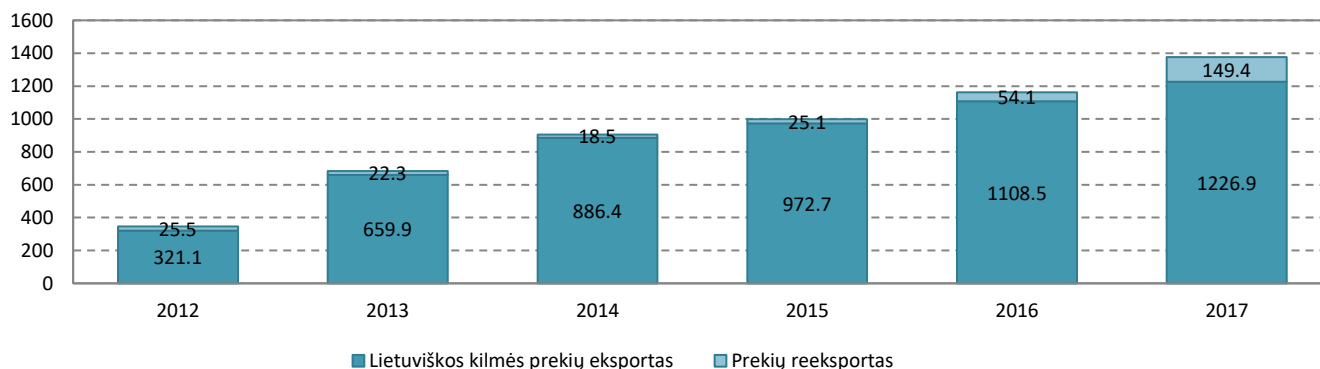


**SUMMARY**

- ▶ In 2017 the United States was Lithuania's 5<sup>th</sup> largest export partner and 20<sup>th</sup> largest import partner. The turnover of goods between the United States and Lithuania is increasing – from 591.2 million euro in 2013 to 1744.0 million EUR in 2017. Lithuania has a positive trade balance with the United States since 2008. In addition, much faster exports growth in 2017 resulted in an increase of positive trade balance to 1008.6 million EUR. If compared with 2016, the largest growth in exports of domestically produced goods was recorded in mineral fuels, mineral oils and products of their distillation; this was the main exports growth driver in 2017.
- ▶ In 2017 exports of domestically produced goods to the United States increased by 10,7% and amounted to 1226.9 million EUR. If compared with 2016, the largest growth in exports of domestically produced goods was recorded in mineral fuels, mineral oils and products of their distillation, furniture, arms and ammunition. Largest decrease was observed in the exports of inorganic chemicals, fertilizers, albuminoidal substances and dairy produce. Most of exported goods in 2017 consisted of mineral fuels, mineral oils and products of their distillation (67%), furniture (8%), miscellaneous chemical products (4%), optical, photographic, measuring, medical instruments (4%).
- ▶ In 2016 Lithuania exported services to the United States for an amount of more than 147.9 million EUR, which was 75.7% more than in 2015. The largest share in exports of services to the United States was accounted for by telecommunications, computer, and information services (33%), other business services (27%) and government services (18%).
- ▶ In 2017 Lithuania imported goods from the United States for an amount of 367.7 million EUR, which was 16,1% more than in 2016. Most of imported goods in 2017 consisted of vehicles other than railway or tramway rolling-stock (28%), boilers, machinery and mechanical appliances (15%), mineral fuels, oils and products of their distillation (9%), fish and crustaceans, molluscs and other aquatic invertebrates (6%), optical, photographic, measuring, medical instruments (5%). In 2017 growth was mainly caused by the imports of mineral fuels, oils and products of their distillation and vehicles other than railway or tramway rolling-stock, and parts which grew by more than a half (34,1%). The largest decrease was recorded in the imports of electrical machinery and equipment and parts thereof, boilers, machinery and mechanical appliances, tobacco and manufactured tobacco substitutes.
- ▶ In 2016 Lithuania imported services from the United States for an amount of 118.1 million EUR, which was 23.3% more than in 2015. In 2016 the largest share in imports of services from the United States was accounted by other services (33%), followed by business services (27%) and transport services (23%).
- ▶ In 2017 Lithuania was the 68th largest import partner for the United States.

**Figure 1. Lithuanian exports of goods to the United States 2012-2017 million EUR**


Source: Statistics Lithuania and Enterprise Lithuania calculations.

**Table 1. Bilateral trade between Lithuania and the United States 2015-2017.**

	2015		2016		2017	
	Share, %	Rank	Share, %	Rank	Share, %	Rank
<b>Goods</b>						
Share of partner country in total exports of goods	4,4%	8	5,1%	6	5,2%	5
Share of partner country in domestically produced exports of goods	7,2%	3	8,2%	2	7,8%	3
Share of partner country in re-exports of goods	0,3%	28	0,6%	20	1,4%	10
Share of partner country in imports of goods	1,4%	18	1,3%	19	1,3%	20
<b>Services</b>						
Share of partner country in exports of services	1,4%	19	2,2%	15	n/a	n/a
Share of partner country in imports of services	2,2%	12	2,6%	12	n/a	n/a

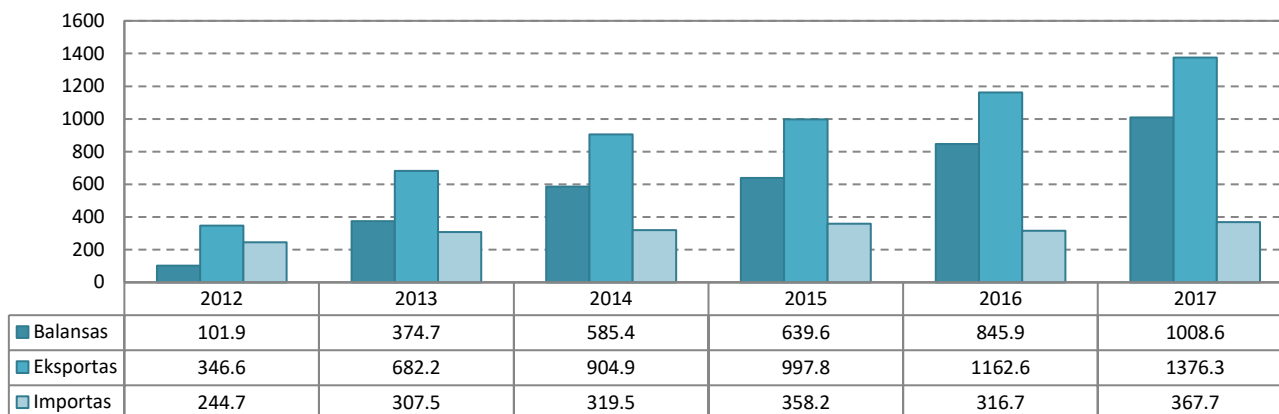
Source: Statistics Lithuania, Bank of Lithuania and Enterprise Lithuania calculations.

**I. TRADE BALANCE IN GOODS**

The turnover of goods between the United States and Lithuania is increasing – from 591.2 million euro in 2013 to 1744.0 million EUR in 2017. Lithuania has a positive trade balance with the United States since 2008. In addition, much faster exports growth in

2017 resulted in an increase of positive trade balance to 1008.6 million EUR. If compared with 2016, the largest growth in exports of domestically produced goods was recorded in mineral fuels, mineral oils and products of their distillation; this was the main exports growth driver in 2017.

**Figure 2. Bilateral trade of goods between Lithuania and the United States in 2012-2017, million EUR**



Source: Statistics Lithuania.

## II. DOMESTICALLY PRODUCED EXPORTS

In 2017 exports of domestically produced goods to the United States increased by 10,7% and amounted to 1226.9 million EUR. If compared with 2016, the largest growth in exports of domestically produced goods was recorded in mineral fuels, mineral oils and products of their distillation, furniture, arms and ammunition. Largest decrease was observed in the exports of inorganic chemicals, fertilizers, albuminoidal substances and dairy produce. Most of exported goods in 2017 consisted of mineral fuels, mineral oils and products of their distillation (67%), furniture (8%), miscellaneous chemical products (4%), optical, photographic, measuring, medical instruments (4%).

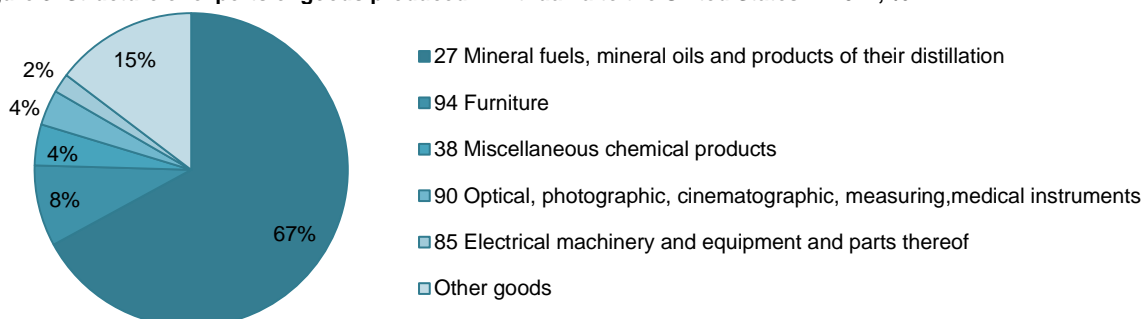
In 2017 the largest category was mineral fuels, mineral oils and products of their distillation. These products comprised 67% of exports of domestically produced goods to the United States and amounted to 822.9 million EUR. In 2017, domestically produced exports in this category to the United States grew 12,4% compared to 2016 and were one of the main growth drivers. Exports in this category mainly consisted of petroleum oils and oils obtained from bituminous minerals (99,9%).

The second largest category was furniture which comprised 8% of domestic exports to the United States and amounted to 102.8 million EUR which was almost by 34.6% more than in 2016. Exports in this category mainly consisted of other furniture and parts thereof (94,8%) and seats (3,2%).

In 2017 the third largest category was miscellaneous chemical products which comprised 4% of domestic exports to the United States. Exports of miscellaneous chemical products decreased by 3,2% over the year of 2017 and amounted to 51.9 million EUR. Basically all exports in this category consisted of diagnostic or laboratory reagents (99,1%) and prepared binders for foundry moulds or cores (0,9%).

The fourth place was taken by optical, photographic, measuring, medical instruments which comprised 4% of domestic exports to the United States. Exports of optical, photographic, measuring, medical instruments grew in 2017 by 34.9% and amounted to 45.0 million EUR. This category mainly consisted of instruments and apparatus for physical or chemical analysis (34,8%), liquid crystal devices (25,6%) and instruments and appliances used in medical, surgical, dental or veterinary science (15,5%).

**Figure 3. Structure of exports of goods produced in Lithuania to the United States in 2017, %**



Source: Statistics Lithuania and Enterprise Lithuania calculations.

**Table 2. Exports of domestically produced goods to the United States, million EUR.**

Commodity category (by CN)	2013	2014	2015	2016	2017	2017 annual growth, %
<b>Total</b>	<b>659.9</b>	<b>886.4</b>	<b>972.7</b>	<b>1108.5</b>	<b>1226.9</b>	<b>10.7%</b>
27 Mineral fuels, mineral oils and products of their distillation	453.4	657.0	668.5	732.2	822.9	12.4%
94 Furniture	66.3	87.7	95.5	76.4	102.8	34.6%
38 Miscellaneous chemical products	6.2	5.9	17.7	53.6	51.9	-3.2%
90 Optical, photographic, measuring, medical instruments	16.8	17.5	31.6	33.3	45.0	34.9%
85 Electrical machinery and equipment and parts thereof	10.8	14.2	17.4	19.2	24.3	26.9%
93 Arms and ammunition; parts and accessories thereof	1.4	1.7	3.0	3.9	22.1	469.7%
11 Products of the milling industry	10.7	14.4	11.4	19.7	17.1	-13.4%
31 Fertilizers	35.4	10.0	12.1	28.2	16.9	-40.0%
04 Dairy produce	3.3	10.4	27.6	18.9	14.2	-25.0%
30 Pharmaceutical products	0.0	0.0	0.9	4.8	12.8	167.0%
29 Organic chemicals	2.6	4.2	7.0	10.3	11.2	8.9%
Other goods	53.0	63.5	80.0	108.0	85.8	-20.6%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

### III. EXPORTS OF SERVICES

In 2017 Lithuania exported services to the United States for an amount of more than 191 million EUR, which was 29.5% more than in 2016. The largest share in exports of services to the United States was accounted for by telecommunications, computer, and information services (58.5%), other business services (17.9%) and transport services (12.3%).

**Table 2: Exports of services to the United States, million EUR.**

Category	2016	2017
<b>Total</b>	<b>147.9</b>	<b>191.5</b>
Telecommunications, computer, and information services	48.29	112.02
Other business services	39.92	34.28
Government services	26.77	17.16
Transport services	20.38	23.62
Manufacturing services on physical inputs owned by others	6.52	-8.24
Other services	6.02	4.49

Source: Bank of Lithuania and Enterprise Lithuania calculations.

### IV. POTENTIAL EXPORT OPPORTUNITIES

The Decision Support Model (DSM)<sup>1</sup> identified 1449 product group (on 6-digit combined nomenclature) with potential opportunities for Lithuanian exporting companies in USA. Most potential export opportunities were identified for the engineering industry (630), the food and beverages industry (163), the chemical industry (95).

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

Sector (according to NACE rev. 2)	Number of potential export opportunities
Other machinery and equipment n.e.c.	185
Food products	151
Basic metals	115
Fabricated metal products, except machinery and equipment	114
Electrical equipment	105
Computer, electronic and optical products	96
Chemicals and chemical products	95
Rubber and plastic products	77
Textiles	75
Other non-metallic mineral products	66
Wearing apparel	60
Other manufacturing	57
Paper and paper products	57
Motor vehicles, trailers and semi-trailers	31
Agriculture	25
Wood and products wood and cork, except furniture	25
Other transport equipment	22
Leather and leather products	19
Basic pharmaceutical products and pharmaceutical preparations	15
Printing and reproduction recorded media	14
Furniture	13

<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, 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) and possible barriers to market entry for that product (tariffs). The full list of export opportunities for Lithuanian exporters in USA is available on request from [analitikai@versli Lietuva.lt](mailto:analitikai@versli Lietuva.lt).

Sector (according to NACE rev. 2)	Number of potential export opportunities
Beverages	12
Waste collection, treatment and disposal services	4
Creative, arts and entertainment services	4
Fishery	4
Libraries, archives, museums and other cultural activities	3
Refined oil products	3
<b>Other professional, scientific and technical activities</b>	<b>1</b>
Tobacco and tobacco products	1
<b>Total</b>	<b>1449</b>

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

## V. IMPORTS OF GOODS

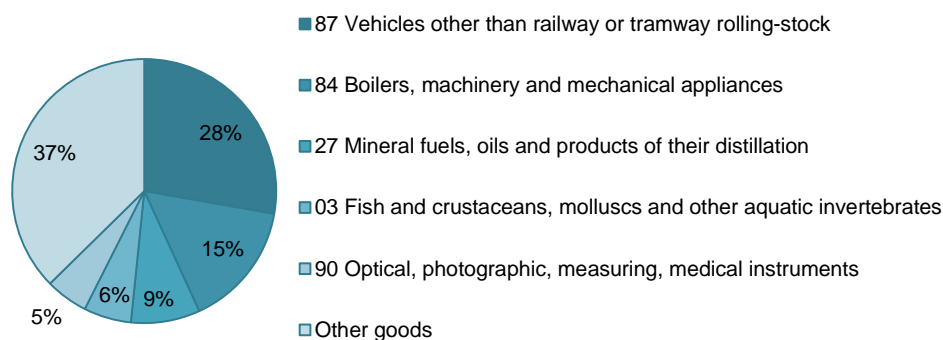
In 2017 Lithuania imported goods from the United States for an amount of 367.7 million EUR, which was 16,1% more than in 2016. Most of imported goods in 2017 consisted of vehicles other than railway or tramway rolling-stock (28%), boilers, machinery and mechanical appliances (15%), mineral fuels, oils and products of their distillation (9%), fish and crustaceans, molluscs and other aquatic invertebrates (6%), optical, photographic, measuring, medical instruments (5%). In 2017 growth was mainly caused by the imports of mineral fuels, oils and products of their distillation and vehicles other than railway or tramway rolling-stock, and parts which grew by more than a half (34,1%). The largest decrease was recorded in the imports of electrical machinery and equipment and parts thereof, boilers, machinery and mechanical appliances, tobacco and manufactured tobacco substitutes.

In 2017 the largest category among imports of goods from the United States was vehicles other than railway or tramway rolling-stock with a share of 28%. In 2017 imports of vehicles grew 34,1% and reached the value of 102.1 million EUR. Most of this category of goods consisted of motor cars and other motor vehicles principally designed for the transport of persons (81,6%) and tractors (10,4%).

In 2017 the second largest category among imports of goods from the United States was boilers, machinery and mechanical appliances, which had a share of 15% in total imports of goods from that country. In 2017 imports value of boilers, machinery and mechanical appliances decreased by 13,1% and reached the value of 56.6 million EUR. Most of imports in this category consisted of turbojets, turbo propellers and other gas turbines (29,6%), agricultural, horticultural or forestry machinery for soil preparation or cultivation (24,2%) and pumps for liquids (11,2%).

The third largest category among imports from the United States consisted of mineral fuels, oils and products of their distillation which had a share of 9% in total imports from that country. In 2017 imports of mineral fuels, oils and products of their distillation reached the value of 31.1 million EUR. Most of imports in this category consisted of petroleum gases and other gaseous hydrocarbons (99,4%).

Figure 4. Structure of imports of goods from the United States in 2017, %



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 5. Imports of goods from the United States, million EUR

Commodity category (by CN)	2013	2014	2015	2016	2017	2017 annual growth, %
<b>Total</b>	<b>307.5</b>	<b>319.5</b>	<b>358.2</b>	<b>316.7</b>	<b>367.7</b>	16.1%
87 Vehicles other than railway or tramway rolling-stock	95.4	73.8	52.7	76.2	102.1	34.1%
84 Boilers, machinery and mechanical appliances	33.5	48.9	51.5	65.1	56.6	-13.1%
27 Mineral fuels, oils and products of their distillation	24.2	58.5	57.5	0.2	31.1	16695.0%
03 Fish and crustaceans, molluscs and other aquatic invertebrates	12.7	17.1	22.1	18.3	21.4	16.9%
90 Optical, photographic, measuring, medical instruments	17.0	15.2	22.5	13.4	19.2	43.2%
33 Essential oils and resinoids	1.9	2.6	7.4	8.7	17.1	96.6%
85 Electrical machinery and equipment and parts thereof	12.8	17.6	23.6	36.2	15.3	-57.6%
88 Aircraft, spacecraft, and parts thereof	25.6	6.9	9.9	14.6	14.2	-2.9%

Commodity category (by CN)	2013	2014	2015	2016	2017	2017 annual growth, %
08 Edible fruit and nuts; peel of citrus fruit or melons	5.7	7.8	10.3	8.3	11.8	41.9%
30 Pharmaceutical products	1.2	4.9	8.8	6.5	8.3	26.4%
38 Miscellaneous chemical products	6.2	4.1	4.6	3.0	7.9	159.9%
39 Plastics and articles thereof	3.3	2.9	6.0	7.9	7.1	-10.6%
Other products	68.1	59.3	81.4	58.2	55.7	-4.4%

Source: Statistics Lithuania and Enterprise Lithuania calculations.

## VI. IMPORTS OF SERVICES

In 2017 Lithuania imported services from the United States for an amount of more than 150 million EUR, which was 27.6% more than in 2016. In 2017 the largest share in imports of services from the United States was accounted by transport services (34%), followed by maintenance and repair services (19%) and other business services (18%).

**Table 6: Imports of services from the United States by balance of payments category, million EUR.**

Category	2016	2017
<b>Total</b>	<b>118.1</b>	<b>150.65</b>
Transport services	27.2	51.3
Maintenance and repair services n.i.e	16.43	28.78
Other business services	32.4	26.41
Telecommunications, computer, and information services	13.1	24.05
Travel	6.7	7.29
Other services	22.27	12.82

Source: Statistics Lithuania and Enterprise Lithuania calculations.

## VII. UNITED STATES IMPORTS OF GOODS

In 2017 Lithuania was the 68<sup>th</sup> largest import partner for the United States.

**Table 7. United States imports by country, billion EUR**

Country	2013	2014	2015	2016	2017
<b>Total</b>	<b>1751.6</b>	<b>1813.7</b>	<b>2084.2</b>	<b>2031.4</b>	<b>2132.9</b>
China	345.6	365.8	454.1	435.1	465.8
Mexico	213.2	223.3	269.5	268.1	280.6
Canada	253.8	266.4	272.0	255.7	271.9
Japan	107.0	103.4	121.6	122.1	123.8
Germany	87.6	94.4	114.6	105.1	106.4
Korea, Republic of	48.6	54.0	66.7	64.9	64.8
United Kingdom	40.5	41.6	53.1	49.8	47.9
Italy	30.0	32.6	40.9	42.1	45.5
India	32.5	35.3	42.1	43.1	44.8
France	35.0	35.9	44.0	43.2	44.3
Ireland	23.8	25.7	35.6	41.3	43.4
Viet Nam	19.5	24.1	35.8	39.5	42.9
Other countries	514.3	511.0	534.2	521.3	550.8

Source: Trademap.

**Table 8. United States imports of goods by commodity group, billion EUR**

Commodity category (by CN)	2013	2014	2015	2016	2017
<b>Total</b>	<b>1751.6</b>	<b>1813.7</b>	<b>2084.2</b>	<b>2031.4</b>	<b>2132.9</b>
85 Electrical machinery and equipment and parts thereof	228.3	240.5	300.5	303.5	315.8
84 Machinery, mechanical appliances, nuclear reactors, boilers	234.4	249.2	297.3	285.0	309.0
87 Vehicles other than railway or tramway rolling stock	190.5	199.6	256.2	257.4	260.8
27 Mineral fuels, oils and products of their distillation	293.1	269.5	180.8	147.4	180.8
30 Pharmaceutical products	47.7	55.0	77.5	83.6	85.4
99 Commodities not elsewhere specified	53.4	55.7	76.6	78.1	80.8
90 Optical, photographic, measuring, medical instruments	54.3	57.3	70.7	73.0	76.3
94 Furniture	38.6	42.0	55.1	57.0	59.5
71 Pearls, precious or semi-precious stones, precious metals	48.5	48.2	52.5	59.0	53.1
39 Plastics and articles thereof	34.9	37.7	45.3	45.5	48.6
Other products	527.9	559.0	671.6	642.0	662.8

Source: Trademap.