

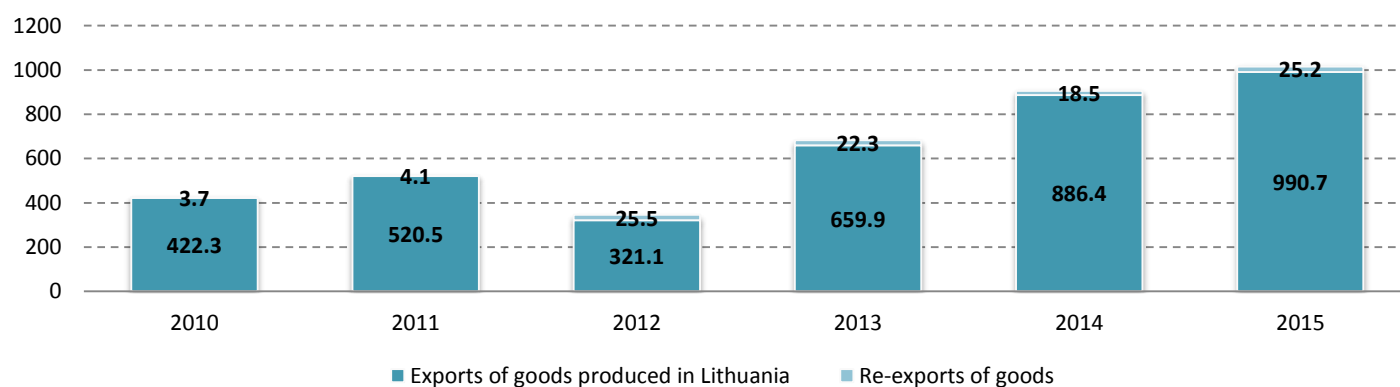
UNITED STATES-LITHUANIA BILATERAL TRADE

I. SUMMARY

► In 2015 the value of exports to the United States exceeded 1 billion EUR after growing 110.9 million EUR or 12.3 percent. Exports of domestically produced goods increased by 104.3 million EUR or 11.8 percent until 990.7 million EUR. The majority of exports of domestically produced goods to the United States consisted of mineral fuels and oils with a share of 69.3 percent, followed by furniture with a share of 9.6 percent and optics, measurement and medical instrument with a share of 3.2 percent. Re-exports increased 6.7 million EUR or 36.2 percent until 25.2 million EUR. The majority of re-exported goods consisted of aircraft and parts thereof (16.3 percent of total re-exports of goods to the United States in 2015), articles of apparel and clothing accessories, knitted or crocheted (12.0 percent) and machinery, mechanical appliances and parts thereof (11.7 percent). In 2015 exports of domestically produced goods comprised 97.5 percent of total exports of goods to the United States, the rest was re-exports.

	2013		2014		2015	
	Share, %	Rank	Share, %	Rank	Share, %	Rank
Goods						
Share of partner country in total exports of goods	2.8 %	11	3.7 %	10	4.4 %	8
Share of partner country in domestically produced exports of goods	4.4 %	10	6.4 %	5	7.3 %	3
Share of partner country in re-exports of goods	0.2 %	26	0.2 %	31	0.3 %	28
Share of partner country in imports of goods	1.2 %	18	1.2 %	19	1.4 %	18
Services						
Share of partner country in exports of services`	0.8 %	26	1.0 %	21	1.4 %	19
Share of partner country in imports of services	1.9 %	15	1.5 %	18	2.2 %	19

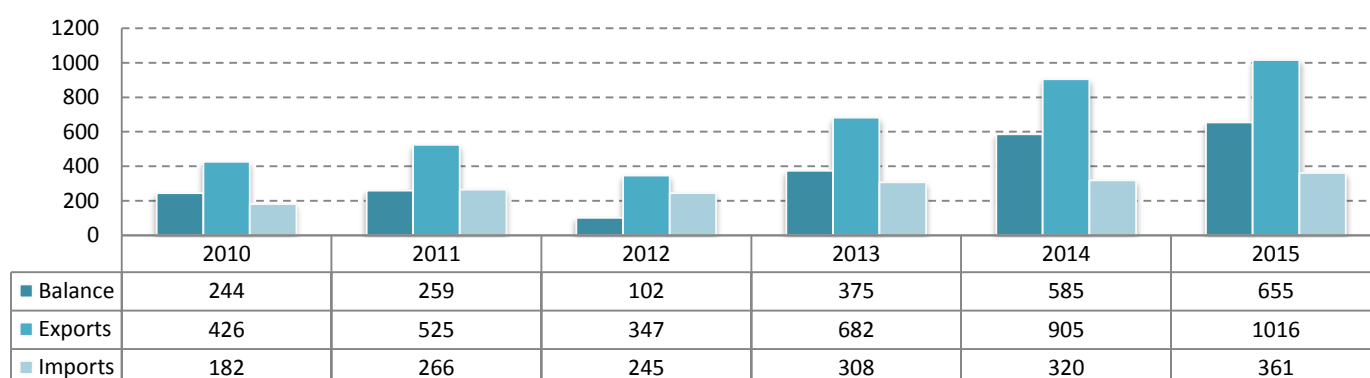
Lithuanian exports of goods to the United States in 2010-2015, million EUR



► Lithuania has a positive trade balance with the United States since 2008. In 2015 the surplus amounted to 655 million EUR which was 11.8 percent larger than in 2014. The large surplus is mainly caused by the high amounts of mineral fuels exported to the United States.

► The value of imported goods grew 13 percent in 2015 and reached 361 million EUR. The majority of imports from the United States consisted of mineral fuels and oils (16.7 percent of all imported goods from the United States), vehicles other than railway and tramway (14.6 percent) and machinery, mechanical appliances and parts thereof (14.3 percent).

Bilateral trade between Lithuania and the United States in 2010-2015, million EUR



II. EXPORTS OF GOODS PRODUCED IN LITHUANIA

► Exports of domestically produced goods to the United States increased by 104.3 million EUR or 11.8 percent until 990.7 million EUR. The increase in value was mainly caused by exports of Lithuanian produced mineral fuels and oils, which grew by 29.5 million EUR or 4.5 percent and amounted to 686.5 million EUR. The export value of dairy products grew more than 2.5 times last year to 27.6 million EUR. Exports of optics, measurement and medical instrument reported a growth of 14.1 million EUR or 80.8 percent. In the meanwhile, exports of milling products decreased 3 million EUR or 20.7 percent.

► In 2015 the largest category among exports of domestically produced goods to the United States was mineral fuels and oils, which made up 69.3 percent of total exports of domestically produced goods to the United States. Last year exports of these goods increased by 29.5 million EUR or 4.5

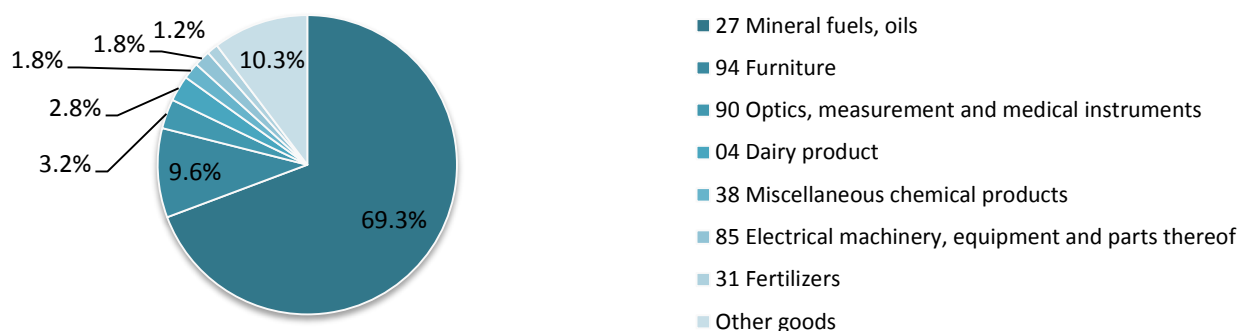
percent and amounted to 686.5 million EUR. This category of goods mainly consisted of petroleum oil (99.9 percent of total exports in this category to the United States).

► The second largest category was furniture which comprised 9.6 percent of exports of domestically produced goods to this market. Last year the value of exports of these goods increased by 7.8 million EUR or 8.9 percent. In 2015 the majority of exports in this category consisted of wooden furniture (64 percent) and furniture parts (29.4 percent).

► The third place was taken by optics, measurement and medical instrument whose exports constituted 3.2 percent of total exports of domestically produced goods to the United States. Last year exports of these goods increased by 14.1 million EUR or 80.8 percent and amounted to 31.6 million EUR. This category of goods was made up of apparatus using optical radiation, such as ultraviolet and infrared (37.3 percent), medical and surgical instruments (15.1 percent) and laser equipment (13.6 percent).

► In 2015, the fourth largest category was dairy products which comprised 2.8 percent of total exports of domestically produced goods to the United States. Last year the exported value of these goods increased by 17.2 million EUR or more than 2.5 times to reach a value of 27.6 million EUR. Around 86.3 percent of this category consisted of cheese and about 12.7 percent of bird's eggs.

Structure of exports of goods produced in Lithuania to the United States in 2015, %



Exports of goods produced in Lithuania to the United States, thousand EUR

Commodity category (by CN)	2010	2011	2012	2013	2014	2015
Total	422302	520539	321100	659937	886387	990654
27 Mineral fuels, oils	309727	331072	86206	453388	656957	686502
94 Furniture	30361	43632	57340	66272	87680	95480
90 Optics, measurement and medical instruments	13109	13787	16200	16822	17499	31641
04 Dairy product	879	1237	2273	3273	10362	27609
38 Miscellaneous chemical products	1298	2676	7488	6249	5876	17674
85 Electrical machinery, equipment and parts thereof	5175	5703	6545	10824	14189	17390
31 Fertilizers	35519	86964	99245	35361	10036	12106
35 Albuminoids, modified starches, glues, enzymes	823	1451	3067	3861	5864	11572
28 Inorganic chemicals	1	1351	4724	7900	12224	11569
11 Milling products, malt, starches, inulin, wheat gluten	5337	5737	4021	10743	14400	11422
44 Wood and articles of wood	1256	2382	3223	3544	4964	8059
73 Articles of iron or steel	1245	1614	1990	2828	3291	7717
Other goods	17571	22933	28780	38874	43045	51913

Source: Statistics Lithuania

III. IMPORTS OF GOODS

► In 2015 the value of imported goods from the United States amounted to 361.1 million EUR and was 41.6 million EUR or 13 percent larger than a year ago. The largest growth was recorded by arms and ammunitions – 14.2 million EUR or almost 27 times, optical, technical, medical and chirurgical instruments – 7.2 million EUR or 47.7 percent and electrical machinery, equipment and parts thereof – 6.1 million EUR or 34.6 percent. The largest decline was observed in the import value of vehicles other than railway, tramway – 21.2 million EUR or 28.7 percent and other made textile articles, sets and worn clothing – 4.2 million EUR or 60.1 percent.

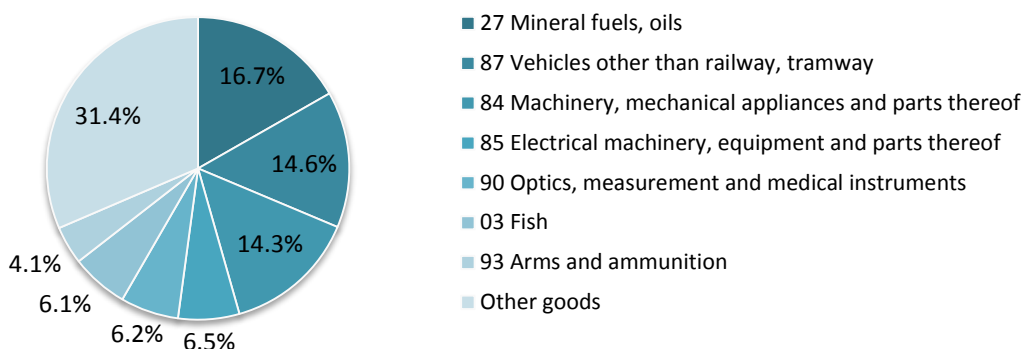
► In 2015 the largest category among imports from the United States was mineral fuels and oils which comprised 16.7 percent of total imports from the United States. Last year the value of imports of these goods increased by 3.3 percent to 60.5 million EUR. The overwhelming majority in this category consisted of petroleum oils – 99.7 percent.

► The second largest category was vehicles other than railway, tramway which comprised 14.6 percent of total imports from the United States in 2015. Last year the value of imports of these goods declined by 28.7 percent or 21.2 million EUR. This category consisted of used passenger cars – 71.3 percent, new tractors – 13.3 percent.

► The third place was taken by machinery, mechanical appliances and parts thereof, which comprised 14.3 percent of total imports of goods from the United States. Last year, the import value of these goods increased by 2.6 million EUR or 5.4 percent. This category mainly consisted of turbojets – 45 percent, overhead travelling cranes on fixed support – 12.4 percent, grass mowers – 4.1 percent.

► The fourth largest category was electrical machinery, equipment and parts thereof, which comprised 6.1 percent of total imports of goods from the United States. Last year the value of these goods increased by 6.1 million EUR or 34.6 percent. This category mainly consisted of transmission equipment for radio-broadcasting or television – 20.3 percent, telephones – 11.2 percent and static converters – 3 percent.

Structure of imports of goods from the United States in 2015, %



Imports of goods from the United States, thousand EUR

Commodity category (by CN)	2010	2011	2012	2013	2014	2015
Total	181972	265725	244686	307549	319515	361133
27 Mineral fuels, oils	241	362	333	24150	58535	60487
87 Vehicles other than railway, tramway	75871	94073	82474	95405	73840	52661
84 Machinery, mechanical appliances and parts thereof	25812	64216	47473	33540	48850	51484
85 Electrical machinery, equipment and parts thereof	7520	10519	11936	12778	17551	23627
90 Optics, measurement and medical instruments	9221	15094	17947	16976	15204	22451
03 Fish	4615	7458	8459	12715	17084	22132
93 Arms and ammunition	234	1089	145	140	551	14736
24 Tobacco	11714	13078	15422	17734	15199	12907
08 Fruit and nuts	2430	2710	3533	5652	7774	10265
88 Aircraft and parts thereof	17241	11597	7218	25573	6910	9853
30 Pharmaceutical products	350	946	1121	1211	4892	8820
33 Essential oils, perfumes, cosmetics, toiletries	677	1033	1354	1923	2591	7400
Other goods	26047	43552	47273	59752	50536	64310

Source: Statistics Lithuania

IV. EXPORTS AND IMPORTS OF SERVICES

► In 2015 the export value of services to the United States amounted to 83.3 million EUR. The largest share of services exported to the United States consisted of telecommunications, computer and information services which increased 6.1 million EUR or 27.8 percent until 28.1 million EUR. The second largest share was made up of other business services which grew 10.3 million EUR or 70.8 percent until 24.8 million EUR and the third largest category was government services, which increased 1.8 million EUR or 13.1 percent until 15.5 million EUR. The fourth largest share was taken by transport services with an amount of 15.5 million EUR. Transport services decreased 1.7 million EUR or 9.9 percent.

Exports of services to the United States, million EUR

Category	2013	2014	2015
Total	32.4	41.8	83.3
Telecommunications, computer and information services	9.2	22	28.1
Other business services	11.7	14.5	24.8
Government services	9.9	13.7	15.5
Transport services	14.5	17.2	15.5
Financial services	27.6	0.4	2.6
Travel	1.1	1.1	1.3
Charges for the use of intellectual property	0.1	0	0.8
Maintenance and repair services	...	0.3	0.7
Construction	0	0.2	0.6
Insurance and pension services	0.2	0.3	0.2
Personal, cultural, and recreational services	0.1	0.1	0.1
Manufacturing services on physical inputs owned by others	-42.1	-28.1	-6.8

Source: Bank of Lithuania

► In 2015 Lithuania imported services from the United States for a value of 92.4 million EUR, which was 28.2 million EUR or 43.9 percent larger than in 2014. The increase in imported services from the United States mostly depended on the increase of transport services with 13.7 million EUR, maintenance and repair services with 8.5 million EUR and other business services with 5.5 million EUR. Transport services remained the largest import category with a share of 34.8 percent, other business services with 9.3 percent and maintenance and repair services with 17.2 percent.

Imports of services from the United States, million EUR

Category	2013	2014	2015
Total	78.0	64.2	92.4
Transport services	21.2	18.4	32.1
Other business services	31.1	13.3	18.8
Maintenance and repair services		7.4	15.9
Telecommunications, computer, and information services	5.3	7.8	8.7
Charges for the use of intellectual property	9.3	5.8	6.9
Travel	6.4	7.3	5.0
Government services	3.3	2.4	3.5
Personal, cultural, and recreational services	0.4	0.7	1.1
Other services	1.0	1.1	0.5

Source: Bank of Lithuania

V. PERSPECTIVE SECTORS

► Perspective sectors for domestically produced exports and services to the United States are as following: food industry (meat and dairy products), chemical industry (basic chemicals such as organic and inorganic chemicals and fertilizers), optics and lasers, instruments for physical or chemical analysis, pharmaceuticals, furniture, IT services, tourism (health and spa tourism). Adoption of the Transatlantic Trade and Investment Partnership (TTIP) will significantly reduce US tariffs for textiles, clothing and dairy products, making it easier for Lithuanian products in these categories to enter the United States market.

VI. IMPORTS OF THE UNITED STATES

► In 2015 Lithuania was the 71st largest import partner for the United States.

United States' imports by country, billion EUR

Country	2011	2012	2013	2014	2015
World	1625.2	1815.3	1751.6	1813.7	2078.2
China	299.6	345.5	345.6	365.8	452.8
Canada	228.3	254.7	253.8	266.4	271.2
Mexico	190.3	217.7	213.2	223.3	268.0
Japan	95.2	117.0	107.0	103.4	121.4
Germany	72.3	86.5	87.6	94.4	113.9
Republic of Korea	42.1	47.4	48.6	54.0	66.8
United Kingdom	37.4	43.5	40.5	41.6	52.9
France	29.3	33.1	35.0	35.9	43.9
India	26.9	32.6	32.5	35.3	42.0
Italy	25.2	29.7	30.0	32.6	40.8
Taiwan	30.7	31.3	29.6	31.6	38.1
Viet Nam	13.3	16.6	19.5	24.1	35.7
Ireland	28.4	26.0	23.8	25.7	35.6
Malaysia	19.0	20.7	21.1	23.4	31.1
Switzerland	17.8	20.4	21.7	23.9	28.6
Rest of the world	469.5	492.6	442.0	432.1	435.3

Source: Trademap

United States' imports of goods by commodity group, billion EUR

Commodity category (by CN)	2011	2012	2013	2014	2015
Total	1625.2	1815.3	1751.6	1813.7	2078.2
85 Electrical machinery, equipment and parts thereof	203.4	230.5	228.3	240.5	299.9
84 Machinery, mechanical appliances and parts thereof	211.4	245.0	234.4	249.2	296.7
87 Vehicles other than railway, tramway	148.0	189.9	190.5	199.6	255.6
27 Mineral fuels, oils	332.3	336.5	293.1	269.5	181.2
30 Pharmaceutical products	47.5	50.5	47.7	55.0	77.5
90 Optics, measurement and medical instruments	48.2	54.3	54.3	57.3	70.5
94 Furniture	30.9	37.2	38.6	42.0	55.1
71 Pearls, precious stones, metals, coins	48.1	48.8	48.5	48.2	52.6
29 Organic chemicals	41.0	42.4	41.1	41.2	46.9
39 Plastics and articles thereof	29.7	34.4	34.9	37.7	45.3
61 Articles of apparel, accessories, knit or crochet	31.1	33.1	33.4	35.1	43.7
62 Articles of apparel, accessories, not knit or crochet	27.5	29.6	29.6	29.4	36.6
Other goods	426.2	483.1	477.1	509.1	616.5

Source: Trademap