

## Cross-Country Report for:

Medicaments; (not goods of heading no. 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic use, put up in measured doses (incl. those in the form of transdermal admin. systems) or packed for retail sale

Report generated: 28.04.2025

This Report provides a comprehensive analysis of the imports of the good: **Medicaments; (not goods of heading no. 3002, 3005 or 3006) consisting of mixed or unmixed products for therapeutic or prophylactic use, put up in measured doses (incl. those in the form of transdermal admin. systems) or packed for retail sale**

HS Code:     **3004**

The analysis covers the imports of this good to the countries listed on the page 3. The report provides both country-specific and aggregated analysis.

The research is based on data sourced from the GTAIC market intelligence portal ([www.gtaic.ai](http://www.gtaic.ai)). The GTAIC service conducts its analyses utilizing datasets obtained under a licensing agreement with UN COMTRADE, the official export-import database at the country level, which encompasses over 200 countries.

Additional reputable data sources leveraged by the GTAIC service include:

- 1) the World Trade Organization (WTO)
- 2) the World Bank
- 3) the Organisation for Economic Co-operation and Development (OECD)
- 4) the United Nations Conference on Trade and Development (UNCTAD).

The GTAIC service exclusively employs the most recently published monthly trade flow data. The latest available data for the countries chosen for the analysis is indicated in the table on the page 3.

The primary objective of this market research is to identify opportunities and risks related to export/import activities, as well as trading and logistics for exporters, importers, producers, and logistics companies. The report aims to:

- 1) Identify the most promising markets\* for the good analyzed;
- 2) Highlight the most risky and declining markets;
- 3) Define market trends and provide short-term forecasts, including monthly price fluctuations and market size evolution in both monetary and tonnage terms;
- 4) Analyze the competitive landscape among suppliers, identifying both successful and underperforming countries within specific markets and globally;
- 5) Determine the fastest-growing and most promising trade routes from supplier countries to consumer countries;
- 6) Assess the potential supply size for new entrants in the most promising markets;
- 7) Present detailed supporting statistics for each market.

\*- in this context, "the market" refers to the imports of goods by the specific country. It means that goods produced and consumed domestically are not considered part of the market.

The report encompasses the countries chosen by the user. A table detailing these countries is provided on page 3. The competitive analysis covers all the countries exporting (supplying) the selected good to the selected importing countries.

GTAIC service allows its users to build any list of available importing countries importing any available goods to produce this type of research report. Number of the importing countries covered by GTAIC service is 110+, number of the goods is > 5000.

# Countries Analyzed and Reported Periods

The table below presents a summary of the countries analyzed in this Report. The "Last Reported Month" refers to the most recent month for which trade statistics have been reported by each respective country. Whenever the term "Last Available Period" is used throughout the Report, it denotes the period beginning in January and concluding with the month specified as the "Last Reported Month" for each country, as shown in the accompanying graph. Similarly, when the terms "LTM" or "Last Twelve Months" are used, they refer to the 12-month period preceding the month designated as the "Last Reported Month" for each country.

Countries Analyzed

No.	Country	Last Reported Months
1	Armenia	Dec 2024
2	Azerbaijan	Dec 2024
3	Bosnia Herzegovina	Dec 2024
4	Bulgaria	Sep 2024
5	Croatia	Nov 2024
6	Czechia	Dec 2024
7	Estonia	Dec 2024
8	Georgia	Dec 2024
9	Hungary	Dec 2024
10	Latvia	Dec 2024
11	Lithuania	Jan 2025
12	Montenegro	Jan 2025
13	North Macedonia	Dec 2024
14	Poland	Jan 2025
15	Rep. of Moldova	Dec 2024
16	Romania	Jul 2024
17	Serbia	Nov 2024
18	Slovakia	Dec 2024
19	Slovenia	Oct 2024
20	Ukraine	Jan 2025

Countries Analyzed Map



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0. Key Conclusions & Findings	5
Summary	6
1. Global Market	7
2. Trends In Last Available Period	10
3. Last Twelve Months Trends	12
Last Twelve Months Trends	13
4. Competition And Suppliers	26
Largest Supplying Countries to the Countries Analyzed	28
Most Growing and Most Declining Markets	36
Competition Winners and Losers Among Supplying Countries	47
Most Promising Markets For Exporting	55
5. Appendix	58
6. Contacts & Feedback	63

# 0

## KEY CONCLUSIONS & FINDINGS

# Summary: Key Findings

## Demand trends

Analysis of the most recent data reported by the countries in Central, Eastern and South Europe reveals that the absolute majority of the European pharmaceutical markets are on the rise, with the growth of imports observed in all the countries except for Croatia and Azerbaijan.

Ukraine has reported 33.07% growth of pharmaceutical products for retail sale in February 2024 - January 2025 compared to the imports in the same period a year earlier. As a result, Ukraine’s imports of packaged medicaments for retail sale reached over \$ 2.33 billion in the period from February 2024 to January 2025.

More than 10% growth of imports in the recent periods was also reported by the following countries:

- Romania: 22.08% in August 2023 - July 2024 compared to the imports in the same period a year earlier, with total imports about \$ 4.84 bn;
- Poland: 18.5% in February 2024 - January 2025 with total imports of about \$ 8.22 bn;
- Slovakia: 15.62% in January 2024 - December 2024 with total imports of over \$ 2.38 bn;
- Slovenia: 14.85% in November 2023 - October 2024 with total imports of about \$ 8.57 bn;
- Georgia: 14.66% in January 2024 - December 2024 with total imports of about \$ 622.7 mn;
- Bosnia Herzegovina: 12.96% in January 2024 - December 2024 with total imports of about \$ 405.3 mn;
- Montenegro: 11.85% in February 2024 - January 2025 with total imports of about \$ 159.7 mn;
- Estonia: 11.77% in January 2024 - December 2024 with total imports of about \$ 709.4 mn;
- Serbia: 10.97% in December 2023 - November 2024 with total imports of about \$ 1.36 bn.

Taking into account the long-term and short-term dynamics of the pharmaceutical markets in the countries of the region, the following markets have been identified as possibly having the highest export potential in the coming periods: Slovenia, Romania, Poland, and Slovakia. The countries with the lowest ranked export potential include: Republic of Moldova, Armenia, Bosnia Herzegovina, and Azerbaijan.

## Key suppliers of pharmaceutical products in the region

Companies from two countries - Germany and Switzerland - accounted for about 25% of the total pharmaceuticals imports to 20 markets considered. Other countries with significant share in pharmaceuticals markets considered include: France with about 7.28%, Italy with 4.86%, Hungary with 4.29%, Slovenia with 4.26%, Ireland with 4.17%, the Netherlands with 3.53%, Denmark with 3.3%, and Belgium with 3.07%. Other supplying countries accounted for about 30% of total pharmaceuticals import to 20 markets considered.

Both largest suppliers - companies from Switzerland and Germany - increased their exports to the markets of Central, Eastern and South Europe in the last twelve months period compared to the volumes supplied in the same periods a year before. Switzerland exported \$1.23 billion more, while Germany - \$ 604 million more. Other countries that benefited from the demand growth in the region, included France, Italy, Spain, the US, Belgium, Slovenia, Sweden, Canada, Poland and others.

It should be noted that pharmaceutical companies located in the countries of the analyzed region are mostly among market share losers (Hungary, Estonia, Bulgaria) while the growth of demand was mainly captured by the companies from the most developed European countries, including Switzerland, Germany, France, Italy, Spain and the USA.

Pharmaceutical companies from Germany, Italy, France, and Switzerland can be identified as the most competitive in the markets analyzed.

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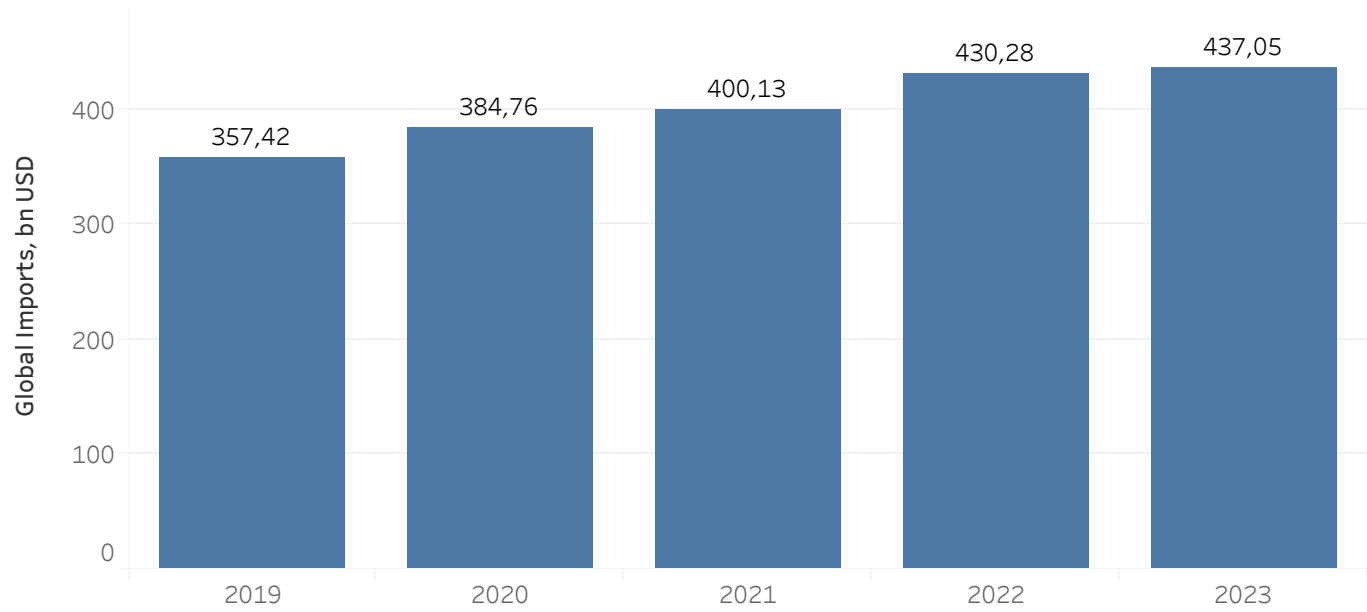
## GLOBAL MARKET

# Global Imports (US \$) and Shares of the Countries Analyzed (%)

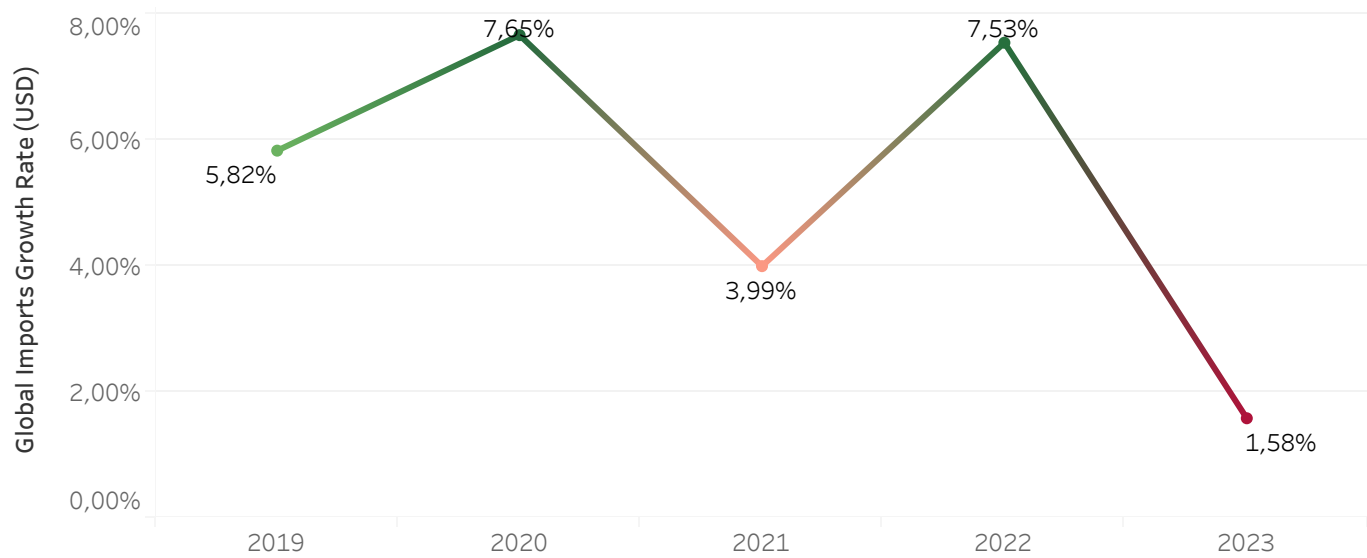
The figures in this section illustrate the value of global imports of the analyzed good, expressed in US \$, along with the change (Y-o-Y growth rates) in this parameter over the last five full calendar years available. The table provides data on imports reported by each of the countries analyzed for the last full calendar year reported, including each country’s share of total imports and the average growth rate (CAGR) over the period under review.

Country Analyzed	Year	Country’s Share in Global Product Imports, %	5Y CAGR of Country’s Product Imports in US \$, %
Slovenia	2023	1,73%	17,81%
Poland	2023	1,57%	11,44%
Czechia	2023	1,23%	5,90%
Romania	2023	0,98%	8,82%
Slovakia	2023	0,47%	6,82%
Ukraine	2023	0,39%	5,09%
Bulgaria	2023	0,38%	7,74%
Lithuania	2023	0,31%	8,78%
Serbia	2023	0,29%	11,92%
Croatia	2023	0,26%	6,94%
Latvia	2023	0,19%	6,94%
Estonia	2023	0,15%	9,02%
Georgia	2023	0,12%	11,20%
Azerbaijan	2023	0,10%	14,57%
Bosnia Herzegovina	2023	0,08%	6,06%
Rep. of Moldova	2023	0,06%	1,14%
North Macedonia	2023	0,05%	7,97%
Armenia	2023	0,04%	-3,32%
Montenegro	2023	0,03%	14,08%
Hungary	2023	0,00%	0,33%

Global Imports, B US \$



Global Imports Y-o-Y Growth Rate, %

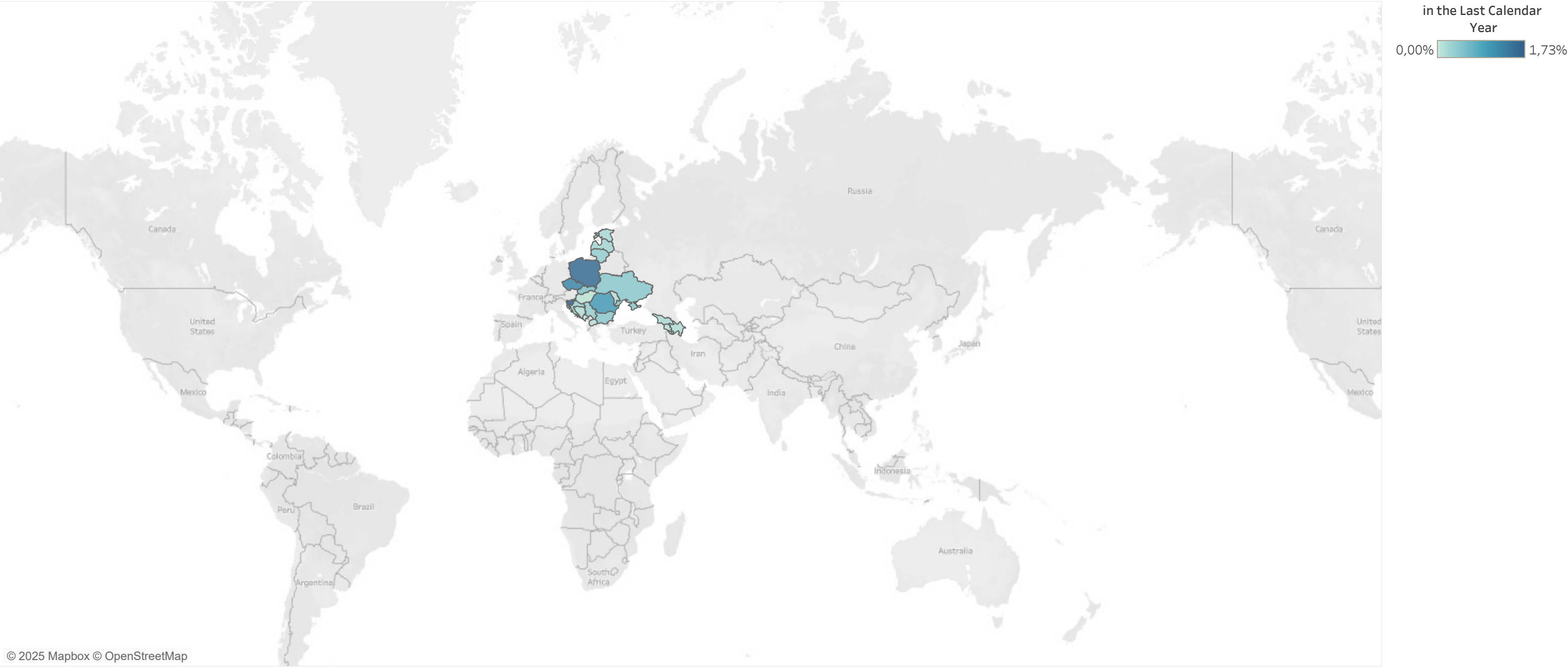




# Global Imports (US \$)

The map in this section visualizes the import values for each of the analyzed countries in the most recent full calendar year. The intensity of the color represents the size of imports, with darker shades indicating higher import values.

Country’s Share of Global Product Imports, Map



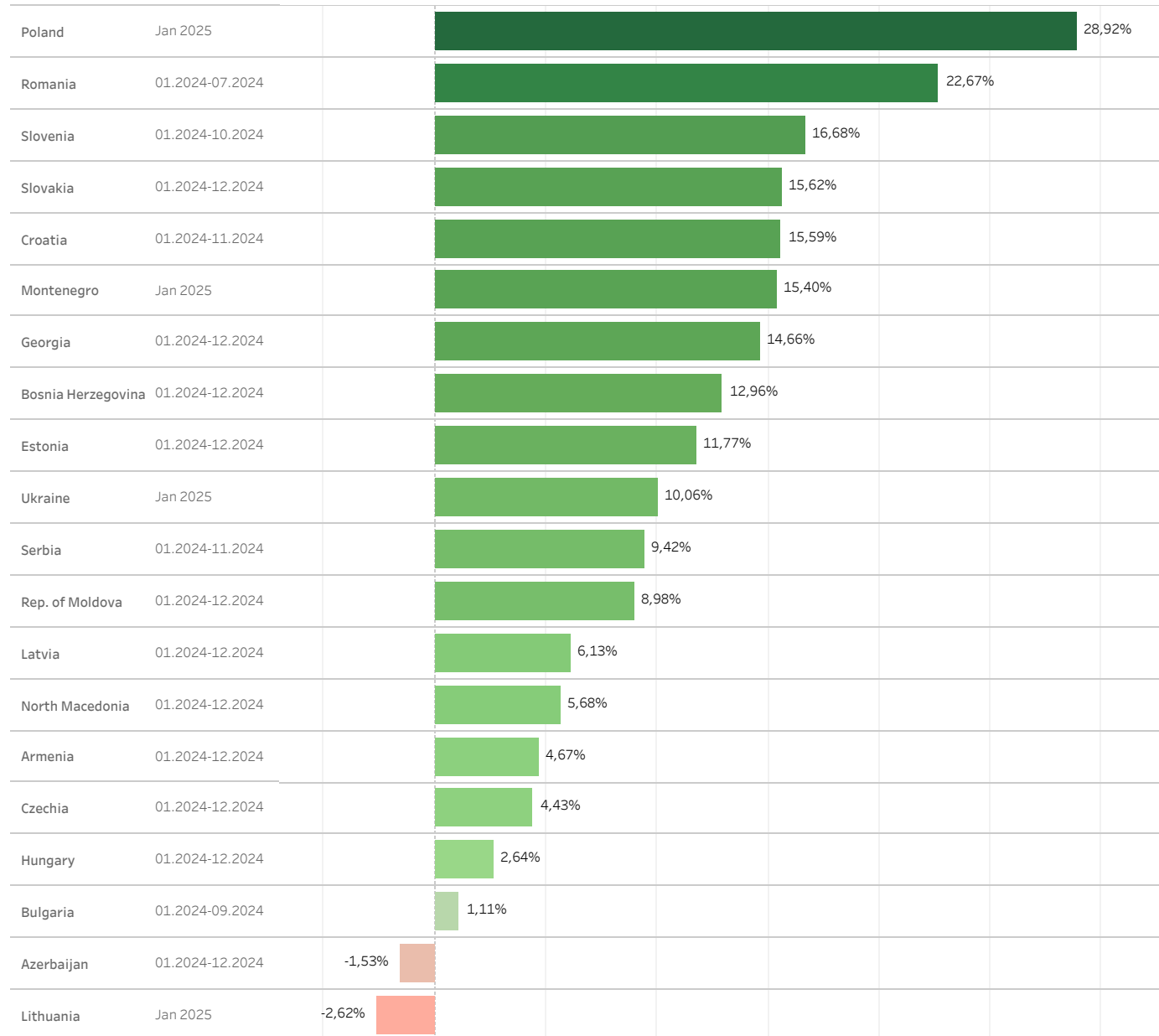
# 2

## TRENDS IN LAST AVAILABLE PERIOD

### Trends in Last Available Period: US \$

This section presents the import values, expressed in US \$, reported by each country analyzed in the Last Available Period. The table provides import values for each country both in the Last Available Period and in the corresponding period from the previous year, along with the calculated growth rate of imports. The figure on the left visually highlights which countries have experienced an increase or decrease in imports, and the extent of these changes.

**Growth Rate of the Product Imports by the County Analyzed (expressed in US \$) in the Last Available Period Compared to the Same Period a Year Before**



Country Analyzed	Last Available Period	Product Imports in the Same Period a Year Before, M US \$	Product Imports in Last Available Period, M US \$	Product Imports Growth Rate, %
Poland	Jan 2025	580,42	748,29	28,92%
Romania	01.2024-07.2024	2 442,83	2 996,71	22,67%
Slovenia	01.2024-10.2024	6 194,07	7 227,20	16,68%
Slovakia	01.2024-12.2024	2 062,18	2 384,24	15,62%
Croatia	01.2024-11.2024	761,81	880,56	15,59%
Montenegro	Jan 2025	12,27	14,16	15,40%
Georgia	01.2024-12.2024	543,06	622,69	14,66%
Bosnia Herzegovina	01.2024-12.2024	358,84	405,33	12,96%
Estonia	01.2024-12.2024	634,72	709,42	11,77%
Ukraine	Jan 2025	136,66	150,41	10,06%
Serbia	01.2024-11.2024	1 137,11	1 244,25	9,42%
Rep. of Moldova	01.2024-12.2024	262,79	286,39	8,98%
Latvia	01.2024-12.2024	812,66	862,50	6,13%
North Macedonia	01.2024-12.2024	207,31	219,08	5,68%
Armenia	01.2024-12.2024	158,17	165,55	4,67%
Czechia	01.2024-12.2024	5 357,62	5 595,01	4,43%
Hungary	01.2024-12.2024	2 825,54	2 900,16	2,64%
Bulgaria	01.2024-09.2024	1 235,69	1 249,46	1,11%
Azerbaijan	01.2024-12.2024	450,15	443,27	-1,53%
Lithuania	Jan 2025	120,18	117,03	-2,62%

# 3

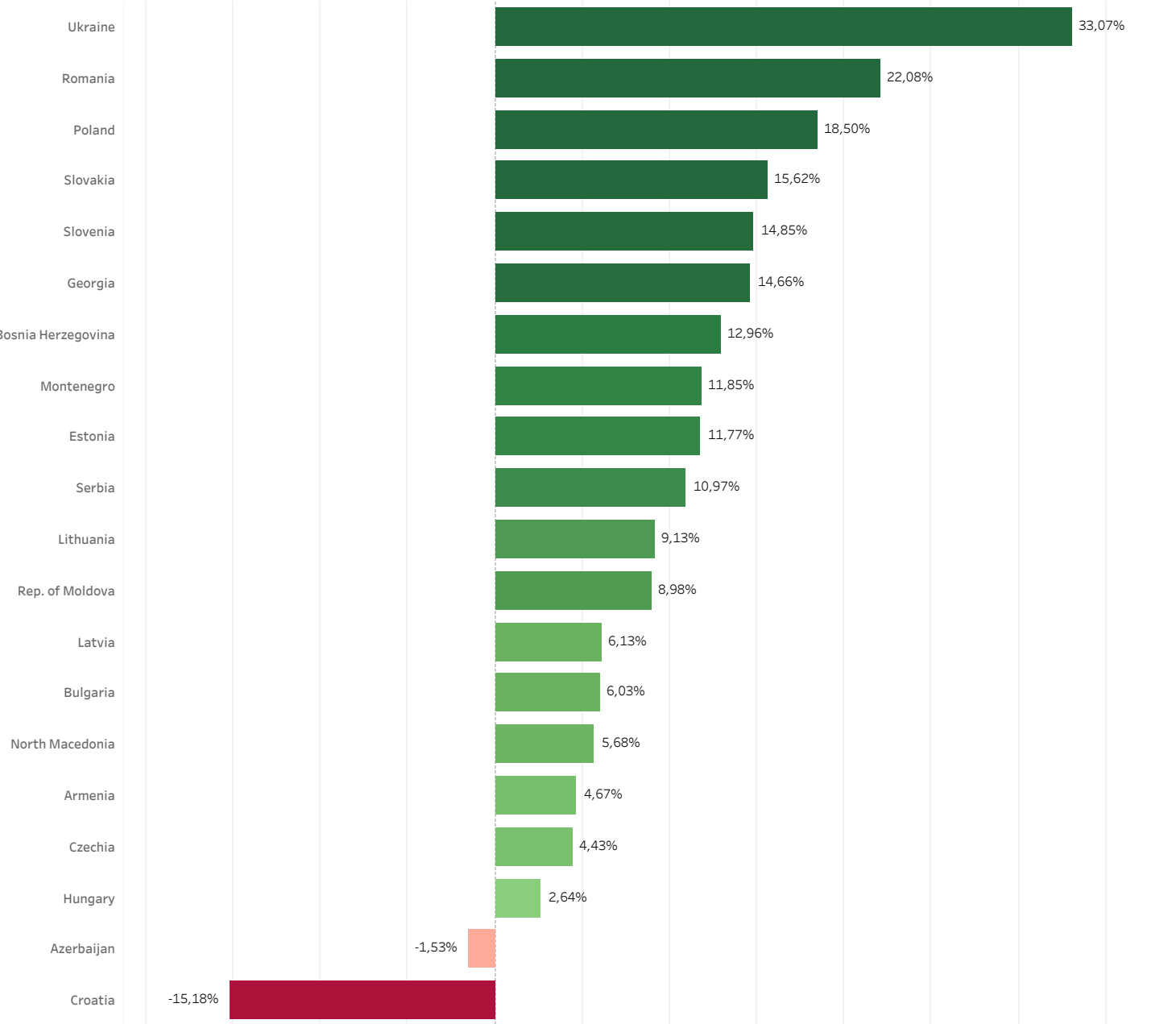
## LAST TWELVE MONTHS TRENDS

# Last Twelve Months Trends (US \$)

This section presents the import values, expressed in US \$, reported by each country analyzed in the Last Twelve Months (LTM) Period. The table provides import values for each country analyzed both in the Last Twelve Months and in the corresponding period a year before, along with the calculated growth rate of imports. The figure on the left visually highlights which countries have experienced an increase or decrease in imports, and the extent of these changes.

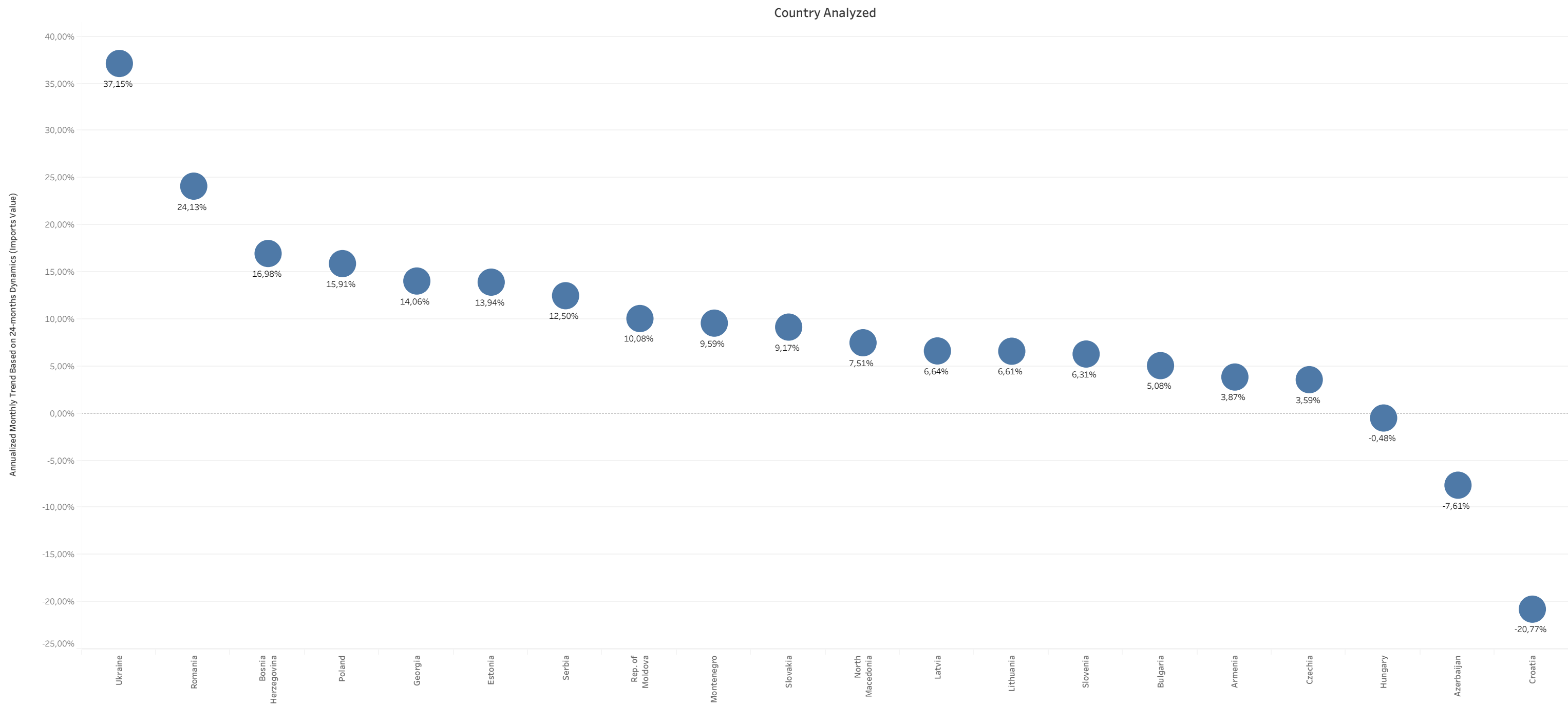
Country Analyzed	Last Twelve Months Period (LTM)	Product Imports in LTM, M US \$	Product Imports in the Period 12 Months Before LTM, M US \$	Product Imports Growth in LTM Compared to the Same Period 12 Months Before, %
Slovenia	11.2023 - 10.2024	8 571,7	7 463,39	14,85%
Poland	02.2024 - 01.2025	8 223,28	6 939,48	18,50%
Czechia	01.2024 - 12.2024	5 595,01	5 357,67	4,43%
Romania	08.2023 - 07.2024	4 835,31	3 960,77	22,08%
Hungary	01.2024 - 12.2024	2 900,16	2 825,57	2,64%
Slovakia	01.2024 - 12.2024	2 384,24	2 062,13	15,62%
Ukraine	02.2024 - 01.2025	2 331,79	1 752,30	33,07%
Bulgaria	10.2023 - 09.2024	1 684,16	1 588,38	6,03%
Lithuania	02.2024 - 01.2025	1 488	1 363,51	9,13%
Serbia	12.2023 - 11.2024	1 363,68	1 228,87	10,97%
Croatia	12.2023 - 11.2024	974,51	1 148,92	-15,18%
Latvia	01.2024 - 12.2024	862,5	812,68	6,13%
Estonia	01.2024 - 12.2024	709,42	634,71	11,77%
Georgia	01.2024 - 12.2024	622,69	543,08	14,66%
Azerbaijan	01.2024 - 12.2024	443,27	450,16	-1,53%
Bosnia Herzegovina	01.2024 - 12.2024	405,33	358,83	12,96%
Rep. of Moldova	01.2024 - 12.2024	286,39	262,79	8,98%
North Macedonia	01.2024 - 12.2024	219,08	207,31	5,68%
Armenia	01.2024 - 12.2024	165,55	158,16	4,67%
Montenegro	02.2024 - 01.2025	159,7	142,78	11,85%

Growth Rate of Imports (US \$) in LTM Compared to the Same Period 12 Months Before LTM, %



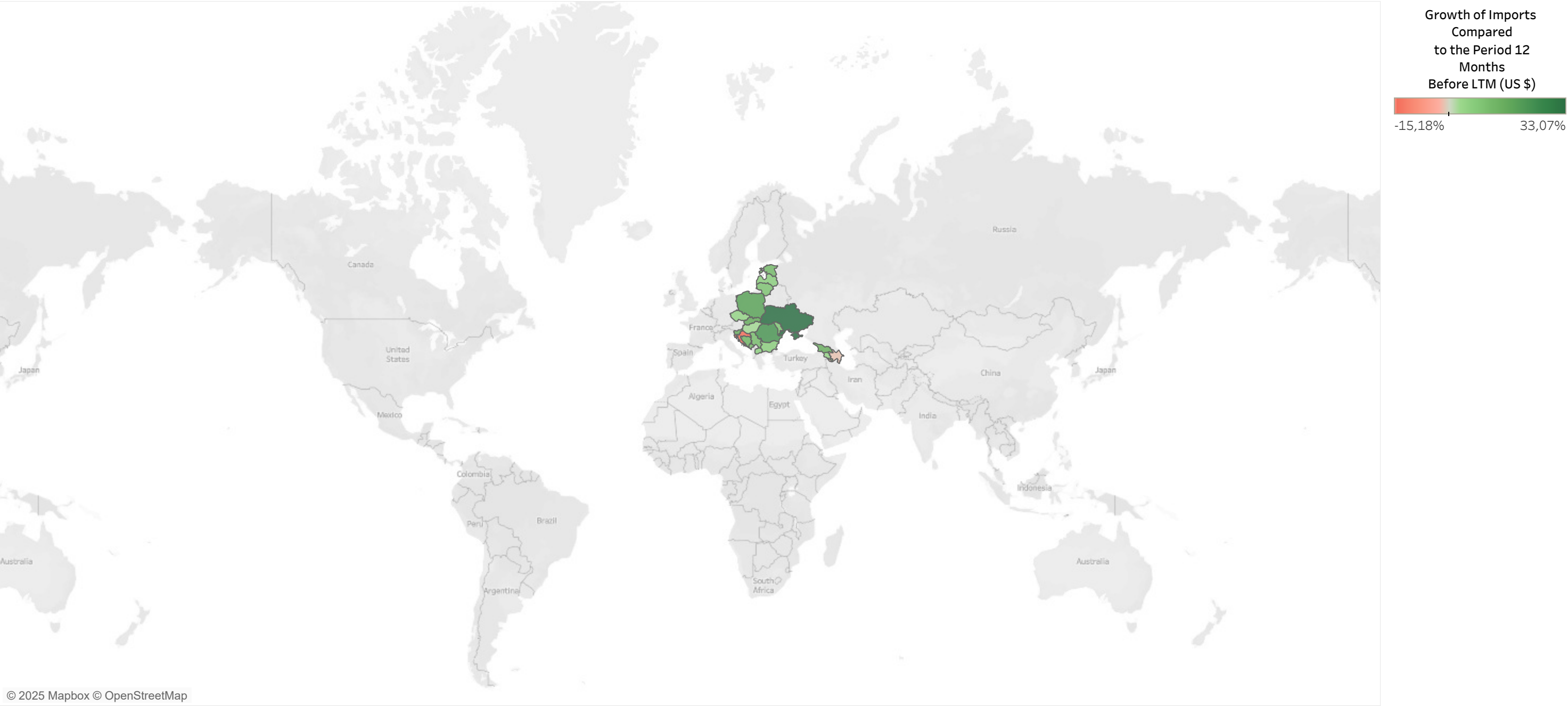
# Last Twelve Months Trends: Projected Growth (US \$)

The graph in this section illustrates the projected dynamics of import value (in US \$), expressed as the annual growth rate, assuming the continuation of current trends.



# Last Twelve Months Trends: Growth of Imports Compared to the Period 12 Months Before LTM (US \$)

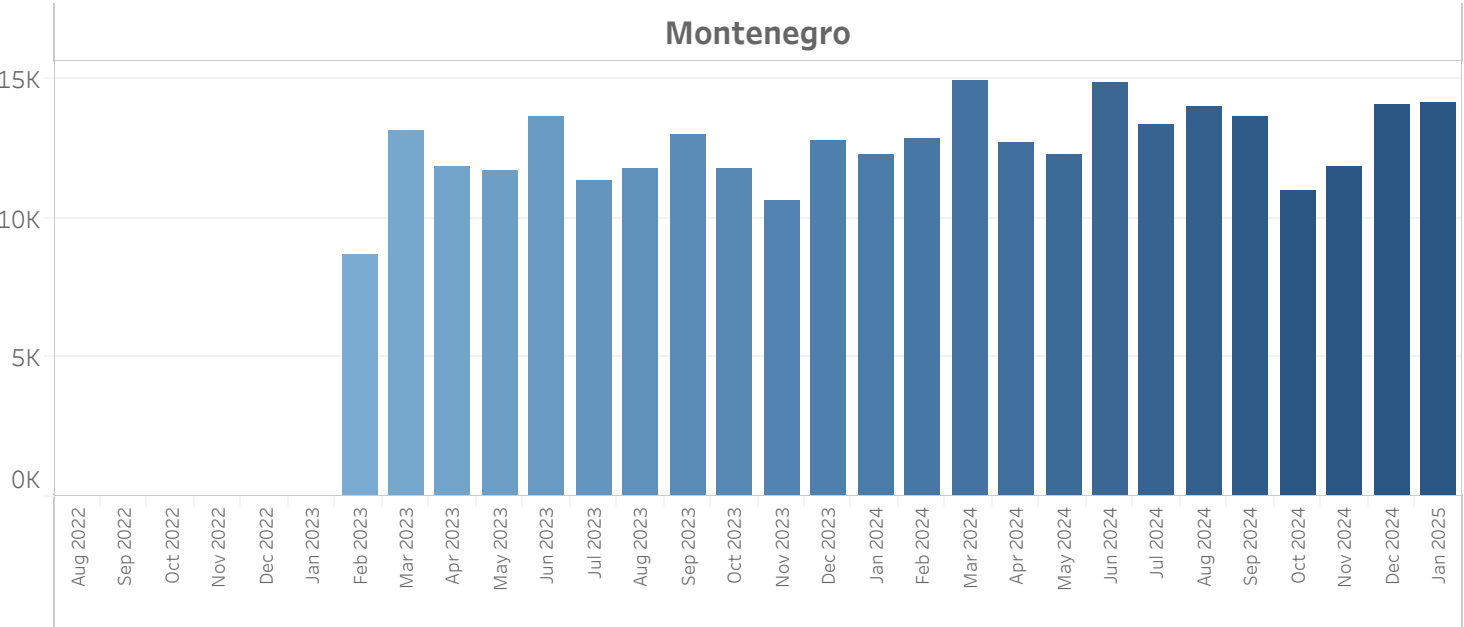
The map in this section visualizes the import value growth rates for each of the countries analyzed over the Last Twelve Months, compared to the same period 12 months before LTM. The intensity of the color denotes the magnitude of growth (represented by green) or decline (represented by red), with darker shades indicating more significant growth or a steeper decline.



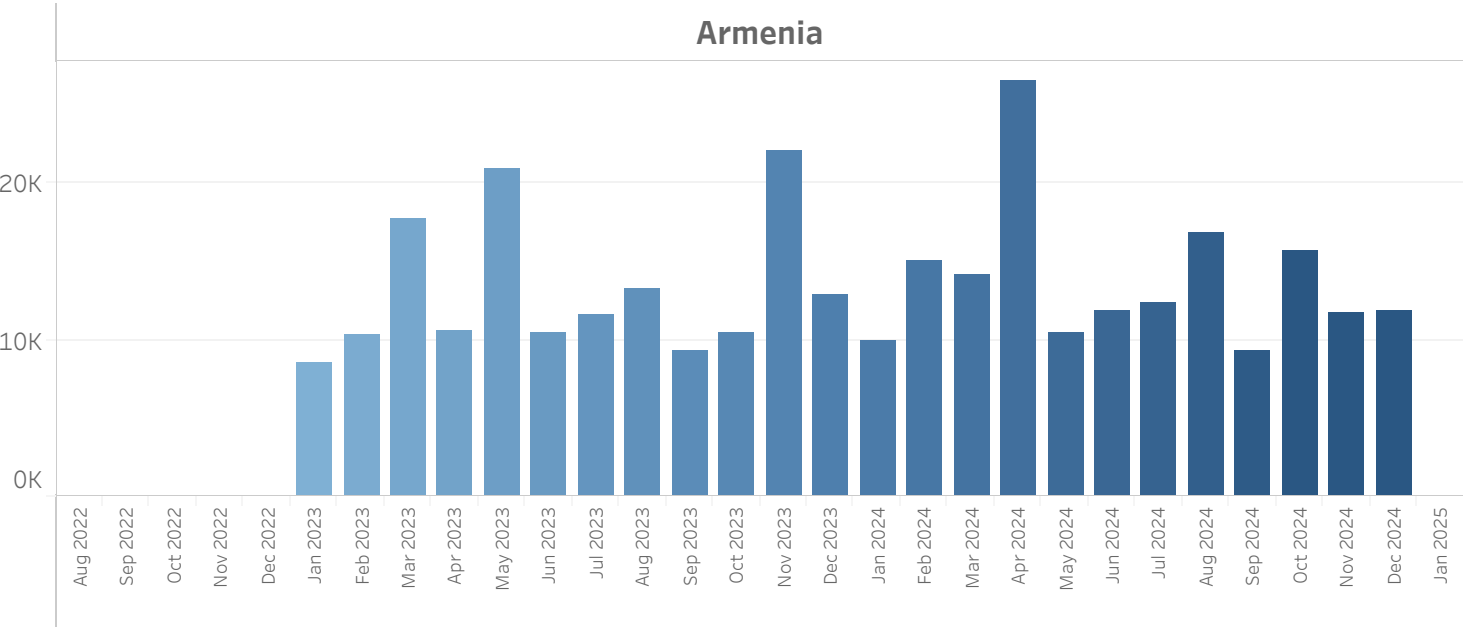
# Last Twelve Months Trends: Country-Specific Monthly Data on Imports (US \$)

These pages provide detailed insights into the recent dynamics of imports (in US \$) reported by each of the countries analyzed in the Report. For each country analyzed, the first graph illustrates the monthly import values (expressed in US \$) over the most recent 24-month period, while the second graph depicts the year-over-year changes in monthly imports. Positive (green) values on the second chart indicate stronger import activity, suggesting robust demand for the analyzed goods, whereas negative (red) values may signal a contraction in the market.

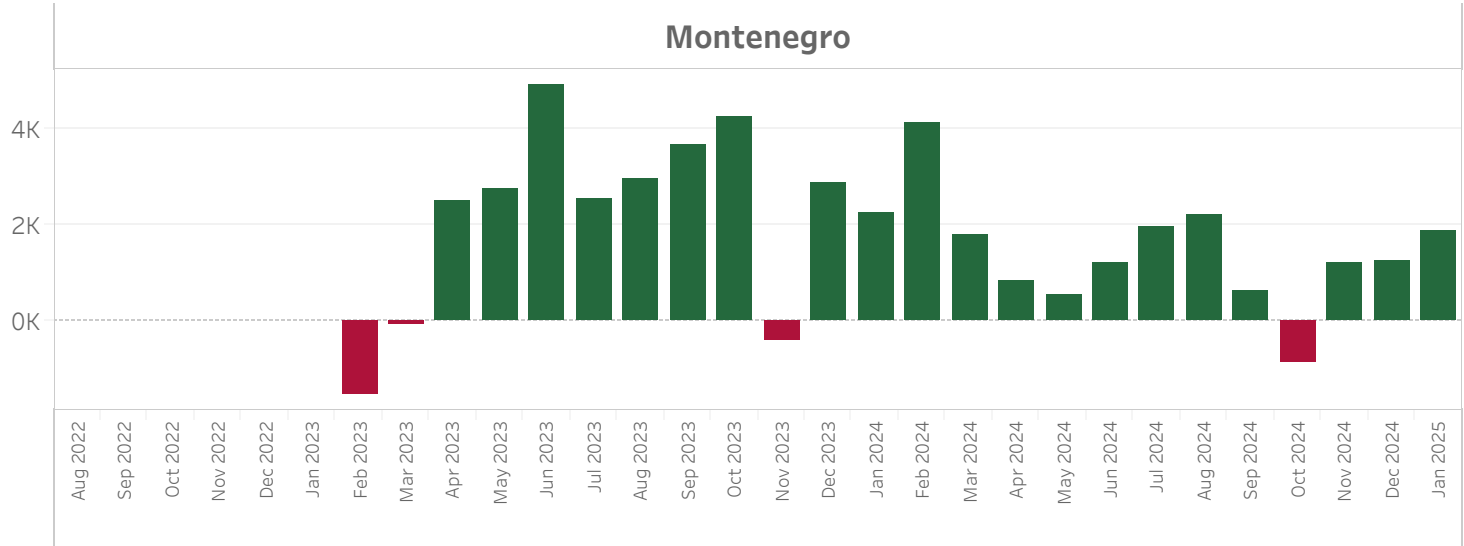
Monthly imports, k USD



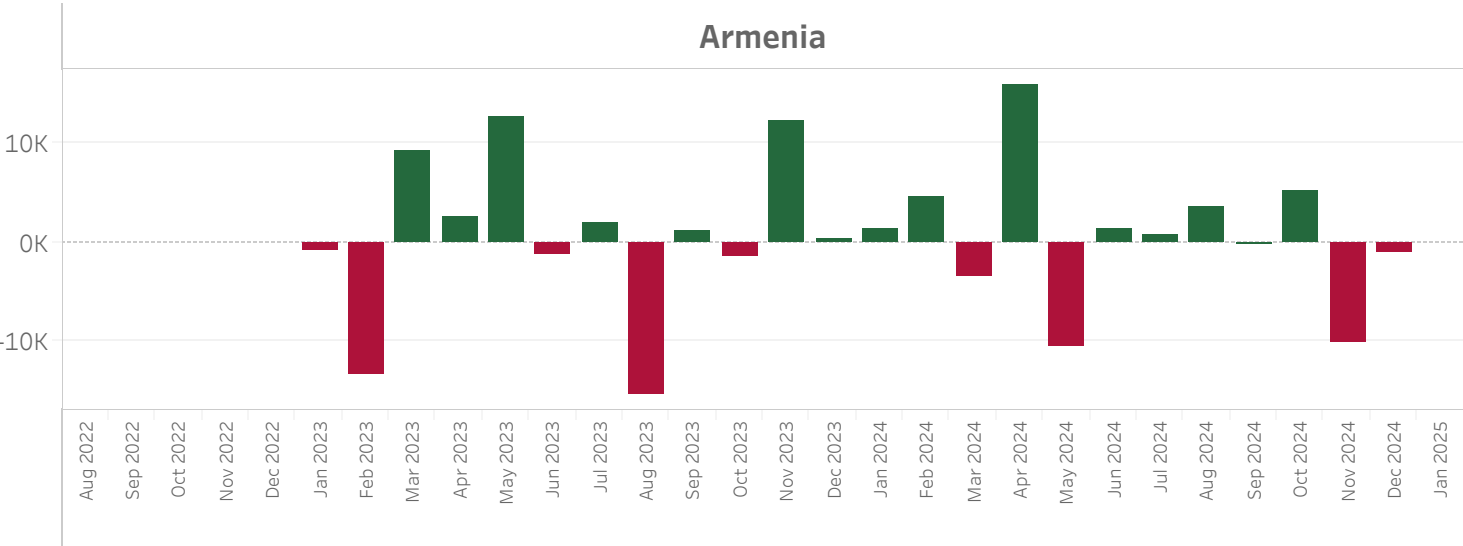
Monthly imports, k USD



Monthly imports change, k USD



Monthly imports change, k USD

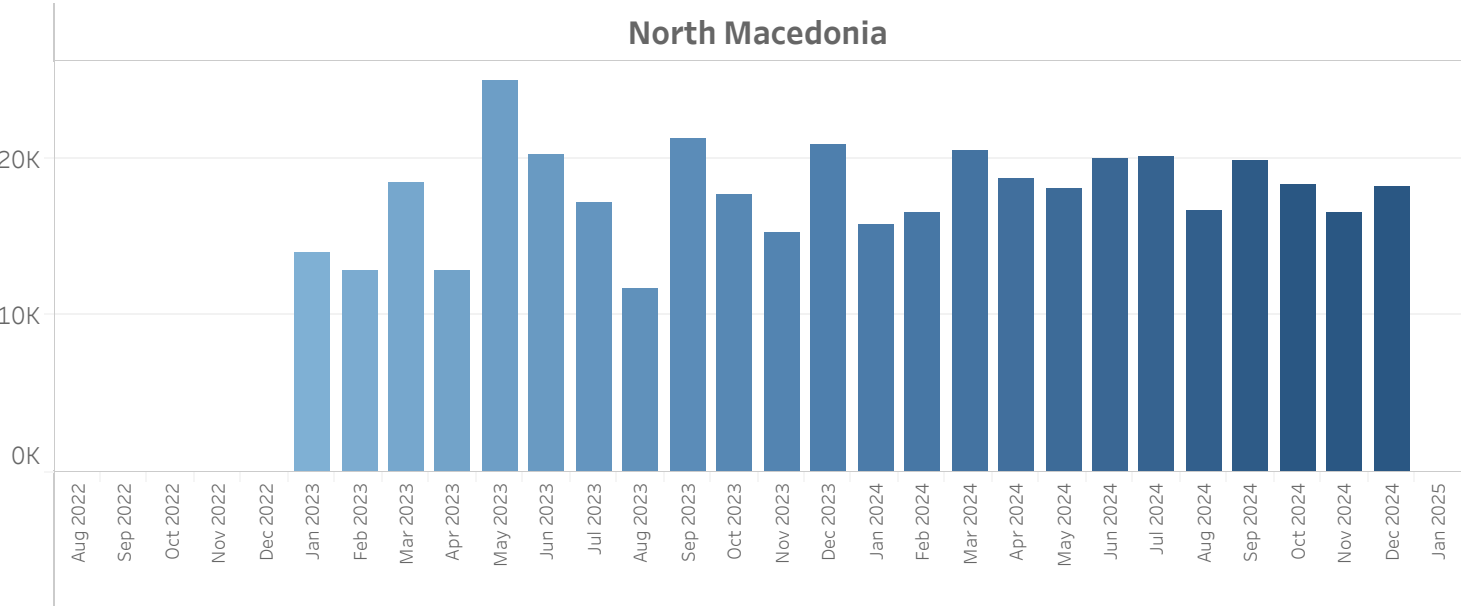




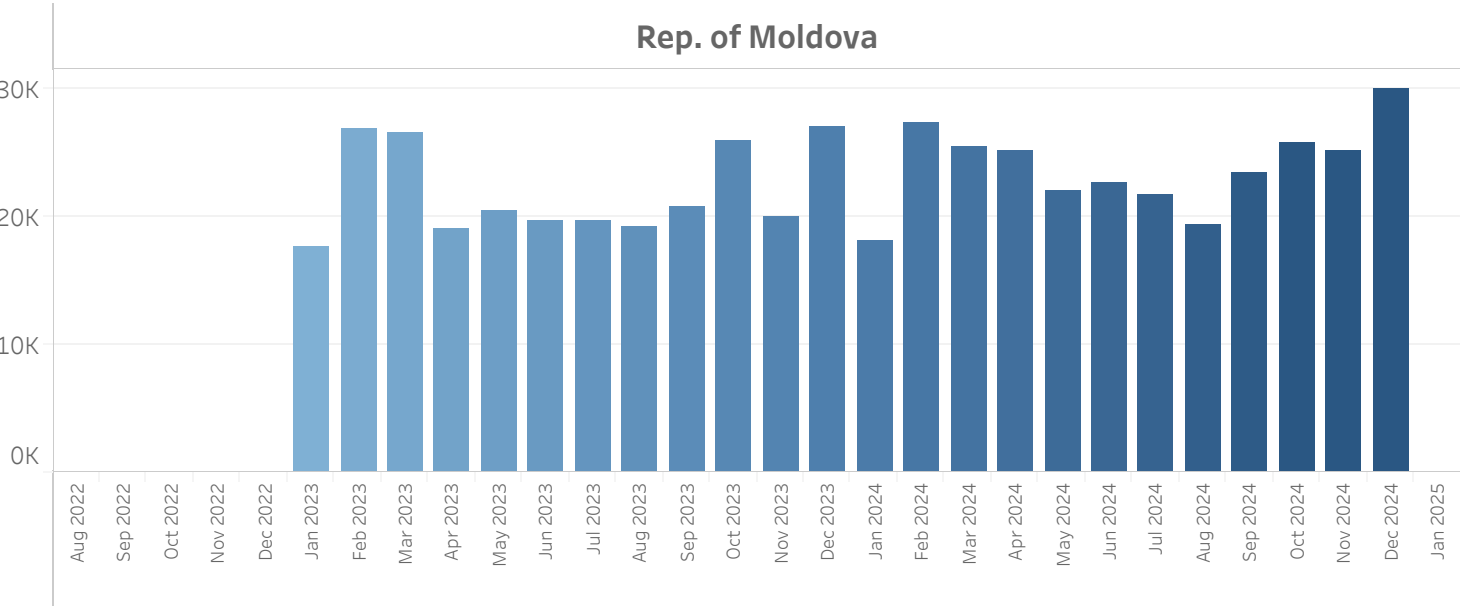
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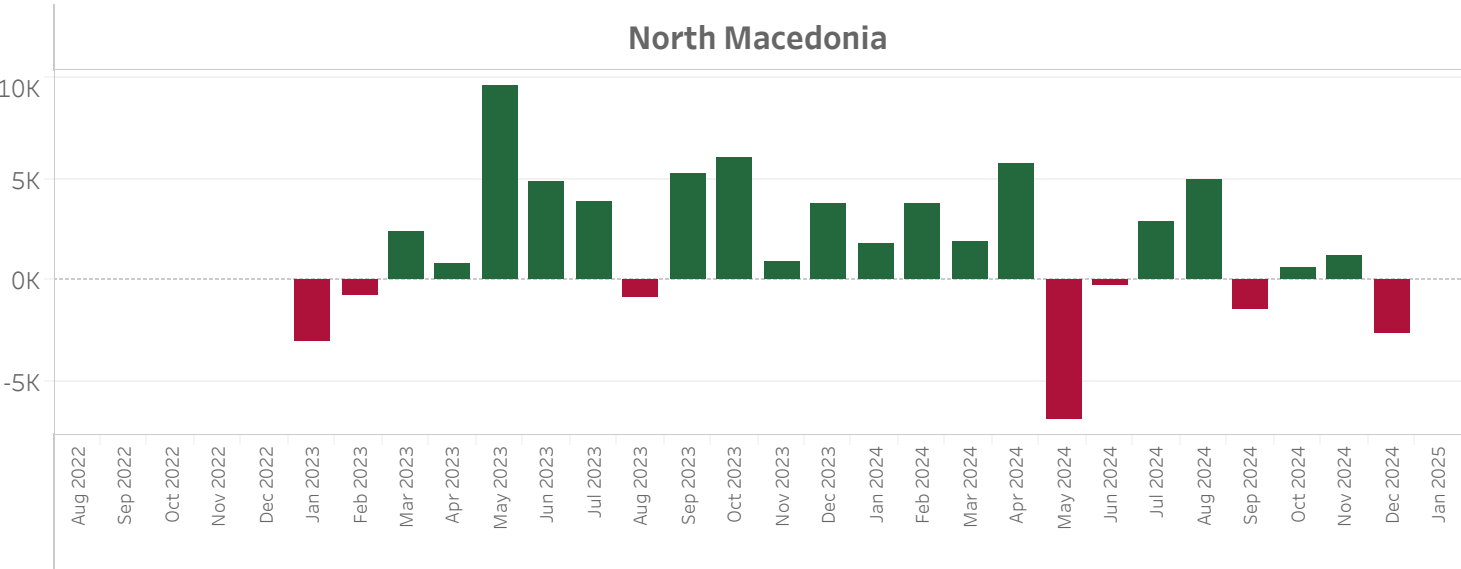
Monthly imports, k USD



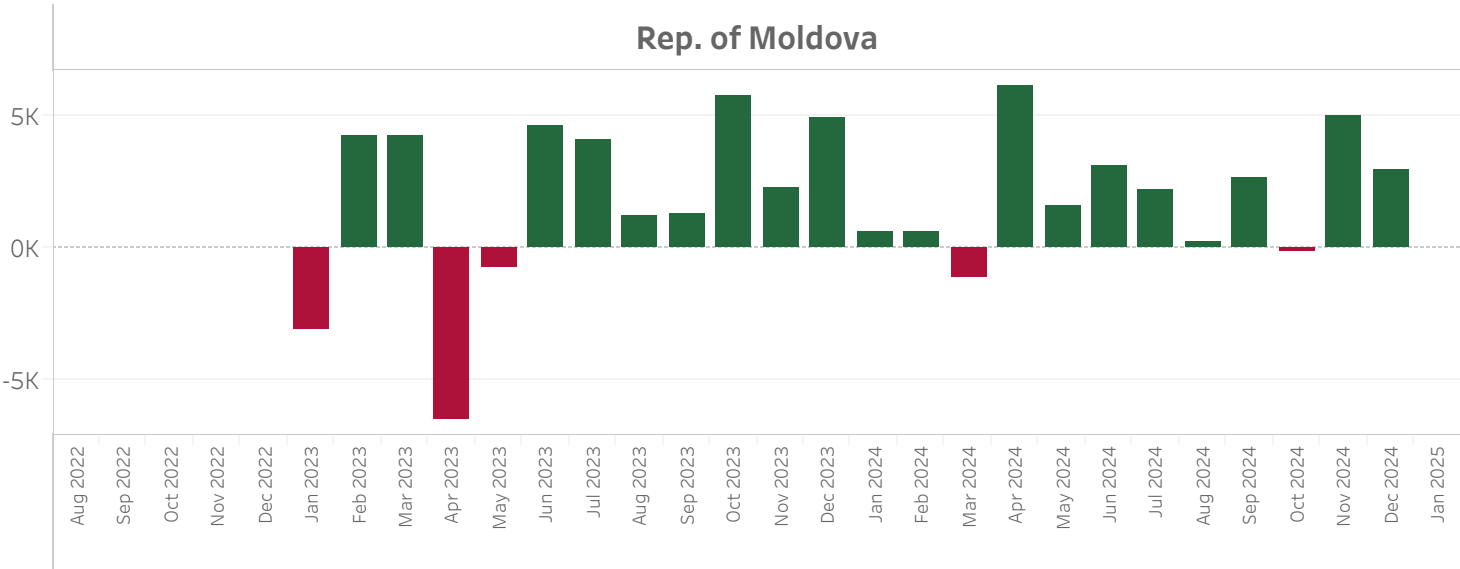
Monthly imports, k USD



Monthly imports change, k USD



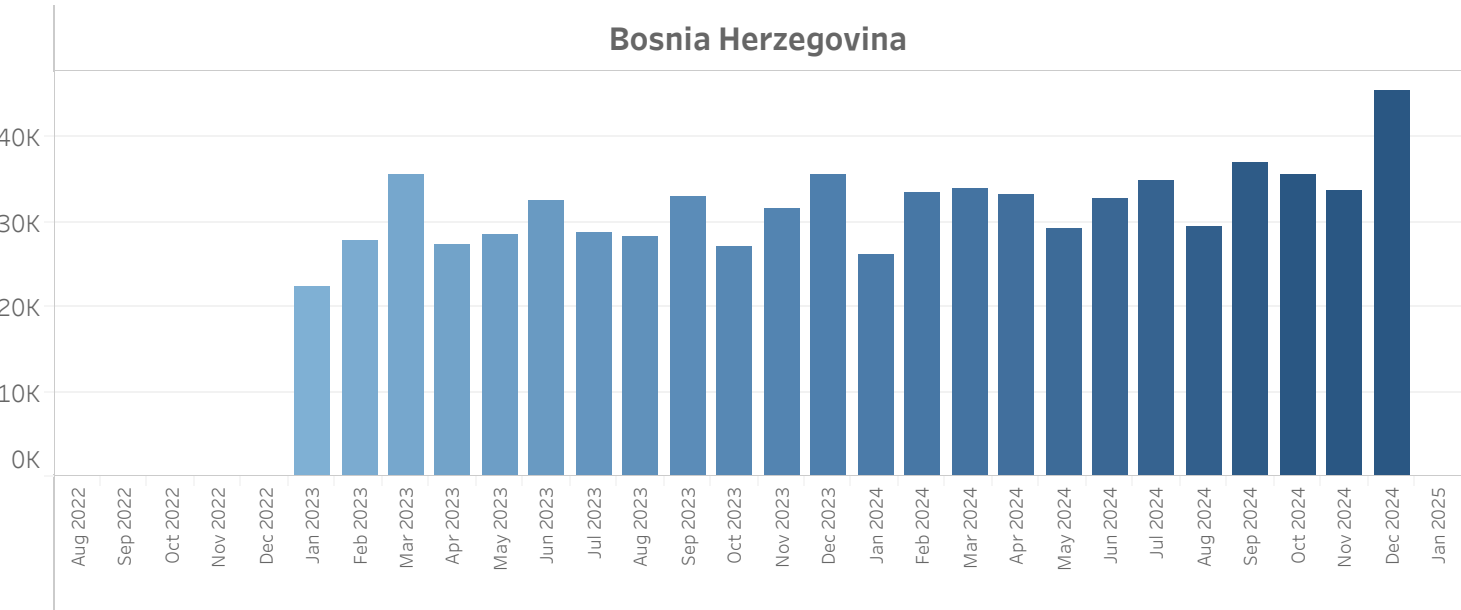
Monthly imports change, k USD



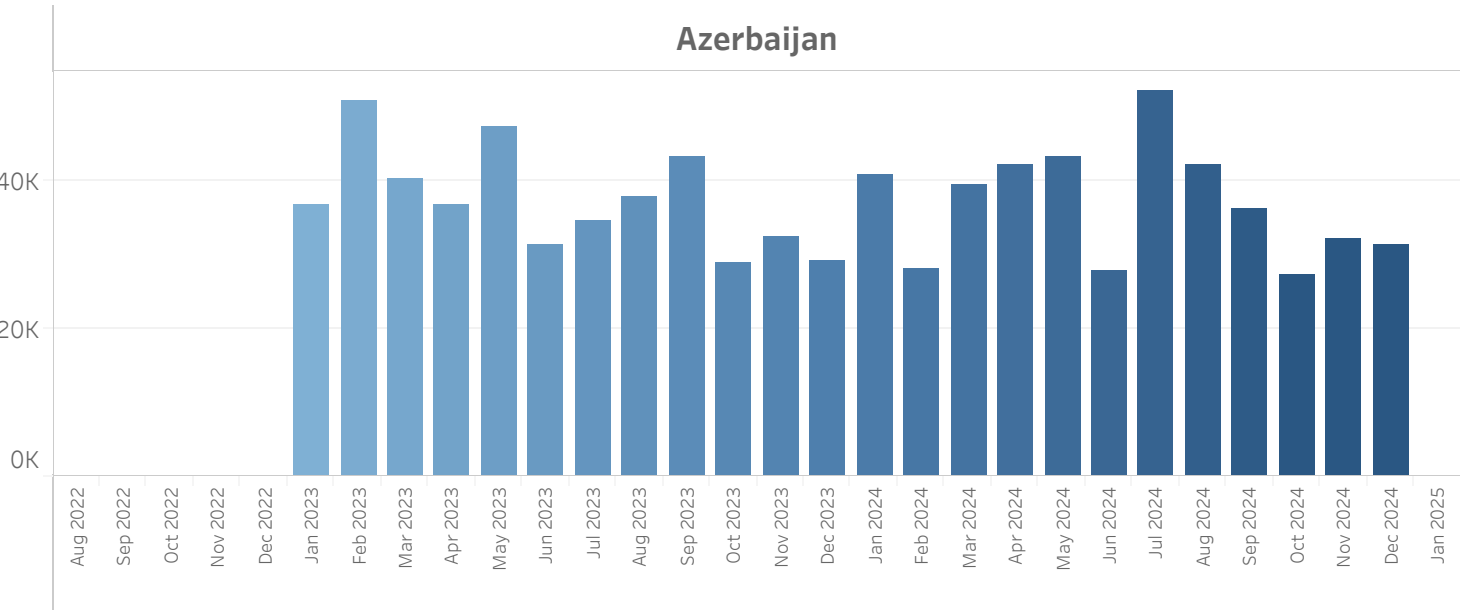
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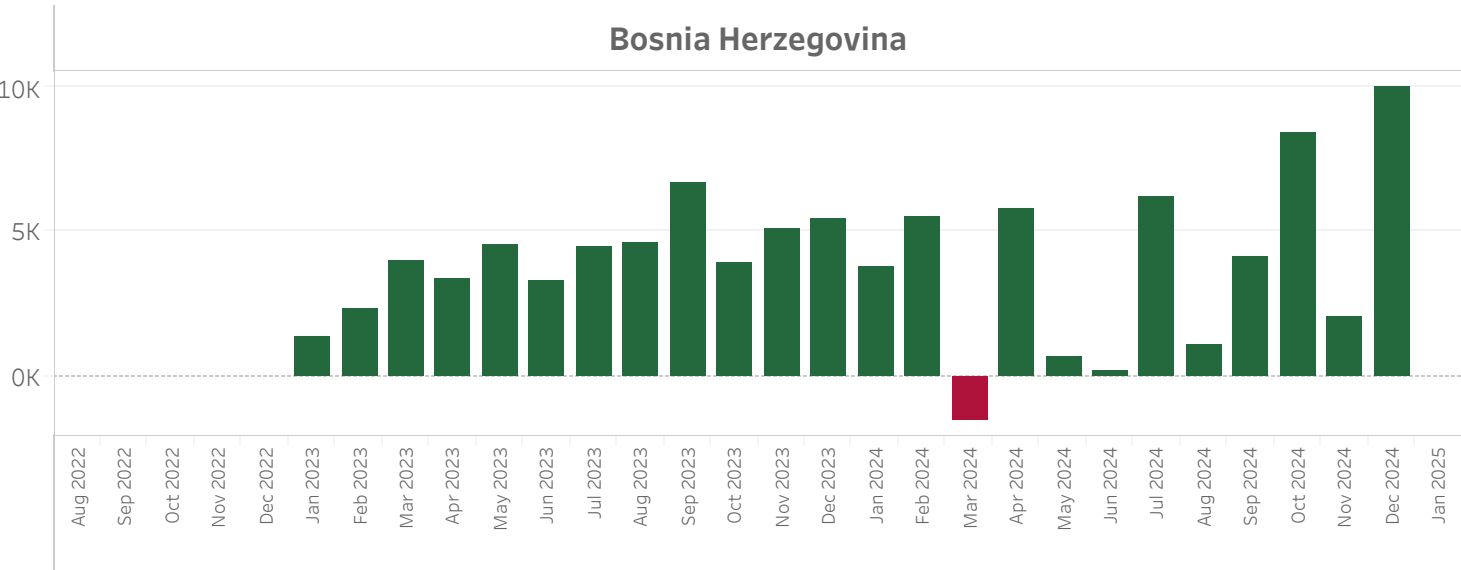
Monthly imports, k USD



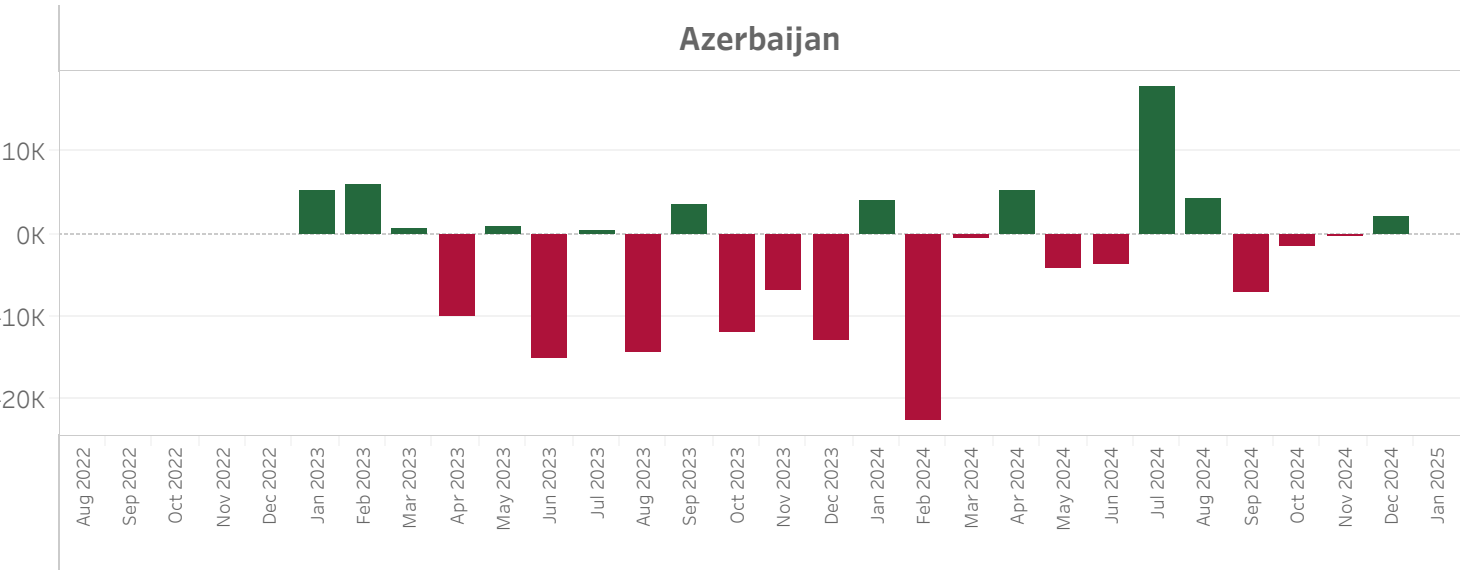
Monthly imports, k USD



Monthly imports change, k USD



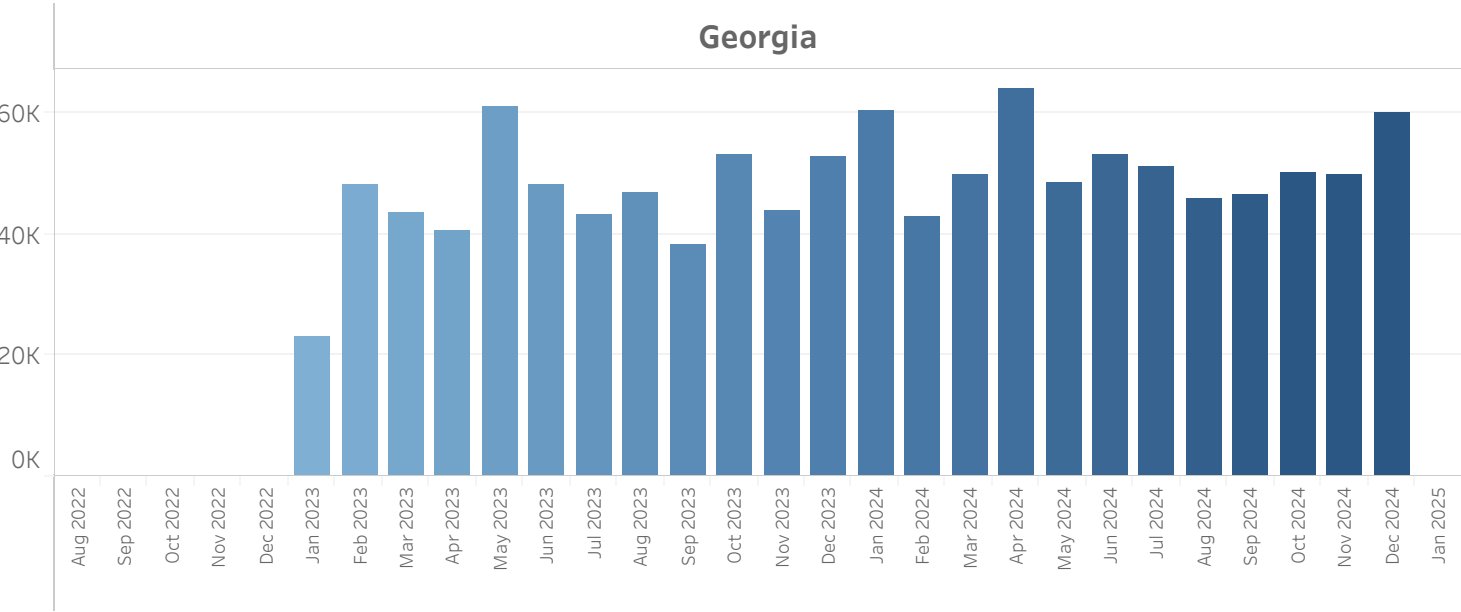
Monthly imports change, k USD



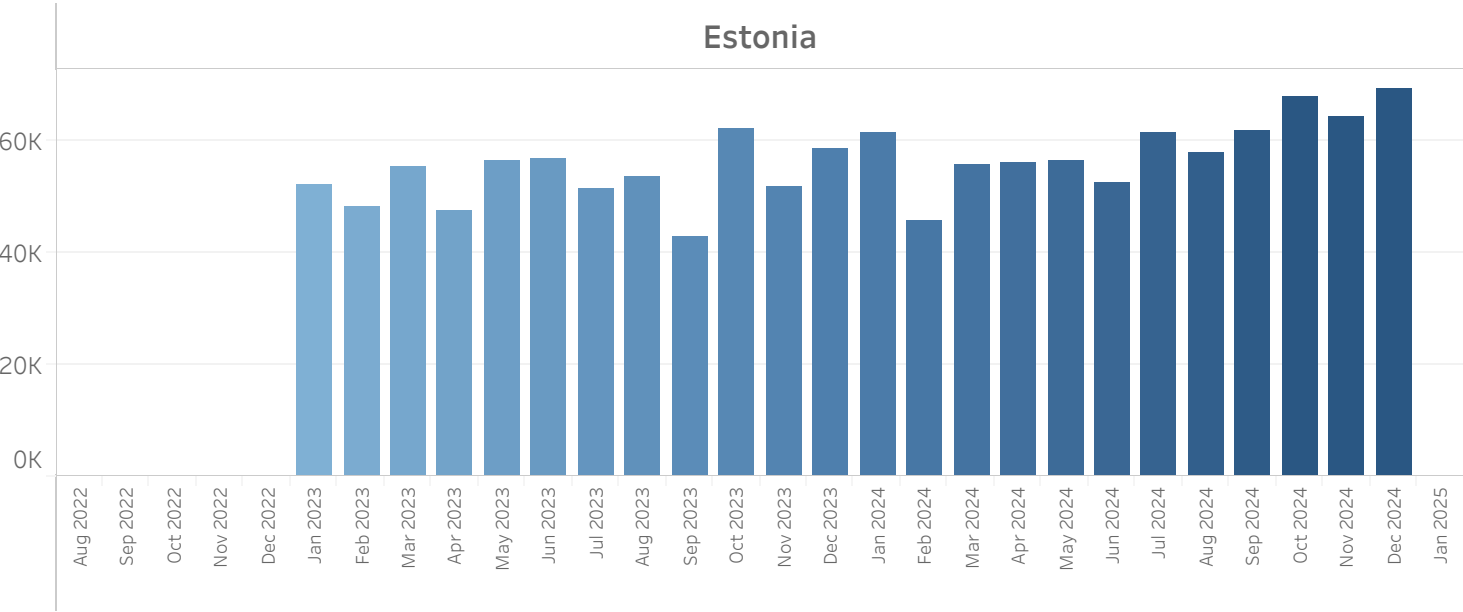
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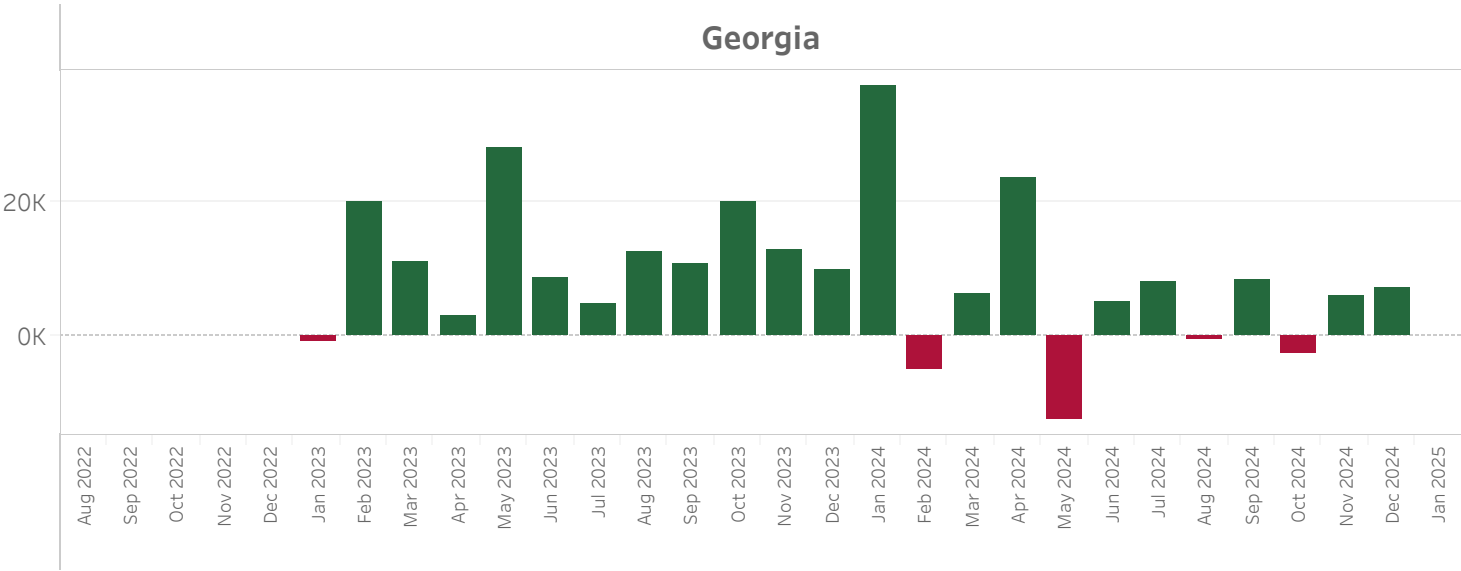
Monthly imports, k USD



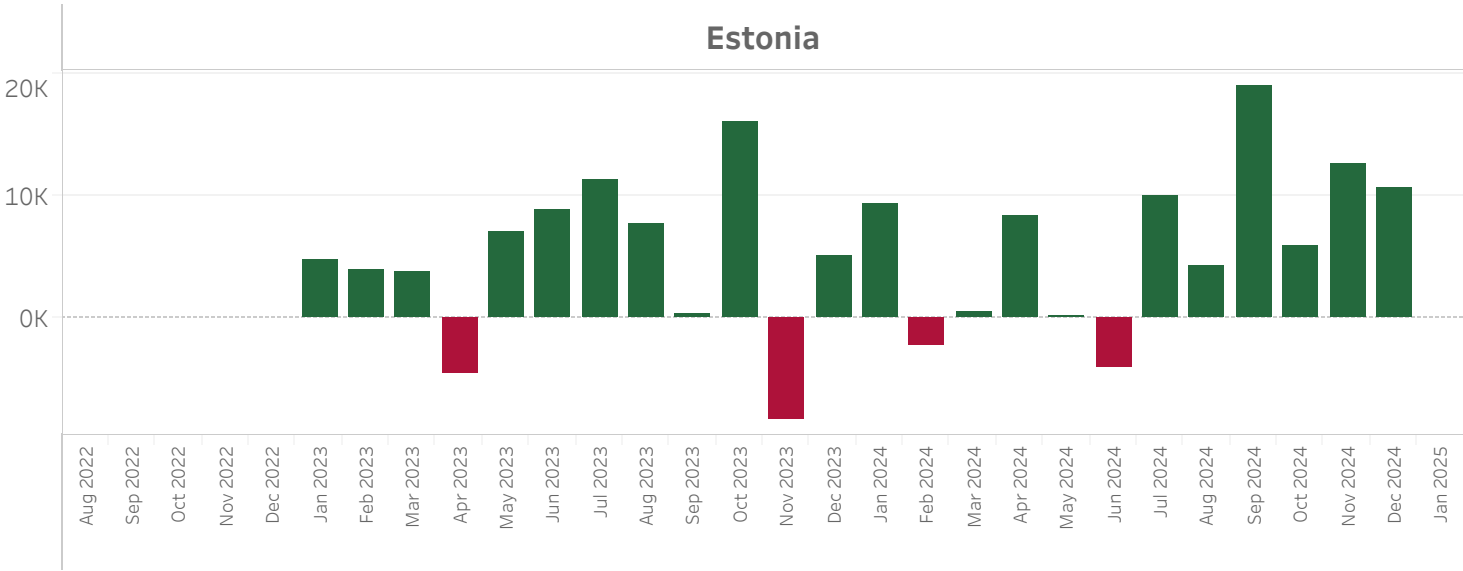
Monthly imports, k USD



Monthly imports change, k USD



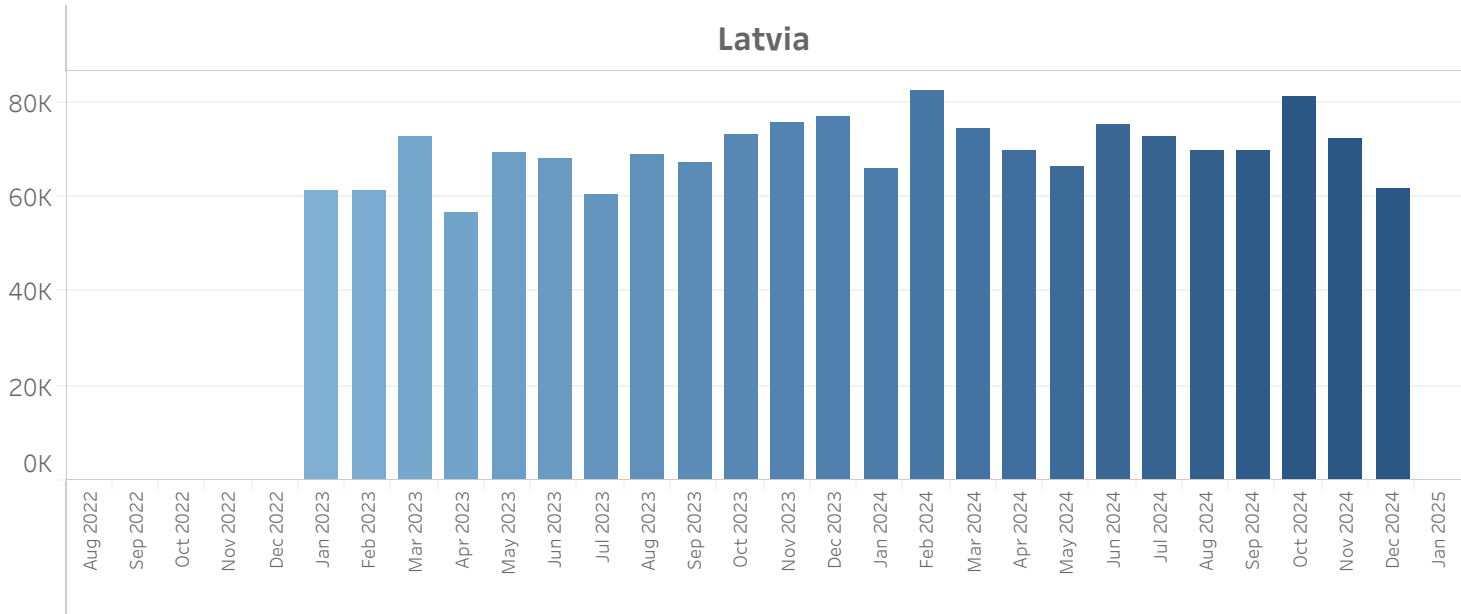
Monthly imports change, k USD



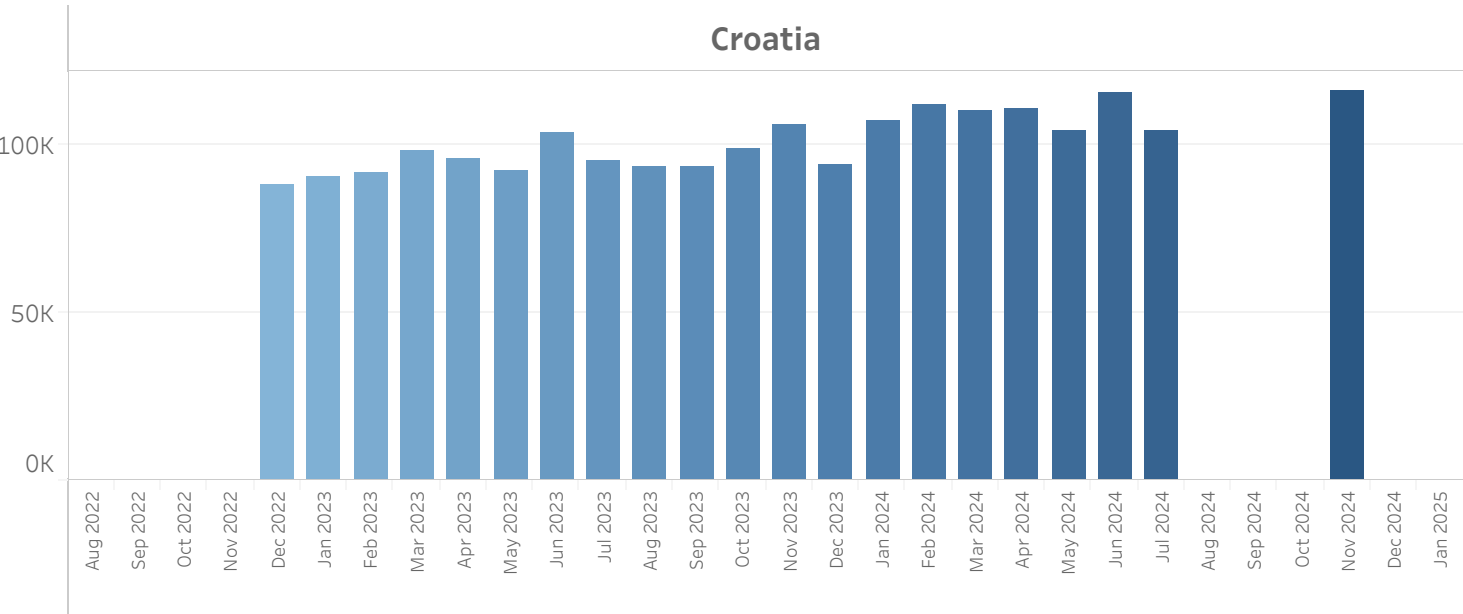
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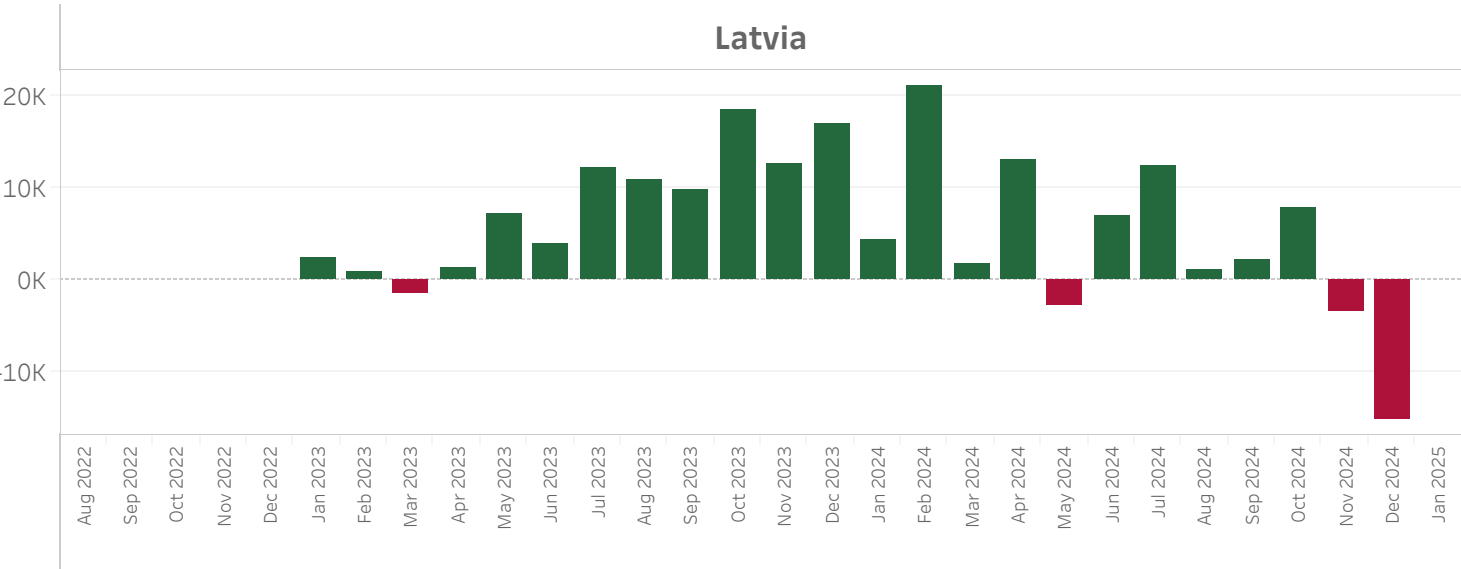
Monthly imports, k USD



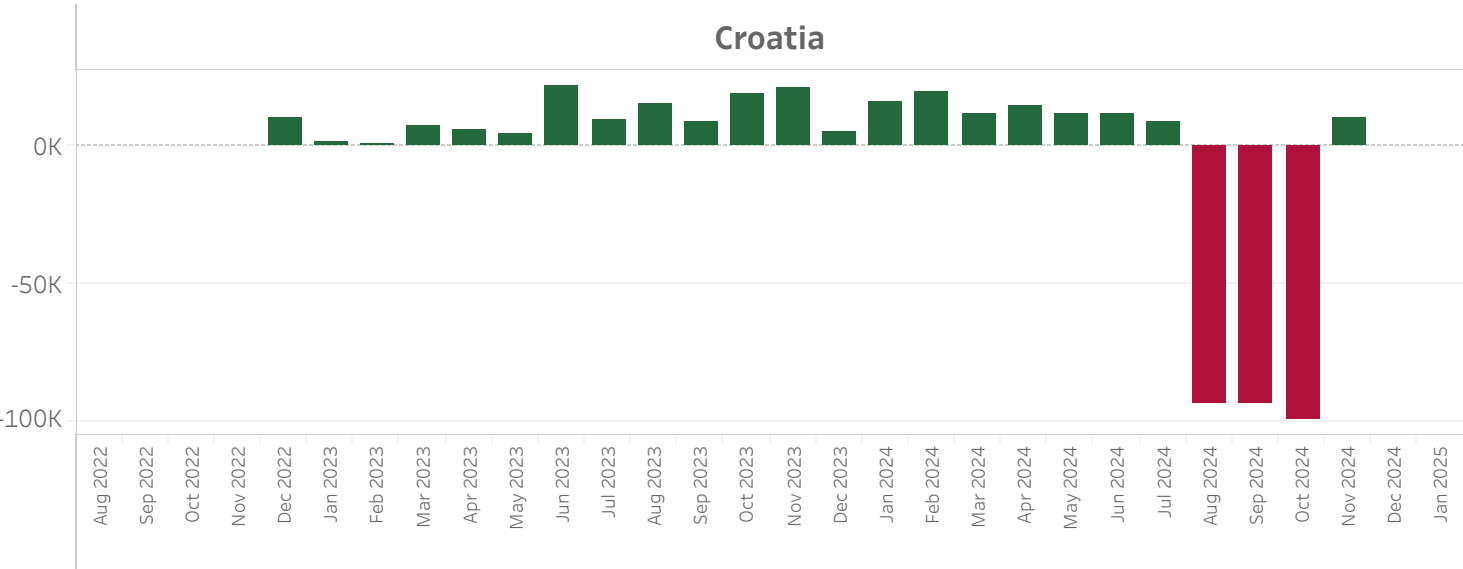
Monthly imports, k USD



Monthly imports change, k USD



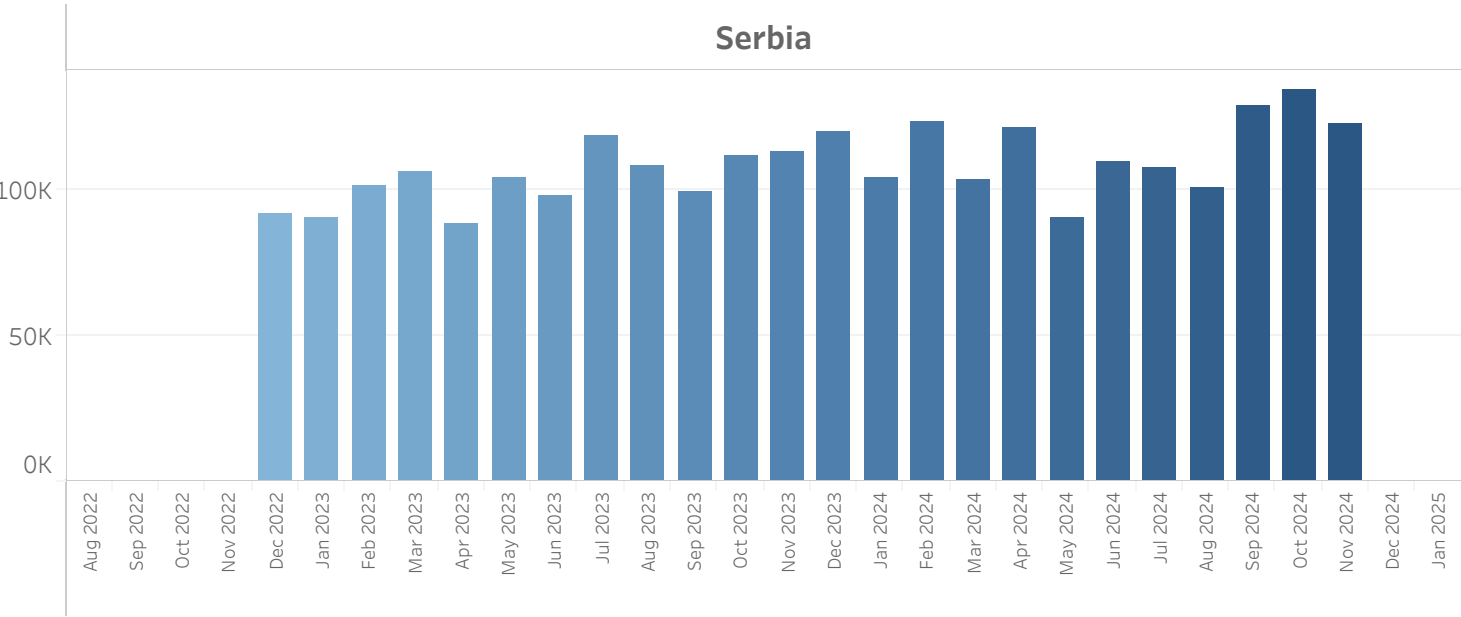
Monthly imports change, k USD



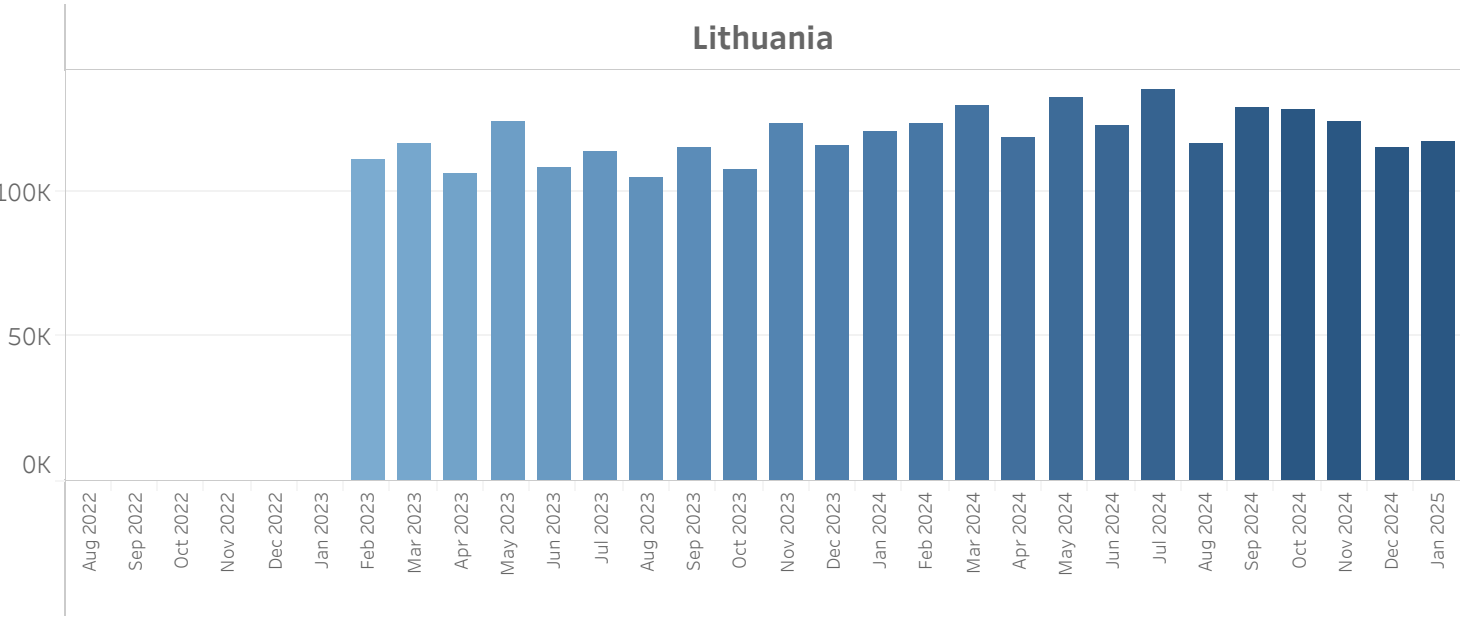
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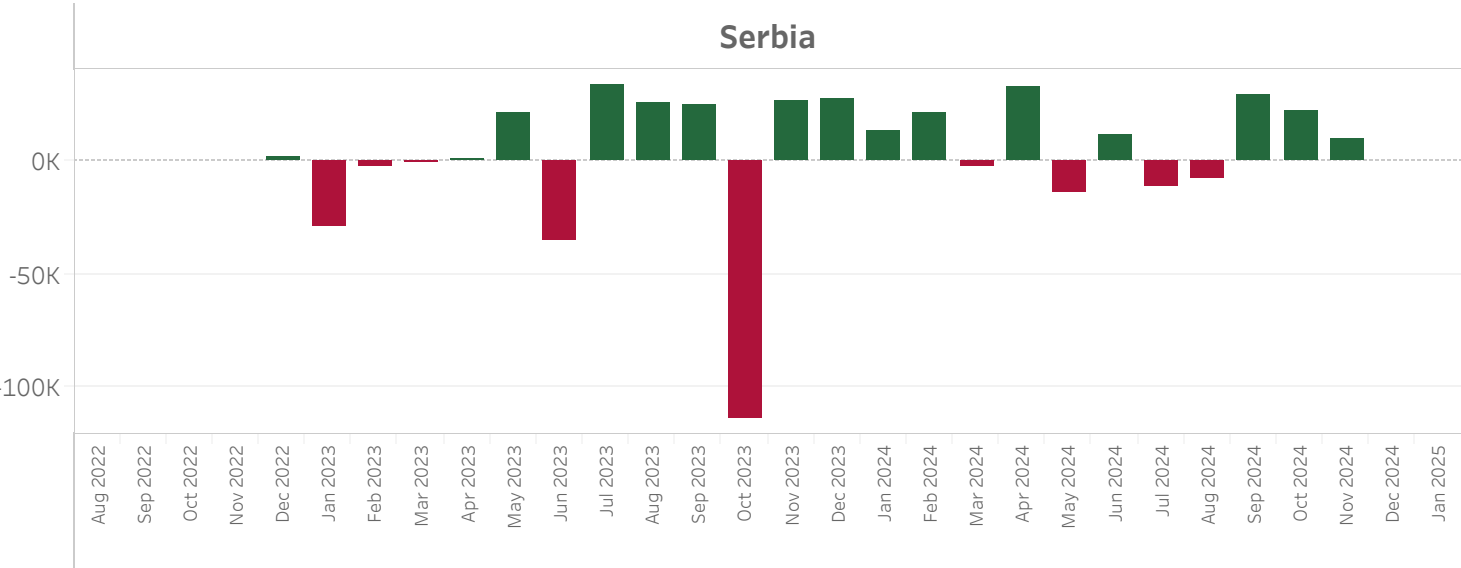
Monthly imports, k USD



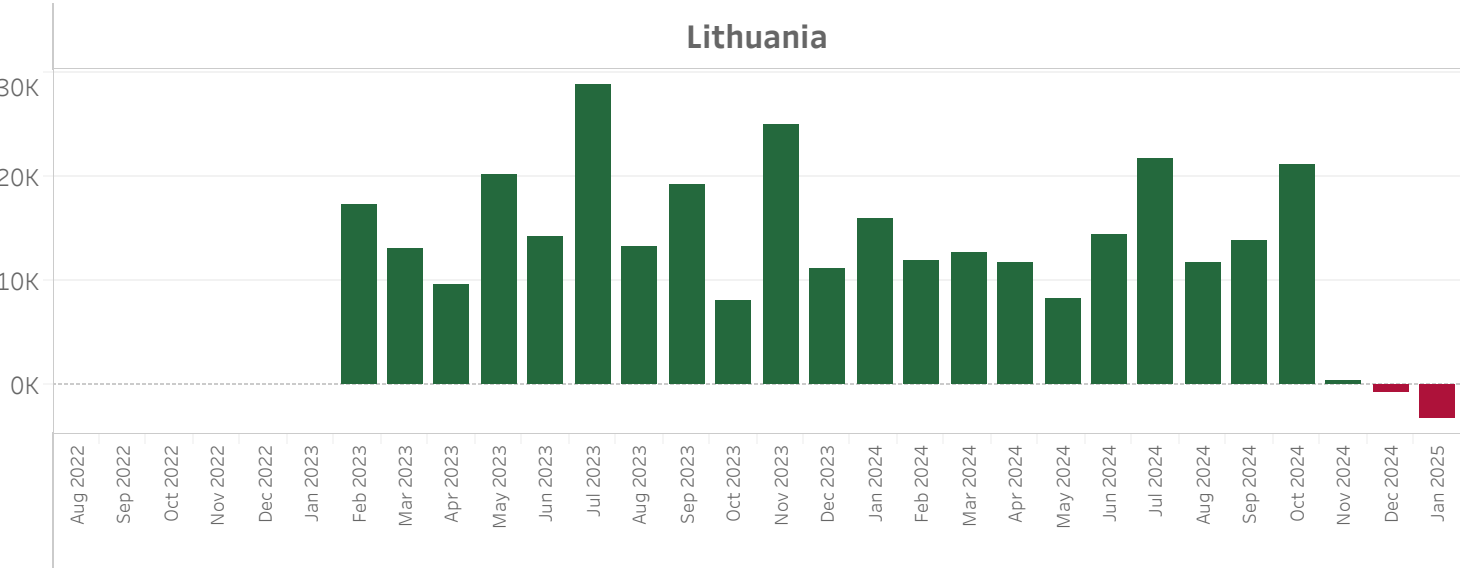
Monthly imports, k USD



Monthly imports change, k USD



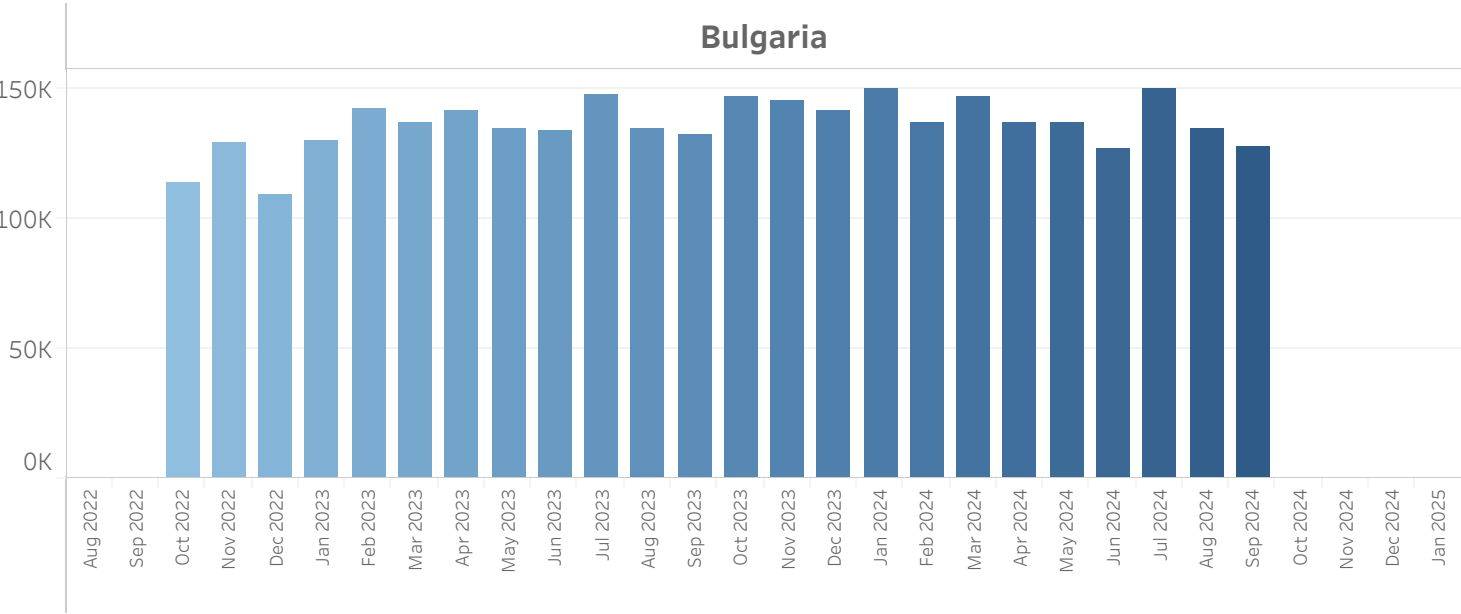
Monthly imports change, k USD



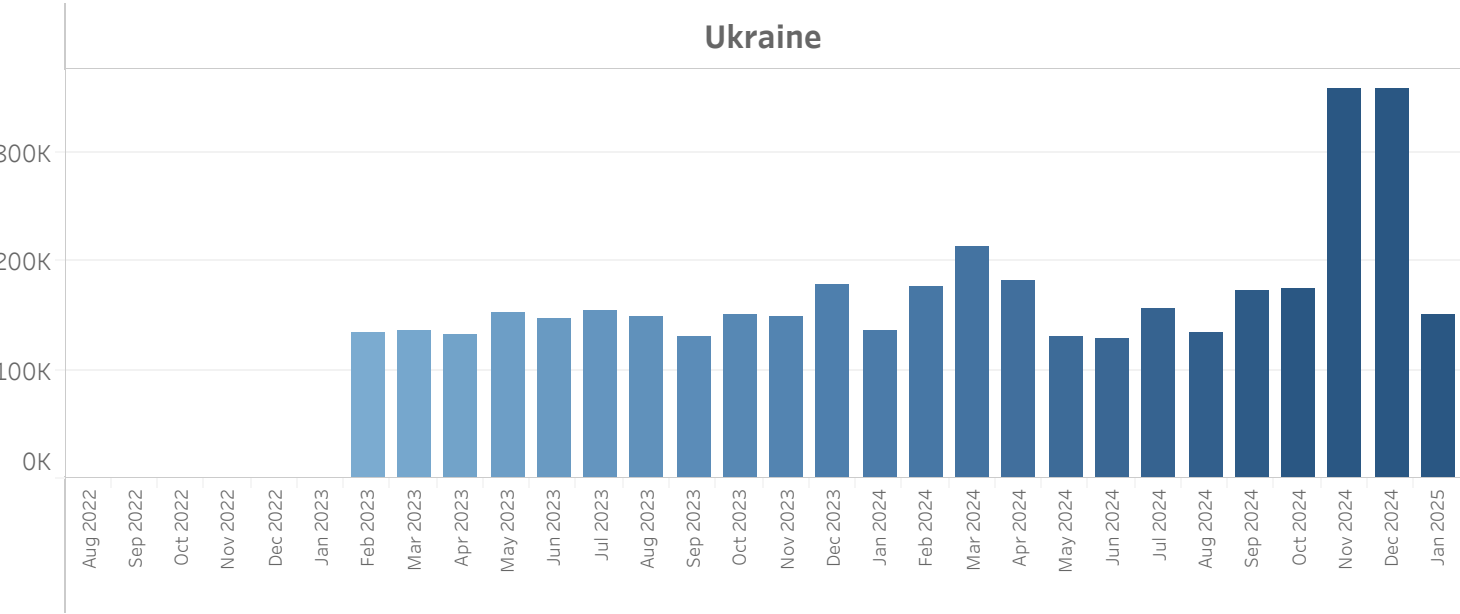
# Last Twelve Months Trends: Country-Specific Monthly Data on Imports (US \$)

These pages provide detailed insights into the recent dynamics of imports (in US \$) reported by each of the countries analyzed in the Report. For each country analyzed, the first graph illustrates the monthly import values (expressed in US \$) over the most recent 24-month period, while the second graph depicts the year-over-year changes in monthly imports. Positive (green) values on the second chart indicate stronger import activity, suggesting robust demand for the analyzed goods, whereas negative (red) values may signal a contraction in the market.

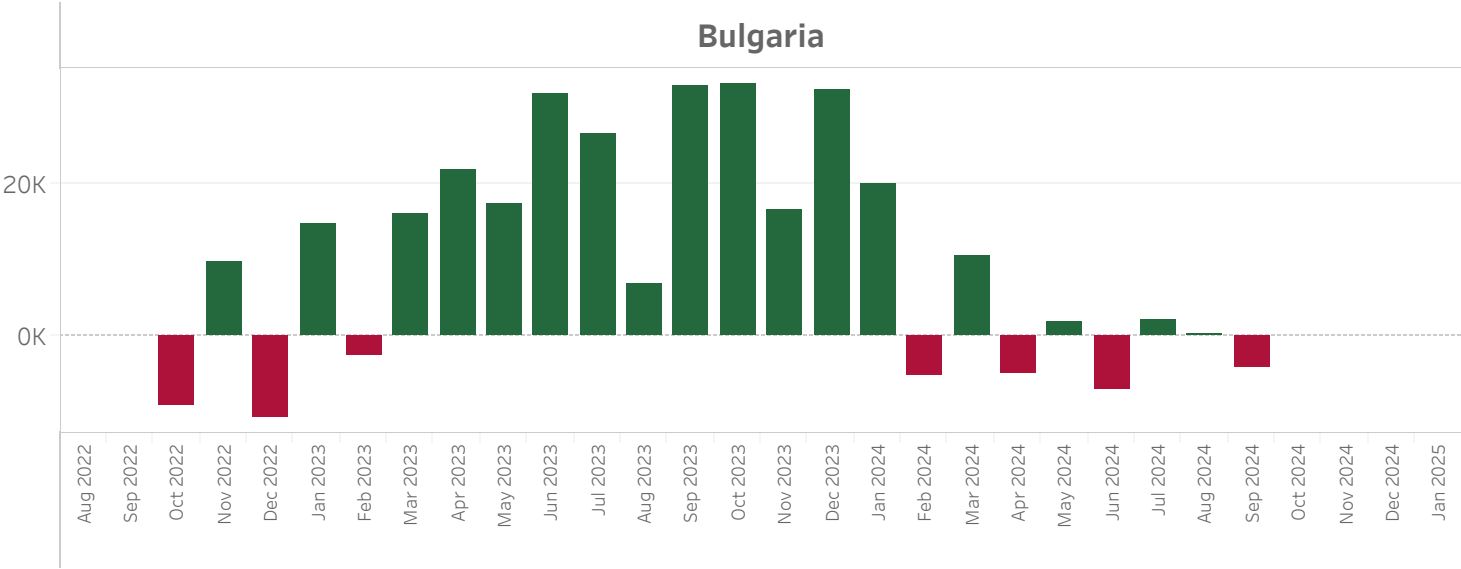
Monthly imports, k USD



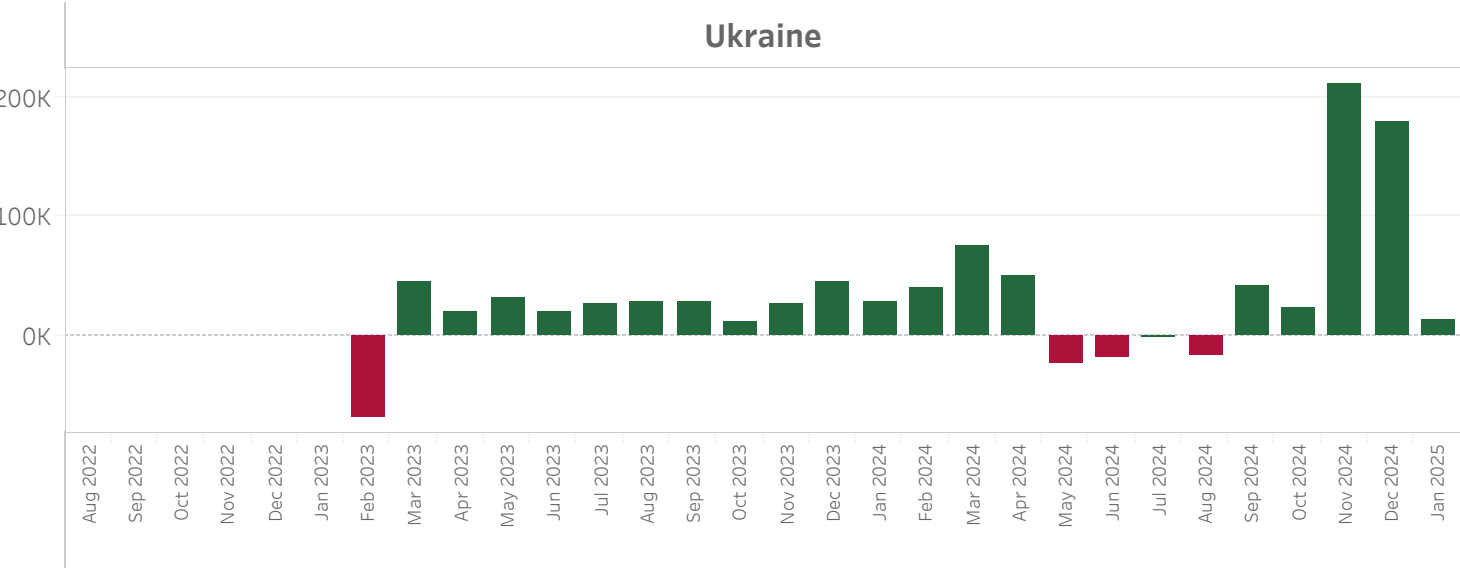
Monthly imports, k USD



Monthly imports change, k USD



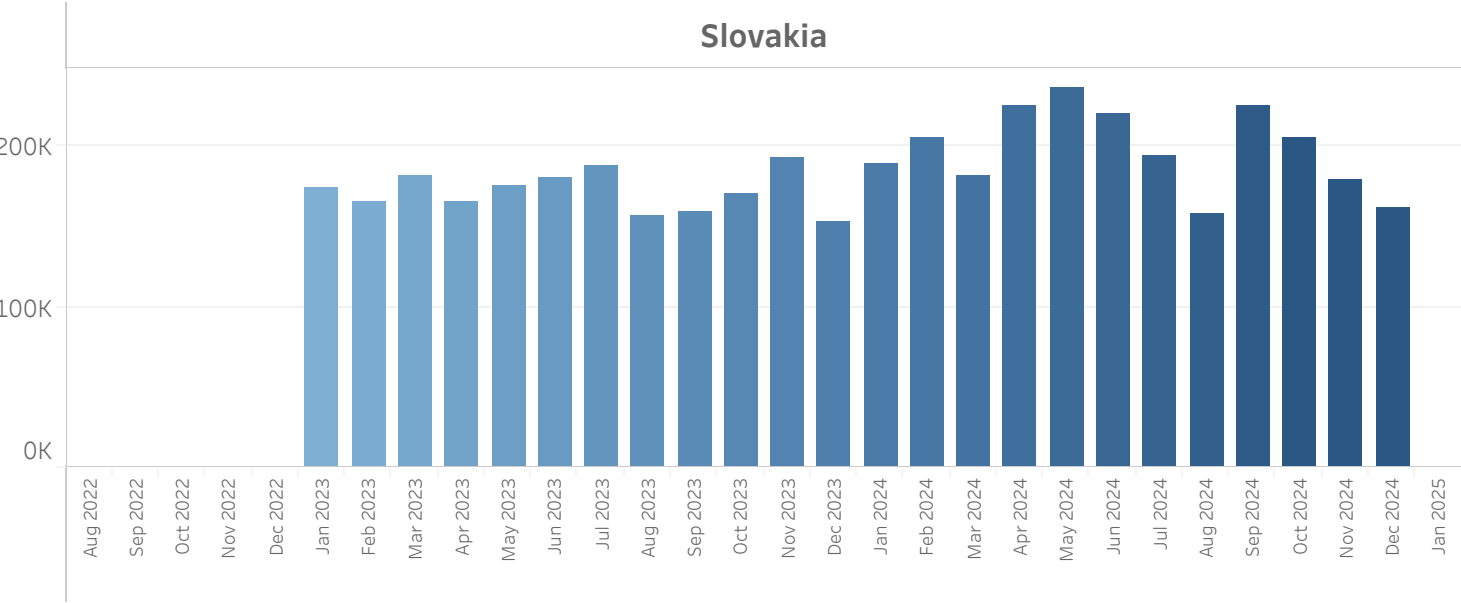
Monthly imports change, k USD



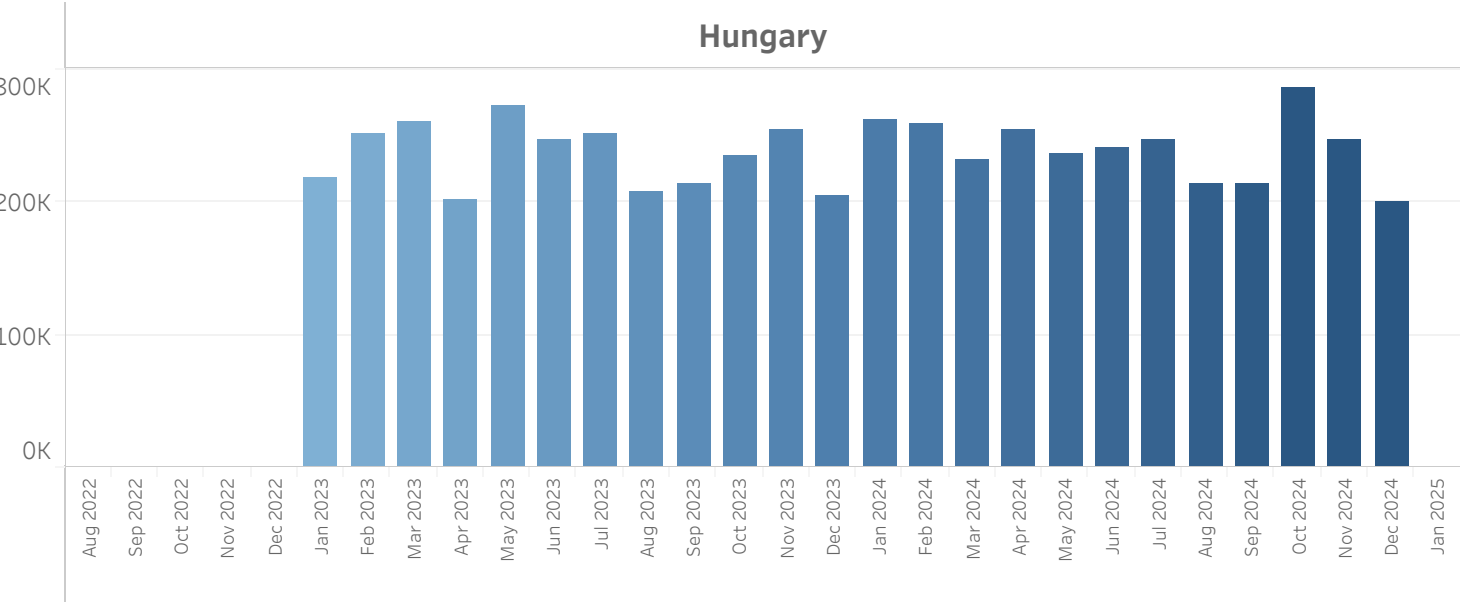
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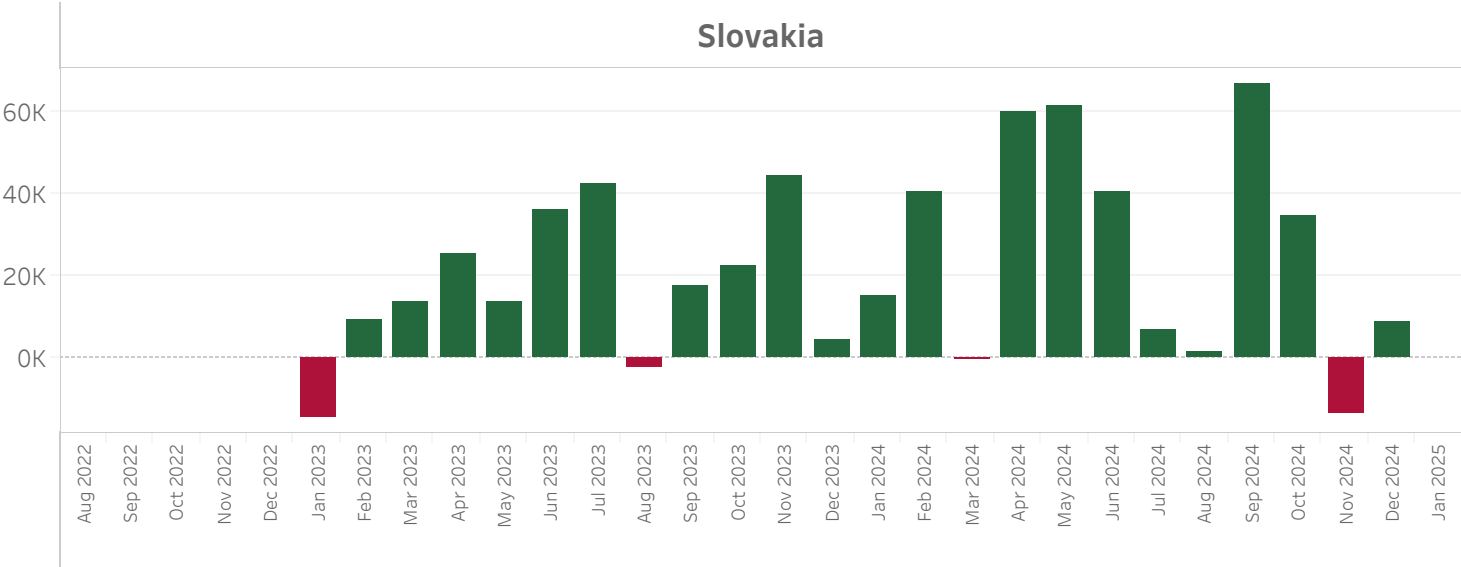
Monthly imports, k USD



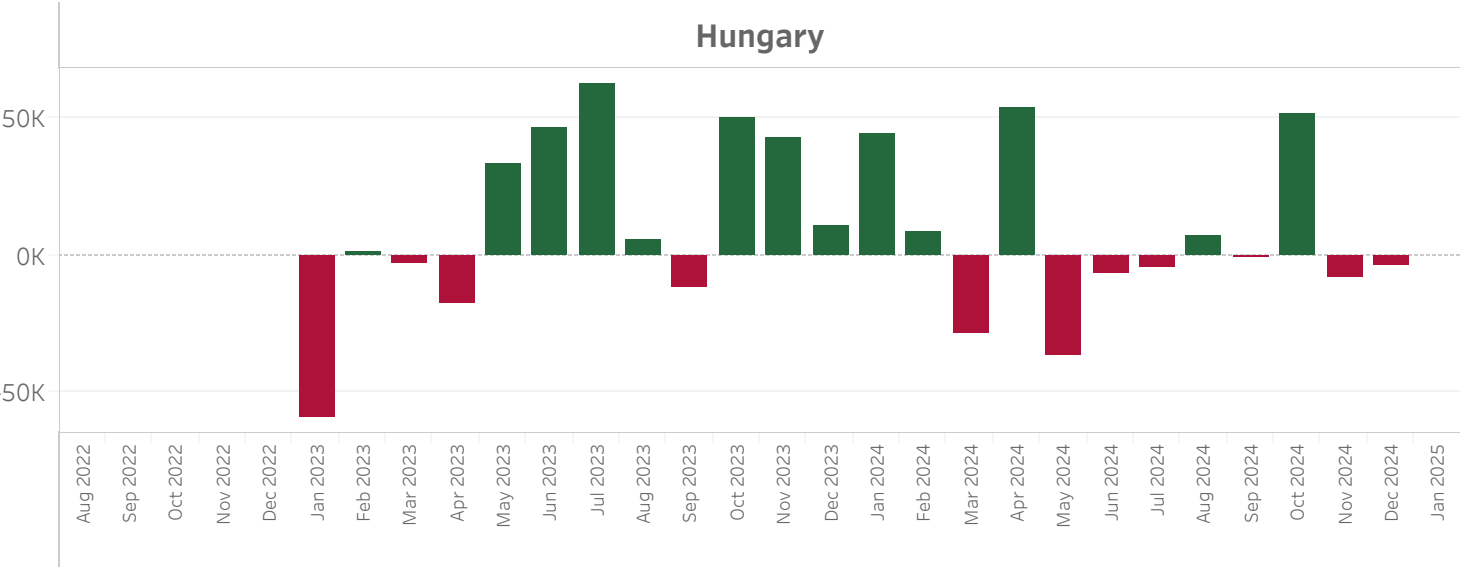
Monthly imports, k USD



Monthly imports change, k USD



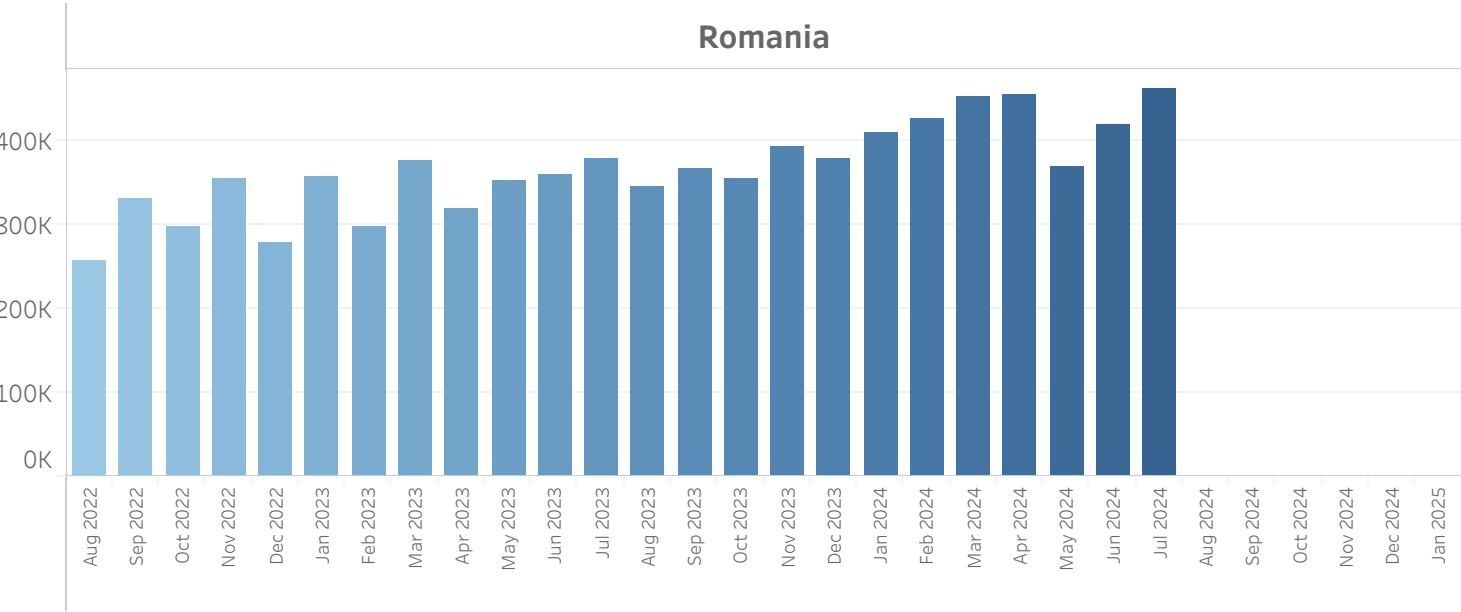
Monthly imports change, k USD



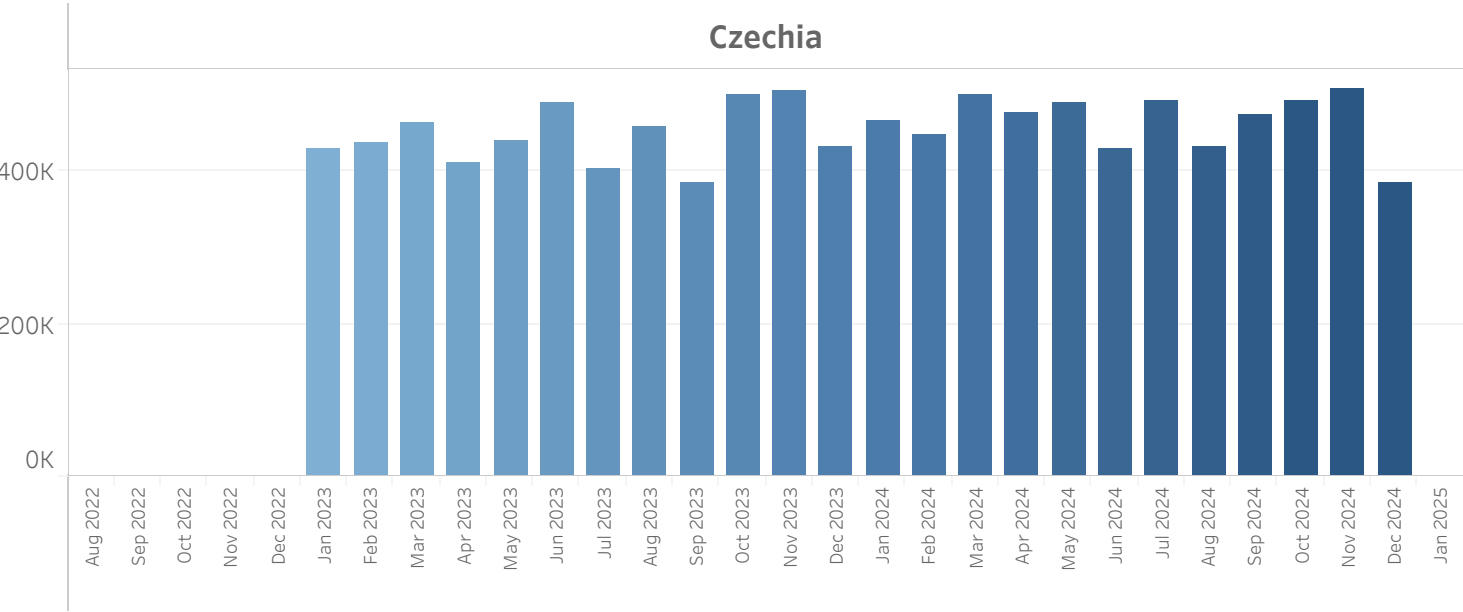
# Last Twelve Months Trends: Country-Specific Monthly Data on Imports (US \$)

These pages provide detailed insights into the recent dynamics of imports (in US \$) reported by each of the countries analyzed in the Report. For each country analyzed, the first graph illustrates the monthly import values (expressed in US \$) over the most recent 24-month period, while the second graph depicts the year-over-year changes in monthly imports. Positive (green) values on the second chart indicate stronger import activity, suggesting robust demand for the analyzed goods, whereas negative (red) values may signal a contraction in the market.

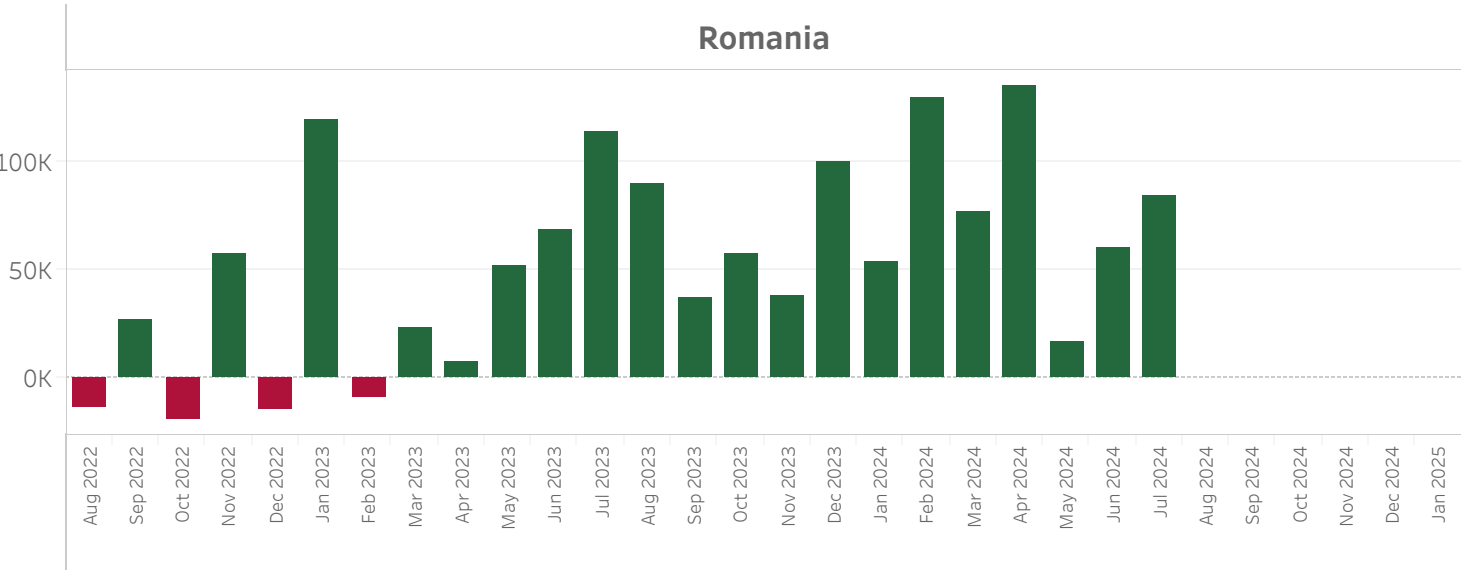
Monthly imports, k USD



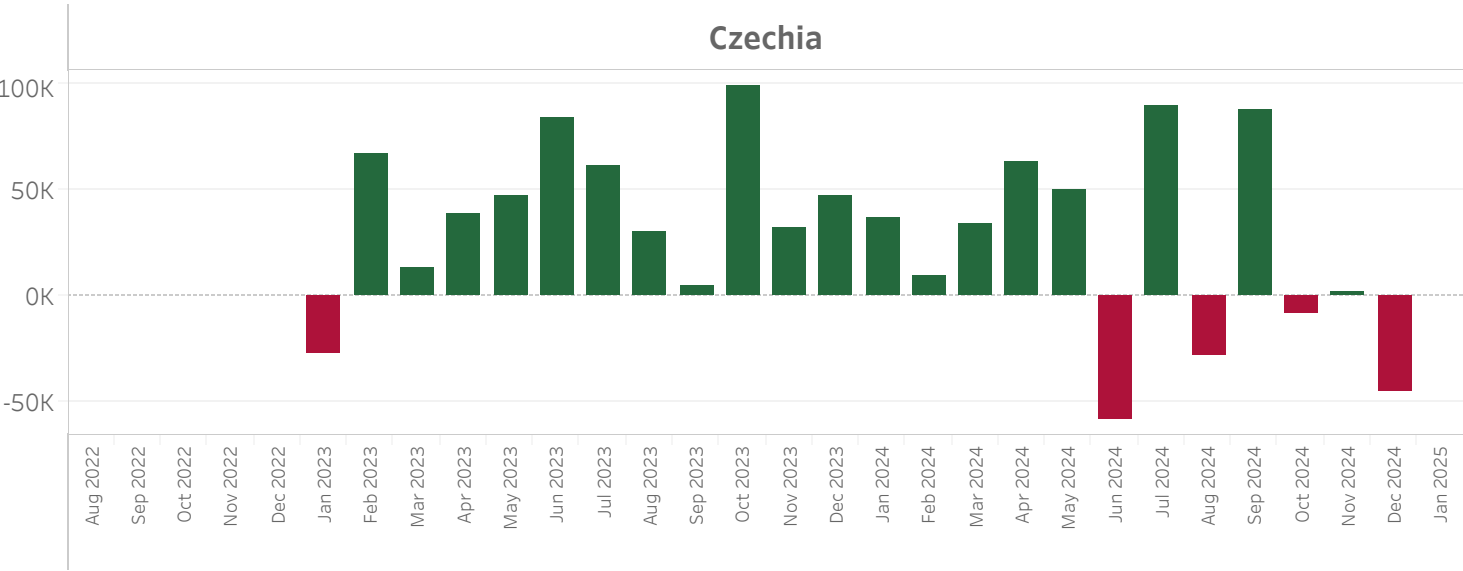
Monthly imports, k USD



Monthly imports change, k USD



Monthly imports change, k USD

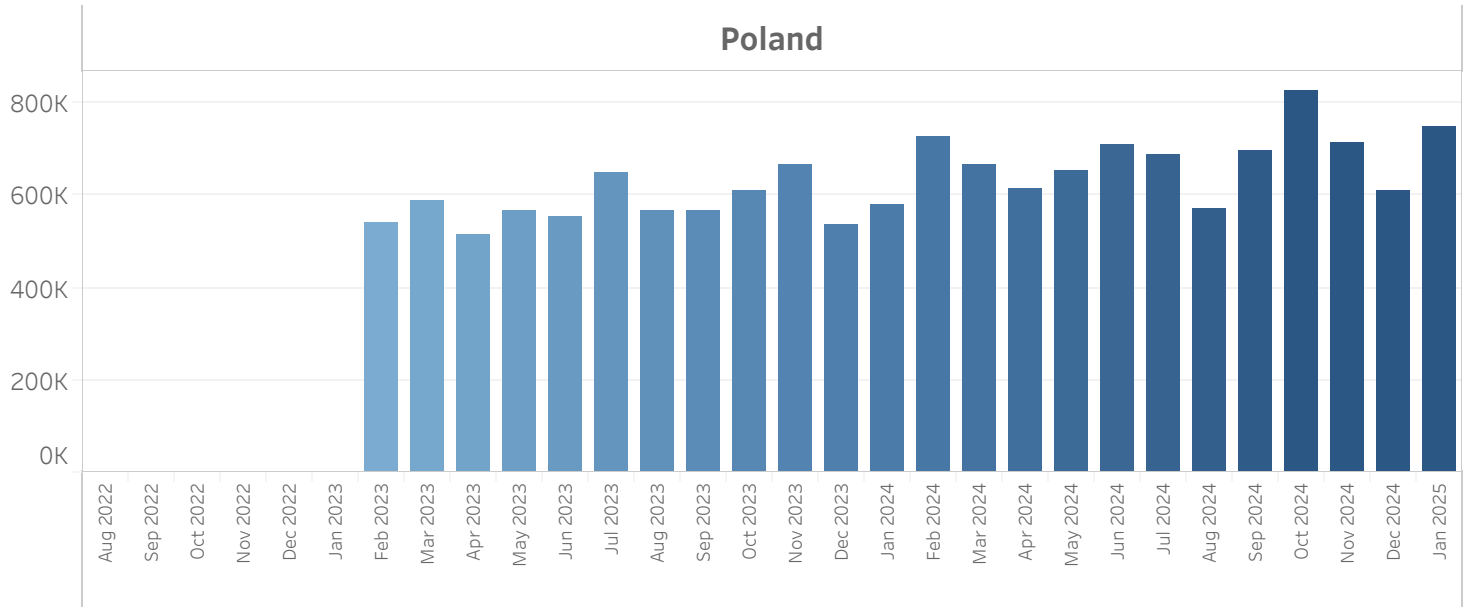




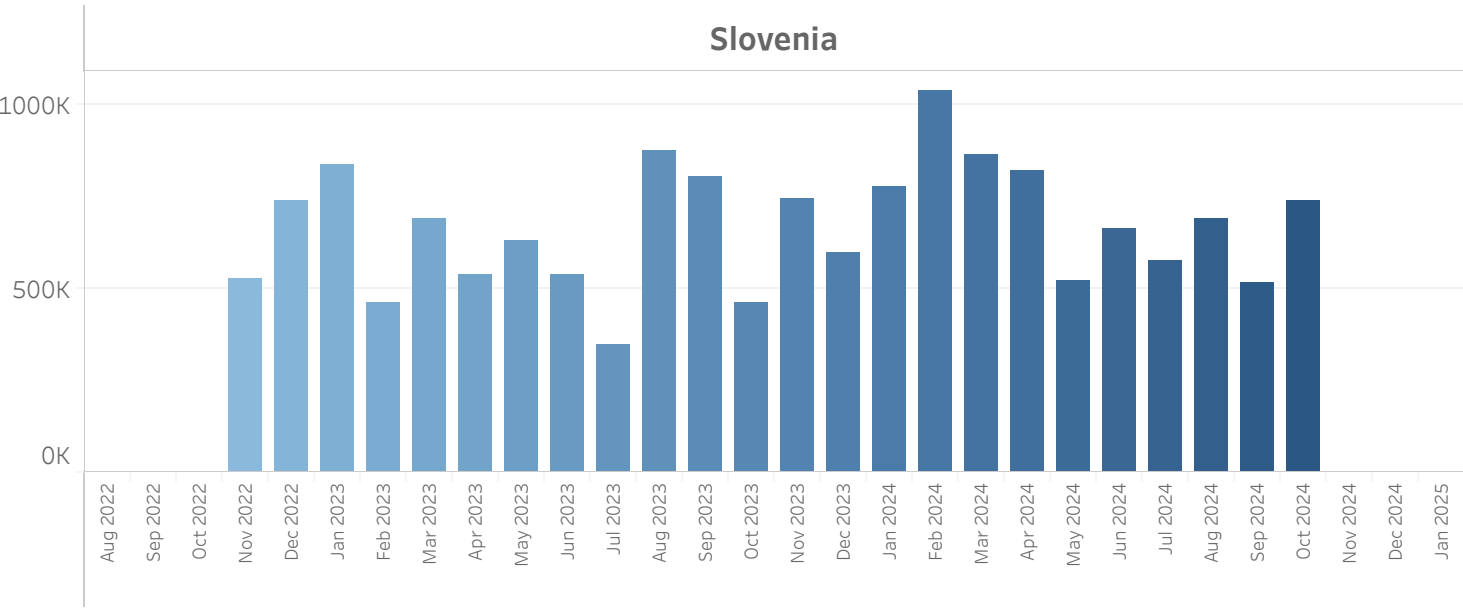
# Last Twelve Months Trends: Country-Specific Monthly Data on Imports (US \$)

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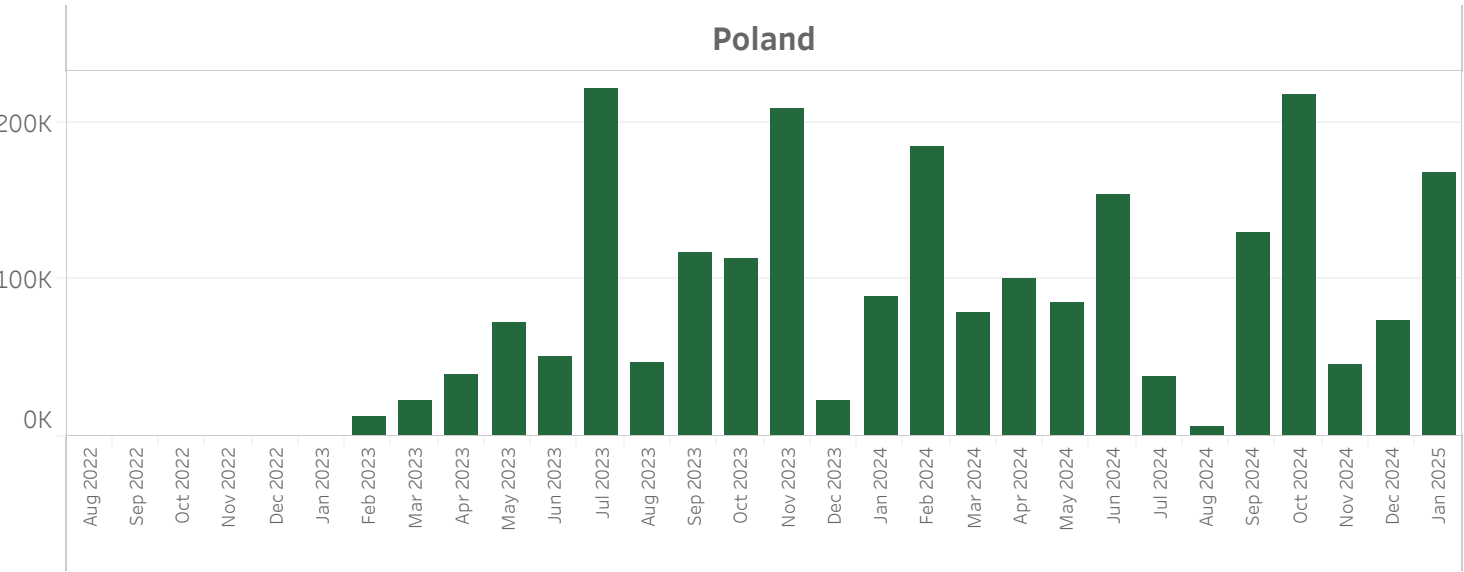
Monthly imports, k USD



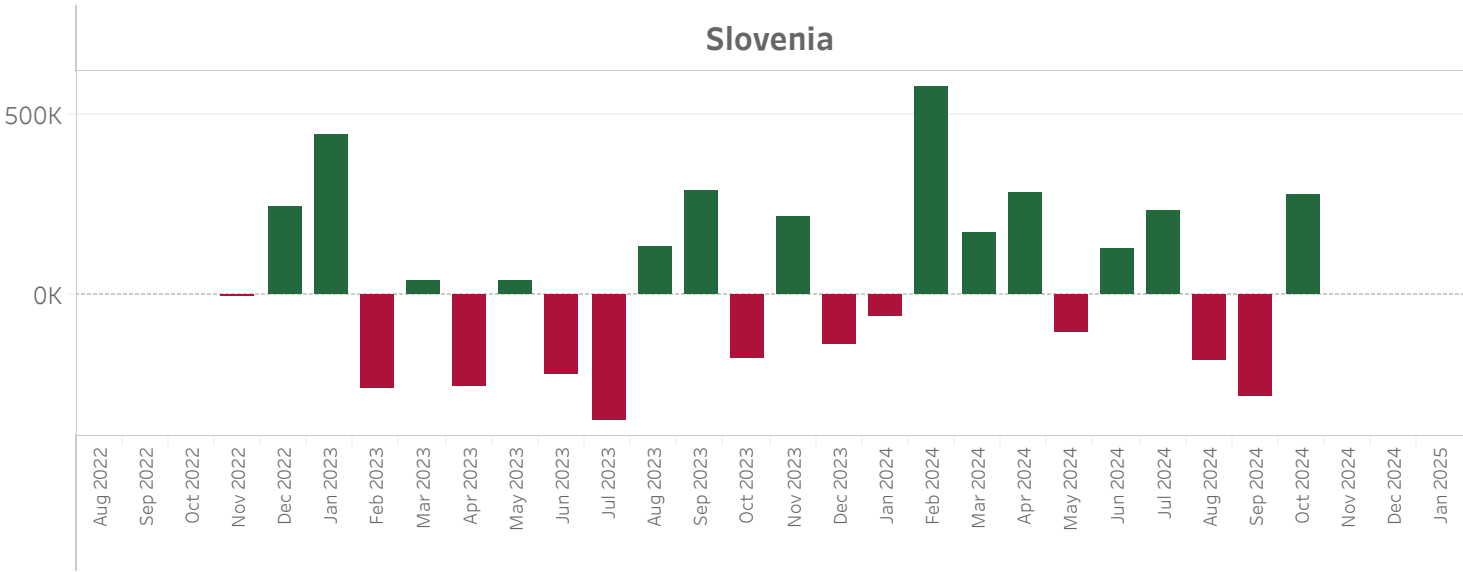
Monthly imports, k USD



Monthly imports change, k USD



Monthly imports change, k USD



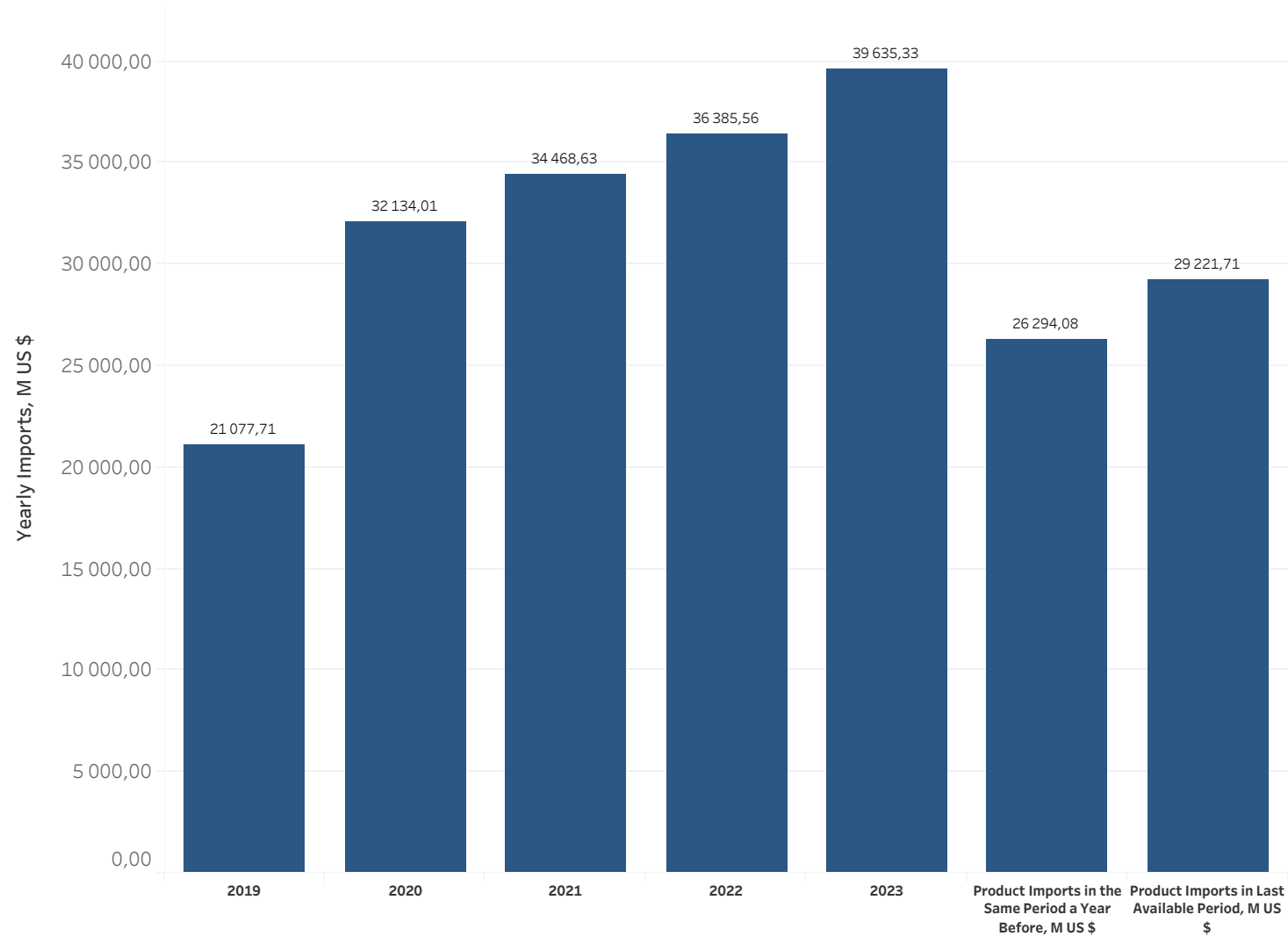
# 4

## COMPETITION AND SUPPLIERS

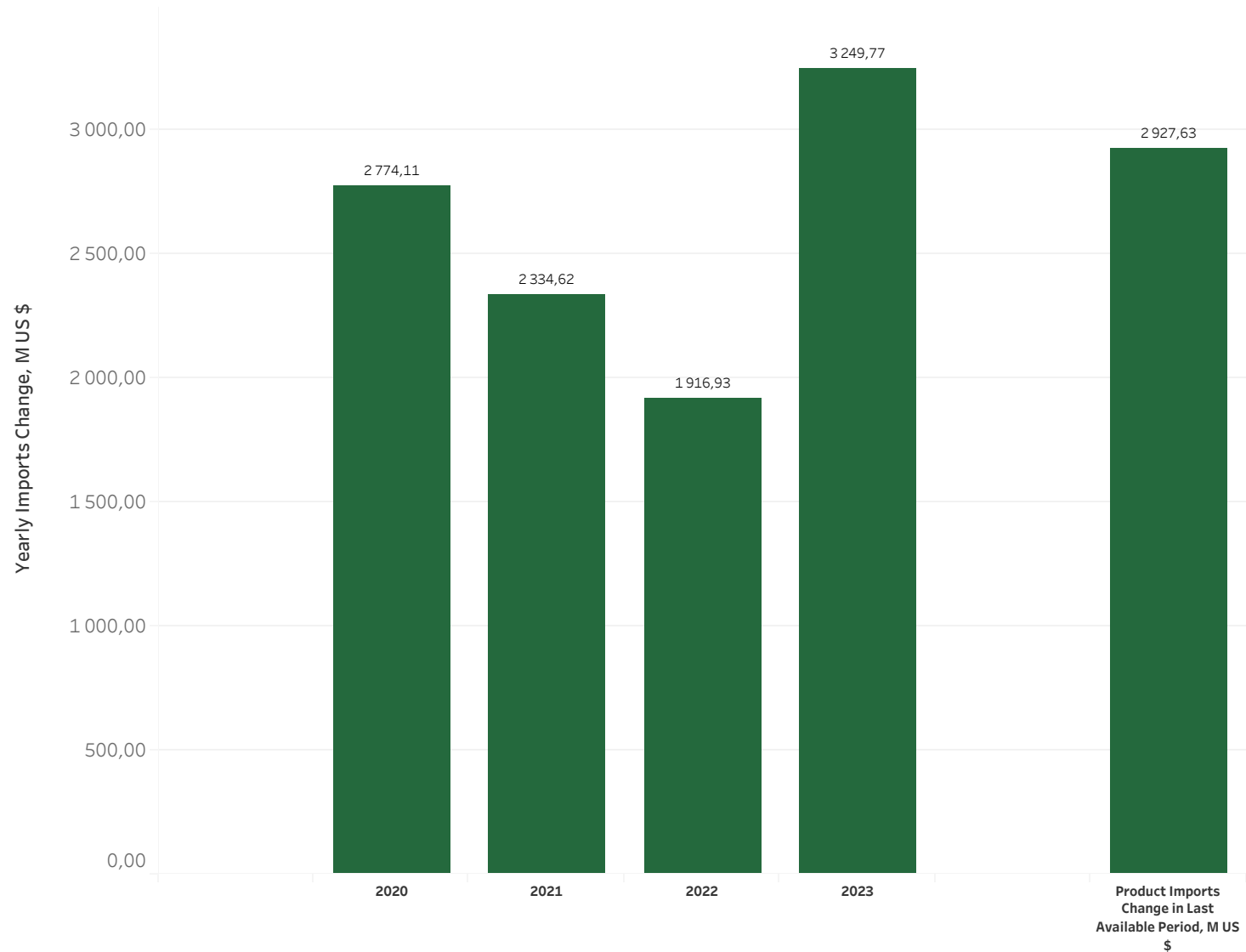
# Total Yearly Data on Imports by the Countries Analyzed

This page provides detailed insights into the yearly dynamics of cumulative imports reported by each of the Countries Analyzed in the Report. The first two graphs illustrate the total yearly import values (expressed in M US \$ and in k tons respectively) over the most recent 5 full calendar years plus the most recent available period (the sum of imports reported by each of the Country Analyzed in the Last Available Period). The third graph illustrates the calculated average imports prices over the same period. Additionally, the graphs below illustrate y-o-y changes of each respective indicator described above.

Total Yearly Imports, M US \$



Total Yearly Imports Change, M US \$



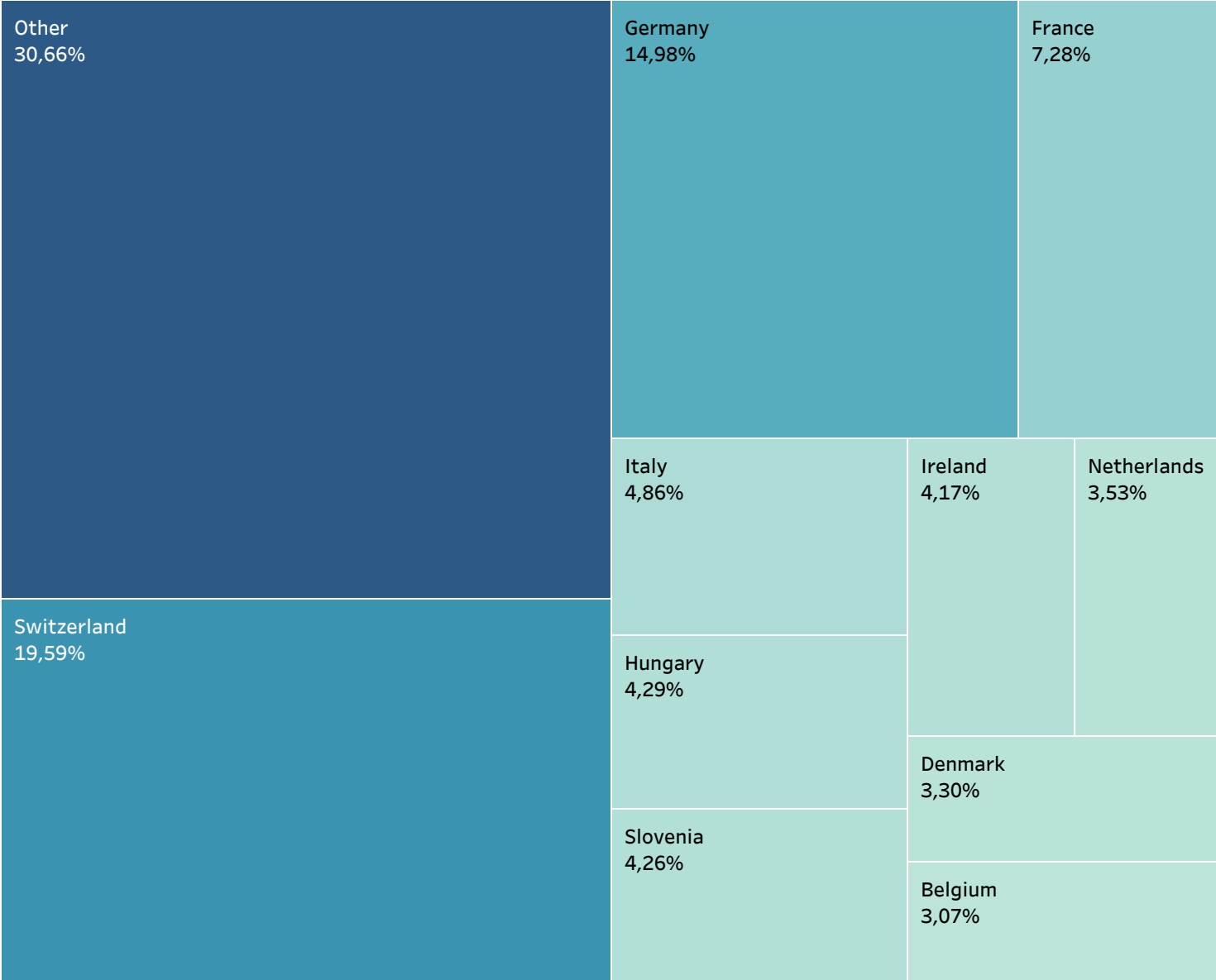
# Largest Supplying Countries to the Countries Analyzed in the Last Twelve Months: US \$

This section presents an overview of the largest supplying countries (exporters) of the analyzed good to the countries analyzed (importers), based on Last Twelve Months (LTM) data reported by the countries analyzed. The table lists all supplying countries, along with the total exports value (expressed in US \$) supplied by each supplying country to the countries analyzed, as well as the respective shares of each supplying country in total supplies of the good to the countries analyzed. Additionally, the tree map diagram provides a visual representation of the market shares of largest supplying countries in the countries analyzed.

Top 25 Supplying Countries to the Countries Analyzed in the Last Twelve Months

Supplying Country	Supplies of the Good Analyzed to the Countries Analyzed in the Last Twelve Months, M US \$	Share in the Total Supplies of the Good Analyzed to the Countries Analyzed in the Twelve Months, %
Total	44 225,77	
Switzerland	8 661,90	19,59%
Germany	6 625,86	14,98%
France	3 221,70	7,28%
Italy	2 151,14	4,86%
Hungary	1 899,18	4,29%
Slovenia	1 885,73	4,26%
Ireland	1 842,43	4,17%
Netherlands	1 560,59	3,53%
Denmark	1 461,57	3,30%
Belgium	1 357,97	3,07%
Austria	1 175,70	2,66%
USA	1 153,88	2,61%
Spain	1 090,47	2,47%
Poland	947,29	2,14%
India	818,53	1,85%
United Kingdom	688,69	1,56%
Europe, not specified	651,29	1,47%
Sweden	629,45	1,42%
Czechia	566,61	1,28%
Türkiye	554,99	1,25%
Greece	511,92	1,16%
Romania	458,38	1,04%
Canada	405,30	0,92%
Singapore	386,78	0,87%
Lithuania	384,46	0,87%

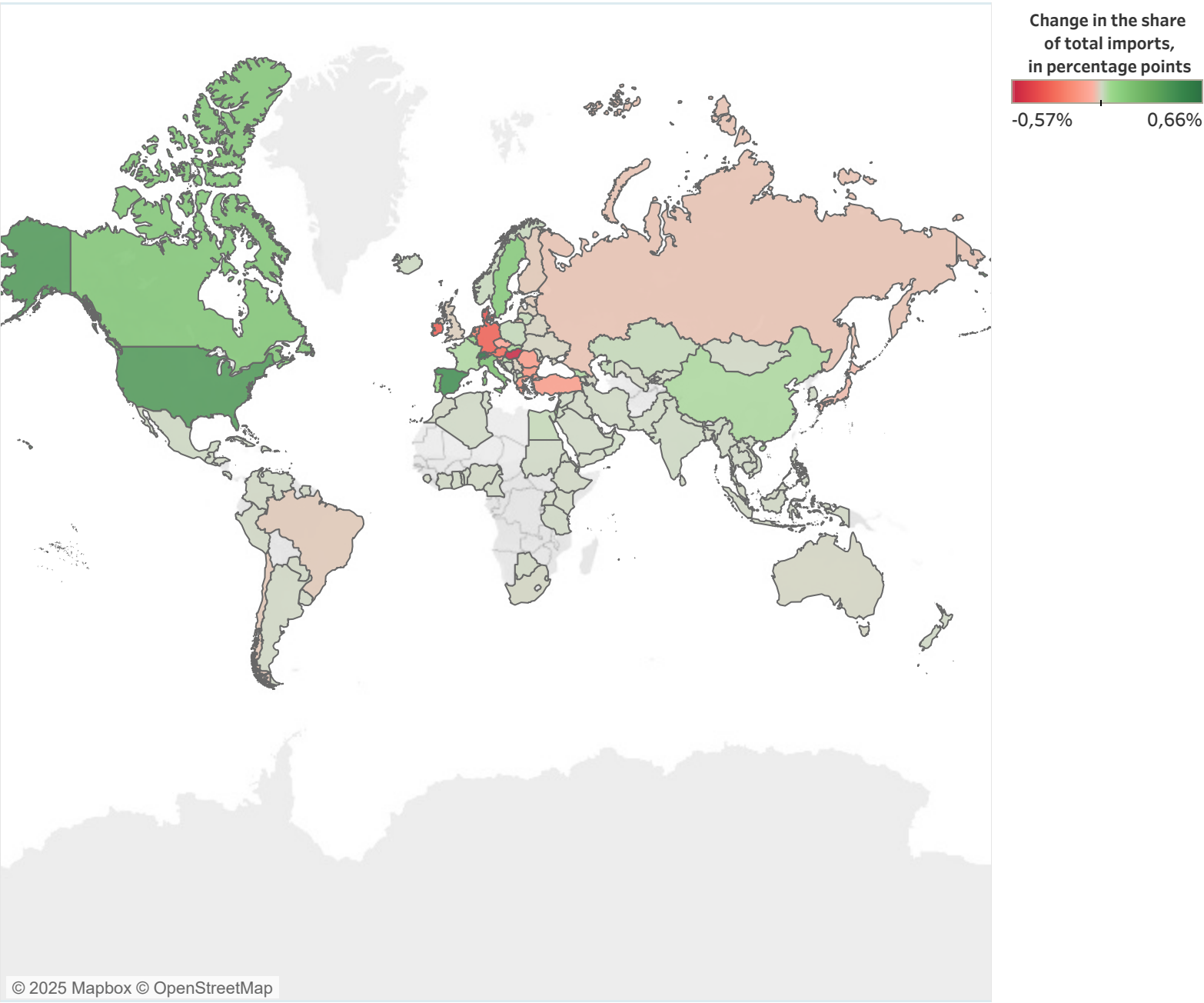
Largest Supplying Countries of the Good Analyzed to the Countries Analyzed in the Last Twelve Months, Based on Imports in US \$



# Largest Supplying Countries to the Countries Analyzed: Competition Shifts in the Last Twelve Months (US \$)

This section provides an illustration of competitive shifts in the markets of the Countries Analyzed, focusing on changes in the mix of Supplying Countries during the Last Twelve Months (LTM) period. The accompanying table lists all the Supplying Countries, along with the total import value (in US\$) reported by all the Countries Analyzed, as well as the respective shares of total imports for each Supplying Country in both the LTM and the 12 months preceding the LTM. Additionally, a map visually represents these shifts in the shares of the Supplying Countries, with shades of green indicating countries with increasing shares and shades of red representing those with declining shares.

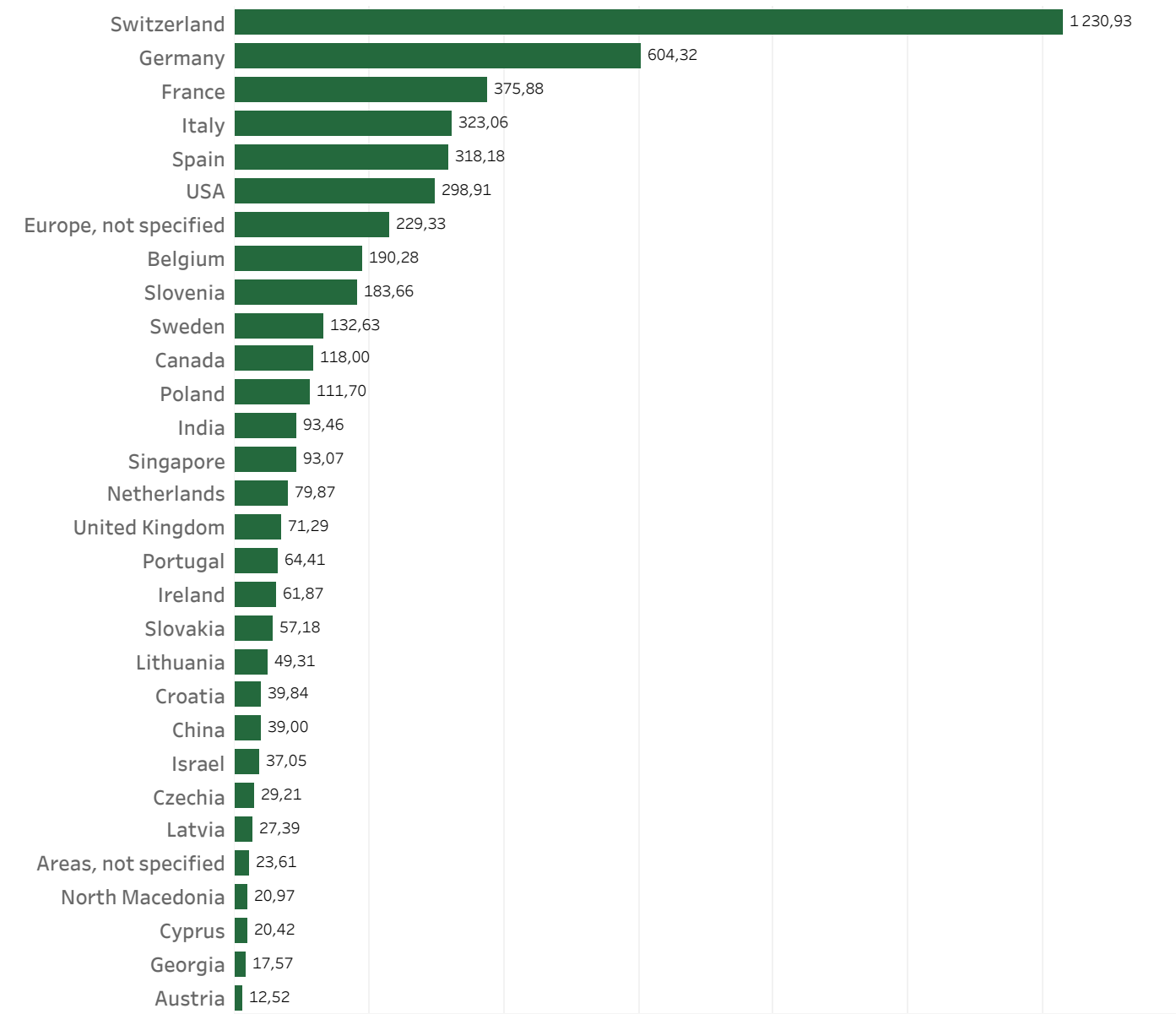
Supplying Country	Supplies of the Good Analyzed to the Countries Analyzed in the Last Twelve Months, M US \$	Share in the Total Supplies of the Good Analyzed to the Countries Analyzed in the Twelve Months, %	Share in the Total Supplies to the Countries Analyzed in the Period 12 Months Before LTM, %
Total	44 225,77		
Switzerland	8 661,90	19,59%	18,93%
Germany	6 625,86	14,98%	15,34%
France	3 221,70	7,28%	7,25%
Italy	2 151,14	4,86%	4,66%
Hungary	1 899,18	4,29%	4,87%
Slovenia	1 885,73	4,26%	4,34%
Ireland	1 842,43	4,17%	4,54%
Netherlands	1 560,59	3,53%	3,77%
Denmark	1 461,57	3,30%	3,71%
Belgium	1 357,97	3,07%	2,97%
Austria	1 175,70	2,66%	2,96%
USA	1 153,88	2,61%	2,18%
Spain	1 090,47	2,47%	1,97%
Poland	947,29	2,14%	2,13%
India	818,53	1,85%	1,85%
United Kingdom	688,69	1,56%	1,57%
Europe, not specified	651,29	1,47%	1,07%
Sweden	629,45	1,42%	1,27%
Czechia	566,61	1,28%	1,37%
Türkiye	554,99	1,25%	1,38%
Greece	511,92	1,16%	1,31%
Romania	458,38	1,04%	1,17%
Canada	405,30	0,92%	0,73%
Singapore	386,78	0,87%	0,75%
Lithuania	384,46	0,87%	0,85%



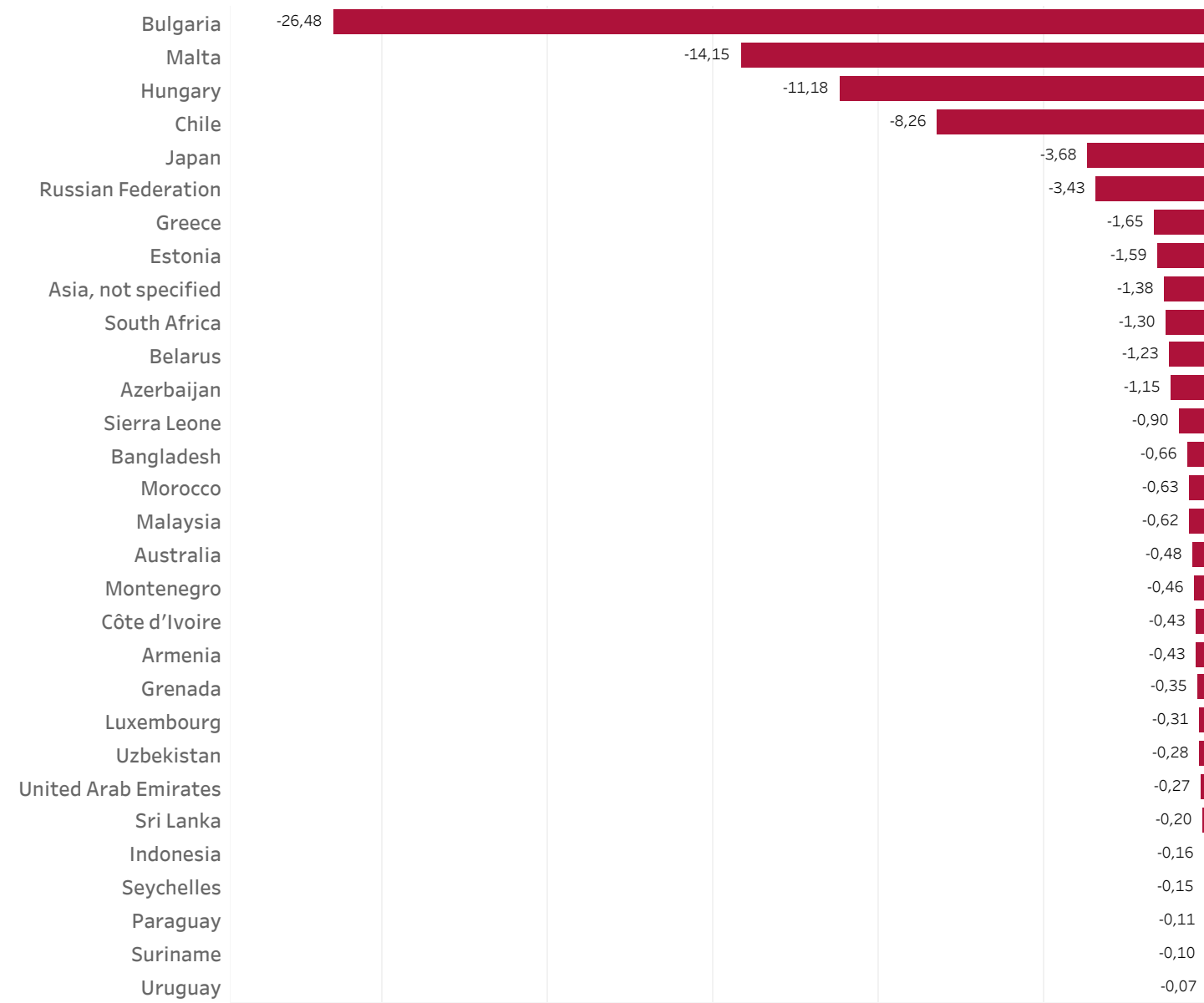
# Largest Supplying Countries to the Countries Analyzed in the Last Twelve Months: Absolute Changes in Supplies Value (US \$)

This section examines the value of supplies (in US \$) from by each supplying country to the countries analyzed over the Last Twelve Months (LTM) period, as reported by the countries analyzed, and compares it to the value reported for the corresponding period 12 months before LTM. The supplying countries are classified into two categories: those that increased their supplies in absolute terms and those that decreased their supplies. These countries are then ranked based on the net absolute change in supplies, from the highest increase (or decrease) to the lowest.

Top 30 Supplying Countries with an Absolute Growth of Supplies to the Countries Analyzed in LTM Compared to the Period 12 Months Before LTM, M US \$



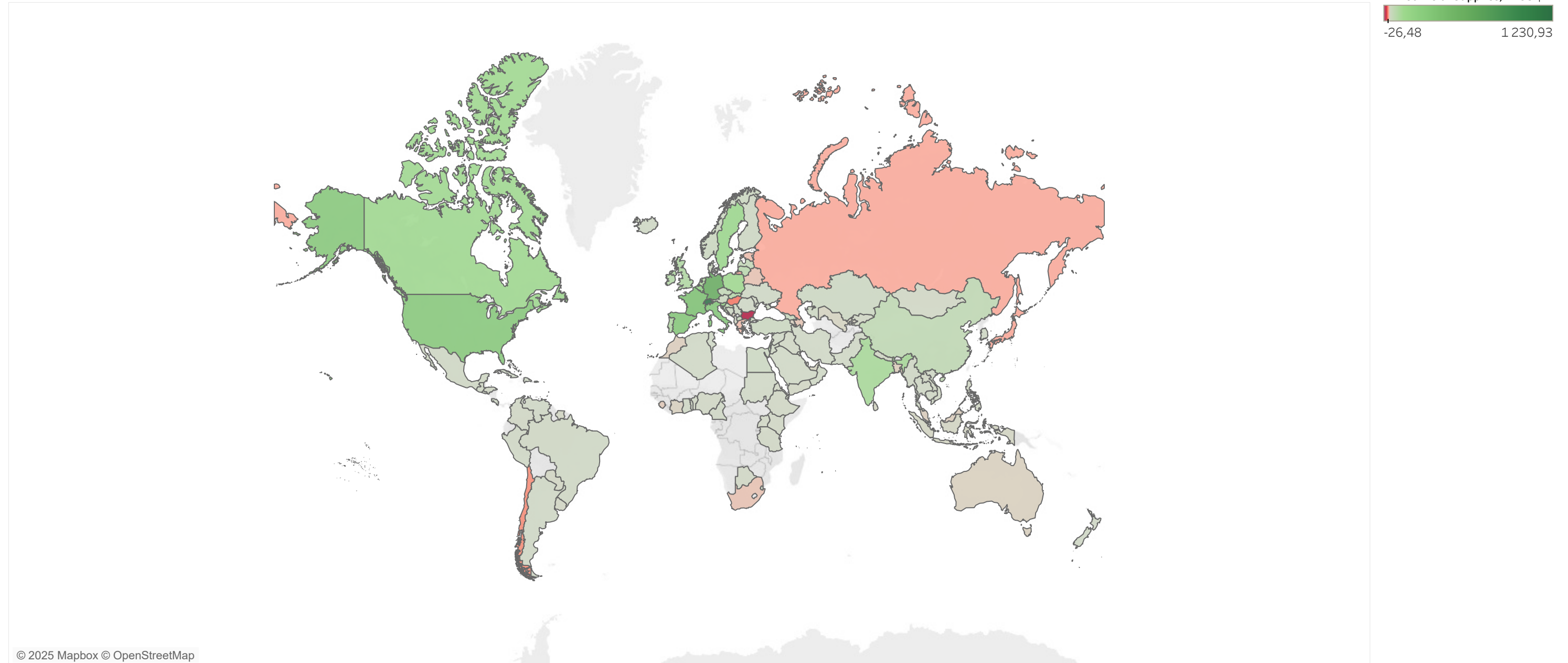
Top 30 Supplying Countries with an Absolute Decline of Supplies to the Countries Analyzed in LTM Compared to the Period 12 Months Before LTM, M US \$



### Largest Supplying Countries to the Countries Analyzed in the Last Twelve Months: Absolute Changes in Supplies Value (US \$)

The map in this section visualizes the supplies value absolute change for each of the identified supplying country to the countries analyzed over LTM, compared to the period 12 months before LTM. The intensity of the color denotes the magnitude of growth (represented by green) or decline (represented by red), with darker shades indicating more significant growth or a steeper decline.

**Absolute Growth (Green) or Decline (Red) of Supplies to the Countries Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$**



Change of Market Shares of Supplying Countries in Total Product Imports of the Countries Analyzed: US \$

The tables in this section present the structure of import values (expressed in US \$) for each country analyzed, broken down by the largest supplying countries during the Last Twelve Months (LTM) period, as well as the period 12 months before LTM. Figures in red indicate the supplying countries whose market share of in the country analyzed has decreased, while figures in green highlight those whose share has increased.

Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Slovenia	Switzerland	74,13%	74,79%
	Others	16,19%	17,21%
	Germany	5,83%	5,00%
	Singapore	3,85%	3,01%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Poland	Others	16,44%	17,88%
	Germany	15,17%	18,66%
	France	10,29%	8,88%
	Ireland	8,22%	9,18%
	Italy	7,21%	6,81%
	USA	5,97%	4,13%
	Switzerland	5,35%	4,74%
	Spain	5,00%	2,81%
	Netherlands	4,81%	4,04%
	Hungary	3,44%	4,27%
	Slovenia	3,25%	3,30%
	Europe, not else..	3,12%	2,87%
	Denmark	3,05%	4,10%
	Canada	3,03%	2,34%
	United Kingdom	2,95%	3,39%
	Austria	2,70%	2,60%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Czechia	Others	19,20%	20,35%
	Germany	18,71%	18,89%
	France	10,32%	10,39%
	Denmark	8,56%	10,35%
	Ireland	7,51%	7,06%
	Italy	7,17%	5,77%
	USA	4,05%	4,62%
	Slovakia	3,95%	3,25%
	Switzerland	3,69%	4,46%
	Romania	2,94%	2,15%
	Hungary	2,88%	2,58%
	Spain	2,86%	2,76%
	Slovenia	2,86%	2,47%
	India	2,75%	2,70%
	Poland	2,53%	2,20%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Romania	Germany	21,08%	21,71%
	Hungary	15,51%	16,04%
	Switzerland	13,14%	9,17%
	Others	9,96%	13,68%
	France	7,93%	6,61%
	Belgium	7,07%	6,92%
	Denmark	5,38%	4,58%
	Austria	4,64%	4,93%
	Italy	4,19%	4,09%
	Netherlands	3,89%	4,75%
	Poland	3,88%	4,07%
	Slovenia	3,33%	3,43%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Hungary	Germany	19,12%	14,74%
	Belgium	16,35%	14,44%
	Others	13,78%	18,21%
	France	11,54%	13,69%
	Netherlands	7,75%	11,10%
	Italy	5,59%	4,72%
	Austria	5,03%	5,26%
	Sweden	5,01%	4,31%
	Switzerland	4,92%	4,49%
	Slovenia	4,21%	3,67%
	Poland	3,99%	3,15%
	Spain	2,71%	2,22%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Slovakia	Others	20,62%	22,27%
	Europe, not else..	14,45%	8,88%
	Germany	10,84%	12,36%
	Czechia	10,25%	10,55%
	Switzerland	10,04%	10,57%
	France	6,02%	7,14%
	Italy	5,79%	6,41%
	Ireland	5,76%	5,88%
	Areas, not else..	3,81%	3,05%
	USA	3,41%	3,45%
	Hungary	3,06%	3,54%
	Slovenia	3,06%	3,51%
	Austria	2,90%	2,37%



Change of Market Shares of Supplying Countries in Total Product Imports of the Countries Analyzed: US \$

The tables in this section present the structure of import values (expressed in US \$) for each country analyzed, broken down by the largest supplying countries during the Last Twelve Months (LTM) period, as well as the period 12 months before LTM. Figures in red indicate the supplying countries whose market share of in the country analyzed has decreased, while figures in green highlight those whose share has increased.

Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Ukraine	Others	28,13%	27,74%
	Germany	21,18%	20,13%
	India	9,92%	9,82%
	France	8,06%	8,86%
	Italy	7,47%	7,13%
	Slovenia	5,34%	5,58%
	Spain	5,05%	4,81%
	Poland	3,47%	3,13%
	USA	3,28%	3,27%
	Hungary	2,79%	3,07%
	United Kingdom	2,69%	3,14%
	Türkiye	2,64%	3,33%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Bulgaria	Germany	19,21%	20,46%
	Others	18,03%	12,69%
	Netherlands	9,09%	7,71%
	Switzerland	8,83%	6,36%
	Hungary	6,89%	16,27%
	France	6,64%	4,82%
	Slovenia	6,16%	8,10%
	Ireland	5,36%	2,08%
	Italy	5,26%	4,73%
	Romania	3,64%	5,23%
	Austria	2,89%	6,43%
	Denmark	2,83%	3,31%
	Spain	2,63%	1,68%
	USA	2,54%	0,12%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Lithuania	Others	17,00%	20,59%
	Germany	16,63%	16,80%
	Latvia	13,32%	12,44%
	Slovenia	10,33%	9,58%
	France	9,79%	11,01%
	Netherlands	8,42%	7,71%
	Poland	8,30%	7,97%
	Austria	4,55%	3,85%
	Sweden	4,09%	2,77%
	Czechia	3,86%	3,33%
	Hungary	3,71%	3,96%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Serbia	Others	20,97%	20,79%
	Germany	17,81%	21,79%
	Slovenia	13,86%	12,31%
	Switzerland	10,87%	10,52%
	Hungary	10,45%	9,89%
	France	8,91%	8,94%
	Denmark	5,32%	3,84%
	Italy	3,78%	4,23%
	Greece	2,74%	2,81%
	Ireland	2,69%	3,04%
	United Kingdom	2,62%	1,84%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Croatia	Slovenia	26,84%	23,48%
	Others	17,48%	20,45%
	Germany	16,11%	15,60%
	Hungary	11,47%	12,41%
	Switzerland	7,48%	6,94%
	Austria	7,25%	6,83%
	Netherlands	7,18%	6,80%
	Denmark	3,37%	4,25%
	Italy	2,82%	3,24%
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Latvia	Lithuania	28,19%	25,89%
	Others	11,43%	12,61%
	Netherlands	8,47%	7,96%
	Germany	7,73%	8,10%
	Switzerland	7,22%	7,04%
	Poland	7,12%	7,43%
	Slovenia	6,53%	6,85%
	Denmark	5,33%	5,43%
	Austria	4,50%	4,65%
	Slovakia	4,30%	4,28%
	France	3,99%	4,66%
	Sweden	2,61%	2,27%
	Estonia	2,57%	2,84%

Change of Market Shares of Supplying Countries in Total Product Imports of the Countries Analyzed: US \$

The tables in this section present the structure of import values (expressed in US \$) for each country analyzed, broken down by the largest supplying countries during the Last Twelve Months (LTM) period, as well as the period 12 months before LTM. Figures in red indicate the supplying countries whose market share of in the country analyzed has decreased, while figures in green highlight those whose share has increased.

Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %	Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %	Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Estonia	Germany	16,67%	16,98%	Georgia	Others	32,60%	30,70%	Azerbaijan	Others	27,64%	31,83%
	Others	11,67%	11,53%		Türkiye	27,26%	28,17%		Türkiye	19,69%	19,58%
	Lithuania	8,54%	9,56%		Germany	11,20%	10,48%		Germany	13,69%	9,35%
	Italy	7,22%	7,06%		Switzerland	8,21%	10,23%		Italy	5,19%	5,76%
	Slovenia	6,50%	6,37%		Hungary	7,98%	7,93%		Russian Federat..	5,16%	6,85%
	Belgium	6,26%	5,66%		France	5,83%	6,06%		France	4,85%	7,19%
	Europe, not else..	5,66%	5,69%		India	3,66%	3,28%		Georgia	4,10%	0,42%
	Switzerland	5,15%	4,51%		Slovenia	3,25%	3,15%		Slovenia	3,89%	3,90%
	Poland	5,12%	4,93%						Hungary	3,55%	3,30%
	Netherlands	4,91%	5,32%						Denmark	3,41%	2,44%
	Denmark	4,31%	1,74%						India	3,23%	3,73%
	France	3,99%	4,31%						Switzerland	3,00%	2,16%
	Sweden	3,86%	3,89%						Ukraine	2,59%	3,50%
	Latvia	3,81%	5,28%								
	United Kingdom	3,63%	4,52%								
	Ireland	2,72%	2,65%								
Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %	Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %	Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Bosnia Herzegovina	Germany	20,51%	19,77%	Rep. of Moldova	Others	27,58%	27,90%	North Macedonia	Others	18,83%	18,63%
	Others	17,81%	18,42%		Germany	15,53%	14,35%		Slovenia	17,65%	16,99%
	Slovenia	11,59%	12,78%		Türkiye	8,65%	8,60%		Germany	14,34%	13,14%
	Italy	7,12%	8,01%		Hungary	7,89%	7,31%		France	10,49%	7,42%
	France	6,75%	7,62%		Italy	7,51%	8,63%		Italy	7,67%	6,46%
	Denmark	5,70%	3,94%		Romania	6,40%	8,08%		United Kingdom	4,89%	2,85%
	Serbia	5,44%	6,14%		Slovenia	6,40%	6,55%		Spain	4,54%	4,50%
	North Macedonia	5,42%	4,69%		Ukraine	4,93%	5,06%		Türkiye	4,05%	4,52%
	Ireland	5,38%	3,84%		France	3,64%	4,45%		Serbia	3,97%	4,12%
	Türkiye	4,90%	4,23%		USA	3,12%	2,04%		Denmark	3,83%	6,26%
	Croatia	3,83%	4,10%		Spain	3,06%	2,75%		India	3,47%	3,00%
	Spain	2,85%	3,02%		India	2,75%	2,32%		Croatia	3,19%	3,09%
	Switzerland	2,69%	3,45%		United Kingdom	2,54%	1,96%		USA	3,09%	9,02%

Change of Market Shares of Supplying Countries in Total Product Imports of the Countries Analyzed: US \$

The tables in this section present the structure of import values (expressed in US \$) for each country analyzed, broken down by the largest supplying countries during the Last Twelve Months (LTM) period, as well as the period 12 months before LTM. Figures in red indicate the supplying countries whose market share of in the country analyzed has decreased, while figures in green highlight those whose share has increased.

Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %	Country Analyzed	Supplying Country	Supplying Country's Share in Total Imports the Country Analyzed in LTM, %	Supplying Country's Share in Total Imports the Country Analyzed in the Period 12 Months Before LTM, %
Armenia	Others	23,16%	29,87%	Montenegro	Germany	20,23%	17,34%
	Germany	17,24%	14,92%		Others	15,47%	19,31%
	France	11,11%	10,13%		Switzerland	13,62%	13,82%
	Russian Federat..	9,98%	9,63%		Serbia	12,40%	14,48%
	Slovenia	6,84%	5,55%		France	9,99%	8,87%
	Italy	6,43%	7,09%		Sweden	6,91%	4,14%
	Hungary	5,82%	5,35%		United Kingdom	6,75%	8,09%
	Switzerland	3,88%	4,22%		Slovenia	4,31%	3,62%
	Austria	3,34%	1,15%		Denmark	4,05%	4,48%
	Spain	3,19%	3,60%		Ireland	3,65%	3,26%
	Ireland	3,12%	3,51%		North Macedonia	2,62%	2,59%
	Netherlands	3,09%	2,17%				
	USA	2,80%	2,82%				

# Most Growing and Most Declining Markets by Imports Value Change (US \$)

The subsequent sections of the report focus on specific markets (out of the countries analyzed) that have either experienced the highest growth rates in imports during the LTM period (or, for certain product markets, exhibited the slowest rates of decline), and countries that have experienced the most significant declines in imports. The initial part of the analysis is based on changes in import values, expressed in US \$. The countries falling into both categories, based on import value changes, are presented in the accompanying tables.

Fastest Growing / Slowest Declining Markets

Country Analyzed	LTM Period	Absolute Change of Imports in LTM Compared to the Period 12 Months Before LTM, US \$	Imports in LTM, US \$	Product Imports Growth in LTM Compared to the Period 12 Months Before LTM, %
Poland	02.2024 - 01.2025	1 283 699 849	8 223 277 552	18,50%
Slovenia	11.2023 - 10.2024	1 108 112 047	8 571 695 894	14,85%
Romania	08.2023 - 07.2024	874 466 317	4 835 314 395	22,08%
Ukraine	02.2024 - 01.2025	579 518 264	2 331 791 213	33,07%
Slovakia	01.2024 - 12.2024	322 055 863	2 384 237 621	15,62%
Czechia	01.2024 - 12.2024	237 396 985	5 595 013 906	4,43%
Serbia	12.2023 - 11.2024	134 837 599	1 363 675 308	10,97%
Lithuania	02.2024 - 01.2025	124 463 636	1 487 997 904	9,13%
Bulgaria	10.2023 - 09.2024	95 705 176	1 684 156 616	6,03%
Georgia	01.2024 - 12.2024	79 632 214	622 691 788	14,66%

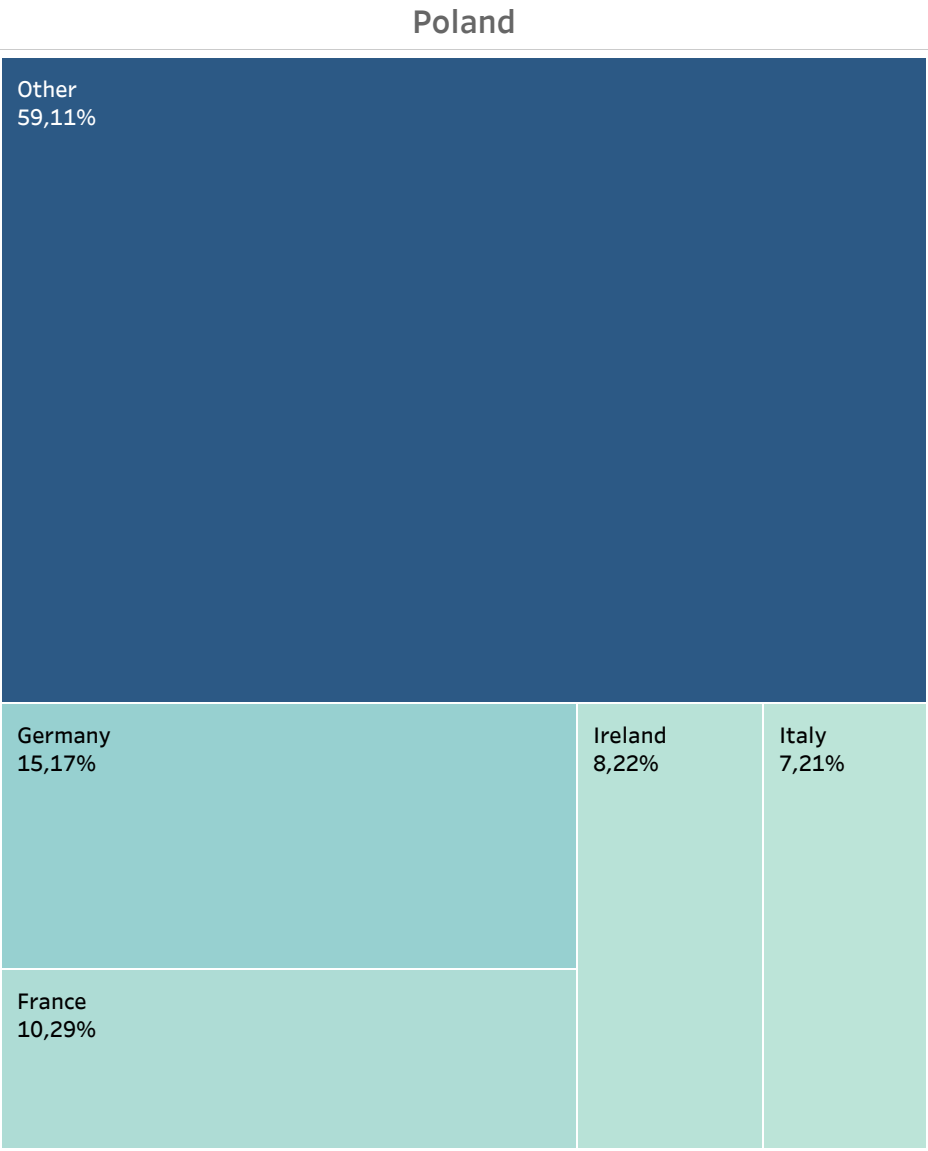
Most Declining Markets

Country Analyzed	LTM Period	Absolute Change of Imports in LTM Compared to the Period 12 Months Before LTM, US \$	Imports in LTM, US \$	Product Imports Growth in LTM Compared to the Period 12 Months Before LTM, %
Croatia	12.2023 - 11.2024	-174 395 603	974 508 342	-15,18%
Azerbaijan	01.2024 - 12.2024	-6 881 548	443 270 853	-1,53%
Armenia	01.2024 - 12.2024	7 386 131	165 552 448	4,67%
North Macedonia	01.2024 - 12.2024	11 772 834	219 080 126	5,68%
Montenegro	02.2024 - 01.2025	16 912 854	159 696 443	11,85%
Rep. of Moldova	01.2024 - 12.2024	23 599 692	286 390 417	8,98%
Bosnia Herzegovina	01.2024 - 12.2024	46 496 776	405 333 319	12,96%
Latvia	01.2024 - 12.2024	49 838 416	862 501 810	6,13%
Hungary	01.2024 - 12.2024	74 625 239	2 900 160 538	2,64%
Estonia	01.2024 - 12.2024	74 700 448	709 424 731	11,77%

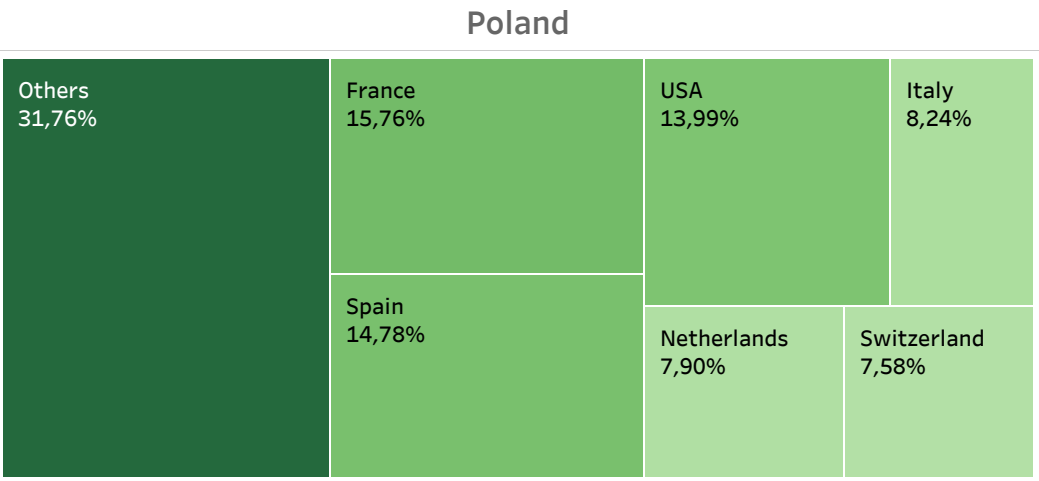
# Supplying Countries to the Most Growing Markets: Country-Specific Data (US \$)

This section provides a detailed analysis of the changes in the mix of supplying countries for each of the countries analyzed that have experienced the highest increases (or the smallest declines) in imports values (expressed in US \$) during the LTM period. The first graph (on the left) illustrates the distribution of supplying countries in the LTM period. The two central graphs display the supplying countries that have increased (top graph) or decreased their supplies (bottom graph) to the analyzed country, reflecting the shares of the supplying countries in total absolute positive or negative change of imports. The graph on the right compares the average imports proxy prices from these supplying countries, offering insights into whether any price advantages exist among the supplying countries contributing to the changes in import levels.

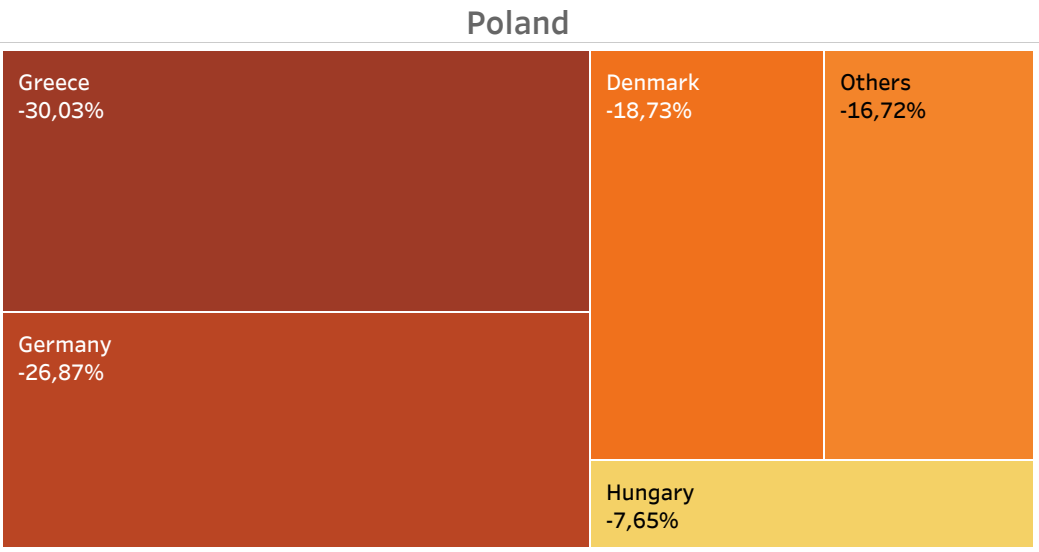
Largest Supplying Countries in LTM (US \$)



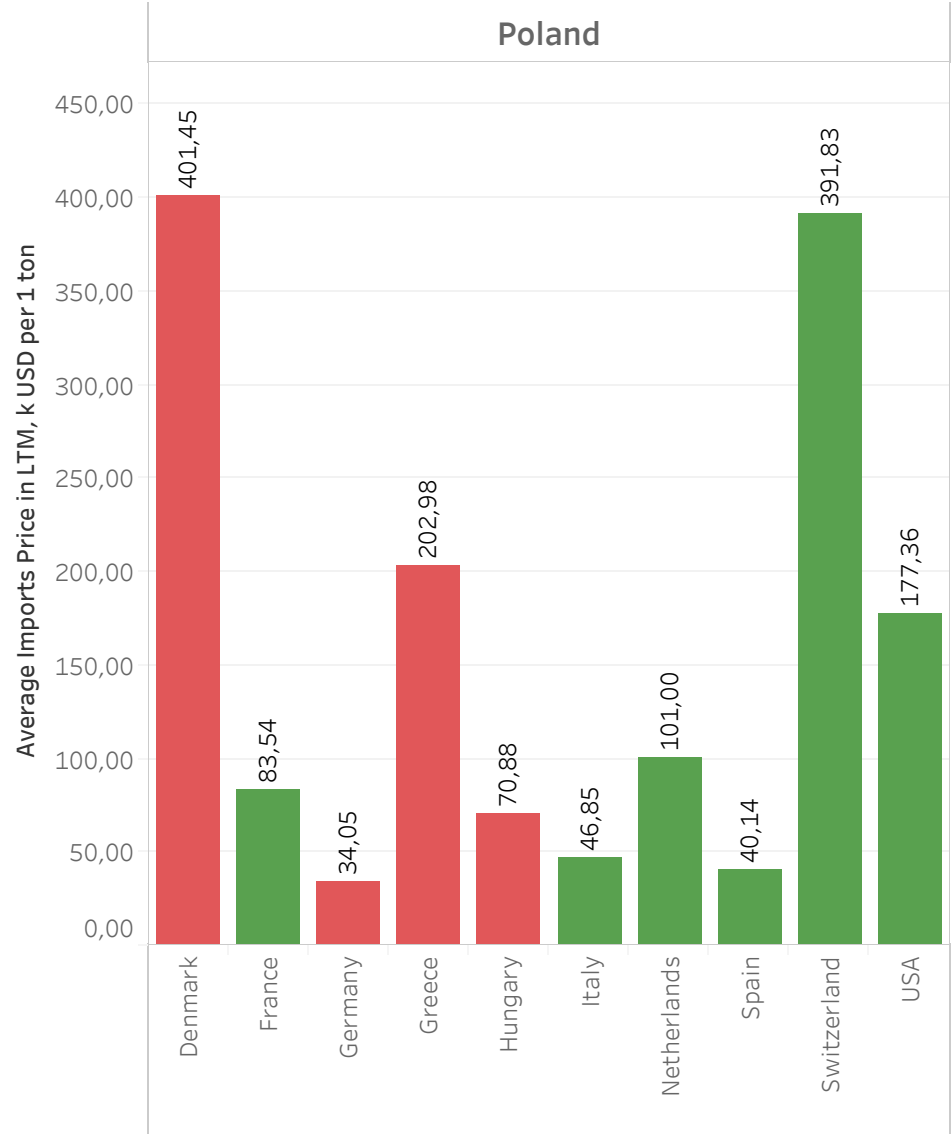
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



Supplying Countries with a Negative Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Negative Absolute Change of Supplies to the Country Analyzed.



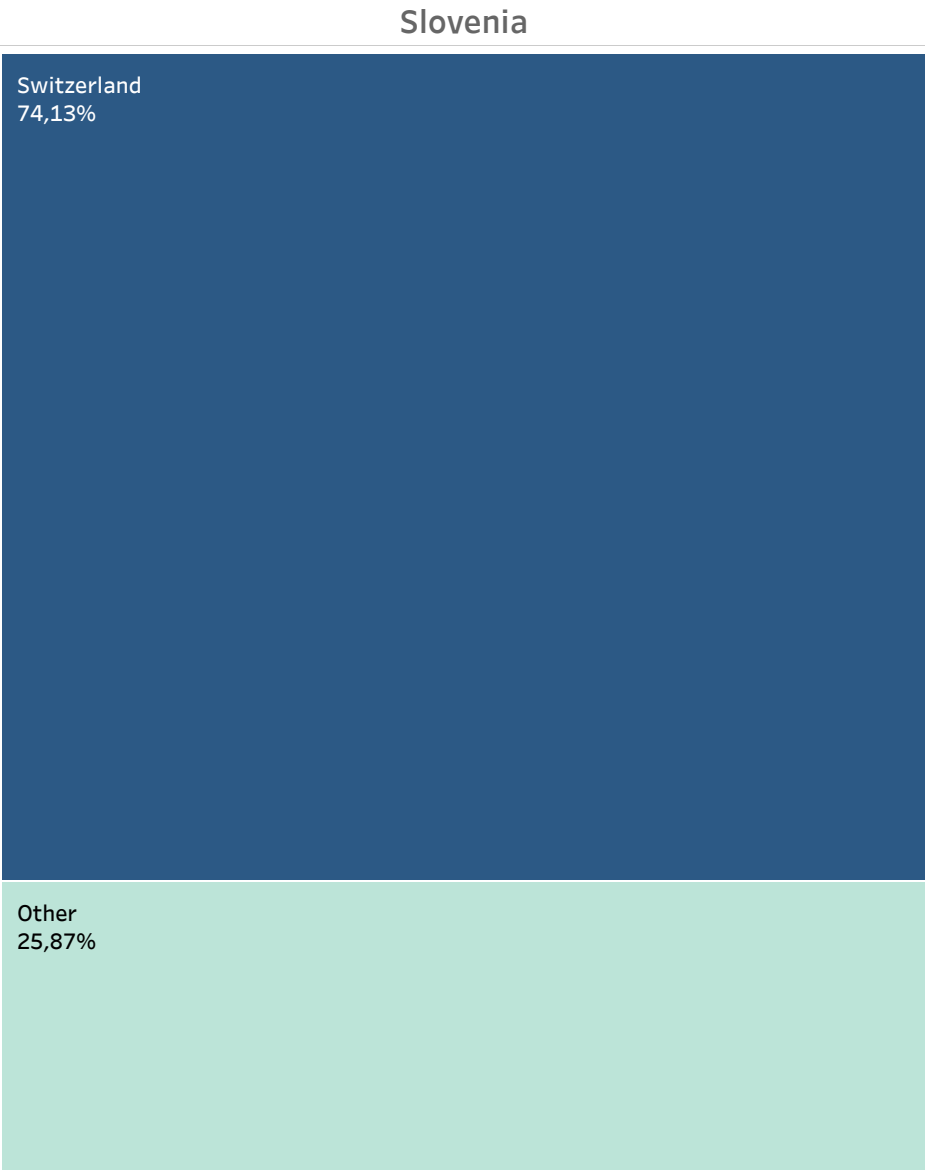
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



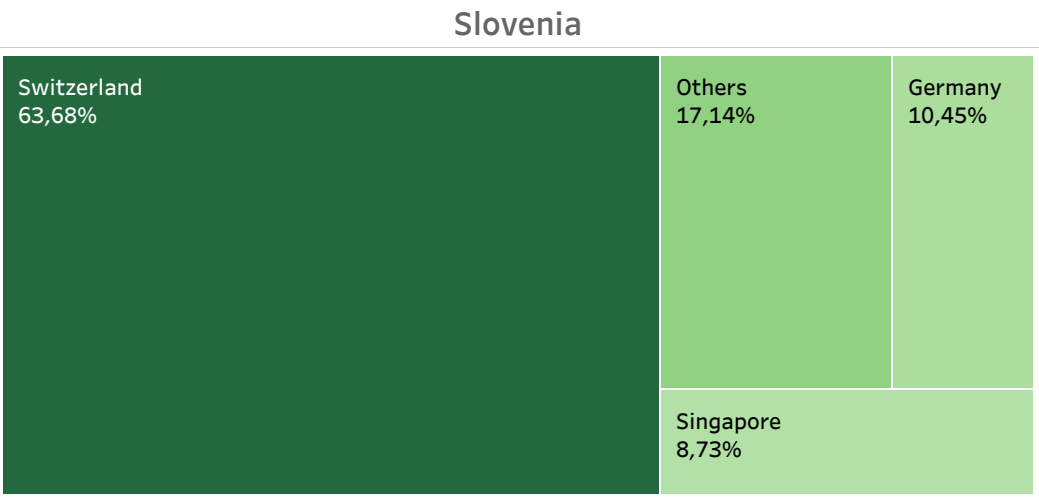
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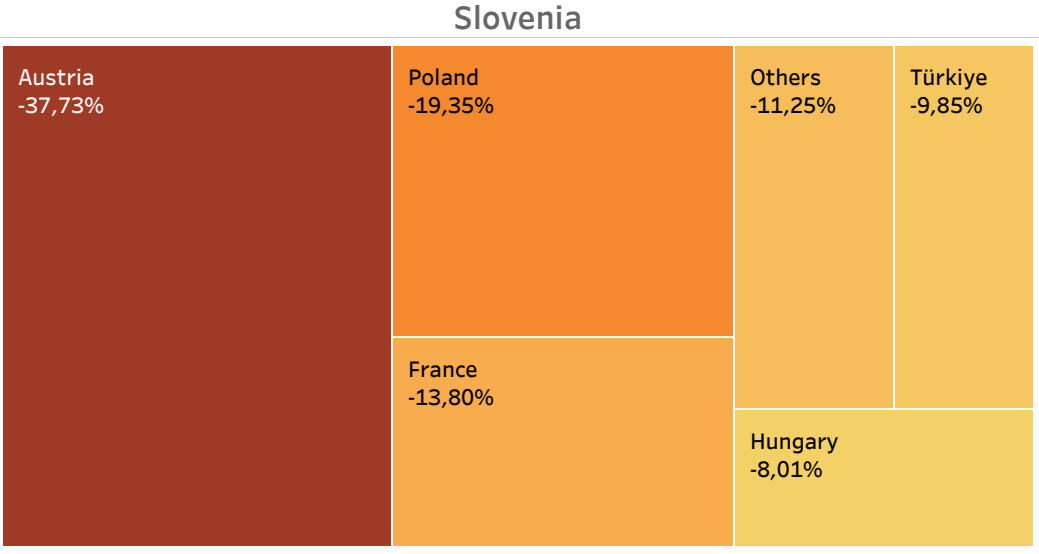
Largest Supplying Countries in LTM (US \$)



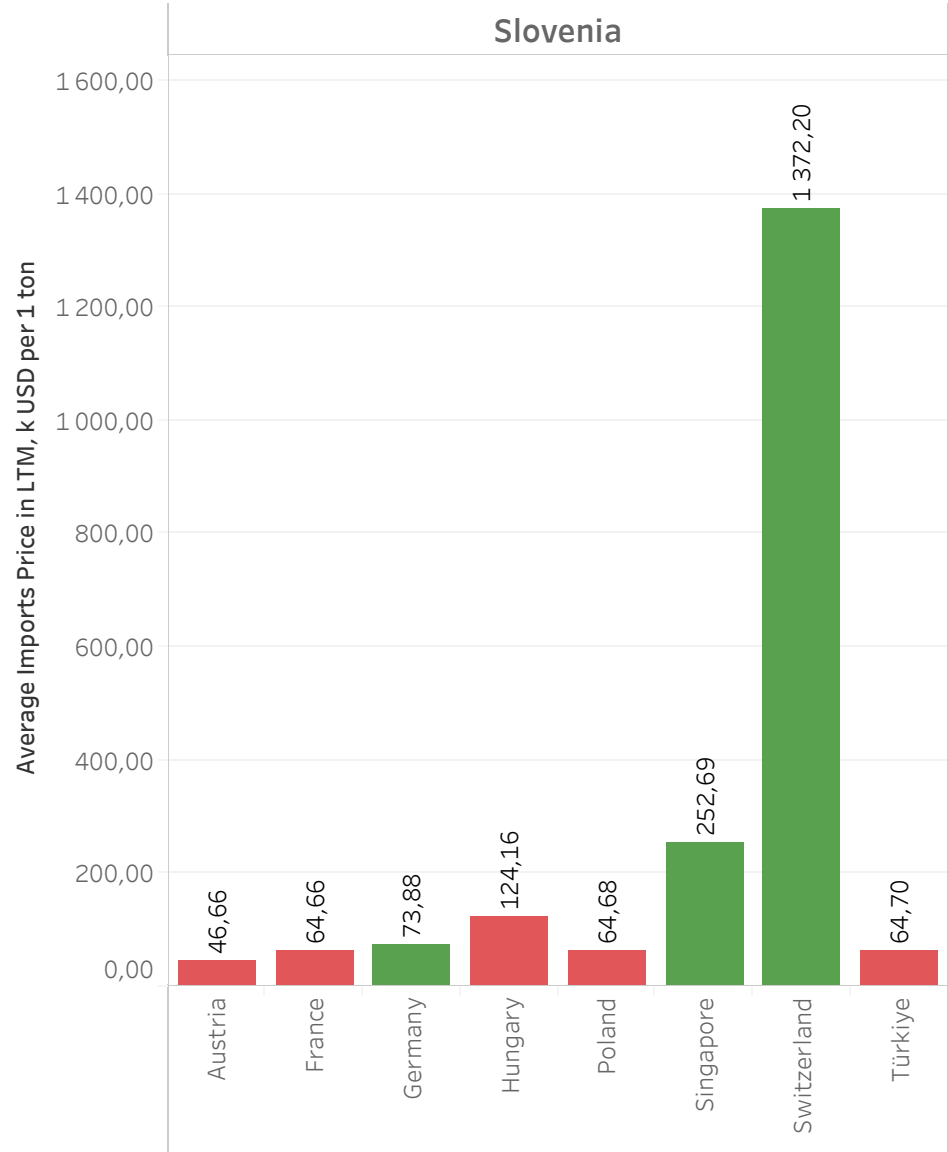
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



Supplying Countries with a Negative Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Negative Absolute Change of Supplies to the Country Analyzed.



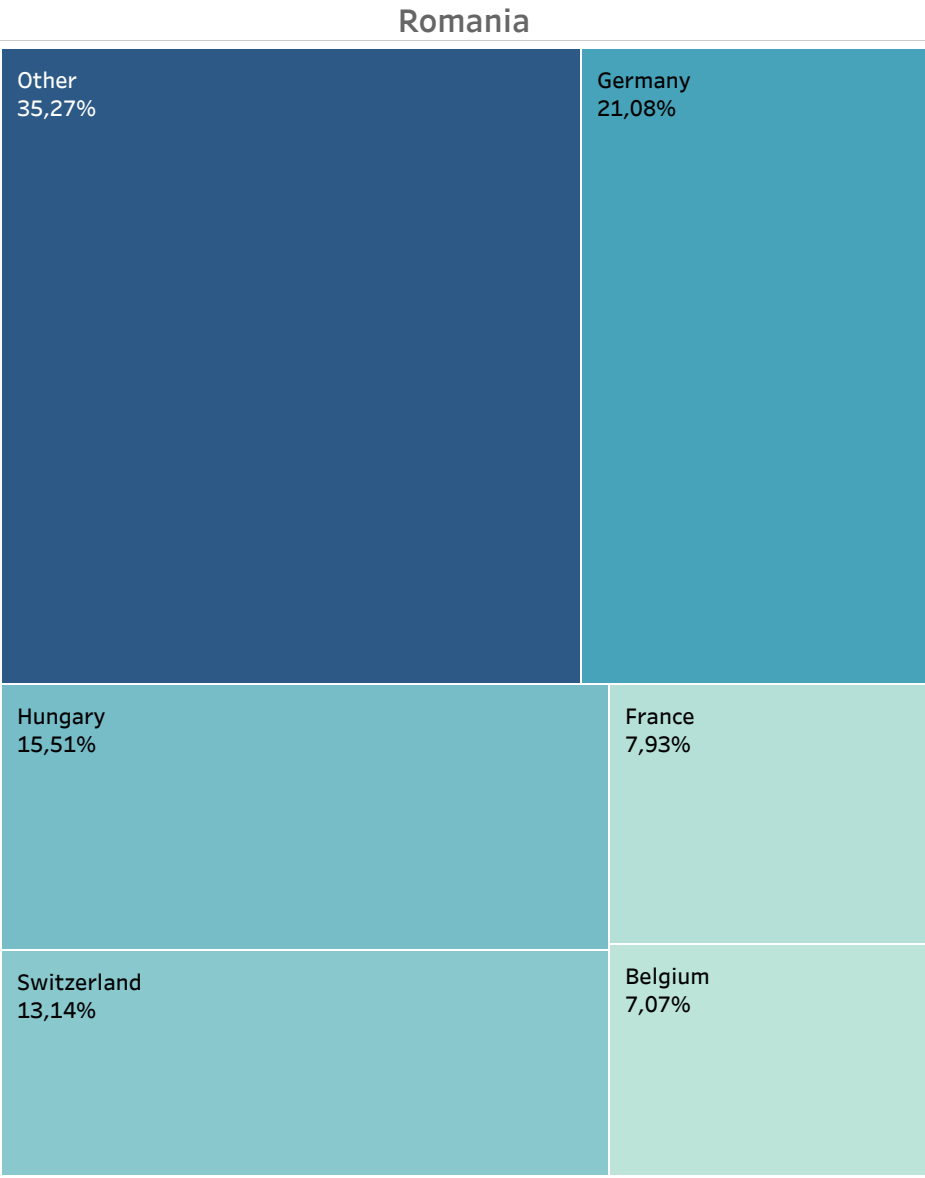
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



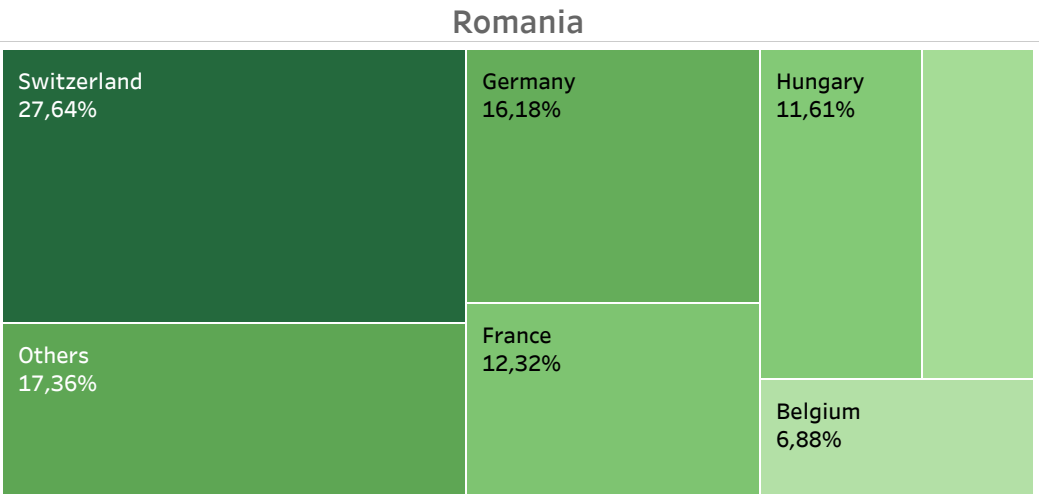
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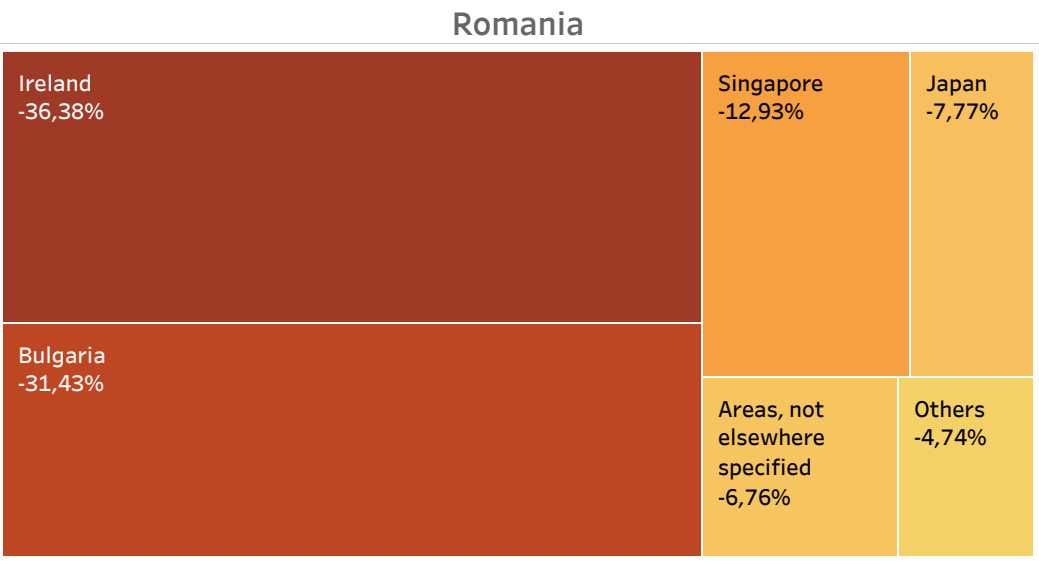
Largest Supplying Countries in LTM (US \$)



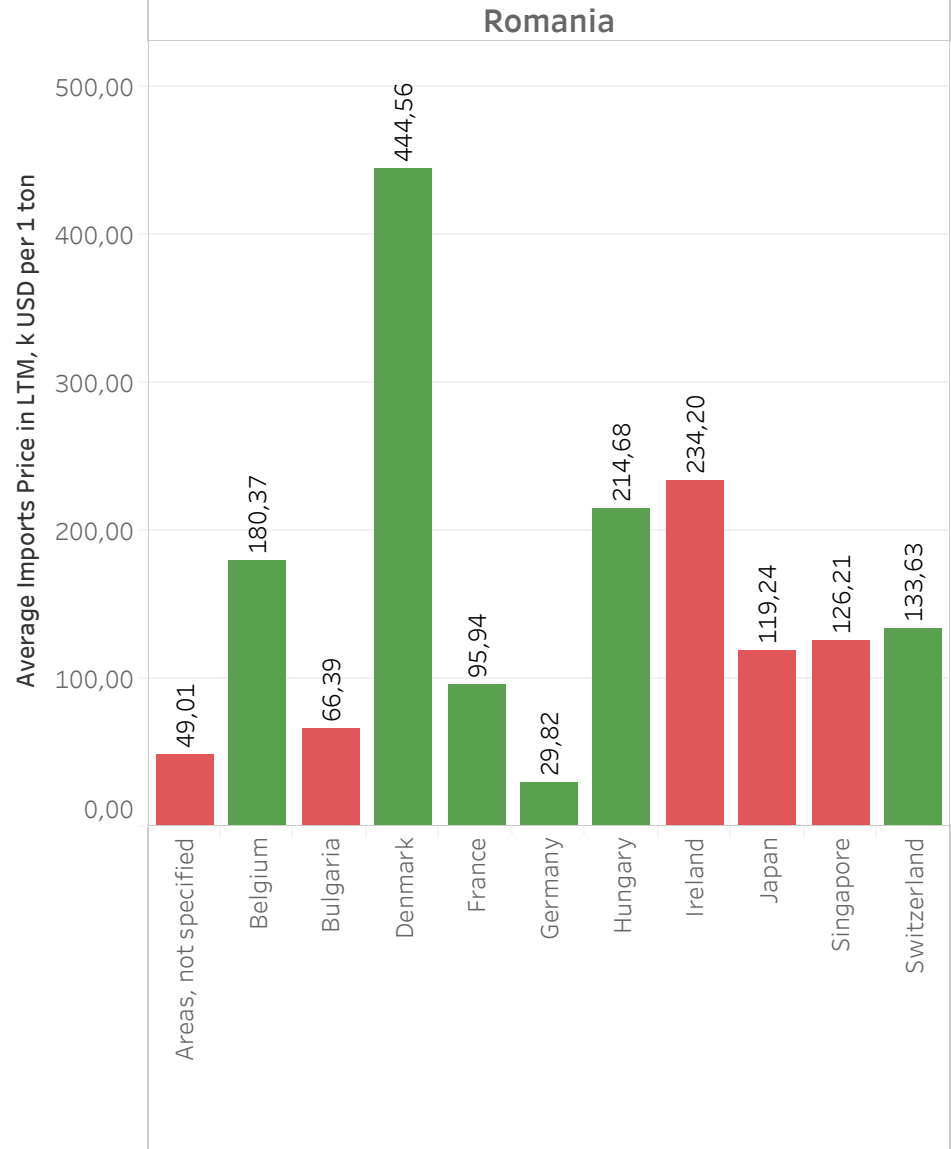
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



Supplying Countries with a Negative Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Negative Absolute Change of Supplies to the Country Analyzed.



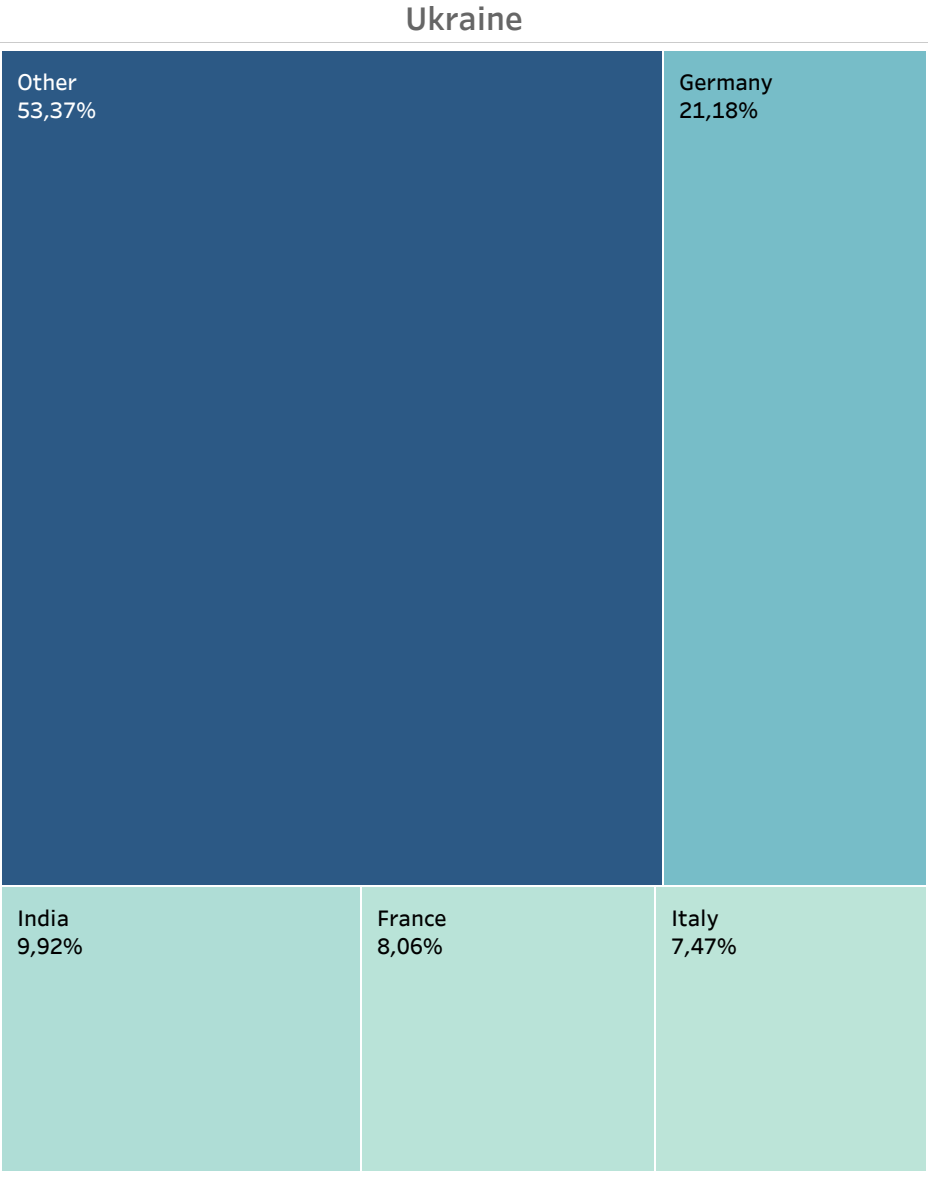
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



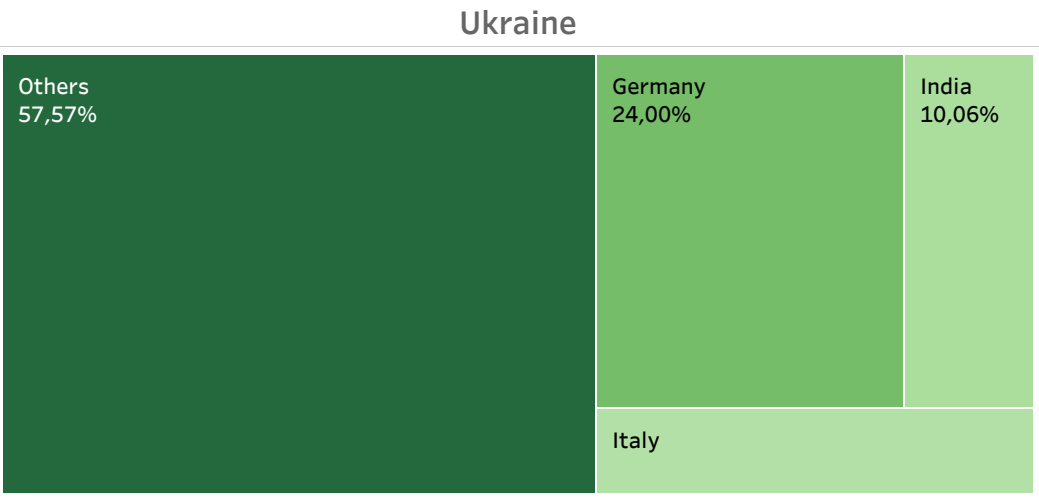
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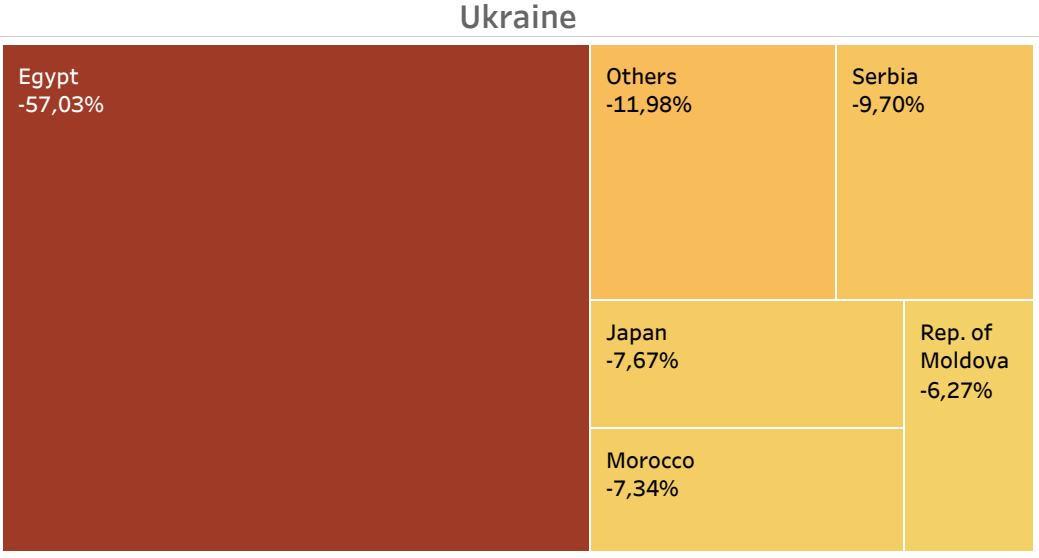
Largest Supplying Countries in LTM (US \$)



Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



Supplying Countries with a Negative Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Negative Absolute Change of Supplies to the Country Analyzed.



Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton

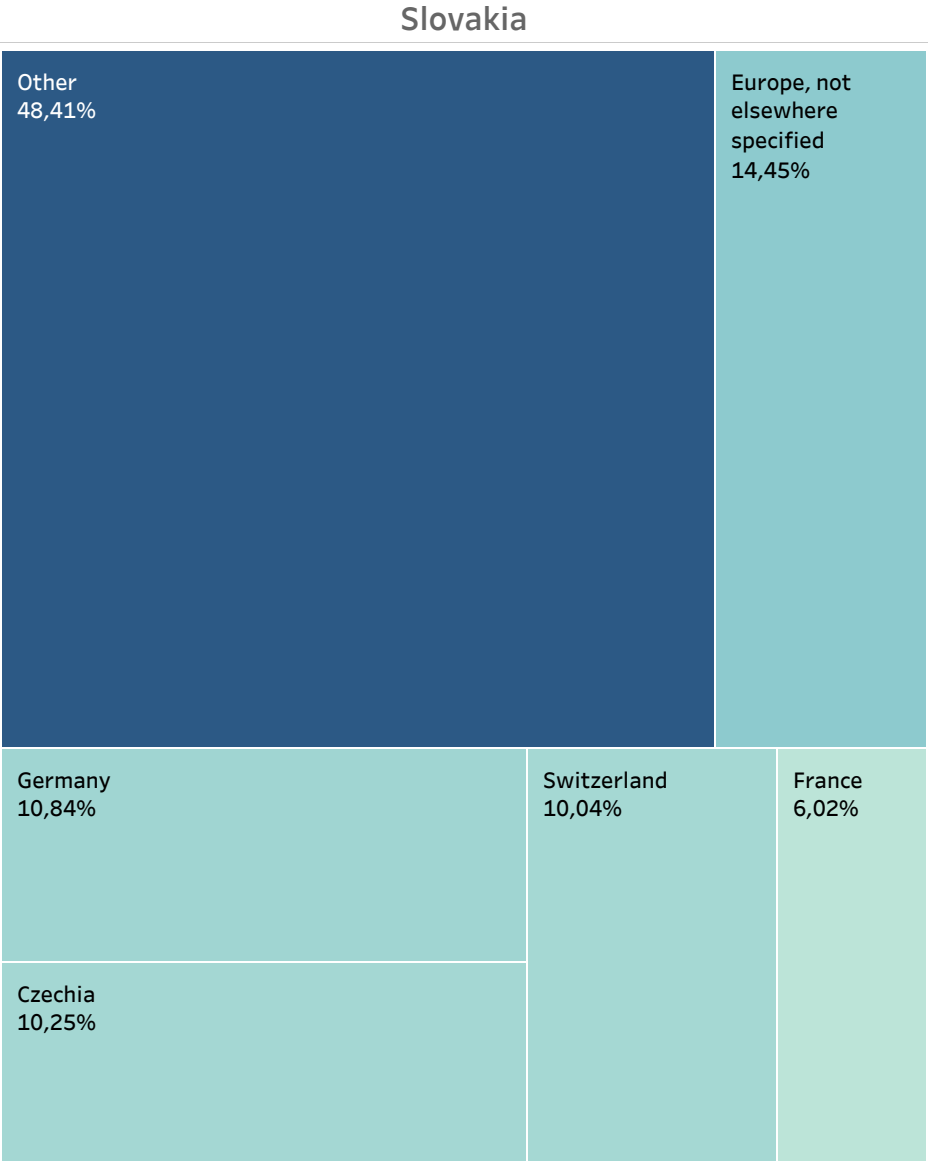




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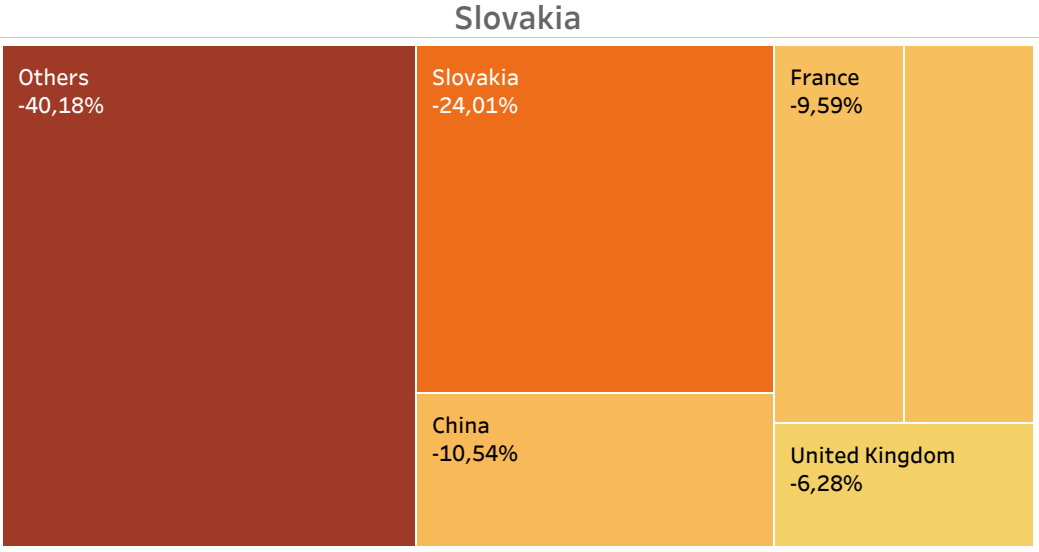
Largest Supplying Countries in LTM (US \$)



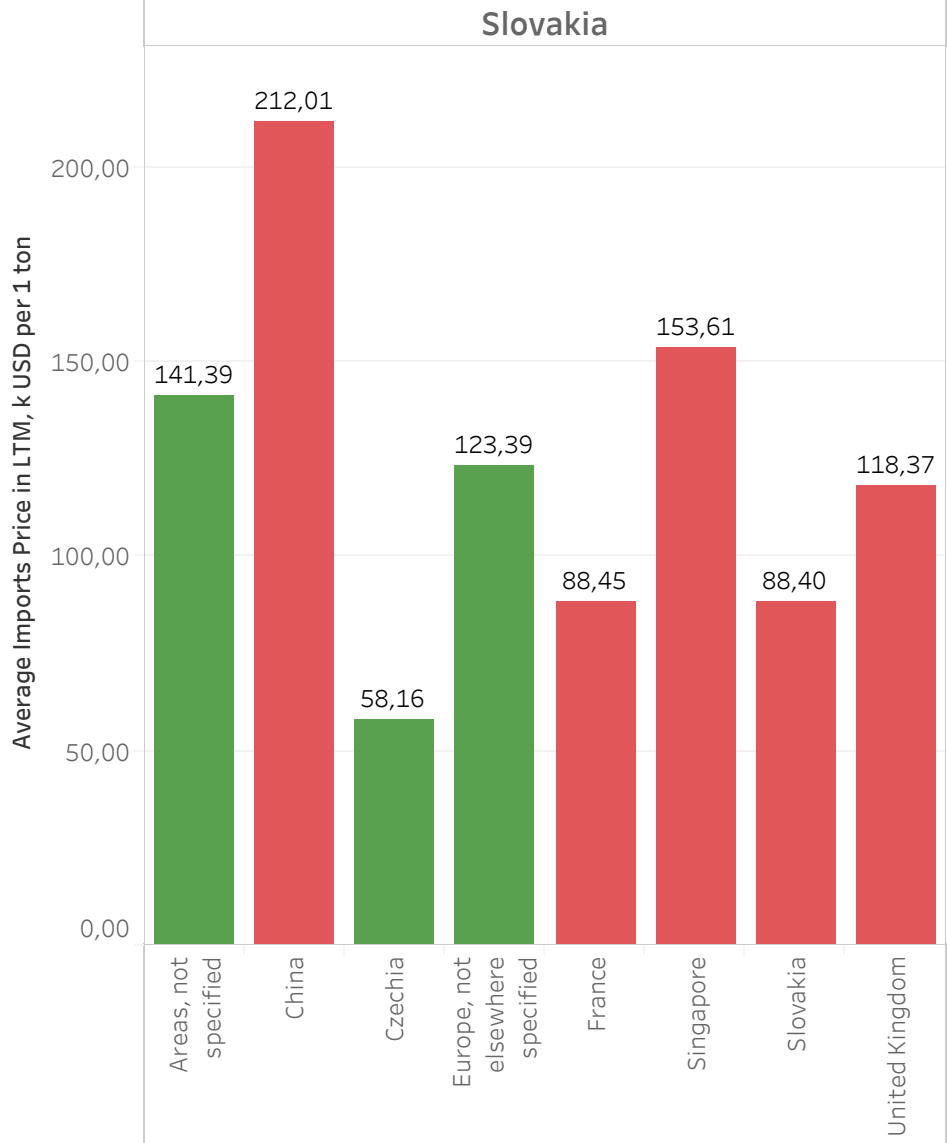
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



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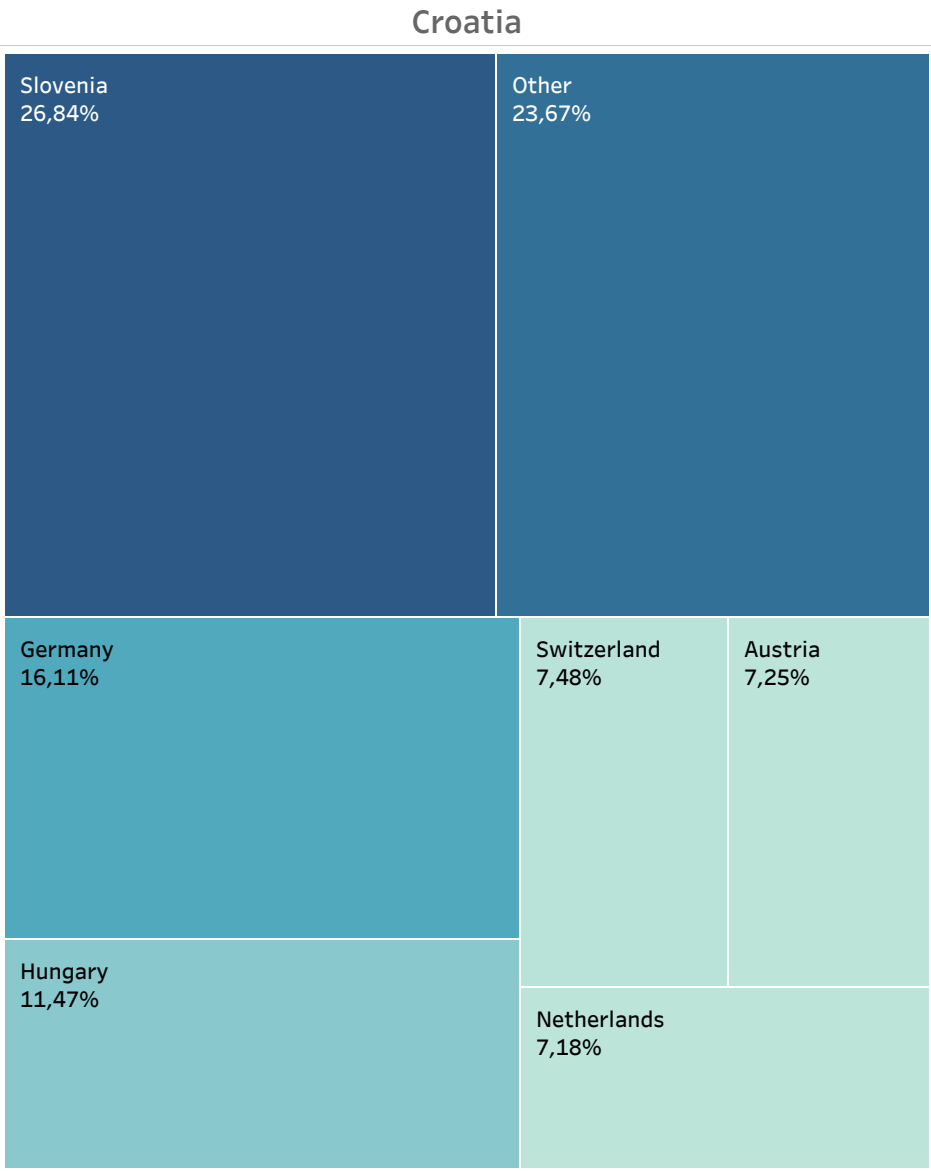
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



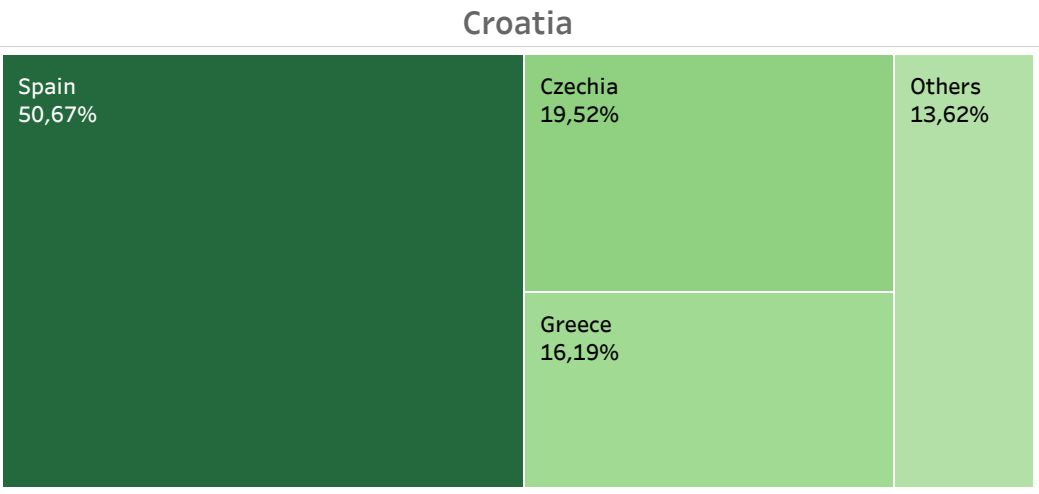
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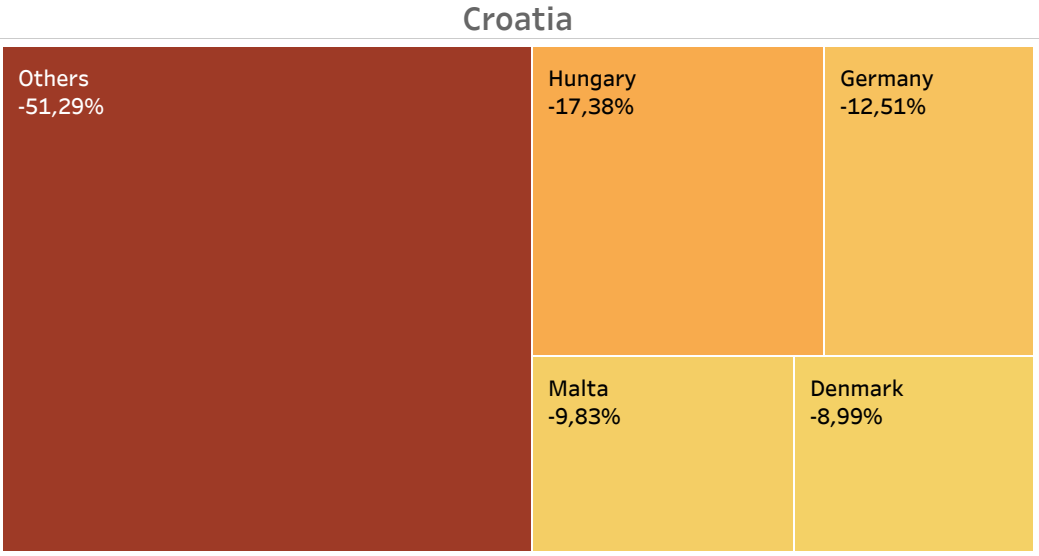
Largest Supplying Countries in LTM (US \$)



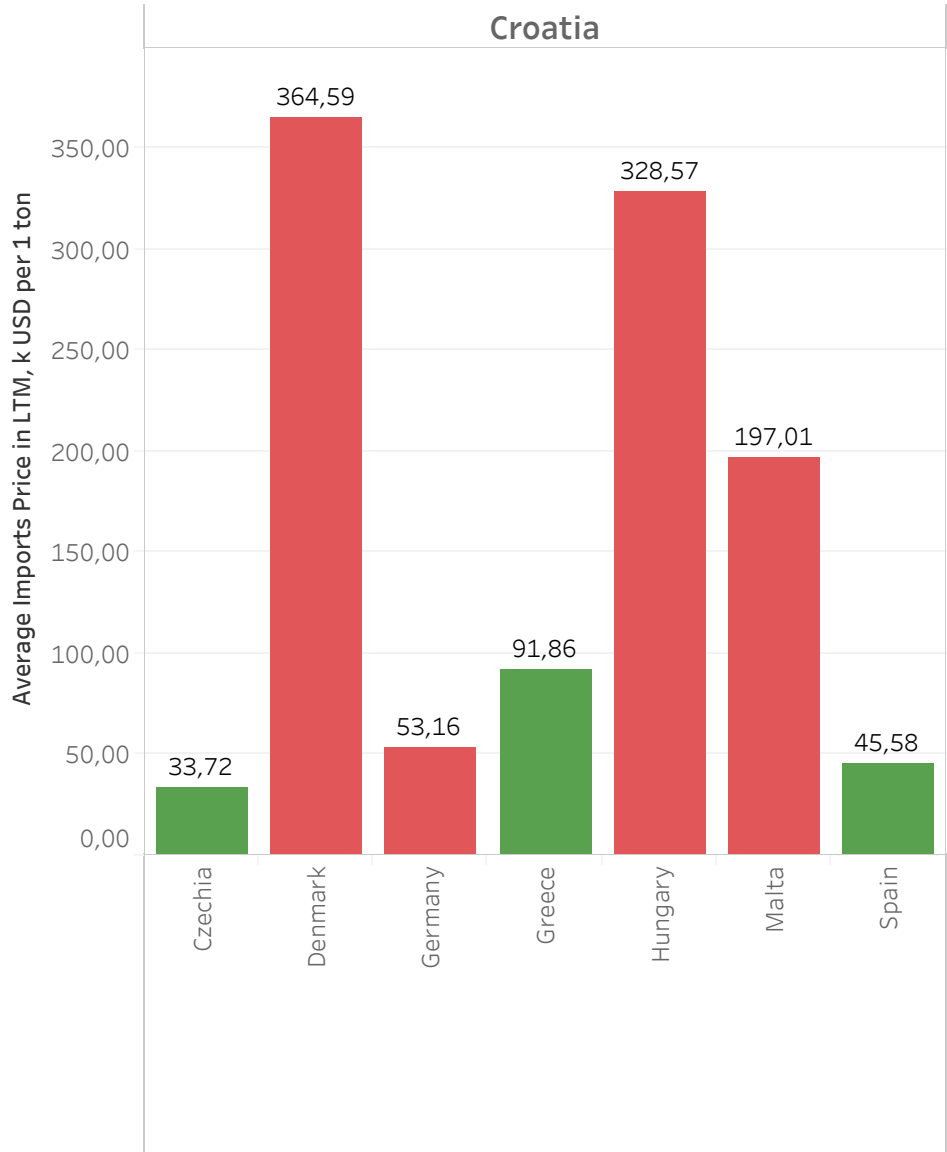
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



Supplying Countries with a Negative Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Negative Absolute Change of Supplies to the Country Analyzed.



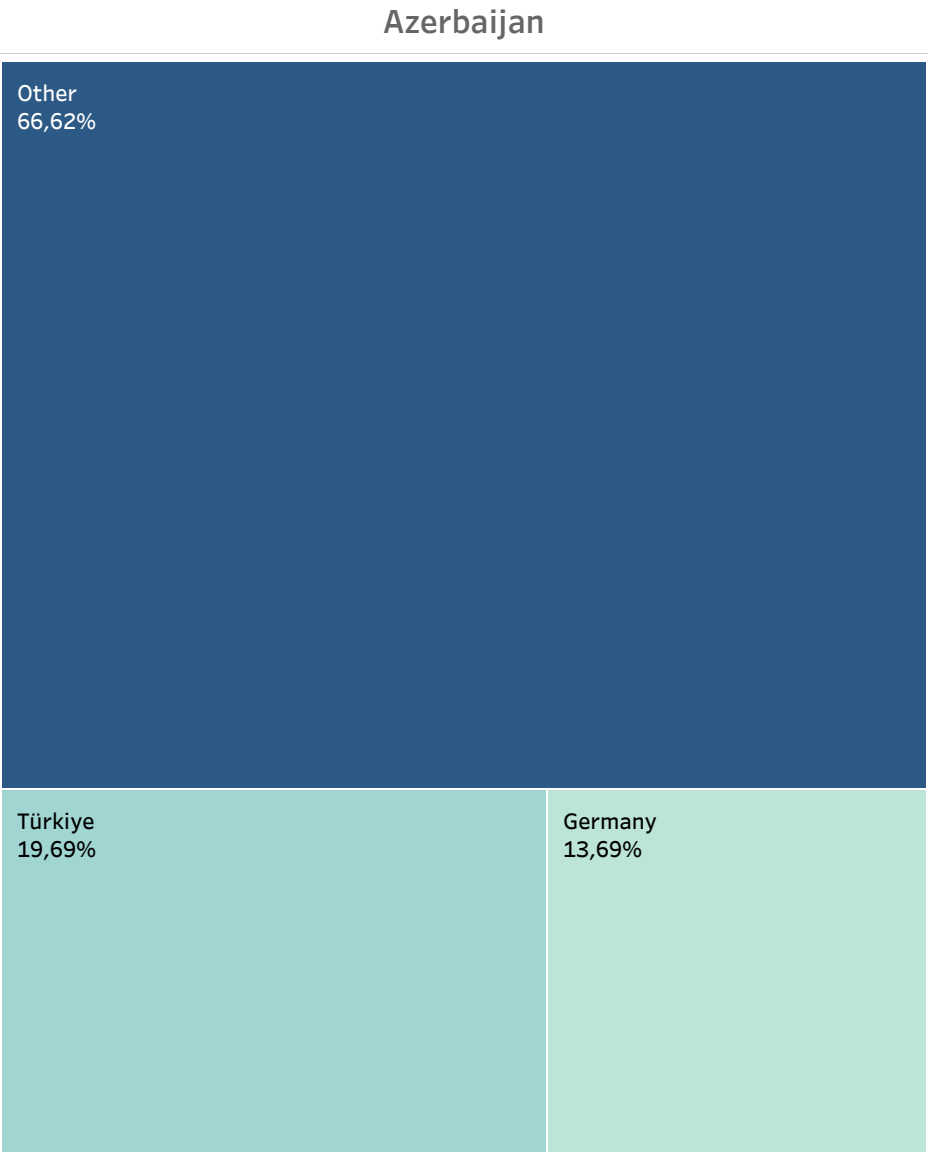
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



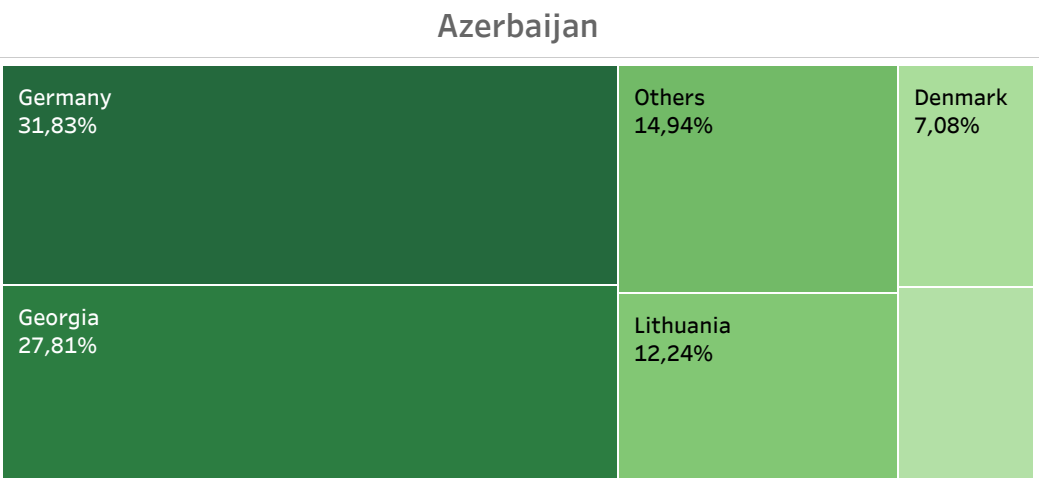
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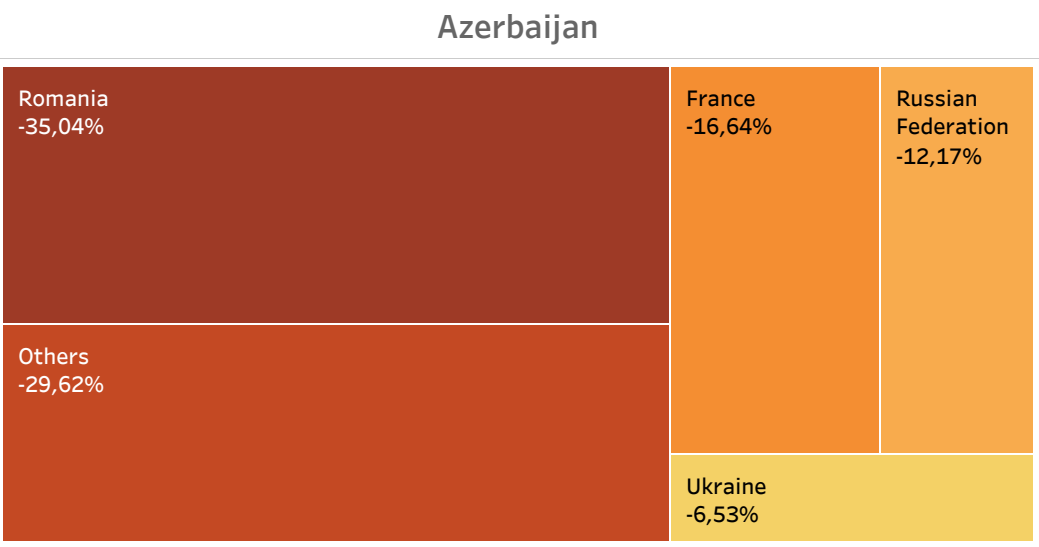
Largest Supplying Countries in LTM (US \$)



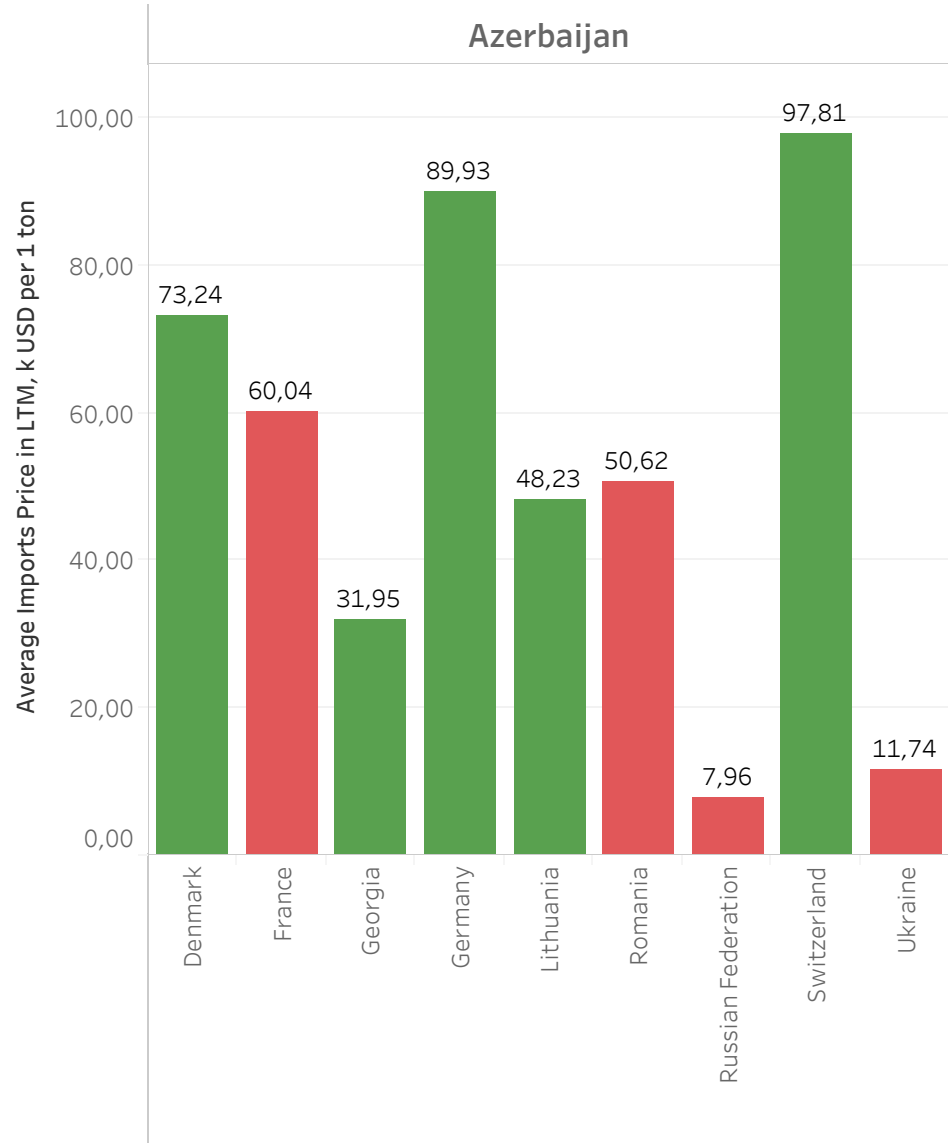
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



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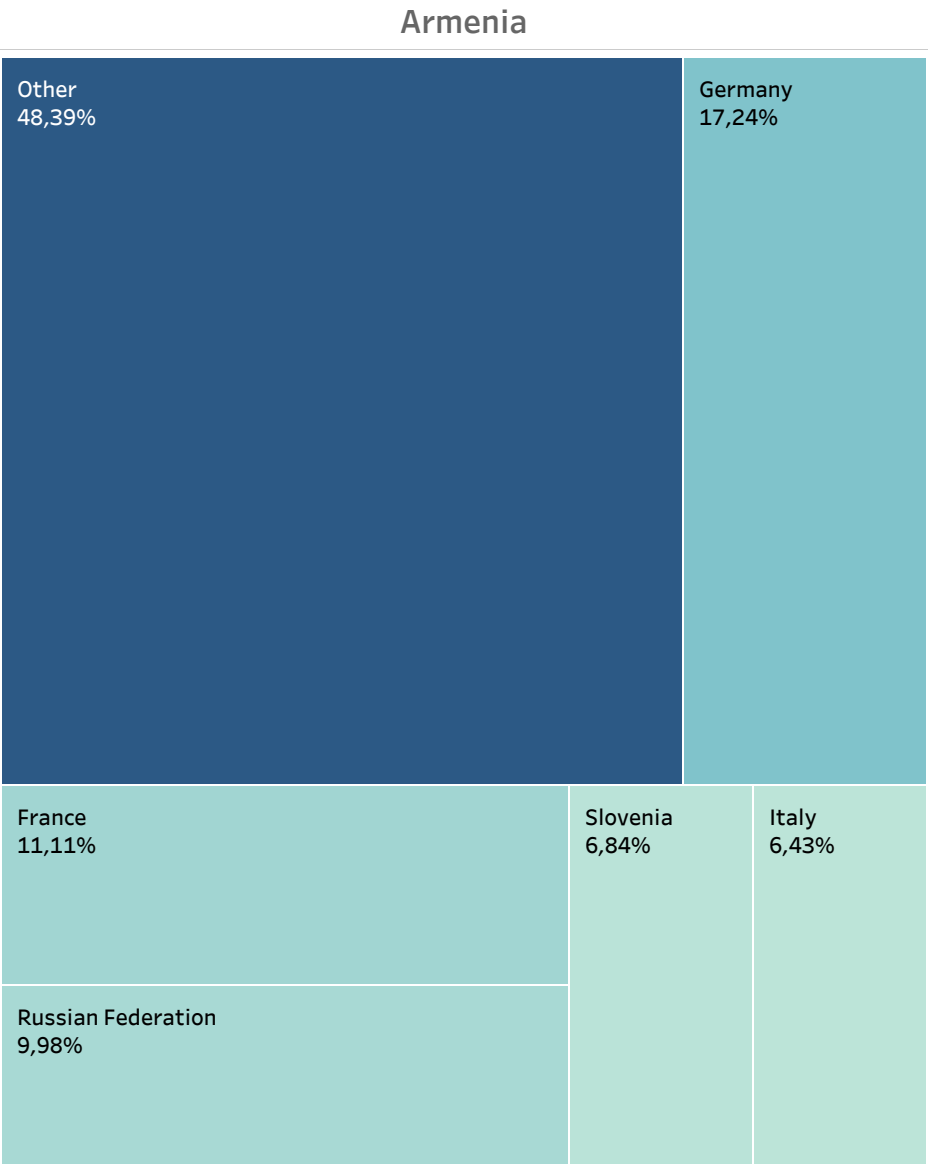
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



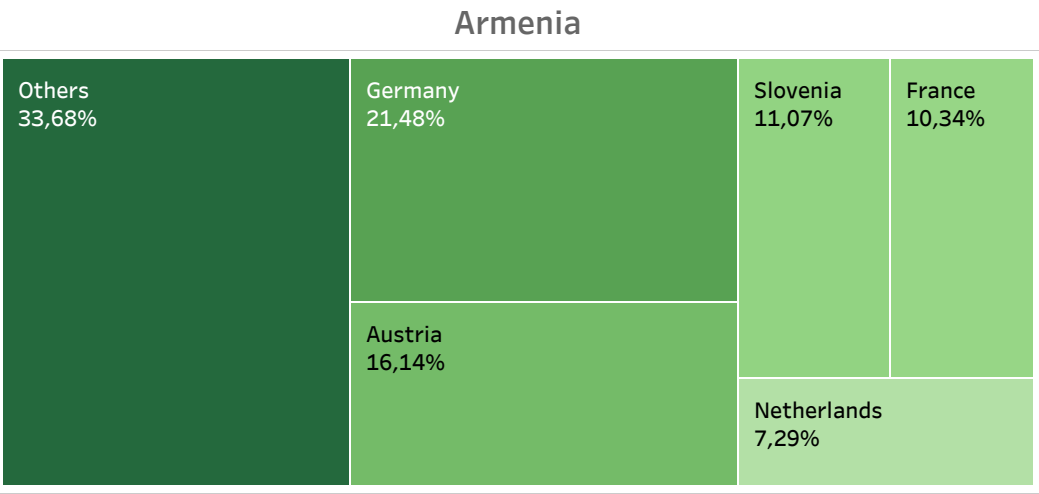
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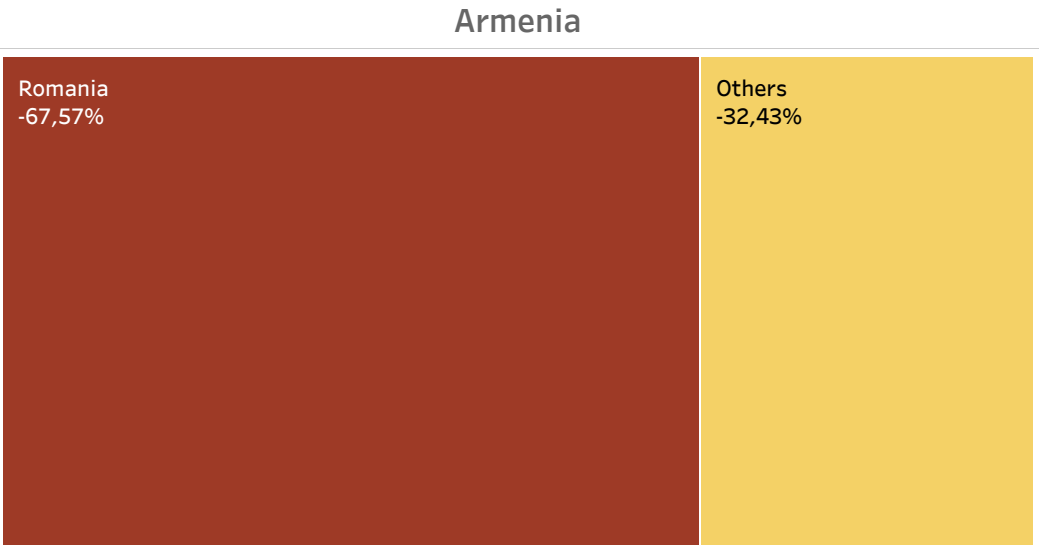
Largest Supplying Countries in LTM (US \$)



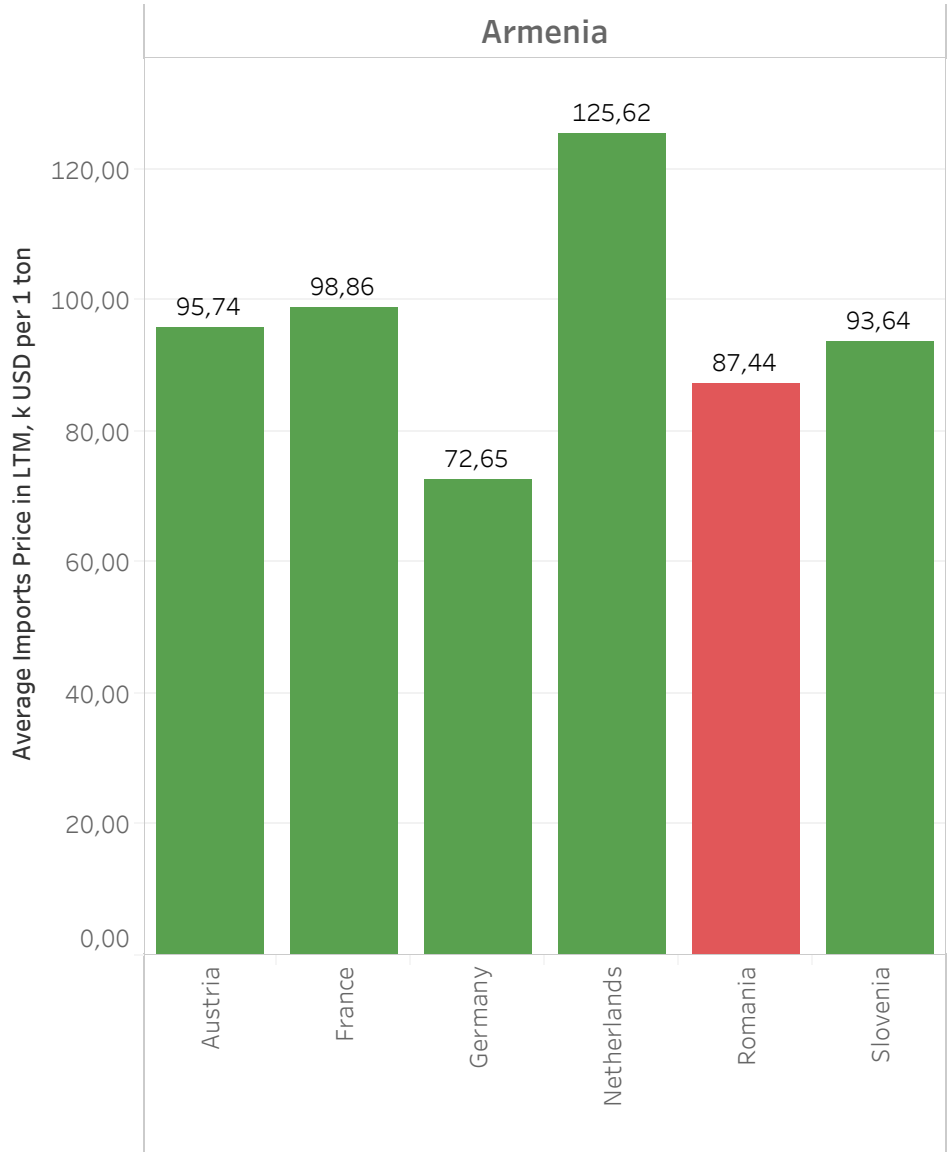
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



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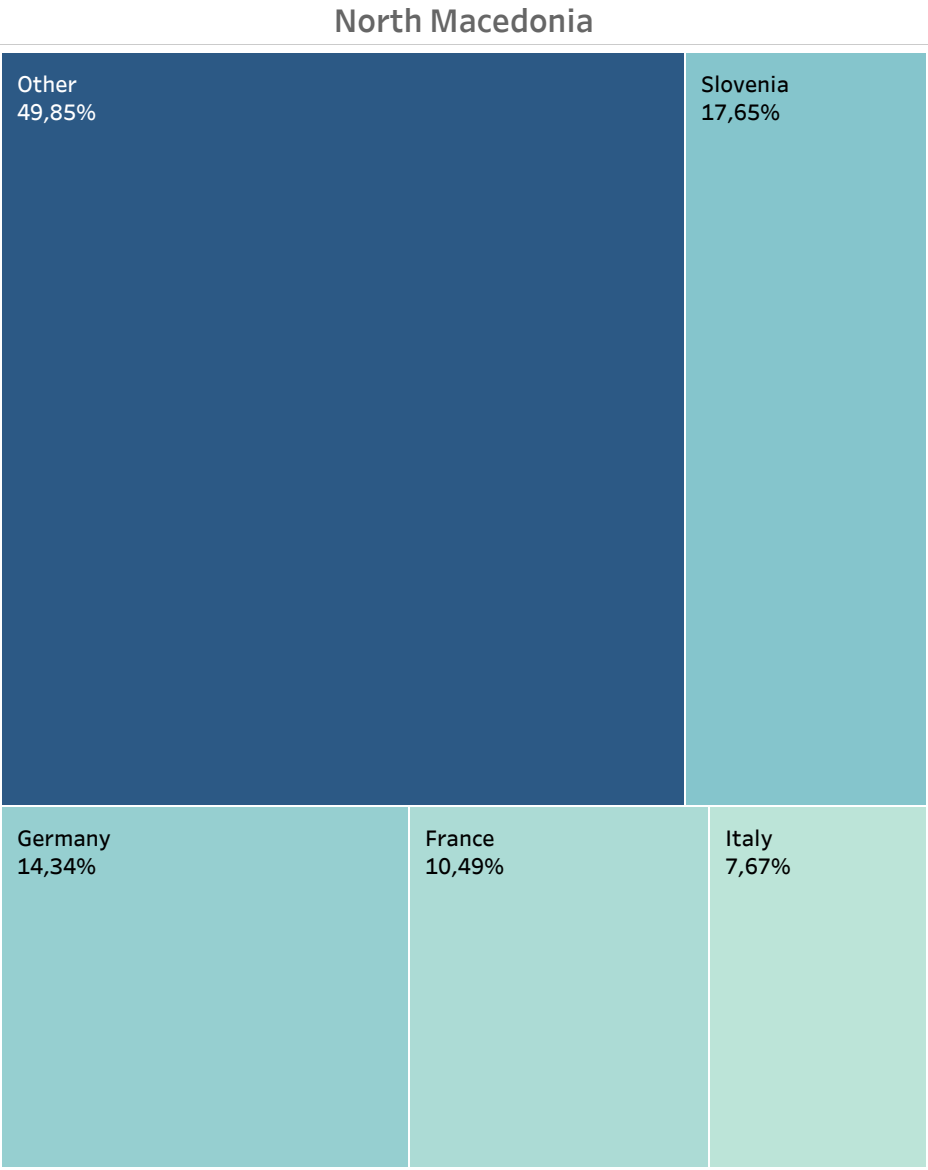
Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



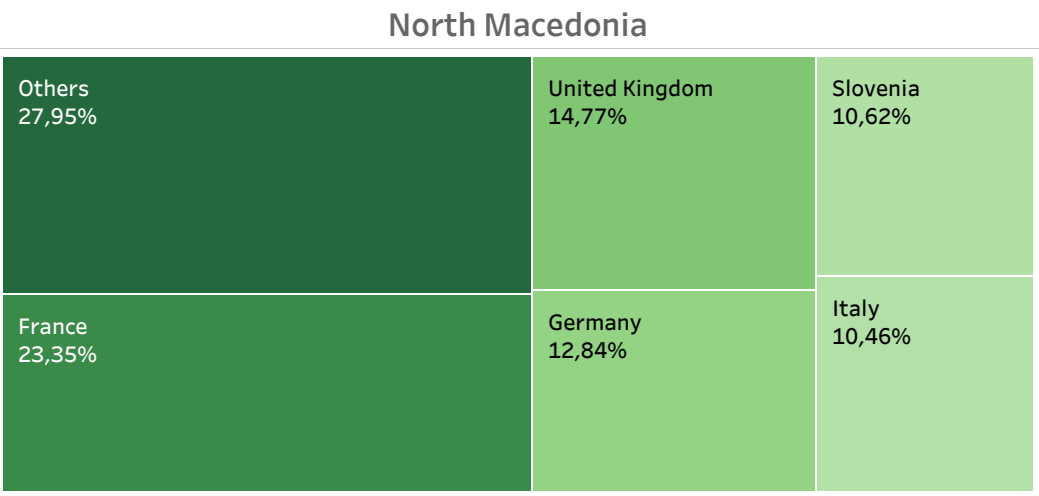
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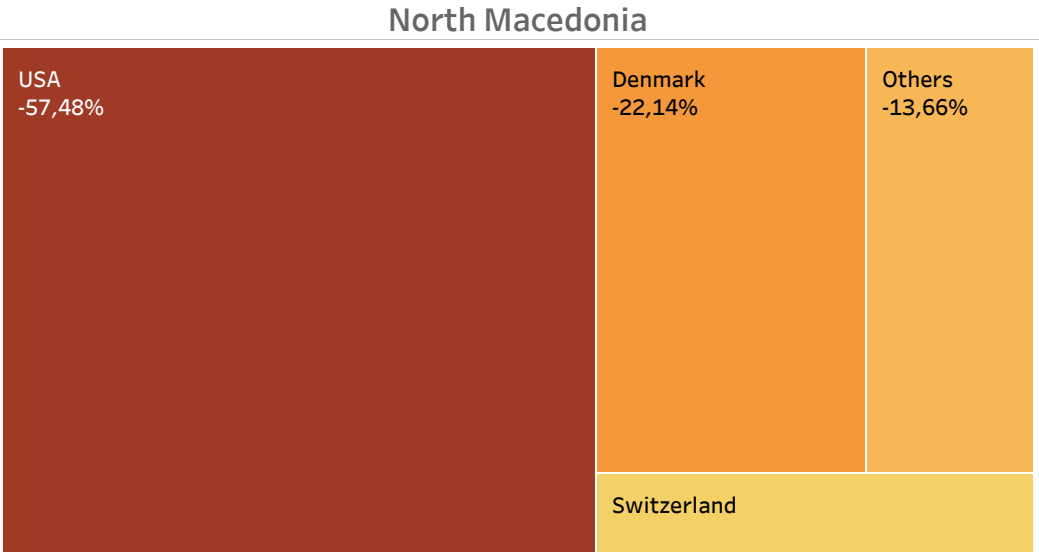
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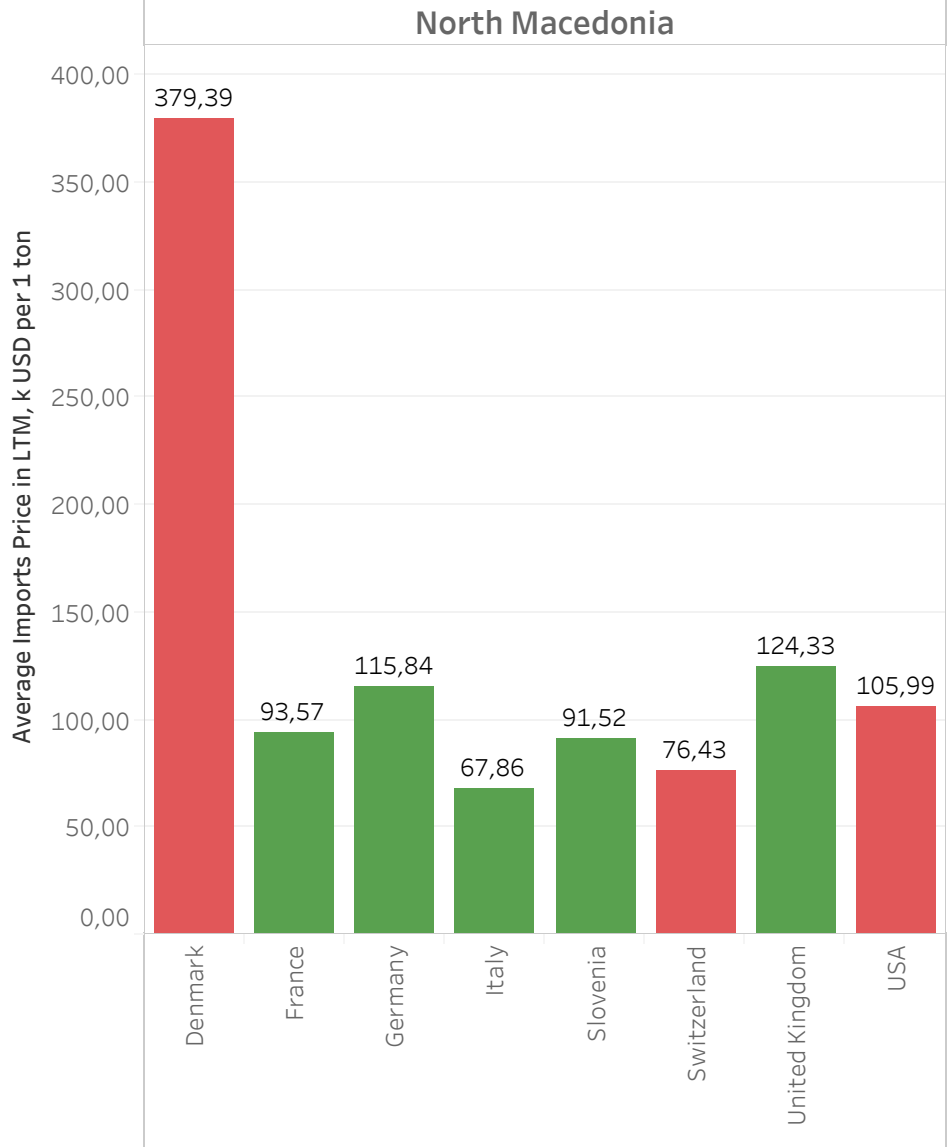
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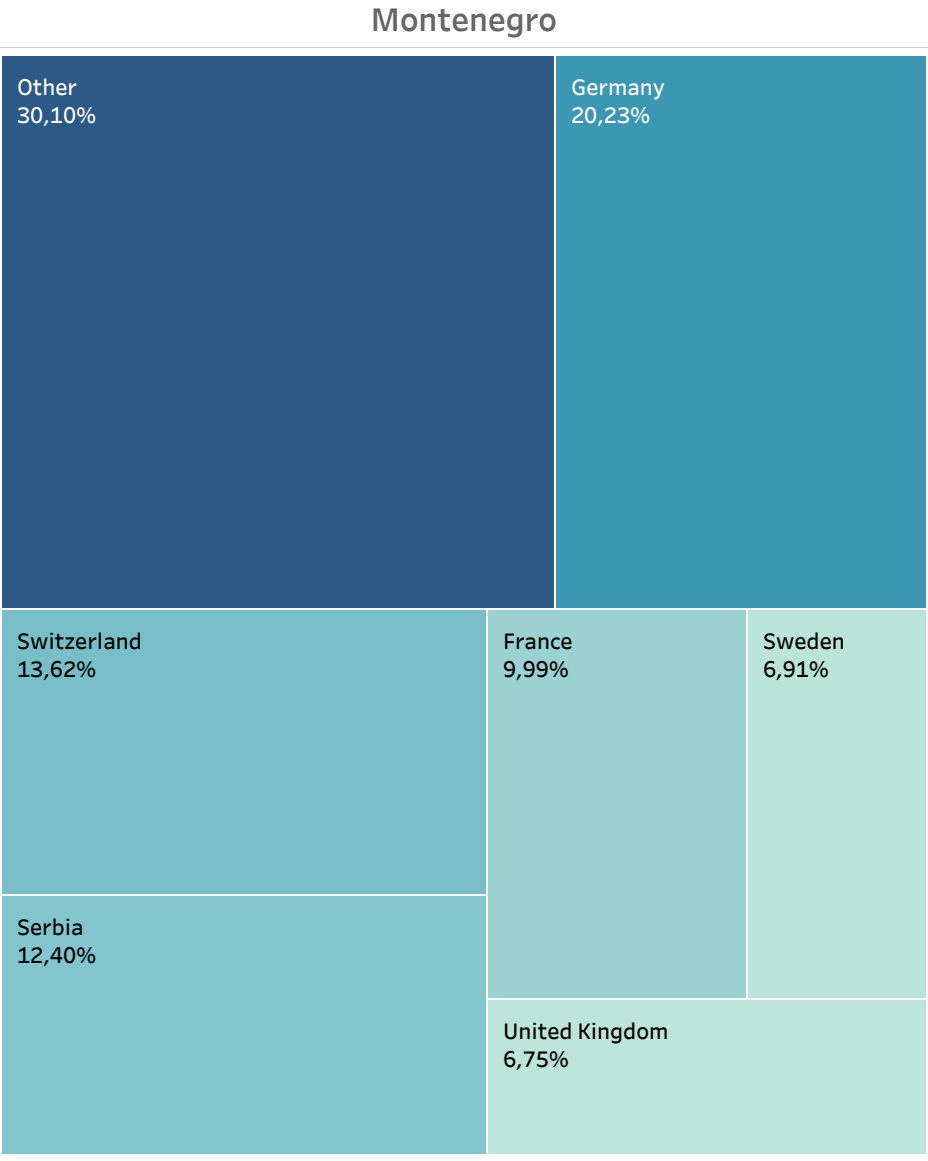
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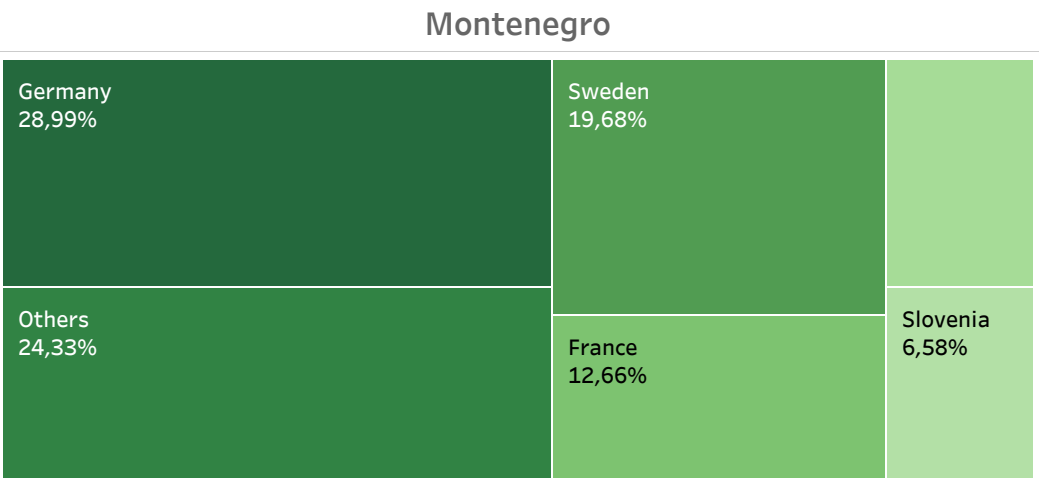
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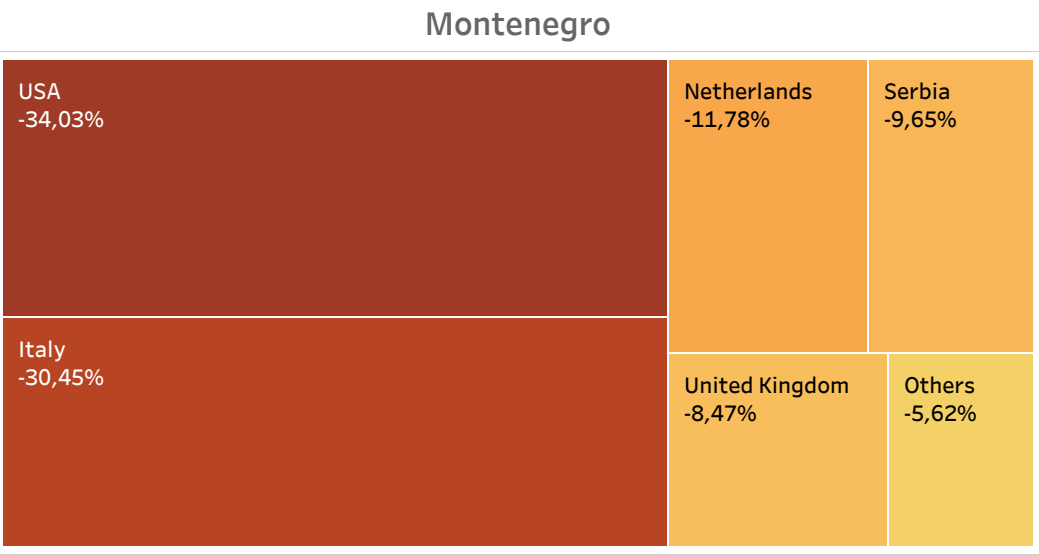
Largest Supplying Countries in LTM (US \$)



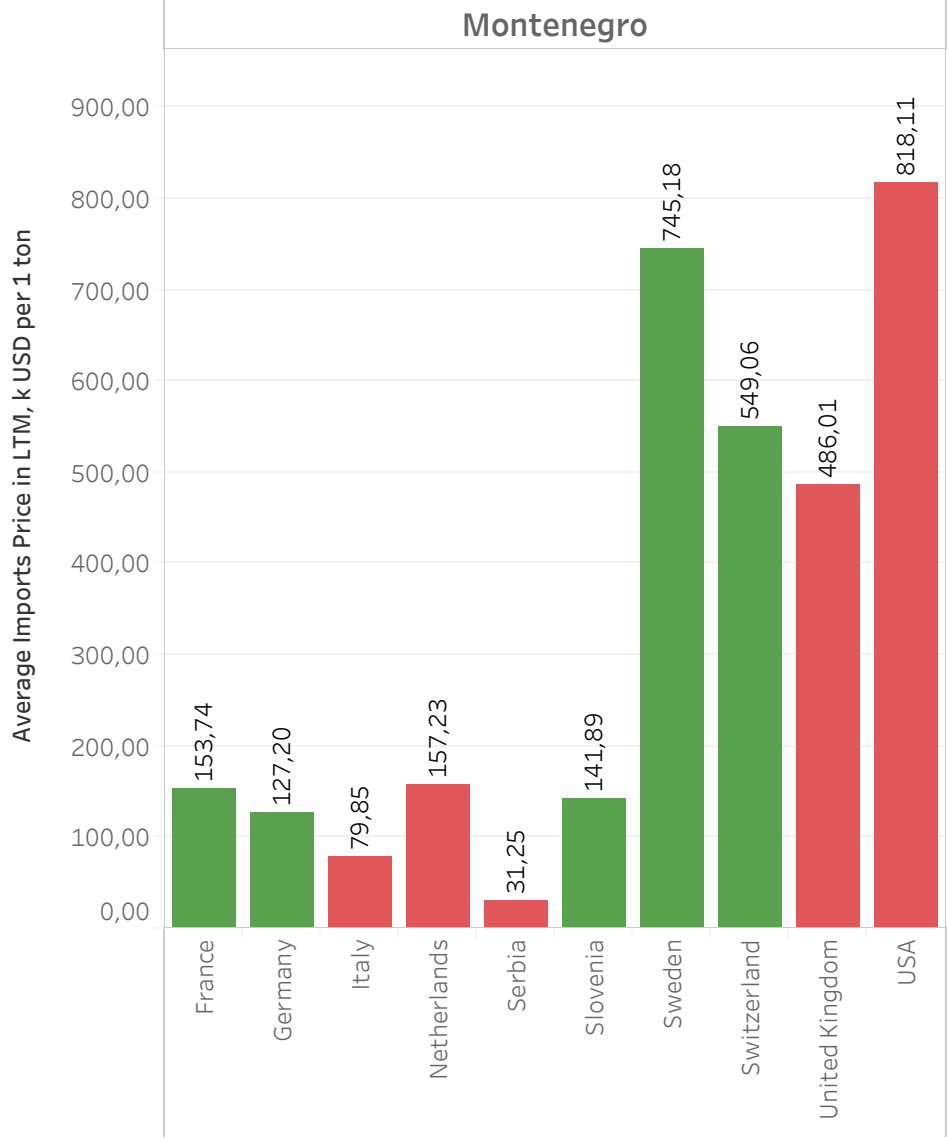
Supplying Countries with a Positive Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Positive Absolute Change of Supplies to the Country Analyzed.



Supplying Countries with a Negative Absolute Change of Supplies in LTM Compared to the Period 12 Months Before LTM and Their Shares in Total Negative Absolute Change of Supplies to the Country Analyzed.



Average Imports Proxy Prices in LTM by Specific Supplying Countries in LTM, k US \$ per 1 ton



# Competition Winners and Losers Among Supplying Countries: US \$

The subsequent sections of the Report focus on key supplying countries (exporters) that have experienced the most significant increases or decreases in their supplies to the countries analyzed during the LTM period. The first part of the analysis is based on supply values, expressed in US \$. Both groups of supplying countries are presented in the tables below.

The table on the left lists the supplying countries with the highest positive change in supplies during the LTM period, as reported by the countries analyzed (total imports by all countries analyzed in their LTM periods, along with the positive change compared to the same period 12 months before LTM, are indicated).

The table on the right lists the supplying countries with the highest negative change in supplies during the LTM period, as reported by the countries analyzed (total imports by all countries analyzed in their LTM periods, along with the negative change compared to the period 12 months before LTM, are indicated).

Top 10 Supplying Countries with the Highest Total Positive Change of Supplies Reported by the Countries Analyzed in LTM (by imports value in US \$)

Supplying Country	Total Absolute Change of Supplies in LTM as Reported by the Countries Analyzed Compared to the Period 12 Months Before LTM, US \$	Total Supplies in LTM as Reported by the Countries Analyzed, US \$
Switzerland	1 230 932 948	8 661 904 903
Germany	604 322 626	6 625 859 937
France	375 882 938	3 221 696 481
Italy	323 063 595	2 151 139 153
Spain	318 178 127	1 090 470 194
USA	298 913 104	1 153 881 433
Europe, not specified	229 331 272	651 287 406
Belgium	190 278 912	1 357 970 451
Slovenia	183 660 475	1 885 730 014
Sweden	132 634 930	629 453 933

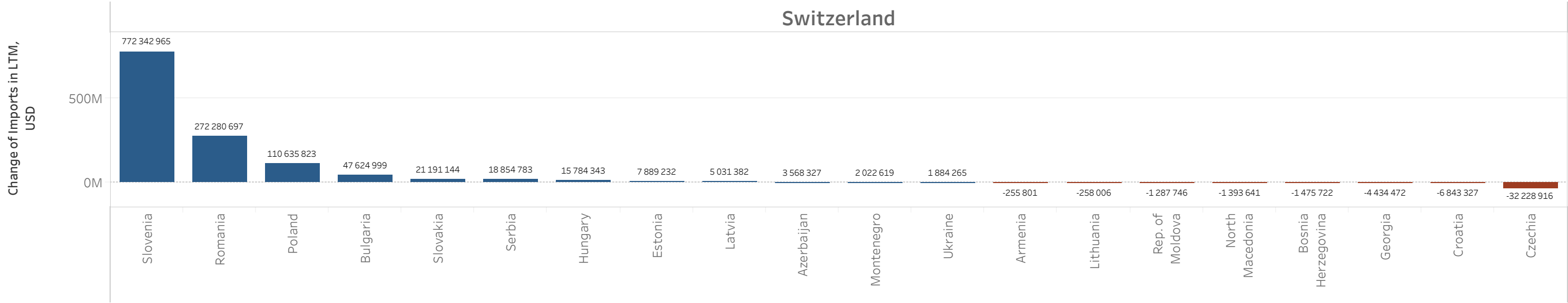
Top 10 Supplying Countries with the Highest Total Negative Change of Supplies Reported by the Countries Analyzed in LTM (by imports value in US \$)

Supplying Country	Total Absolute Change of Supplies in LTM as Reported by the Countries Analyzed Compared to the Period 12 Months Before LTM, US \$	Total Supplies in LTM as Reported by the Countries Analyzed, US \$
Bulgaria	-26 477 285	314 664 600
Malta	-14 149 961	135 075 050
Hungary	-11 175 537	1 899 176 677
Chile	-8 258 470	13 604 333
Japan	-3 679 666	114 456 473
Russian Federation	-3 434 891	79 595 270
Greece	-1 651 255	511 922 852
Estonia	-1 587 044	57 904 041
Asia, not elsewhere specified	-1 384 469	5 429 055
South Africa	-1 300 655	1 007 157

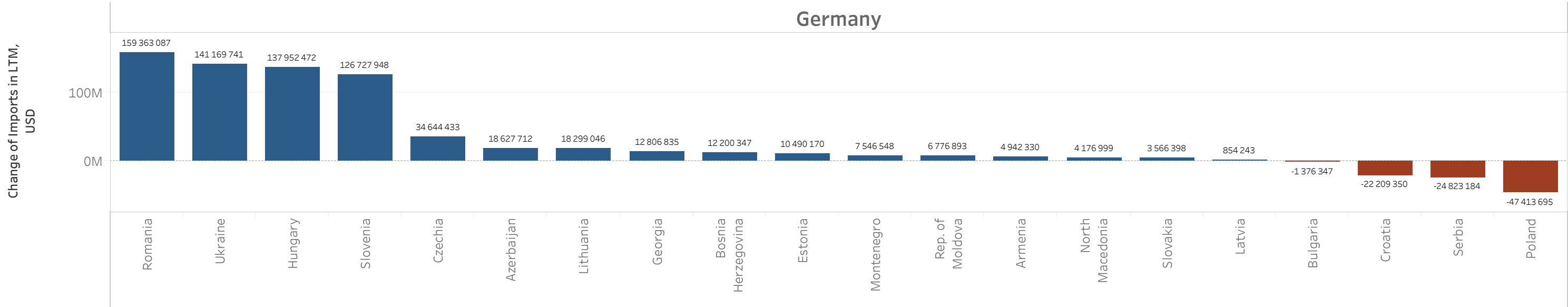
# Supplying Countries Winning Competition in the Markets of the Countries Analyzed: US \$

This section analyzes the top five supplying countries, identified as having the highest total positive absolute change in supplies (expressed in US \$) during the LTM period, as reported by the countries analyzed. The accompanying graphs are designed to show, in detail, which specific countries analyzed have increased their imports from these top suppliers (represented by blue elements indicating positive changes) and which have decreased their imports (represented by red elements showing negative changes). The comparison is made between the LTM period and the period 12 months before LTM, offering insights into supply trends and shifts in trade dynamics.

Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$

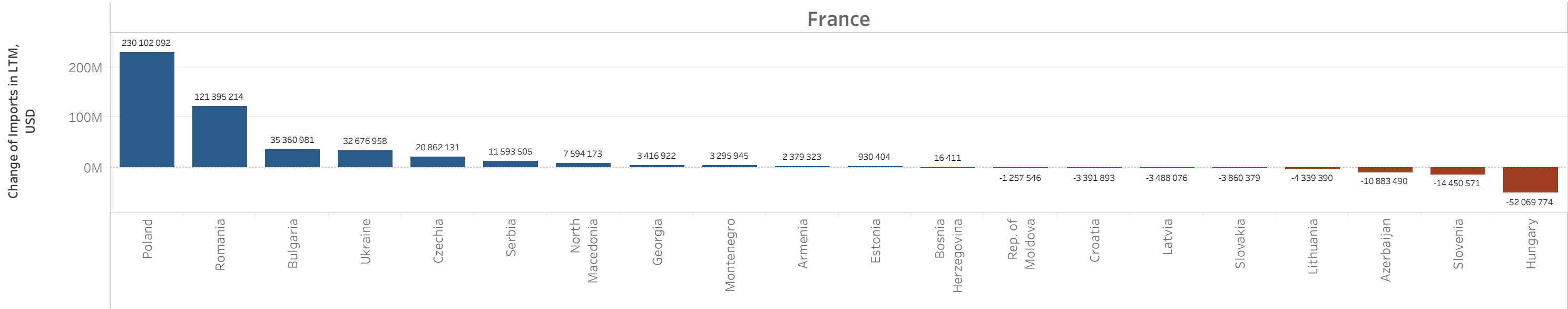




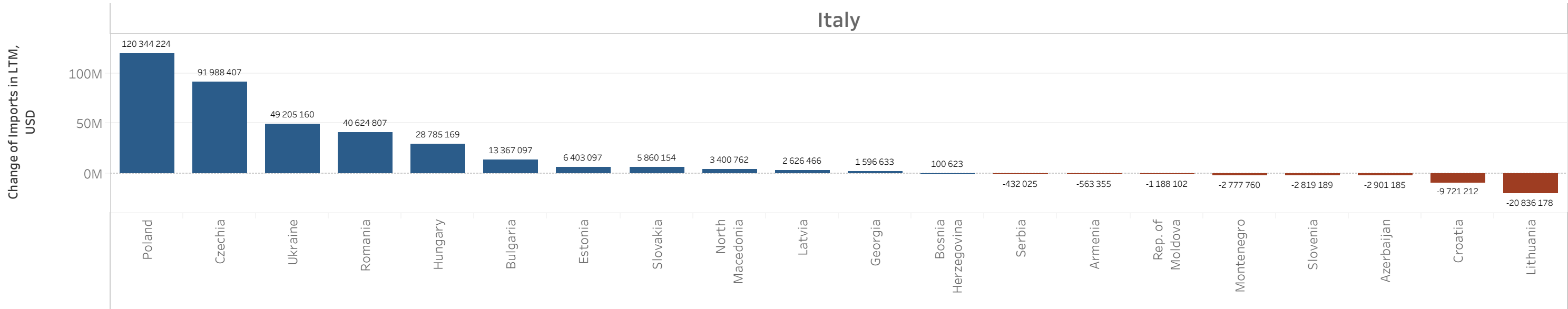
# Supplying Countries Winning Competition in the Markets of the Countries Analyzed: US \$

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Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



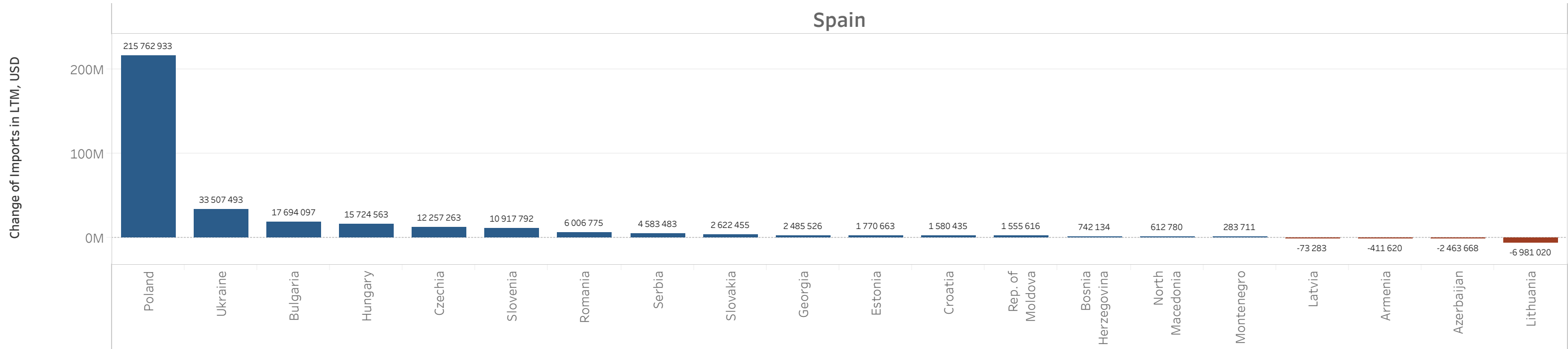
Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



# Supplying Countries Winning Competition in the Markets of the Countries Analyzed: US \$

This section analyzes the top five supplying countries, identified as having the highest total positive absolute change in supplies (expressed in US \$) during the LTM period, as reported by the countries analyzed. The accompanying graphs are designed to show, in detail, which specific countries analyzed have increased their imports from these top suppliers (represented by blue elements indicating positive changes) and which have decreased their imports (represented by red elements showing negative changes). The comparison is made between the LTM period and the period 12 months before LTM, offering insights into supply trends and shifts in trade dynamics.

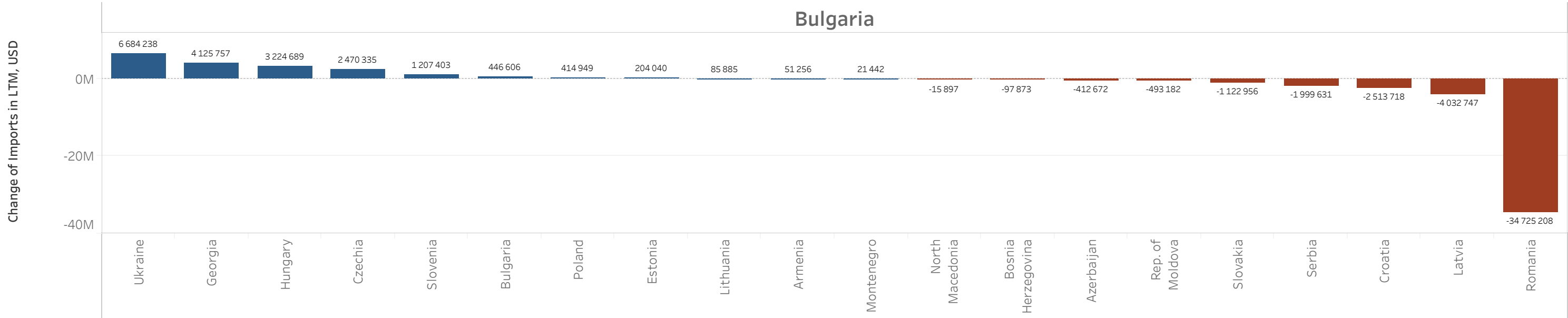
Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



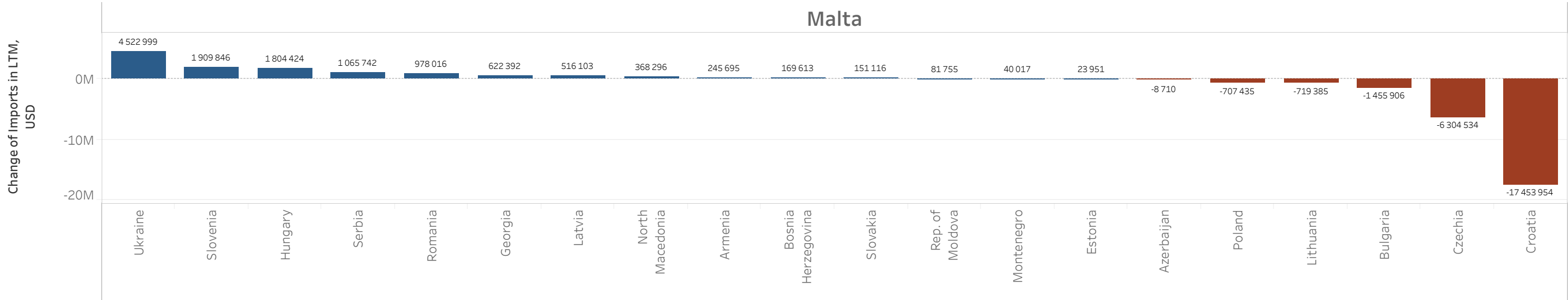
# Supplying Countries Losing Competition in the Markets of the Countries Analyzed: US \$

This section analyzes the top five supplying countries, identified as having the highest negative change in supplies (expressed in US \$) during the LTM period, as reported by the countries analyzed. The accompanying graphs are designed to show, in detail, which specific countries analyzed have increased their imports from these top suppliers (represented by blue elements indicating positive changes) and which have decreased their imports (represented by red elements showing negative changes). The comparison is made between the LTM period and the period 12 months before LTM, offering insights into supply trends and shifts in trade dynamics.

Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



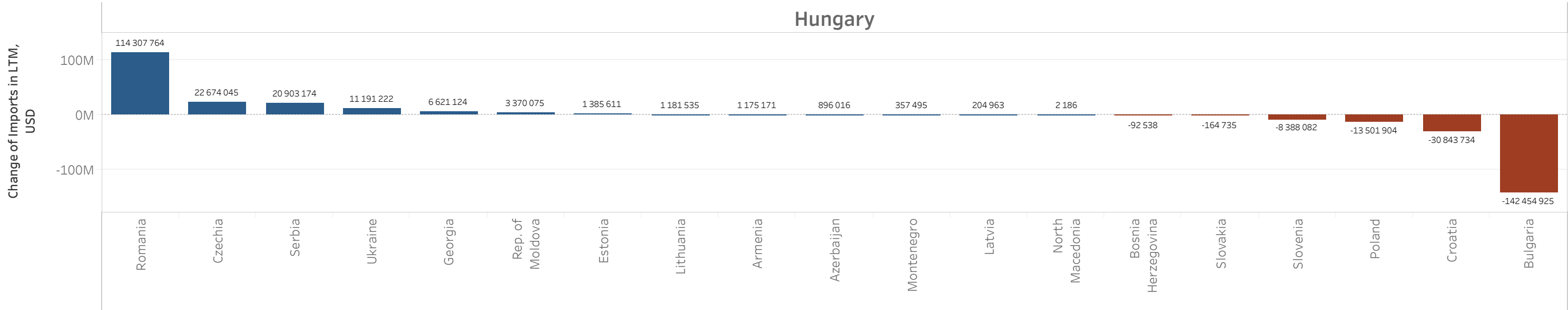
Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



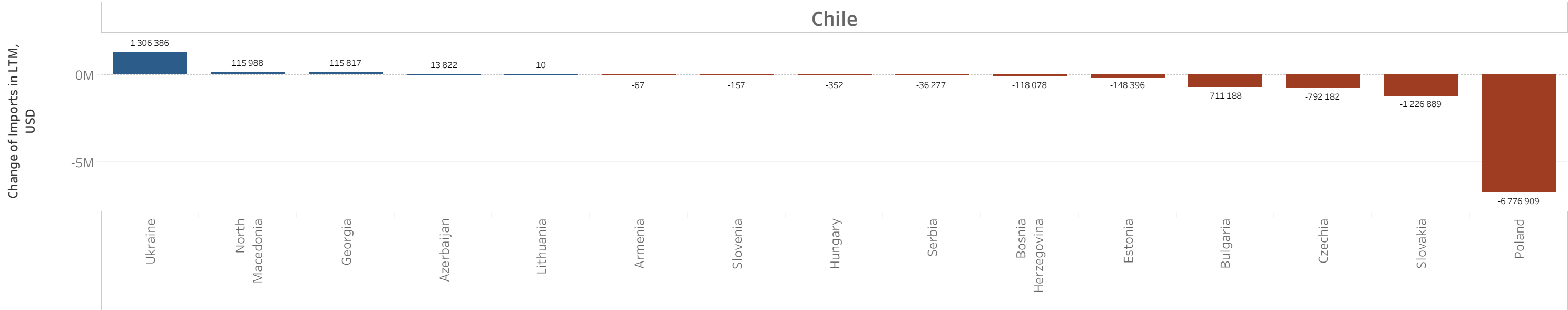
# Supplying Countries Losing Competition in the Markets of the Countries Analyzed: US \$

This section analyzes the top five supplying countries, identified as having the highest negative change in supplies (expressed in US \$) during the LTM period, as reported by the countries analyzed. The accompanying graphs are designed to show, in detail, which specific countries analyzed have increased their imports from these top suppliers (represented by blue elements indicating positive changes) and which have decreased their imports (represented by red elements showing negative changes). The comparison is made between the LTM period and the period 12 months before LTM, offering insights into supply trends and shifts in trade dynamics.

Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



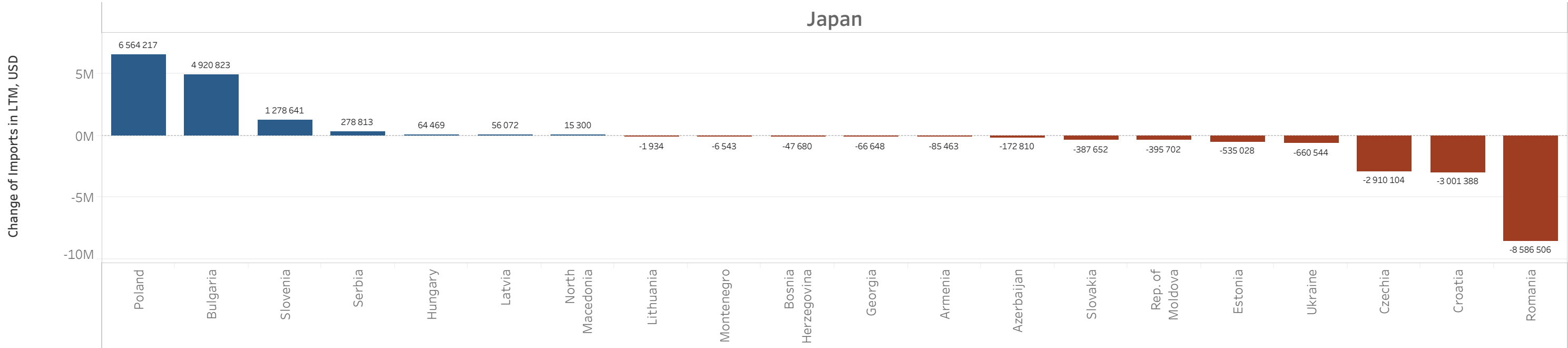
Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



# Supplying Countries Losing Competition in the Markets of the Countries Analyzed: US \$

This section analyzes the top five supplying countries, identified as having the highest negative change in supplies (expressed in US \$) during the LTM period, as reported by the countries analyzed. The accompanying graphs are designed to show, in detail, which specific countries analyzed have increased their imports from these top suppliers (represented by blue elements indicating positive changes) and which have decreased their imports (represented by red elements showing negative changes). The comparison is made between the LTM period and the period 12 months before LTM, offering insights into supply trends and shifts in trade dynamics.

Absolute Change of Supplies to the Specific Counties Analyzed in LTM Compared to the Period 12 Months Before LTM, US \$



# Top-Ranked Supplying Countries to the Countries Analyzed

This section of the Report presents the top five highest-ranked supplying countries to each of the country analyzed. The methodology for ranking the supplying countries is as follows: the top 10 largest supplying countries from the last full calendar year reported to each country are ranked based on four components: 1) share of imports in the LTM period, 2) proxy price in the LTM period, 3) change in imports in US \$ terms during the LTM period, and 4) change in imports in volume terms during the LTM period. Each component is assigned a score ranging from 1 to 10, with 10 being the highest. The aggregated score is calculated by summing the rankings for each component. In the case of ties in the total score, the ranking for the first component (share of imports in LTM) takes precedence.

Country Analyzed	No.1 Ranked Supplying Country	Supplies to the Country Analyzed in LTM, US \$	No.2 Ranked Supplying Country	Supplies to the Country Analyzed in LTM, US \$	No.3 Ranked Supplying Country	Supplies to the Country Analyzed in LTM, US \$	No.4 Ranked Supplying Country	Supplies to the Country Analyzed in LTM, US \$	No.5 Ranked Supplying Country	Supplies to the Country Analyzed in LTM, US \$
Slovenia	Germany	499 587 606,55	Switzerland	6 354 037 509,47	India	118 042 086,27	Singapore	330 401 218,90	USA	148 252 847,10
Poland	France	846 323 249,77	Germany	1 247 312 405,00	Spain	411 072 872,85	USA	490 639 338,00	Italy	592 913 174,00
Czechia	Germany	1 046 673 018,00	Italy	401 179 615,00	Slovakia	221 203 724,00	Ireland	420 168 274,00	France	577 578 710,00
Romania	Germany	1 019 305 099,99	Switzerland	635 535 854,17	France	383 383 447,93	Italy	202 592 661,23	Belgium	341 788 562,85
Slovakia	Europe, not elsewhere specified	344 574 226,85	Czechia	244 321 454,14	Italy	138 119 109,09	Germany	258 550 854,30	Areas, not elsewhere specified	90 830 876,14
Ukraine	India	231 291 941,35	Germany	493 835 428,58	Italy	174 175 481,13	France	187 971 834,99	Spain	117 715 912,82
Bulgaria	Germany	323 595 431,64	France	111 853 693,35	Ireland	90 264 084,95	Netherlands	153 168 305,85	Switzerland	148 636 062,45
Lithuania	Poland	123 560 992,00	Slovenia	153 693 481,00	Sweden	60 852 428,00	Germany	247 431 185,00	Latvia	198 138 626,00
Serbia	Slovenia	188 960 303,00	Germany	242 899 594,00	Ireland	36 634 674,00	Italy	51 513 622,00	Denmark	72 487 451,00
Croatia	Ireland	23 641 924,00	Switzerland	72 893 893,00	Poland	22 173 558,00	Slovenia	261 541 621,00	Austria	70 675 433,00
Latvia	Netherlands	73 095 332,61	Switzerland	62 238 157,51	Poland	61 406 443,94	Lithuania	243 181 362,57	Germany	66 704 107,78
Estonia	Germany	118 242 743,33	Denmark	30 594 093,59	Italy	51 210 959,61	Belgium	44 416 338,67	Switzerland	36 510 330,34
Georgia	Türkiye	169 766 481,60	Germany	69 745 459,08	India	22 815 451,60	Switzerland	51 121 756,39	Hungary	49 664 430,89
Azerbaijan	Georgia	18 166 100,93	Germany	60 695 447,19	Türkiye	87 275 027,76	Hungary	15 729 511,63	Italy	23 006 254,83
Bosnia Herzegovina	Germany	83 128 267,55	Türkiye	19 845 576,70	Italy	28 860 083,13	Denmark	23 097 174,91	Serbia	22 064 817,16
Rep. of Moldova	Türkiye	24 760 613,00	Germany	44 490 737,00	Italy	21 503 513,00	Hungary	22 582 115,00	USA	8 947 766,00
North Macedonia	Italy	16 803 153,83	France	22 982 481,48	Slovenia	38 665 237,88	United Kingdom	10 705 134,74	Germany	31 412 011,69
Armenia	Germany	28 538 676,89	Russian Federation	16 521 279,96	Slovenia	11 326 488,70	Austria	5 534 968,58	France	18 395 996,51
Montenegro	Germany	32 308 652,18	France	15 954 056,74	Switzerland	21 755 291,91	Sweden	11 028 637,73	Serbia	19 796 269,59
Hungary	Germany	554 376 306,00	Belgium	474 159 964,00	Italy	162 187 757,00	France	334 728 627,00	Netherlands	224 743 581,00

# Most Promising Markets for Exporting

This section of the Report presents the ranking of all the countries analyzed (importers) allowing to identify the most promising markets for the supplies of the good analyzed. Seven ranking components have been used: 1. Long-term trends of Global Demand for Imports 2. Strength of the Demand for Imports in the selected country 3. Macroeconomic risks for Imports in the selected country 4. Market entry barriers and domestic competition pressures for imports of the good 5. Long-term trends of Country Market 6. Short-term trends of Country Market, US\$-terms 7. Short-term trends of Country Market, volumes and proxy prices. Each component includes 4-6 specific parameters. All parameters are evaluated on a scale from 0 to 6, with 0 being the lowest/ less favorable value or characteristic. A Final Score is a total country’s score that includes scores of each specific ranking component. Each component is evaluated on a scale from 0 to 2, with 0 being the lowest score. The highest possible Final country’s score is 14 points (up to 2 points for each of 7 ranking components). Final country’s rank is a sum of points gained for each ranking component. It ranges from 0 to 14 points. A Final score describes the level of attractiveness of the of the selected country as the market for the supplies of the selected good.

Country’s Final Score on Export Potential Estimation

Country Analyzed	Country’s Final Score (out of 14 points)
Slovenia	12,00
Romania	12,00
Poland	12,00
Slovakia	11,00
Georgia	11,00
Serbia	10,00
North Macedonia	10,00
Montenegro	10,00
Lithuania	10,00
Latvia	10,00
Hungary	10,00
Estonia	10,00
Ukraine	9,00
Czechia	9,00
Croatia	9,00
Bulgaria	9,00
Azerbaijan	9,00
Rep. of Moldova	8,00
Bosnia Herzegovina	8,00
Armenia	8,00

Country’s Score: Long-term Trends of Country Market

Country Analyzed	Country’s Score: Long-term Trends of Country Market (out of 30 points)
Slovenia	30,00
Romania	28,00
Poland	21,00
Slovakia	22,00
Georgia	18,00
Serbia	25,00
North Macedonia	25,00
Montenegro	26,00
Lithuania	23,00
Latvia	15,00
Hungary	11,00
Estonia	23,00
Ukraine	19,00
Czechia	11,00
Croatia	23,00
Bulgaria	15,00
Azerbaijan	21,00
Rep. of Moldova	9,00
Bosnia Herzegovina	18,00
Armenia	8,00

Country’s Score: Short-term Trends of Country Market, US \$

Country Analyzed	Country’s Score: Short-term Trends of Country Market in Value Terms (out of 18 points)
Slovenia	12,00
Romania	12,00
Poland	12,00
Slovakia	12,00
Georgia	12,00
Serbia	12,00
North Macedonia	10,00
Montenegro	12,00
Lithuania	15,00
Latvia	12,00
Hungary	8,00
Estonia	12,00
Ukraine	12,00
Czechia	10,00
Croatia	0,00
Bulgaria	6,00
Azerbaijan	6,00
Rep. of Moldova	12,00
Bosnia Herzegovina	12,00
Armenia	4,00

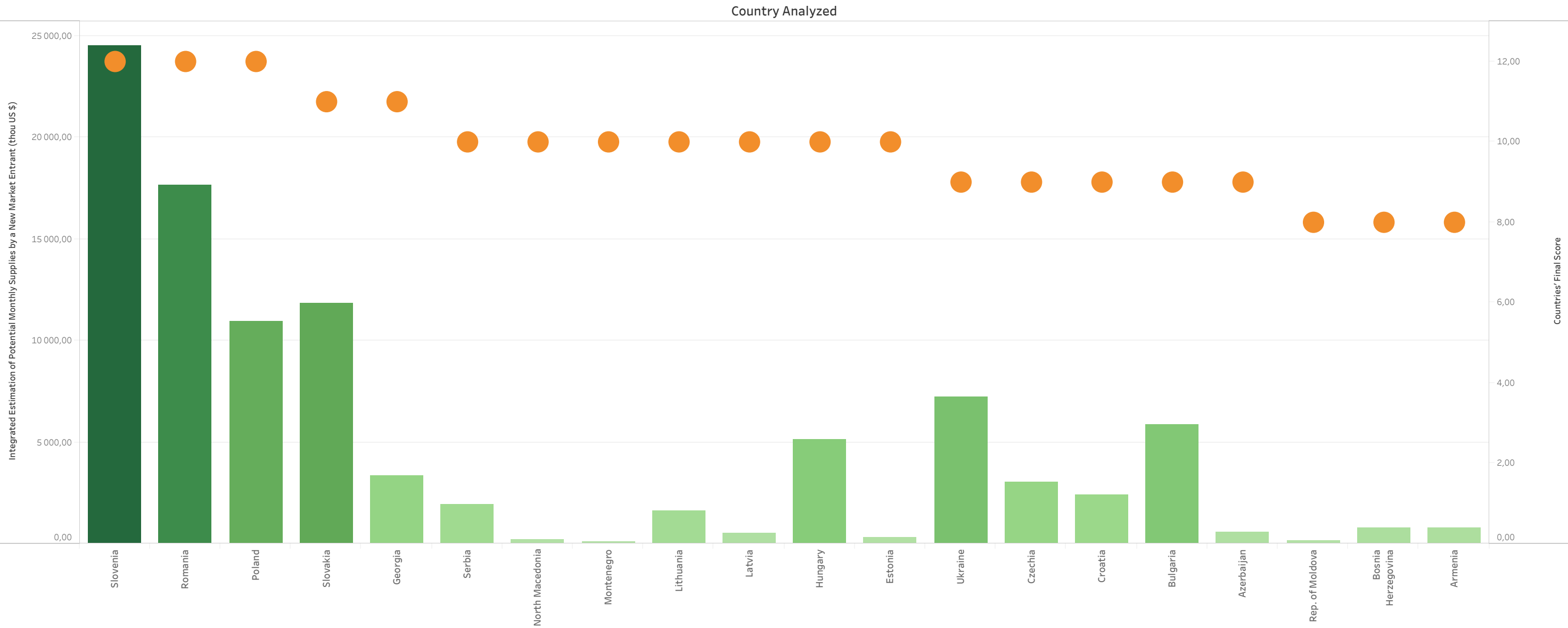
Country’s Score: Short-term Trends of Country Market, tons and average prices

Country Analyzed	Country’s Score: Short-term Trends of Country Market in Volume Terms & Prices (out of 30 points)
Slovenia	13,00
Romania	30,00
Poland	18,00
Slovakia	20,00
Georgia	22,00
Serbia	10,00
North Macedonia	10,00
Montenegro	12,00
Lithuania	10,00
Latvia	10,00
Hungary	20,00
Estonia	12,00
Ukraine	28,00
Czechia	12,00
Croatia	10,00
Bulgaria	12,00
Azerbaijan	12,00
Rep. of Moldova	10,00
Bosnia Herzegovina	18,00
Armenia	22,00

# Most Promising Markets for Exporting the Good Analyzed out of the Countries Analyzed

This figure below visualizes (i) the Final scores describing the attractiveness of the countries analyzed as promising export destinations, and (ii) the Integrated Estimation of the Potential Monthly Supplies to the respective markets by a New Market Entrant, expressed in US \$. The Integrated estimation of the potential monthly supplies is calculated based on two components. Component 1: the anticipated average monthly market growth, derived from the trend observed over the past 24 months on assumption is that the identified trend will remain unchanged, and the calculated average monthly increase is applied to actual data on the volume of average monthly import supplies over the last 12 months, along with the corresponding average price. Component 2 signifies the extra potential supply linked to the potential strong competitive advantage of the new market entrant. Its calculation is based on the factual parameters of supplying countries that have experienced the highest growth in their supplies to the chosen country over the past 12 months.

Countries’ Final Scores on Export Potential Estimation and Integrated Estimation of Potential Monthly Supplies by a New Market Entrant (thou US \$).





# Most Promising Importing Markets of the Good Analyzed and Most Competitive Supplying Countries

This section of the Report provides an additional analysis of the most promising destinations for supplies of the good analyzed. To this end, a Relativity Score has been calculated for each country analyzed, representing the average of a country’s Final Score and the Integrated Estimation of Potential Monthly Supplies by a New Market Entrant. Both components are indexed such that the country with the highest value is assigned an index of 100. The results of the Relativity Score are presented in the table on the left. Additionally, the table on the right ranks the supplying countries based on a scoring system, where each time a supplying country is identified as the number 1 supplier to the respective importing country, it receives 5 points; number 2 – 4 points; number 3 – 3 points; number 4 – 2 points; and number 5 – 1 point. The total points accumulated by each supplying country are provided in the table (Final Supplier’s Score), along with the total value of imports reported by all the countries analyzed in the last full calendar year reported. It also contains data on and the number of countries to which the respective supplying country exported the good analyzed.

Calculation of a Relativity Score for the Countries Analyzed – Identification of the Most Promising Export Markets for the Good Analyzed

Country Analyzed	Country’s Relatively Score (Out of 10 points)	Country’s Final Score (out of 14 points)	Integrated Estimation of Potential Monthly Supplies by a New Market Entrant (thou US \$)
Slovenia	10,00	12,00	24 491,92
Romania	8,61	12,00	17 668,94
Poland	7,23	12,00	10 946,03
Slovakia	7,00	11,00	11 855,97
Georgia	5,27	11,00	3 359,12
Ukraine	5,22	9,00	7 209,38
Hungary	5,21	10,00	5 108,29
Bulgaria	4,94	9,00	5 843,28
Serbia	4,56	10,00	1 922,22
Lithuania	4,50	10,00	1 615,62
Czechia	4,37	9,00	3 060,56
Latvia	4,27	10,00	497,72
Croatia	4,24	9,00	2 419,24
Estonia	4,23	10,00	292,97
North Macedonia	4,21	10,00	230,10
Montenegro	4,19	10,00	111,51
Azerbaijan	3,86	9,00	551,46
Bosnia Herzegovina	3,49	8,00	778,92
Armenia	3,49	8,00	767,46
Rep. of Moldova	3,36	8,00	131,49

Ranking of Supplying Countries

Supplying Country	Final Supplier’s Score	Exports in LTM, USD	Total Number of Analyzed Countries With Which Trade Flows were Registered in LTM
Germany	75	6 625 859 937	20
Italy	33	2 151 139 153	20
France	26	3 221 696 481	20
Switzerland	23	8 661 904 903	20
Türkiye	17	554 990 202	20
Slovenia	17	1 885 730 014	20
Ireland	13	1 842 427 418	20
Poland	11	947 293 403	19
India	11	818 534 825	20
Netherlands	8	1 560 591 005	20
Denmark	7	1 461 570 938	20
Belgium	7	1 357 970 451	20
Sweden	5	629 453 933	20
Hungary	5	1 899 176 677	19
Georgia	5	23 437 348	10
Europe, not specified	5	651 287 406	7
USA	4	1 153 881 433	20
Spain	4	1 090 470 194	20
Russian Federation	4	79 595 270	19
Czechia	4	566 607 294	19

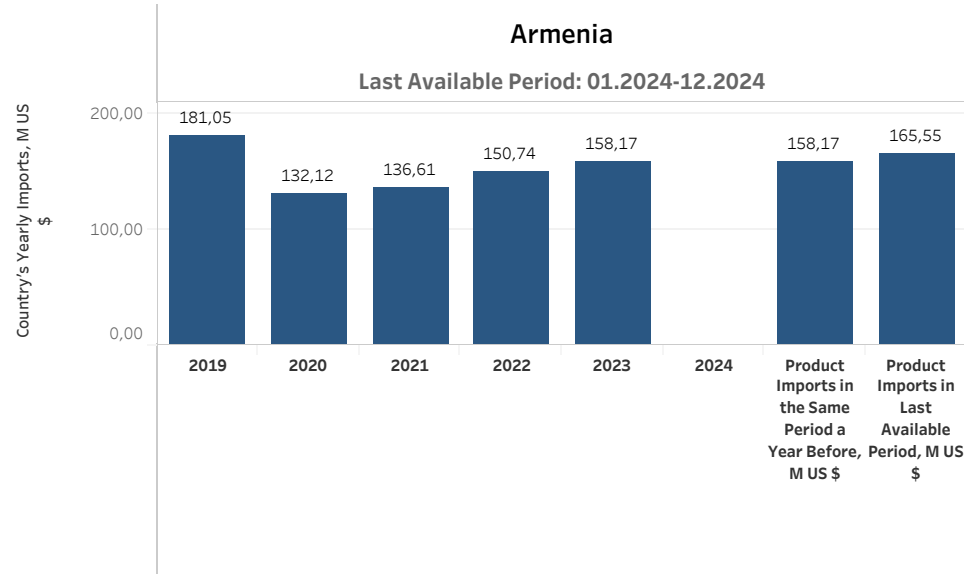
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## APPENDIX

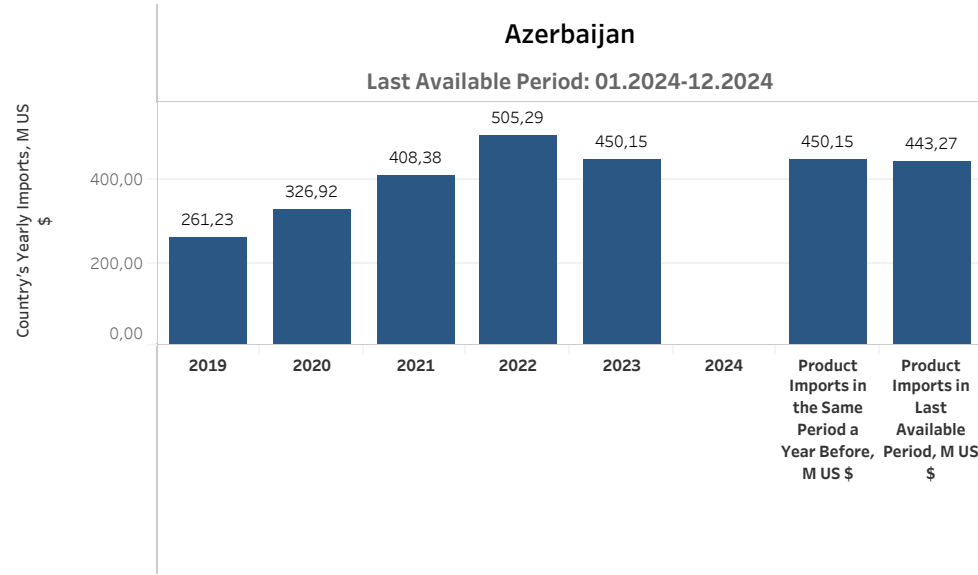
# Appendix: Country-Specific Yearly Data

These pages provide detailed insights into the yearly dynamics of imports reported by each of the countries analyzed in the Report. For each country analyzed, the first graph illustrates the yearly import values (expressed in M US \$) over the most recent 5-year period, the second graph illustrates the yearly import volumes (expressed in k tons) over the most recent 5-year period, the third graph illustrates the yearly prices trend (expressed in k US \$ per 1 ton) over the most recent 5-year period.

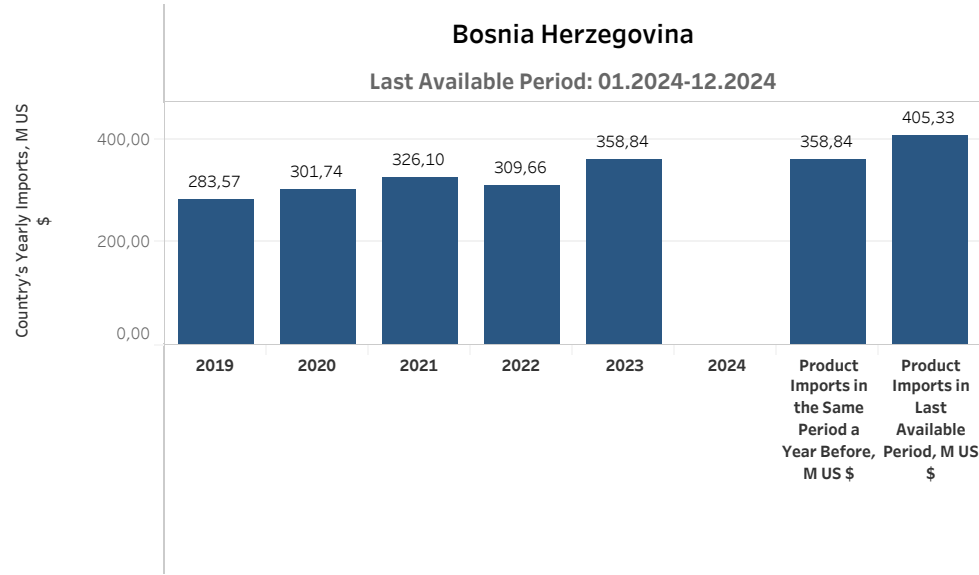
Country’s Yearly Imports, M US \$



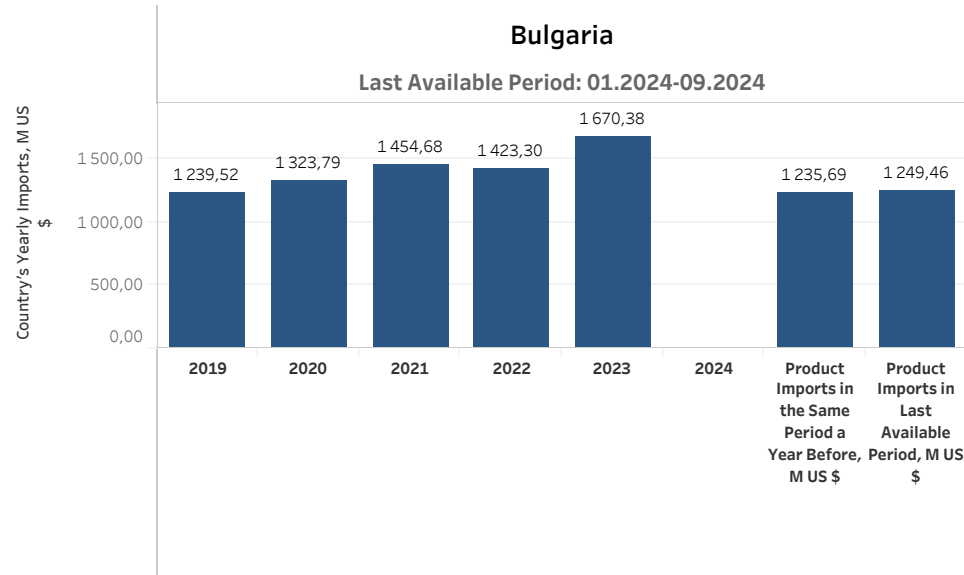
Country’s Yearly Imports, M US \$



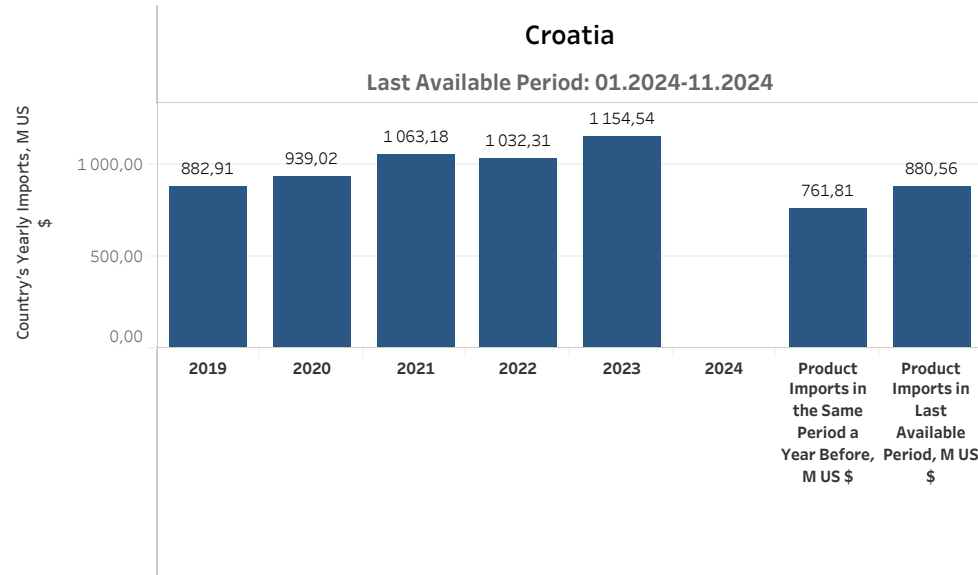
Country’s Yearly Imports, M US \$



Country’s Yearly Imports, M US \$



Country’s Yearly Imports, M US \$



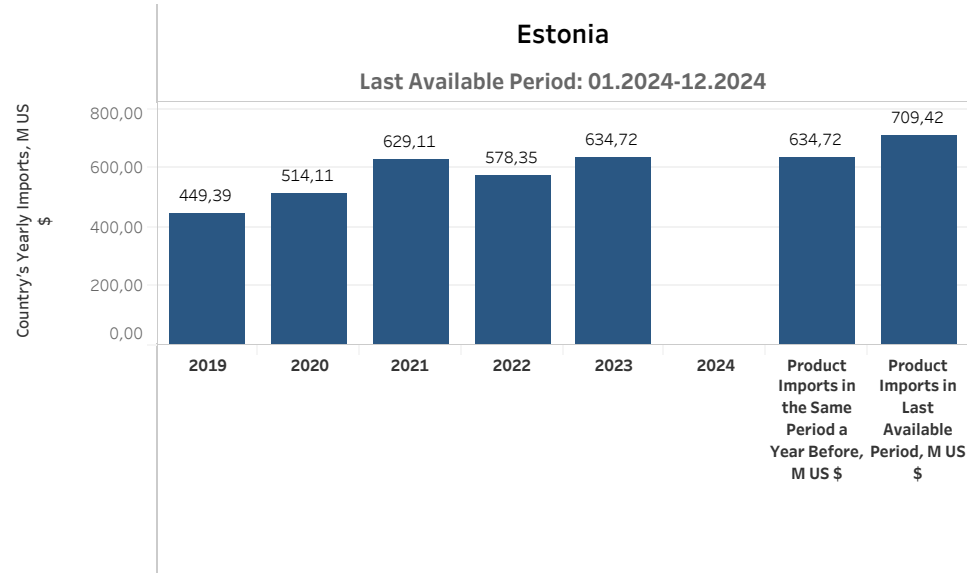
Country’s Yearly Imports, M US \$



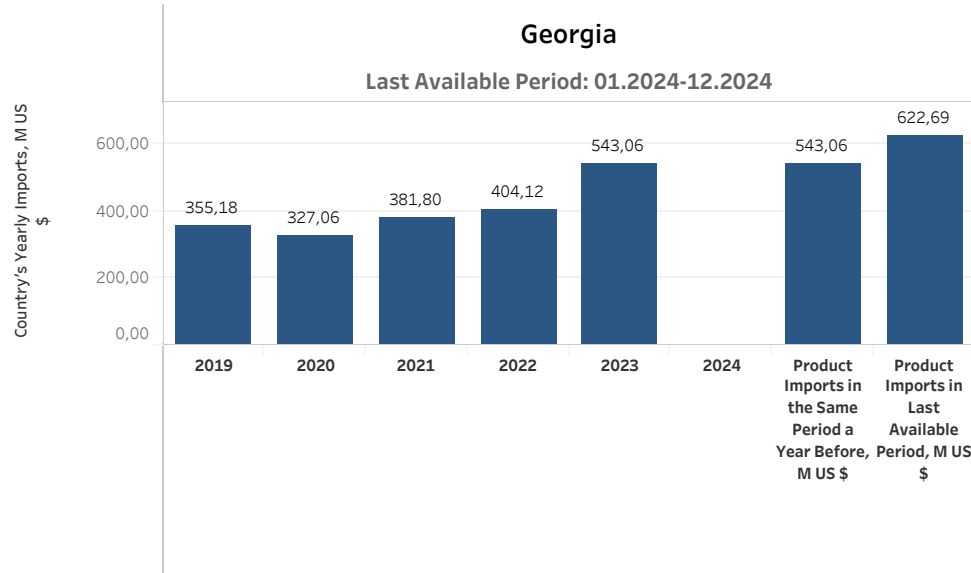
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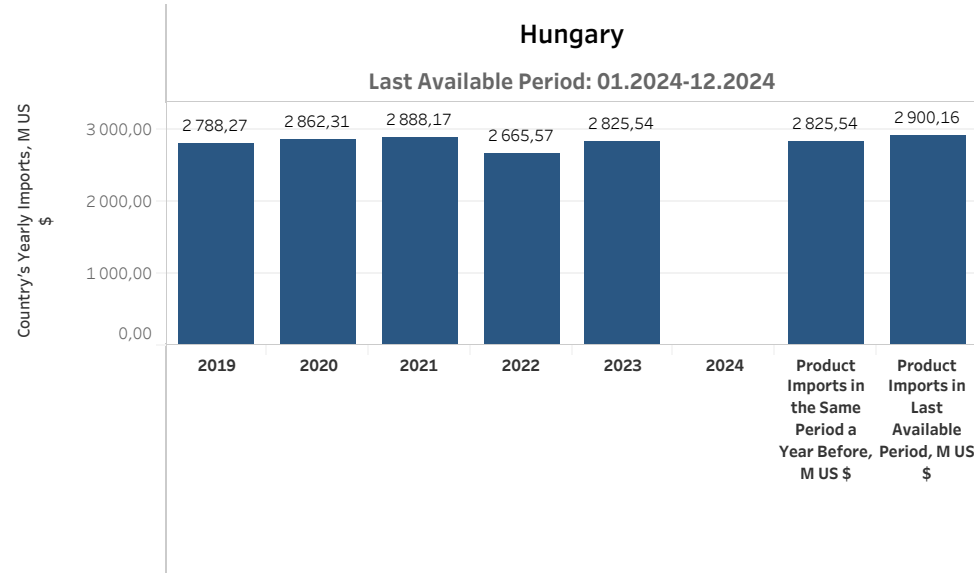
Country’s Yearly Imports, M US \$



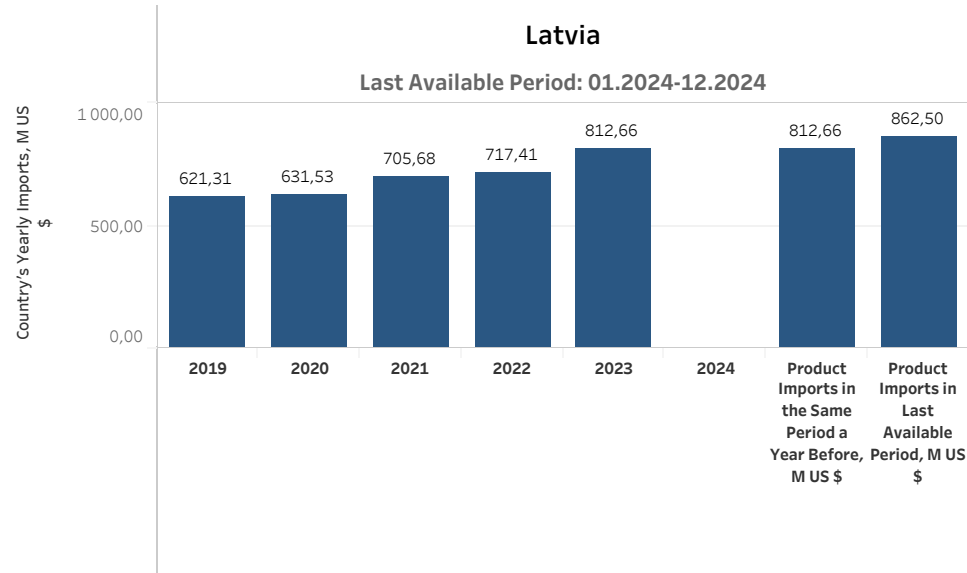
Country’s Yearly Imports, M US \$



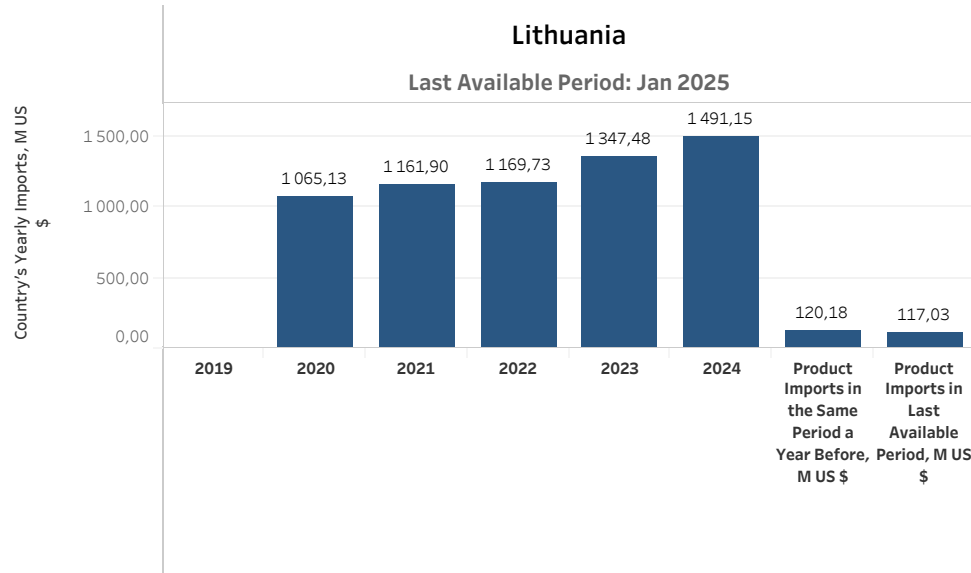
Country’s Yearly Imports, M US \$



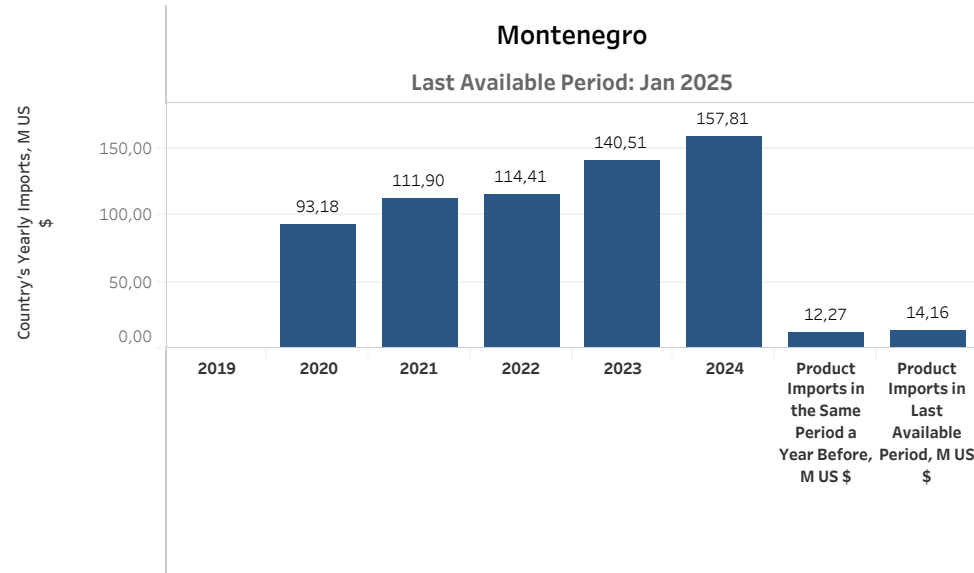
Country’s Yearly Imports, M US \$



Country’s Yearly Imports, M US \$



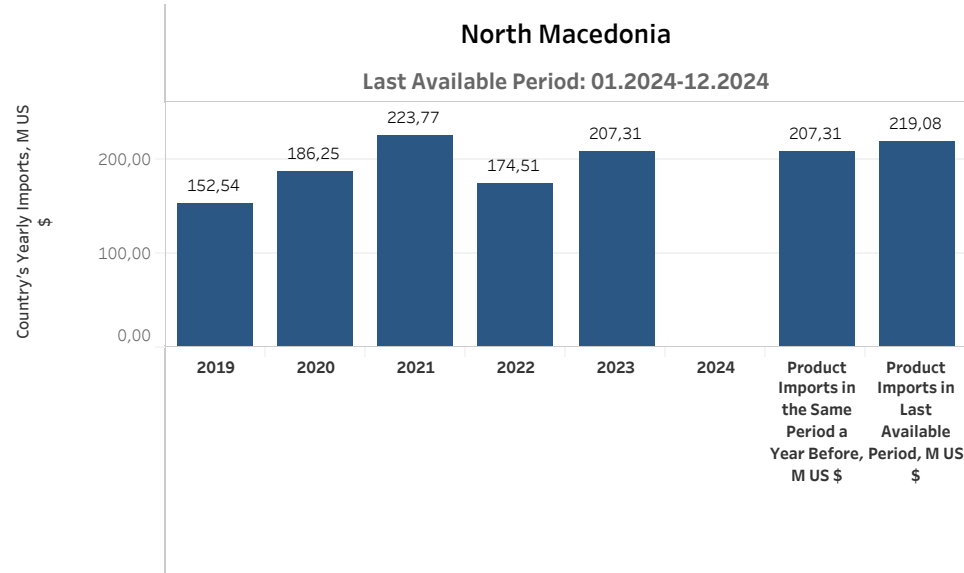
Country’s Yearly Imports, M US \$



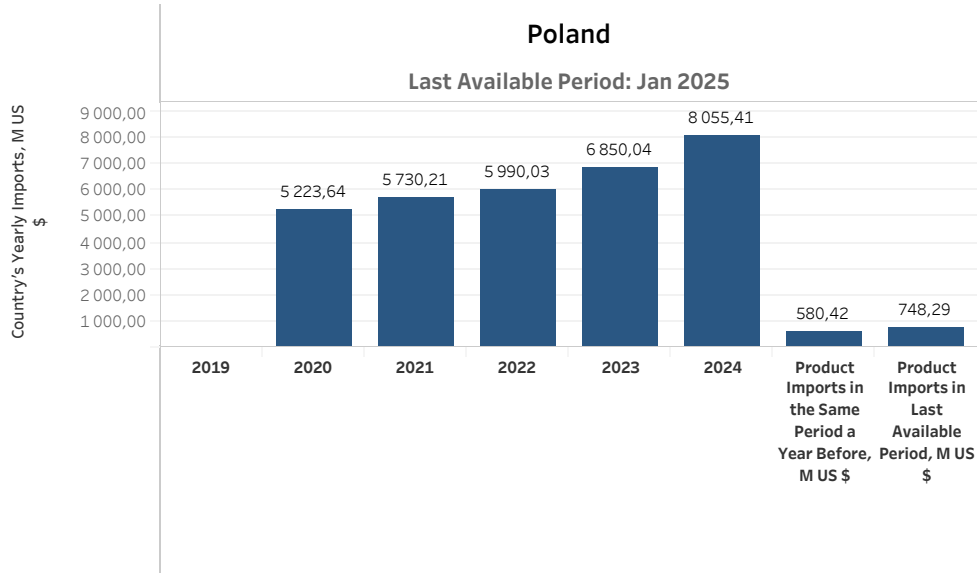
# Appendix: Country-Specific Yearly Data

These pages provide detailed insights into the yearly dynamics of imports reported by each of the countries analyzed in the Report. For each country analyzed, the first graph illustrates the yearly import values (expressed in M US \$) over the most recent 5-year period, the second graph illustrates the yearly import volumes (expressed in k tons) over the most recent 5-year period, the third graph illustrates the yearly prices trend (expressed in k US \$ per 1 ton) over the most recent 5-year period.

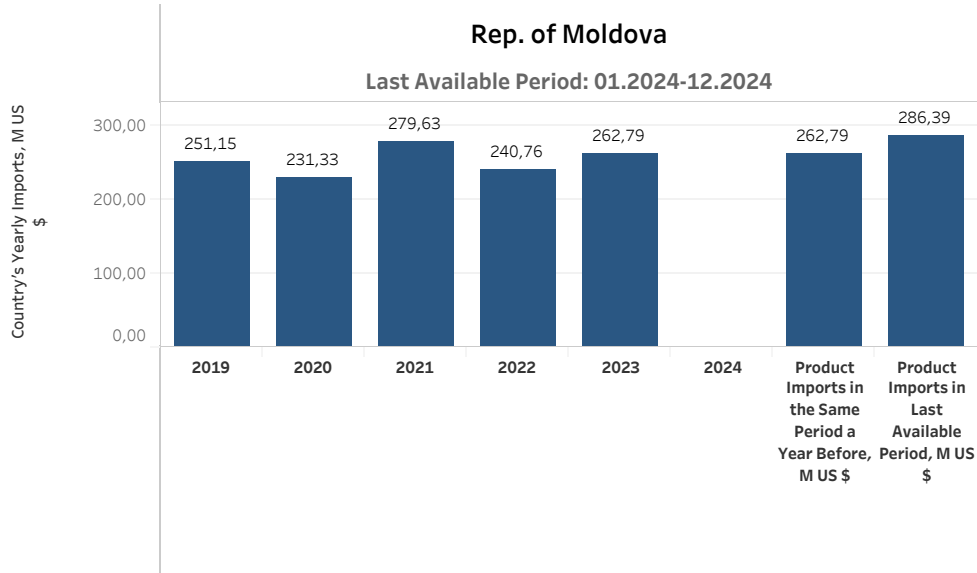
Country’s Yearly Imports, M US \$



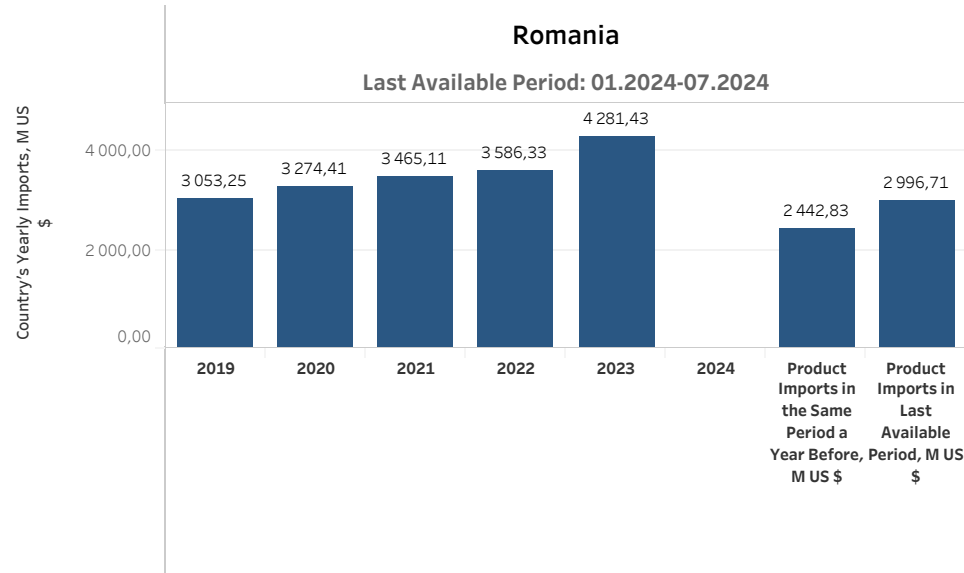
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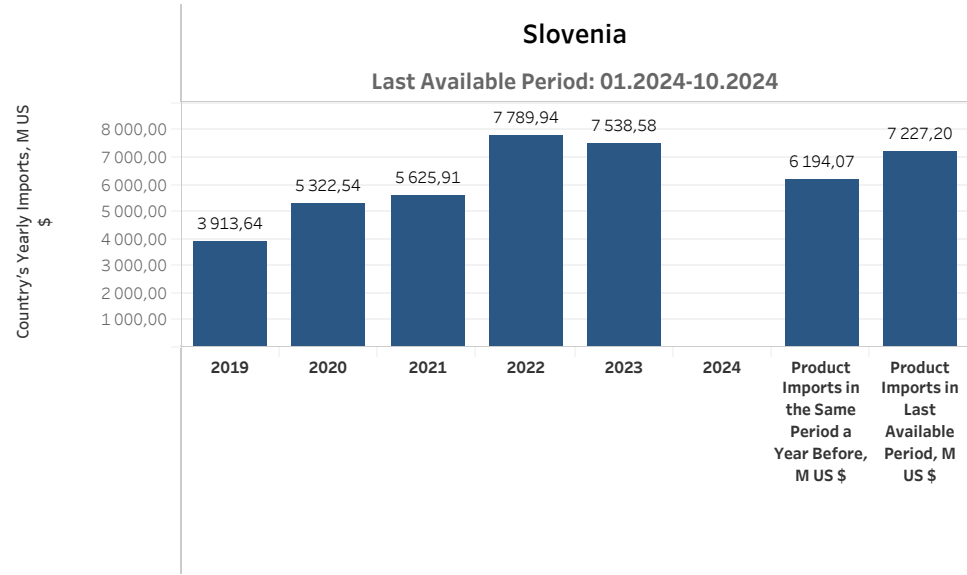
Country’s Yearly Imports, M US \$



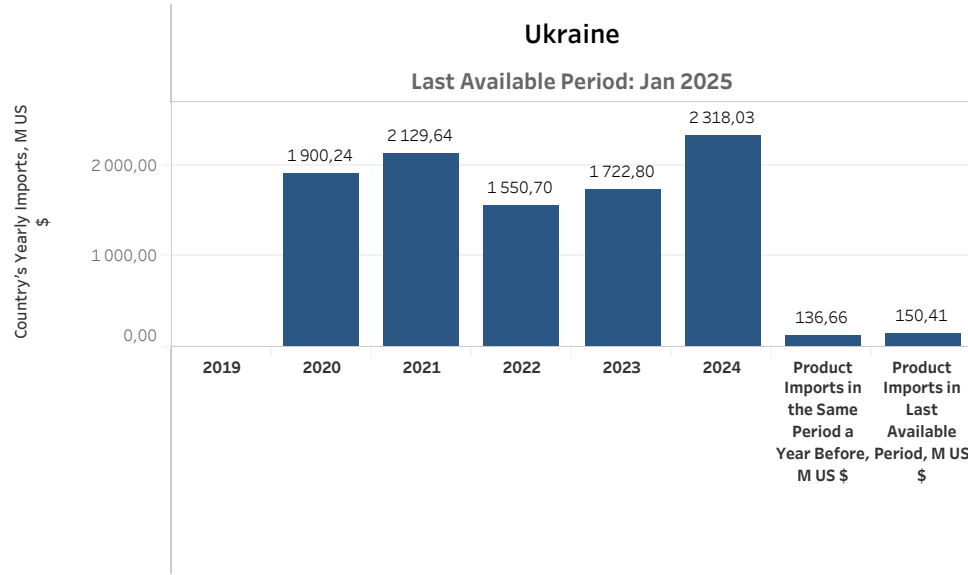
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Country's Yearly Imports, M US \$



Country's Yearly Imports, M US \$



# CONTACTS & FEEDBACK

We encourage you to stay with us, as we continue to develop and add new features to GTAIC. Market forecasts, global value chains research, deeper country insights, and other features are coming soon.

If you have any ideas on the scope of the report or any comment on the service, please let us know by e-mailing to [sales@gtaic.ai](mailto:sales@gtaic.ai). We are open for any comments, good or bad, since we believe any feedback will help us develop and bring more value to our clients.

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