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**Diversification of Belarusian Exports:  
The Potential of Machinery Exports on Non-  
Traditional Markets**

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# **Diversification of Belarusian Exports: The Potential of Machinery Exports on Non-Traditional Markets**

## **Executive Summary**

Belarus is an open economy, with exports exceeding 50% of GDP. Within the basket of export goods, machinery and equipment exports play an important role. In 2017, they amounted to USD 5.3 bn, which implies a share of 18% in total goods exports. Vehicles are the largest category of Belarus machinery exports, accounting for 43% of total. This includes vehicles for the transportation of goods, tractors and motor cars. However, the geographical structure of machinery exports is – in line with the overall export structure – highly concentrated. Belarus' traditional export destinations are the Eurasian Economic Union EAEU (including the Russian Federation), the CIS (outside the EAEU) and to some extent the EU. Taken together, these markets absorb a whopping 93% of Belarusian machinery exports.

The diversification of exports to new, especially non-traditional, markets is therefore of key interest to policymakers, as this would stimulate economic growth and reduce the volatility of the economy, especially its exposure to external shocks. In this paper, we used the export potential analysis methodology to study the potential of Belarus' machinery exports to such non-traditional markets, i.e. markets other than those mentioned above. Our analysis was performed in two stages. In a first step, the Top-20 Belarusian machinery products were selected based on their export performance (e.g. value, growth, revealed comparative advantage) and the absorption capacity of the non-traditional markets as a whole. In a second step, for each one of the Top-20 products, a separate analysis was performed to identify the Top-10 countries featuring the best combination of import value and dynamism of the destination country as well as its proximity to Belarus and import duties applied.

Our results show that Belarus should target the markets of Turkey, other Middle East countries (Israel, Jordan, Bahrain, and Qatar), some smaller European countries (Iceland, FYR Macedonia), Mediterranean Africa (Morocco, Tunisia) and South Asia (Pakistan, China) primarily. The analysis of the current export patterns of the Top-20 products suggests that these markets play a very small role in Belarus' exports as of today, while they are large and growing importers of machinery products. Export promotion activities should therefore be focussed on the key target markets in these regions.

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## 1. Introduction

Currently, Belarus' exports are mainly concentrated on three main partners: the Eurasian Economic Union (EAEU), and here in particular the Russian Federation, other CIS countries and the EU. Taken together, these traditional trade partners account for about 86% of Belarus' total exports of goods.

As the diversification of Belarus' exports remains an important policy objective, the goal of this study is to analyse the export potential of Belarus' machines and equipment<sup>1</sup> on non-traditional markets, i.e. markets other than the above-mentioned Belarusian traditional trade partners – the Eurasian Economic Union (EAEU), other CIS countries and the EU. To narrow down the scope of the analysis, we focus on Top-20 products of Belarus machinery exports.

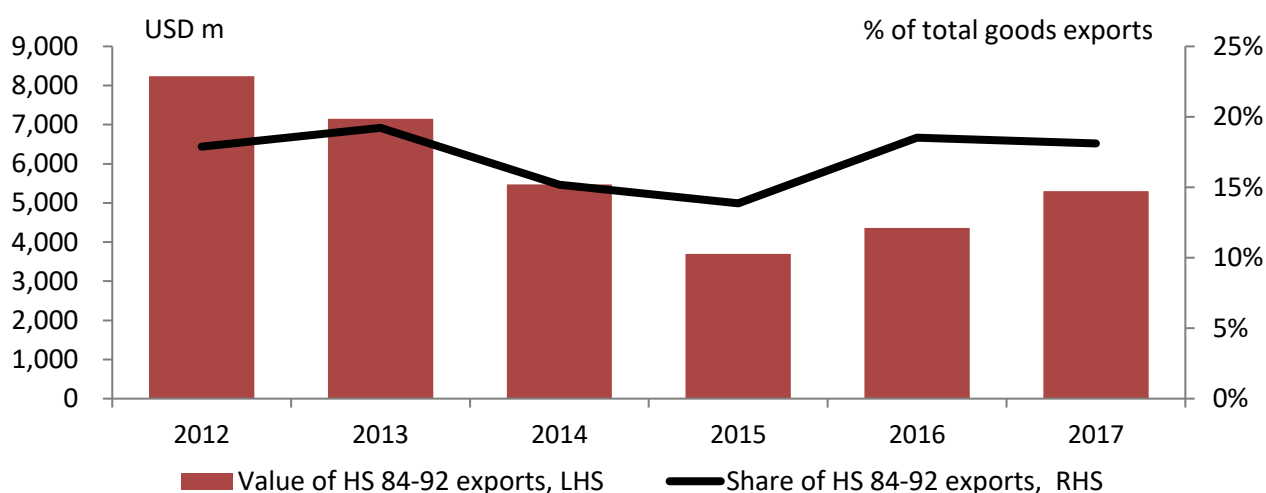
The study is structured as follows: In chapter 2, we review Belarus' exports of machines and equipment as well as trade regime faced by these products in other countries. Chapter 3 lays down the methodology of our analysis, which is based on the methodology developed by the International Trade Centre (ITC), and was further modified to meet the goals of the study<sup>2</sup>. The following chapter 4 summarizes the main results of our exercise, identifying the potential of Belarus' Top-20 machinery products on non-traditional export markets. In chapter 5 we conclude.

## 2. Review of export patterns

### 2.1. Belarus' exports of machines, equipment and apparatus

Exports of various machinery, equipment and instruments (HS 84-92) (*hereinafter – machinery exports*) constituted USD 5.3 bn, or 18% of total Belarus exports of goods in 2017 (Figure 1). After a reduction in 2013-2015, machinery exports revived in 2016, and the growth continued at robust 22% in 2017. While all categories of machinery exports grew, the contribution of vehicles exports (HS 87) was the most significant, explaining half of the total increase of machinery exports.

**Figure 1: Belarus' exports of machinery (HS 84-92), 2012-2017**



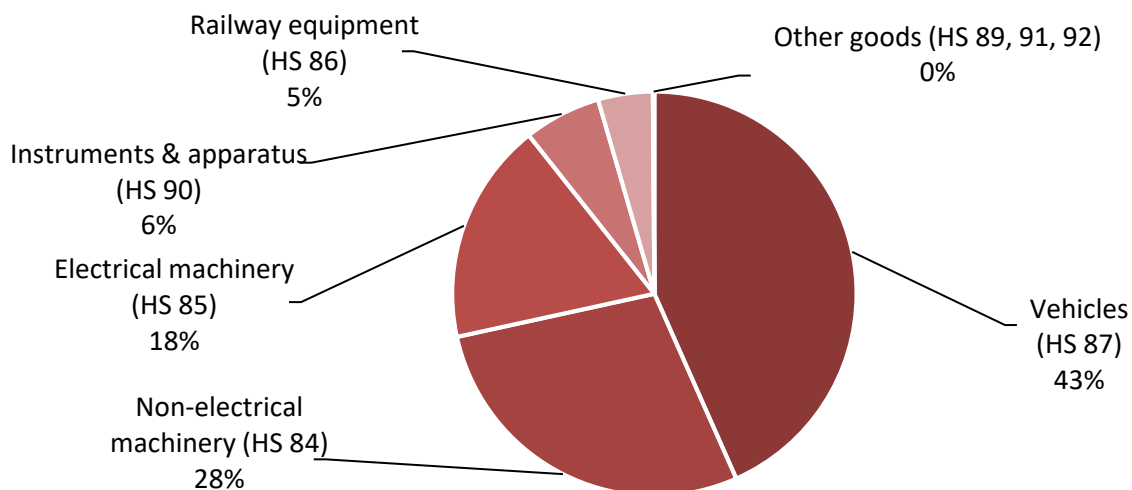
<sup>1</sup> Codes 84-92 in the Harmonised System (HS).

<sup>2</sup> More information on the methodology used can be found in our Technical Note TN/03/2018 „The assessment of export potential of pre-selected goods on multiple markets” (in Russian).

Source: UN ComTrade, authors' estimates

Vehicles are the largest category of Belarus machinery exports accounting for 43% of total. This category includes the largest – in terms of value – export products of Belarus' machinery, namely vehicles for transportation of goods (USD 0.6 bn in 2017), tractors (USD 0.5 bn), and motor cars (USD 0.3 bn). The other large categories are non-electric machinery, electric machinery, and instruments. Together, these four categories of machinery exports are 96% of total (Figure 2).

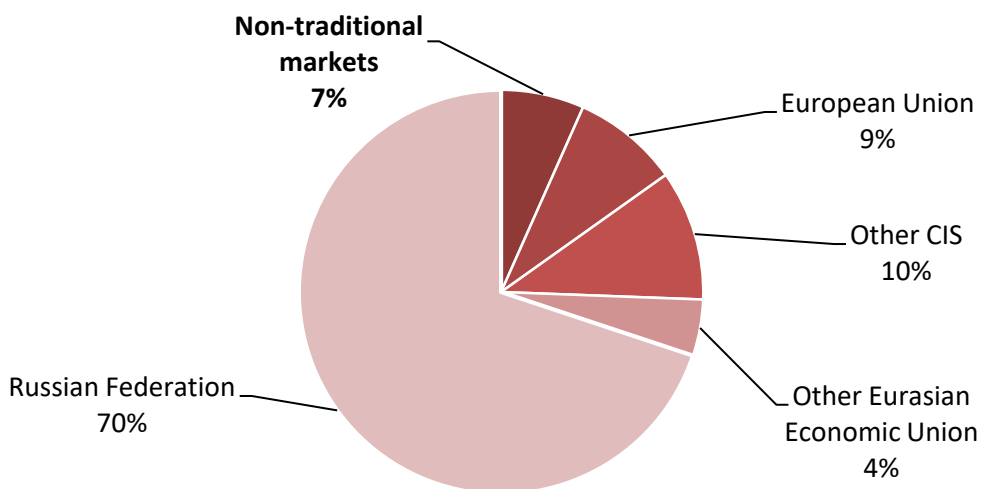
**Figure 2: The structure of Belarus' exports of machinery by categories, 2017**



Source: UN ComTrade, authors' estimates

Russia is the major partner for Belarus' machinery exports, accounting for 70% of total in 2017. Other members of the Eurasian Economic Union (EAEU) together with other CIS countries together import 15%, while the EU imports another 9%. The non-traditional markets, i.e. all markets except for the EAEU, other CIS and the EU, accounted for only 7% of Belarus machinery exports.

**Figure 3: Regional structure of Belarus machinery exports, 2017**



Source: UN ComTrade, authors' estimates

Note: Other Eurasian Economic Union (EAEU) includes Armenia, Kazakhstan and Kyrgyzstan; "Other CIS" includes Azerbaijan, Moldova, Georgia, Ukraine, Tajikistan, Uzbekistan and Turkmenistan. Non-traditional markets include all other markets, except for the EAEU, other CIS, and the EU.

However, the role of non-traditional markets varies, depending on the category of machinery exports. Exports of optical and other instruments and apparatus feature the highest share of non-traditional markets (15%), followed by vehicles (9%), while railway equipment is almost not exported to non-traditional markets (Table 1).

**Table 1: Regional structure of Belarus machinery exports by categories, 2017**

	Russia	Other EAEU	Other CIS	EU	Non-traditional markets
Non-electrical machinery (HS 84)	75%	5%	11%	5%	4%
Electrical machinery (HS 85)	79%	3%	5%	9%	4%
Railway equipment (HS 86)	71%	1%	18%	10%	0%
Vehicles (HS 87)	64%	5%	13%	9%	9%
Ships, boats (HS 89)	54%	4%	30%	13%	1%
Instruments & apparatus (HS 90)	56%	2%	5%	22%	15%
Clocks & watches (HS 91)	59%	1%	1%	34%	6%
Musical instruments (HS 92)	67%	0%	2%	25%	6%

Source: UN ComTrade, authors' estimates

Summing up, machinery exports play an important role in the total goods exports of Belarus, growing strongly in 2016-2017. However, the geography of exports remains concentrated, with Russia accounting for 70% of total machinery exports. Other traditional markets, namely the EU and other member countries of the former Soviet Union, consume another 23% of Belarus machinery exports, while the non-traditional markets receive only 7%. The diversification of exports to these markets could bring tangible economic gains for the country.

## 2.2. Belarus' access to non-traditional markets

Belarus access to non-traditional markets is constrained by the so far modest participation of the country in global trade policy integration processes. The country is not yet a member of the World Trade Organization (WTO), and has a very limited number of free trade agreements (FTAs) outside the CIS. At the same time, the country participates in the international standardization regulation bodies.

Belarus applied for WTO membership back in 1993, but the negotiations are still ongoing. In 2017, the talks have intensified again. For Belarus, being the only member of the EAEU outside of the WTO means that the country has to fulfil major regulatory requirements of the WTO as committed by the EAEU members and required by the intra-EAEU agreement, but remains unprotected against changes in trade policies of the WTO members. In particular, other WTO members can change their import duty rates vis-à-vis Belarus above the bound rates that they committed within the WTO. Belarus cannot use the Dispute Settlement Mechanism of the WTO to defend its interests in the trade with the WTO members.

Belarus has just two FTAs outside the CIS, with Serbia and – through the EAEU – with Vietnam. The FTA with Serbia was signed in 2009 envisaging an abolishment of import duties for most goods, but excluding some important machinery categories like passenger cars, tractors, buses and tires, and automobile parts.<sup>3</sup> The FTA

<sup>3</sup> <http://rra-jug.rs/en/free-trade-agreements/>

with Vietnam was launched in 2016, with a ten-year transition period. The EAEU has been negotiating FTAs or preferential agreements with other countries, including India, Iran, Israel, Singapore, New Zealand and the EFTA, but so far, the talks are not completed.

The country is a member of the International Organization for Standardization (ISO) and International Electrotechnical Commission (IEC). It is also a companion standardization body of the European Committee for Standardization (CEN)<sup>4</sup> and the European Committee for Electrotechnical Standardization (CENELEC)<sup>5</sup> together with Georgia, Moldova and Ukraine. The participation in these international organizations could facilitate the implementation of international product safety requirements in Belarusian goods and thus simplify access to the global market.

Summing up, currently Belarus has very modest preferences in access to non-traditional markets. The country has an FTA with only two countries within the 'non-traditional market' group, namely with Serbia and Vietnam. However, even this access is limited as machinery is partly excluded from the FTA with Serbia. The EAEU is negotiating the regional integration agreements with other countries, so the access could improve in the future. Belarus is also non-member of the WTO, negotiating its membership for more than twenty years. The successful completion of this endeavour would help to defend Belarus' interests on the global market.

### **3. Methodology of export potential estimates**

The estimate of the export potential is based on the methodology applied in PP/03/2018 "Diversification of Belarusian Exports: The Potential of the DCFTA-Countries Ukraine, by Moldova and Georgia",<sup>6</sup> adjusted to meet the goals of this study. While in PP/03/2018 the focus was on the choice of products with the strongest export potential on selected (traditional) markets, here we focus on the choice of markets with the highest export potential for the preselected group of products.

The methodology takes into account three dimensions of the export potential to create the composite indicator. The first is the supply side dimension, capturing current export performance of the exporter vis-à-vis the world. The second is the demand side dimension, capturing the current performance of the importing market(s) vis-à-vis the world. The third is the interaction dimension, capturing the current characteristics of trade interaction between Belarus and its partner. The three dimensions are evaluated using quantitative statistics.

Each dimension consists of several indicators. As they are measured differently, scores are assigned to normalize them. The scores are in scale between 0 (lowest ranking) to 100 (highest ranking). For each dimension, the average score is estimated. No weighting schemes are applied.

The analysis is done in two stages. The supply side and interaction dimensions indicators are used at the first and the second stage, respectively, only, while the indicators belonging to the demand side dimension are applied at both stages, though different indicators are used.

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<sup>4</sup> <https://standards.cen.eu/dyn/www/f?p=CENWEB:60:::NO::>

<sup>5</sup> <https://www.cenelec.eu/dyn/www/f?p=web:161>

<sup>6</sup> See [https://www.get-belarus.de/wordpress/wp-content/uploads/2018/06/PP\\_03\\_2018\\_en.pdf](https://www.get-belarus.de/wordpress/wp-content/uploads/2018/06/PP_03_2018_en.pdf); see also Technical Note TN/03/2018 "The assessment of export potential of goods on predefined markets", [https://www.get-belarus.de/wordpress/wp-content/uploads/2018/07/TN\\_03\\_2018\\_ru.pdf](https://www.get-belarus.de/wordpress/wp-content/uploads/2018/07/TN_03_2018_ru.pdf) (in Russian).



At the first stage, top-20 products are identified based on supply side dimension and several indicators of demand side dimension measuring the overall capacity of the 'non-traditional' markets.

At the second stage, top-10 countries with the strongest export potential for each of 20 products identified at the previous stage are selected by the combination of country-specific demand side and interaction dimensions.

At each stage, the composite indicator is estimated as an average of the scores across two dimensions.

On the supply side, the following indicators are used for each product:

- *Total export value*. The larger the total exports of the country, the greater its potential for the expansion. The latest annual figure and the five-year average are included.
- *World market share*. It is an indicator of the competitiveness of the product. While the total export value is biased towards large industries, the world market share could show the potential of smaller industries. The larger the share, the higher the potential. The latest annual figure and the five-year average are included.
- *Total Export growth (in value)*. The faster the exports growth, the better it is for export potential. The scores are zero for products, for which exports drop. The latest annual figure and the five-year average are included.
- *Revealed comparative advantage (RCA)*. The RCA traditionally used to evaluate competitiveness of exporters. The higher the RCA, the better the potential. The scores are assigned only for  $RCA > 1$  as 1 is the threshold indicating the country's competitive advantage in exports of a particular product.

On the demand side, the following indicators are used for each product:

Stage I:

- *Total value of imports of all non-traditional markets as a whole*. It shows the potential size of the non-traditional markets as a whole. It helps to ensure that the products with the highest marketing potential are used for the analysis at the second stage. The latest annual figure and the five-year average are included.
- *Import growth (in value) for all non-traditional markets as a whole*. The higher growth of imports signals about the demand expansion and thus could produce more opportunities for the exporter compared to stagnant or declining market. The scores are zero for products, for which imports drop. The latest annual figure and the five-year average are included.

Stage II:

- *Total value of imports of a single country*. It shows the potential size of the market of this country. The latest annual figure and the five-year average are included.
- *Import growth (in value) for a single country*. The higher growth of imports signals about the demand expansion and thus could produce more opportunities for the exporter compared to stagnant or declining market. The scores are zero for products, for which imports drop. The latest annual figure and the five-year average are included.

On the interaction dimension, the following indicators are used for each product and importing country:

- *Average tariff faced by Belarus*. It allows comparing the markets of different countries putting the countries with more liberal tariff regime up. The lower the duty, the higher is the score.

- *Average tariff advantage of Belarus compared to the country's applied average.* It reveals the relative competitiveness of the exporter on the importing market. The higher is the difference between the tariff paid by the competitor compared to the tariff paid by Belarus, the higher the score.
- *Relative unit value.* It shows whether the exporter can supply to the importing market cheaper than its competitors can. To reduce an aggregation bias (very high difference in unit values could signal that there are very different products grouped together), the scores are assigned only for products with unit values ratios between 0.7 and 5. The latest annual figure and the five-year average are included.
- *Distance to the country from Belarus.* The distance is an important proxy of transportation costs. The closer the potential market, the higher is the score.
- *Distance advantage of Belarus compared to the country's average distance of imports.* It reveals whether Belarus is better off placed than its potential competitors if the distance of shipping is compared. The larger is the difference between the average distance of imports shipping and the distance to Belarus, the higher is the score.

The analysis is based on 4-digit level of Harmonized Trade Nomenclature (HS). Key data sources are the UN ComTrade, ITC Market Access and Trade Maps and World Integrated Trade Solution (WITS). The base year of the analysis is 2016 due to data availability; the five-year averages are estimated for 2012-2016. The list of non-traditional markets includes 171 countries and territories.

#### **4. Export potential assessment: Empirical results**

##### *4.1. Stage I: Selection of Top-20 products*

As discussed in chapter 2, the selection of Top-20 machinery products for the subsequent analysis of their potential exports on the non-traditional markets is done using the supply side dimension, measuring the performance of Belarus' exports globally, and the global demand side dimension, measuring the potential absorption capacity of the non-traditional markets.

Table 2 presents the Top-20 machinery products selected at Stage I. While Table A1 in the Annex shows the scores for all applied indicators, explaining the ranking and thus the selection, Table 2 contains a limited number of descriptive indicators to get a better understanding about the role of these products in Belarus' exports and non-traditional markets' imports. As shown, the selected Top-20 products cover the four largest categories of Belarus machinery exports at the HS 2-digit level, namely vehicles, non-electrical machinery, electrical machinery, and instruments and apparatus. Together, they account for 8% of total Belarus' exports and 38% of the machinery exports.

**Table 2: Belarus Top-20 machinery goods with the highest export potential on non-traditional markets**

Rank	HS code	Description	BEL exports, USD m, 2016	BEL exports, % change, 2016/2015	Imports of non-traditional markets, USD m, 2016
1	8516	Electric heaters and immersion heaters	73	64%	21,837
2	8537	Boards, and other bases, equipped with apparatus for electric control	53	45%	34,713
3	8418	Refrigerators, freezers	192	13%	24,460
4	8703	Motor cars	266	111%	404,435
5	8704	Motor vehicles for the transport of goods	631	10%	76,760
6	8428	Other lifting machinery	123	24%	17,739
7	9031	Measuring or checking instruments	16	86%	29,285
8	9021	Orthopaedic appliances	14	299%	27,316
9	8507	Electric accumulators	24	36%	23,181
10	8708	Parts and accessories of the motor vehicles	219	17%	195,674
11	9022	Apparatus based on the use of X-rays	21	18%	14,287
12	9013	Liquid crystal devices; lasers	112	13%	56,241
13	8523	Discs, tapes, storage devices, smart cards	12	201%	34,793
14	8411	Turbo-jets, other gas turbines	2	67%	76,936
15	8512	Electrical lighting or signalling equipment	12	49%	15,718
16	8481	Taps, and similar appliances for pipes, or the like	56	18%	52,831
17	9027	Instruments and apparatus for physical or chemical analysis	10	4%	26,450
18	8702	Motor vehicles for the transport of ten or more persons	105	65%	8,717
19	9018	Instruments used in medical, surgical, dental or veterinary sciences	39	-4%	62,516
20	8541	Diodes and similar semiconductor devices	9	-24%	92,564

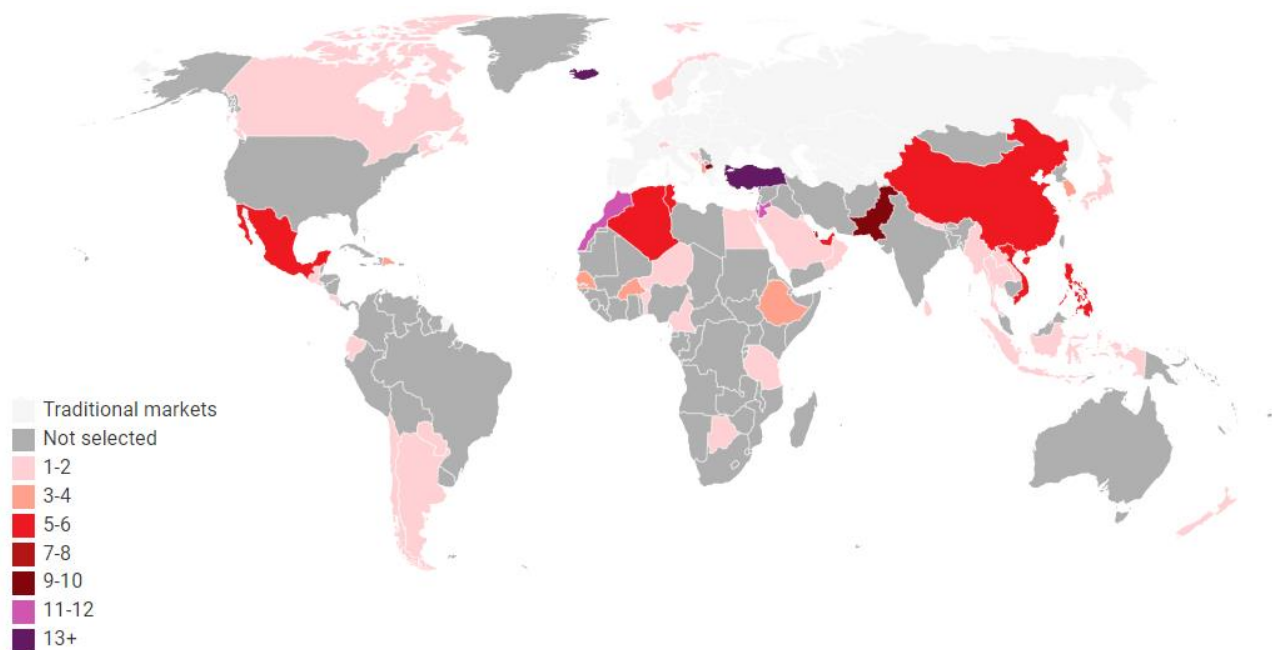
Source: UN ComTrade, authors' estimates

Below we present the results of the second stage of the analysis, namely the identification of the non-traditional markets with the highest export potential.

#### 4.2. Stage II: Selection of Top-10 export destinations among non-traditional markets

Figure 4 below summarizes the key export destinations that we identified. It shows that Belarus should target the markets of Turkey, other Middle East (Israel, Jordan, Bahrain and Qatar), small European countries that are not EU members (Iceland, FYR Macedonia), Mediterranean Africa (Morocco, Tunisia) and South Asia (Pakistan, China) primarily. The analysis of the current export patterns of the Top-20 products shows that these markets play a very small role in Belarus' exports for now, but they are large and growing importers of machinery products.

**Figure 4: Non-traditional markets with the highest export potential for Belarus' machinery products**



Source: authors' estimates

Note: The value assigned to each country refers to how often the country was mentioned in the Top-10 destinations calculated for each of the Top-20 machinery products

Turkey looks as the most promising partner. It appeared in the Top-10 selection for 16 out of 20 products. In 2017, Belarus exports of machinery products to Turkey was only 0.1%, or about USD 3 m. Iceland is No. 2, appearing in the Top-10 selection for 13 out of 20 products. Israel and Morocco got 12 appearances; Jordan got 11 appearances, and FYR Macedonia 10 appearances and Pakistan appeared 9 times.

Below we review the current structure of Belarus' exports of the selected Top-20 machinery products for each individual product. We identify the largest world exporters of these products and the Top-10 export destination selected at Stage II of the analysis. As in the case with the selection of the Top-20 products, the complete scores are presented in Table A2 in Annex, while the associated tables below contain only a subset of the indicators to obtain a better understanding.

**HS 8516: Electric instantaneous or storage water heaters and immersion heaters**

For Belarus, the Russian market is the key export destination accounting for 93% of heaters' exports in 2017. The next two markets are Ukraine and Kazakhstan. The largest non-traditional market is Iran, but its share is less than 0.1% of total.

China, Germany, Italy, France and the USA are the key world exporters of this product.

Tunisia heads the list of the non-traditional markets with the highest export potential for Belarussian heaters; Myanmar is the second, and China the third.

**Table 3: The Top-10 export destinations with the highest potential for HS 8516**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Tunisia	37	16%	2,314	yes	6.0
Myanmar	75	100%	7,121	no	6.5
China	883	11%	6,481	no	10.0
Palestinian Territory	23	18%	2,491	no	1.1
Albania	21	25%	1,506	yes	2.4
Morocco	55	2%	3,471	yes	3.0
Macedonia, Republic of	21	14%	1,392	yes	4.8
Iceland	16	14%	2,965	yes	0.0
Israel	192	2%	2,491	yes	6.0
Pakistan	30	5%	4,199	yes	17.4

Source: authors' estimates

HS 8537: Boards and other bases, equipped with two or more apparatus for electric control or the distribution of electricity

Belarus exports bases with electric controls primarily to Russia that accounted for 82% in 2017. The next two destinations are Germany and Turkmenistan. Angola is the largest destination among non-traditional markets in 2017, but its share is a tiny 0.3%.

Key world exporters are Germany, Switzerland, USA, China and Italy.

As Table 4 shows, the top non-traditional markets with the highest export potential for bases with electric controls are in Middle East, including Turkey, Jordan, and Qatar.

**Table 4: The Top-10 export destinations with the highest potential for HS 8537**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Turkey	816	11%	1,431	yes	0.8
Jordan	40	13%	2,528	yes	4.4
Qatar	306	18%	3,753	yes	4.3
Morocco	150	63%	3,471	no	3.8
Algeria	468	13%	2,669	yes	26.8
Montenegro	21	154%	1,914	no	0.3
United Arab Emirates	991	7%	3,961	yes	5.0
Pakistan	166	132%	4,199	yes	27.3
Chile	441	109%	13,471	no	1.0
Bahrain	36	32%	3,619	yes	4.4

Source: authors' estimates

HS 8418: Refrigerators, freezers and other refrigerating or freezing equipment

Exports to Russia constitute 80% of Belarus' exports of refrigerators and freezers. Ukraine consumes another 11% and Kazakhstan 4%. Serbia is the largest export destination among non-traditional markets, but its share is small 0.3%.

China, Mexico, Italy, the USA and Korea are key world exporters of this product.

Israel is ranked the first in the list of the non-traditional markets with the highest export potential for Belarusian refrigerators. The suggested geography is extensive including not only Middle East, but also Africa, Latin America and Southeast Asia.

**Table 5: The Top-10 export destinations with the highest potential for HS 8418**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Israel	297	12%	2,491	yes	3.6
Morocco	187	0%	3,471	yes	6.5
Mexico	868	1%	10,424	no	3.4
Iceland	20	26%	2,965	yes	0.0
Qatar	139	-3%	3,753	yes	4.4
Niger	10	105%	5,010	yes	10.0
Vietnam	498	2%	7,388	no	9.8
Jordan	88	12%	2,528	yes	4.6
Macedonia, Republic of	24	13%	1,392	no	3.3
Sri Lanka	73	48%	7,006	no	8.0

Source: authors' estimates

HS 8703: Motor cars and other motor vehicles principally designed for the transport of persons

Motor cars are among the few machinery products of which less than half of exports go to Russia. In 2017, Belarus exported 46% to Russia, 17% to Germany and 13% to Belgium. Iran is the largest non-traditional market, accounting for 4% of total exports.

Key world exporters are Germany, Japan, the USA, Canada and the United Kingdom.

The non-traditional markets with the highest export potential for motor cars are geographically widely spread – from the Middle East to Latin America and Southeast Asia.

**Table 6: The Top-10 export destinations with the highest potential for HS 8703**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Israel	4,960	59%	2,491	yes	1.1
Iceland	408	40%	2,965	yes	0.0
Turkey	9,842	7%	1,431	yes	6.5
Lao PDR	381	519%	7,440	no	0.1
Morocco	1,983	25%	3,471	no	5.0
Mexico	9,941	5%	10,424	no	9.2
Dominican Republic	892	17%	8,828	no	9.9
Pakistan	1,009	13%	4,199	yes	74.4
Philippines	3,959	70%	8,932	no	20.6
Vietnam	747	34%	7,388	no	50.3

Source: authors' estimates

#### HS 8704: Motor vehicles for the transport of goods

Unlike exports of motor cars, Belarus' exports geography of motor vehicles for the transport of goods follows traditional patterns. In 2017, 72% of these vehicles were exported to Russia, 7% to Lithuania, and 6% to Ukraine. The United Arab Emirates were the largest non-traditional market, to which Belarus shipped 4% of total product exports. Key world exporters are Mexico, the USA, Germany, Japan and Thailand.

Similar to the case of motor cars, the non-traditional markets with the highest export potential for motor vehicles for the transport of goods are geographically widely spread – from the Middle East to America and Southeast Asia.

**Table 7: The Top-10 export destinations with the highest potential for HS 8704**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Israel	951	24%	2,491	yes	0.4
Turkey	1,154	-13%	1,431	yes	3.9
Iceland	72	50%	2,965	yes	0.0
Korea (South)	640	90%	7,293	no	2.8
New Zealand	1,044	2%	17,451	no	1.1
Mexico	2,159	6%	10,424	no	4.9
Argentina	1,356	44%	12,819	no	24.8
Pakistan	349	41%	4,199	yes	42.8
Canada	13,005	9%	7,158	no	2.1
Ethiopia	803	-24%	5,088	yes	14.6

Source: authors' estimates

HS 8428: Other lifting, handling, loading or unloading machinery

Belarus exports lifting machinery mostly to Russia that accounted for 79% of total in 2017. Another 8% of exports are shipped to Ukraine. Turkey is the largest non-traditional market for this product and the fifth export destination with the 1% share.

Key world exporters are Germany, China, Italy, the USA and the Netherlands.

Algeria is on the top of the list of the non-traditional markets with the highest export potential for lifting machinery, followed by several Middle East countries (Israel, Turkey).

**Table 8: The Top-10 export destinations with the highest potential for HS 8428**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Algeria	233	59%	2,669	yes	2.0
Israel	188	8%	2,491	yes	1.1
Turkey	634	19%	1,431	yes	0.0
Ethiopia	75	39%	5,088	yes	6.9
Morocco	122	107%	3,471	no	0.6
Vietnam	433	6%	7,388	no	2.2
Pakistan	163	238%	4,199	yes	25.0
Dominican Republic	86	90%	8,828	no	0.1
Macedonia, Republic of	14	90%	1,392	yes	0.0
Iceland	14	58%	2,965	yes	0.0

Source: authors' estimates

HS 9031: Measuring or checking instruments, appliances and machines

Exports of measuring instruments are relatively diversified, although the key destination is still the EAEU. Russia occupies 55% of exports in 2017, and Kazakhstan another 13%. China and Egypt, both belonging to the category of non-traditional markets, are the third and fourth largest destinations with 6% and 4% of exports, respectively.

Key world exporters are Germany, USA, Japan, China and Korea.

Some European countries outside the EU (FYR Macedonia and Iceland) are in the top of the list of the non-traditional markets with the highest export potential for this product. The second important region is the Middle East, including Oman and Bahrain.



**Table 9: The Top-10 export destinations with the highest potential for HS 9031**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Macedonia, Republic of	13	52%	1,392	yes	0.0
Iceland	7	65%	2,965	yes	0.0
Oman	23	15%	4,249	yes	1.5
Bahrain	8	9%	3,619	yes	1.7
Burkina Faso	2	67%	5,286	yes	7.9
Philippines	157	155%	8,932	no	1.0
Algeria	53	31%	2,669	yes	2.3
Turkey	326	-9%	1,431	yes	0.5
United Arab Emirates	162	-7%	3,961	yes	1.7
Jordan	7	3%	2,528	yes	2.0

Source: authors' estimates

HS 9021: Orthopaedic appliances, including crutches, surgical belts and trusses

Belarus exports orthopaedic appliances predominantly to the Russia market, 87% in 2017. Another 4% are shipped to Kazakhstan. Iceland is the third destination of exports and the largest among non-traditional markets, with 2% of total.

Key world exporters are the USA, the Netherlands, Switzerland, Ireland and Germany.

The top non-traditional market with the highest export potential for this product is China, followed by Turkey and Thailand.

**Table 10: The Top-10 export destinations with the highest potential for HS 9021**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
China	2,913	2%	6,481	yes	3.2
Turkey	443	4%	1,431	yes	0.0
Thailand	139	12%	7,674	yes	0.0
Korea (South)	642	7%	7,293	yes	0.7
Switzerland	1,825	4%	1,610	yes	0.0
Morocco	32	7%	3,471	yes	0.9
Kuwait	56	11%	3,193	yes	4.4
Bahrain	9	31%	3,619	yes	4.1
Macedonia, Republic of	11	16%	1,392	yes	0.0
Jordan	30	2%	2,528	yes	0.0

Source: authors' estimates

### HS 8507: Electric accumulators

Russia is the key importer of Belarusian electric accumulators, accounting for 82% of total. Other large importers are Ukraine and Kazakhstan. The largest non-traditional market is the USA, to which 0.3% of Belarus' exports are shipped.

Key world exporters are China, Korea, Japan, USA and Germany

The non-traditional markets with the highest export potential for Belarusian electric accumulators are the Middle East, including Turkey and Jordan, and Mediterranean Africa, namely Morocco and Tunisia.

**Table 11: The Top-10 export destinations with the highest potential for HS 8507**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Turkey	337	26%	1,431	yes	2.7
Jordan	29	9%	2,528	yes	5.0
Morocco	55	11%	3,471	no	1.7
Tunisia	26	10%	2,314	yes	10.7
Macedonia, Republic of	16	3%	1,392	yes	6.1
Philippines	202	75%	8,932	no	6.2
Norway	130	10%	1,217	yes	0.0
Ethiopia	58	-13%	5,088	yes	12.7
Qatar	67	-11%	3,753	yes	4.4
Switzerland	240	6%	1,610	yes	0.0

Source: authors' estimates

### HS 8708: Parts and accessories of the motor vehicles

Belarus exports parts of the motor vehicles mostly for the EAEU/CIS countries. The share of Russia is traditionally the largest at 76% in 2017. Other important destinations are Ukraine, Kazakhstan and Kyrgyzstan. Out of non-traditional markets, China is the largest with 1% of total.

Key world exporters are Germany, the USA, Japan, China and Mexico.

The countries of Middle East, namely Israel and Turkey, top the list of the non-traditional markets with the highest export potential for this product. China is the third by ranking and definitely the largest by value.

**Table 12: The Top-10 export destinations with the highest potential for HS 8708**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Israel	312	6%	2,491	yes	1.3
Turkey	5,185	4%	1,431	yes	3.8
China	25,469	9%	6,481	no	9.9
Palestinian Territory	41	18%	2,491	no	0.5
Vietnam	1,986	31%	7,388	no	11.7
Macedonia, Republic of	58	33%	1,392	yes	3.4
Qatar	170	8%	3,753	yes	5.0
Iceland	36	18%	2,965	yes	7.5
Lao PDR	36	42%	7,440	no	4.4
Pakistan	227	21%	4,199	yes	35.0

Source: authors' estimates

*HS 9022: Apparatus based on the use of X-rays or of alpha, beta or gamma radiations*

The main export destination of this apparatus is the USA, a non-traditional market for Belarus. The country exported 48% to this market in 2017. Russia is the second largest destination with 30%, and the third is Egypt (4%).

Germany, the USA, Japan, the Netherlands and China are key world exporters of X-ray and other radiation apparatus.

Tunisia and Oman head the list of the non-traditional markets with the highest export potential for this product. However, in terms of the potential market size, Turkey is the largest among the selected Top-10 destinations.

**Table 13: The Top-10 export destinations with the highest potential for HS 9022**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Tunisia	38	69%	2,314	yes	0.0
Oman	22	20%	4,249	yes	3.6
Iceland	9	55%	2,965	yes	0.0
Macedonia, Republic of	11	61%	1,392	yes	0.0
Morocco	51	36%	3,471	yes	2.5
Bahrain	11	158%	3,619	yes	5.0
Jordan	22	-5%	2,528	yes	1.1
Algeria	69	-8%	2,669	yes	2.9
Philippines	79	38%	8,932	no	1.9
Turkey	249	-8%	1,431	yes	0.4

Source: authors' estimates

*HS 9013: Liquid crystal devices; lasers; other optical appliances and instruments*

The largest share (71%) of liquid crystal devices are exported to Russia. Lithuania is the second largest destination with the 12% share in 2017. The USA is the third destination and the largest non-traditional market destination accounting for 4% of exports.

Key world exporters are China, Korea, Taipei (China), Japan and Hong Kong (China).

The non-traditional markets with the highest export potential for this category of instruments are primarily in the Middle East, with Saudi Arabia being on the top of the list.

**Table 14: The Top-10 export destinations with the highest potential for HS 9013**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Saudi Arabia	143	79%	3,623	yes	2.5
United Arab Emirates	110	191%	3,961	yes	3.1
Jordan	2	391%	2,528	yes	6.3
Bosnia and Herzegovina	1	62%	1,292	yes	2.1
Qatar	5	112%	3,753	yes	3.4
Egypt	2	22%	2,666	yes	2.2
Albania	0	261%	1,506	yes	0.3
Bahrain	0	34%	3,619	yes	3.2
Burkina Faso	1	3055%	5,286	yes	8.0
Iceland	1	46%	2,965	yes	0.0

Source: authors' estimates

*HS 8523: Discs, tapes, solid-state non-volatile storage devices, smart cards and other recording media*

China, the non-traditional market accounting for 46% of total exports in 2017, is the main export destination of Belarus' exports of recording media. Turkmenistan is the second largest partner (17%). Kazakhstan is the third destination with 14%.

Key world exporters are Taipei (China), Singapore, the USA, Hong Kong (China) and China itself.

The non-traditional markets with the highest export potential for recording media are in the Middle East (Jordan, Turkey, UAE, Bahrain, Israel), but also in Africa and Latin America.

**Table 15: The Top-10 export destinations with the highest potential for HS 8523**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Jordan	26	34%	2,528	yes	1.9
Turkey	282	-15%	1,431	yes	0.0
Senegal	18	67%	5,850	yes	19.6
United Arab Emirates	491	3%	3,961	yes	0.0
Paraguay	88	50%	11,957	yes	6.5
Ethiopia	419	294%	5,088	yes	18.8
Montenegro	3	-3%	1,914	yes	0.3
Bahrain	26	-8%	3,619	yes	0.2
Israel	161	-3%	2,491	yes	0.0
Iceland	12	4%	2,965	yes	0.0

Source: authors' estimates

#### HS 8411: Turbo-jets, turbo-propellers and other gas turbines

Germany is the main export destination of Belarus' exports of turbines, accounting for 37% of total in 2017. Russia is the second largest partner (34%). Sudan is the third destination and the largest non-traditional market, to which Belarus exports turbines, with 13%.

Key world exporters are the United Kingdom, France, the USA, Germany and Singapore.

The non-traditional markets with the highest export potential for turbines are in the Middle East (Turkey, Qatar, Bahrain, UAE), but also such distanced markets as Korea and Japan.

**Table 16: The Top-10 export destinations with the highest potential for HS 8411**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Turkey	1,104	40%	1,431	yes	0.6
Qatar	1,241	232%	3,753	yes	4.6
Morocco	93	4%	3,471	yes	0.2
Bahrain	149	54%	3,619	yes	4.5
Korea (South)	1,420	-12%	7,293	yes	1.3
United Arab Emirates	5,249	33%	3,961	yes	5.0
Japan	6,254	23%	8,145	yes	0.0
Botswana	5	405%	8,749	yes	0.0
Pakistan	466	360%	4,199	yes	2.8
Tunisia	153	284%	2,314	no	2.2

Source: authors' estimates

### HS 8512: Electrical lighting or signalling equipment

Belarus exports lightning and signalling equipment mostly to Russia that accounted for 93%, followed by Ukraine and Kazakhstan. The United Arab Emirates are the largest among non-traditional markets, to which Belarus exports, but its share is tiny 0.2%.

China, Germany, the USA, Mexico and Czech Republic are the key world exporter of this type of equipment.

Turkey is on the top of the list of the non-traditional markets with the highest export potential for lightning equipment. Two other large – larger than Turkey, but also much more distanced – markets are Mexico and Japan.

**Table 17: The Top-10 export destinations with the highest potential for HS 8512**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Turkey	342	11%	1,431	yes	2.7
Mexico	1,530	29%	10,424	no	0.8
Iceland	5	18%	2,965	yes	0.0
Albania	1	38%	1,506	yes	5.0
Israel	61	21%	2,491	yes	1.6
Bahrain	9	14%	3,619	yes	5.0
Macedonia, Republic of	3	5%	1,392	yes	8.0
Qatar	17	8%	3,753	yes	5.0
Japan	1,052	8%	8,145	no	0.0
El Salvador	7	20%	10,441	yes	0.7

Source: authors' estimates

### HS 8481: Taps, cocks, valves and similar appliances for pipes, boiler shells, tanks, vats or the like

Russia is the largest consumer of Belarus' taps, cocks and valves accounting for 88% of Belarus' exports in 2017. The second largest destination is Kazakhstan with the 3% share. Pakistan is the largest export destination among non-traditional markets, but its share is tiny at 0.3%.

China, Germany, the USA, Italy and Japan are key world exporters.

Several African countries including Algeria, Burkina Faso and Senegal are in the Top-10 of the non-traditional markets with the highest export potential for taps, cocks and valves produced in Belarus. The Middle East markets (Israel, Turkey, Jordan) also got high scores.

**Table 18: The Top-10 export destinations with the highest potential for HS 8481**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Algeria	495	27%	2,669	yes	15.0
Burkina Faso	12	50%	5,286	yes	5.0
Israel	318	16%	2,491	yes	3.0
Bosnia and Herzegovina	39	1%	1,292	yes	6.3
Turkey	1,132	13%	1,431	yes	2.2
Albania	18	12%	1,506	yes	0.0
Jordan	55	-12%	2,528	yes	2.0
Guatemala	51	1%	10,426	no	1.1
Iceland	23	15%	2,965	yes	0.0
Senegal	16	18%	5,850	yes	9.2

Source: authors' estimates

HS 9027: Instruments and apparatus for physical or chemical analysis

Russia is the largest consumer of Belarus' instrument for physical and chemical analysis with the share of exports at 74%. Kazakhstan's share is 4%. China is the third largest export destination and the largest among non-traditional markets, accounting for 4% of exports in 2017, and Japan is the fifth with the 3% share.

The USA, Germany, Japan, Singapore and the United Kingdom are key world exporters.

The non-traditional markets with the highest export potential for this product are much distanced from each other. Israel has the highest potential, China is the second, and Turkey is the third in the list.

**Table 19: The Top-10 export destinations with the highest potential for HS 9027**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Israel	152	16%	2,491	yes	0.4
China	7,262	10%	6,481	yes	2.3
Turkey	339	10%	1,431	yes	0.3
Jordan	23	7%	2,528	yes	1.3
Morocco	43	11%	3,471	yes	0.7
Singapore	1,340	8%	9,010	yes	0.0
Sri Lanka	21	23%	7,006	yes	0.0
Pakistan	64	16%	4,199	yes	3.0
Nepal	9	48%	5,475	yes	2.5
Vietnam	228	28%	7,388	no	0.0

Source: authors' estimates

HS 8702: Motor vehicles for the transport of ten or more persons, including the driver

In 2017, Belarus exported motor vehicles for the transport of 10 or more persons only to six countries. Russia was the leading destination accounting for 58% of total exports, and Ukraine was the second with the 29% share. Serbia is the third among all importers and the largest export destination among the non-traditional markets, its share is 8%.

Key world exporters are Japan, China, Turkey, Germany and Poland.

Similar to other vehicles, the non-traditional markets with the highest export potential for motor vehicles for the transport of 10 or more persons are geographically widely spread – from the Middle East to Southeast Asia and America.

**Table 20: The Top-10 export destinations with the highest potential for HS 8702**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Israel	214	74%	2,491	yes	2.3
Myanmar	312	36%	7,121	no	2.5
Senegal	72	227%	5,850	yes	8.3
Costa Rica	141	49%	10,487	yes	7.6
Norway	254	65%	1,217	yes	0.0
Ecuador	81	13%	11,080	yes	9.2
Iceland	48	154%	2,965	no	0.0
New Zealand	68	94%	17,451	no	2.9
Dominican Republic	70	10%	8,828	yes	12.1
Mexico	285	7%	10,424	no	7.2

Source: authors' estimates

HS 9018: Instruments and appliances used in medical, surgical, dental or veterinary sciences

Slovakia is the main destination of Belarus' exports of medical instruments, accounting for 52% of exports in 2017. Russia is the second largest destination with 35%, and Lithuania is the third. Switzerland is the fourth largest export destination and the largest among non-traditional markets, to which Belarus supplies these instruments. The share of Switzerland is 2%.

The USA, Germany, the Netherlands, Mexico and Belgium are the largest world exporters.

Turkey and China are the largest among the non-traditional markets with the highest export potential for this product.



**Table 21: The Top-10 export destinations with the highest potential for HS 9018**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Turkey	946	2%	1,431	yes	0.0
China	6,779	12%	6,481	yes	3.6
Tanzania, United Republic of	57	26%	6,846	yes	0.0
Philippines	242	28%	8,932	no	1.0
Morocco	129	-1%	3,471	yes	0.8
Israel	484	10%	2,491	yes	0.4
Macedonia, Republic of	23	21%	1,392	yes	0.0
Tunisia	110	1%	2,314	yes	3.9
Indonesia	440	33%	9,869	no	5.0
Jordan	118	-14%	2,528	yes	0.0

Source: authors' estimates

#### HS 8541: Diodes, transistors and similar semiconductor devices

Russia is the main destination for Belarus exports of diodes and transistors, accounting for 94% in 2017. The next two positions are taken by Taipei (China) and China, the non-traditional markets for Belarus. Their shares were 0.7% each.

Key world exporters of semiconductors are China, Hong Kong, Japan, Malaysia, and Singapore.

Turkey is on the top of the list of the non-traditional markets with the highest export potential for semiconductors from Belarus, followed by Pakistan and Egypt.

**Table 22: The Top-10 export destinations with the highest potential for HS 8541**

	Country imports, USD m, 2016	Country imports, % change, 2016/2015	Distance to Belarus, km	Distance advantage, yes/no	Import duty, %
Turkey	2,964	370%	1,431	yes	0.0
Pakistan	498	11%	4,199	yes	2.8
Egypt	83	25%	2,666	yes	0.0
United Arab Emirates	186	195%	3,961	yes	0.0
Benin	5	9%	5,741	yes	0.5
Saudi Arabia	46	0%	3,623	yes	0.0
Senegal	32	838%	5,850	yes	4.0
Algeria	30	-85%	2,669	yes	2.5
Cameroon	38	4328%	5,752	yes	10.0
Morocco	356	30%	3,471	yes	2.5

Source: authors' estimates

## 5. Conclusions

Machinery exports play an important role in Belarus' exports of goods, but the exports structure is highly concentrated on the Russian market. The diversification of exports to new, especially non-traditional, markets would stimulate economic growth and reduce the volatility of the economy, especially its exposure to external shocks.

We used the export potential analysis methodology to study the potential of Belarus' machinery exports to non-traditional markets, i.e. markets other than the EAEU, the CIS and the EU. The analysis was done in two stages. First, the Top-20 Belarusian machinery products were selected based on their export performance (e.g. value, growth, revealed comparative advantage) and the absorption capacity of the non-traditional markets as a whole. Second, for each of Top-20 products, an analysis was done to find the Top-10 countries featuring the best combination of import value and dynamism of the destination country as well as its proximity to Belarus and import duties applied.

The resulting list of countries shows that Belarus should target the markets of Turkey, other Middle East countries (Israel, Jordan, Bahrein, and Qatar), some smaller European countries (Iceland, FYR Macedonia), Mediterranean Africa (Morocco, Tunisia) and South Asia (Pakistan, China) primarily. The analysis of the current export patterns of the Top-20 products shows that these markets currently play a very small role in Belarus exports, while they are large and growing importers of machinery products.

There are several important disclaimers relevant for this study. First, the analysis was done at the HS 4-digit level. Actual export decisions should be taken at the level of HS 6-digits or even national tariff lines. Thus, the analysis has to be treated as a first step only. Second, our assessment methodology could be refined further in future research. Apart from the indicators included in our analysis, other important factors that could play a role for a policy decision regarding export promotion and market entrance could be considered in the analytical process. Such factors could e.g. include domestic supply factors or the socio-economic impact.

## Annex

**Table A1: Scores for the Top-20 machinery products with the highest export potential on non-traditional markets**

HS code	score_BEL exp value2016	score_BEL exp value2012-2016	score_BEL exp growth2016	score_BEL exp growth2012-2016	score_BEL share in world exp 2016	SCORE average BEL share in world exp 2012-2016	score_BEL RCA2016	Supply average	score_Non-traditional_import value2016	score_sum2012-2016_Non-traditional import	score_Non-traditional import growth2016	score_Non-traditional import growth2012-2016	Demand average	Composite average (Stage I)	Composite rank
8516	94	90	81	81	90	81	90	87	78	76	57	62	68	77	1
8537	91	89	79	69	82	76	0	69	86	83	80	88	84	77	2
8418	98	98	57	0	96	96	96	77	80	79	62	81	76	76	3
8703	99	95	89	97	62	43	0	69	96	96	66	73	83	76	4
8704	100	100	53	0	96	97	96	77	93	94	60	42	72	75	5
8428	96	97	69	0	95	95	95	78	75	74	42	80	68	73	6
9031	80	76	86	69	65	58	0	62	83	82	83	86	83	73	7
9021	77	59	96	94	56	35	0	60	82	81	86	87	84	72	8
8507	84	77	76	87	71	59	0	65	78	77	76	82	78	72	9
8708	98	99	60	0	70	70	0	57	95	95	73	75	85	71	10
9022	83	78	61	80	83	72	0	65	71	72	81	67	73	69	11
9013	96	95	55	76	89	82	89	83	90	92	14	21	54	69	12
8523	76	70	94	88	53	50	0	61	86	86	76	53	75	68	13
8411	55	49	82	73	19	16	0	42	94	93	92	92	93	67	14
8512	74	71	80	0	63	60	0	50	74	71	94	99	84	67	15
8481	93	91	61	70	73	68	0	65	89	89	37	60	69	67	16
9027	72	68	48	71	49	52	0	52	81	80	82	85	82	67	17
8702	95	96	82	0	97	97	97	81	63	63	43	44	53	67	18
9018	89	90	0	0	60	61	0	43	91	90	85	89	89	66	19
8541	71	69	0	70	36	36	0	40	95	95	80	94	91	66	20

Source: authors' estimates

**Table A2: Scores for the Top-10 non-traditional markets for each of the selected Top-20 machinery exports products**

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
<b>HS 8516</b>														
Tunisia	77	74	87	71	<b>77</b>	92	63	72	96	74	73	<b>78</b>	<b>78</b>	<b>1</b>
Myanmar	82	75	98	99	<b>89</b>	53	0	68	77	95	91	<b>64</b>	<b>76</b>	<b>2</b>
China	98	96	80	68	<b>86</b>	58	0	58	91	98	95	<b>67</b>	<b>76</b>	<b>3</b>
Palestinian Territory	70	68	88	81	<b>77</b>	91	0	92	98	92	84	<b>76</b>	<b>76</b>	<b>4</b>
Albania	68	66	91	71	<b>74</b>	97	71	88	98	56	51	<b>77</b>	<b>76</b>	<b>5</b>
Morocco	79	80	67	75	<b>75</b>	85	80	84	96	58	53	<b>76</b>	<b>76</b>	<b>6</b>
Macedonia, Republic of	69	67	84	68	<b>72</b>	98	80	78	94	63	60	<b>79</b>	<b>76</b>	<b>7</b>
Iceland	65	61	84	89	<b>75</b>	87	73	99	0	99	96	<b>76</b>	<b>75</b>	<b>8</b>
Israel	87	87	68	70	<b>78</b>	91	84	73	0	91	85	<b>71</b>	<b>74</b>	<b>9</b>
Pakistan	73	70	70	96	<b>77</b>	82	61	43	60	94	87	<b>71</b>	<b>74</b>	<b>10</b>
<b>HS 8537</b>														
Turkey	94	94	77	76	<b>85</b>	98	93	89	85	98	0	<b>77</b>	<b>81</b>	<b>1</b>
Jordan	75	73	79	70	<b>74</b>	90	95	77	95	73	81	<b>85</b>	<b>80</b>	<b>2</b>
Qatar	87	87	81	77	<b>83</b>	84	77	77	66	73	77	<b>76</b>	<b>79</b>	<b>3</b>
Morocco	82	82	90	70	<b>81</b>	85	0	81	98	92	96	<b>75</b>	<b>78</b>	<b>4</b>
Algeria	89	88	78	81	<b>84</b>	88	90	20	73	80	82	<b>72</b>	<b>78</b>	<b>5</b>
Montenegro	66	57	98	92	<b>78</b>	95	0	91	97	86	85	<b>76</b>	<b>77</b>	<b>6</b>
United Arab Emirates	96	95	74	74	<b>85</b>	82	92	71	0	77	88	<b>69</b>	<b>77</b>	<b>7</b>
Pakistan	85	79	96	98	<b>89</b>	82	74	19	0	95	99	<b>62</b>	<b>76</b>	<b>8</b>
Chile	88	88	94	91	<b>90</b>	10	0	88	98	64	93	<b>59</b>	<b>75</b>	<b>9</b>
Bahrain	74	71	84	59	<b>72</b>	85	71	76	65	77	88	<b>77</b>	<b>74</b>	<b>10</b>
<b>HS 8418</b>														
Israel	89	88	86	0	<b>66</b>	91	87	82	95	85	87	<b>88</b>	<b>77</b>	<b>1</b>
Morocco	84	83	68	70	<b>76</b>	85	81	69	90	57	59	<b>73</b>	<b>75</b>	<b>2</b>
Mexico	96	96	71	73	<b>84</b>	19	0	85	91	99	95	<b>65</b>	<b>74</b>	<b>3</b>
Iceland	60	51	92	87	<b>72</b>	87	72	99	0	98	97	<b>75</b>	<b>74</b>	<b>4</b>

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
<b>Qatar</b>	81	80	0	79	<b>60</b>	84	90	78	54	94	93	<b>82</b>	<b>71</b>	<b>5</b>
<b>Niger</b>	53	39	99	99	<b>73</b>	76	89	57	57	78	46	<b>67</b>	<b>70</b>	<b>6</b>
<b>Vietnam</b>	95	92	72	92	<b>88</b>	50	0	60	78	66	58	<b>52</b>	<b>70</b>	<b>7</b>
<b>Jordan</b>	78	74	87	85	<b>81</b>	90	88	77	94	0	0	<b>58</b>	<b>70</b>	<b>8</b>
<b>Macedonia, Republic of</b>	63	57	88	78	<b>72</b>	98	0	86	97	62	61	<b>67</b>	<b>69</b>	<b>9</b>
<b>Sri Lanka</b>	74	68	95	81	<b>80</b>	56	0	64	65	85	82	<b>59</b>	<b>69</b>	<b>10</b>
<b>HS 8703</b>														
<b>Israel</b>	92	90	96	89	<b>92</b>	91	79	90	99	75	78	<b>85</b>	<b>89</b>	<b>1</b>
<b>Iceland</b>	73	63	94	95	<b>81</b>	87	73	99	0	90	91	<b>73</b>	<b>77</b>	<b>2</b>
<b>Turkey</b>	94	94	74	80	<b>86</b>	98	74	77	0	75	82	<b>68</b>	<b>77</b>	<b>3</b>
<b>Lao PDR</b>	71	53	99	99	<b>81</b>	50	0	92	94	93	94	<b>71</b>	<b>76</b>	<b>4</b>
<b>Morocco</b>	85	83	87	76	<b>83</b>	85	0	80	81	74	87	<b>68</b>	<b>75</b>	<b>5</b>
<b>Mexico</b>	95	95	73	78	<b>85</b>	19	0	72	98	88	88	<b>61</b>	<b>73</b>	<b>6</b>
<b>Dominican Republic</b>	78	75	81	92	<b>82</b>	34	0	69	77	92	91	<b>60</b>	<b>71</b>	<b>7</b>
<b>Pakistan</b>	80	78	78	73	<b>77</b>	82	69	20	73	70	68	<b>63</b>	<b>70</b>	<b>8</b>
<b>Philippines</b>	91	85	96	95	<b>92</b>	32	0	44	78	66	70	<b>48</b>	<b>70</b>	<b>9</b>
<b>Vietnam</b>	77	70	92	98	<b>84</b>	50	0	22	74	89	80	<b>52</b>	<b>68</b>	<b>10</b>
<b>HS 8704</b>														
<b>Israel</b>	91	86	88	87	<b>88</b>	91	82	89	97	68	81	<b>85</b>	<b>86</b>	<b>1</b>
<b>Turkey</b>	93	92	0	77	<b>65</b>	98	83	75	88	88	91	<b>87</b>	<b>76</b>	<b>2</b>
<b>Iceland</b>	61	50	94	99	<b>76</b>	87	74	99	0	92	94	<b>74</b>	<b>75</b>	<b>3</b>
<b>Korea (South)</b>	88	80	95	98	<b>90</b>	51	0	82	0	95	94	<b>54</b>	<b>72</b>	<b>4</b>
<b>New Zealand</b>	92	89	71	88	<b>85</b>	4	0	87	72	91	95	<b>58</b>	<b>72</b>	<b>5</b>
<b>Mexico</b>	97	96	75	74	<b>86</b>	19	0	71	96	75	85	<b>58</b>	<b>72</b>	<b>6</b>
<b>Argentina</b>	95	93	92	80	<b>90</b>	11	0	25	78	95	96	<b>51</b>	<b>70</b>	<b>7</b>
<b>Pakistan</b>	81	71	91	92	<b>84</b>	82	75	18	68	74	0	<b>53</b>	<b>68</b>	<b>8</b>
<b>Canada</b>	99	99	78	0	<b>69</b>	52	0	84	82	92	72	<b>64</b>	<b>66</b>	<b>9</b>
<b>Ethiopia</b>	89	87	0	87	<b>66</b>	75	88	37	70	61	69	<b>67</b>	<b>66</b>	<b>9</b>

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
<b>HS 8428</b>														
Algeria	88	84	90	89	<b>88</b>	88	80	68	91	85	91	<b>84</b>	<b>86</b>	<b>1</b>
Israel	87	86	70	73	<b>79</b>	91	87	72	95	74	79	<b>83</b>	<b>81</b>	<b>2</b>
Turkey	96	95	76	80	<b>87</b>	98	96	99	0	65	67	<b>71</b>	<b>79</b>	<b>3</b>
Ethiopia	78	77	87	95	<b>84</b>	75	97	33	74	70	66	<b>69</b>	<b>77</b>	<b>4</b>
Morocco	83	81	93	88	<b>86</b>	85	0	75	97	64	58	<b>63</b>	<b>75</b>	<b>5</b>
Vietnam	93	91	70	91	<b>86</b>	50	0	65	92	87	81	<b>63</b>	<b>74</b>	<b>6</b>
Pakistan	84	80	98	98	<b>90</b>	82	77	20	0	99	69	<b>58</b>	<b>74</b>	<b>7</b>
Dominican Republic	80	74	91	96	<b>85</b>	34	0	77	82	91	87	<b>62</b>	<b>74</b>	<b>8</b>
Macedonia, Republic of	66	60	92	90	<b>77</b>	98	69	99	0	75	63	<b>67</b>	<b>72</b>	<b>9</b>
Iceland	67	62	89	72	<b>73</b>	87	74	99	0	88	82	<b>72</b>	<b>72</b>	<b>10</b>
<b>HS 9031</b>														
Macedonia, Republic of	75	74	87	95	<b>82</b>	98	68	99	0	95	89	<b>75</b>	<b>79</b>	<b>1</b>
Iceland	70	63	89	91	<b>78</b>	87	78	99	0	92	91	<b>75</b>	<b>76</b>	<b>2</b>
Oman	78	78	75	81	<b>78</b>	81	68	70	94	89	0	<b>67</b>	<b>73</b>	<b>3</b>
Bahrain	72	67	72	93	<b>76</b>	85	83	68	90	86	0	<b>69</b>	<b>72</b>	<b>4</b>
Burkina Faso	57	50	89	62	<b>65</b>	75	89	37	76	93	90	<b>77</b>	<b>71</b>	<b>5</b>
Philippines	88	86	96	87	<b>89</b>	32	0	73	0	90	88	<b>47</b>	<b>68</b>	<b>6</b>
Algeria	84	84	79	77	<b>81</b>	88	79	65	95	0	0	<b>54</b>	<b>68</b>	<b>7</b>
Turkey	91	91	0	0	<b>45</b>	98	90	76	86	92	89	<b>88</b>	<b>67</b>	<b>8</b>
United Arab Emirates	88	90	0	0	<b>45</b>	82	99	70	92	95	94	<b>89</b>	<b>67</b>	<b>9</b>
Jordan	71	71	68	83	<b>73</b>	90	89	67	96	0	0	<b>57</b>	<b>65</b>	<b>10</b>
<b>HS 9021</b>														
China	99	98	68	83	<b>87</b>	58	88	39	88	99	98	<b>78</b>	<b>83</b>	<b>1</b>
Turkey	94	94	71	58	<b>79</b>	98	98	99	0	94	98	<b>81</b>	<b>80</b>	<b>2</b>
Thailand	87	87	81	70	<b>81</b>	48	87	99	0	95	80	<b>68</b>	<b>75</b>	<b>3</b>
Korea (South)	96	95	77	65	<b>83</b>	51	81	60	95	0	96	<b>64</b>	<b>74</b>	<b>4</b>
Switzerland	98	98	70	65	<b>83</b>	96	93	0	0	97	99	<b>64</b>	<b>73</b>	<b>5</b>

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
Morocco	78	77	77	71	<b>76</b>	85	86	59	98	0	81	<b>68</b>	<b>72</b>	<b>6</b>
Kuwait	84	80	80	0	<b>61</b>	86	99	34	80	98	92	<b>82</b>	<b>71</b>	<b>7</b>
Bahrain	70	68	87	93	<b>79</b>	85	70	35	84	0	77	<b>58</b>	<b>69</b>	<b>8</b>
Macedonia, Republic of	73	71	82	74	<b>75</b>	98	89	99	0	0	88	<b>62</b>	<b>69</b>	<b>9</b>
Jordan	78	77	67	68	<b>72</b>	90	95	99	0	0	91	<b>63</b>	<b>67</b>	<b>10</b>
<b>HS 8507</b>														
Turkey	92	90	90	73	<b>86</b>	98	99	84	0	93	91	<b>77</b>	<b>82</b>	<b>1</b>
Jordan	72	70	77	68	<b>72</b>	90	76	69	91	70	68	<b>77</b>	<b>75</b>	<b>2</b>
Morocco	78	80	81	68	<b>77</b>	85	0	89	99	81	76	<b>72</b>	<b>74</b>	<b>3</b>
Tunisia	70	70	80	56	<b>69</b>	92	68	57	87	87	85	<b>79</b>	<b>74</b>	<b>4</b>
Macedonia, Republic of	64	63	71	91	<b>72</b>	98	63	67	89	71	67	<b>76</b>	<b>74</b>	<b>5</b>
Philippines	88	87	97	92	<b>91</b>	32	0	66	78	76	72	<b>54</b>	<b>73</b>	<b>6</b>
Norway	87	86	79	67	<b>80</b>	99	94	0	0	96	97	<b>64</b>	<b>72</b>	<b>7</b>
Ethiopia	80	74	0	99	<b>63</b>	75	91	54	70	98	95	<b>81</b>	<b>72</b>	<b>8</b>
Qatar	81	82	0	90	<b>63</b>	84	78	75	61	89	89	<b>79</b>	<b>71</b>	<b>9</b>
Switzerland	89	89	75	58	<b>78</b>	96	88	0	0	99	99	<b>64</b>	<b>71</b>	<b>10</b>
<b>HS 8708</b>														
Israel	82	82	74	71	<b>77</b>	91	93	91	98	80	84	<b>89</b>	<b>83</b>	<b>1</b>
Turkey	96	95	71	75	<b>85</b>	98	91	84	0	73	74	<b>70</b>	<b>77</b>	<b>2</b>
China	99	99	76	76	<b>87</b>	58	0	56	92	92	92	<b>65</b>	<b>76</b>	<b>3</b>
Palestinian Territory	64	60	87	89	<b>75</b>	91	0	94	99	88	88	<b>77</b>	<b>76</b>	<b>4</b>
Vietnam	91	89	93	97	<b>93</b>	50	0	46	90	85	78	<b>58</b>	<b>75</b>	<b>5</b>
Macedonia, Republic of	67	61	94	99	<b>80</b>	98	91	87	0	71	71	<b>70</b>	<b>75</b>	<b>6</b>
Qatar	78	77	75	78	<b>77</b>	84	82	77	0	89	91	<b>71</b>	<b>74</b>	<b>7</b>
Iceland	63	54	87	91	<b>74</b>	87	80	67	0	95	94	<b>70</b>	<b>72</b>	<b>8</b>
Lao PDR	62	58	96	99	<b>79</b>	50	0	81	97	75	83	<b>64</b>	<b>71</b>	<b>9</b>
Pakistan	79	78	89	82	<b>82</b>	82	69	18	0	90	81	<b>57</b>	<b>69</b>	<b>10</b>
<b>HS 9022</b>														

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
Tunisia	81	79	91	77	<b>82</b>	92	91	99	0	87	81	<b>75</b>	<b>78</b>	<b>1</b>
Oman	78	76	85	80	<b>80</b>	81	80	53	89	73	83	<b>77</b>	<b>78</b>	<b>2</b>
Iceland	68	61	88	92	<b>77</b>	87	77	99	0	99	98	<b>77</b>	<b>77</b>	<b>3</b>
Macedonia, Republic of	70	64	89	92	<b>79</b>	98	85	99	0	82	85	<b>75</b>	<b>77</b>	<b>3</b>
Morocco	82	80	87	85	<b>83</b>	85	89	58	0	81	82	<b>66</b>	<b>75</b>	<b>5</b>
Bahrain	70	65	95	68	<b>75</b>	85	96	49	0	94	92	<b>69</b>	<b>72</b>	<b>6</b>
Jordan	78	77	0	75	<b>58</b>	90	97	64	82	80	89	<b>84</b>	<b>71</b>	<b>7</b>
Algeria	85	84	0	77	<b>62</b>	88	84	55	91	81	80	<b>80</b>	<b>71</b>	<b>8</b>
Philippines	86	83	88	89	<b>86</b>	32	0	62	92	63	60	<b>51</b>	<b>69</b>	<b>9</b>
Turkey	94	94	0	70	<b>64</b>	98	99	68	0	82	86	<b>72</b>	<b>68</b>	<b>10</b>
<b>HS 9013</b>														
Saudi Arabia	91	89	84	92	<b>89</b>	84	86	71	94	99	0	<b>72</b>	<b>81</b>	<b>1</b>
United Arab Emirates	90	88	89	76	<b>86</b>	82	92	66	86	98	0	<b>71</b>	<b>78</b>	<b>2</b>
Jordan	80	73	93	98	<b>86</b>	90	78	46	98	99	0	<b>69</b>	<b>77</b>	<b>3</b>
Bosnia and Herzegovina	74	66	82	91	<b>78</b>	99	77	73	96	0	0	<b>57</b>	<b>68</b>	<b>4</b>
Qatar	84	81	87	87	<b>85</b>	84	75	64	81	0	0	<b>51</b>	<b>68</b>	<b>5</b>
Egypt	77	85	74	74	<b>77</b>	88	88	72	95	0	0	<b>57</b>	<b>67</b>	<b>6</b>
Albania	57	44	90	84	<b>69</b>	97	98	79	92	0	0	<b>61</b>	<b>65</b>	<b>7</b>
Bahrain	68	60	78	86	<b>73</b>	85	89	65	83	0	0	<b>54</b>	<b>63</b>	<b>8</b>
Burkina Faso	72	58	98	90	<b>80</b>	75	63	43	79	0	0	<b>43</b>	<b>61</b>	<b>9</b>
Iceland	76	75	80	82	<b>78</b>	87	81	99	0	0	0	<b>44</b>	<b>61</b>	<b>10</b>
<b>HS 8523</b>														
Jordan	71	70	91	91	<b>80</b>	90	92	70	0	99	92	<b>74</b>	<b>77</b>	<b>1</b>
Turkey	90	91	0	0	<b>45</b>	98	97	99	99	95	90	<b>96</b>	<b>71</b>	<b>2</b>
Senegal	67	62	96	94	<b>80</b>	68	93	27	0	93	89	<b>62</b>	<b>71</b>	<b>3</b>
United Arab Emirates	92	93	78	0	<b>66</b>	82	83	99	99	86	0	<b>75</b>	<b>70</b>	<b>4</b>
Paraguay	81	81	93	0	<b>64</b>	14	98	58	83	99	95	<b>74</b>	<b>69</b>	<b>5</b>
Ethiopia	91	81	99	99	<b>93</b>	75	80	32	71	0	0	<b>43</b>	<b>68</b>	<b>6</b>



	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
Montenegro	52	45	0	87	46	95	89	80	82	89	82	86	66	7
Bahrain	71	67	0	95	58	85	68	82	0	96	94	71	65	8
Israel	86	84	0	88	64	91	94	99	99	0	0	64	64	9
Iceland	63	63	79	0	51	87	82	99	0	96	91	76	63	10
<b>HS 8411</b>														
Turkey	92	90	82	80	86	98	94	68	84	82	92	86	86	1
Qatar	94	88	89	91	90	84	74	47	0	90	99	66	78	2
Morocco	78	75	74	92	80	85	68	71	98	88	0	68	74	3
Bahrain	80	77	85	86	82	85	71	48	80	95	0	63	73	4
Korea (South)	94	94	0	63	63	51	71	64	95	89	99	78	71	5
United Arab Emirates	97	96	81	71	87	82	98	46	0	99	0	54	70	6
Japan	98	98	78	76	88	44	75	99	0	98	0	53	70	7
Botswana	68	56	94	95	78	35	70	99	0	91	77	62	70	8
Pakistan	87	83	92	90	88	82	88	55	82	0	0	51	70	9
Tunisia	81	78	91	85	84	92	0	59	92	0	80	54	69	10
<b>HS 8512</b>														
Turkey	96	95	74	78	86	98	84	82	0	89	89	74	80	1
Mexico	98	98	90	94	95	19	0	89	76	83	77	57	76	2
Iceland	69	67	82	80	75	87	73	99	0	97	98	76	75	3
Albania	57	48	92	69	67	97	70	78	91	75	71	80	73	4
Israel	86	85	85	84	85	91	95	85	95	0	0	61	73	5
Bahrain	73	71	79	82	76	85	77	78	0	88	89	70	73	6
Macedonia, Republic of	65	62	68	96	73	98	86	63	0	92	92	72	72	7
Qatar	79	79	73	70	75	84	76	78	0	88	88	69	72	8
Japan	97	97	73	80	87	44	0	99	0	99	98	57	72	9
El Salvador	71	69	84	79	76	18	68	91	82	65	70	66	71	10
<b>HS 8481</b>														
Algeria	88	87	89	88	88	88	91	28	89	0	79	63	75	1

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
Burkina Faso	58	51	94	85	<b>72</b>	75	80	59	91	94	69	<b>78</b>	<b>75</b>	<b>2</b>
Israel	84	82	84	70	<b>80</b>	91	98	74	89	0	62	<b>69</b>	<b>74</b>	<b>3</b>
Bosnia and Herzegovina	71	68	75	77	<b>73</b>	99	75	54	75	90	60	<b>76</b>	<b>74</b>	<b>4</b>
Turkey	93	92	82	83	<b>87</b>	98	95	81	0	0	92	<b>61</b>	<b>74</b>	<b>5</b>
Albania	62	53	81	91	<b>72</b>	97	81	99	0	92	55	<b>71</b>	<b>71</b>	<b>6</b>
Jordan	74	73	0	75	<b>55</b>	90	81	81	92	91	56	<b>82</b>	<b>69</b>	<b>7</b>
Guatemala	73	71	76	78	<b>75</b>	19	0	88	98	94	65	<b>61</b>	<b>68</b>	<b>8</b>
Iceland	68	58	83	95	<b>76</b>	87	70	99	0	0	98	<b>59</b>	<b>68</b>	<b>9</b>
Senegal	60	56	86	74	<b>69</b>	68	78	46	65	87	51	<b>66</b>	<b>67</b>	<b>10</b>
<b>HS 9027</b>														
Israel	88	87	85	67	<b>82</b>	91	95	66	98	98	96	<b>91</b>	<b>86</b>	<b>1</b>
China	99	99	79	80	<b>89</b>	58	70	58	82	89	80	<b>73</b>	<b>81</b>	<b>2</b>
Turkey	92	92	78	69	<b>83</b>	98	96	67	88	61	65	<b>79</b>	<b>81</b>	<b>3</b>
Jordan	77	74	75	86	<b>78</b>	90	98	61	98	70	73	<b>82</b>	<b>80</b>	<b>4</b>
Morocco	80	79	80	77	<b>79</b>	85	88	65	99	60	61	<b>76</b>	<b>78</b>	<b>5</b>
Singapore	96	96	77	77	<b>87</b>	30	79	99	0	95	83	<b>64</b>	<b>75</b>	<b>6</b>
Sri Lanka	76	73	88	88	<b>81</b>	56	77	99	0	92	88	<b>69</b>	<b>75</b>	<b>7</b>
Pakistan	82	81	84	82	<b>82</b>	82	95	51	0	93	81	<b>67</b>	<b>75</b>	<b>8</b>
Nepal	69	61	96	92	<b>80</b>	73	73	55	0	96	97	<b>66</b>	<b>73</b>	<b>9</b>
Vietnam	91	88	91	90	<b>90</b>	50	0	99	0	91	82	<b>54</b>	<b>72</b>	<b>10</b>
<b>HS 8702</b>														
Israel	94	87	92	96	<b>92</b>	91	81	88	95	81	82	<b>87</b>	<b>89</b>	<b>1</b>
Myanmar	96	87	84	97	<b>91</b>	53	0	88	75	79	76	<b>62</b>	<b>76</b>	<b>2</b>
Senegal	82	71	97	89	<b>85</b>	68	89	64	0	94	88	<b>67</b>	<b>76</b>	<b>3</b>
Costa Rica	88	81	88	88	<b>86</b>	17	60	69	89	64	64	<b>60</b>	<b>73</b>	<b>4</b>
Norway	94	92	91	72	<b>87</b>	99	60	0	0	98	99	<b>59</b>	<b>73</b>	<b>5</b>
Ecuador	83	80	77	77	<b>79</b>	16	69	56	88	92	84	<b>67</b>	<b>73</b>	<b>6</b>
Iceland	75	64	95	96	<b>83</b>	87	0	99	0	97	96	<b>63</b>	<b>73</b>	<b>7</b>

	Score value 2016	Score value 2012-2016	Score growth 2016	Score growth 2012-2016	Demand average	Score distance	Score distance advantage	Score duty	Score duty advantage	Score UV ratio 2016	Score UV average 2012-2016	Interaction average	Composite average (Stage II)	Composite rank
<b>New Zealand</b>	81	73	94	91	<b>85</b>	4	0	85	77	94	93	<b>59</b>	<b>72</b>	<b>8</b>
<b>Dominican Republic</b>	82	77	74	82	<b>79</b>	34	81	47	68	74	78	<b>64</b>	<b>71</b>	<b>9</b>
<b>Mexico</b>	95	94	73	81	<b>86</b>	19	0	70	96	72	74	<b>55</b>	<b>71</b>	<b>10</b>
<b>HS 9018</b>														
<b>Turkey</b>	92	92	65	58	<b>77</b>	98	98	99	0	94	94	<b>80</b>	<b>79</b>	<b>1</b>
<b>China</b>	99	99	82	82	<b>90</b>	58	83	58	88	0	99	<b>65</b>	<b>77</b>	<b>2</b>
<b>Tanzania, United Republic of</b>	73	71	91	89	<b>81</b>	57	79	99	0	80	69	<b>64</b>	<b>73</b>	<b>3</b>
<b>Philippines</b>	82	81	92	94	<b>87</b>	32	0	67	87	82	73	<b>57</b>	<b>72</b>	<b>4</b>
<b>Morocco</b>	78	78	0	79	<b>59</b>	85	89	68	96	88	82	<b>85</b>	<b>72</b>	<b>5</b>
<b>Israel</b>	89	88	79	73	<b>82</b>	91	95	72	97	0	0	<b>59</b>	<b>71</b>	<b>6</b>
<b>Macedonia, Republic of</b>	59	58	89	65	<b>68</b>	98	93	99	0	76	73	<b>73</b>	<b>71</b>	<b>7</b>
<b>Tunisia</b>	77	77	64	73	<b>73</b>	92	84	58	0	87	86	<b>68</b>	<b>70</b>	<b>8</b>
<b>Indonesia</b>	88	85	94	94	<b>90</b>	23	0	53	81	72	67	<b>49</b>	<b>70</b>	<b>9</b>
<b>Jordan</b>	77	77	0	75	<b>57</b>	90	98	99	0	99	98	<b>81</b>	<b>69</b>	<b>10</b>
<b>HS 8541</b>														
<b>Turkey</b>	94	93	96	94	<b>94</b>	98	97	99	0	0	0	<b>49</b>	<b>72</b>	<b>1</b>
<b>Pakistan</b>	90	88	76	98	<b>88</b>	84	51	56	84	0	0	<b>46</b>	<b>67</b>	<b>2</b>
<b>Egypt</b>	85	81	80	95	<b>85</b>	91	92	99	0	0	0	<b>47</b>	<b>66</b>	<b>3</b>
<b>United Arab Emirates</b>	87	86	95	79	<b>87</b>	84	68	99	0	0	0	<b>42</b>	<b>64</b>	<b>4</b>
<b>Benin</b>	60	51	73	99	<b>71</b>	73	77	66	99	0	0	<b>53</b>	<b>62</b>	<b>5</b>
<b>Saudi Arabia</b>	84	80	71	76	<b>77</b>	86	84	99	0	0	0	<b>45</b>	<b>61</b>	<b>6</b>
<b>Senegal</b>	79	68	98	91	<b>84</b>	71	99	46	0	0	0	<b>36</b>	<b>60</b>	<b>7</b>
<b>Algeria</b>	77	86	0	85	<b>62</b>	90	98	59	97	0	0	<b>57</b>	<b>60</b>	<b>8</b>
<b>Cameroon</b>	82	69	99	93	<b>86</b>	73	94	32	0	0	0	<b>33</b>	<b>59</b>	<b>9</b>
<b>Morocco</b>	89	89	81	62	<b>80</b>	88	80	59	0	0	0	<b>38</b>	<b>59</b>	<b>10</b>

Source: authors' estimates

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