

# Country Market Study: Azerbaijan



**Directorate International Trade**  
**Sub-directorate: Europe, Russia and Middle East**  
**Department of Agriculture, Forestry and Fisheries**  
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*Author*

*Gert van Rensburg (GertVR@daff.gov.za)*

*Editor*

*Sam Legare (SamLe@daff.gov.za)*

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## 1. Introduction

The primary objective of this study is to identify which products may have the potential to be exported by South Africa (SA) to Azerbaijan. The secondary objective is to get an understanding of the Azerbaijan environment, with a focus on trade.

## 2. Country Facts <sup>1 2</sup>

Azerbaijan is a democratic, constitutional, secular and unitary republic.

Land Area:	86 600 sq km
Population:	9.1 mil (Jan 2011)
Cities:	(Population, Jan 2011 – '000) Baku (Capital): 2 065 Ganja: 315 Sumgait: 312
Language:	Azeri - a Turkish language is the state language – Russian is in the process of being phased out, but is still widely spoken.
Temperature:	Both absolute minimum and maximum temperatures were observed. The north is cold (Kura plain: average July 27 <sup>0</sup> C and January 1 <sup>0</sup> C). The temperature in Baku (The Capital is average 27 <sup>0</sup> C in August and 7 <sup>0</sup> C in January)
Currency:	The Manat replaced the Rouble. From January 2006 a new Manat was introduced. 1 New Manat = 5 000 old Manat.
Time:	4 Hours ahead of GMT
Fiscal year:	Calendar year
Level of economic development:	Developing country
Literacy rate:	99.8 (% of people 15 years and above can read and write - 2010) <sup>3</sup>

The constitution does not declare an official religion and all the major political forces in the country are secular. The majority of the population adhere to Shia Islam.

Over half of Azerbaijan's land consists of mountain ridges, crests and plateaus and the rest are plains and lowlands<sup>4</sup>.

## 3. Historical Background<sup>5 6</sup>

After the Bolshevik Revolution Azerbaijan declared its independence from Russia, but the Republic was re-conquered by the Red Army and was annexed into the Transcaucasian Soviet Socialist Republic in 1922. In 1926 Azerbaijan was reestablished as a separate Soviet Republic. At the end of August 1991 Azerbaijan declared independence from the collapsing Soviet Union.

Azerbaijan and Armenia has been feuding over the enclave of Nagomo-Karabakh. War broke out in 1988 when Nagomo-Karabakh tried to break away from the predominant Muslim

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1 Country Report – Azerbaijan. May 2015 Economist Intelligence Unit. [www.eiu.com](http://www.eiu.com)

2 [http://azerbaijan.az/portal/General/Political/politicalSystem\\_e.html](http://azerbaijan.az/portal/General/Political/politicalSystem_e.html)

3 United Nations Educational, Scientific, and Cultural Organization Institute of Statistics

4 <http://en.wikipedia.org/wiki/Azerbaijan#Geography>

5 Azerbaijan: Maps, History, Geography, Government, Culture, Facts, Guide & Travel/Holidays/Cities

<http://www.infoplease.com/country/azerbaijan.html?pageno=1#ixzz3ZoXbTzGA>

6 <http://www.infoplease.com/country/azerbaijan.html?pageno=1>

Azerbaijan and join the enclave's inhabitants that are mainly Armenian Christians. A cease fire agreement was reached in 1994, with Armenia regaining its hold over the disputed enclave. A final plan on the status of Nagomo-Karabakh has yet to be determined.

#### 4. Economic Overview<sup>7 8</sup>

Azerbaijan's current account surplus was 13.9% of GDP in 2014. Lower oil prices in 2015 will lead to a sharp fall in Azerbaijan's trade surplus (oil accounts for more than 90% of exports). This will partly be offset by the devaluation of the Manat that was devalued by 33.5% against the dollar by the Central Bank of Azerbaijan in February 2015.

Whilst the economy of Azerbaijan relies on oil and gas as the leading sector, agriculture is a key activity of the country's non-oil economy. Almost half of the population lives in rural areas and their livelihood depend on agriculture. In 2013 the estimated composition of the different sectors was as follows: agriculture 6.2%, industry 63% and services 30.8%<sup>9</sup>.

Inflation has risen with 1.5% in 2014, but it is expected that it will rise sharply in 2015 (estimated by EIU as 12.5% in 2015 - because of the devaluation of the Manat). It is expected that inflation will decrease again from 2016.

Table 1 give some economic indicators of Azerbaijan, while figure 1 and 2 indicate the major products traded. Table 2 indicate the leading markets and suppliers and figure 3 the size of the GDP for some countries in the region.

**Table 1: Economic indicators<sup>10</sup>**

Annual data	2014 <sup>a</sup>	Historic Average	2010-14 <sup>b</sup>
Population (mil)	9.5	Population growth (%)	1.3
GDP (US\$ mil; market exchange rate)	75,193 <sup>[b]</sup>	Real GDP growth (%)	3.1
GDP (US\$ mil; purchasing power parity)	168,611	Real domestic demand growth (%)	5.3
GDP per head (US\$; market exchange rate)	7,935	Inflation (%)	3.7
GDP per head (US\$; purchasing power parity)	17,793	Current-account balance (% of GDP)	21.4
Exchange rate (av.) Manat:US\$	0.784 <sup>[b]</sup>	FDI inflows (% of GDP)	8
Unemployment rate (av. %)	5.4		

<sup>a</sup> EIU Estimates <sup>b</sup> Actual

7 Country Report – Azerbaijan. April 2015 Economist Intelligence Unit. [www.eiu.com](http://www.eiu.com)

8 8 Country Report – Azerbaijan. May 2015 Economist Intelligence Unit. [www.eiu.com](http://www.eiu.com)

9 Index Mundi - Azerbaijan Economy Profile 2014

10 <http://country.eiu.com/article.aspx?articleid=1703113754&Country=Azerbaijan&topic=Summary&subtopic=Fact+sheet>

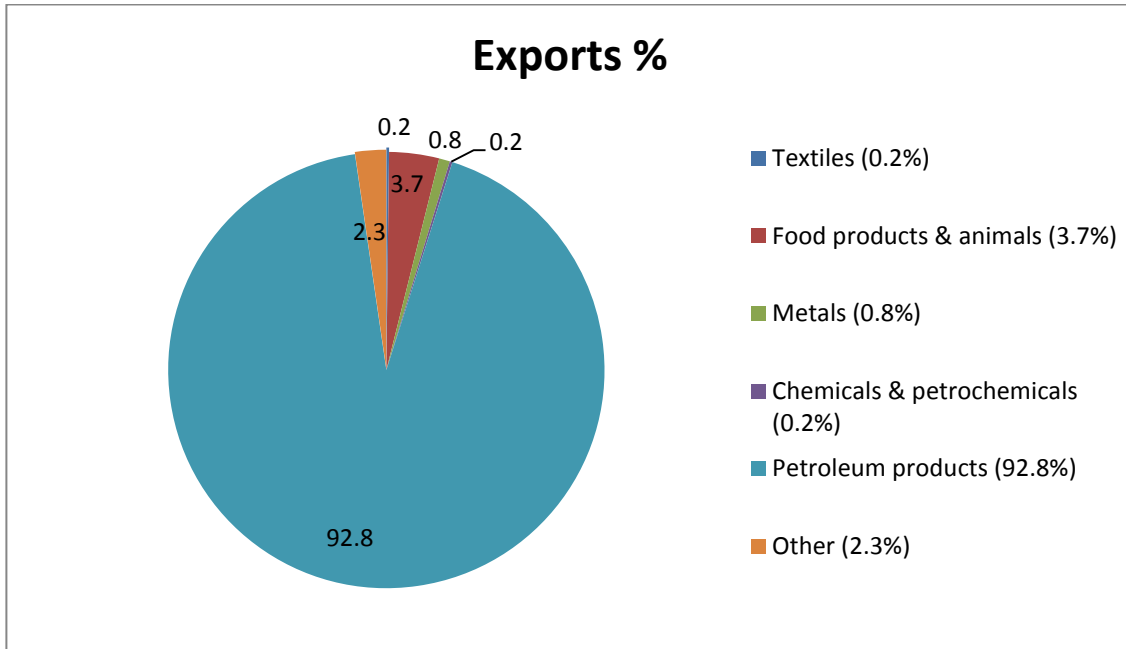


Figure 1: Exports of Azerbaijan in 2013

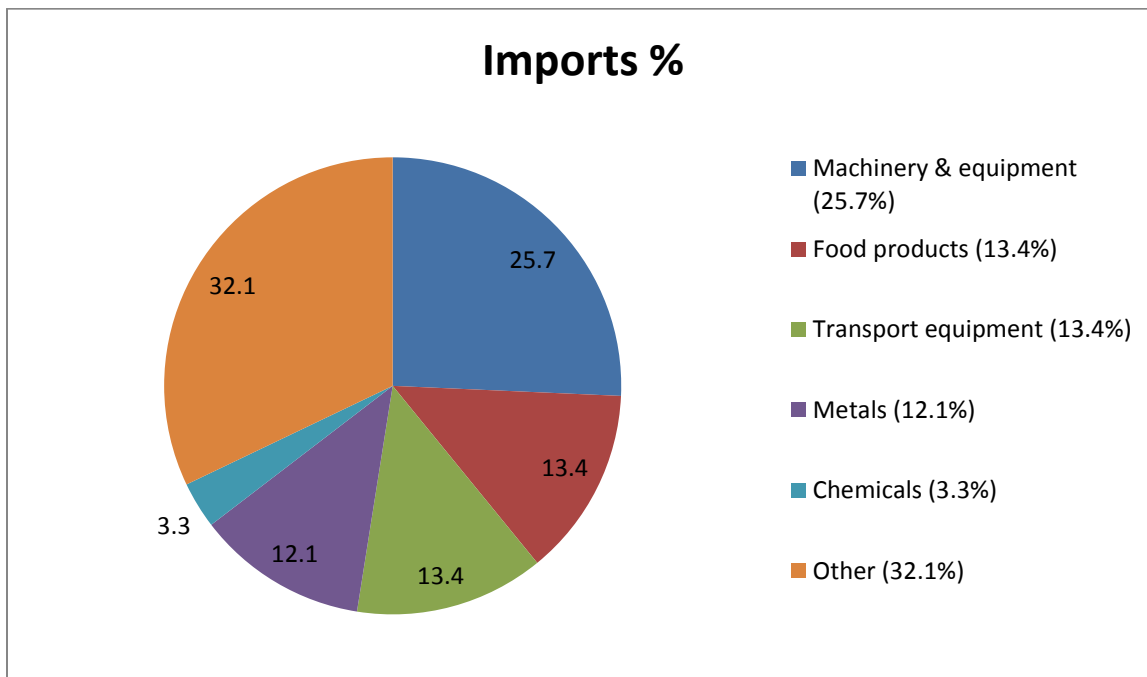


Figure 2: Imports of Azerbaijan in 2013

Table 2: Leading markets and suppliers in 2013

Leading export markets 2013	% of total	Leading suppliers 2013	% of total
Italy	25.6	Turkey	16.2
Indonesia	11.1	Russia	14.4
Thailand	7.4	UK	11.4
Germany	6.1	Germany	7.9

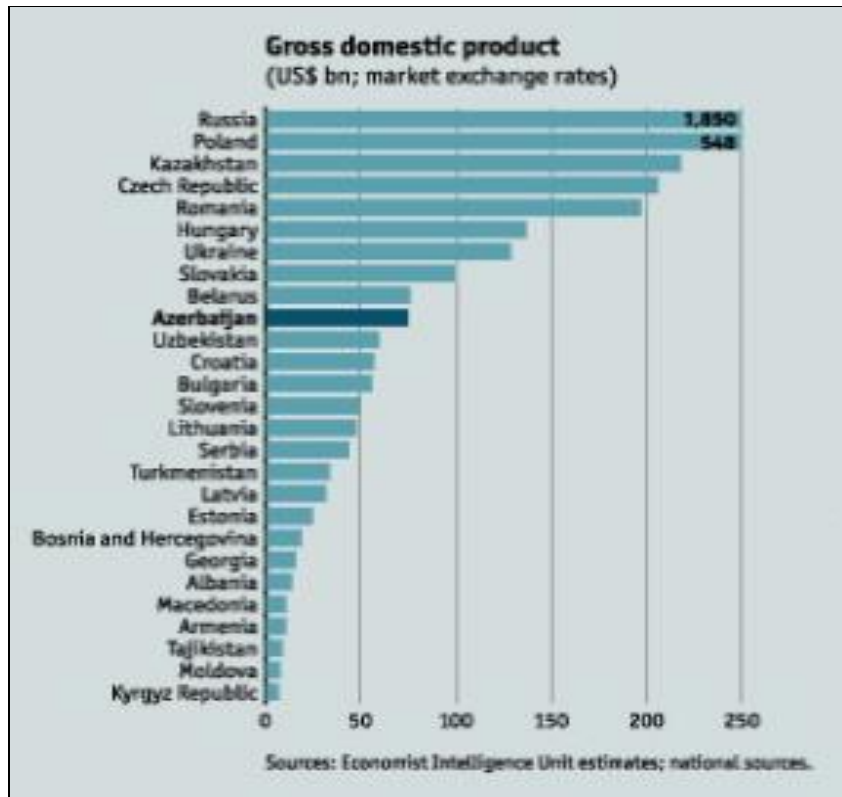


Figure 3: Comparative Gross National Product in and around Azerbaijan

## 5. Infrastructure <sup>11</sup>

Azerbaijan’s air and sea transport infrastructure is relative modern, while most of its roadways and railways are underdeveloped. Although the sea transport infrastructure is relative modern, Azerbaijan only borders the Caspian Sea directly.

The air transport infrastructure is relatively modern compared to other modes of transport. There are 5 international airports located in Baku, Ganja, Nakhchivan, Lenkaran and Zagatala.<sup>12</sup> Large sections of the roads have disintegrated, with huge potholes. The rail infrastructure is even worse with the majority of its rail locomotives past retirement age. Multi modal transport is at a very early stage of development.

With the exception of the Baku Cargo Terminal adjacent to the Baku International Airport, large long-term logistics investments by the private sector are rare.

Azerbaijan is a transport corridor between countries, and the shortest way between Europe to Central Asia, the Middle and Far East with specific reference to TRACECA (Transport Corridor Europe-Caucasus-Asia) and North-South Road and rail routes connecting the Black Sea and the Caspian see<sup>13</sup>. It is expected that railway networks to Turkey, Georgia and the International Sea Trade Port near Baku will be completed in 2015-16.

<sup>11</sup> <http://www.carecprogram.org/uploads/docs/CAREC-Publications/2009/Transport-and-Trade-Logistics-Azerbaijan.pdf>

<sup>12</sup> Transport in Azerbaijan – Wikipedia

<sup>13</sup> Explore Azerbaijan - <http://www.exploreazerbaijan.com/>

## 6. Risk Profile<sup>14</sup>

Table 3 indicates the risk profile of Azerbaijan. (The ratings of risk are measured on a scale of 0-100. Higher scores indicate a higher level of risk. The scale is divided into ten overlapping bands: AAA, AA, A, BBB, BB, B, CCC, CC, C, D) The definition of each type of risk is given in annex 1.

**Sovereign risk:** Public debt is low and international reserves give 10 month's import cover.

**Currency risk:** The Central Bank of Azerbaijan (CBA) devaluated the Manat with 35.2% against the US \$ in February 2015. It is believed that the CBA will aim to keep the Manat close to its new "floor" of Manat1.05 to US \$1 in 2015/16.

**Banking sector risk:** The sharp currency devaluation has placed the banking sector under risk. The country however has enough reserves to recapitalize the banking sector as necessary.

**Political Risk:** The opposition is divided and fragmented. However, the risk of social unrest may increase as economic growth will be slower than in the recent pass.

**Economic structure risk:** Azerbaijan is heavily reliant on oil exports and is vulnerable to global changes in the price of oil. Integration into the international banking system is low, which reduce the risk of financial shocks.

**Table 3: Azerbaijan's Risk Profile (May 2015)<sup>15</sup>**

<b>Sovereign Risk</b>	<b>Currency risk</b>	<b>Banking sector risk</b>	<b>Political risk</b>	<b>Economic structure risk</b>	<b>Country Risk</b>
BBB	BB	B	CCC	BB	BB

Source: Country Risk Service - Azerbaijan. May 2015. Economist Intelligence Unit (Alex Nice - Lead analyst; David Dalton- Analyst)

The overall country risk of Azerbaijan is rated as BB, and it is the simple average score of the sovereign, currency and banking risks.

## 7. Agricultural, Forestry and Fisheries (AFF) Profile<sup>16</sup>

### 7.1 Production<sup>17 18</sup>

About half of Azerbaijan is occupied by mountains, although there are vast flat lands in the central region. About 18% of the country lies below sea level and Azerbaijan has three types of climate: temperate along the coastline in the South East, temperate dry in the center and northeast, and cold in the rest of the country.

Rainfall is low, but there are thousands of small and big rivers and most of the cultivated land is irrigated. With the end of the Soviet era, when Azerbaijan became independent, it was one of the first countries in the region to initiated land reform. The reforms concentrated on liquidation

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14 Country Risk Service - Azerbaijan. May 2015. Economist Intelligence Unit (Alex Nice - Lead analyst; David Dalton- Analyst)

15 The ratings are measured on a scale of 0-100. Higher scores indicate a higher level of risk. The scale is divided into ten overlapping bands: AAA, AA, A, BBB, BB, B, CCC, CC, C, D. For a more detailed explanation of the ratings, please go to [www.eiu.com/regulatoryaffairs](http://www.eiu.com/regulatoryaffairs).

16 gfras – global forum for rural advisory services. M Kalim Qamar. June 2013

17 Azerbaijan Agriculture. 30-04-2015 16:55 © 2011. Copyright [Azerbaijans.com](http://Azerbaijans.com) © 2011

18 Azerbaijan agriculture and food processing Azerbaijan Export and Investment Promotion Foundation [www.azpromo.az](http://www.azpromo.az)

or privatizing of state trade organizations, disbanding of large state and collective farms and distribution of land among a large quantity of holders. The average size of individual land holdings is three to five hectares. The privatization of land ownership highlighted not only the inability of the new farmers to operate family farms, but also the lack of specialists that could advise on comprehensive farm management and marketing.

In 1997 the agriculture sector accounted for about 20% of the national GDP. The deteriorating irrigation infrastructure, the depletion of soil fertility, erosion, salinity and pollution has led to a declining contribution of agriculture to the GDP (it was just 5.2% in 2010).

While government continues to hold most of the pasture land, small-scale farmers produce now more than 90% of the agricultural output. In 2014 the European Commission reported that after some additional reform, agricultural production has increased.<sup>19</sup> The share of agriculture of the GDP was 5.3% in 2014<sup>20</sup>. It is believed that this share of agriculture as percentage of GDP would have been lower, if there was not a fall in the oil price.

The total agricultural land of Azerbaijan is 4.7 million ha of which 1.8 million ha is arable. 52% of this is crop production and 48% livestock production. The major agricultural crops are: cash crops, cotton, citrus fruit, grapes, tobacco, and vegetables. Livestock, dairy products, and wine and spirits is also important (in value terms meat – cattle and sheep, milk and tomatoes, then potatoes, wheat and apples). Mix farming with similar crop patterns is the most common.

## 7.2 Major Imports from and Exports to the world by Azerbaijan

Table 4 indicates the top 15 imports by Azerbaijan from the world. Total average AFF product imports per year (based on the period between 2010 and 2014) by Azerbaijan is R10.9 billion. The top 5 imports are: cigarettes (HS 240220), lumber (HS 440710), wheat (HS 100190), sugar (HS 170111) and durum wheat (HS 100110).

Table 5 indicates that the total average AFF product exports by Azerbaijan per year (based on the period between 2010 and 2014) are R6.4 billion. The top 5 exports are: sugar (HS 170199), vegetable fats and oils (HS 151620), hazelnuts (HS 080222), sunflower-seed oil (HS 151219) and edible mixed preparations of fats and oils (HS 151790).

Table 6 indicates that Azerbaijan had a trade deficit for each year between 2010 and 2014, with an average deficit of R4.5 billion per year for the period under discussion.

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<sup>19</sup> Azerbaijan - Bilateral relations in agriculture. European Commission October 2014

<sup>20</sup> Centre for Economic and Social Development (CESD), Azerbaijan January 2015 [www.cesd.az](http://www.cesd.az)



**Table 4: Top 15 imports of AFF products by Azerbaijan from the World (R 000 – Array based on Av/y 10-14)**

Code	Product label	2010	2011	2012	2013	2014	Av/y 10-14
Total	AFF	10 383 992	11 968 378	9 334 628	11 095 582	11 572 647	10 871 045
'240220	Cigarettes containing tobacco	1 612 395	1 733 819	2 439 878	3 197 205	4 222 432	2 641 146
'440710	Lumber, coniferous (softwood) 6 mm and thicker	656 422	1 139 116	1 199 251	1 487 027	249 064	946 176
'100190	Wheat nes and meslin	1 014 743	1 591 906	0	0	0	521 330
'170111	Raw sugar, cane	1 281 928	1 185 200	0	0	0	493 426
'100110	Durum wheat	1 065 140	435 943	0	0	0	300 217
'180690	Chocolate and other food preparations containing cocoa nes	137 073	208 598	289 477	370 758	370 342	275 250
'151110	Palm oil, crude	257 623	226 251	301 303	261 708	309 216	271 220
'170490	Sugar confectionery nes (including white chocolate),not containing cocoa	190 384	202 422	206 169	237 681	307 516	228 834
'151211	Sunflower-seed or safflower oil, crude	226 824	171 251	290 859	203 937	250 384	228 651
'220210	Waters including mineral & aerated, containing sugar or sweeten matter or flavoured	107 731	123 074	157 178	226 014	324 600	187 719
'100590	Maize (corn) nes	104 787	133 565	155 044	258 500	267 360	183 851
'040510	Butter	173 046	155 726	177 780	134 748	208 789	170 018
'090240	Black tea (fermented) & partly fermented tea in packages exceeding 3 kg	122 868	130 983	122 779	174 773	176 353	145 551
'190110	Prep of cereals, flour, starch/milk for infant use, put up for retail sale	65 279	127 093	154 962	207 384	146 049	140 153
'110100	Wheat or meslin flour	16 099	433 814	49 955	172 612	15 114	137 519

Nes – Not elsewhere specified

Source: Trademap

**Table 5: Top 15 exports of AFF products by Azerbaijan to the World (R 000 – Array based on Av/y 10-14)**

Code	Product label	2010	2011	2012	2013	2014	Av/y 10-14
Total	AFF	4 425 261	5 332 875	6 147 825	7 758 282	8 161 383	6 365 125
'170199	Refined cane or beet sugar, solid, without flavoring or coloring matter	1 063 668	1 425 890	1 750 814	2 338 947	2 394 367	1 794 737
'151620	Veg fats & oils & fractions hydrogenated, inter/re-esterified, etc, ref'd/not	638 158	555 587	610 671	699 206	644 696	629 664
'080222	Hazelnuts or filberts, fresh or dried, shelled or peeled	256 333	411 150	374 429	433 580	733 625	441 823
'151219	Sunflower-seed/safflower oil & their fractions refined but not chemically modified	324 804	216 652	519 683	493 608	447 892	400 528
'151790	Edible mx/prep of animal/veg fats & oils/of fractions ex heading No 15.16	243 368	237 497	334 893	432 476	560 921	361 831
'151529	Maize (corn) oil and its fractions, refined but not chemically modified	159 942	231 867	348 053	558 850	395 005	338 743
'070200	Tomatoes, fresh or chilled	131 082	228 610	156 720	390 425	529 145	287 196
'090230	Black tea (fermented)&partly fermented tea in packages not exceeding 3 kg	236 626	210 094	271 705	341 162	288 180	269 553
'081090	Fruits, fresh nes	378 043	453 495	145 352	102 252	102 191	236 267
'070190	Potatoes, fresh or chilled nes	118 335	213 869	164 948	206 558	346 102	209 962
'080810	Apples, fresh	105 209	138 749	225 699	181 783	217 786	173 845
'220820	Spirits obtained by distilling grape wine or grape marc	69 702	58 258	93 818	187 439	216 855	125 214
'070700	Cucumbers and gherkins, fresh or chilled	33 364	67 225	97 286	112 171	152 632	92 536
'180690	Chocolate and other food preparations containing cocoa nes	21 259	55 943	96 443	150 055	125 826	89 905
'160250	Bovine meat and meat offal nes, excluding livers, prepared or preserved	49 413	50 370	101 367	99 620	85 508	77 256

Nes – Not elsewhere specified

Source: Trademap

**Table 6: AFF products trade balance between Azerbaijan and the World (R 000)**

Product label	2010	2011	2012	2013	2014	Av/y 10-14
Exports	4 425 261	5 332 875	6 147 825	7 758 282	8 161 383	6 365 125
Imports	10 383 992	11 968 378	9 334 628	11 095 582	11 572 647	10 871 045
Trade deficit	(5 958 731)	(6 635 503)	(3 186 803)	(3 337 300)	(3 411 264)	(4 505 920)

Source: Trademap

## 8. Trade & Tariff Policies <sup>21</sup>

Azerbaijan developed its regional and global activities, by becoming a member of some international organizations such as the UN, the organization on Security and Cooperation in Europe, European Council, Organization of Islamic Conference and Common Wealth of Independent States (CIS).

Azerbaijan was a founding member of GAUM (a regional organization consisting out of Georgia, Azerbaijan, Ukraine and Moldova) which has the following objectives: cooperation towards democratic values, stable development, enhancing international and regional security and stepping up European integration. Azerbaijan has observer status at the WTO.

Azerbaijan is one of the nine permanent members of the Common Wealth of Independent States (CIS), although it is not a member of Common Wealth of Independent States Free Trade Agreement (CISFTA).

In light of Russia's occupation of parts of Moldova, Georgia and Ukraine (as well as the violation of the Istanbul agreement) it was tried to denounce the agreement on the creation of the CIS in Moldova's parliament, but it had not succeeded.

The EU, Azerbaijan and five other Eastern Partners committed themselves to speed up their political association and economic integration by widening and deepening their relations with the Union.

Azerbaijan has announced modest tax changes, including a rise in import duties in 2015.<sup>22</sup> The tariffs and duties are constantly revised, and are subject to change without notice.<sup>23</sup> It is recommended that the tariffs are confirmed before selling to Azerbaijan.

## 9. Agricultural Trade Structure & Product Analysis

Table 7 and 8 indicate the trade between Azerbaijan and SA. The average exports per year by SA for the period 2010 to 2014 was R18.7 million, while the average imports per year by SA was minimal (R3.8 thousand). It should be noted that exports declined over the period under review but the large export values in the first few years of the period contribute to the higher average export figures.

The top product exports by SA to Azerbaijan were: fresh pears and quinces (HS 080820 & HS 080830), lemons and limes (HS 080550), fresh apples (HS 080810), fresh oranges (HS 080510) and fresh grapes (HS 080610).

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<sup>21</sup> [http://azerbaijan.az/portal/WorldCommunity/General/generalInfo\\_e.html](http://azerbaijan.az/portal/WorldCommunity/General/generalInfo_e.html)

<sup>22</sup> Country Forecast. EIU. May 2015 [www.eiu.com](http://www.eiu.com)

<sup>23</sup> <http://www.austrade.gov.au/Export/Export-Markets/Countries/Azerbaijan/Doing-Business/Tariffs-and-regulations>

**Table 7: Top 10 exports of AFF products by SA to Azerbaijan (R'000 – Array based on av/y 10-14)**

Code	Description	2010	2011	2012	2013	2014	Av/y 10-14
Total	AFF	27 019	19 503	20 678	16 501	9 551	18 651
080820	Pears And Quinces, Fresh	11 670	10 155	0	0	0	4 365
080550	Lemons And Limes, Fresh Or Dried	1 423	758	4 797	6 141	4 392	3 502
080830	Pears, Fresh	0	0	9 139	4 596	2 559	3 259
080810	Apples, Fresh	3 983	3 713	1 469	920	0	2 017
080510	Oranges, Fresh	700	866	3 040	2 196	1 143	1 589
080610	Grapes, Fresh	3 156	1 952	170	1 212	1 253	1 549
490199	Printed Books, Brochures, Etc., Nesoi	3 700	0	0	0	0	740
080520	Mandarins (Inc Tangerines Etc) & Citrus Hybrids Fresh Or Dried	1 779	719	314	60	0	574
080540	Grapefruit, Fresh Or Dried	65	768	272	248	118	294
490599	Maps, Charts, Atlases Etc, Printed, Nesoi	0	0	1 470	0	0	294

Nesoi: Not Elsewhere Specified or Indicated

Source: Global Trade Atlas

**Table 8: Imports of AFF products by SA from Azerbaijan (R – Array based on av/y 10-14)**

Code	Description	2010	2011	2012	2013	2014	Av/y 10-14
Total	AFF	1 433	9 287	0	1 325	6 925	3 794
490700	Unused Postage, Check Forms, Banknotes, Stock, Etc	0	8 169	0	0	0	1 634
200981	Cranberry Juice Not Fortified Unfermented No Spirit	0	0	0	0	6 672	1 334
240220	Cigarettes Containing Tobacco	1 433	1 118	0	0	0	510
121190	Plants & Parts Etc For Medicaments Etc Nesoi	0	0	0	1 325	0	265
490290	Newspapers, Etc Appearing Less Than 4 Times Per Week	0	0	0	0	140	28
180690	Cocoa Preparations, Not In Bulk Form, Nesoi	0	0	0	0	113	23

Nesoi: Not Elsewhere Specified or Indicated

Source: Global Trade Atlas

Table 9 indicates that SA had a trade surplus in agriculture, forestry and fisheries trade for all the years under discussion, with an average yearly surplus of R18.7 million.

**Table 9: AFF products trade balance between SA and Azerbaijan (R 000)**

Description	2010	2011	2012	2013	2014	Av/y 10-14
Exports by SA	27 019	19 503	20 678	16 501	9 551	18 651
Imports by SA	1	9	0	1	7	4
SA trade surplus	27 018	19 494	20 678	16 500	9 544	18 647

## 10. Agricultural Markets Accessibility<sup>24</sup>

Importers into Azerbaijan are required to provide the State Customs Committee with:

- “1. Signed import contract (and contract number);
2. Customs declaration;
3. Permission(s) from the relevant state entity(s) when applicable;
4. Bill of lading;
5. Sales invoice and packing list;
6. Certificate of origin; and
7. Certificate of quality of the imported merchandise<sup>25</sup>.”

The requirements for labelling of food and agricultural products are as follows (Labeling must be in Azerbaijani. Dual Azerbaijani and English labels are also allowed.):

- “1. Name and brand of the product;
2. Name and address of producing company;
3. Country of origin;
- 4 Expiry date/shelf life;
5. Nutrition and caloric values;
6. Usage instructions;
7. Name and type of packing material;
8. Storage instructions;
9. Licensing and certification information;
10. Special warnings, if applicable”<sup>26</sup>

With a shelf life of three months or less, the day, month and year must be included. If the shelf life is between three and 18 months, the month and year are required. Products with a shelf life of longer than three years, is technically not allowed.

## 11. Trade Potential Analysis

The methods that were used to determine which products have the potential to be exported from South Africa to Azerbaijan are the trade potential index (TPI) and the "trade chilling concept". The TPI concentrates on products that are already traded between countries (trade deepening), while "trade chilling" concentrates on products that are not currently traded between countries, but have the potential to be traded (trade widening). Point 11.1 discusses the TPI and point 11.2 the "trade chilling concept".

### 11.1 Trade potential index

The Trade Potential Index uses a scoring system based on data obtained from the Trade Map database to determine which products have the potential to be exported to a country. The trade indicators contained in the database used, were: SA exports to Azerbaijan, growth in SA exports to Azerbaijan, growth of Azerbaijan's imports from the world, growth of SA export to the world and the size of the indicative trade potential (ITP - The indicative trade potential is defined as the lower of the value a selected country exports to the world or the value the partner country

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<sup>24</sup> Doing Business in Azerbaijan: 2014 Country Commercial Guide for U.S Companies U.S & Foreign Commercial Services and U.S. Department of State

[http://www.buyusainfo.net/docs/x\\_6591819](http://www.buyusainfo.net/docs/x_6591819)

<sup>25</sup> Doing Business in Azerbaijan: 2014 Country Commercial Guide for U.S Companies U.S & Foreign Commercial Services and U.S. Department of State

[http://www.buyusainfo.net/docs/x\\_6591819](http://www.buyusainfo.net/docs/x_6591819)

<sup>26</sup> Doing Business in Azerbaijan: 2014 Country Commercial Guide for U.S Companies U.S & Foreign Commercial Services and U.S. Department of State

[http://www.buyusainfo.net/docs/x\\_6591819](http://www.buyusainfo.net/docs/x_6591819)

imports from the world minus the current trade between the two countries) which is more than R500 000. The TPI concentrates on products that are already traded between countries (trade deepening). The TPI is measured against a potential score of 5. A score of 0 would represent the lowest end of the scale and the least trade potential whilst a score of 5 would indicate the greatest trade potential. Annex 2 gives a more comprehensive description of the TPI.

Table 10 indicates the product tariff lines according to the TPI. In the ranking of importance (from most important to least important) the TPI has been used as the most important criteria, followed by the indicative trade potential (ITP)<sup>27</sup>, in R' 000 as the second most important criteria.

The TPI indicates the following as the top 5 products for export to Azerbaijan: Cartons, boxes and cases, folding, of non-corrugated paper or paperboard (HS 481920), Pallets, box pallets and other load boards, wooden (HS 441520), Fresh cut flowers and buds (HS 060319), Grapes dried (HS '080620) and Grape wines (HS 220429). The TPI of all products exported by SA to Azerbaijan are also indicated in the table. The table must further be interpreted taking the ITP into consideration.

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<sup>27</sup> The ITP isolates total demand and total export capacity thereby providing a rough estimate of how much countries could 'theoretically' trade between them. The indicative trade potential is defined as the lower of the value a selected country exports to the world or the value the partner country imports from the world minus the current trade between the two countries under review. The trade potential is indicative only and serves as a departure point for further research. It gives an overview of the complementarities of the two economies

**Table 10: Trade Potential Index (TPI) and potential trade (Indicative Trade Potential - ITP<sup>28</sup>) between South Africa and Azerbaijan**

		Final TPI Score	Does SA export to Azerbaijan AV /year 10-14	Is SA export to Azerbaijan growing AV /year 10-14	Is Azerbaijan's Imports growing AV /year 10-14	Is SA export to the World growing AV /year 10-14	Is the AVG ITP larger than R500 000 AV /year 10-14	Av ITP 2010-14 (R 000)
'481920	Cartons, boxes and cases, folding, of non-corrugated paper or paperboard	5	1	1	1	1	1	18 214
'441520	Pallets, box pallets and other load boards, wooden	5	1	1	1	1	1	4 699
'060319	Fresh cut flowers and buds, of a kind suitable for bouquets or for ornaments	5	1	1	1	1	1	1 646
'080620	Grapes, dried	4	1	1	0	1	1	6 627
'220429	Grape wines nes, incl. fort & grape must, unfermented by add alc, > 2l	4	1	1	1	1	0	398
'490199	Books, brochures, leaflets and similar printed matter, nes	3	1	0	1	0	1	54 866
'080510	Oranges, fresh or dried	3	1	1	0	1	1	16 487
'080810	Apples, fresh	3	1	0	1	1	1	11 656
'080550	Fresh or dried lemons "Citrus limon, Citrus limonum" and limes "Citrus	3	1	1	0	1	1	8 975
'080610	Grapes, fresh	3	1	1	0	1	1	3 642
'080540	Grapefruit, fresh or dried	3	1	1	0	1	0	311
'080520	Mandarins (tangerines & sataras), clementine's & wilkgs & sim citrus hybrids, fresh/dried	2	1	0	0	1	1	7 055
'080930	Peaches, including nectarines, fresh	2	1	0	0	1	0	415
'080820	Pears and quinces, fresh	2	1	0	0	0	1	1 574

Nes: Not Elsewhere Specified

<sup>28</sup> The ITP isolates total demand and total export capacity thereby providing a rough estimate of how much countries could 'theoretically' trade between them. The indicative trade potential is defined as the lower of the value a selected country exports to the world or the value the partner country imports from the world minus the current trade between the two countries under review. The trade potential is indicative only and serves as a departure point for further research. It gives an overview of the complementarities of the two economies

## 11.2 "Trade chilling concept"

The Trade chilling concept is a method used to indicate which products have the highest potential to be traded between countries, if current trade flows are excluded. Because current trade flows are excluded, this refers to trade widening, rather than to trade deepening as in the TPI.

The trade chilling concept refers to products which Azerbaijan and South Africa are trading with the rest of the world, but not with each other. The trade chilling took the following into consideration: (i) average global exports from South Africa between 2010 and 2014 (ii) average global imports by Azerbaijan between 2010 and 2014 (iii) average SA exports to Azerbaijan between 2010 and 2014 is zero.

Table 11 indicates the top 20 products for potential export by SA to Azerbaijan, based on "trade chilling". The 9 products on top of the list based on the ITP are: Cigarettes (HS 240220), Raw cane sugar (HS 170111), Sugar confectionary (HS 170490), Lumber (HS 440710), Wheat (HS'100190), Chocolate (HS 180690), Waters (HS 220210), Maize (HS 100590) and Back Tea (HS090240). Annex 3 indicates the trade chilling for products with an ITP<sup>29</sup> of R100 000 or more.

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<sup>29</sup> The ITP isolates total demand and total export capacity thereby providing a rough estimate of how much countries could 'theoretically' trade between them. The indicative trade potential is defined as the lower of the value a selected country exports to the world or the value the partner country imports from the world minus the current trade between the two countries under review. The trade potential is indicative only and serves as a departure point for further research. It gives an overview of the complementarities of the two economies



**Table 11: Top 20 Agricultural, Forestry and Fisheries Products identified according to Trade Chilling<sup>30</sup> (R '000). Array based on ITP<sup>31</sup>**

Product code	Product label	Exports by SA to Azerbaijan Av 10-14	Azerbaijan's imports from world Av 10-14	SA exports to world Av 10-14	ITP Av 10-14
'240220	Cigarettes containing tobacco	0	2 641 146	1 741 540	1 741 540
'170111	Raw sugar, cane	0	493 426	585 866	493 426
'170490	Sugar confectionery nes (including white chocolate),not containing cocoa	0	228 834	554 115	228 834
'440710	Lumber, coniferous (softwood) 6 mm and thicker	0	946 176	248 846	248 846
'100190	Wheat nes and meslin	0	521 330	201 804	201 804
'180690	Chocolate and other food preparations containing cocoa nes	0	275 250	201 349	201 349
'220210	Waters incl. mineral & aerated, containing sugar or sweetening matter or flavoured	0	187 719	551 292	187 719
'100590	Maize (corn) nes	0	183 851	4 872 123	183 851
'090240	Black tea (fermented) & partly fermented tea in packages exceeding 3 kg	0	145 551	142 250	142 250
'110100	Wheat or meslin flour	0	137 519	557 943	137 519
'210690	Food preparations nes	0	130 995	1 485 220	130 995
'190590	Communion wafers, empty cachets f pharm use & sim products & bakers' wares nes	0	128 649	261 533	128 649
'190110	Prep of cereals ,flour, starch/milk f infant use, put up for retail sale	0	140 153	133 546	133 546
'230400	Soya-bean oil-cake & other solid residues, whether or not ground or pellet	0	85 718	187 703	85 718
'151211	Sunflower-seed or safflower oil, crude	0	228 651	86 246	86 246
'481840	Sanitary articles of paper, incl sanitary towels & napkin (diapers) for babies	0	80 218	125 960	80 218
'040510	Butter	0	170 018	71 280	71 280
'060290	Plants live, nes	0	121 168	74 810	74 810
'200520	Potatoes prepared or preserved, o/t by vinegar or acetic acid, not frozen	0	55 621	274 870	55 621
'441820	Doors and their frames and thresholds, of wood	0	54 509	324 665	54 509
'040690	Cheese nes	0	52 501	199 177	52 501

Nes: Not Elsewhere Specified

Source: Trade Map as adapted

<sup>30</sup> Only SA export data to Azerbaijan are indicated. Azerbaijan import data from SA is not indicated in the table, but is taken into consideration with the calculation of the Indicative trade potential (ITP).

<sup>31</sup> The ITP isolates total demand and total export capacity thereby providing a rough estimate of how much countries could 'theoretically' trade between them. The indicative trade potential is defined as the lower of the value a selected country exports to the world or the value the partner country imports from the world minus the current trade between the two countries under review. The trade potential is indicative only and serves as a departure point for further research. It gives an overview of the complementarities of the two economies

## 12. Production Capacity Analysis<sup>32</sup>

In the previous section the TPI and trade chilling were discussed. In this section we look at basic production, to get an idea if exports are possible, in light of the outcome of the TPI and trade chilling. (E.g. if a product is imported and re-exported to BLNS countries, it won't be included as production.) Note that only some products from the Abstract of Agriculture Statistics for 2014 are discussed and this is not a detailed discussion. This is also changing from season to season and depending on the production factors. The products highlighted in the tables below show sufficient production capacity, thereby showing export potential.

Table 12 indicates pear production and exports. It is noted that SA exports pears.

**Table 12: Pear production and exports**

Year: Oct to Sep	Total production (Tons)	Exports Volume (Tons)
2010/11	359 851	176 646
2011/12	346 642	163 636
2012/13*	377 802	185 202

\* Preliminary

Table 13 indicates lemon and lime production and exports. It is noted that SA export lemons and limes.

**Table 13: Lemon & Lime production and exports**

Year: Feb to Jan	Total production (Tons)	Exports Volume (Tons)
2011/12	260 382	153 509
2012/13	235 764	152 603
2013/14*	205 804	148 273

\* Preliminary

Table 14 indicates apple production and exports. It is noted that SA exports apples.

**Table 14 Apple production and exports**

Year: Oct to Sep	Total production (Tons)	Exports Volume (Tons)
2010/11	768 125	318 993
2011/12	790 562	335 827
2012/13*	880 433	410 249

\* Preliminary

32 Abstract of Agriculture Statistics 2014 DAFF - <http://www.daff.gov.za/daffweb3/Portals/0/Statistical%20Information/Abstract%202014.pdf>

Table 15 indicates orange production and exports. It is noted that SA exports oranges.

**Table 15: Orange production and exports**

Year: Feb to Jan	Total production (Tons)	Exports Volume (Tons)
2011/12	1 496 167	914 711
2012/13	1 614 810	1 005 368
2013/14	1 632 917	1 057 769

Table 16 indicates grape production and exports. It is noted that SA exports grapes.

**Table 16: Grape production and exports**

Production year	Total Production (Tons)	Exports Quantity (Tons)	Dried Fresh volume (Tons)	Pressed Fresh volume (Tons)
2010/11	1 683 927	222 715	114 800	1 306 044
2011/12	1 840 435	232 902	151 628	1 413 533
2012/13*	1 892 499	219 926	223 156	-

\* Preliminary

Table 17 indicates grape fruit production and exports. It is noted that SA exports grape fruit.

**Table 17: Grape Fruit production and exports**

Year: Feb to Jan	Total production (Tons)	Exports Volume (Tons)
2011/12	415 572	207 879
2012/13	304 558	176 063
2013/14*	402 443	215 447

\* Preliminary

Table 18 indicates maize production and exports. It is noted that SA exports maize.

**Table 18: Maize production and exports**

Production Year	Total Production (1 000 Tons)	Exports Quantity (1 000 Tons)
2010/11	10 924	2 575
2011/12	12 759	1 946
2012/13*	12 365	2 070

\* Preliminary

Table 19 indicates sunflower seed deliveries and exports. It is noted that SA has not exported sunflower seed over the period.

**Table 19: Sunflower deliveries and exports**

Production Year May to April	Producer Deliveries (Tons)	Exports Quantity (Tons)
2011	863 280	-
2012	521 070	-
2013*	557 987	-

\* Preliminary

Table 20 indicates cane sugar production and exports. It is noted that SA exports cane sugar.

**Table 20: Cane Sugar production and exports**

Production Year May to April	Total Production (1 000 Tons)	Sugar Exports Quantity (1 000 Tons)
2010/11	16 800	137,2
2011/12	17 278	249,8
2012/13*	20 033	837,5

\* Preliminary

Table 21 indicates wine produced. SA exports wine products.

**Table 21: Wine produced**

Year	Wine produced				
	Good wine	Rebate wine	Distilling wine	Juice for concentrate	Total wine crop
	Gross litres				
2011	831 187 919	34 217 371	107 184 033	40 181 527	1 012 770 850
2012	870 940 413	62 257 427	121 802 492	40 122 955	1 095 123 287
2013*	934 300 000	38 600 000	124 100 000	55 300 000	1 152 300 000

\* Preliminary

### 13. Conclusion

The objective of understanding the Azerbaijan environment, with a focus on trade was discussed under the following points: country facts, historical background and economic overview, infrastructure of the country and Azerbaijan's risk profile. This was followed by a discussion of agricultural, forestry and fisheries profile, trade and tariff policies, trade structure & product analysis, and market accessibility.

The primary objective of the study was to identify which products have potential to be exported by SA to Azerbaijan. The following were used to identify potential exports: a) Current trade with the world, b) Current trade with SA, c) the Trade Potential Index, and d) Trade Chilling.

The top five agricultural/forestry/fisheries products identified according to the techniques mentioned are:

- a) Azerbaijan's imports from the world: cigarettes (HS 240220), lumber (HS 440710), wheat (HS 100190), sugar (HS 170111) and durum wheat (HS 100110).

- b) SA exports to Azerbaijan: fresh pears and quinces (HS 080820 & HS 080830), lemons and limes (HS 080550), fresh apples (HS 080810), fresh oranges (HS 080510) and fresh grapes (HS 080610).
- c) Products with an export potential according to the TPI: cartons, boxes and cases, folding, of non-corrugated paper or paperboard (HS 481920), pallets, box pallets and other load boards, wooden (HS 441520), fresh cut flowers and buds (HS 060319), grapes dried (HS 080620) and grape wines (HS 220429).
- d) Products with an export potential according to trade chilling: cigarettes (HS 240220), raw cane sugar (HS 170111), sugar confectionary (HS 170490), lumber (HS 440710) and wheat (HS'100190).

Although these products are identified for potential exports, **it is important to note that there are more products that could be identified** (these products here have been identified for summary purposes). Please refer to the techniques used and identify if the tariff line of your product is included in the tables or annexes. From this you will be able to identify which products have potential to be exported to Azerbaijan.

The top 5 products identified for potential exports to Azerbaijan according to the different techniques, that are also identified for sectorial intervention in the Agricultural Policy Action Plan (APAP) are: lumber, wheat, raw cane sugar, fruit (pears and quinces, lemons and limes, apples, oranges and grapes), products manufactured from timber (cartons, boxes & cases and pallets) and wine.

Azerbaijan import 13.4 % of it food products. It may be worthwhile to look at the major cities in Azerbaijan (e.g. Baku) as potential export markets and remember the counter seasonality of agricultural products.

The contact details of the Department of Agriculture, Forestry and Fisheries representative in Russia is:

Mr. Nyaniso Isaac Miti  
 Minister–Counsellor: Agricultural Affairs  
 S A Embassy, 123001  
 Granatny Per. 1 Bldg. 9  
 Moscow,  
**RUSSIA**

Telephone number: 007 495 926 1177 or 007 495 926 1178 Extension 222  
 E-mail address: [MitiN@dirco.gov.za](mailto:MitiN@dirco.gov.za)

RUSSIA (🕒Time difference: +7 hours)
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## Annexes

### Annex 1: Definitions of different types of risk<sup>33</sup>

#### Sovereign risk

This risk category assesses the risk that the sovereign or an entity guaranteed by the sovereign defaults on its debts. Sovereign default is defined as a build-up in arrears of principal and/or interest on foreign- and/or local-currency debt owed by a government or a government-guaranteed entity. The sovereign risk rating is informed by scores for a combination of political, policy, cyclical and structural variables.

#### Currency risk

This risk category measures the risk of devaluation against the reference currency (usually the US dollar, occasionally the euro) of 25% or more in nominal terms over the next 12-month period. The currency risk rating is informed by scores for a combination of political, policy, cyclical and structural variables.

#### Banking sector risk

This risk category gauges the risk of a systemic crisis whereby bank(s) holding 10% or more of total bank assets become insolvent and unable to discharge their obligations to depositors and/or creditors. A banking crisis is deemed to occur even if governments restore solvency through large bail-outs and/or nationalization. A run on banks facing a temporary lack of liquidity rather than underlying solvency problems is not deemed to constitute a crisis, provided that public confidence in the banking system is quickly restored. Banking crises are typically associated with payment difficulties in the corporate or household sectors; bursting of asset price bubbles; currency and/or maturity mismatches. The rating can therefore serve as a proxy for the risk of a systemic crisis in the private sector. The banking sector risk rating is informed by scores for a combination of political, policy, cyclical and structural variables.

#### Political risk

This risk category evaluates a range of political factors relating to political stability and effectiveness that could affect a country's ability and/or commitment to service its debt obligations and/or cause turbulence in the foreign exchange market. The political risk rating informs the ratings for sovereign risk, currency risk and banking sector risk.

#### Economic structure risk

This risk category is derived from a series of macroeconomic variables of a structural rather than a cyclical nature. Consequently, the rating for economic structure risk will tend to be relatively stable, evolving in line with structural changes in the economy. The economic structure risk rating informs the ratings for sovereign risk, currency risk and banking sector risk.

#### Overall country risk

This risk rating is derived by taking a simple average of the scores for sovereign risk, currency risk and banking sector risk.

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<sup>33</sup> Country Risk Service Qatar April 2014. [www.eiu.com](http://www.eiu.com) Economist Intelligence Unit Ltd 2014

## Annex 2: Description of the Trade Potential Index <sup>34</sup>

**It is important to note what criteria are used. The products identified for potential exports are based on the criteria used.**

The Trade Potential Index uses a scoring system based on data obtained from the Trade Map database. This allows the analysis to focus on trade potential whilst taking cognizance of import demand, import trends, growth rates and the ITP values rather than focusing solely on trade potential values. A score of either 1 or 0 is assigned to five of the trade indicators contained in the database. This score is then aggregated to give a total score, which is measured against a final score of 5. A score of 0 would therefore represent the lowest end of the scale and the least trade potential whilst a score of 5 would indicate the greatest trade potential.

The criteria for scoring are as follows:

- The value of imports from a country: If trade in the form of average exports by SA to Azerbaijan did exist between 2010 and 2014, and the value was more than R10 000, a score of 1 is allocated. The absence of trade is allocated a score of 0. The existence of a trade relationship is deemed a significant factor in furthering trade.
- Growth in export demand: If the exports from SA to Azerbaijan have registered a positive growth measured over the five year period from 2010 to 2014, a score of 1 is allocated. No growth or negative growth rates are awarded a score of 0.
- Growth in import demand: If imports by Azerbaijan from the rest of the world have registered a positive growth measured over the 5 year period from 2010 to 2014, a score of 1 is allocated. No growth or negative growth rates are awarded a score of 0.
- Export growth: Growth of exports from SA to the rest of the world is indicative of supply capacity, and increased demand for locally produced goods. A positive growth rate in the value of exports over a five year period from 2010 to 2014 is awarded a score of 1, whilst no or negative growth is awarded a score of 0.
- Indicative Trade Potential: Indicative trade potential isolates total demand and total export capacity thereby providing a rough estimate of how much countries could 'theoretically' trade between them. A positive 'indicative trade potential' suggests that a trade opportunity exists. A threshold value of more than an average amount of R500 000 for the period between 2010 and 2014, is set for the allocation of a score of 1. Trade potential with a lower value or with no or negative trade potential values are allocated a score of 0.

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<sup>34</sup>As adapted. Trade Potential Between South Africa and Nigeria. Directorate International Trade: Trade Research Desk, Department of Agriculture, Pretoria.  
1 November 2005. Yusuf Daya, Editor: Ezra Steenkamp

**Annex 3: Agricultural, Forestry and Fisheries Products identified according to Trade Chilling<sup>35</sup> where the ITP<sup>36</sup> is more than R100 000 (Array based on ITP)<sup>37</sup>**

Product code	Product label	Exports by SA to Azerbaijan Avg 10-14 R 000	Azerbaijan's imports from world Avg 10-14 R 000	SA exports to world Avg 10-14 R 000	ITP Avg 10-14 R 000
'240220	Cigarettes containing tobacco	0	2 641 146	1 741 540	1 741 540
'170111	Raw sugar, cane	0	493 426	585 866	493 426
'170490	Sugar confectionery nes (including white chocolate),not containig cocoa	0	228 834	554 115	228 834
'440710	Lumber, coniferous (softwood) 6 mm and thicker	0	946 176	248 846	248 846
'100190	Wheat nes and meslin	0	521 330	201 804	201 804
'180690	Chocolate and other food preparations containing cocoa nes	0	275 250	201 349	201 349
'220210	Waters incl mineral&aerated,containg sugar or sweetening matter or flavoured	0	187 719	551 292	187 719
'100590	Maize (corn) nes	0	183 851	4 872 123	183 851
'090240	Black tea (fermented) & partly fermented tea in packages exceeding 3 kg	0	145 551	142 250	142 250
'110100	Wheat or meslin flour	0	137 519	557 943	137 519
'210690	Food preparations nes	0	130 995	1 485 220	130 995
'190590	Communion wafers, empty cachets f pharm use&sim prod&bakers' wares nes	0	128 649	261 533	128 649
'190110	Prep of cereals,flour,starch/milk for infant use, put up for retail sale	0	140 153	133 546	133 546
'230400	Soya-bean oil-cake & other solid residues, whether or not ground or pellet	0	85 718	187 703	85 718
'151211	Sunflower-seed or safflower oil, crude	0	228 651	86 246	86 246
'481840	Sanitary articles of paper,incl sanitary towels&napkin (diapers) for babies	0	80 218	125 960	80 218
'040510	Butter	0	170 018	71 280	71 280
'060290	Plants live, nes	0	121 168	74 810	74 810

<sup>35</sup> Only SA export data to Azerbaijan are indicated. Azerbaijan import data from SA is not indicated in the table, but is taken into consideration with the calculation of the Indicative trade potential (ITP).

<sup>36</sup> The ITP isolates total demand and total export capacity thereby providing a rough estimate of how much countries could 'theoretically' trade between them. The indicative trade potential is defined as the lower of the value a selected country exports to the world or the value the partner country imports from the world minus the current trade between the two countries under review. The trade potential is indicative only and serves as a departure point for further research. It gives an overview of the complementarities of the two economies

<sup>37</sup> Source: Trademap as adapted



'200520	Potatoes prepared or preserved,o/t by vinegar or acetic acid,not frozen	0	55 621	274 870	55 621
'441820	Doors and their frames and thresholds, of wood	0	54 509	324 665	54 509
'040690	Cheese nes	0	52 501	199 177	52 501
'020230	Bovine cuts boneless, frozen	0	53 707	131 378	53 707
'070190	Potatoes, fresh or chilled nes	0	50 549	362 617	50 549
'020714	Fowls (gallus domesticus), cuts & offal, frozen	0	50 280	605 772	50 280
'220290	Non-alcoholic beverages nes, excluding fruit/veg juices of heading No 20.09	0	48 752	254 759	48 752
'220890	Undenatured ethyl alc <80% alc content by vol&spirit,liqueur&spirit bev nes	0	48 304	88 869	48 304
'151790	Edible mx/prep of animal/veg fats&oils/of fractions ex hd No 15.16	0	101 878	47 975	47 975
'220860	Vodka	0	72 349	48 986	48 986
'220110	Mineral&aerated waters not cntg sugar or sweeteng matter nor flavoured	0	55 429	45 358	45 358
'040390	Buttermilk,curdled milk & cream,kephir & ferm or acid milk & cream nes	0	45 760	47 172	45 760
'190531	Sweet biscuits	0	43 299	412 192	43 299
'210390	Sauces and preparations nes and mixed condiments and mixed seasonings	0	36 333	746 079	36 333
'230630	Sunflower sed oil-cake&oth solid residues,whether/not ground/pellet	0	35 533	52 533	35 533
'040700	Eggs, bird, in shell, fresh, preserved or cooked	0	43 120	64 293	43 120
'180620	Chocolate&other food preparations containing cocoa weighing more than 2 kg	0	33 238	106 146	33 238
'480300	Paper,household/sanitary,rolls of a w >36 cm,sheets one side >36 cm	0	33 103	79 495	33 103
'441890	Builder's joinery and carpentry of wood nes	0	33 040	77 888	33 040
'481940	Sacks and bags, of paper, nes; including cones	0	31 247	99 959	31 247
'040299	Milk and cream nes sweetened	0	29 426	68 748	29 426
'441090	Particle board of other ligneous materials	0	59 445	52 991	52 991
'490290	Newspapers, journals and periodicals, nes	0	28 586	94 310	28 586
'110710	Malt, not roasted	0	67 284	31 865	31 865
'080300	Bananas including plantains, fresh or dried	0	63 028	27 158	27 158
'120600	Sunflower seeds, whether or not broken	0	39 744	28 562	28 562
'160100	Sausage&sim prod of meat,meat offal/blood&food prep basd on these prod	0	26 397	169 535	26 397
'200990	Mixtures of juices unfermented&not spirited whether or not sugared or sweet	0	24 737	747 102	24 737
'481810	Toilet paper	0	24 556	227 947	24 556
'160413	Sardines,sardinella&brislg o sprats prep o preserved,whole or pieces ex minced	0	23 467	180 319	23 467

'040310	Yogurt concentrated o not,sweetend o not,flavoured o contg fruit o cocoa	0	23 292	368 945	23 292
'010511	Fowls, live domestic weighing not more than 185 g	0	33 667	26 912	26 912
'100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	0	20 945	353 279	20 945
'481820	Handkerchiefs, cleansing or facial tissues and towels, of paper	0	20 573	51 076	20 573
'480100	Newsprint, in rolls or sheets	0	20 163	337 352	20 163
'442190	Wood articles nes	0	20 119	87 557	20 119
'180631	Choc&food prep cntg cocoa in blocks,slabs/bars,filld,not exceedg 2 kg	0	19 830	208 831	19 830
'481910	Cartons, boxes and cases, of corrugated paper or paperboard	0	18 993	592 996	18 993
'040590	Fats and oils derived from milk nes	0	51 660	18 514	18 514
'160250	Bovine meat and meat offal nes,excluding livers, prepared or preserved	0	17 511	82 283	17 511
'040610	Cheese, fresh (including whey cheese) unfermented, and curd	0	30 727	25 136	25 136
'490110	Brochures, leaflets and similar printed matter, in single sheets	0	16 538	92 080	16 538
'220830	Whiskies	0	16 457	199 902	16 457
'210500	Ice cream and other edible ice, whether or not containing cocoa	0	16 432	221 218	16 432
'040120	Milk not concentrated & unsweetened exceeding 1% not exceeding 6% fat	0	16 348	168 870	16 348
'070200	Tomatoes, fresh or chilled	0	16 285	83 974	16 285
'210320	Tomato ketchup and other tomato sauces	0	15 805	156 709	15 805
'230910	Dog or cat food put up for retail sale	0	15 531	244 637	15 531
'100620	Rice, husked (brown)	0	23 767	21 194	21 194
'090230	Black tea (fermented)&partly fermented tea in packages not exceedg 3 kg	0	14 692	86 653	14 692
'040630	Cheese processed, not grated or powdered	0	14 225	44 875	14 225
'230990	Animal feed preparations nes	0	13 840	772 193	13 840
'151219	Sunflower-sed/safflower oil&their fractions refined but not chem modified	0	13 825	969 416	13 825
'482190	Paper labels of all kinds, not printed	0	13 667	100 521	13 667
'190230	Pasta nes	0	12 862	84 527	12 862
'482110	Paper labels of all kinds, printed	0	12 736	160 456	12 736
'060220	Trees, edible fruit or not, shrubs and bushes, grafted or not	0	22 614	28 558	22 614
'040210	Milk powder not exceeding 1.5% fat	0	12 388	201 353	12 388
'160232	Fowl (gallus domesticus) meat, prepared/preserved	0	12 388	20 507	12 388
'200410	Potatoes prepared or preserved oth than by vinegar or acetic acid,frozen	0	11 724	43 555	11 724

'160415	Mackerel, prepared or preserved, whole or in pieces, but not minced	0	20 157	11 697	11 697
'170112	Raw sugar, beet	0	109 194	42 833	42 833
'481830	Tablecloths and serviettes, of paper	0	11 456	28 368	11 456
'070490	Cabbages,kohlrabi,kale and sim edible brassicas nes,fresh or chilled	0	20 332	21 697	20 332
'180632	Choc&food prep cntg cocoa in blocks,slabs/bars,not filld,not over 2 kg	0	11 193	38 832	11 193
'170410	Chewing gum containing sugar, except medicinal	0	10 881	149 178	10 881
'070700	Cucumbers and gherkins, fresh or chilled	0	31 398	12 759	12 759
'190190	Malt extract&food prep of Ch 19 <50% cocoa&hd 0401 to 0404 < 10% cocoa	0	10 653	84 030	10 653
'120100	Soya beans	0	10 532	112 908	10 532
'210210	Yeasts, active	0	10 244	100 280	10 244
'441299	Panels, 1 outer ply coniferous wood nes	0	10 208	41 112	10 208
'210112	Coffee preparations based on extract/essence/conc.	0	10 011	39 996	10 011
'100110	Durum wheat	0	300 217	9 659	9 659
'440910	Wood (lumber) continuously shaped coniferous (softwood)	0	19 737	19 341	19 341
'240110	Tobacco, unmanufactured, not stemmed or stripped	0	31 217	9 450	9 450
'200870	Peaches nes,o/w prep o presvd whether o not sugard,sweetend o spiritd	0	9 105	629 983	9 105
'220421	Grape wines nes,incl fort&grape must,unfermtd by add alc in cntnr<=2l	0	9 032	4 475 184	9 032
'170199	Refined cane or beet sugar, solid, without flavouring or colouring matter	0	8 550	1 466 246	8 550
'010210	Bovine, live pure-bred breeding	0	12 794	13 656	12 794
'190532	Waffles and wafers	0	21 780	8 460	8 460
'441810	Windows, French-windows and their frames, of wood	0	8 393	17 341	8 393
'110319	Cereal groats and meal nes	0	8 294	32 912	8 294
'200540	Peas preparad o preservd,oth than by vinegar o acetic acid,not frozen	0	8 261	14 052	8 261
'020712	Fowls (gallus domesticus), whole, frozen	0	8 058	129 770	8 058
'220710	Undenaturd ethyl alcohol of an alcohol strgth by vol of 80% vol/higher	0	7 977	854 647	7 977
'160239	Dom fowl,duck,goose&guinea fowl meat&meat offal prep/presvd exc livers	0	8 470	14 021	8 470
'070610	Carrots and turnips, fresh or chilled	0	7 863	61 008	7 863
'100510	Maize (corn) seed	0	7 772	741 813	7 772
'071310	Peas dried, shelled, whether or not skinned or split	0	7 698	33 948	7 698
'480419	Paper, Kraftliner, in rolls, o/t unbleached, uncoated	0	7 609	1 645 215	7 609

'200190	Veg,fruit,nut&edible prts of plants nes,prep/presvd by vin/acetic acid	0	7 599	216 126	7 599
'151529	Maize (corn) oil and its fractions,refined but not chemically modified	0	15 788	7 162	7 162
'220190	Ice&snow&potable waters nes not cntg sugar or sweeteners nor flavoured	0	7 107	25 292	7 107
'200799	Jams,fruit jellies,fruit/nut purée&paste,ckd prep,sugard,sweetend/not	0	7 051	140 450	7 051
'010290	Bovine, live except pure-bred breeding	0	7 002	46 467	7 002
'070310	Onions and shallots, fresh or chilled	0	6 915	234 573	6 915
'060390	Cut flowers&flower buds for bouquets or ornamental purposes,ex fresh	0	6 865	45 718	6 865
'220300	Beer made from malt	0	6 785	522 859	6 785
'210410	Soups and broths and preparations thereof	0	6 774	530 786	6 774
'010410	Sheep, live	0	21 478	9 360	9 360
'481099	Paper, in rolls or sheets, clay coated, nes	0	6 414	116 089	6 414
'020210	Bovine carcasses and half carcasses, frozen	0	18 546	15 305	15 305
'190219	Uncooked pasta, not stuffed or otherwise prepared, nes	0	6 298	51 475	6 298
'150710	Soya-bean oil crude, whether or not degummed	0	6 145	137 430	6 145
'482390	Paper and paper articles, nes	0	6 095	84 169	6 095
'220820	Spirits obtained by distilling grape wine or grape marc	0	6 031	327 815	6 031
'040221	Milk and cream powder unsweetened exceeding 1.5% fat	0	6 011	102 110	6 011
'030379	Fish nes, frozen, excluding heading No 03.04, livers and roes	0	6 008	149 755	6 008
'190410	Prep foods obtaind by the swellg o roastg of cereal o cereal products	0	5 919	248 836	5 919
'480411	Paper, Kraftliner, in rolls, unbleached, uncoated	0	5 914	174 639	5 914
'020329	Swine cuts, frozen nes	0	5 759	67 383	5 759
'081050	Kiwifruit, fresh	0	11 876	6 065	6 065
'080430	Pineapples, fresh or dried	0	5 519	36 492	5 519
'190540	Rusks, toasted bread and similar toasted products	0	5 388	21 989	5 388
'210111	Coffee extracts, essences, concentrates	0	5 160	19 930	5 160
'200830	Citrus fruits nes,o/w prep or presvd,sugared,sweetened,spirited or not	0	5 152	27 285	5 152
'200980	Fruit&veg juice nes (exc mx) unferment unspiritd,whether/not sug/sweet	0	5 104	134 846	5 104
'110429	Cereals, hulled, pearled, sliced or kibbled nes	0	9 693	6 316	6 316
'010420	Goats, live	0	9 339	11 802	9 339
'200599	Vegetables and mixtures of vegetables, prepared or preserved otherwise	0	4 803	68 209	4 803

'150910	Olive oil, virgin	0	4 760	18 418	4 760
'481490	Wallpaper and similar wall coverings, nes	0	6 464	17 583	6 464
'190220	Stuffed pasta, whether or not cooked or otherwise prepared	0	4 606	13 238	4 606
'070110	Potatoes seed, fresh or chilled	0	4 496	50 516	4 496
'110412	Oats, rolled or flaked grains	0	4 352	22 641	4 352
'482370	Moulded or pressed articles of paper pulp, nes	0	4 247	13 928	4 247
'350510	Dextrins and other modified starches	0	4 245	45 309	4 245
'190211	Uncooked pasta not stuffed or otherwise prepared, containing eggs	0	4 716	4 948	4 716
'170230	Glucose&glucose syrup nt cntg fruct/cntg in dry state <20% by wt fruct	0	4 188	101 189	4 188
'071333	Kidney beans&white pea beans drid shelld,whether o not skinnd o split	0	4 021	40 533	4 021
'441840	Shuttering for concrete constructional work, of wood	0	4 485	6 941	4 485
'200912	Orange juice, unfermented, Brix value <= 20 at 20°C, whether or not co	0	3 912	60 864	3 912
'200811	Ground-nuts nes o/w prep or presvd,sugared,sweetened,spirited or not	0	3 866	86 116	3 866
'070960	Peppers of the genus Capsicum or of the genus Pimenta,fresh or chilled	0	3 865	14 326	3 865
'120991	Seeds, vegetable, nes for sowing	0	3 863	196 778	3 863
'170390	Molasses nes	0	3 799	9 980	3 799
'200819	Nuts&seeds nes incl mx,o/w prep o presvd,sugard,sweetend,spiritd o not	0	3 725	23 381	3 725
'200570	Olives preparad o preservd,oth than by vinegar o acetic acid,not frozen	0	3 685	4 634	3 685
'200971	Apple juice, unfermented, Brix value <= 20 at 20°C, whether or not con	0	3 610	141 161	3 610
'220430	Grape must nes, unfermented, other than that of heading No 20.09	0	8 278	3 454	3 454
'481890	Household or hospital supplies, of paper, nes	0	3 432	110 346	3 432
'110290	Cereal flour nes	0	3 374	36 083	3 374
'110812	Maize (corn) starch	0	3 360	125 423	3 360
'030374	Mackerel, frozen, excluding heading No 03.04, livers and roes	0	3 352	17 278	3 352
'481190	Paper,in rolls o sheets,ctd,impreg,cov,surf-col,surf-dec o printd,nes	0	3 347	14 740	3 347
'100610	Rice in the husk (paddy or rough)	0	3 337	72 574	3 337
'150990	Olive oil and its fractions refined but not chemically modified	0	3 294	10 493	3 294
'151110	Palm oil, crude	0	271 220	3 246	3 246
'482010	Registers,account books,note books,diaries & similar articles of paper	0	3 203	94 682	3 203
'200110	Cucumbers and gherkins,prepared or preserved by vinegar or acetic acid	0	8 891	3 138	3 138

'110311	Wheat groats and meal	0	3 461	4 410	3 461
'071340	Lentils dried, shelled, whether or not skinned or split	0	10 071	2 935	2 935
'020900	Pig fat lean meat free&poultry fat unrenderd,frsh,chilld,frozn or curd	0	2 931	3 471	2 931
'210120	Tea or maté extracts,essences & concentrates & preparations thereof	0	2 925	12 821	2 925
'040490	Products consisting of natural milk constituents sweetened or not nes	0	2 905	24 841	2 905
'441510	Cases, boxes, crates, drums & similar packings; cable-drums, wooden	0	2 875	21 402	2 875
'440410	Poles, piles etc, coniferous, pointed but not sawn	0	2 828	42 604	2 828
'020713	Fowls (gallus domesticus), cuts & offal, fresh/chilled	0	2 802	99 886	2 802
'441300	Densified wood, in blocks, plates, strips or profile shapes	0	3 094	3 725	3 094
'480431	Paper,kraft,rolls or sheets,<=150g/m2, unbleached, uncoated, nes	0	3 875	6 008	3 875
'490300	Children's picture, drawing or colouring books	0	4 527	3 344	3 344
'110313	Maize (corn) groats and meal	0	2 734	747 760	2 734
'190120	Mixes & doughs for the prep of bakers' wares of heading No 19.05, nes	0	2 726	100 657	2 726
'200580	Sweet corn preparad o preservd,o/t by vinegar o acetic acid not frozen	0	2 871	4 256	2 871
'030269	Fish nes, fresh or chilled excl heading No 03.04, livers and roes	0	2 659	84 219	2 659
'481420	Wallpaper,coatd/coverd on the face side w a decoratd layer of plastics	0	27 669	2 614	2 614
'481320	Paper, cigarette, in rolls of a width not exceeding 5 cm	0	3 934	2 750	2 750
'110720	Malt, roasted	0	2 593	10 285	2 593
'180500	Cocoa powder, not containing added sugar or other sweetening matter	0	2 589	19 260	2 589
'200490	Veg nes&mx of veg prep or presvd,o/t by vinegar or acetic acid,frozen	0	2 588	37 009	2 588
'040620	Cheese, grated or powdered, of all kinds	0	2 436	8 642	2 436
'151620	Veg fats &oils&fractions hydrogenatd,inter/re-esterifid,etc,ref'd/not	0	2 426	68 636	2 426
'091099	Spices nes	0	2 327	343 331	2 327
'200710	Homo prep (jams,fruit jellies etc) ckd prep whether/nt sugard/sweetend	0	2 325	21 014	2 325
'200911	Orange juice,unfermentd&not spiritd,whether not sugard sweet,frozen	0	2 293	83 424	2 293
'482320	Paper, filter, cut to size or shape	0	2 214	27 040	2 214
'481029	Paper, fine, woodcontaining, in rolls or sheets, clay coated, nes	0	2 186	16 496	2 186
'482340	Rolls,sheets and dials,of paper,printed,for self-recording apparatus	0	2 155	6 892	2 155
'120999	Seeds, fruit and spores for sowing, nes	0	2 152	117 917	2 152
'160290	Meat, meat offal or blood, prepared or preserved, nes	0	2 104	62 529	2 104

'440320	Logs, poles, coniferous nes	0	2 086	49 735	2 086
'071010	Potatoes, frozen	0	1 983	91 133	1 983
'080231	Walnuts in shell, fresh or dried	0	5 304	3 197	3 197
'120210	Ground-nuts in shell not roasted or otherwise cooked	0	1 977	17 341	1 977
'210420	Homogenised composite food preparations put up for retail sale	0	1 970	21 280	1 970
'040291	Milk and cream unsweetened, nes	0	1 960	152 860	1 960
'110813	Potato starch	0	1 949	4 200	1 949
'160419	Fish nes, prepared or preserved, whole or in pieces, but not minced	0	1 947	173 392	1 947
'071320	Chickpeas, dried, shelled, whether or not skinned or split	0	3 568	1 945	1 945
'480890	Paper,creped,crinkled,embossed or perforated,in rolls or sheets,nes	0	1 934	16 042	1 934
'100890	Cereals unmilled nes	0	1 921	20 348	1 921
'441600	Casks, barrels etc (cooper's prods) & parts of wood, incl staves	0	1 959	4 006	1 959
'190510	Crispbread	0	1 889	43 558	1 889
'481390	Paper, cigarette, nes	0	1 842	38 621	1 842
'090220	Green tea (not fermented) in packages exceeding 3 kg	0	1 814	10 311	1 814
'110819	Starches nes	0	1 804	8 274	1 804
'482020	Exercise books of paper	0	1 774	118 989	1 774
'090121	Coffee, roasted, not decaffeinated	0	1 772	49 483	1 772
'110423	Maize (corn), hulled, pearled, sliced or kibbled	0	1 759	39 462	1 759
'081340	Fruits, dried nes	0	1 756	112 032	1 756
'040410	Whey whether or not concentrated or sweetened	0	1 735	21 311	1 735
'440690	Ties, railway/tramway, wood nes	0	16 571	1 731	1 731
'481950	Containers, packing, nes (including record sleeves) of paper	0	1 713	31 090	1 713
'190420	Prepared foods of unroasted cereal flakes, mixtures	0	1 709	203 971	1 709
'482090	Office supplies nes, of paper	0	1 695	91 173	1 695
'482040	Manifold business forms and interleaved carbon sets, of paper	0	1 684	8 870	1 684
'490191	Dictionaries and encyclopaedias, and serial instalments thereof	0	1 656	8 386	1 656
'481690	Paper, copying/transfer, nes	0	1 636	25 591	1 636
'200919	Orange juice&nes,unfermentd not spiritd,whether or not sugard or sweet	0	1 613	268 812	1 613
'210610	Protein concentrates and textured protein substances	0	1 562	154 037	1 562

'481200	Filter blocks, slabs and plates, of paper pulp	0	1 536	3 154	1 536
'480421	Paper, sack kraft, in rolls, unbleached, uncoated	0	1 488	53 236	1 488
'442090	Wood marquetry and inlaid wood; caskets and cases for jewellery etc	0	1 477	39 152	1 477
'481710	Envelopes of paper	0	1 475	31 203	1 475
'480810	Paper, corrugated, in rolls or sheets	0	1 470	14 047	1 470
'440890	Veneer, non-coniferous nes, less than 6 mm thick	0	1 463	37 215	1 463
'120220	Ground-nuts shelld,whether or not broken,not roastd or otherwise cookd	0	1 454	73 930	1 454
'151710	Margarine, excluding liquid margarine	0	1 433	338 441	1 433
'190430	Bulgur wheat in the form of worked grains, obtained by cooking hard wh	0	4 391	1 428	1 428
'040900	Honey, natural	0	1 418	6 916	1 418
'240120	Tobacco, unmanufactured, partly or wholly stemmed or stripped	0	1 411	89 558	1 411
'060210	Cuttings and slips, unrooted	0	1 408	20 180	1 408
'240399	Tobacco extracts and essences	0	1 395	63 509	1 395
'080410	Dates, fresh or dried	0	1 393	45 884	1 393
'220410	Grape wines, sparkling	0	1 373	308 415	1 373
'070990	Vegetables, fresh or chilled nes	0	1 343	35 208	1 343
'020110	Bovine carcasses and half carcasses, fresh or chilled	0	1 341	80 530	1 341
'081090	Fruits, fresh nes	0	1 312	230 827	1 312
'040110	Milk not concentrated and unsweetened not exceeding 1% fat	0	1 307	318 565	1 307
'200899	Fruits&oth edible pts of plants nes,prep/presvd,sug,sweet/spir/not	0	1 300	157 568	1 300
'482210	Bobbins,spools & similar supports of paper,used for windg textile yarn	0	2 052	1 385	1 385
'450410	Blocks/plates/sheets/strip/tile,solid cylinders,incl discs,agglom cork	0	2 707	1 586	1 586
'350400	Peptones & derivs;protein substances and derivs, nes; hide powder	0	1 280	4 242	1 280
'120921	Seeds, lucerne (alfalfa), for sowing	0	2 711	1 686	1 686
'220900	Vinegar and substitutes for vinegar obtained from acetic acid	0	1 271	37 926	1 271
'080910	Apricots, fresh	0	1 270	68 958	1 270
'110419	Cereals, rolled or flaked grains nes	0	1 267	13 865	1 267
'120929	Seeds of forage plants, except beet seeds, for sowing nes	0	1 260	32 182	1 260
'382313	Tall oil fatty acids	0	2 205	2 307	2 205
'160412	Herrings, prepared or preserved, whole or in pieces but not minced	0	1 233	14 767	1 233



'100810	Buckwheat	0	9 364	1 308	1 308
'200290	Tomatoes nes,prepared or preserved oth than by vinegar or acetic acid	0	1 209	8 975	1 209
'040229	Milk and cream powder sweetened exceeding 1.5% fat	0	1 202	128 399	1 202
'200941	Pineapple juice, unfermented, Brix value <= 20 at 20°C, whether or not	0	1 198	21 072	1 198
'160414	Tunas,skipjack&Atl bonito,prepard/preservd,whole/in pieces,ex mincd	0	1 189	19 378	1 189
'040130	Milk and cream not concentrated and unsweetened exceeding 6% fat	0	1 184	18 786	1 184
'480920	Paper,self-copy,in rolls of a w >36cm,sheets at least one side >36 cm	0	1 177	12 496	1 177
'121190	Plants &pts of plants(incl sed&fruit) usd in pharm,perf,insect etc nes	0	1 171	50 907	1 171
'020220	Bovine cuts bone in, frozen	0	1 164	74 209	1 164
'160420	Fish prepared or preserved, except whole or in pieces	0	1 141	130 015	1 141
'020120	Bovine cuts bone in, fresh or chilled	0	1 137	102 834	1 137
'230230	Wheat bran, sharps and other residues, pelleted or not	0	1 121	11 561	1 121
'070390	Leeks and other alliaceous vegetables, fresh or chilled	0	1 116	6 164	1 116
'080212	Almonds,fresh or dried,shelled or peeled	0	1 286	2 379	1 286
'140490	Vegetable products nes	0	3 475	1 089	1 089
'121490	Swedes,mangold,fodder root,hay,clover,sainfoin,forag kale,etc	0	1 078	33 523	1 078
'210230	Baking powders, prepared	0	1 071	74 182	1 071
'170219	Lactose and lactose syrup, <99% lactose on dry matter	0	1 053	23 726	1 053
'100300	Barley	0	18 793	1 044	1 044
'220870	Liqueurs and cordials	0	1 028	678 445	1 028
'020130	Bovine cuts boneless, fresh or chilled	0	1 009	143 304	1 009
'480530	Paper, wrapping, sulphite, rolls/sheets, uncoated	0	1 000	14 474	1 000
'090412	Pepper of the genus Piper, except cubeb pepper, crushed or ground	0	995	17 513	995
'441400	Wooden frames for paintings, photographs mirrors or similar objects	0	990	14 223	990
'200969	Grape juice, incl. grape must, unfermented, Brix value > 30 at 20°C, w	0	989	173 835	989
'030339	Flatfish nes, frozen, excluding heading No 03.04, livers and roes	0	1 208	1 717	1 208
'120720	Cotton seeds, whether or not broken	0	983	1 675	983
'200950	Tomato juice unfermented&not spirited,whether or not sugared or sweet	0	1 255	1 180	1 180
'160249	Swine meat&meat offal nes/exc livers/ incl mixtures,prepard o preservd	0	975	19 553	975
'081310	Apricots, dried	0	972	48 705	972

'120910	Sugar beet seed, for sowing	0	2 124	1 703	1 703
'200210	Tomatoes,whole/in pieces prepard/preservd o/t by vinegar/acetic acid	0	941	13 788	941
'240210	Cigars, cheroots and cigarillos, containing tobacco	0	937	8 669	937
'200850	Apricots nes,o/w prep o presvd whether o not sugard,sweetend o spiritd	0	922	209 174	922
'081010	Strawberries, fresh	0	922	7 717	922
'200979	Apple juice, unfermented, Brix value > 20 at 20°C, whether or not cont	0	882	183 002	882
'110320	Pellets	0	850	13 961	850
'091091	Mixtures of two/more of the prods of different headgs to this chapter	0	830	93 725	830
'071339	Beans dried, shelled, whether or not skinned or split, nes	0	820	27 229	820
'040640	Cheese, blue-veined	0	1 998	1 954	1 954
'210330	Mustard flour and meal and prepared mustard	0	807	29 412	807
'160231	Turkey meat and meat offal prepared or preserved, excluding livers	0	858	1 339	858
'051110	Semen bovine	0	797	5 505	797
'060499	Foliage,branch,etc w/o flowers/buds&grass for bouquet/orn purp exc fr	0	793	22 382	793
'200600	Fruit,nut,fruit-peel&pts of plant presvd by sugar (draind,glacé/cryst)	0	784	22 826	784
'130213	Hop extract	0	898	1 265	898
'120740	Sesamum seeds, whether or not broken	0	762	1 727	762
'110210	Rye flour	0	757	988	757
'200310	Mushrooms prepared or preserved other than by vinegar or acetic acid	0	746	6 546	746
'200860	Cherries nes,o/w prep o presvd whether o not sugard,sweetend o spiritd	0	746	1 819	746
'480451	Paper,kraft,rolls or sheets,>/=225g/m2, unbleached, uncoated, nes	0	1 217	756	756
'071290	Vegetables and mixtures dried, but not further prepared nes	0	735	16 929	735
'200390	Mushrooms, prepared or preserved otherwise than by vinegar or acetic a	0	731	2 420	731
'290545	Glycerol	0	728	16 246	728
'481110	Paper, tarred, bituminised or asphalted, in rolls or sheets, nes	0	722	12 640	722
'090210	Green tea (not fermented) in packages not exceeding 3 kg	0	710	11 022	710
'190490	Cereals,exc maize (corn),in grain form,pre-cookd or otherwise prepard	0	691	196 810	691
'482030	Binders, folders and file covers, of paper	0	680	29 071	680
'481850	Articles of apparel and clothing accessories, of paper, nes	0	664	18 907	664
'480240	Paper, wallpaper base, in rolls or sheets, uncoated	0	663	12 525	663

'020890	Meat and edible meat offal, nes fresh, chilled or frozen	0	661	144 334	661
'190520	Gingerbread and the like	0	635	4 423	635
'010110	Pure-bred breeding horses and asses	0	616	15 324	616
'200551	Beans,sheld prepard/preservd,o/t by vinegar/acetic acid,not frozen	0	613	30 544	613
'060240	Roses, grafted or not	0	1 036	871	871
'200820	Pineapples nes,o/w prep or presvd,sugared,sweetened,spirited or not	0	598	4 601	598
'481620	Paper, self-copy, nes	0	595	10 804	595
'482290	Bobbins, spools and similar supports of paper, nes	0	591	1 373	591
'382370	Industrial fatty alcohols	0	590	898 250	590
'350520	Glues based on starches, on dextrans or other modified starches, nes	0	588	20 149	588
'151319	Coconut (copra) oil&its fractions refined but not chemically modified	0	586	2 269	586
'010690	Live animals (excl. mammals, reptiles, birds, fish, crustaceans, mollu	0	584	48 937	584
'481960	Box files,letter trays & similar articles of paper,used in offices etc	0	582	32 032	582
'151590	Veg fats&oils nes&their fractions,refind or not but not chemically mod	0	576	52 327	576
'200892	Fruit mixtures nes,o/w prep o presvd,whether o not sugard,sweet o spir	0	560	112 913	560
'330190	Conc&aqueous distls of essentl oils;terpenic by-prods of essentl oils	0	555	62 578	555
'040520	Dairy spreads	0	550	25 365	550
'442110	Clothes hangers of wood	0	536	5 097	536
'030549	Fish nes, smoked including fillets	0	535	38 291	535
'151800	Animal/veg fats&oils&fract boild oxid,etc,& ind mix/prep nes ex 15.16	0	530	44 108	530
'180400	Cocoa butter, fat and oil	0	2 296	2 762	2 296
'160220	Livers of any animal prepared or preserved	0	525	16 908	525
'071332	Beans,small red (Adzuki) dried,shelled,whether or not skinned or split	0	518	9 454	518
'170290	Sugar nes, including invert sugar	0	513	41 587	513
'020421	Sheep carcasses and half carcasses, fresh or chilled	0	540	1 355	540
'200559	Beans nes prepard or preservd,o/t by vinegar or acetic acid,not frozen	0	505	74 042	505
'080132	Cashew nuts, without shell, fresh or dried	0	502	4 487	502
'070320	Garlic, fresh or chilled	0	498	12 341	498
'080920	Cherries, fresh	0	496	1 411	496
'121300	Cereal straw&husks,unprepd,whether or not choppd,ground,presvd,pelletd	0	495	5 435	495

'382311	Stearic acid	0	479	28 511	479
'481310	Paper, cigarette, in the form of booklets or tubes	0	1 095	1 614	1 095
'160210	Homogenized preparations of meat and meat offal	0	464	11 698	464
'080211	Almonds in shell fresh or dried	0	915	1 012	915
'071090	Mixtures of vegetables, frozen	0	460	62 276	460
'230690	Veg oil-cake&oth solid residues nes,whether or not ground or pelleted	0	807	3 845	807
'200791	Citrus fruit (marmalades,purée,etc) ckd prep wther/nt sugard/sweetend	0	441	34 369	441
'060120	Bulbs,tubers,corms etc in growth or in flower & chicory plants & roots	0	434	3 397	434
'130220	Pectic substances, pectinates & pectates	0	430	5 979	430
'071080	Vegetables, frozen nes	0	430	36 684	430
'481730	Paper stationery, nes	0	429	11 012	429
'481032	Paper,kraft,in rolls/sheets,bl,>95% chemical pulp,>150 g/m2,clay coatd	0	428	5 765	428
'080232	Walnuts, fresh or dried, shelled or peeled	0	9 259	709	709
'081350	Mixtures of edible nuts or dried fruits of this chapter	0	413	28 572	413
'071331	Urd,mung,black/green gram beans drid shelld,whether/not skinnd/split	0	410	8 686	410
'070930	Aubergines(egg-plants), fresh or chilled	0	417	934	417
'020422	Sheep cuts, bone in, fresh or chilled	0	407	5 551	407
'081120	Raspberries,mulberries,etc uncook,steam/boil in water sweetend/nt,froz	0	402	1 401	402
'030313	Frozen Atlantic salmon and Danube salmon	0	2 324	400	400
'060110	Bulbs, tubers, tuberous roots, corms, crowns and rhizomes, dormant	0	398	50 136	398
'120925	Seeds, rye grass, for sowing	0	395	2 496	395
'210220	Yeasts, inactive and other dead singlecell micro-organisms	0	392	7 412	392
'480610	Paper, vegetable parchment, in rolls or sheets	0	407	903	407
'070820	Beans, shelled or unshelled, fresh or chilled	0	384	42 035	384
'170240	Glucose inc syrup cntg in dry state min 20% but <50% by wt of fructose	0	375	22 536	375
'481039	Paper, kraft, in rolls or sheets, clay coated, nes	0	375	26 039	375
'081320	Prunes, dried	0	372	3 876	372
'021020	Bovine meat cured	0	365	8 613	365
'100640	Rice, broken	0	362	186 273	362
'151000	Oils&thr fract nes obt from olives,ref'd/not,not chem mod,incl blends	0	362	1 428	362

'091030	Turmeric (curcuma)	0	359	2 526	359
'151419	Low erucic acid rape or colza oil "fixed oil which has an erucic acid	0	353	1 845	353
'490210	Newspapers,journals & periodicals,appearing at least four times a week	0	353	7 053	353
'441900	Tableware and kitchenware, of wood	0	352	11 454	352
'220840	Rum and tafia	0	347	49 308	347
'071390	Leguminous vegetables dried,shelled,whether or not skinnd or split,nes	0	343	4 435	343
'200921	Grapefruit juice, unfermented, Brix value <= 20 at 20°C, whether or no	0	340	13 991	340
'480459	Paper, kraft, rolls or sheets,>/=225g/m2, uncoated, nes	0	336	16 487	336
'090500	Vanilla beans	0	334	2 355	334
'460290	Basketwork,wickerwork&other article made up from oth plaited materials	0	308	3 348	308
'090122	Coffee, roasted, decaffeinated	0	305	35 199	305
'382312	Oleic acid	0	2 638	524	524
'071120	Olives,provisionally preservd but nt suitable f immediate consumption	0	301	2 615	301
'480990	Paper,copying/transfer,rolls of a width >36cm,sheets one side >36cm,nes	0	299	11 120	299
'030219	Salmonidae nes,fresh or chilled,excl heading No 03.04,livers and roes	0	296	11 207	296
'200949	Pineapple juice, unfermented, Brix value > 20 at 20°C, whether or not	0	295	113 435	295
'382319	Industrial fatty acids, acid oils nes	0	295	10 449	295
'230240	Cereal bran, sharps and other residues nes, pelleted or not	0	292	3 390	292
'480540	Paper, filter, in rolls or sheets, uncoated	0	291	6 502	291
'120924	Seeds, Kentucky blue grass, for sowing	0	1 157	823	823
'180610	Cocoa powder, containing added sugar or other sweetening matter	0	282	37 355	282
'151190	Palm oil and its fractions refined but not chemically modified	0	281	51 353	281
'110630	Flour,meal&powder of edible fruits&nuts&peel of citrus fruit or melons	0	278	2 686	278
'220850	Gin and geneva	0	275	30 845	275
'441700	Tools,tool bodies&handles,brooms or brush bodies&handles of wood etc	0	275	6 499	275
'080420	Figs, fresh or dried	0	268	12 894	268
'030371	Sardines,sardinella,brislq or sprats,frozen ex hd No 03.04,livers&roes	0	268	42 347	268
'190240	Couscous	0	267	5 935	267
'081190	Fruits&edible nuts uncook,steam/boil (water) sweetend/not,frozen,nes	0	264	61 410	264
'020629	Bovine edible offal, frozen nes	0	261	16 649	261

'021011	Hams, shoulders and cuts thereof, of swine bone in, cured	0	259	2 794	259
'210130	Chicory&other coffee substitutes roasted&extracts,ess&conc thereof	0	258	50 303	258
'120890	Flours and meals of oil seeds or oleaginous fruits,except mustard,nes	0	253	118 614	253
'071021	Peas, frozen	0	248	4 947	248
'470100	Mechanical wood pulp	0	601	454	454
'220590	Vermouth&oth grape wines flav with plants or arom subst in ctrn > 2 l	0	235	5 771	235
'020442	Sheep cuts, bone in, frozen	0	233	9 483	233
'071022	Beans, frozen	0	233	4 235	233
'160520	Shrimps and prawns,prepared or preserved	0	232	1 147	232
'290544	D-glucitol (sorbitol)	0	227	1 597	227
'040891	Eggs, bird, not in shell, dried	0	226	6 143	226
'030541	Salmon, Pacific, Atlantic and Danube, smoked including fillets	0	224	1 476	224
'440130	Sawdust and wood waste and scrap	0	224	21 636	224
'080119	Coconuts, excluding dessicated	0	224	1 833	224
'121299	Vegetable products nes used primarily for human consumption	0	224	251 662	224
'020311	Swine carcasses and half carcasses, fresh or chilled	0	222	22 010	222
'070410	Cauliflowers and headed broccoli, fresh or chilled	0	220	16 205	220
'170260	Fructose&fructose syrup nes,cntg in dry state >50% by wght of fructose	0	218	1 521	218
'090111	Coffee, not roasted, not decaffeinated	0	217	47 484	217
'382460	Sorbitol (other than D-glucitol)	0	230	1 349	230
'450490	Articles of agglomerated cork nes, with or without binder	0	214	3 347	214
'080111	Coconuts, dessicated	0	209	5 753	209
'100400	Oats	0	206	4 417	206
'090411	Pepper of the genus Piper,ex cubeb pepper,neither crushd nor ground	0	206	79 490	206
'442010	Statuettes and other ornaments of wood	0	204	16 454	204
'050400	Guts, bladders and stomachs of animals except fish whole or in pieces	0	203	74 065	203
'060410	Mosses and lichens suitable for bouquets or for ornamental purposes	0	203	3 581	203
'021099	Meat and edible offal, salted, in brine, dried or smoked, and edible f	0	202	4 638	202
'081020	Raspberries, blackberries, mulberries and loganberries, fresh	0	197	75 985	197
'080940	Plums and sloes, fresh	0	194	658 738	194

'130239	Mucilages&thickeners nes,modifid or not,derivd from vegetable products	0	194	7 789	194
'200510	Homogenizd vegetables prep/presvd,o/t by vinegar/acetic acid,not frozn	0	194	16 548	194
'090112	Coffee, not roasted, decaffeinated	0	194	20 950	194
'480439	Paper, kraft, rolls or sheets,<=150g/m2, uncoated, nes	0	194	15 631	194
'020725	Turkey, whole, frozen	0	192	5 126	192
'021012	Bellies, streaky and cuts thereof, swine cured	0	192	1 754	192
'040811	Egg yolks dried	0	352	338	338
'510129	Degreased wool (other than shorn wool),not carded,combed or carbonised	0	186	5 290	186
'152000	Glycerol crude, waters and lyes	0	183	13 674	183
'470790	Waste&scrap of paper or paperboard,nes (includg unsorted waste&scrap)	0	182	6 147	182
'470311	Chemical wood pulp, soda or sulphate, coniferous, unbleached	0	212	5 962	212
'090420	Fruits of the genus Capsicum or Pimenta, dried, crushed or ground	0	175	5 554	175
'350300	Gelatin and gelatin derivs; isinglass; glues of animal origin, nes	0	175	4 314	175
'200931	Single citrus fruit juice, unfermented, Brix value <= 20 at 20°C, whet	0	174	32 331	174
'120799	Oil seeds and oleaginous fruits, nes, whether or not broken	0	173	3 583	173
'220510	Vermouth&oth grape wines flav w plants o arom subst in ctrn <= 2 l	0	172	30 742	172
'080290	Nuts edible, fresh or dried, whether or not shelled or peeled, nes	0	170	376 482	170
'080222	Hazelnuts or filberts, fresh or dried, shelled or peeled	0	3 085	205	205
'071220	Onions dried but not further prepared	0	164	4 885	164
'480620	Paper, greaseproof, in rolls or sheets	0	159	8 232	159
'170220	Maple sugar and maple syrup	0	156	8 786	156
'480820	Paper, sack kraft, creped or crinkled, in rolls or sheets	0	155	520	155
'151311	Coconut (copra) oil crude	0	208	587	208
'071190	Vegetables nes&mixtures provis presvd but nt f immediate consumptn	0	148	11 138	148
'020610	Bovine edible offal, fresh or chilled	0	146	20 804	146
'120923	Seeds, fescue, for sowing	0	395	420	395
'330129	Essential oils, nes	0	143	42 108	143
'110520	Potato flakes	0	140	10 326	140
'020726	Turkey, cuts & offal, fresh or chilled	0	140	6 845	140
'200939	Single citrus fruit juice, unfermented, Brix value > 20 at 20°C, wheth	0	137	189 582	137

'230330	Brewing or distilling dregs and waste	0	231	438	231
'080250	Pistachios, fresh or dried, whether or not shelled or peeled	0	132	1 302	132
'030199	Fish live, nes	0	128	827	128
'021019	Swine meat cured, nes	0	127	7 752	127
'030380	Livers and roes, frozen	0	123	1 898	123
'071040	Sweet corn, frozen	0	122	8 300	122
'200880	Strawberries nes,o/w prep/presvd, whether/not sugared, sweet/spirited	0	122	2 527	122
'130232	Mucilages & thickeners derived from locust beans & seeds or guar seeds	0	118	2 547	118
'480630	Paper, tracing, in rolls or sheets	0	241	236	236
'441850	Shingles and shakes, of wood	0	115	3 803	115
'440420	Poles, piles etc, non-coniferous, pointed but not sawn	0	114	40 358	114
'520100	Cotton, not carded or combed	0	112	115 583	112
'080711	Watermelons, fresh	0	110	16 456	110
'071030	Spinach, N-Z spinach and orache spinach (garden spinach), frozen	0	110	1 007	110
'030343	Skipjack or stripe-bellid bonito,frozen ex headg No 03.04,livers&roes	0	382	163	163
'100200	Rye	0	872	822	822
'030322	Salmon Atlantic,frozen,excluding heading No 03.04, livers and roes	0	138	236	138
'070511	Cabbage lettuce (head lettuce) fresh or chilled	0	100	12 202	100

#### Annex 4: Acronyms used in the document

AFF – Agriculture, Forestry and Fisheries

Aug – August

Av – Average

Av/y – Average per year

BLNS – Botswana, Lesotho, Namibia and Swaziland

°C – Degrees Celsius

CIS – Common Wealth of Independent States

CISFTA – Common Wealth of Independent States Free Trade Agreement

DAFF – Department of Agriculture, Forestry and Fisheries

EIU – Economist Intelligence Unit

FDI – Foreign Direct Investment

HS – Harmonized System



GAUM – A regional organization consisting out of Georgia, Azerbaijan, Ukraine and Moldova  
GDP – Gross Domestic Product  
GMT – Greenwich Mean Time  
ITP – Indicative Trade Potential  
Jan – January  
Mil – Million  
Nes – Not Elsewhere Specified  
Nesoi – Not Elsewhere Specified or Indicated  
SA – South Africa  
TPI – Trade Potential Index  
TRACECA – Transport Corridor Europe-Caucasus-Asia  
WTO – World Trade Organisation