfi.19(2).2022.18)
- Levi, M. D. (2009). *International Finance* (5th edition). Routledge.
- McCauley, R. N., McGuire, P., & Sushko, V. (2015). Global dollar credit: links to US monetary policy and leverage. *Economic Policy*, 30(82), 187–229.
- Meivitanli, B. (2021). Research on the relationship between provincial foreign direct investment and economic growth: An empirical study in Indonesia. *Journal of International Studies*, 14(1), 241–257. <https://doi.org/doi:10.14254/2071-8330.2021/14-1/17>
- Mutinelli, M., & Piscitello, L. (2001). Foreign direct investment in the banking sector: the case of Italian banks in the '90s. *International Business Review, Elsevier*, 10(6), 661–685. [https://doi.org/10.1016/S0969-5931\(01\)00037-3](https://doi.org/10.1016/S0969-5931(01)00037-3)
- Okuyan, H. A. (2014). The Effect of Asymmetric Information on Turkish Banking Sector and Credit Markets. *Revue Économique*, 65(5), 699–708.
- Pegan, G., Vianelli, D., & Luca, P. de. (2020). From Country of Origin Effect to Brand Origin: Challenges in International Direct Marketing Channels. In *International Marketing Strategy* (pp. 97–117). https://doi.org/10.1007/978-3-030-33588-5_5
- Pelinescu, E., & Radulescu, M. (2009). The Impact of Foreign Direct Investment on the Economic Growth and Countries' Export Potential. *Journal for Economic Forecasting, Institute for Economic Forecasting*, 4, 153–160.
- Qian, L., & Delios, A. (2008). Internalization and experience: Japanese banks' international expansion, 1980–1998. *Journal of International Business Studies*, 39(2), 231–248. <https://doi.org/doi:10.1057/palgrave.jibs.8400317>
- Sercu, P. (2009). *International Finance: Theory into Practice*. Princeton University Press.
- Sijabat, R. (2022). The Association of Economic Growth, Foreign Aid, Foreign Direct Investment and Gross Capital Formation in Indonesia: Evidence from the Toda–Yamamoto Approach. 2022, 10(4), 93; 10(4), 93. <https://doi.org/https://doi.org/10.3390/economies10040093>
- Sinintya, W., & Sebayang, R. (2019). *Program OBOR China Diklaim Bisa Tarik Investasi Rp 70 Ribu T*. CNBC Indonesia. <https://www.cnbcindonesia.com/news/20190708141829-4-83370/program-obor-china-diklaim-bisa-tarik-investasi-rp-70-ribu-t>
- Tanaya, O., & Suyanto, S. (2022). The Causal Nexus Between Foreign Direct Investment and Economic Growth in Indonesia: An Autoregressive Distributed Lag Bounds Testing Approach. *Periodica Polytechnica Social and Management Sciences*, 30(1), 57–69. <https://doi.org/10.3311/PPso.16799>
- Tsaurai, K. (2014). Banking sector development and foreign direct investment. A case of Botswana. *Risk Governance and Control Financial Markets & Institutions*, 4(3), 44–50. <https://doi.org/https://doi.org/10.22495/rgcv4i3art5>
- UNCTAD. (2023). *Global foreign direct investment flows over the last 30 years*. <https://unctad.org/data-visualization/global-foreign-direct-investment-flows-over-last-30-years>
- Vasa, L., & Angeloska, A. (2020). Foreign direct investment in the Republic of Serbia: Correlation between foreign direct investments and the selected economic variables. *Journal of International Studies*, 13(1), 170–183. <https://doi.org/doi:10.14254/2071-8330.2020/13-1/11>
- WTO. (2022). *Evolution of trade under the WTO: handy statistics*. https://www.wto.org/english/res_e/statis_e/trade_evolution_e/evolution_trade_wto_e.htm