



CEFTA TRADE STATISTICS 2012

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All figures are in 000 EUR and for the year end of 2012 unless otherwise indicated.

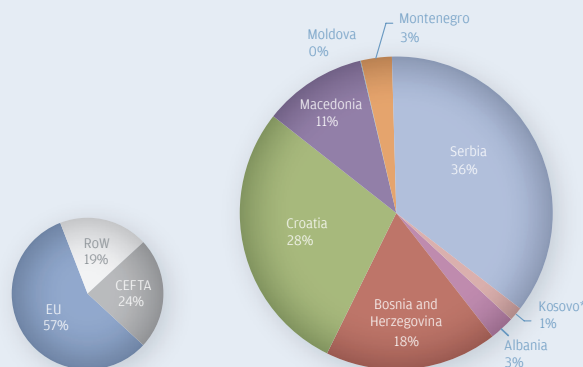
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Exports



Intra CEFTA	7,120,127
RoW	22,859,340
EU	17,165,401
EFTA	323,421
Turkey	573,066
Russia	1,597,460
China	234,660

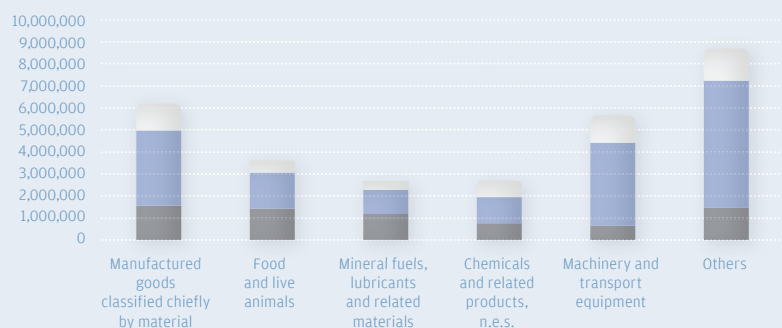
CEFTA Parties share in exports



Share in total (%)

1	Albania
4	Bosnia and Herzegovina
7	Croatia
3	Macedonia
0	Moldova
1	Montenegro
8	Serbia
0	Kosovo*

Top five sectors in exports to CEFTA



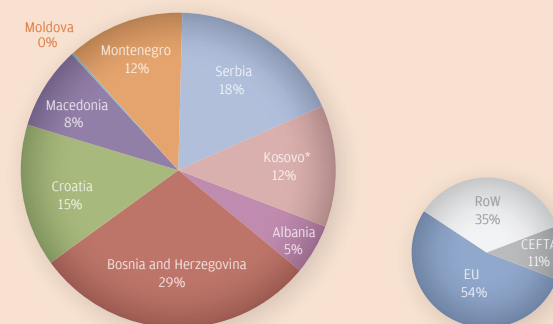
Imports



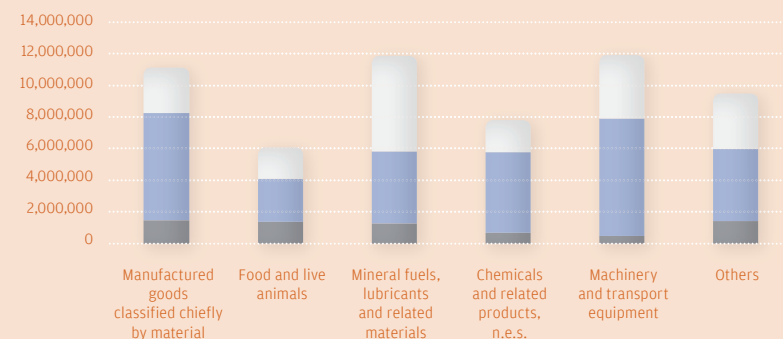
Intra CEFTA	6,762,947
RoW	51,404,098
EU	31,110,136
EFTA	954,465
Turkey	1,780,906
Russia	4,624,390
China	3,786,967

CEFTA Parties share in imports

Share in total (%)



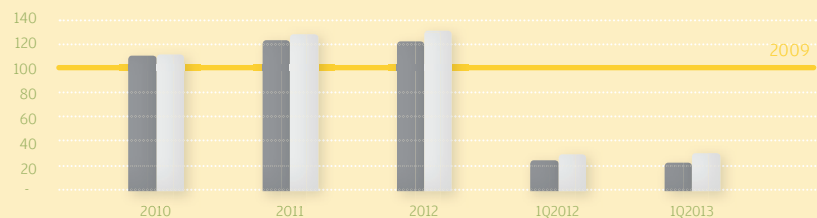
Top five sectors in imports from CEFTA



Trade Volume

	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
Total	11,274,273	12,595,999	14,035,306	13,883,079	2,884,365	2,710,677	-6.02
CEFTA	55,285,090	62,173,288	71,019,142	72,763,247	16,545,137	17,292,978	4.52
Rest of the World	66,559,363	74,769,287	85,054,448	86,646,326	19,429,502	20,003,655	2.96
Index (2009=100)	100	112	124	123	26	24	
CEFTA	100	112	128	132	30	31	
Rest of the World	100	112	128	130	29	30	
Agricultural products	3,231,098	3,540,203	3,807,670	4,043,685	758,478	765,262	0.89
CEFTA	6,539,601	6,903,745	7,899,418	8,802,343	1,918,294	1,978,945	3.16
Rest of the World	9,770,699	10,443,948	11,707,088	12,846,029	2,676,773	2,744,207	2.52
Non-agricultural products	8,043,175	9,055,796	10,227,636	9,839,393	2,125,886	1,945,415	-8.49
CEFTA	48,745,489	55,269,543	63,119,724	63,960,904	14,626,843	15,314,034	4.70
Rest of the World	56,788,664	64,325,339	73,347,360	73,800,297	16,752,729	17,259,448	3.02

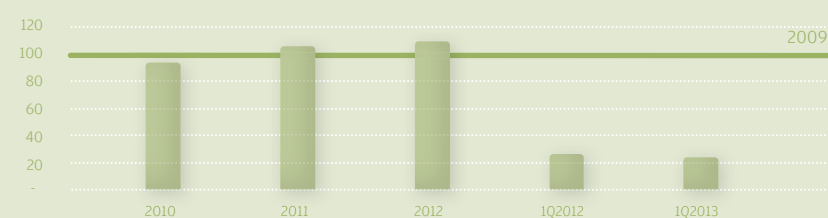
Change in Trade Volume (2009=100)



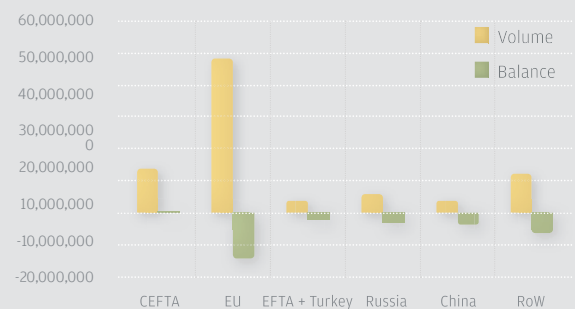
Trade Balance

	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
Total	-25,496,310	-23,737,568	-26,617,008	-27,316,358	-6,361,159	-5,937,203	-6.66
CEFTA	-25,074,921	-23,264,925	-26,170,017	-26,959,182	-6,332,027	-5,784,335	-8.65
Rest of the World	-421,389	-472,643	-446,991	-357,176	-329,132	-152,868	53.12
Index (2009=100)	100	93	104	107	25	23	
CEFTA	100	93	104	108	25	23	
Rest of the World	100	93	104	108	25	23	
Agricultural products	-2,704,573	-1,965,117	-2,382,908	-2,608,738	-487,176	-697,616	43.20
CEFTA	-2,714,819	-1,930,446	-2,338,759	-2,548,035	-466,699	-682,305	46.20
Rest of the World	100,246	334,671	44,149	63,863	180,477	115,311	-35.12
Non-agricultural products	-22,791,737	-21,772,451	-24,234,100	-24,707,620	-5,873,982	-5,239,587	-10.80
CEFTA	-22,360,102	-21,334,479	-23,831,259	-24,411,148	-5,865,328	-5,102,031	-13.01
Rest of the World	558,636	437,976	402,841	306,472	108,654	137,556	-23.12

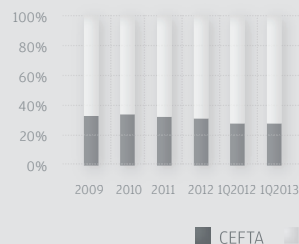
Change in Trade Balance (2009=100)



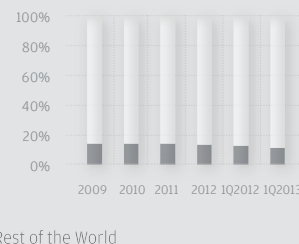
Trade Volume and Balance by Destination



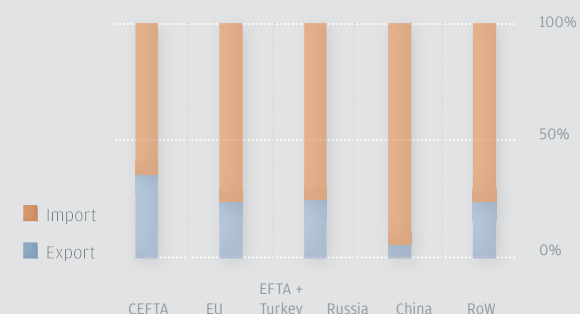
Share of CEFTA in Agricultural Trade



Share of CEFTA in Non-Agricultural Trade



Export to Import Ratio by Destination

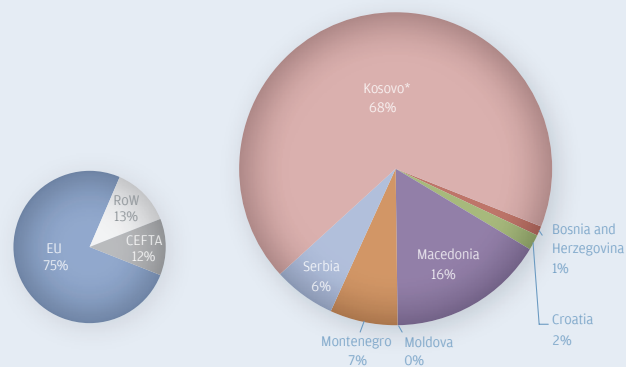


Exports



Intra CEFTA	184,328
RoW	1,348,056
EU	1,156,279
EFTA	14,977
Turkey	96,855
Russia	240
China	41,316

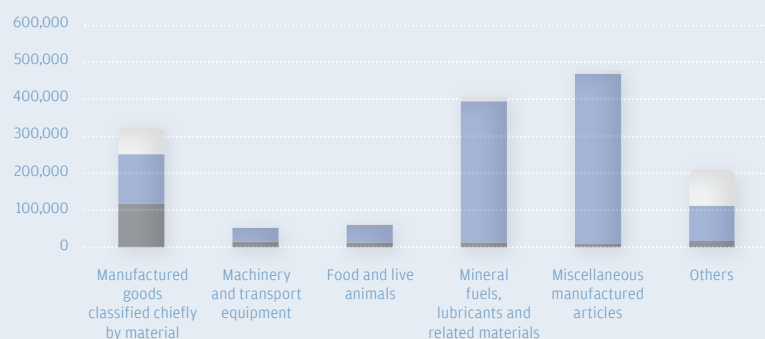
CEFTA Parties share in exports



Share in total (%)

Bosnia and Herzegovina	0
Croatia	0
Macedonia	2
Moldova	0
Montenegro	1
Serbia	1
Kosovo*	8

Top five sectors in exports to CEFTA

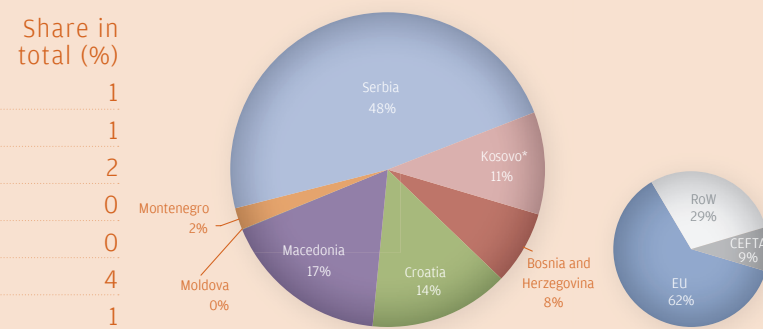


Imports



Intra CEFTA	349,266
RoW	3,452,340
EU	2,353,033
EFTA	112,920
Turkey	218,531
Russia	96,925
China	241,509

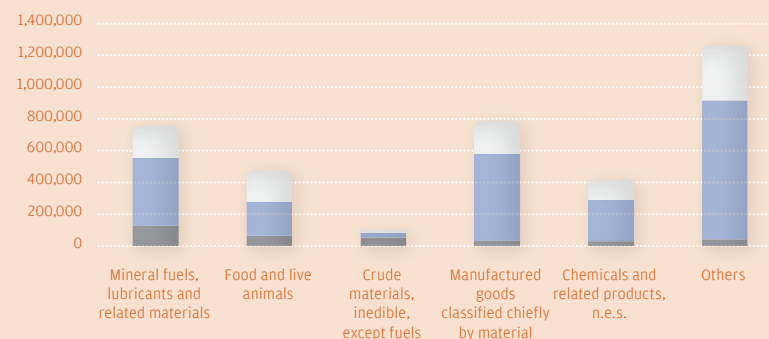
CEFTA Parties share in imports



Share in total (%)

Bosnia and Herzegovina	1
Croatia	1
Macedonia	2
Moldova	0
Montenegro	0
Serbia	4
Kosovo*	1

Top five sectors in imports from CEFTA



Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
310,647	435,921	510,030	533,594	112,378	89,184	-20.64
3,745,575	4,202,779	4,766,650	4,800,397	1,063,363	1,048,508	-1.40
100	140	164	172	36	29	-20.64
100	112	127	128	28	28	-1.40
66,887	100,690	102,085	107,686	21,825	17,150	-21.42
557,359	589,862	632,185	654,797	151,737	140,748	-7.24
243,760	335,231	407,945	425,908	90,554	72,033	-20.45
3,188,216	3,612,917	4,134,464	4,145,599	911,627	907,760	-0.42

2012

2012			1Q2012			1Q2013		
Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
0	0	0	0	0	0	0	0	0
13,738	14,558	28,295	2,759	2,895	5,654	630	2,963	3,593
16,739	36,359	53,097	4,134	11,190	15,324	1,499	7,037	8,536
24,045	65,993	90,038	5,116	8,434	13,550	3,903	14,740	18,644
22	148	170	0	2	2	55	0	55
5,500	15,212	20,713	653	2,501	3,154	1,085	5,942	7,027
22,919	156,687	179,606	3,987	48,101	52,088	5,334	15,370	20,704
24,723	136,951	161,674	5,176	17,429	22,606	4,645	25,980	30,625
654,797	4,145,599	4,800,397	151,737	911,627	1,063,363	140,748	907,760	1,048,508
107,686	425,908	533,594	21,825	90,554	112,378	17,150	72,033	89,184

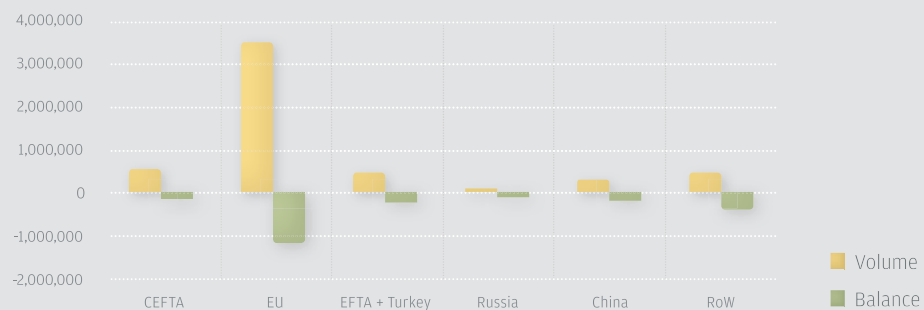
Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	-122,493	-197,790	-159,786	-164,937	-63,847	-20,589	-67.75
Rest of the World	-2,367,299	-2,126,614	-2,315,055	-2,104,284	-460,284	-354,657	-22.95
Index							
CEFTA	100	161	130	135	52	17	-67.75
Rest of the World	100	90	98	89	19	15	-22.95
Agricultural products							
CEFTA	-55,183	-85,122	-74,646	-71,456	-17,260	-11,481	-33.48
Rest of the World	-455,363	-490,409	-501,178	-506,600	-118,359	-110,353	-6.76
Non-agricultural products							
CEFTA	-67,310	-112,667	-85,140	-93,481	-46,587	-9,108	-80.45
Rest of the World	-1,911,936	-1,636,205	-1,813,877	-1,597,683	-341,925	-244,305	-28.55

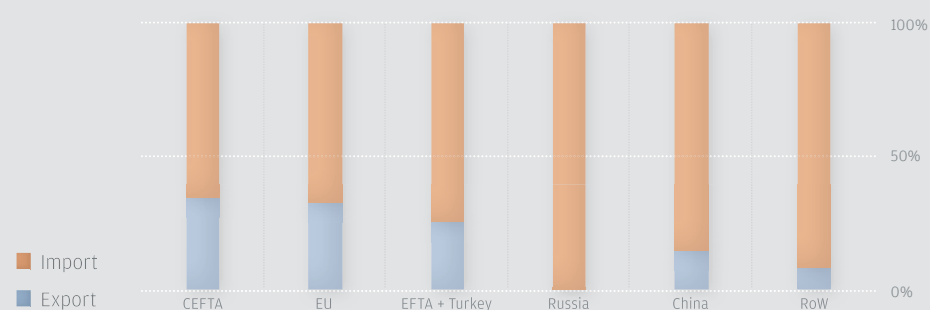
2012

	2012			1Q2012			1Q2013		
	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	0	0	0	0	0	0	0	0	0
Bosnia and Herzegovina	-12,706	-11,933	-24,639	-2,726	-2,004	-4,730	-575	-2,406	-2,981
Croatia	-14,567	-32,662	-47,229	-3,809	-10,117	-13,926	-1,042	-6,510	-7,552
Macedonia	-17,156	-13,152	-30,308	-4,581	-3,782	-8,363	-2,686	-4,038	-6,724
Moldova	-13	-144	-157	0	-2	-2	-55	0	-55
Montenegro	-2,547	7,636	5,089	-279	1,606	1,328	-563	2,401	1,838
Serbia	-18,751	-137,157	-155,908	-3,883	-45,309	-49,192	-5,066	-13,071	-18,137
Kosovo*	-5,715	93,931	88,216	-1,983	13,021	11,038	-1,493	14,515	13,022
Rest of the World	-506,600	-1,597,683	-2,104,284	-118,359	-341,925	-460,284	-110,353	-244,305	-354,657
CEFTA	-71,456	-93,481	-164,937	-17,260	-46,587	-63,847	-11,481	-9,108	-20,589

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

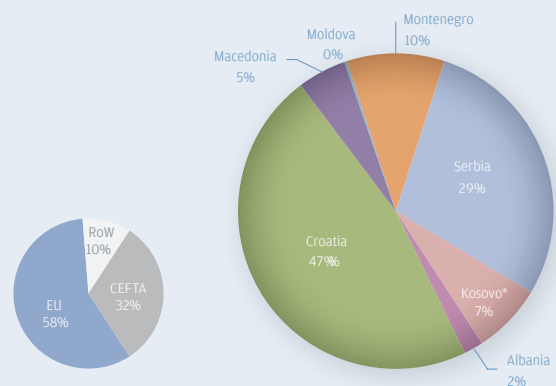


Exports



Intra CEFTA	1,269,593
RoW	2,748,119
EU	2,327,687
EFTA	51,283
Turkey	93,502
Russia	28,648
China	4,353

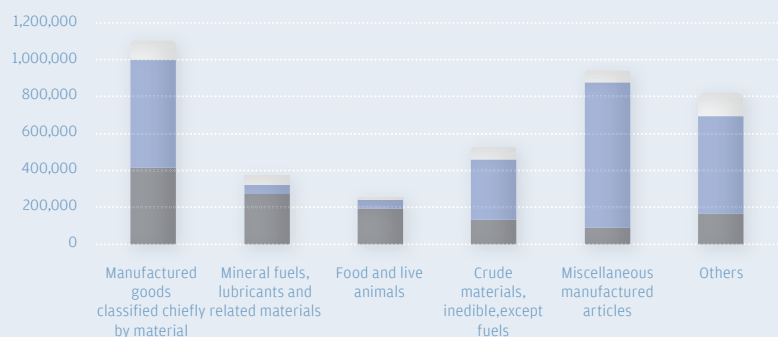
CEFTA Parties share in exports



Share in total (%)

1	Albania
15	Croatia
2	Macedonia
0	Moldova
3	Montenegro
9	Serbia
2	Kosovo*

Top five sectors in exports to CEFTA



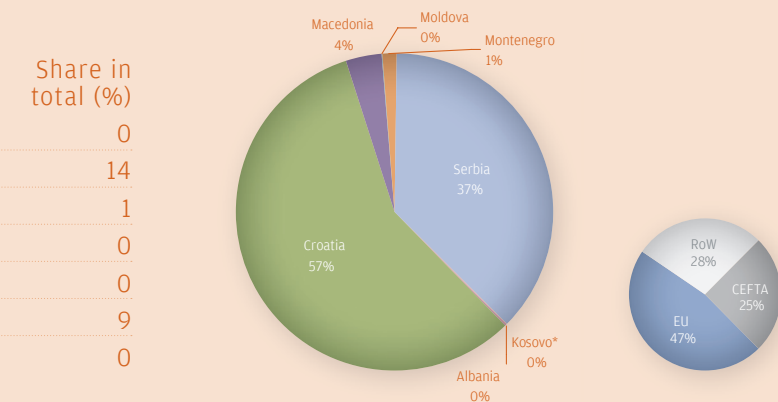
■ RoW
■ EU
■ CEFTA

Imports



Intra CEFTA	1,964,121
RoW	5,834,585
EU	3,659,900
EFTA	46,438
Turkey	229,765
Russia	763,811
China	417,407

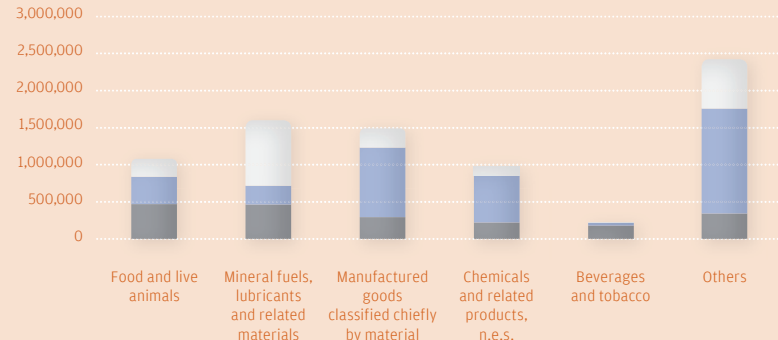
CEFTA Parties share in imports



Share in total (%)

0	Albania
14	Croatia
1	Macedonia
0	Moldova
0	Montenegro
0	Serbia
0	Kosovo*

Top five sectors in imports from CEFTA



BOSNIA AND HERZEGOVINA

Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
2,771,538	3,185,324	3,454,029	3,233,714	671,966	654,210	-2.64
6,373,622	7,404,404	8,687,895	8,582,704	1,972,246	2,088,457	5.89
100	115	125	117	24	24	-2.64
100	116	136	135	31	33	5.89
773,705	839,824	915,364	958,925	182,901	187,866	2.71
679,282	722,419	813,901	807,350	175,979	202,771	15.22
1,997,833	2,345,501	2,538,665	2,274,789	489,065	466,344	-4.65
5,694,340	6,681,985	7,873,994	7,775,354	1,796,267	1,885,686	4.98

Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	-619,509	-581,227	-515,257	-694,527	-158,519	-95,956	-39.47
Rest of the World	-2,869,537	-2,752,753	-3,218,868	-3,086,466	-681,984	-667,320	-2.15
Index							
CEFTA	100	94	83	112	26	15	-39.47
Rest of the World	100	96	112	108	24	23	-2.15
Agricultural products							
CEFTA	-451,346	-470,306	-459,130	-465,048	-91,634	-86,593	-5.50
Rest of the World	-538,646	-526,364	-644,106	-648,827	-146,200	-157,325	7.61
Non-agricultural products							
CEFTA	-168,163	-110,921	-56,128	-229,479	-66,885	-9,363	-86.00
Rest of the World	-2,330,891	-2,226,389	-2,574,762	-2,437,639	-535,783	-509,995	-4.81

2012

1Q2012

1Q2013

Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
13,824	13,690	27,514	2,455	2,469	4,924	2,042	2,812	4,854
0	0	0	0	0	0	0	0	0
459,926	1,261,882	1,721,808	92,244	275,073	367,317	82,863	275,345	358,208
60,768	74,535	135,302	11,385	14,128	25,513	10,889	13,143	24,032
786	3,936	4,723	127	362	489	328	272	600
28,257	127,583	155,839	4,209	28,993	33,202	6,445	26,906	33,351
370,541	724,409	1,094,950	68,706	159,491	228,196	80,931	137,634	218,565
24,822	68,755	93,578	3,777	8,549	12,326	4,368	10,232	14,601
807,350	7,775,354	8,582,704	175,979	1,796,267	1,972,246	202,771	1,885,686	2,088,457
958,925	2,274,789	3,233,714	182,901	489,065	671,966	187,866	466,344	654,210

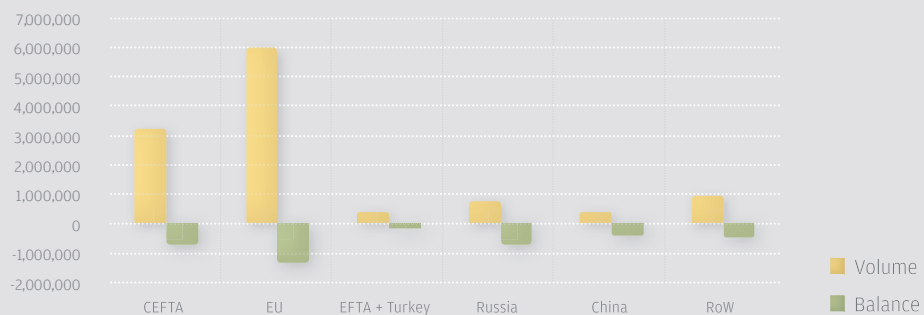
2012

1Q2012

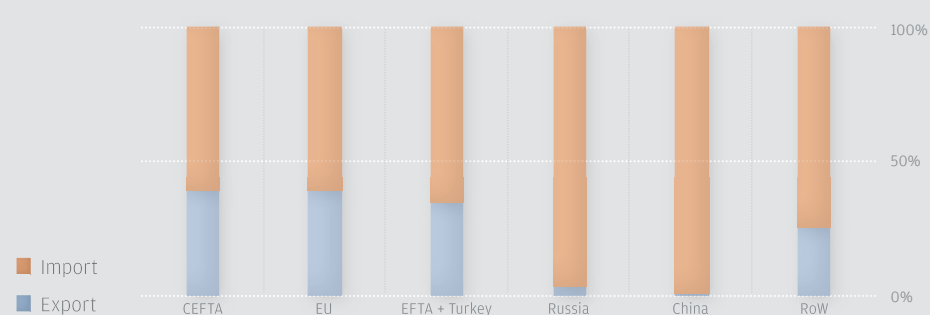
1Q2013

	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	12,990	10,040	23,031	2,387	1,383	3,770	1,978	2,222	4,200
Bosnia and Herzegovina	0	0	0	0	0	0	0	0	0
Croatia	-241,579	-288,900	-530,479	-47,616	-76,186	-123,802	-37,176	-27,563	-64,738
Macedonia	-388	-7,866	-8,254	-661	-1,711	-2,371	-1,105	-2,597	-3,702
Moldova	-759	2,459	1,699	-127	85	-41	-328	58	-270
Montenegro	11,460	87,560	99,019	1,960	17,331	19,291	5,020	22,315	27,335
Serbia	-269,252	-99,662	-368,914	-50,913	-15,722	-66,635	-58,874	-13,591	-72,465
Kosovo*	22,481	66,890	89,370	3,336	7,934	11,270	3,892	9,793	13,685
Rest of the World	-648,827	-2,437,639	-3,086,466	-146,200	-535,783	-681,984	-157,325	-509,995	-667,320
CEFTA	-465,048	-229,479	-694,527	-91,634	-66,885	-158,519	-86,593	-9,363	-95,956

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

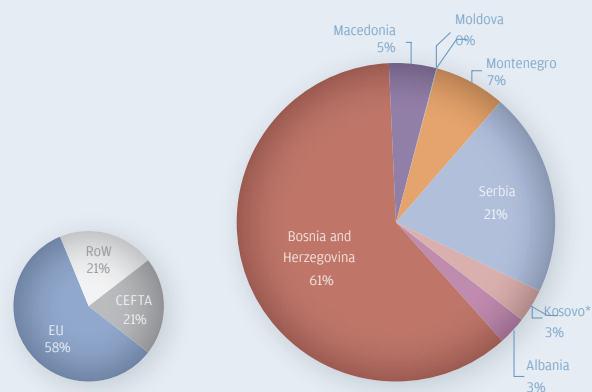


Exports



Intra CEFTA	2,016,080
RoW	7,593,137
EU	5,603,230
EFTA	126,403
Turkey	119,501
Russia	354,976
China	35,640

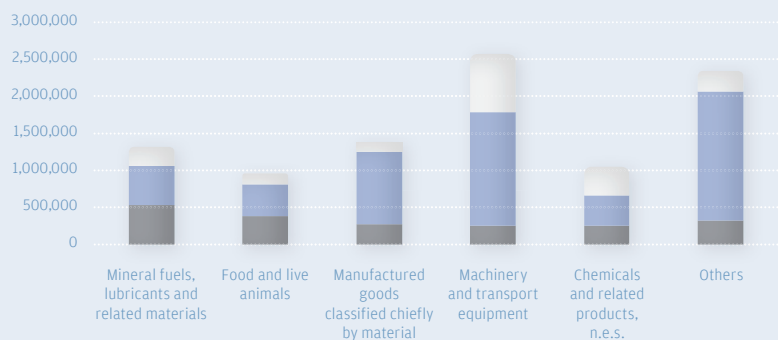
CEFTA Parties share in exports



Share in total (%)

1	Albania
13	Bosnia and Herzegovina
1	Macedonia
0	Moldova
2	Montenegro
4	Serbia
1	Kosovo*

Top five sectors in exports to CEFTA

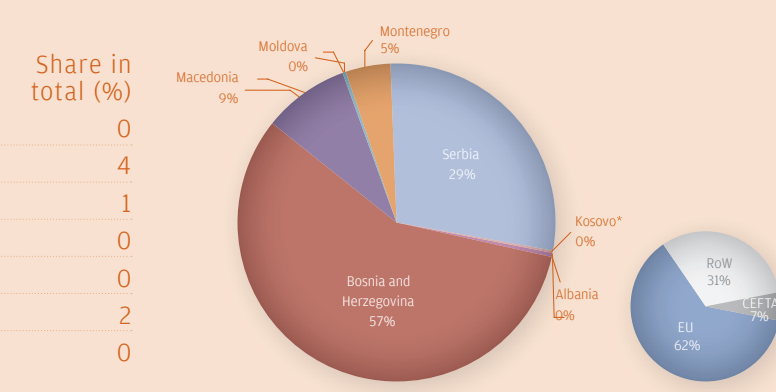


Imports



Intra CEFTA	990,463
RoW	15,173,260
EU	10,084,132
EFTA	404,654
Turkey	211,892
Russia	1,229,130
China	1,147,513

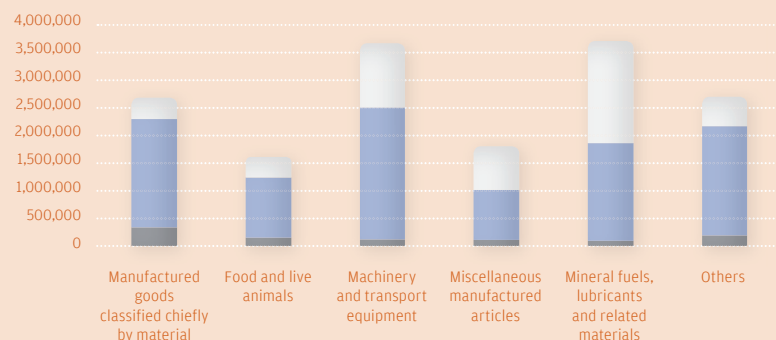
CEFTA Parties share in imports



Share in total (%)

0	Albania
4	Bosnia and Herzegovina
1	Macedonia
0	Moldova
0	Montenegro
2	Serbia
0	Kosovo*

Top five sectors in imports from CEFTA



Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
2,380,824	2,477,138	2,811,038	3,006,542	674,587	584,276	-13.39
20,368,662	21,552,442	23,054,552	22,766,396	5,386,878	5,267,691	-2.21
100	104	118	126	28	25	-13.39
100	106	113	112	26	26	-2.21
620,293	631,810	704,436	780,414	146,201	144,507	-1.16
1,960,726	2,026,477	2,276,361	2,431,833	545,815	523,847	-4.02
1,760,531	1,845,328	2,106,603	2,226,128	528,387	439,768	-16.77
18,407,936	19,525,965	20,778,191	20,334,564	4,841,063	4,743,844	-2.01

Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	822,946	853,741	882,262	1,025,617	217,953	175,169	-19.63
Rest of the World	-8,513,640	-7,078,556	-7,568,506	-7,580,123	-1,933,230	-1,891,584	-2.15
Index							
CEFTA	100	104	107	125	26	21	-19.63
Rest of the World	100	83	89	89	23	22	-2.15
Agricultural products							
CEFTA	288,930	283,662	305,517	325,265	63,881	46,131	-27.79
Rest of the World	-921,683	-902,615	-1,036,631	-1,056,757	-171,539	-239,948	39.88
Non-agricultural products							
CEFTA	534,016	570,079	576,745	700,352	154,072	129,038	-16.25
Rest of the World	-7,591,957	-6,175,940	-6,531,875	-6,523,366	-1,761,690	-1,651,635	-6.25

2012

1Q2012

1Q2013

2012			1Q2012			1Q2013		
Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
14,431	47,955	62,387	3,214	8,557	11,771	1,260	18,786	20,046
457,095	1,337,889	1,794,985	89,475	270,326	359,802	82,090	277,060	359,149
0	0	0	0	0	0	0	0	0
74,989	108,801	183,789	15,502	25,001	40,503	15,566	22,103	37,670
267	4,360	4,627	5	1,310	1,315	22	909	931
30,263	160,370	190,633	5,898	95,916	101,814	4,758	13,430	18,187
180,744	518,915	699,659	27,664	117,224	144,888	35,562	98,881	134,443
22,624	47,839	70,463	4,442	10,052	14,494	5,250	8,600	13,850
2,431,833	20,334,564	22,766,396	545,815	4,841,063	5,386,878	523,847	4,743,844	5,267,691
780,414	2,226,128	3,006,542	146,201	528,387	674,587	144,507	439,768	584,276

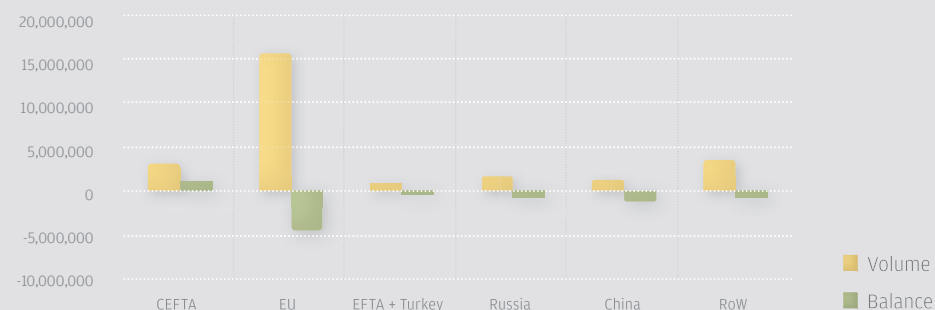
2012

1Q2012

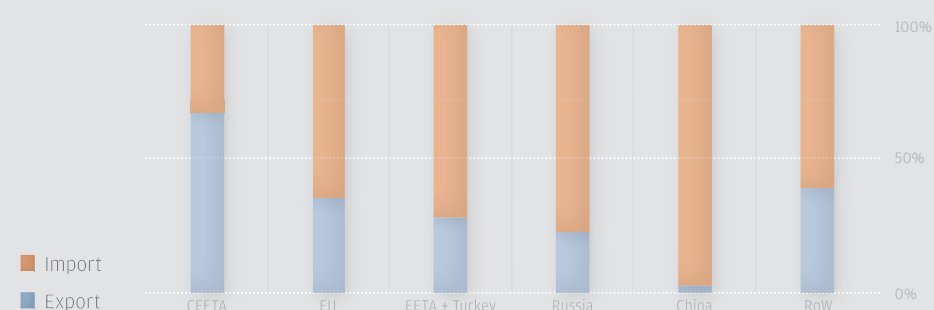
1Q2013

	2012			1Q2012			1Q2013		
	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	12,073	41,934	54,008	2,879	6,809	9,688	838	17,722	18,560
Bosnia and Herzegovina	250,649	410,392	661,041	48,866	85,669	134,535	39,194	75,278	114,472
Croatia	0	0	0	0	0	0	0	0	0
Macedonia	6,020	4,278	10,298	2,468	-672	1,796	-226	2,228	2,002
Moldova	-267	-1,809	-2,077	-5	-520	-525	-22	47	25
Montenegro	28,016	72,146	100,162	5,732	12,928	18,660	4,701	12,518	17,218
Serbia	9,113	127,005	136,118	13	40,131	40,144	-2,975	13,241	10,266
Kosovo*	19,661	46,407	66,068	3,927	9,728	13,655	4,621	8,005	12,626
Rest of the World	-1,056,757	-6,523,366	-7,580,123	-171,539	-1,761,690	-1,933,230	-239,948	-1,651,635	-1,891,584
CEFTA	325,265	700,352	1,025,617	63,881	154,072	217,953	46,131	129,038	175,169

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

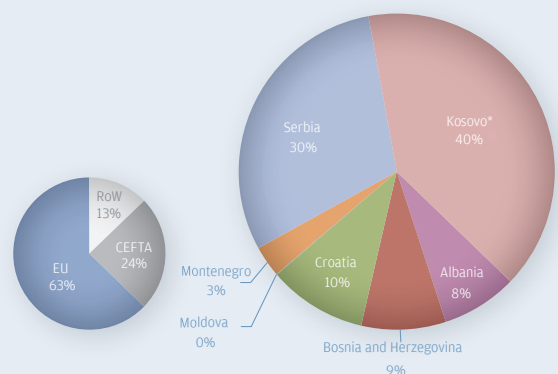


Exports



Intra CEFTA	761,037
RoW	2,352,482
EU	1,954,015
EFTA	26,232
Turkey	51,900
Russia	25,916
China	124,135

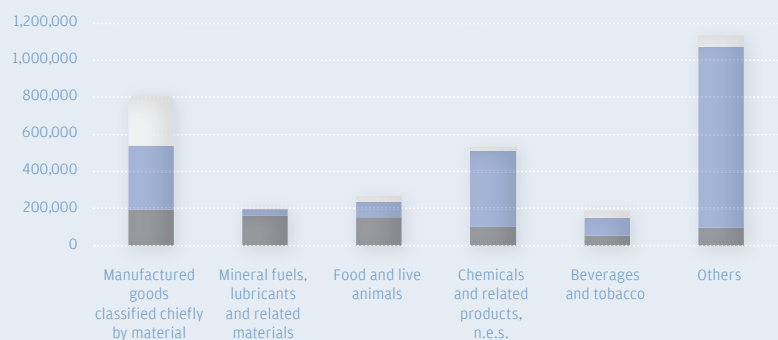
CEFTA Parties share in exports



Share in total (%)

Albania	2
Bosnia and Herzegovina	2
Croatia	2
Moldova	0
Montenegro	1
Serbia	7
Kosovo*	10

Top five sectors in exports to CEFTA



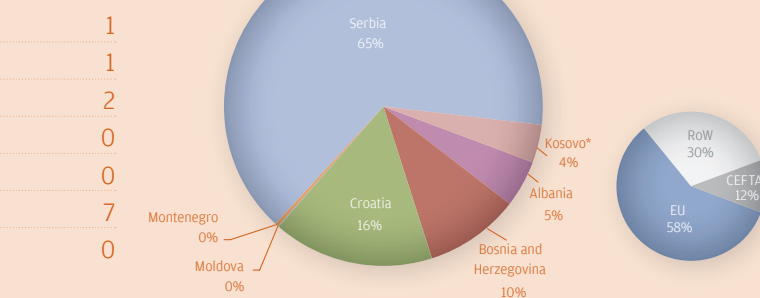
Imports



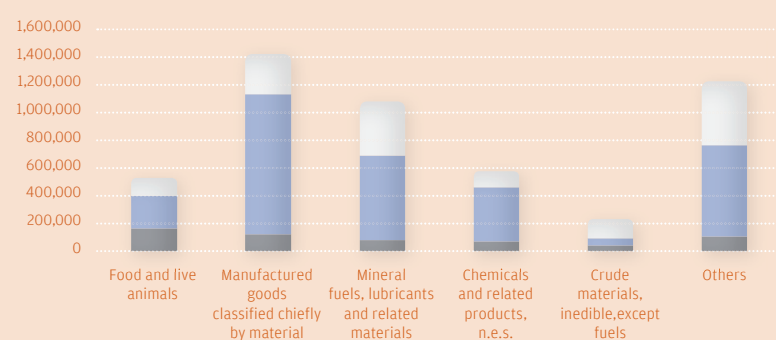
Intra CEFTA	576,483
RoW	4,485,282
EU	2,957,846
EFTA	117,961
Turkey	251,770
Russia	277,104
China	291,021

CEFTA Parties share in imports

Share in total (%)



Top five sectors in imports from CEFTA



Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
1,146,108	1,246,101	1,454,039	1,337,520	277,493	255,941	-7.77
4,427,727	5,370,544	6,782,102	6,837,763	1,556,652	1,598,385	2.68
100	109	127	117	24	22	-8
100	121	153	154	35	36	3
345,021	390,786	420,054	430,315	88,662	82,538	-6.91
503,601	554,564	650,787	712,910	162,870	156,381	-3.98
801,088	855,315	1,033,985	907,205	188,831	173,403	-8.17
3,924,126	4,815,979	6,131,314	6,124,854	1,393,782	1,442,004	3.46

2012

2012			1Q2012			1Q2013		
Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
21,735	64,689	86,423	4,907	8,294	13,202	3,484	14,105	17,589
51,438	69,845	121,283	8,799	12,330	21,129	10,316	12,852	23,168
73,494	97,241	170,735	15,532	21,130	36,663	14,782	19,809	34,591
0	0	0	0	0	0	0	0	0
324	676	1,000	3	36	39	1	102	103
12,959	13,594	26,554	2,395	2,430	4,825	2,441	2,436	4,877
225,108	379,152	604,260	46,928	83,276	130,204	40,353	83,769	124,122
45,258	282,007	327,265	10,097	61,334	71,430	11,160	40,331	51,491
712,910	6,124,854	6,837,763	162,870	1,393,782	1,556,652	156,381	1,442,004	1,598,385
430,315	907,205	1,337,520	88,662	188,831	277,493	82,538	173,403	255,941

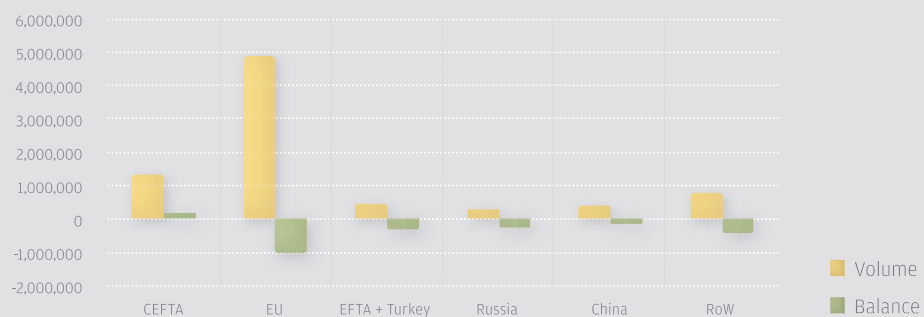
Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	285,490	295,941	305,929	184,554	33,009	14,714	-55.42
Rest of the World	-1,985,250	-1,917,514	-2,146,751	-2,132,800	-465,996	-432,368	-7.22
Index							
CEFTA	100	104	107	65	12	5	-55
Rest of the World	100	97	108	107	23	22	-7
Agricultural products							
CEFTA	43,523	42,523	30,807	12,925	-3,016	4,243	-240.71
Rest of the World	-182,095	-151,418	-183,830	-215,486	-58,209	-55,104	-5.33
Non-agricultural products							
CEFTA	241,967	253,418	275,123	171,629	36,024	10,471	-70.93
Rest of the World	-1,803,155	-1,766,096	-1,962,920	-1,917,314	-407,787	-377,264	-7.48

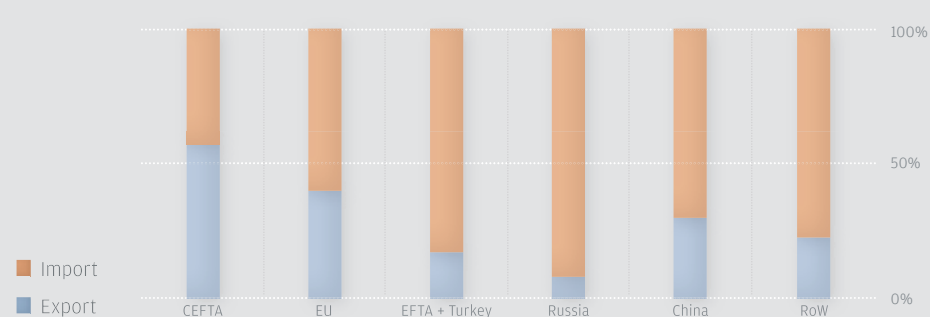
2012

	2012			1Q2012			1Q2013		
	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	17,708	13,871	31,578	4,526	4,468	8,994	2,926	3,433	6,359
Bosnia and Herzegovina	7,044	3,290	10,333	3,198	1,320	4,518	1,388	2,866	4,254
Croatia	-8,089	-9,203	-17,292	-2,002	765	-1,237	73	-382	-309
Macedonia	0	0	0	0	0	0	0	0	0
Moldova	232	-372	-141	3	18	21	1	17	18
Montenegro	11,224	11,043	22,268	2,146	2,244	4,390	2,051	1,968	4,019
Serbia	-50,663	-94,392	-145,055	-18,711	-28,252	-46,963	-11,589	-30,366	-41,955
Kosovo*	35,471	247,392	282,862	7,823	55,461	63,284	9,393	32,935	42,328
Rest of the World	-215,486	-1,917,314	-2,132,800	-58,209	-407,787	-465,996	-55,104	-377,264	-432,368
CEFTA	12,925	171,629	184,554	-3,016	36,024	33,009	4,243	10,471	14,714

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

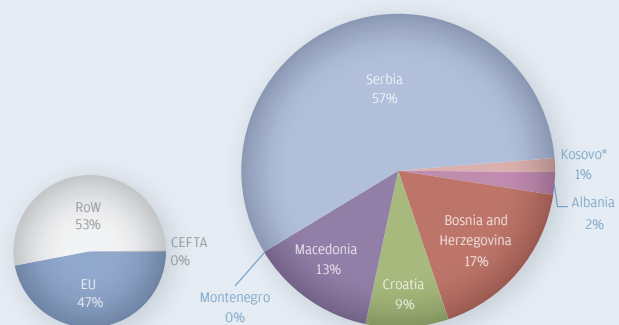


Exports



Intra CEFTA	4,588
RoW	1,660,060
EU	780,332
EFTA	4,014
Turkey	43,159
Russia	504,452
China	6,387

CEFTA Parties share in exports



Share in total (%)

Albania	0
Bosnia and Herzegovina	0
Croatia	0
Macedonia	0
Montenegro	0
Serbia	0
Kosovo*	0

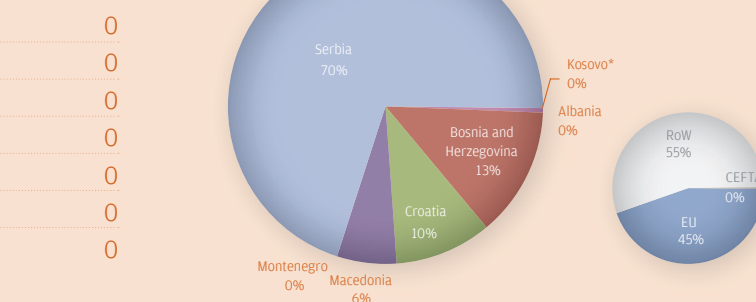
Imports



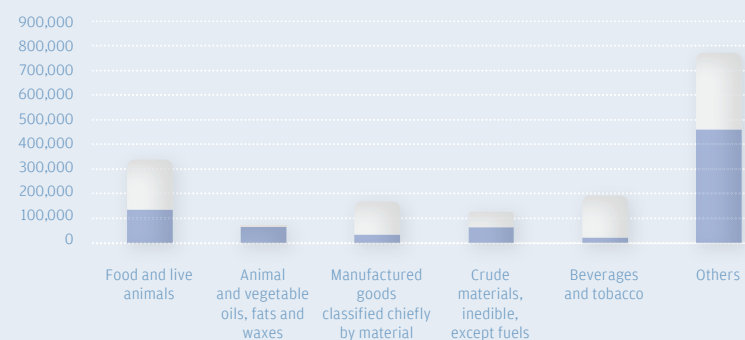
Intra CEFTA	14,072
RoW	3,999,883
EU	1,785,332
EFTA	43,395
Turkey	298,909
Russia	628,999
China	320,124

CEFTA Parties share in imports

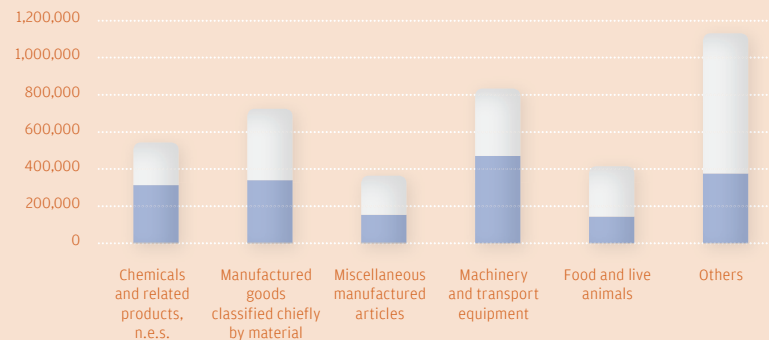
Share in total (%)



Top five sectors in exports to CEFTA



Top five sectors in imports from CEFTA



Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
13,682	16,160	20,565	18,663	2,268	3,879	71.04
3,610,672	4,061,899	5,251,476	5,659,942	1,297,318	1,365,235	5.24
100	118	150	136	17	28	71.04
100	112	145	157	36	38	5.24
5,394	7,841	4,843	4,735	508	909	78.91
1,041,243	1,015,445	1,094,884	1,244,378	271,459	312,696	15.19
8,288	8,319	15,723	13,928	1,760	2,970	68.77
2,569,429	3,046,454	4,156,591	4,415,564	1,025,859	1,052,540	2.60

2012

1Q2012

1Q2013

2012			1Q2012			1Q2013		
Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
34	138	172	0	8	8	56	21	77
771	1,897	2,668	119	137	255	293	173	466
376	1,416	1,792	86	274	360	159	752	911
771	684	1,455	8	57	65	41	124	165
0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0
2,718	9,792	12,510	295	1,283	1,579	336	1,896	2,233
65	2	66	0	1	1	24	4	28
1,244,378	4,415,564	5,659,942	271,459	1,025,859	1,297,318	312,696	1,052,540	1,365,235
4,735	13,928	18,663	508	1,760	2,268	909	2,970	3,879

Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	-2,163	-1,876	-11,301	-9,484	-1,276	-2,513	96.90
Rest of the World	-1,690,888	-1,702,998	-2,175,357	-2,339,823	-530,469	-492,956	-7.07
Index							
CEFTA	100	87	522	438	59	116	96.90
Rest of the World	100	101	129	138	31	29	-7.07
Agricultural products							
CEFTA	3,685	5,532	1,320	2,139	251	210	-16.46
Rest of the World	-127,421	130,057	109,674	102,228	24,332	46,283	90.21
Non-agricultural products							
CEFTA	-5,848	-7,408	-12,622	-11,623	-1,528	-2,723	78.24
Rest of the World	-1,563,466	-1,833,055	-2,285,031	-2,442,051	-554,801	-539,239	-2.80

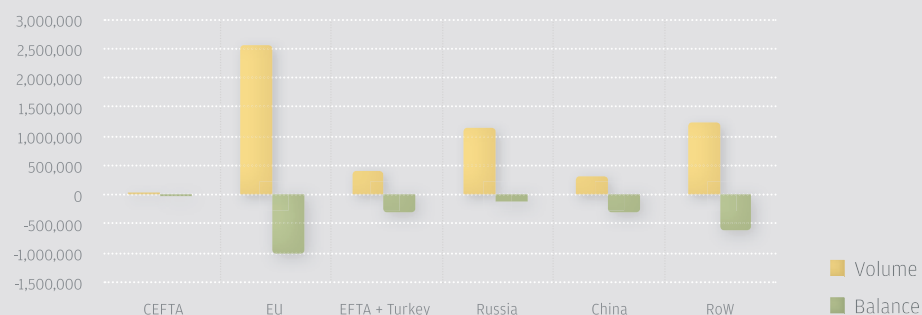
2012

1Q2012

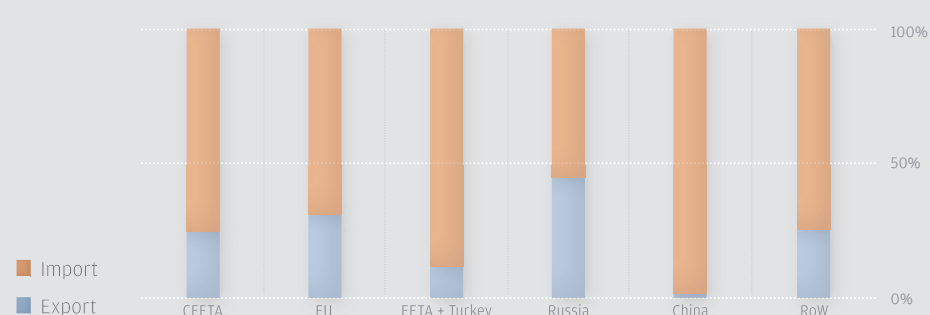
1Q2013

	2012			1Q2012			1Q2013		
	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	-6	48	42	0	-8	-8	56	-21	34
Bosnia and Herzegovina	713	-1,787	-1,075	119	-137	-18	291	-173	119
Croatia	129	-1,136	-1,007	18	-274	-255	-124	-752	-875
Macedonia	-585	321	-265	-8	9	1	30	16	46
Moldova	0	0	0	0	0	0	0	0	0
Montenegro	0	0	0	0	0	0	0	0	0
Serbia	1,823	-9,068	-7,245	123	-1,117	-995	-67	-1,790	-1,857
Kosovo*	65	0	65	0	-1	-1	24	-4	20
Rest of the World	102,228	-2,442,051	-2,339,823	24,332	-554,801	-530,469	46,283	-539,239	-492,956
CEFTA	2,139	-11,623	-9,484	251	-1,528	-1,276	210	-2,723	-2,513

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

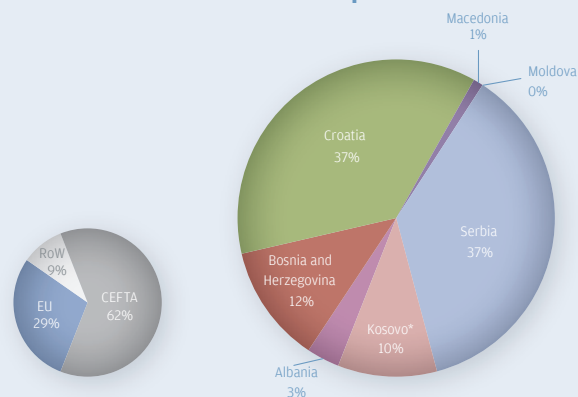


Exports



Intra CEFTA	227,212
RoW	139,686
EU	105,460
EFTA	2,690
Turkey	11,702
Russia	7,424
China	3,802

CEFTA Parties share in exports



Share in total (%)

2	Albania
7	Bosnia and Herzegovina
23	Croatia
1	Macedonia
0	Moldova
23	Serbia
6	Kosovo*

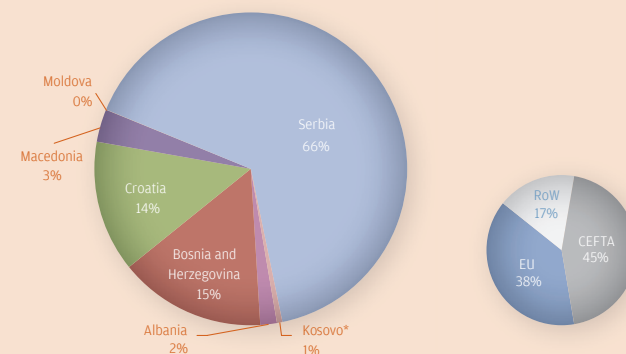
Imports



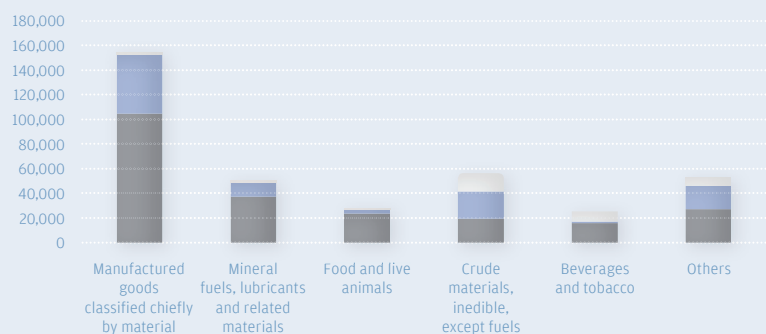
Intra CEFTA	812,748
RoW	1,008,102
EU	699,450
EFTA	24,489
Turkey	28,501
Russia	13,737
China	130,615

CEFTA Parties share in imports

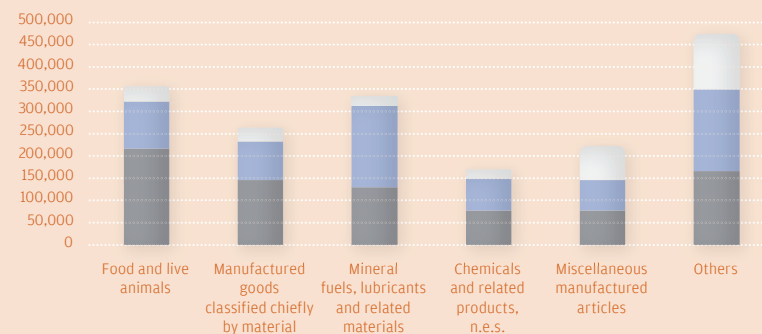
Share in total (%)



Top five sectors in exports to CEFTA



Top five sectors in imports from CEFTA



MONTENEGRO

Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
776,648	800,521	1,002,538	1,039,962	214,580	199,772	-6.90
1,154,533	1,187,175	1,275,180	1,147,786	246,358	251,577	2.12
100	103	129	134	28	26	-6.90
100	103	110	99	21	22	2.12
285,249	290,602	321,767	328,448	56,201	55,228	-1.73
153,107	162,217	169,536	171,688	37,242	36,592	-1.75
491,399	509,918	680,771	711,514	158,378	144,544	-8.74
1,001,425	1,024,958	1,105,644	976,098	209,116	214,985	2.81

Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	-520,756	-539,479	-635,358	-585,539	104,407	-93,394	-10.55
Rest of the World	-856,403	-787,484	-733,598	-868,416	-187,201	-179,572	-4.08
Index							
CEFTA	100	104	122	112	20	18	-10.55
Rest of the World	100	92	86	101	22	21	-4.08
Agricultural products							
CEFTA	-221,120	-214,824	-238,814	-243,498	-44,779	-44,480	-0.67
Rest of the World	-135,841	-144,976	-147,814	-143,216	-34,844	-29,996	-13.91
Non-agricultural products							
CEFTA	-299,637	-324,655	-396,544	-342,041	-59,629	-48,914	-17.97
Rest of the World	-720,562	-642,507	-585,784	-725,200	-152,357	-149,576	-1.83

2012

1Q2012

1Q2013

Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
5,428	16,172	21,600	738	2,633	3,371	896	5,715	6,612
26,783	123,855	150,638	4,029	26,818	30,847	5,830	22,201	28,032
29,004	164,976	193,980	4,458	41,463	45,921	5,865	29,405	35,270
13,802	16,019	29,820	2,319	2,733	5,052	2,558	2,686	5,244
7	136	143	1	31	31	3	25	28
0	0	0	0	0	0	0	0	0
236,758	379,489	616,247	41,930	83,564	125,495	37,955	82,618	120,573
16,667	10,867	27,534	2,726	1,136	3,863	2,120	1,893	4,014
171,688	976,098	1,147,786	37,242	209,116	246,358	36,592	214,985	251,577
328,448	711,514	1,039,962	56,201	158,378	214,580	55,228	144,544	199,772

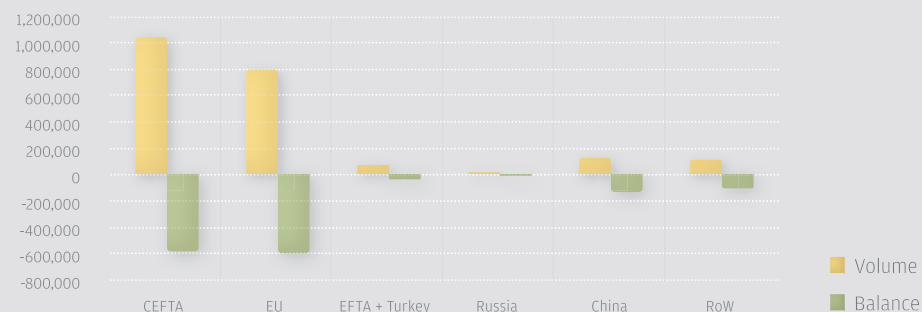
2012

1Q2012

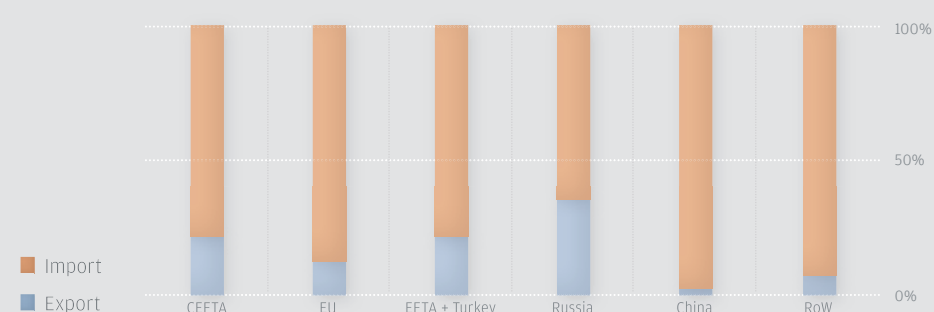
1Q2013

	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	2,744	-9,076	-6,333	409	-1,774	-1,365	458	-2,418	-1,960
Bosnia and Herzegovina	-10,545	-85,269	-95,813	-2,314	-16,285	-18,599	-4,348	-18,390	-22,739
Croatia	-26,886	-5	-26,892	-4,408	9,112	4,704	-5,813	-203	-6,016
Macedonia	-12,107	-13,128	-25,235	-2,074	-2,379	-4,452	-2,180	-2,181	-4,362
Moldova	-7	-136	-143	-1	-31	-31	-3	-25	-28
Montenegro	0	0	0	0	0	0	0	0	0
Serbia	-209,939	-239,588	-449,526	-38,718	-48,668	-87,386	-34,415	-25,864	-60,279
Kosovo*	13,243	5,161	18,403	2,327	396	2,722	1,823	166	1,990
Rest of the World	-143,216	-725,200	-868,416	-34,844	-152,357	-187,201	-29,996	-149,576	-179,572
CEFTA	-243,498	-342,041	-585,539	-44,779	-59,629	-104,407	-44,480	-48,914	-93,394

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

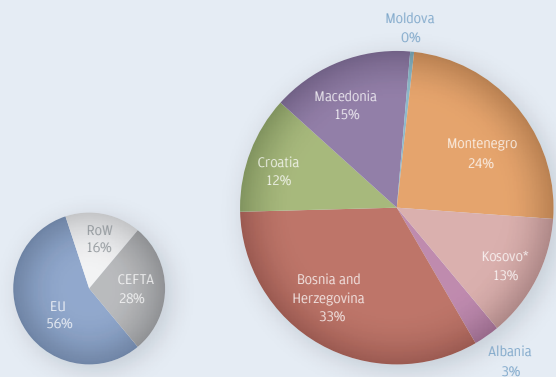


Exports



Intra CEFTA	2,555,708
RoW	6,608,177
EU	5,132,265
EFTA	82,686
Turkey	145,090
Russia	675,803
China	15,761

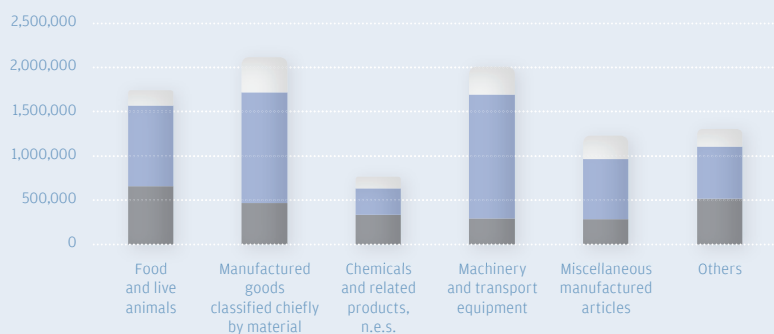
CEFTA Parties share in exports



Share in total (%)

1	Albania	0
9	Bosnia and Herzegovina	3
3	Croatia	3
4	Macedonia	2
0	Moldova	0
7	Montenegro	1
4	Kosovo*	0

Top five sectors in exports to CEFTA



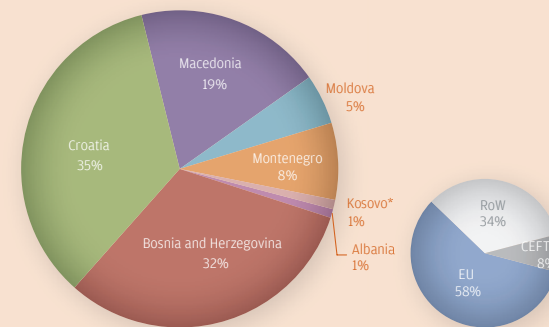
Imports



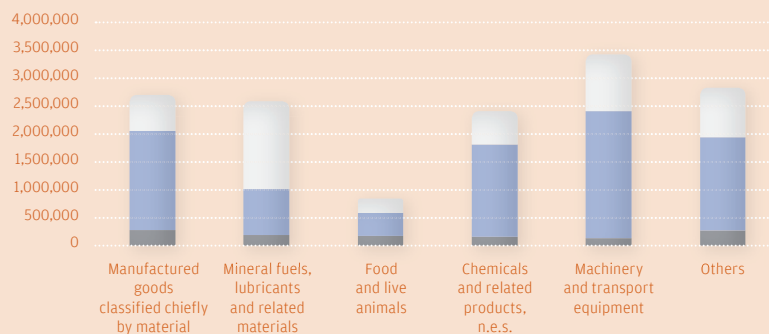
Intra CEFTA	1,211,384
RoW	13,582,516
EU	8,599,395
EFTA	178,123
Turkey	341,343
Russia	1,607,994
China	1,078,874

CEFTA Parties share in imports

Share in total (%)



Top five sectors in imports from CEFTA



Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
3,134,618	3,564,889	3,828,698	3,767,092	771,809	757,408	-1.87
14,283,235	16,825,025	19,362,938	20,190,693	4,665,429	5,114,526	9.63
100	114	122	120	25	24	-1.87
100	118	136	141	33	36	9.63
947,132	1,044,627	1,111,151	1,184,493	219,500	230,031	4.80
1,379,581	1,565,726	1,903,805	2,176,145	501,997	481,817	-4.02
2,187,486	2,520,262	2,717,547	2,582,599	552,309	527,376	-4.51
12,903,654	15,259,299	17,459,133	18,014,548	4,163,432	4,632,710	11.27

Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	1,213,880	1,371,409	1,370,245	1,344,323	231,633	294,539	27.16
Rest of the World	-6,113,187	-6,248,823	-7,082,112	-6,974,338	-1,828,023	-1,494,752	-18.23
Index							
CEFTA	100	113	113	111	19	24	27.16
Rest of the World	100	102	116	114	30	24	-18.23
Agricultural products							
CEFTA	536,836	665,787	664,592	699,902	145,330	144,674	-0.45
Rest of the World	-86,569	379,944	369,734	402,527	86,255	-40,594	-147.06
Non-agricultural products							
CEFTA	677,044	705,622	705,653	644,421	86,303	149,865	73.65
Rest of the World	-6,026,618	-6,628,767	-7,451,846	-7,376,865	-1,914,278	-1,454,158	-24.04

2012

1Q2012

1Q2013

2012			1Q2012			1Q2013		
Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
20,454	58,614	79,068	3,626	8,540	12,166	4,378	14,085	18,464
377,523	847,316	1,224,839	70,168	184,030	254,198	82,325	158,911	241,237
178,253	550,015	728,268	29,147	131,429	160,576	36,037	109,133	145,170
219,726	386,583	606,309	45,102	80,748	125,850	38,748	83,485	122,233
2,639	69,380	72,019	265	16,309	16,574	310	16,614	16,924
246,767	471,154	717,922	44,515	95,665	140,180	40,270	100,569	140,839
0	0	0	0	0	0	0	0	0
139,129	199,538	338,667	26,677	35,588	62,265	27,962	44,579	72,541
2,176,145	18,014,548	20,190,693	501,997	4,163,432	4,665,429	481,817	4,632,710	5,114,526
1,184,493	2,582,599	3,767,092	219,500	552,309	771,809	230,031	527,376	757,408

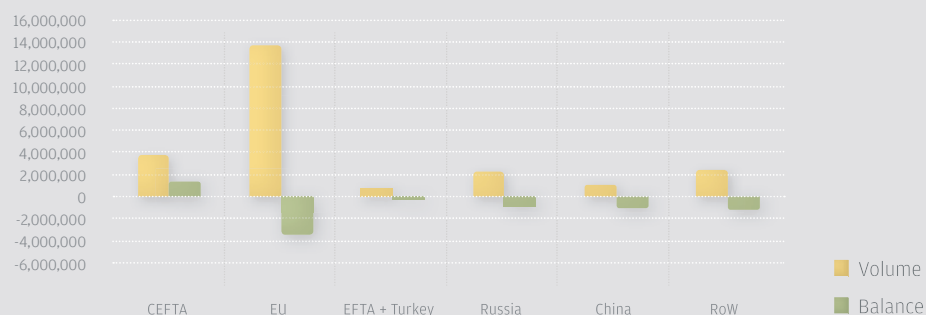
2012

1Q2012

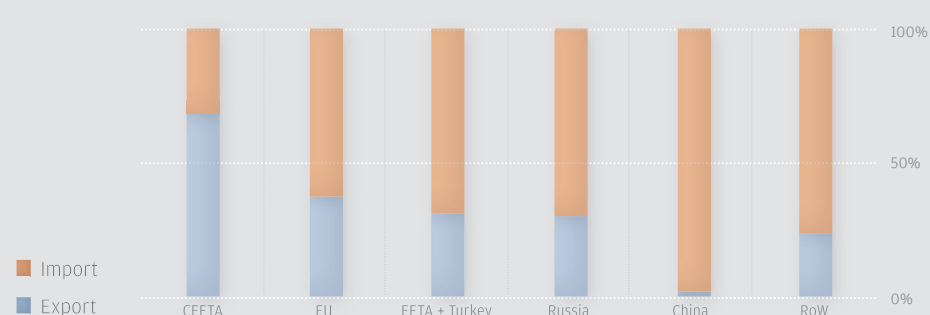
1Q2013

Total	2012			1Q2012			1Q2013		
	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	15,592	41,801	57,393	3,500	4,264	7,764	3,989	10,956	14,945
Bosnia and Herzegovina	280,556	179,738	460,294	53,444	37,144	90,588	60,872	43,665	104,536
Croatia	-1,880	-107,381	-109,261	637	-40,733	-40,096	3,578	-12,890	-9,312
Macedonia	52,468	91,327	143,795	20,794	15,194	35,988	12,414	30,018	42,432
Moldova	-1,989	-49,615	-51,605	-113	-12,889	-13,002	-16	-13,273	-13,289
Montenegro	219,654	308,498	528,152	40,677	51,479	92,156	36,520	50,323	86,843
Serbia	0	0	0	0	0	0	0	0	0
Kosovo*	135,501	180,054	315,555	26,391	31,844	58,235	27,318	41,067	68,385
Rest of the World	402,527	-7,376,865	-6,974,338	86,255	-1,914,278	-1,828,023	-40,594	-1,454,158	-1,494,752
CEFTA	699,902	644,421	1,344,323	145,330	86,303	231,633	144,674	149,865	294,539

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

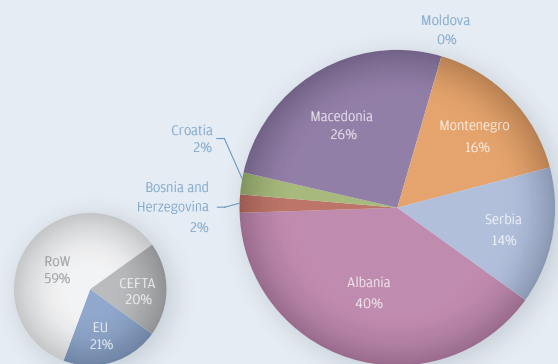


Exports



Intra CEFTA	101,581
RoW	409,623
EU	106,133
EFTA	15,137
Turkey	11,358
Russia	0
China	3,266

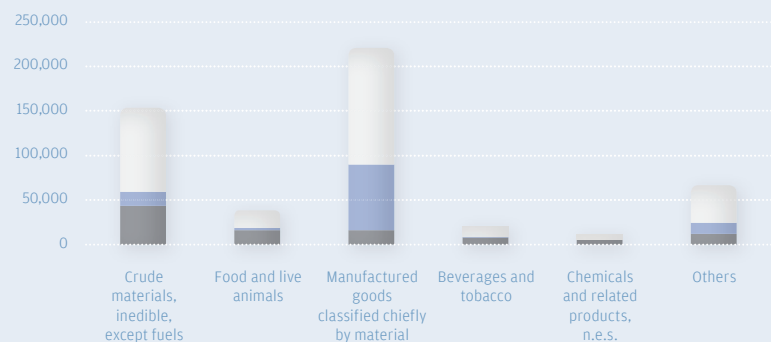
CEFTA Parties share in exports



Share in total (%)

Albania	8
Bosnia and Herzegovina	0
Croatia	0
Macedonia	5
Moldova	0
Montenegro	3
Serbia	3

Top five sectors in exports to CEFTA

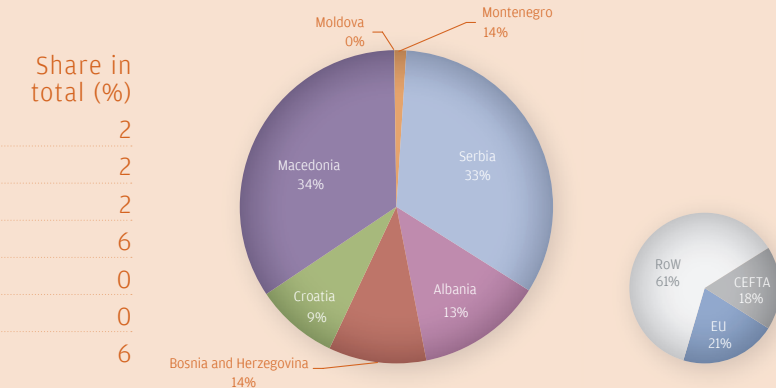


Imports



Intra CEFTA	844,412
RoW	3,868,131
EU	971,047
EFTA	26,485
Turkey	200,194
Russia	6,690
China	159,905

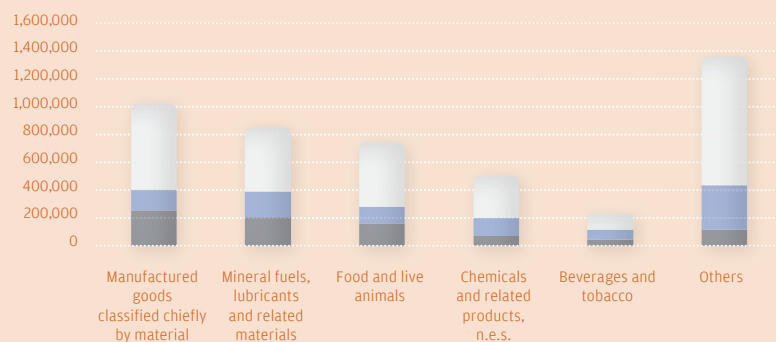
CEFTA Parties share in imports



Share in total (%)

Albania	2
Bosnia and Herzegovina	2
Croatia	2
Macedonia	6
Moldova	0
Montenegro	0
Serbia	6

Top five sectors in imports from CEFTA



Trade Volume

2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
740,206	869,948	954,369	945,992	159,283	166,008	4.22
1,321,077	1,569,018	1,838,350	2,777,566	356,893	558,598	56.52
100	118	129	128	22	22	4.22
100	119	139	210	27	42	56.52
187,417	234,023	227,971	248,670	42,680	47,033	10.20
264,714	267,034	357,957	603,243	71,195	124,093	74.30
552,789	635,925	726,397	697,323	116,603	118,976	2.03
1,056,363	1,301,984	1,480,393	2,174,323	285,698	434,504	52.09

2012

1Q2012

1Q2013

2012			1Q2012			1Q2013		
Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
21,873	127,856	149,729	4,413	13,360	17,773	4,141	24,609	28,750
16,451	70,638	87,089	3,480	7,733	11,212	2,980	10,341	13,321
22,870	51,768	74,638	3,240	8,277	11,517	5,402	9,892	15,294
47,879	266,985	314,864	8,314	59,243	67,557	11,027	34,688	45,715
158	36	194	31	2	33	45	3	48
4,635	22,403	27,038	608	2,129	2,737	840	5,505	6,346
134,804	157,637	292,440	22,594	25,860	48,454	22,598	33,936	56,534
0	0	0	0	0	0	0	0	0
603,243	2,174,323	2,777,566	71,195	285,698	356,893	124,093	434,504	558,598
248,670	697,323	945,992	42,680	116,603	159,283	47,033	118,976	166,008

Trade Balance

Total	2009	2010	2011	2012	1Q2012	1Q2013	Δ yoy (1Q13/1Q12) (%)
CEFTA	-636,006	-728,079	-789,744	-742,831	-125,414	-119,103	-5.03
Rest of the World	-1,100,094	-1,122,824	-1,376,761	-2,230,108	-273,973	-423,993	54.76
Index							
CEFTA	100	114	124	117	20	19	-5.03
Rest of the World	100	102	125	203	25	39	54.76
Agricultural products							
CEFTA	-155,571	-192,581	-185,497	-199,527	-32,297	-37,393	15.78
Rest of the World	-256,942	-259,334	-348,757	-542,606	-68,612	-110,579	61.17
Non-agricultural products							
CEFTA	-480,434	-535,498	-604,247	-543,304	-93,117	-81,710	-12.25
Rest of the World	-843,152	-863,490	-1,028,004	-1,687,502	-205,361	-313,415	52.62

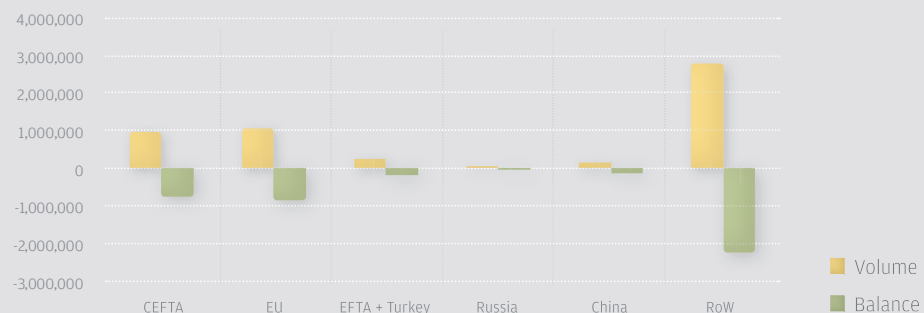
2012

1Q2012

1Q2013

	2012			1Q2012			1Q2013		
	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total	Agri-cultural products	Non-agri-cultural products	Total
Albania	6,100	-75,482	-69,381	1,981	-7,167	-5,186	1,613	-12,547	-10,933
Bosnia and Herzegovina	-14,561	-68,734	-83,295	-3,074	-7,170	-10,243	-2,538	-9,871	-12,409
Croatia	-19,877	-50,209	-70,086	-2,775	-7,991	-10,766	-4,668	-9,094	-13,762
Macedonia	-38,030	-224,187	-262,217	-5,995	-51,047	-57,042	-9,261	-25,391	-34,652
Moldova	-158	-13	-171	-31	1	-30	-45	-1	-46
Montenegro	-1,447	7,660	6,213	-233	1,005	772	-463	4,222	3,760
Serbia	-131,553	-132,340	-263,893	-22,169	-20,748	-42,918	-22,033	-29,029	-51,062
Kosovo*	0	0	0	0	0	0	0	0	0
Rest of the World	-542,606	-1,687,502	-2,230,108	-68,612	-205,361	-273,973	-110,579	-313,415	-423,993
CEFTA	-199,527	-543,304	-742,831	-32,297	-93,117	-125,414	-37,393	-81,710	-119,103

Trade Volume and Balance by Destination



Export to Import Ratio by Destination

