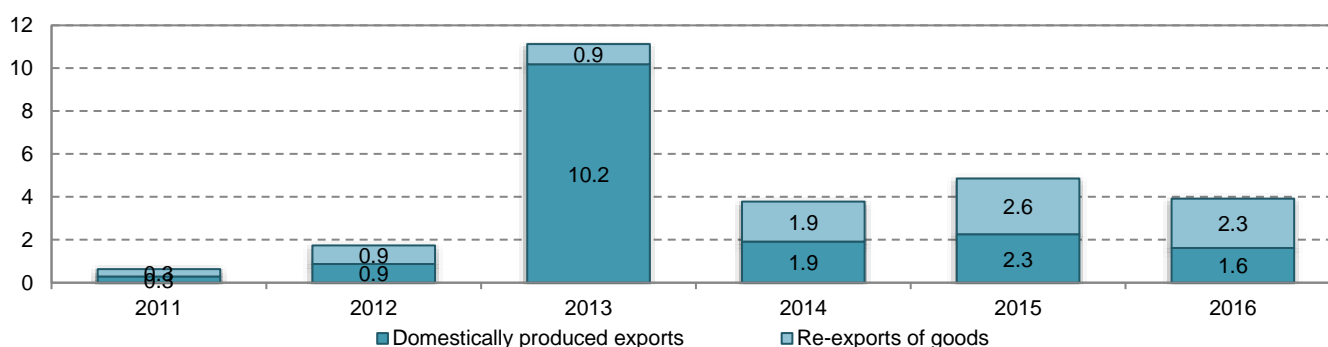


**SUMMARY**

- ▶ The trade turnover between Lithuania and Jordan was 4.2 million euro in 2016. Around 17% percent (or 0.8 million euro) less than in 2015. In 2016, exports of goods was 3.9 million euro and imports were 0.3 million euro. The decline in turnover was basically driven by a drop in exports (especially domestically produced exports and somewhat in re-exports). In the meantime imports slightly increased.
- ▶ Lithuania has a positive trade balance of goods with Jordan. Between 2011 and 2016 exports of goods were higher than imports.
- ▶ In 2016, over 40% of exports consisted of domestically produced goods (1.6 million euro), the remaining part was made up of re-exports (2.3 million euro). The highest shares in exports of domestic origin were taken by wood and articles of wood (40%), preparations of cereals, flour and similar products (11%), mineral fuels (11%), electrical machinery and equipment (8%) and miscellaneous edible preparations (7%). Re-exports consisted of transport means (68%) and some other items.
- ▶ In 2016, the import structure was dominated by fertilizers (43%), miscellaneous edible preparations (23%), residues and waste from the food industry (10%) and tobacco (9%).
- ▶ In 2016 exports of services from Lithuania to Jordan amounted to 0.6 million euro and imports to 0.4 million euro. As in the case of exports of goods, Lithuania has a positive trade balance of services with Jordan since 2013.
- ▶ In 2016, Jordan was Lithuania's 92<sup>nd</sup> largest exports partner by total exports and 97<sup>th</sup> – by domestically produced exports. By imports, Jordan ranked 97<sup>th</sup> in 2016.
- ▶ **In 2017 (January-July)**, exports of domestically produced goods increased by 11.4% (from 1 million to 1.1 million euro). The highest positive growth impact was accounted for by optical, medical or surgical instruments as well as electrical equipment. The structure of domestically produced exports remained quite similar as in 2016. It was dominated by wood and articles of wood (29%), preparations of cereals, flour and similar items (17%), furniture (16%) and optical, medical or surgical instruments (15%).
- ▶ **In 2017 (January-July)**, imports from Jordan also increased (by 0.2 million – from 0.1 to 0.3 million euro). These trends were driven by imports of precious stones and pearls, otherwise the import structure would have been similar to 2016.

**Figure 1. Lithuanian exports of goods to Jordan 2010-2016, million euro.**


Source: Statistics Lithuania and Enterprise Lithuania calculations.

**Table 1. Bilateral trade between Lithuania and Jordan 2014-2016.**

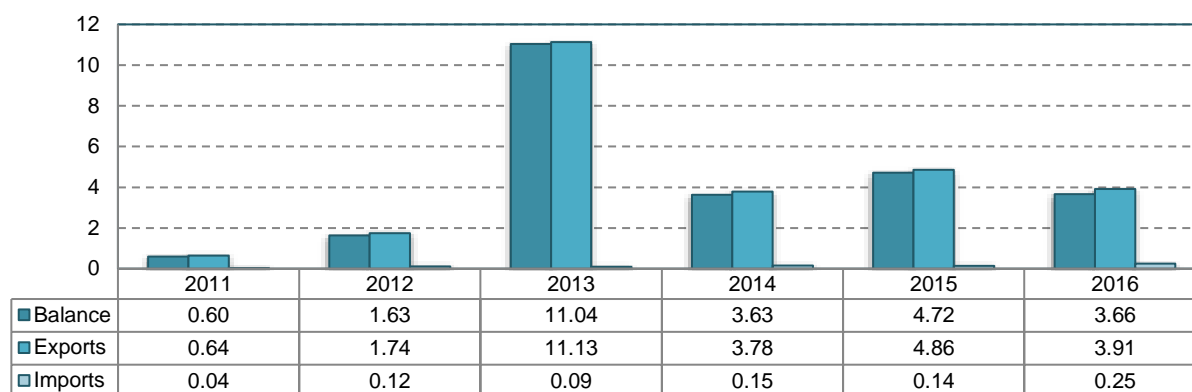
	2014		2015		2016	
	Share, %	Rank	Share, %	Rank	Share, %	Rank
<b>Goods</b>						
Share of partner country in total exports of goods	0,0%	85	0,0%	81	0,0%	92
Share of partner country in domestically produced exports of goods	0,0%	91	0,0%	86	0,0%	97
Share of partner country in re-exports of goods	0,0%	65	0,0%	58	0,0%	67
Share of partner country in imports of goods	0,0%	101	0,0%	106	0,0%	97
<b>Services</b>						
Share of partner country in exports of services	0,0%	93	0,0%	76	0,0%	89
Share of partner country in imports of services	0,0%	105	0,0%	106	0,0%	86

Source: Statistics Lithuania, Bank of Lithuania and Enterprise Lithuania calculations.

**I. TRADE BALANCE**

In 2016 Lithuania had a positive trade balance with Jordan. In 2016 the trade surplus in goods was approximately 3.7 million euro, which was 1.1 million euro less than in 2015. The decrease in the trade surplus was caused by a decline in the value of domestically produced goods, a slight decrease in re-exports and some growth in imports. The main determinants of the decrease in exports of Lithuanian origin were tobacco products, wadding and articles thereof, dairy products, machinery and mechanical appliances and preparation of cereals, flour and similar products. The increase in imports was driven by fertilizers and miscellaneous edible preparations (these categories grew by 0.1 million euro each).

**Figure 2. Bilateral trade of goods between Lithuania and Jordan in 2010-2016, million euro.**



Source: Statistics Lithuania.

## II. DOMESTICALLY PRODUCED EXPORTS

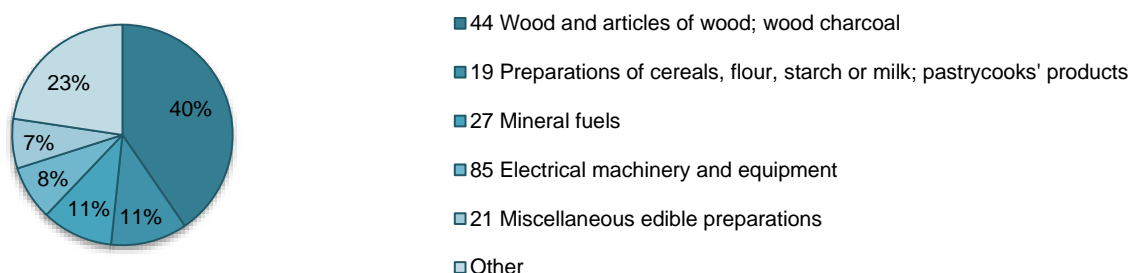
In 2016 exports of domestically produced goods to Jordan reached a value of 1.6 million euro, that was 28% (or 0.6 million euro) less than in 2015. The decline was driven by several groups of goods: tobacco (decreased by 100% or by 0.5 million euro), wadding and articles thereof (also dropped by 100% or 0.1 million euro), dairy products (dropped by 94% or by 0.1 million euro), machinery and mechanical appliances (58% or 0.1 million euro) and preparation of cereals, flour and similar products (27% or 0.1 million euro). In the meantime, exports of wood and articles of wood increased by 45% (or by 0.2 million euro), also exports of electric machinery and equipment rose four times (by 0.1 million euro).

The largest share in domestically produced exports to Jordan in 2016 was wood and articles of wood. Exports of these products in 2016 increased by 45% (or by 0.2 million euro) – to 0.7 million euro. The majority of exports in this product group consisted of wood sawn or chipped (89%) and the growth in exports of wood was mainly driven by this product sub-group. Wood products made up 40% of total domestically produced exports to Jordan in 2016.

The second largest category in 2016 was exports of preparations of cereals, flours and similar products, although exports of this products group declined by 27% (or 0.1 million euro) – to 0.2 million euro. This group comprised 11% of total domestically produced exports to Jordan in 2016. All the exports in this group consisted of pasta (100%) and the decline in exports was also recorded in this product sub-group.

In 2016 the third largest category was mineral fuels. It also comprised 11% of total domestically produced exports to Jordan in 2016 and its exports declined by 21%. The biggest share of exports in 2016 was recorded for peat (68%) and for motor oils (32%). In 2016, the decline in exports in this product group was driven by the former product sub-group.

**Figure 3. Structure of exports of goods produced in Lithuania to Jordan in 2016, %.**



Source: Statistics Lithuania and Enterprise Lithuania calculations.

**Table 2. Exports of goods of domestic origin to Jordan, million euro.**

Commodity category (by CN)	2010	2011	2012	2013	2014	2015	2016	2016 annual growth, %
<b>TOTAL</b>	<b>0.3</b>	<b>0.3</b>	<b>0.9</b>	<b>10.2</b>	<b>1.9</b>	<b>2.3</b>	<b>1.6</b>	<b>-28%</b>
44 Wood and articles of wood; wood charcoal	0.1	0.1	0.2	0.4	0.5	0.5	0.7	45%
19 Preparations of cereals, flour, starch or milk; pastrycooks' products	0.0	0.1	0.2	0.1	0.2	0.2	0.2	-27%
27 Mineral fuels	0.1	0.0	0.2	0.2	0.2	0.2	0.2	-21%
85 Electrical machinery and equipment	0.0	0.0	0.0	0.0	0.2	0.0	0.1	306%
21 Miscellaneous edible preparations	0.0	0.0	0.0	0.0	0.0	0.1	0.1	-6%
94 Furniture; bedding, mattresses, mattress supports, cushions...	0.0	0.0	0.0	0.0	0.1	0.1	0.1	-16%
84 Machinery and mechanical appliances	0.0	0.0	0.0	0.0	0.0	0.2	0.1	-58%
34 Soap, organic surface-active agents, washing preparations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
YY Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
90 Optical, medical or surgical instruments	0.0	0.0	0.0	0.0	0.1	0.1	0.0	-60%
17 Sugar and sugar confectionery	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
63 Other made - up textile articles; sets; worn clothing and worn textile articles;	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Other goods	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-90%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

### III. POTENTIAL EXPORT OPPORTUNITIES

The Decision Support Model (DSM)<sup>1</sup> identified 231 product groups (on 6-digit combined nomenclature) with potential opportunities for Lithuanian exporting companies in Jordan. Most potential export opportunities were identified for the manufacture of chemicals and chemical products, manufacture of other machinery and equipment n.e.c., manufacture of food products and manufacture of textiles.

**Table 4. Export opportunities for Lithuanian companies in Jordan according to the Decision Support Model.**

Sector (according to NACE rev. 2)	Number of potential export opportunities
Manufacture of chemicals and chemical products	46
Manufacture of other machinery and equipment n.e.c.	43
Manufacture of food products	21
Manufacture of textiles	19
Manufacture of rubber and plastic products	18
Manufacture of computer, electrical and optical equipment	15
Manufacture of electrical equipment	11
Other manufacturing	9
Manufacture of basic metals	8
Manufacture of leather and related products	7
Manufacture of fabricated metal products, except machinery and equipment	6
Manufacture of paper and paper products	5
Manufacture of wood and of products of wood and cork, except furniture;	5
Manufacture of basic pharmaceutical products and pharmaceutical preparations	4
Manufacture of motor vehicles, trailers and semi-trailers	2
Manufacturing of beverages	2
Agriculture	2
Manufacture of other non-metallic mineral products	2
Printing and reproduction of recorded media	1
Fishing and aquaculture	1
Others	4
<b>Total:</b>	<b>231</b>

Source: Eurostat Comext, Statistics Lithuania and Enterprise Lithuania calculations.

### IV. IMPORTS OF GOODS

In 2016 the value of imports of goods from Jordan increased by 84% (or 0.2 million euro) and reached a value of 0.3 million euro. The main positive growth drivers in 2016 were imports of fertilizers (rose by 0.1 million euro), also miscellaneous edible preparations (by 0.1 million euro). These two products groups made around two thirds of the total imports from Jordan – the share

<sup>1</sup> The Decision Support Model (DSM) is used to identify suitable export opportunities. The DSM takes into account Lithuania's revealed comparative advantage (products in which Lithuania is a relatively strong exporter in world markets), short-term and long-term import (value) growth of the product under consideration and the degree of market concentration for this product (an assessment whether it is difficult to enter the market for that product, the lower the index, the least concentrated the import market for this product). The full list of export opportunities for Lithuanian exporters in Jordan is available on request from [analitikai@versli Lietuva.lt](mailto:analitikai@versli Lietuva.lt).

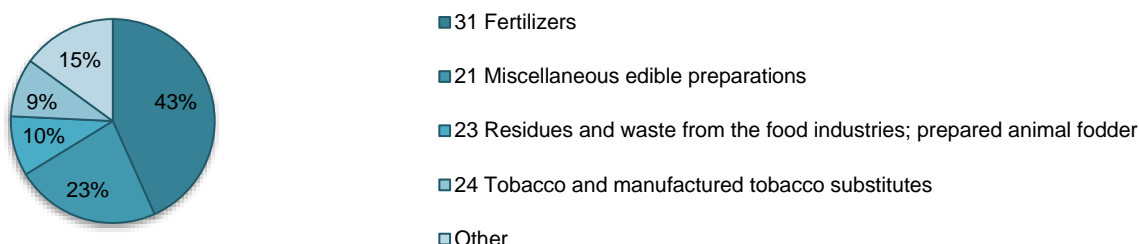
of former group was 43% (or 0.1 million euro) and the latter one – 23% (also 0.1 million euro) in the structure of imports. Smaller shares belonged to residues and waste from food industry and tobacco (9-10% each).

In 2016 the largest category among imports from Jordan was fertilizers – this group comprised 43% (0.1 million euro) of total imports. In 2015 there were no imports of fertilizers to Lithuania. In 2016 the majority of imports in this category consisted of mineral or chemical fertilizers (79%) and animal or vegetable fertilizers (21%).

The second largest category in 2016 was imports of miscellaneous edible preparations which comprised 23% (or 0.1 million euro) of total imports from Jordan. As in case with fertilizers, there were no imports of this product group to Lithuania in 2015. In 2016 all imports in this category consisted of food preparations (100%).

Smaller shares belonged to residues and waste from food industry and tobacco. These product groups comprised 10% and 9% respectively in the structure of imports. In the import structure of residues and waste from the food industry dominated other preparations. Tobacco imports were dominated by water-pipe tobacco.

**Figure 4. Structure of imports of goods from Jordan in 2016, %.**



Source: Statistics Lithuania and Enterprise Lithuania calculations.

**Table 5. Imports of goods from Jordan, million euro.**

Commodity category (by CN)	2010	2011	2012	2013	2014	2015	2016	2016 annual growth, %
<b>TOTAL</b>	<b>0.0</b>	<b>0.0</b>	<b>0.1</b>	<b>0.1</b>	<b>0.2</b>	<b>0.1</b>	<b>0.3</b>	<b>84%</b>
31 Fertilizers	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
21 Miscellaneous edible preparations	0.0	0.0	0.0	0.0	0.0	0.0	0.1	
23 Residues and waste from the food industries; prepared animal fodder	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2%
24 Tobacco and manufactured tobacco substitutes	0.0	0.0	0.0	0.0	0.1	0.0	0.0	26%
28 Inorganic chemicals; organic or inorganic compounds of precious metals, of	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
88 Aircraft, spacecraft, and parts thereof	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
22 Beverages, spirits and vinegar	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
73 Articles of iron or steel	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1600%
85 Electrical machinery and equipment and parts thereof; sound recorders and	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
91 Clocks and watches and parts thereof	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
62 Articles of apparel and clothing accessories, not knitted or crocheted	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0%
64 Footwear, gaiters and the like; parts of such articles	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Other goods	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-100%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

## V. EXPORTS AND IMPORTS OF SERVICES

In 2016 Lithuania exported services for an amount of 0.6 million euro, 42% less than in 2015. The highest shares in exported services to Jordan comprised other services followed by transport services (0.2 million euro). Imports of services from Jordan to Lithuania in 2016 was 0.4 million euro; it was more than three times higher than in 2015. Lithuania imported travel services for 0.1 million euro; imports of other services was 0.3 million euro.

## VI. JORDAN'S IMPORTS

In 2016 Lithuania was the 92<sup>nd</sup> largest import partner for Jordan (Latvia 91<sup>st</sup> and Estonia 82<sup>nd</sup>).

**Table 6. Jordan's imports of goods by country, billion euro.**

Country	2012	2013	2014	2015	2016
<b>Total</b>	<b>16.1</b>	<b>16.2</b>	<b>17.1</b>	<b>18.4</b>	<b>17.4</b>
China	1.5	1.7	1.8	2.4	2.4
Saudi Arabia	3.8	3.0	3.4	2.8	2.1
United States of America	1.1	1.0	1.0	1.1	1.2
Germany	0.6	0.6	0.7	0.9	0.8
United Arab Emirates	0.5	0.6	0.8	0.8	0.8
Italy	0.8	0.8	0.5	0.7	0.8
Turkey	0.7	0.6	0.6	0.7	0.6
Japan	0.3	0.4	0.4	0.5	0.6
Korea, Republic of	0.4	0.4	0.6	0.6	0.6
Romania	0.1	0.2	0.3	0.3	0.5
Egypt	0.6	0.5	0.4	0.4	0.4
France	0.3	0.3	0.3	0.3	0.4
Other countries	5.3	6.2	6.3	6.9	6.1

Source: Trademap.

**Table 8. Jordan's imports of goods by commodity group, billion euro.**

Category	2012	2013	2014	2015	2016
<b>Total</b>	<b>16.1</b>	<b>16.2</b>	<b>17.1</b>	<b>18.4</b>	<b>17.4</b>
27 Mineral fuels	5.2	4.2	4.7	3.2	2.4
84 Machinery, mechanical appliances	0.8	0.9	1.1	1.6	1.7
85 Electrical machinery and equipment	1.0	1.0	1.1	1.5	1.3
87 Transport means	0.6	1.0	0.7	1.0	1.1
39 Plastics and articles thereof	0.7	0.6	0.7	0.6	0.8
30 Pharmaceutical products	0.6	0.6	0.7	0.7	0.6
72 Iron and steel	0.2	0.6	0.6	0.9	0.5
73 Articles of iron or steel	0.4	0.4	0.4	0.5	0.5
41 Raw hides and skins, leather	0.6	0.6	0.5	0.5	0.5
62 Articles of apparel and clothing accessories	0.3	0.3	0.4	0.5	0.5
64 Footwear, gaiters and the like	0.3	0.3	0.3	0.4	0.3
48 Paper and paperboard; articles of paper pulp, of paper or of paperboard	0.1	0.2	0.2	0.3	0.3
Other goods	5.2	5.7	5.8	6.7	6.7

Source: Trademap.