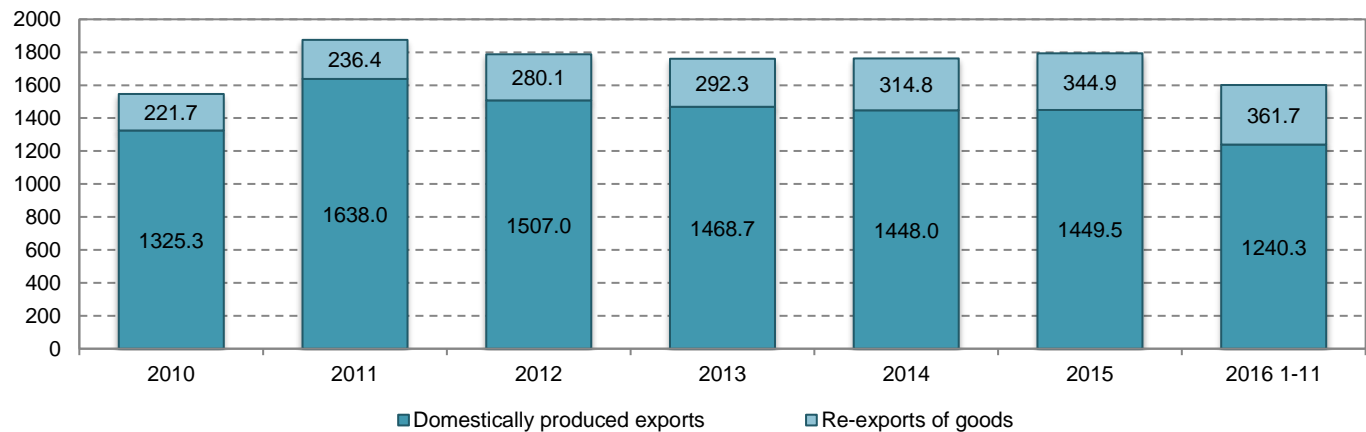


SUMMARY

- ▶ In 2015 trade turnover in goods between Germany and Lithuania increased slightly with 1%. In 2015 total exports of goods to Germany amounted to 1.8 billion euro which was 1.8 % more than in 2014, while imports of goods from Germany grew 0.5% till almost 2.8 billion euro. In 2015 Germany was Lithuania's 4th largest export partner and 2nd largest import partner. In the first eleven months of 2016, turnover decreased slightly with 0.1% compared to the same period in 2015, with exports decreasing 4.4% and imports growing 2.6 %.
- ▶ In 2015 exports of domestically produced exports to Germany increased negligibly by 0.1% and reached a value of 1449.5 million euro. In 2015 Germany was the largest export partner for Lithuania measured by domestically produced exports. Exports consisted mainly of furniture (12%), fish (10%), plastics (9%), fertilizers (8%) and wood and articles of wood (8%). The main positive growth drivers in 2015 were electrical machinery and equipment, fish and oil seeds, while plastics and fertilizers contributed negatively to growth. Exports of fertilizers continued to fall further in 2016 by 41% (partly due to significantly lower prices), whereas exports of dairy produce fell by 38%. That caused the decrease in exports to Germany by 8.6% in the first eleven months of 2016 compared to the period of January–November 2015.
- ▶ In 2015 80.8% of total exports of goods to Germany were made up of domestically produced goods and 19.2% of re-exports. In the first eleven months of 2016 re-exports to Germany grew by 13.7% while exports of domestically produced goods decreased 8.6%, resulting in a share of 22.6% for re-exports and the remaining 77.4% for domestically produced exports.

Figure 1. Lithuanian exports of goods to Germany 2010-2016 1-11, million euro.



Source: Statistics Lithuania and Enterprise Lithuania calculations.

- ▶ In 2015 exports of services to Germany increased slightly – by 0.1% to 636.8 million EUR. In 2015 Germany was the 2nd largest export partner for Lithuanian service providers. In 2015 exports of services mainly consisted of transport services which accounted for 66% of total exports of services, travel services (14.2%) and other business services (9%). The highest growth was recorded in exports of construction services and IT services and the largest decrease occurred in transport services. In the first three quarters of 2016, exports of services to Germany increased by 2.4%.

Table 1. Bilateral trade between Lithuania and Germany 2013-2015.

	2013		2014		2015	
	Share, %	Rank	Share, %	Rank	Share, %	Rank
Goods						
Share of partner country in total exports of goods	7.2%	4	7.2%	4	7.8%	4
Share of partner country in domestically produced exports of goods	9.9%	1	10.5%	1	10.6%	1
Share of partner country in re-exports of goods	3.0%	7	3.0%	7	3.8%	6
Share of partner country in imports of goods	10.5%	2	11.2%	2	11.5%	2
Services						
Share of partner country in exports of services	10.6%	2	10.7%	3	10.6%	2
Share of partner country in imports of services	5.0%	6	6.8%	5	6.5%	3

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

- ▶ Since independence, Lithuania had a negative trade balance with Germany and the trade deficit in goods was approximately 1.1 billion euro in 2015. In the first eleven months of 2016, the trade deficit in goods widened to 1.2 billion euro, which was 14% more compared to the same period in 2015. In 2015 Lithuania had a positive trade in services balance with Germany, amounting to a surplus of 357 million EUR. Balance of Payments statistics reveals that Lithuania had a negative trade (of goods and services) balance with Germany of 778 million euro in 2015, which increased from 716 million euro in 2014. The first three quarters of 2016 saw a negative total trade balance (of goods and services) with Germany of 658.3 million euro.
- ▶ In 2015 the value of imports of goods from Germany increased by approximately 0.5% and reached a value of 2918.2 million euro. In 2015 Germany was the 2nd largest import partner for Lithuania measured by imports of goods. In 2015 the main imported items were machinery and mechanical appliances (19% of total imports from Germany), vehicles (18%) and electrical machinery and equipment (8%). The main positive growth drivers in 2015 were: vehicles, electrical machinery and equipment, pharmaceutical products, while imports of machinery and mechanical appliances had a negative impact on total import growth. In the first eleven

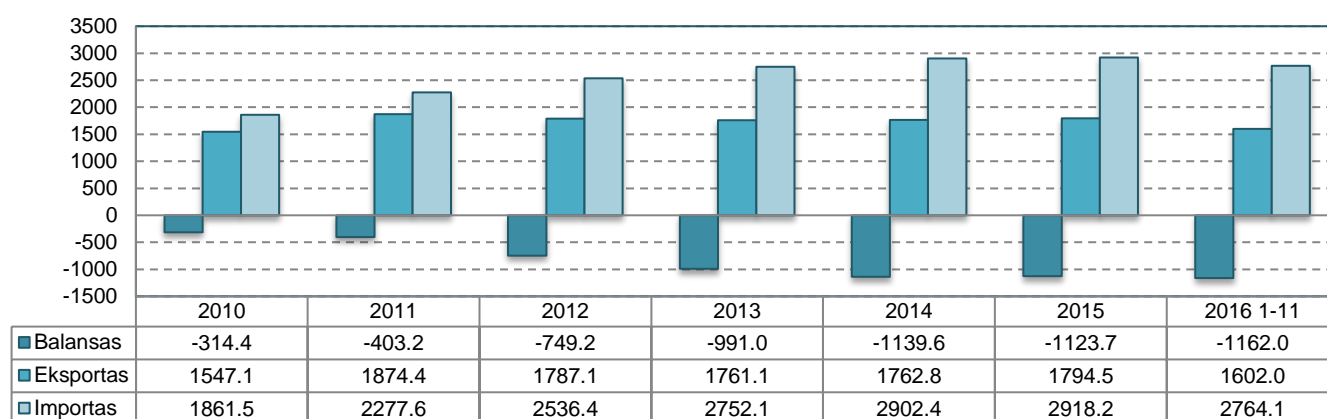
months of 2016 imports of goods from Germany increased 2.6%. The highest growth in value was recorded in imports of vehicles and the highest decrease was recorded in imports of machinery and mechanical and articles of iron or steel.

► Lithuania imported services for an amount of 275.1 million euro, 6.9% less than in 2014. In 2015 Germany was Lithuania's 3rd largest import partner for services. The highest shares in imported services from Germany were taken by transport services (55.6%), other business services (13.9%) and travel services (13%). The highest impact to the drop in imports in 2015 came from travel services as imports fell from 60 million euro in 2014 to 35.9 million euro in 2015. In 2015 the highest growth was recorded in ICT services which increased. In the first three quarters of 2016, imports of services from Germany decreased 7.2%.

I. TRADE BALANCE

Since independence, Lithuania had a negative trade balance with Germany and in 2015 the trade deficit in goods was approximately 1.1 billion euro. The trade deficit in 2015 was almost 4 times larger than in 2010. In the first eleven months of 2016, the trade deficit widened to 1.2 billion euro, which was 14% more than during the first eleven months of 2015. The increase in the trade deficit was determined by growth in imports and decline in exports of domestically produced goods. In the trade balance of goods, imports of vehicles were the main determinant of total import growth, whereas the decline in exports of domestically produced goods was driven by fertilizers and dairy products.

Figure 2. Bilateral trade of goods between Lithuania and Germany in 2010-2016 1-11, million EUR



Source: Statistics Lithuania.

In 2015 Lithuania had a positive trade balance in services with Germany, amounting to a surplus of 357 million euro. According to Balance of Payments statistics, Lithuania had a negative trade (of goods and services) balance with Germany of 778 million euro in 2015, up from minus 716 million euro in 2014.¹ The first three quarters of 2016 saw a negative total trade balance with Germany of 658.3 million euro.

II. DOMESTICALLY PRODUCED EXPORTS

In 2015 exports of domestically produced exports to Germany increased by 0.1% and reached a value of 1449.5 million euro. In 2015 Germany was the largest export partner for Lithuania measured by domestically produced exports. Positive growth drivers in 2015 were electrical machinery and equipment (which grew 16% or 13.6 million euro), fish (increased 9% or 11.6 million euro) and oil seeds (grew 85% or 11 million euro). In 2015 the highest decrease in value was mainly accounted for by plastics, which fell by 24% or 41.3 million euro and fertilizers (fell 8% or 10.2 million euro). During the first eleven months of 2016 domestically produced exports to Germany decreased a further 8.6% compared to January-November 2015. Exports of fertilizers fell 41% or 43.4 million euro and dairy produce fell 38% or 20.2 million euro, also partly due to significantly lower prices. The TOP 3 main positive growth drivers in 2016 were preparations of meat and fish (grew 40% or 10.3 million euro), cereals (grew 33% or 7.7 million euro) and machinery and mechanical appliances (grew 35% or 7 million euro).

As mentioned before, the largest share in domestically produced exports to Germany in 2015 consisted of furniture with an exported value of 177.5 million EUR, which made up 12% of domestically produced exports in 2015. In 2015 exports of domestically produced furniture to Germany dropped 3%. The majority of exports in 2015 consisted of furniture and their parts (74% of total) and mattress supports, articles of bedding and similar furnishing (19%). In the first eleven months of 2016 domestically produced exports of furniture increased 2% or 3.1 million euro. The majority of exports in 2016 consisted of furniture and their parts (74% of total) and mattress supports, articles of bedding and similar furnishing (16%).

The second largest category in 2015 was exports of fish and other aquatic invertebrates, which accounted for 10% of domestically produced exports to Germany. The exported value in 2015 was 141 million EUR, which was 9% more than in 2014. During the first eleven months of 2016, fish and other aquatic invertebrates reported a decrease of 0.4% or 0.6 million euro. The exported value in 2016 was 129.7 million euro and the majority of exports in 2016 consisted of smoked pacific salmon (73.9%), frozen pacific salmon fillets (8.4%) and frozen coalfish fillets (5.2%).

In 2015 the third largest category was exports of plastics which comprised 9% of domestically produced exports to Germany and 9% over the first eleven months of 2016. The exported value in 2015 was 132.8 million euro, which was 24% or 41.3 million euro

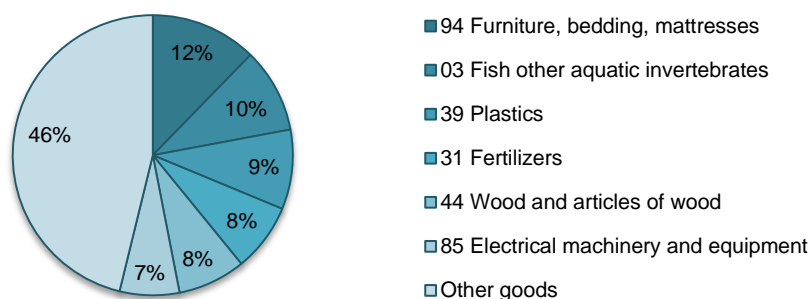
¹ Total goods and services trade according to the Balance of Payments methodology can be found on: http://ec.europa.eu/eurostat/product?code=bop_c6_q&mode=view&language=EN. Note that besides the CIF/FOB conversion, under the new Balance of Payments methodology (BPM6) goods and services trade data are no longer additive.

less than in 2014. The majority of exports in 2015 consisted of polyethylene terephthalate (51%), plastic bottles (13.5%) and sacks and bags (6%). During January-November 2016, exports in this category decreased 14.7% or 18.3 million euro to 106.4 million euro. In the first eleven months of 2016, the largest decrease in this category was recorded by polyethylene terephthalate (PET) exports (33.2% or 20.9 million euro less) while exports of plastic packaging material increased (2.3% or 781 thousand euro).

In 2015 the fourth largest category was exports of fertilizers, which made up 8% of total domestically produced exports to Germany and 5% during the first eleven months of 2016. The exported value in 2015 was 113.5 million euro, which was 8.3% or 10.2 million euro lower than in 2014. The majority of exports in this category in 2015 consisted of nitrogenous fertilisers, (57.1%) and diammonium phosphate (42.8%). During the first eleven months of 2016, exports of fertilizers to Germany fell 41% or 43.4 million euro partly due to significantly lower prices and a decrease in Achema's production capacity due to reconstruction works in their manufacturing facility. The majority of exports in 2016 consisted of diammonium phosphate (61.1%) and nitrogenous fertilisers (38.9%).

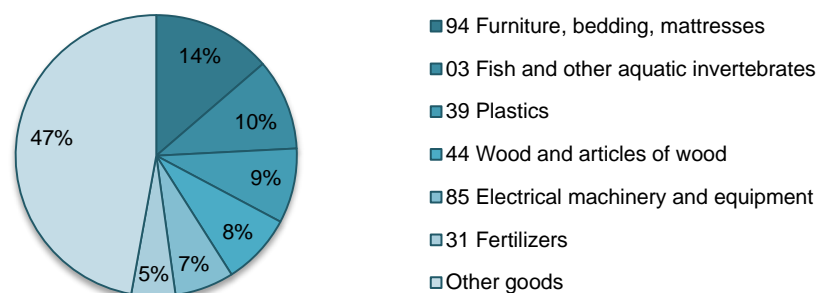
Wood and articles of wood was the fifth largest category with an exported value of almost 113 million euro. In 2015 wood and articles of wood had a share of around 8% in total domestically produced exports to Germany. In 2015, Lithuanian wood and articles of wood producers saw their export turnover in Germany increasing with 4.7 million euro or 4%. Most Lithuanian produced wood and articles of wood exports to Germany consisted of wooden windows, doors and floor panels (45.2%) and wooden tools. The first eleven months of 2016 saw a decline of 5.1 million euro or 5%.

Figure 3. Structure of exports of goods produced in Lithuania to Germany in 2015, %.



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Figure 4. Structure of exports of goods produced in Lithuania to Germany in 2016 1-11, %.



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 2. Exports of domestically produced goods to Germany, million euro.

Commodity category (by CN)	2010	2011	2012	2013	2014	2015	2016 1-11	2015 annual growth, %
Total	1325.3	1638.0	1507.0	1468.7	1448.0	1449.5	1240.3	0%
94 Furniture, bedding, mattresses	104.1	137.6	169.0	165.0	183.0	177.5	169.3	-3%
03 Fish other aquatic invertebrates	44.9	94.2	85.3	90.6	129.5	141.0	129.7	9%
39 Plastics	222.5	263.6	280.0	234.8	174.1	132.8	106.4	-24%
31 Fertilizers	69.9	114.4	103.6	119.7	123.7	113.5	62.4	-8%
44 Wood and articles of wood	96.8	104.4	112.4	109.0	108.3	113.0	101.7	4%
85 Electrical machinery and equipment	32.2	59.2	68.7	65.6	85.9	99.5	84.1	16%
62 Apparel and accessories (not knitted or crocheted)	49.2	58.3	59.5	60.5	62.0	61.9	47.7	0%
04 Dairy produce	47.4	60.1	61.9	55.0	64.3	55.7	33.2	-13%
87 Vehicles	53.2	65.5	52.2	53.1	55.9	55.3	39.1	-1%
73 Articles of iron or steel	32.6	37.6	41.6	36.4	39.5	42.4	38.3	7%
90 Optical, measuring, medical instruments	18.2	24.7	25.4	25.4	29.8	34.6	30.6	16%
61 Apparel and accessories (knitted or crocheted)	35.0	40.7	38.0	37.0	41.3	34.2	30.5	-17%
Other goods	519.4	577.8	409.3	416.7	350.8	388.3	367.4	11%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

III. RE-EXPORTS OF GOODS

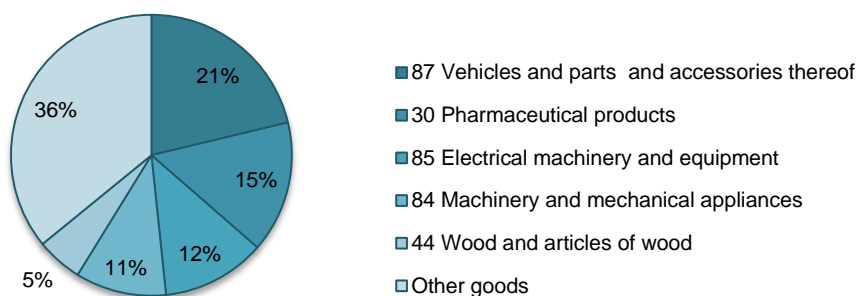
In 2015 re-exports to Germany increased by 9.6% and reached a value of 344.9 million euro. The main positive growth drivers in 2015 were: vehicles and parts thereof (grew 37.5% or 20 million euro), machinery and mechanical appliances (grew 28.3% or 8 million euro) and organic chemicals (grew almost 6 times or 5.6 million euro), while negative growth drivers were fertilizers (fell 84.7% or 3.4 million euro), copper and articles thereof (fell 52.4% or 3.0 million euro) and toys (fell 61.7% or 2.7 million euro). In the first eleven months of 2016, re-exports to Germany increased by 13.7% compared to the first eleven months of 2015. In 2016 the highest growth was recorded in re-exports of pharmaceutical products (grew 42.3% or 20.3 million euro), machinery and mechanical appliances (grew 20% or 6.8 million euro) and essential oils, perfumery, cosmetic or toilet preparations (grew 2.5 times or 4.4 million euro). Meanwhile, the largest decline in re-exports to Germany in 2016 occurred in electrical machinery and equipment (dropped 32.7% or 12.3 million euro).

In 2015, the largest category in re-exports to Germany were vehicles and parts thereof with a share of 21%. Compared to 2015 re-exports of vehicles and parts to Germany increased by 37.5% or 20 million euro. Products in this category are very diverse, but the largest items consisted of automobile parts (28.1%), new cars (10%) and used cars (10.1%). In the first eleven months of 2016, vehicles and parts thereof declined by 3.7% compared to the same period last year.

The second largest category was pharmaceutical products with a share of 15%. Compared to 2015 re-exports of pharmaceutical products to Germany increased by 4.4% or 2.2 million euro. In 2015 the main imports in this category consisted of wadding, gauze, bandages and similar articles (94.8%). In the first eleven months of 2016, pharmaceutical products grew 42.3% or 20.3 million euro and reached a value of 68.4 million euro. In 2016 the main imports in this category consisted of medicaments (99.1%), which were also the main positive growth driver in 2016.

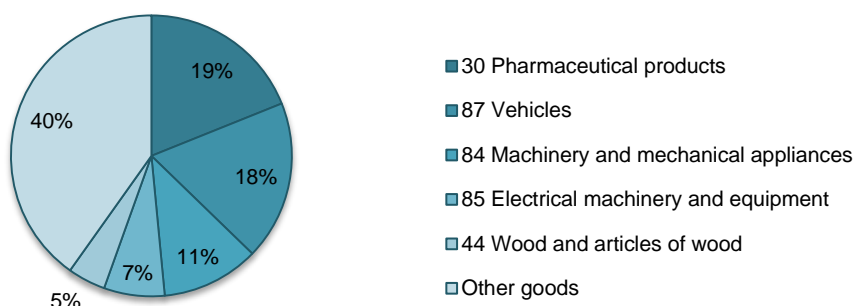
The third largest category in 2015 was electrical machinery and equipment with a share of 12%. Compared to 2015 re-exports of electrical machinery and equipment to Germany increased by 4.7% or 1.8 million euro. The most re-exported products that can be found in this category were monitors and projectors (30.7%), telephones (27.6%) and electric transformers (10.2%). In the first eleven months of 2016, electrical machinery and equipment fell by 32.7% or 12.3 million euro. The main reason of the decline was a sharp decrease in re-exports of monitors and projectors (fell 63.1%) and telephone sets (fell 45.9%).

Figure 5. Structure of re-exports to Germany in 2015, %



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Figure 6. Structure of re-exports to Germany in 2016 1-11, %



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 3. Re-exports of goods to Germany by commodity category 2010–2016 1-11, million euro.

Commodity category (by CN)	2010	2011	2012	2013	2014	2015	2016 1-11	2015 annual change, %
Total	221.7	236.4	280.1	292.3	314.8	344.9	361.7	9.6%
87 Vehicles and parts	40.5	42.0	41.3	45.4	53.3	73.3	66.3	37.5%
30 Pharmaceutical products	41.4	55.4	52.9	57.5	50.0	52.3	68.4	4.4%
85 Electrical machinery and equipment	28.1	24.1	30.1	32.6	39.3	41.2	25.3	4.7%
84 Machinery and mechanical appliances	10.8	8.3	28.1	23.9	28.1	36.1	40.6	28.3%
44 Wood and articles of wood	9.5	15.5	15.5	16.6	18.3	18.3	15.8	0.2%
39 Plastics	11.3	3.8	3.3	6.4	9.1	10.9	11.8	19.6%
07 Edible vegetables and certain roots and tubers	4.3	7.3	2.8	7.3	6.8	7.8	6.1	14.0%
72 Iron and steel	5.9	4.8	5.9	5.9	6.5	7.3	6.6	12.6%
29 Organic chemicals	1.0	0.2	0.8	0.1	1.2	6.8	10.1	469.2%
62 Apparel and clothing accessories (not knitted or crocheted)	7.5	4.6	7.5	6.1	6.2	6.3	7.0	3.1%
90 Optical, measuring, medical instruments	7.2	3.6	3.2	5.4	5.5	6.3	6.4	14.8%
73 Articles of iron or steel	3.8	3.5	4.4	7.0	4.4	6.0	4.3	38.1%
Other goods	50.5	63.2	84.3	78.2	86.0	72.3	93.1	-16.0%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

III. EXPORTS OF SERVICES

In 2015 exports of services to Germany increased by 0.1% until 636.8 million euro. In 2015 Germany was the 2nd largest export partner for Lithuanian service providers. In 2015 exports of services mainly consisted of transport services which accounted for 66% of total exports of services, travel services had a share of 14.2% and other business services had a share of 9%. The highest growth was recorded in exports of construction services which increased three times or 10.5 million euro. Exports of IT services grew also fast, with 48% or 6.2 million euro. In 2015 exports of transport services declined 5.9% or 26.1 million euro. In the first three quarters of 2016, exports of services to Germany increased a further 2.4%.

Table 4. Exports of services to Germany, million euro.

Category	2013	2014	2015	2015 annual change, %
Total	571.4	636.2	636.8	0.1%
Transport services	404.7	446.2	420.1	-5.9%
Travel services	81.8	92.2	90.6	-1.8%
Other business services	41.6	51.7	57.2	10.6%
Telecommunications, computer and information services	10.1	13.0	19.3	48.0%
Manufacturing services on physical inputs owned by others	21.4	14.3	17.8	24.4%
Construction	4.0	4.8	15.3	222.4%
Maintenance and repair services	0.0	7.7	10.5	35.2%
Other services	7.7	6.4	6.2	-2.7%

Source: Bank of Lithuania and Enterprise Lithuania calculations.

IV. POTENTIAL EXPORT OPPORTUNITIES

The Decision Support Model (DSM)² identified 228 product groups (on 6-digit combined nomenclature) with potential opportunities for Lithuanian exporting companies in Germany. Most potential export opportunities were identified for the clothing and apparel industry, the food industry and the electro-technical engineering industry. Taken as a whole sector, most potential export opportunities are identified for the engineering industry (73).

Table 5. Top 10 sectors with export opportunities for Lithuanian companies in Germany according to the Decision Support Model.

Sector (according to NACE rev. 2)	Number of potential export opportunities
Clothing and apparel industry	33
Food industry	26
Electro-technical engineering industry	21
Plastics manufacturing industry	19
Chemical industry	15
Metal processing industry	15
Textile industry	13
Wood processing industry	12
Paper industry	12
Mechanical engineering industry	8

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

² 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 Germany is available on request from analitikai@versli Lietuva.lt.

According to the Decision Support Model (DSM), the top 10 of product groups which are most promising for Lithuanian exporters in Germany is dominated by items produced by the clothing and apparel industry. Items produced by the engineering industry (electro-technical engineering industry, transport equipment industry and plastics manufacturing industry), wood industry and leather industry can also be found in the top-10.

Table 6. Top 10 export opportunities for Lithuanian companies in Germany according to the Decision Support Model.

HS six-digit product code and description	Short-term growth (2015)	Long-term average growth (2010-2015)	Import market size (million euro)	Degree of concentration (HHI-index)
620640 Women's or girls' blouses, shirts and shirt-blouses of man-made fibres	35.8%	27.4%	732.2	0.077
853110 Burglar or fire alarms and similar apparatus	35.4%	17.2%	456.9	0.100
620469 Women's or girls' trousers, bib and brace overalls, breeches and shorts of textile materials	44.5%	10.8%	183.4	0.063
760200 Waste and scrap, of aluminium	27.8%	10.5%	973.7	0.105
610463 Women's or girls' trousers, bib and brace overalls, breeches and shorts of synthetic fibres, knitted or crocheted	29.8%	20.2%	440.7	0.118
620444 Women's or girls' dresses of artificial fibres (excl. knitted or crocheted and petticoats)	34.5%	22.5%	118.4	0.094
392010 Plates, sheets, film, foil and strip, of non-cellular polymers of ethylene	10.9%	9.0%	902.4	0.070
871690 Parts of trailers and semi-trailers and other vehicles not mechanically propelled, n.e.s.	8.5%	11.0%	1314.3	0.080
940600 Prefabricated buildings, whether or not complete or already assembled	31.7%	11.9%	566.6	0.130
420500 Articles of leather or composition leather	47.2%	18.5%	96.7	0.098

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

V. IMPORTS OF GOODS

In 2015 the value of imports of goods from Germany increased by approximately 0.5% and reached a value of 2918.2 million euro. In 2015 Germany was the 2nd largest import partner for Lithuania measured by imports of goods, only surpassed by Russia. In 2015 the main imported items were machinery and mechanical appliances (19% of total imports from Germany), vehicles (18%) and electrical machinery and equipment (8%). The main growth drivers in 2015 were imports of vehicles (which grew 9% or 43.2 million euro), electrical machinery and equipment (grew 21% or 39.8 million euro) and pharmaceutical products (grew 20.5% or 22.5 million euro). In 2015 the largest decrease in this category was recorded by machinery and mechanical appliances, which fell by 14.3% or 92.2 million euro and tobacco (fell 57.7% or 20.6 million euro). In the first eleven months of 2016 imports of goods from Germany increased a further 2.6%. The highest growth in value was recorded in imports of vehicles (grew 30% or 143.8 million euro more than over the same period of the last year), while the highest decrease in value was recorded in imports of machinery and mechanical appliances (fell 10.2% or 52 million euro) and articles of iron or steel (fell 28.9% or 24.6 million euro).

In 2015 the largest category among imports from Germany was machinery and mechanical appliances accounting for about 19% of total imports from Germany. Imports for this category dropped 14.3% or 170.5 million euro but was quite diversified. In 2015 the majority of imports consisted of harvesting or threshing machinery (8.6%), machinery for working plastics (6.5%) and printing machinery (6%). In January-November 2016, imports of machinery and mechanical appliances increased a further 10.2%. In 2016 the highest decrease in value was recorded by imports of machinery for working plastics (fell 82.5% or 28 million euro) and printing machinery (fell 45% or 13.1 million euro).

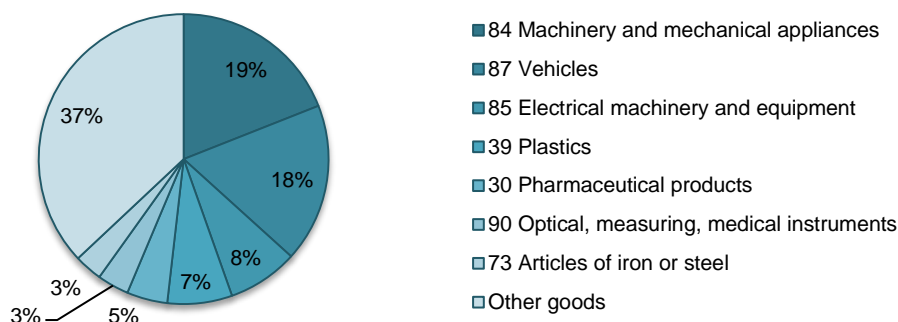
The second largest category in 2015 was imports of vehicles which comprised 18% of total imports from Germany and 23% over the first eleven months of 2016. The imported value in 2015 was 516.4 million euro, 9% or 107.3 million euro more than in 2014. The majority of imports consisted of road trucks (27.2%), used cars (12.2%) and new cars (11.9%). In January-November 2016, imports of vehicles decreased by 24.1% (142.7 million euro). The decrease was mainly accounted for by parts and accessories of motor vehicles (which fell 30.1% or 10.2 million euro).

In 2015 the third largest category was imports of electrical machinery and equipment with a share of 8%. In 2015 imports of electrical machinery and equipment from Germany grew 21% or 39.9 million euro. In 2015 imports in this category were quite diversified: electric motors and generator parts accounted for 11.1% of total imports from Germany in this category, phones for 6.7% and connections and contact elements for wires and cables 4.4%. In January-November 2016, imports of electrical machinery and equipment decreased by approximately 0.7% and reached a value of 213.4 million euro. In 2016 electrical apparatus for switching or protecting electrical circuits (13.3%) and electronic integrated circuits (8.9%) accounted for the biggest share of total imports within this category, though imports in this category were very diverse.

In 2015 the fourth largest category was imports of plastics with a share of 7%. In 2015 imports of plastics from Germany decreased 0.7% or 1.5 million euro. In 2015 and 2016 the majority in this category consisted of primary forms plastics (35.1%) and plates, sheets, film, foil and strip (31.6%). In the first eleven months of 2016, imports for this category decreased a further 2%.

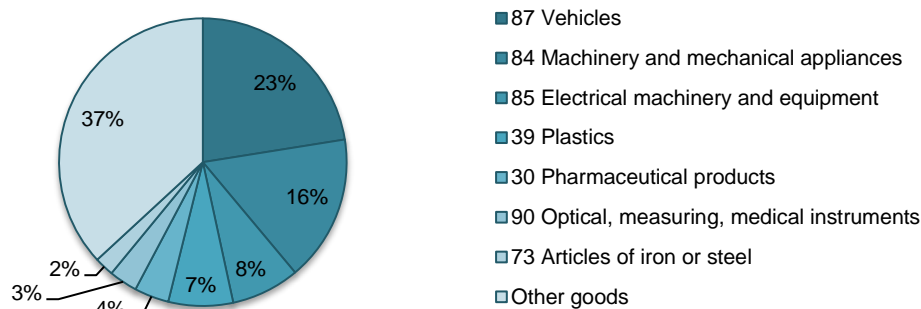
In 2015 the fifth largest category was pharmaceutical products which made up 5% of imports from Germany in 2015 and 4% over the first eleven months of 2016. The imported value in 2015 was 132.4 million euro, up 21% or 22.6 million euro compared to 2014. In 2015 the main imports in this category consisted of wadding, gauze, bandages and similar articles (69.1%) and medicaments (8.8%). In January-November 2016, imports of pharmaceutical products decreased 9.7%.

Figure 7. Structure of imports of goods from Germany in 2015, %.



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Figure 8. Structure of imports of goods from Germany in 2016 1-11 m. %.



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 7. Imports of goods from Germany, million euro.

Commodity category (by CN)	2010	2011	2012	2013	2014	2015	2016 1-11	2015 annual growth, %
Total	1861.5	2277.6	2536.4	2752.1	2902.4	2918.2	2764.1	0.5%
84 Machinery and mechanical appliances	351.6	390.3	393.7	476.5	647.0	554.8	455.9	-14%
87 Vehicles	273.7	461.1	522.0	568.2	473.2	516.4	623.7	9%
85 Electrical machinery and equipment	134.6	160.8	202.8	185.2	190.1	230.0	213.4	21%
39 Plastics and articles thereof	140.9	163.3	192.5	195.8	212.4	210.9	201.7	-1%
30 Pharmaceutical products	87.7	93.9	98.9	101.0	109.8	132.4	107.8	21%
90 Optical, measuring, medical instruments	47.7	68.8	84.9	91.7	94.6	103.2	88.7	9%
73 Articles of iron or steel	44.1	51.4	62.8	72.6	74.0	91.0	60.4	23%
48 Paper and paperboard	59.4	67.3	74.4	65.8	74.7	71.7	49.7	-4%
62 Apparel and accessories (not knitted or crocheted)	27.3	35.5	38.8	39.0	45.9	52.7	48.4	15%
94 Furniture, bedding, mattresses	15.6	17.5	23.7	27.9	38.9	49.9	38.7	28%
21 Miscellaneous edible preparations	21.8	30.5	38.7	51.9	49.3	48.5	41.8	-2%
38 Miscellaneous chemical products	32.4	36.2	38.9	42.7	44.3	45.4	34.6	2%
Other goods	624.7	701.0	764.2	833.7	848.1	811.5	799.3	-4%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

VI. IMPORTS OF SERVICES

Lithuania imported services for an amount of 275.1 million euro, 6.9% less than in 2014. In 2015 Germany was Lithuania's 3rd largest import partner for services. The highest shares in imported services from Germany were taken by transport services (55.6%), other business services (13.9%) and travel services (13%). The highest impact to the drop in imports in 2015 was from travel services, which fell from 60 million euro in 2014 to 35.9 million euro in 2015. In 2015 the highest growth in imports was recorded by ICT services which increased 60.6% or 4.5 million euro. In the first three quarters of 2016, imports of services from Germany decreased a further 7.2%.

Table 8. Imports of services from Germany, million euro.

Balance of Payments category	2013	2014	2015	2015 annual change, %
Total	201.4	295.3	275.1	-6.9%
Transport services	85.9	148.4	152.8	3.0%
Other business services	29.4	42.6	38.1	-10.5%
Travel services	55.9	60.0	35.9	-40.2%
Telecommunications, computer and information services	7.0	7.5	12.1	60.6%
Construction services	1.8	5.7	7.7	34.2%
Financial services	6.1	8.1	7.5	-7.8%
Maintenance and repair services		2.5	5.7	131.9%
Manufacturing services on physical inputs owned by others	1.9	4.4	5.6	27.2%
Personal, cultural, and recreational services	3.8	4.9	4.2	-14.3%
Other services	9.5	11.2	5.6	-50.3%

Source: Bank of Lithuania and Enterprise Lithuania calculations.

VII. GERMAN IMPORTS OF GOODS

In 2015 Lithuania was the 52nd largest import partner for Germany.

Table 9. German imports by country, billion euro.

Country	2011	2012	2013	2014	2015
Total	904.8	902.9	893.9	914.0	951.7
China	80.5	79.6	75.5	80.9	92.7
Netherlands	81.9	85.7	88.7	87.8	88.1
France	66.2	63.6	63.5	66.7	67.0
United States of America	49.5	52.2	50.1	50.2	60.9
Italy	48.1	47.9	46.9	48.5	49.0
Poland	32.4	33.0	36.0	39.7	44.5
Switzerland	37.7	38.5	39.2	40.4	43.7
Czech Republic	33.0	32.5	33.0	36.8	39.3
United Kingdom	44.8	41.4	39.4	38.5	38.2
Austria	37.1	36.2	36.5	36.1	37.2
Belgium	38.3	37.6	39.0	39.5	36.8
Russian Federation	40.1	42.7	41.5	38.6	30.0
Other countries	315.2	311.8	304.7	310.3	324.4

Source: Trademap.

Table 10. German imports of goods by commodity group, billion euro.

Commodity group (by CN)	2011	2012	2013	2014	2015
Total	904.8	902.9	893.9	914.0	951.7
84 Machinery and mechanical appliances	110.4	110.2	108.0	113.5	120.3
85 Electrical machinery and equipment	100.6	98.8	96.6	101.9	113.1
27 Mineral fuels, mineral oils	121.3	130.1	127.3	113.6	91.0
87 Vehicles	70.6	72.4	72.8	79.0	90.4
30 Pharmaceutical products	34.9	33.8	34.1	37.1	41.4
39 Plastics and articles thereof	31.2	31.5	32.2	33.7	35.6
90 Optical, measuring, medical instruments	26.3	27.3	27.6	29.2	33.2
29 Organic chemicals	25.0	25.5	25.3	25.8	28.6
72 Iron and steel	27.4	24.2	22.4	22.9	22.7
88 Aircraft, spacecraft, and parts thereof	18.5	18.8	20.4	21.5	22.3
73 Articles of iron or steel	17.5	17.0	17.0	17.9	18.4
94 Furniture, bedding, mattresses	13.6	13.9	14.2	16.0	17.3
Other goods	307.5	299.4	296.1	301.9	317.4

Source: Trademap.