

EXPORT PERFORMANCE AND INTRA-REGIONAL TRADE POTENTIALS OF WB6 REGION

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Cooperation
Western Balkan

I. Export performance analysis of WB6 region

- Export of goods and services per capita
- Export of goods per capita and growth rate of export of goods
- Export of goods and services (% of GDP) and GDP per capita
- Export diversification (products and markets) and GDP per capita
- Export sophistication and GDP per capita
- Export standardness and GDP per capita

II. Intra-regional trade analysis of WB region

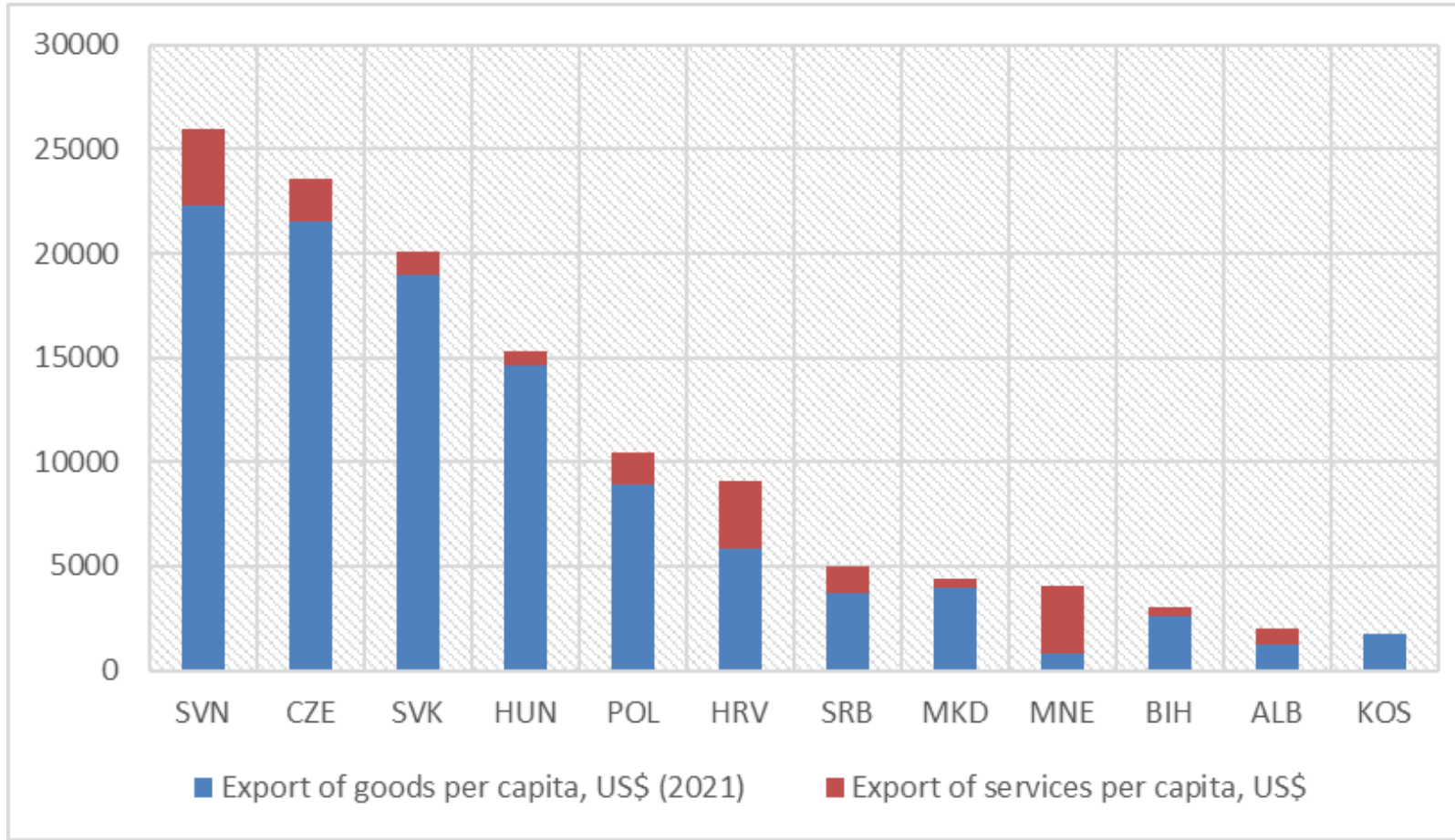
- Intra-regional export of the WB region
- Intra-regional import of the WB region
- Intra-regional net-export of the WB region

III. Intra-regional trade potentials of WB region



Export of goods and services per capita in WB6 region and Visegrad group

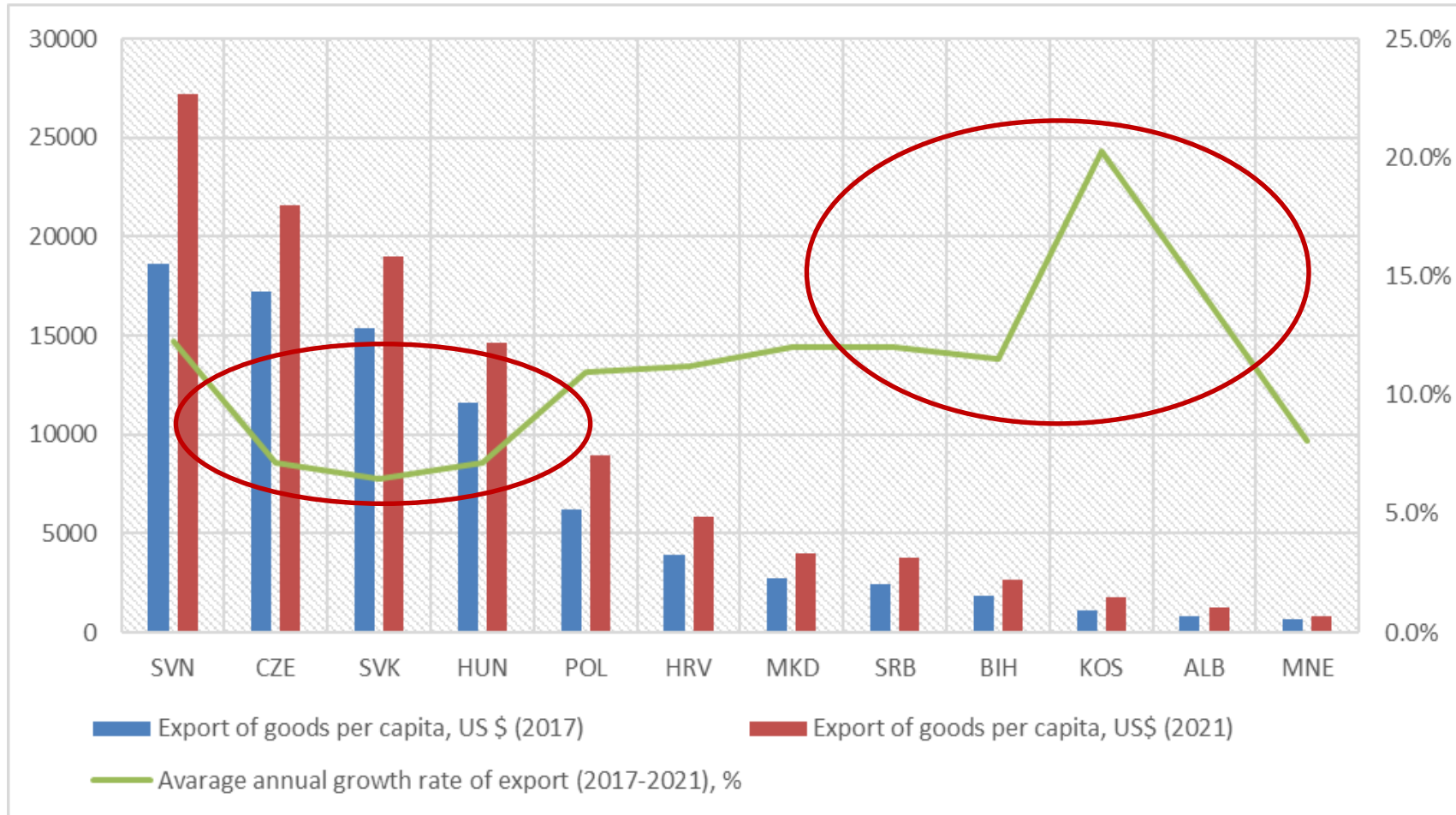
| Country code | Country name |
|--------------|------------------------|
| SVN | Slovenia |
| CZE | Czechia |
| SVK | Slovak Republic |
| HUN | Hungary |
| POL | Poland |
| HRV | Croatia |
| MKD | North Macedonia |
| SRB | Serbia |
| BIH | Bosnia and Herzegovina |
| KOS | Kosovo |
| ALB | Albania |
| MNE | Montenegro |



| Country | Exports of goods and services per capita, US\$ |
|----------------|--|
| SVN | 25995 |
| CZE | 23626 |
| SVK | 20066 |
| HUN | 15272 |
| POL | 10424 |
| HRV | 9068 |
| AVARAGE | 17410 |
| SRB | 5029 |
| MKD | 4433 |
| MNE | 4055 |
| BIH | 3048 |
| ALB | 1988 |
| KOS | 1761 |
| AVARAGE | 3385 |



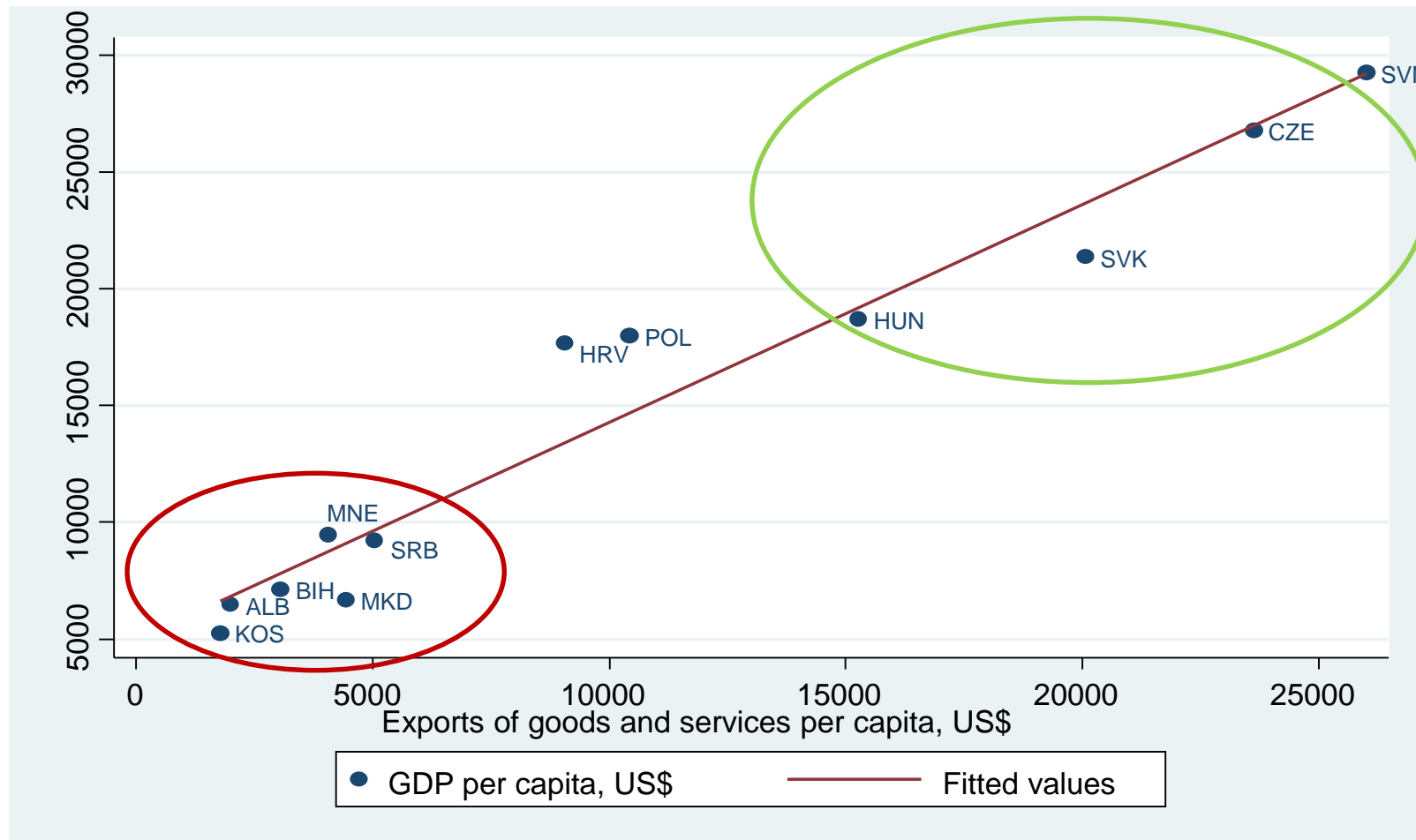
Export of goods per capita and export growth rate (2017-2021)



| Country | Average annual growth rate of export (2017-2021), % |
|----------------|---|
| SVN | 12.2% |
| CZE | 7.2% |
| SVK | 6.5% |
| HUN | 7.1% |
| POL | 10.9% |
| HRV | 11.2% |
| AVERAGE | 9.2% |
| MKD | 12.0% |
| SRB | 12.0% |
| BIH | 11.5% |
| KOS | 20.2% |
| ALB | 14.2% |
| MNE | 8.1% |
| AVERAGE | 13.0% |

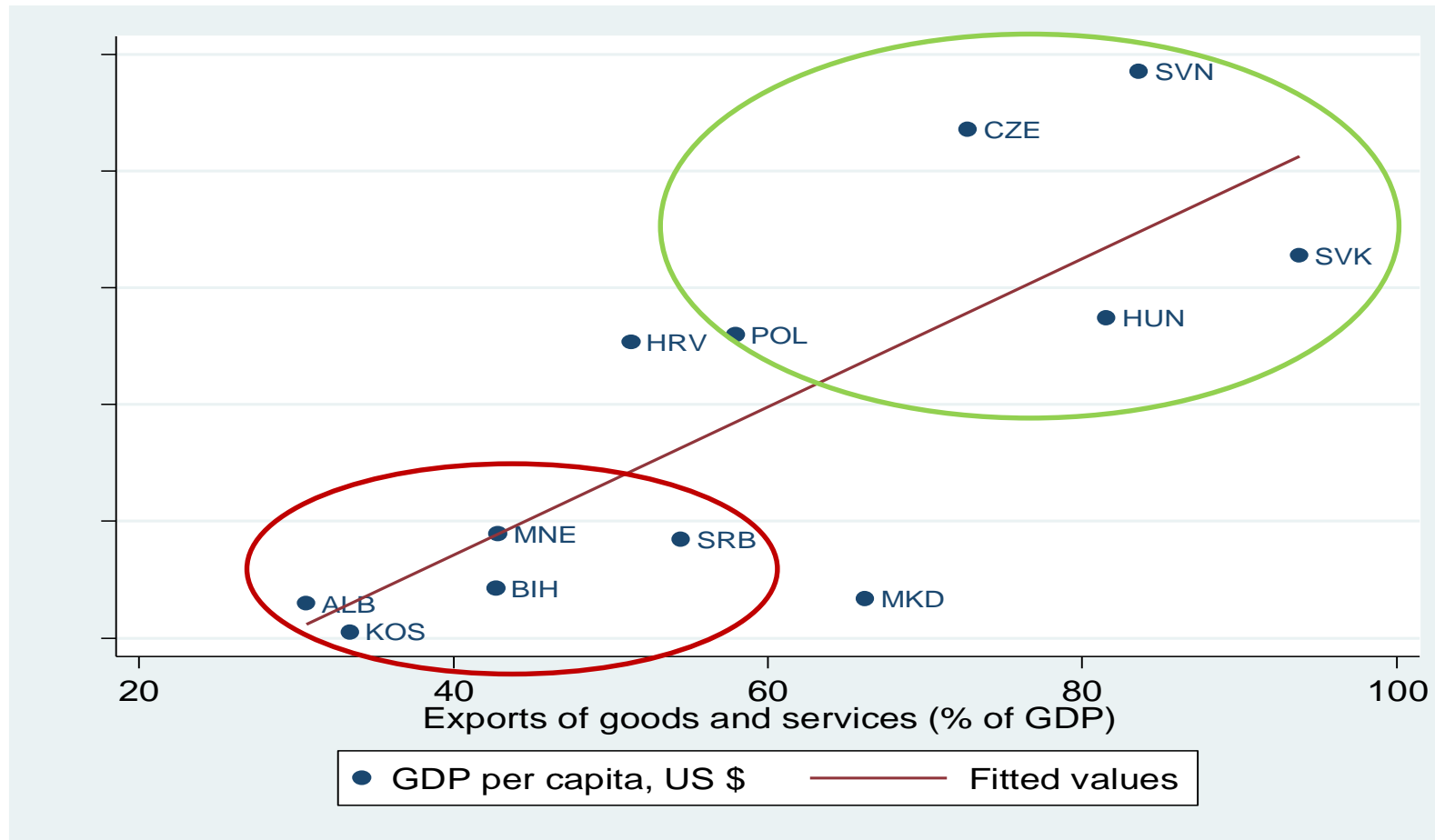


Export of goods and services per capita vs GDP per capita



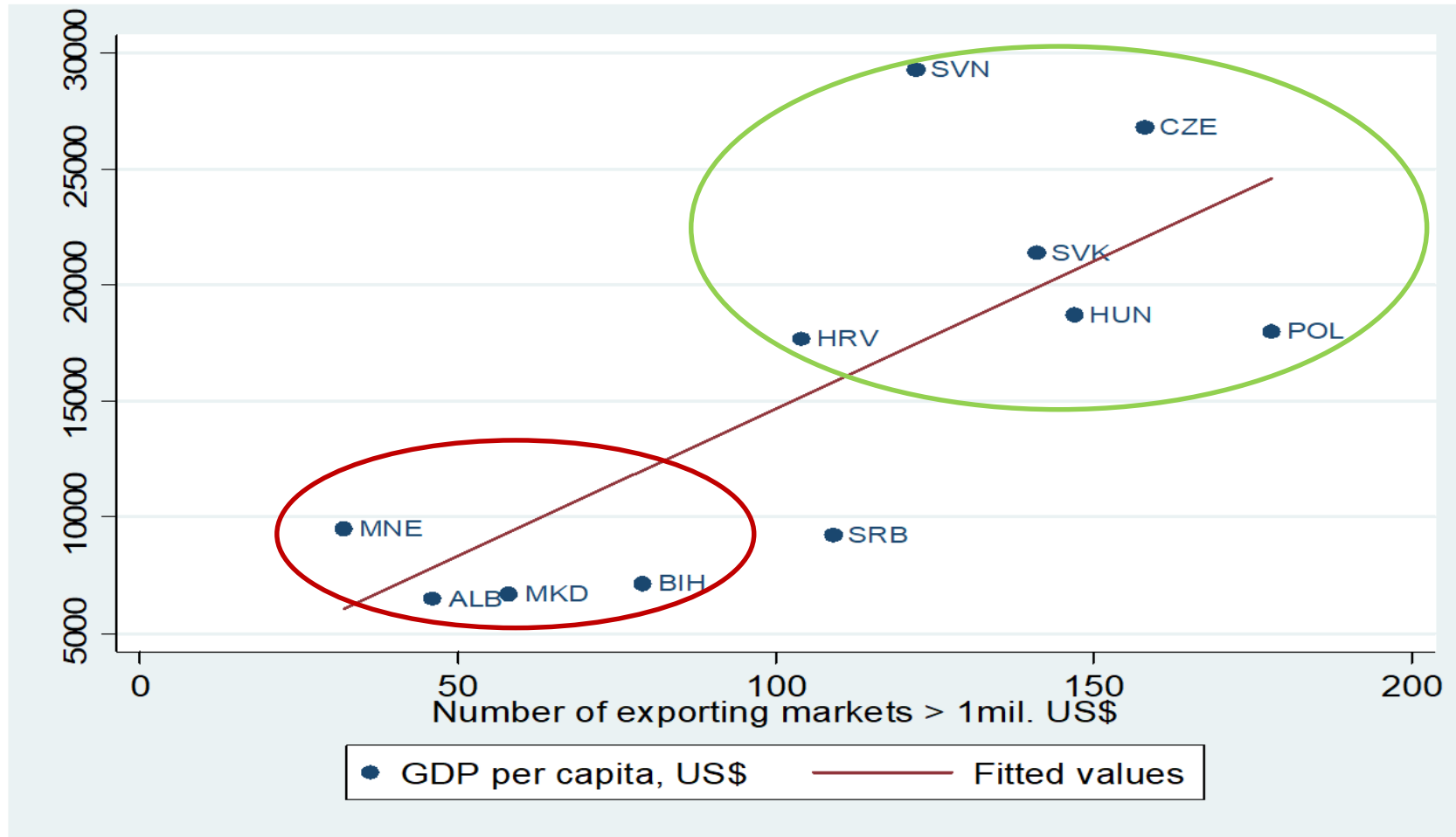
| Country | Exports of goods and services per capita, US\$ | GDP per capita, US\$ |
|----------------|--|----------------------|
| SVN | 25995 | 29291 |
| CZE | 23626 | 26821 |
| SVK | 20066 | 21392 |
| HUN | 15272 | 18728 |
| POL | 10424 | 18000 |
| HRV | 9068 | 17685 |
| AVARAGE | 17410 | 21986 |
| SRB | 5029 | 9230 |
| MKD | 4433 | 6695 |
| MNE | 4055 | 9466 |
| BIH | 3048 | 7143 |
| ALB | 1988 | 6493 |
| KOS | 1761 | 5270 |
| AVARAGE | 3385 | 7383 |

Export of goods and services (% of GDP) vs GDP per capita



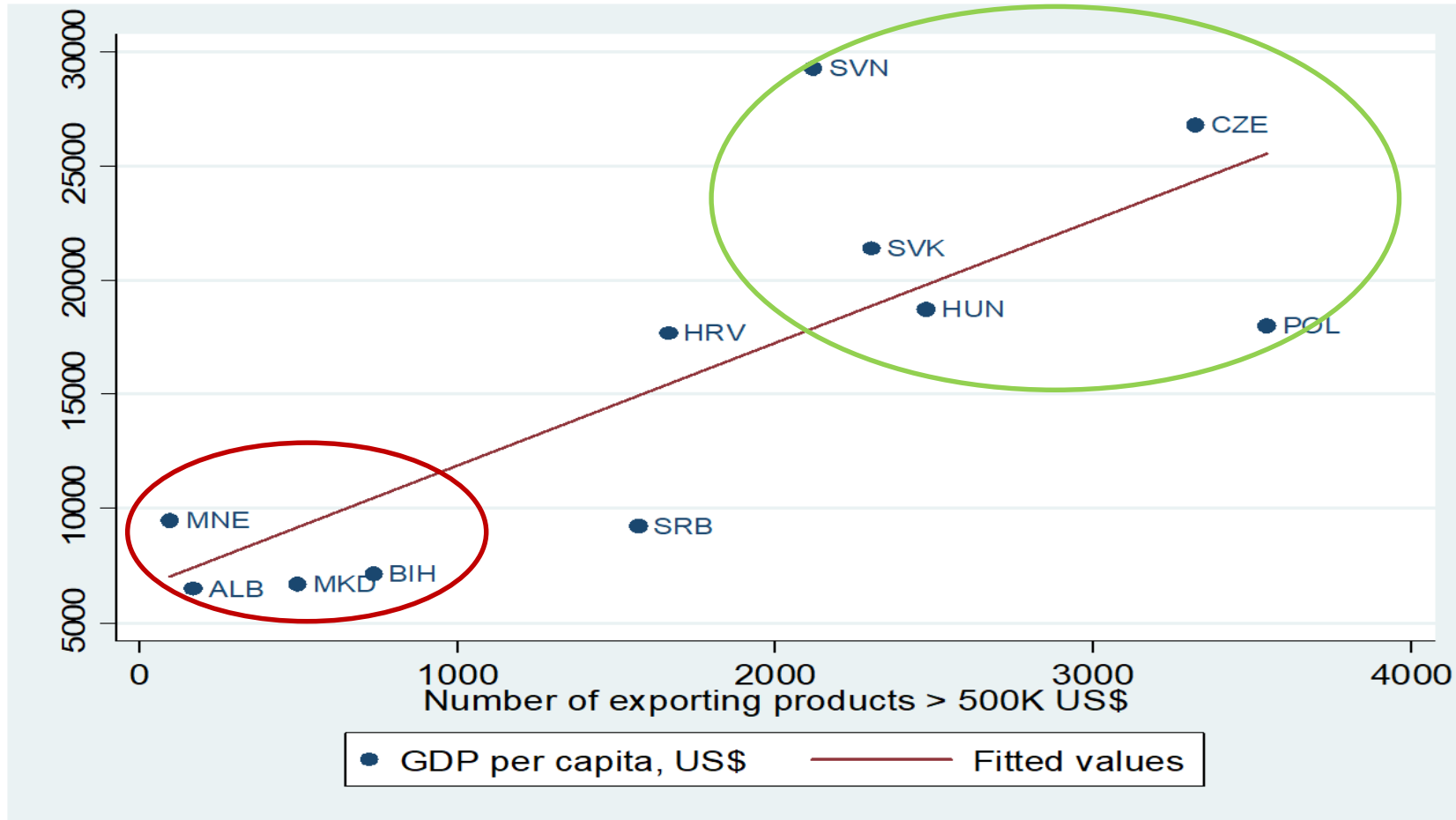
| Country | Exports of goods and services (% of GDP) | GDP per capita, US \$ |
|---------|--|-----------------------|
| SVK | 93.8 | 21392 |
| SVN | 83.6 | 29291 |
| HUN | 81.5 | 18728 |
| CZE | 72.7 | 26821 |
| MKD | 66.2 | 6695 |
| POL | 57.9 | 18000 |
| SRB | 54.5 | 9230 |
| HRV | 51.3 | 17685 |
| MNE | 42.8 | 9466 |
| BIH | 42.7 | 7143 |
| KOS | 33.4 | 5270 |
| ALB | 30.6 | 6493 |

Export diversification (number of exporting markets) vs GDP per capita



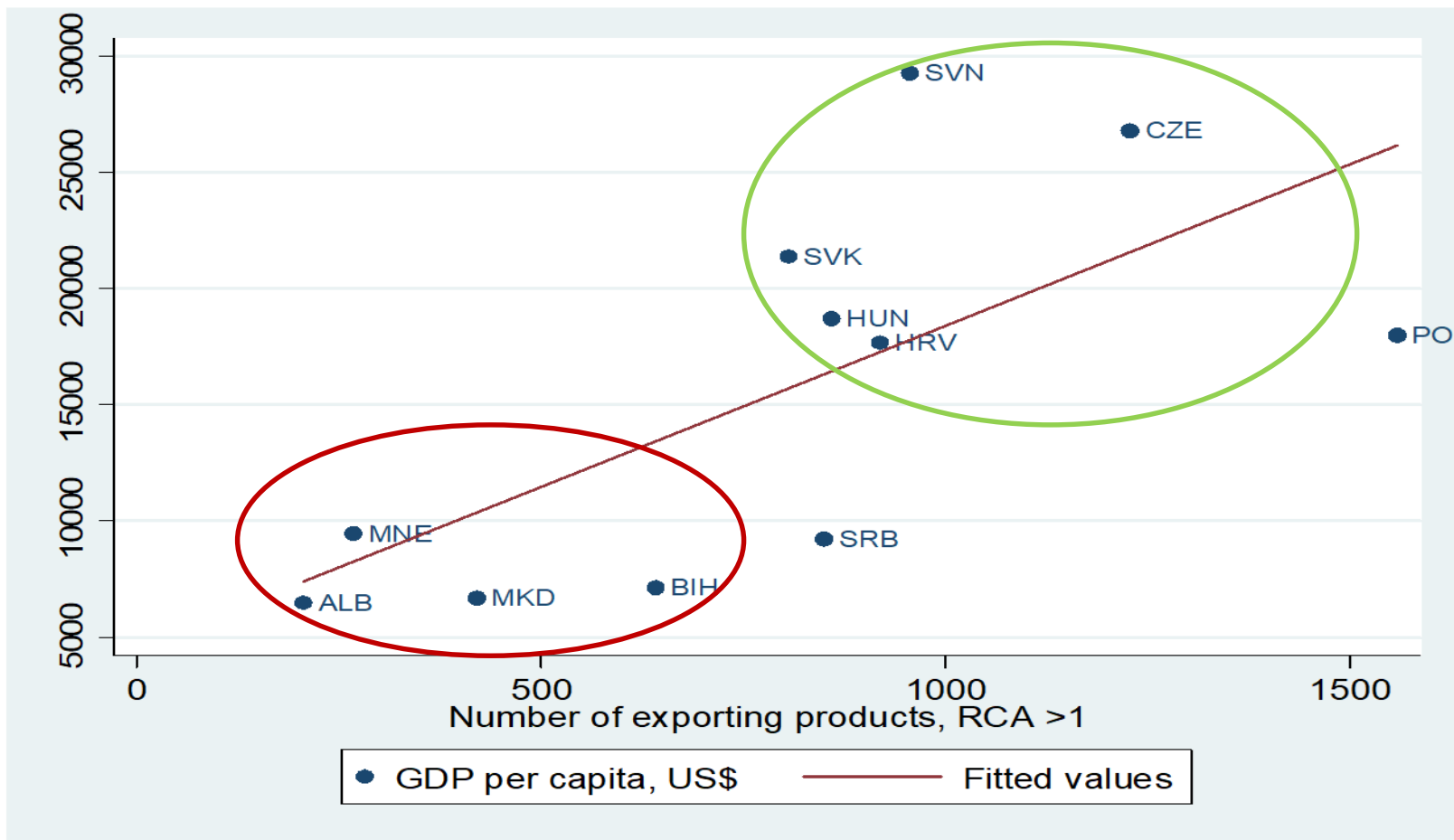
| Country | Number of exporting markets > 1mil. US\$ |
|---------|--|
| POL | 178 |
| CZE | 158 |
| HUN | 147 |
| SVK | 141 |
| SVN | 122 |
| SRB | 109 |
| HRV | 104 |
| BIH | 79 |
| MKD | 58 |
| ALB | 46 |
| MNE | 32 |

Export diversification (number of exporting products) vs GDP per capita



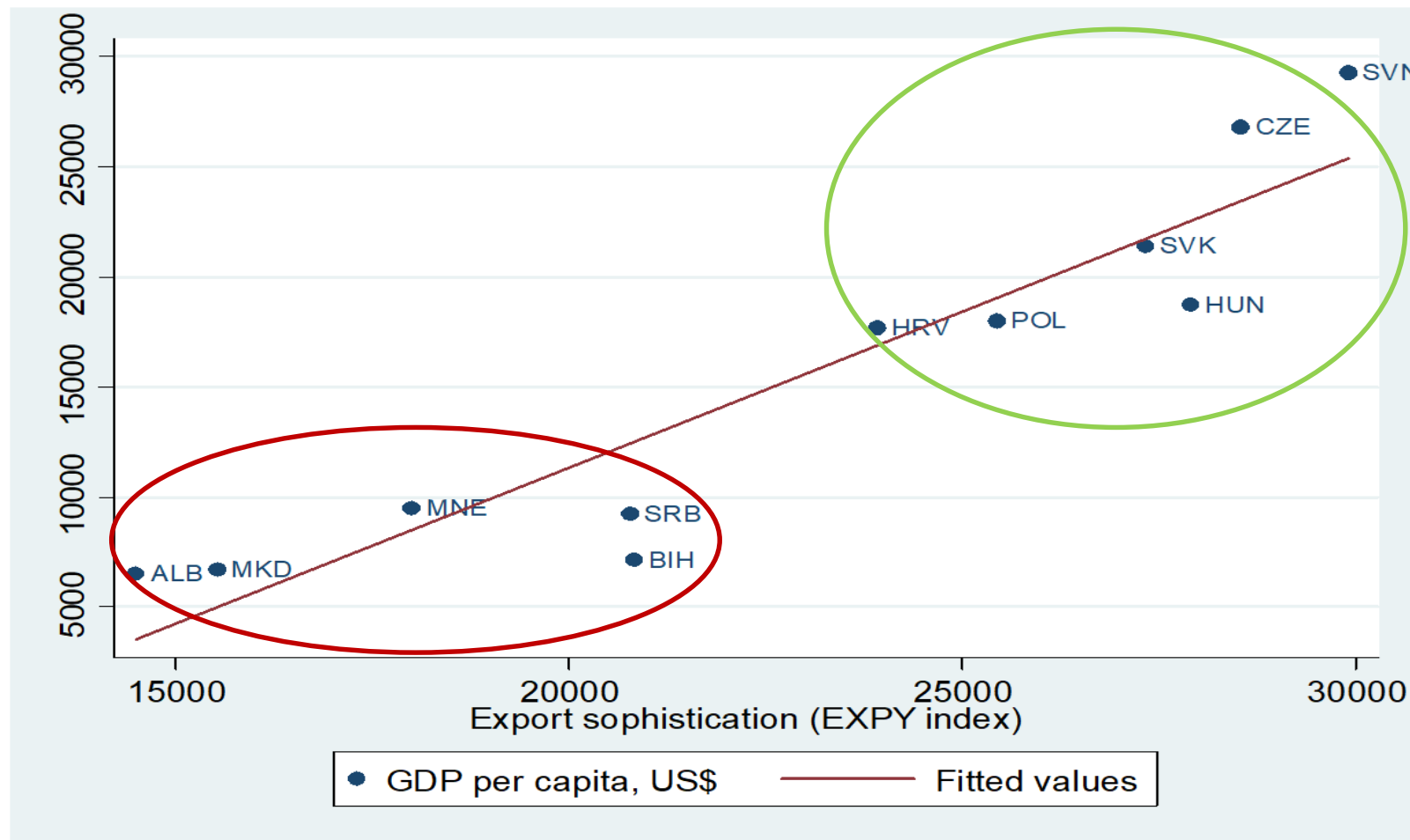
| Country | Number of exporting products > 500K US\$ |
|---------|--|
| POL | 3547 |
| CZE | 3322 |
| HUN | 2475 |
| SVK | 2304 |
| SVN | 2121 |
| HRV | 1665 |
| SRB | 1570 |
| BIH | 738 |
| MKD | 498 |
| ALB | 169 |
| MNE | 97 |

Export diversification (number of exporting products) vs GDP per capita



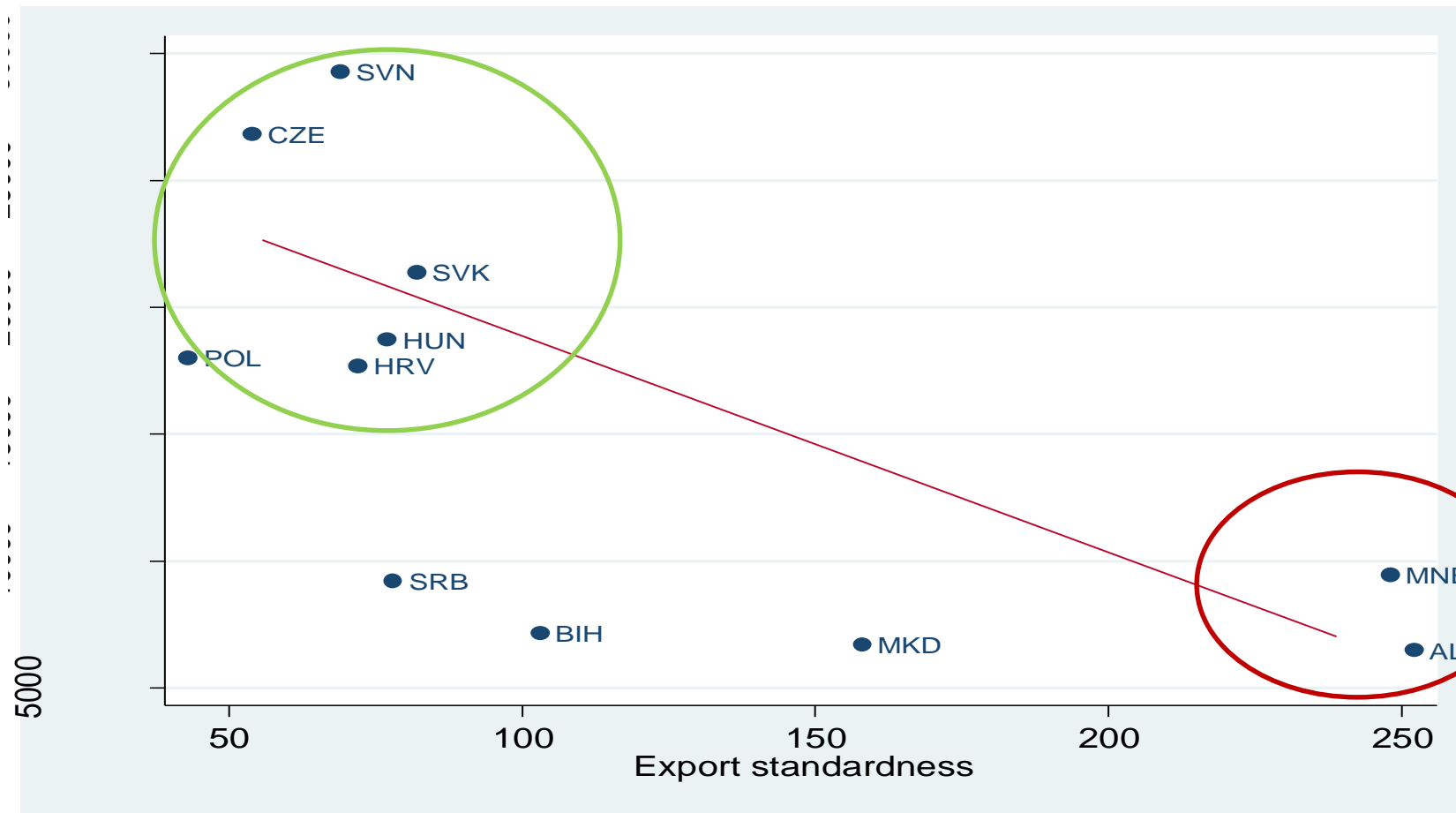
| Country | Number of exporting products, RCA > 1 |
|---------|---------------------------------------|
| POL | 1558 |
| CZE | 1228 |
| HUN | 859 |
| SVK | 806 |
| SVN | 956 |
| HRV | 919 |
| SRB | 850 |
| BIH | 642 |
| MKD | 420 |
| ALB | 206 |
| MNE | 268 |

Export sophistication (EXPY index) vs GDP per capita



| Country | Export sophistication (EXPY index) |
|---------|------------------------------------|
| SVN | 29905 |
| CZE | 28538 |
| HUN | 27902 |
| SVK | 27332 |
| POL | 25438 |
| HRV | 23915 |
| BIH | 20828 |
| SRB | 20775 |
| MNE | 18000 |
| MKD | 15533 |
| ALB | 14500 |

Export standardness vs GDP per capita



| Country | Export standardness |
|---------|---------------------|
| POL | 43 |
| CZE | 54 |
| SVN | 69 |
| HRV | 72 |
| HUN | 77 |
| SRB | 78 |
| SVK | 82 |
| BIH | 103 |
| MKD | 158 |
| MNE | 248 |
| ALB | 252 |

Intra-regional export of the WB region (2018-21)

| Exporting country | Trade partner | Export of goods to market, US\$ 2018 | Export of goods to market, US\$ 2021 | Average annual export growth rate (%) to market 2018-2021 | Export of goods to WB, US\$ 2018 | Export of goods to WB, US\$ 2021 | Average annual export growth rate (%) to WB, 2018-2021 | Export of goods total, US\$ 2018 | Export of goods total, US\$ 2021 | Average annual export growth rate (%) 2018-2021 |
|------------------------|--------------------|--------------------------------------|--------------------------------------|---|----------------------------------|----------------------------------|--|----------------------------------|----------------------------------|---|
| Albania | Bosnia Herzegovina | 12,984,263 | 19,007,678 | 25.7% | 470,261,142 | 455,005,240 | -1.00% | 2,870,000,000 | 3,559,000,000 | 9.64% |
| | Montenegro | 52,708,526 | 47,902,155 | -9.5% | | | | | | |
| | Serbia | 325,425,974 | 310,125,798 | -5.2% | | | | | | |
| | North Macedonia | 79,142,377 | / | 1.6% | | | | | | |
| Bosnia and Herzegovina | Albania | 21,047,749 | 31,503,066 | 15.9% | 1,170,871,584 | 1,446,629,658 | 10.13% | 7,182,000,000 | 8,614,000,000 | 8.38% |
| | Montenegro | 242,405,149 | 238,199,122 | 3.0% | | | | | | |
| | Serbia | 834,374,311 | 1,096,642,547 | 12.8% | | | | | | |
| | North Macedonia | 73,044,374 | 80,284,922 | 3.3% | | | | | | |
| Montenegro | Albania | 15,286,052 | 23,589,420 | 18.7% | 169,988,158 | 195,449,109 | 5.39% | 472,000,000 | 515,000,000 | 3.85% |
| | Bosnia Herzegovina | 36,552,357 | 39,491,932 | 7.5% | | | | | | |
| | Serbia | 110,086,078 | 126,856,658 | 5.0% | | | | | | |
| | North Macedonia | 8,063,671 | 5,511,099 | -11.3% | | | | | | |
| Serbia | Albania | 159,471,083 | 224,551,525 | 12.6% | 3,329,029,153 | 4,004,377,337 | 7.48% | 19,227,000,000 | 25,564,000,000 | 10.84% |
| | Bosnia Herzegovina | 1,523,277,063 | 1,846,745,433 | 8.1% | | | | | | |
| | Montenegro | 905,305,481 | 969,809,282 | 3.3% | | | | | | |
| | North Macedonia | 740,975,526 | 963,271,097 | 10.1% | | | | | | |
| North Macedonia | Albania | 89,203,014 | 113,308,803 | 9.6% | 760,366,824 | 964,824,762 | 9.77% | 6,911,000,000 | 8,186,000,000 | 6.51% |
| | Bosnia Herzegovina | 93,331,954 | 112,326,012 | 7.0% | | | | | | |
| | Montenegro | 34,865,928 | 37,365,701 | 3.7% | | | | | | |
| | Serbia | 542,965,929 | 701,824,246 | 10.9% | | | | | | |



Intra-regional import of WB region for the period (2018-2021)

| Exporting country | Trade partner | Import of goods to market, US\$ 2018 | Import of goods to market, US\$ 2021 | Average annual import growth rate (%) to market 2018-2021 | Import of goods to WB, US\$ 2018 | Import of goods to WB, US\$ 2021 | Average annual import growth rate (%) to WB, 2018-2021 | Total Import of goods total, US\$ 2018 | Total Import of goods total, US\$ 2021 | Average annual import growth rate (%) 2018-2021 |
|------------------------|--------------------|--------------------------------------|--------------------------------------|---|----------------------------------|----------------------------------|--|--|--|---|
| Albania | Bosnia Herzegovina | 21,047,749 | 31,503,066 | 16.6% | 285,007,897 | 392,952,815 | 12.62% | 5,523,910,350 | 5,584,623,352 | 1.00% |
| | Montenegro | 15,286,052 | 23,589,420 | 18.1% | | | | | | |
| | Serbia | 159,471,083 | 224,551,525 | 13.6% | | | | | | |
| | North Macedonia | 89,203,014 | 113,308,803 | 9.0% | | | | | | |
| Bosnia and Herzegovina | Albania | 12,984,263 | 19,007,678 | 15.5% | 1,666,145,638 | 2,017,571,054 | 7.03% | 10,227,479,874 | 11,364,918,177 | 5.20% |
| | Montenegro | 36,552,357 | 39,491,932 | 2.7% | | | | | | |
| | Serbia | 1,523,277,063 | 1,846,745,433 | 7.1% | | | | | | |
| | North Macedonia | 93,331,954 | 112,326,012 | 6.8% | | | | | | |
| Montenegro | Albania | 52,708,526 | 47,902,155 | -3.0% | 1,235,285,083 | 1,293,276,260 | 1.56% | 2,152,947,343 | 2,113,633,730 | 0.00% |
| | Bosnia Herzegovina | 242,405,149 | 238,199,122 | -0.6% | | | | | | |
| | Serbia | 905,305,481 | 969,809,282 | 2.4% | | | | | | |
| | North Macedonia | 34,865,928 | 37,365,701 | 2.4% | | | | | | |
| Serbia | Albania | 325,425,974 | 310,125,798 | -1.6% | 1,812,852,293 | 2,235,449,250 | 7.77% | 24,804,185,859 | 32,345,322,535 | 10.00% |
| | Bosnia Herzegovina | 834,374,311 | 1,096,642,547 | 10.5% | | | | | | |
| | Montenegro | 110,086,078 | 126,856,658 | 5.1% | | | | | | |
| | North Macedonia | 542,965,929 | 701,824,246 | 9.8% | | | | | | |
| North Macedonia | Albania | 79,142,377 | 108,667,399 | 12.4% | 901,225,949 | 1,157,734,518 | 9.49% | 8,252,351,659 | 10,320,876,611 | 9.00% |
| | Bosnia Herzegovina | 73,044,374 | 80,284,922 | 3.3% | | | | | | |
| | Montenegro | 8,063,671 | 5,511,099 | -10.6% | | | | | | |
| | Serbia | 740,975,526 | 963,271,097 | 10.0% | | | | | | |

Intra-regional net-export of WB region (2018-2021)

| Exporting country | Trade partner | Export of goods to WB, US\$ 2018 | Export of goods to WB, US\$ 2021 | Import of goods to WB, US\$ 2018 | Import of goods to WB, US\$ 2021 | Net-export, US\$ 2018 | Net-export, US\$ 2021 | Growth rate of net-export, % (2018-2021) |
|-------------------------------|--------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|-----------------------|-----------------------|--|
| Albania | Bosnia Herzegovina | | | | | | | |
| | Montenegro | | | | | | | |
| | Serbia | | | | | | | |
| | North Macedonia | 470,261,142 | 455,005,240 | 285,007,897 | 392,952,815 | 185,253,245 | 62,052,425 | -66.5% |
| Bosnia and Herzegovina | Albania | | | | | | | |
| | Montenegro | | | | | | | |
| | Serbia | | | | | | | |
| | North Macedonia | 1,170,871,584 | 1,446,629,658 | 1,666,145,638 | 2,017,571,054 | - 495,274,054 | - 570,941,396 | 15.3% |
| Montenegro | Albania | | | | | | | |
| | Bosnia Herzegovina | | | | | | | |
| | Serbia | | | | | | | |
| | North Macedonia | 169,988,158 | 195,449,109 | 1,235,285,083 | 1,293,276,260 | - 1,065,296,925 | - 1,097,827,151 | 3.1% |
| Serbia | Albania | | | | | | | |
| | Bosnia Herzegovina | | | | | | | |
| | Montenegro | | | | | | | |
| | North Macedonia | 3,329,029,153 | 4,004,377,337 | 1,812,852,293 | 2,235,449,250 | 1,516,176,860 | 1,768,928,087 | 16.7% |
| North Macedonia | Albania | | | | | | | |
| | Bosnia Herzegovina | | | | | | | |
| | Montenegro | | | | | | | |
| | Serbia | 760,366,824 | 964,824,762 | 901,225,949 | 1,157,734,518 | - 140,859,125 | - 192,909,756 | 37.0% |

Intra-regional trade potentials of the WB region

Export value at product and market level for each country within WB region (2017 - 2021)



Tariff rate advantage at product and market level for each country within WB region

Relative share in WB region at product and market level for each country

Mapping the intra-regional export potential

Distance advantage at product and market level for each country within WB region

Projected future importing value at product and market level for each country within WB region



Projected future export potential at product and market level for country within WB6 region

Identified unrealized export potential of North Macedonia to Serbian market

| Product HS-6 Code | Product Label | Macedonian export to Serbia | | | | Serbia's import from world | | | Macedonian export to world | | MKD export potential to Serbia | |
|-------------------|---|-----------------------------|--|------------------------------|--|----------------------------|--|----------------------------|----------------------------------|--|-----------------------------------|--|
| | | Export value in 2021, US\$ | Annual growth in export value (2017-2021), % | Share in Macedonia export, % | Tariff tariff charged for import from North Macedonia, % | Import value in 2021, US\$ | Annual growth in import value (2017-2021), % | MKD share in SRB import, % | Total export value in 2021, US\$ | Annual growth in total export 2017-2021, % | Unreliezed export potential, US\$ | Projected annual growth in export value, % |
| 720852 | Flat-rolled products of iron or non-alloy steel, of a width of >= 600 mm, not in coils | 15,793,000 | 84% | 16% | 0% | 27,561,000 | 14% | 57.30% | 99,264,000 | 11% | 27,477,711 | 34.80% |
| 730661 | Tubes and pipes and hollow profiles, welded, of square or rectangular cross-section, of iron | 29,793,000 | 460% | 21% | 0% | 44,152,000 | 15% | 67.48% | 145,108,000 | 5% | 19,629,641 | 13.18% |
| 850710 | "Lead-acid accumulators of a kind used for starting piston engine ""starter batteries"" | 7,511,000 | / | 9% | 0% | 38,019,000 | 12% | 19.76% | 82,191,000 | 16% | 8,326,946 | 22.17% |
| 721499 | Bars and rods, of iron or non-alloy steel, only hot-rolled, only hot-drawn or only hot-extruded | 1,032,000 | / | 7% | 0% | 24,834,000 | 2% | 4.16% | 14,991,000 | 26% | 5,134,425 | 99.52% |
| 391721 | Rigid tubes, pipes and hoses, of polymers of ethylene | 2,969,000 | / | 9% | 0% | 8,901,000 | 19% | 33.36% | 33,958,000 | 27% | 5,054,510 | 34.05% |



Identified unrealized export potential of North Macedonia to Bosnian market

| Product HS-6 Code | Product Label | Macedonia exports to Bosnia and Herzegovina | | | | Bosnia and Herzegovina's import from world | | | Macedoni exports to world | | Export potential to BIH | |
|-------------------|--|---|--|-------------------------------|--|--|--|----------------------------|----------------------------------|--|-----------------------------------|-----------------------------------|
| | | Export value in 2021, US\$ | Annual growth in export value between 2017-2021, % | Share in Macedonia exports, % | Tariff tariff charged for import from North Macedonia, % | Import value in 2021, US\$ | Annual growth in import value 2017-2021, % | MKD share in BIH import, % | Total export value in 2021, US\$ | Annual growth in export value 2017-2021, % | Unreliezed export potential, US\$ | Projected annual growth in export |
| 151219 | Sunflower-seed or safflower oil and their fractions, whether or not refined | - | 0% | 0.0% | 0% | 36,085,000 | 2% | 0.0% | 2,092,000 | 182% | 2,487,062 | / |
| 721621 | L sections of iron or non-alloy steel, not further worked than hot-rolled, hot-drawn or extruded | 141,622 | 255% | 1.0% | 0% | 3,431,000 | 5% | 7.4% | 13,942,000 | 16% | 2,121,274 | 299.6% |
| 321490 | Non-refractory surfacing preparations for facades, inside walls, floors, ceilings and the like | 489,143 | 32% | 5.5% | 0% | 25,923,000 | 5% | 0.1% | 8,972,000 | 13% | 2,109,496 | 86.3% |
| 391721 | Rigid tubes, pipes and hoses, of polymers of ethylene | 454,988 | -4% | 1.6% | 0% | 8,580,000 | 2% | 5.4% | 28,597,000 | 37% | 1,758,105 | 77.3% |
| 210500 | Ice cream and other edible ice, whether or not containing cocoa | 589,032 | -5% | 4.2% | 0% | 18,386,000 | 6% | 0.0% | 13,920,000 | 23% | 947,991 | 32.2% |



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Q & A

