



LITHUANIA – OMAN BILATERAL TRADE

Review

2018.06.08



SUMMARY

- In 2017 Oman was Lithuania's 113th largest export partner and 104th largest import partner. In 2017 Lithuania had a positive trade balance with Oman and the trade surplus in goods was approximately 1.3 million euro.
- In 2017 exports of domestically produced exports to Oman decreased by 30.5% and reached a value of 1257.8 thousand euro. In 2017 Oman was the 113th largest export partner for Lithuania measured by domestically produced exports. In 2017 the decrease in exports was mainly accounted for by arms and ammunition, wood and articles of wood and dairy produce. Most of exported goods in 2017 consisted of mineral fuels, oils and products of their distillation (48.8%), furniture (21.0%), toys, games, and sports requisites (13.2%), electrical machinery and equipment and parts thereof (5.6%), wood and articles of wood; wood charcoal (2.7%).
- In 2017 exports of services to Oman increased 20.0% and reached a value of 0.66 million euro. In 2017 Oman was the 94th largest export partner for Lithuanian service providers. In 2017 exports of services mainly consisted of transport services (75.8%) and other business services (24.2%).
- In 2017 the value of imports of goods from Oman increased by 26.0% and reached a value of 286.7 thousand euro. The main positive driver in 2017 was imports of other made - up textile articles and sets, which increased by 132.9 thousand euro. In 2017 Oman was the 104th largest import partner for Lithuania measured by imports of goods.
- In 2017 Lithuania imported services from Oman for an amount of 0.14 million EUR, which was 7.7% more than in 2016. Total imports of services from Oman were entirely made up of travel services.
- The Decision Support Model (DSM) identified 358 product group (on 6-digit Combined Nomenclature level) with potential opportunities for Lithuanian exporting companies in Oman. Most potential export opportunities were identified for food products, electrical equipment, wearing apparel (manufacture), manufacture of fabricated metal products, except machinery and equipment and manufacture of plastic products.
- In 2017 Lithuania was the 76th largest import partner for Oman.

Figure 1. Lithuanian exports of goods to Oman 2012-2017 million EUR



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 1. Bilateral trade between Lithuania and Oman 2015-2017.

	2015		2016		2017	
	Share, %	Rank	Share, %	Rank	Share, %	Rank
Goods						
Share of partner country in total exports of goods	0.01%	96	0.01%	101	0.01%	113
Share of partner country in domestically produced exports of goods	0.01%	93	0.01%	93	0.01%	109
Share of partner country in re-exports of goods	0.01%	79	0.01%	99	0.00%	112
Share of partner country in imports of goods	0.23%	34	0.00%	98	0.00%	104
Services						
Share of partner country in exports of services	0.01%	86	0.01%	90	0.01%	94
Share of partner country in imports of services	0.01%	94	0.00%	101	0.00%	101

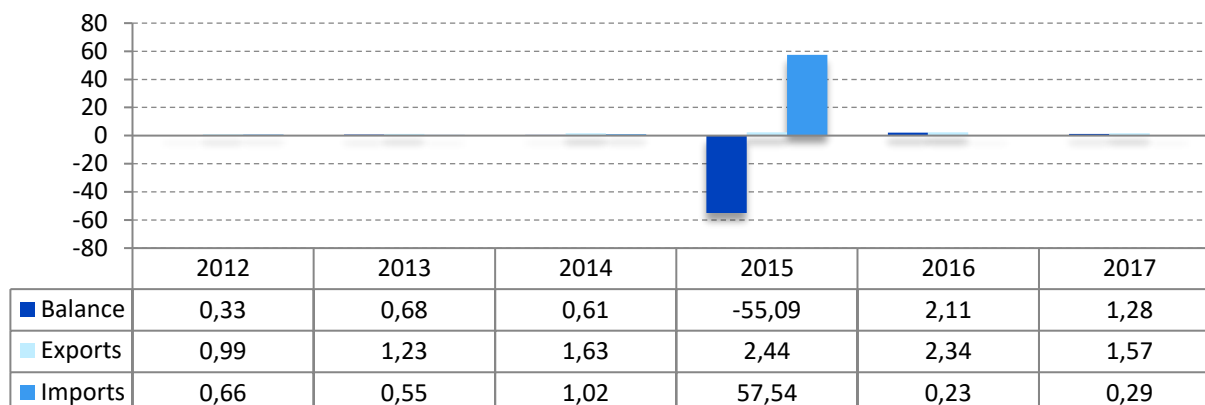
Statistics Lithuania, Bank of Lithuania and Enterprise Lithuania calculations.



I. TRADE BALANCE

In 2017 Lithuania had a positive trade balance with Oman and the trade surplus in goods was approximately 1.3 million euro. In 2015 the deficit was caused by high imported value of mineral fuels (consisting of natural gas condensates).

Figure 2. Bilateral trade of goods between Lithuania and Oman in 2012-2017, million euro.



Source: Statistics Lithuania.

II. DOMESTICALLY PRODUCED EXPORTS

In 2017 exports of domestically produced exports to Oman decreased by 30.5% and reached a value of 1257.8 thousand euro. In 2017 Oman was the 113th largest export partner for Lithuania measured by domestically produced exports. In 2017 the decrease in exports was mainly accounted for by arms and ammunition, wood and articles of wood and dairy produce. Most of exported goods in 2017 consisted of mineral fuels, oils and products of their distillation (48.8%), furniture (21.0%), toys, games, and sports requisites (13.2%), electrical machinery and equipment and parts thereof (5.6%), wood and articles of wood; wood charcoal (2.7%).

As mentioned before, the largest share in domestically produced exports to Oman in 2017 consisted of exports of mineral fuels and oils which accounted for 48.8% of domestically produced exports to Oman. The exported value in 2017 was 614.3 thousand euro, which was 7.7% less than in 2016. Exports in this category mainly consisted of motor oils, compressor lube oils, turbine lube oils (97.7%) and peat (2.3%).

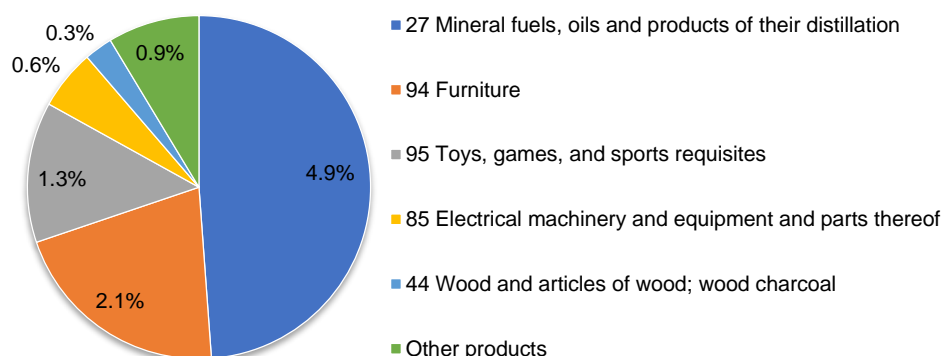
In 2017 the second largest category was exports of furniture with an exported value of 263.7 thousand euro, which made up 21.0% of domestically produced exports in 2017. In 2017 exports of domestically produced furniture to Oman increased by 46.3 thousand euro. Exports in this category mainly consisted of lamps and lighting (55.1%), seats (24.7%) and other furniture and parts thereof (19.6%).

In 2017 the third largest category was exports of toys, games, and sports requisites which comprised 13.2% of domestically produced exports to Oman. The exported value in 2017 was 166.6 thousand euro, which was 19.5% or 40.4 thousand less than in 2016. Exports in this category mainly consisted of articles and equipment for general physical exercise, gymnastics, athletics and other sports.

In 2017 the fourth largest category was exports of electrical machinery and equipment industry, which made up 5.6% of total domestically produced exports. The exported value in 2017 was 71.0 thousand euro, 122.6% or 39.1 thousand euro more than in 2016. Exports in this category mainly consisted of radio navigational receivers (98.0%).



Figure 3. Structure of exports of goods produced in Lithuania to Oman in 2017, %



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 2. Exports of domestically produced goods to Oman, thousand euro

Commodity category (by CN)	2013	2014	2015	2016	2017
Total	1121.5	1108.1	1604.9	1808.6	1257.8
27 Mineral fuels and oils	871.6	671.3	540.9	665.5	614.3
94 Furniture	46.9	66.6	124.8	217.4	263.7
95 Toys, games, and sports requisites	0.0	0.0	77.2	207.0	166.6
85 Electrical machinery and equipment	33.3	49.2	32.5	31.9	71.0
44 Wood and articles of wood; wood charcoal	105.8	127.9	70.1	190.8	33.5
19 Preparations of cereals, flour, starch or milk	0.0	0.0	0.0	10.8	26.8
90 Optical, measuring, medical instruments	22.1	68.5	550.8	73.7	20.1
96 Miscellaneous manufactured articles	0.0	0.0	20.7	11.6	13.7
83 Miscellaneous articles of base metal	0.0	0.0	0.0	0.0	12.6
87 Vehicles other than railway or tramway rolling-stock	0.0	0.0	0.0	6.9	9.4
39 Plastics and articles thereof	15.8	0.5	6.0	4.8	5.7
73 Articles of iron or steel	4.1	26.3	1.3	4.4	5.4
Other products	21.9	97.8	180.6	383.8	15.0

Source: Statistics Lithuania and Enterprise Lithuania calculations.

III. EXPORTS OF SERVICES

In 2017 exports of services to Oman increased 20.0% and reached a value of 0.66 million euro. In 2017 Oman was the 94th largest export partner for Lithuanian service providers. In 2017 exports of services mainly consisted of transport services (75.8%) and other business services (24.2%)

Table 3. Exports of services to Oman, million EUR.

Category	2016	2017
Total	0.55	0.66
Transport services	0.51	0.50
Other business services	0.04	0.16

Source: Statistics Lithuania and Enterprise Lithuania calculations.

IV. IMPORTS OF GOODS

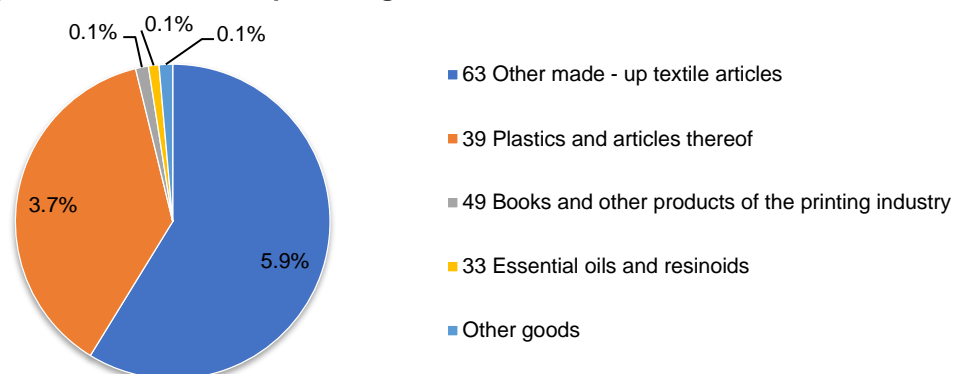
In 2017 the value of imports of goods from Oman increased by 26.0% and reached a value of 286.7 thousand euro. The main positive driver in 2017 was imports of other made - up textile articles and sets, which increased by 132.9 thousand euro. In 2017 Oman was the 104th largest import partner for Lithuania measured by imports of goods.



In 2017 the largest category among imports from Oman was other made - up textile articles which comprised about 58.8% of total imports from Oman. In 2017 the majority in this category consisted of worn clothing and other worn articles.

The second largest category in 2017 was imports of plastics and articles thereof which comprised 37.4% of total imports from Oman. The imported value in 2017 was 107.3 thousand euro, 42.2% or 78.3 thousand euro less than in 2016. Imports of plastics and articles thereof from Oman were entirely made up of plates, sheets, film, foil and strip.

Figure 4. Structure of imports of goods from Oman in 2017, %



Source: Statistics Lithuania and Enterprise Lithuania calculations.

Table 4. Imports of goods from Oman, thousand EUR

Commodity category (by CN)	2013	2014	2015	2016	2017
Total:	548.1	1018.8	57535.3	227.6	286.7
63 Other made - up textile articles	72.6	392.5	97.7	35.6	168.5
39 Plastics and articles thereof	474.2	624.9	113.9	185.6	107.3
49 Books and other products of the printing industry		0.0	1.0	0.6	3.8
33 Essential oils and resinoids	1.3	0.9	0.8	4.9	3.1
61 Articles of apparel and clothing accessories	0.0	0.0	0.0	0.0	1.4
13 Lac; vegetable saps and extracts	0.0	0.0	0.0	0.1	1.0
44 Wood and articles of wood	0.0	0.0	0.7	0.6	0.7
90 Optical, photographic, measuring, medical instruments	0.0	0.0	0.0	0.0	0.5
84 Machinery and mechanical appliances	0.0	0.1	0.0	0.0	0.3
64 Footwear, gaiters and the like	0.0	0.0	0.0	0.0	0.1
Other products	0.0	0.4	57321.2	0.2	0.0

Source: Statistics Lithuania and Enterprise Lithuania calculations.

V. IMPORTS OF SERVICES

In 2017 Lithuania imported services from Oman for an amount of 0.14 million EUR, which was 7.7% more than in 2016. Total imports of services from Oman were entirely made up of travel services.

Table 5. Imports of services from Oman by balance of payments category, million EUR.

Category	2016	2017
Total:	0.13	0.14
Travel services	0.13	0.14

Source: Statistics Lithuania and Enterprise Lithuania calculations.

VI. POTENTIAL EXPORT OPPORTUNITIES

The Decision Support Model (DSM)¹ identified 358 product group (on 6-digit Combined Nomenclature level) with potential opportunities for Lithuanian exporting companies in Oman. Most potential export opportunities

¹ 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



were identified for food products, electrical equipment, wearing apparel (manufacture), manufacture of fabricated metal products, except machinery and equipment and manufacture of plastic products.

Table 6. Export opportunities for Lithuanian companies in Oman, according to the Decision Support Model.

Sector (according to NACE rev. 2)	Number of potential export opportunities
Food products	60
Electrical equipment	31
Wearing apparel (manufacture)	31
Manufacture of fabricated metal products, except machinery and equipment	28
Manufacture of plastic products	26
Textiles	24
Computer, electronic and optical products	23
Machinery and equipment n.e.c	20
Other non-metallic mineral products	15
Paper and paper products	14
Wood and wood products	14
Other manufactured goods	12
Basic metals	12
Chemicals and chemical products	10
Products of agriculture, hunting and related services	9
Furniture	9
Manufacture of basic pharmaceutical products and pharmaceutical preparations	7
Leather and related products	6
Fishing and aquaculture	2
Motor vehicles, trailers and semi-trailers	2
Beverages	2
Publishing	1
Total:	358

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

VII. OMAN IMPORTS OF GOODS

In 2017 Lithuania was the 76th largest import partner for Oman.

Table 6. Oman imports by country, million EUR

Country	2013	2014	2015	2016	2017
Total:	25846.8	22044.9	26132.9	21016.9	17819.7
United Arab Emirates	7657.8	7157.0	9153.1	9469.8	7032.3
Area Nes	0.0	0.0	3813.0	2358.0	1967.5
United States of America	1140.3	951.5	947.3	693.0	1383.0
China	789.1	1057.7	1312.1	1016.7	1044.3
India	2346.8	952.2	1409.1	1013.7	747.8
Saudi Arabia	1523.6	903.9	1057.1	734.8	589.7
Brazil	929.8	857.3	561.3	339.0	471.4
Yemen	47.7	22.3	21.7	268.1	394.6
Iran, Islamic Republic of	422.5	260.5	268.2	580.3	320.6
United Kingdom	388.7	387.0	402.5	309.4	305.3
Germany	706.6	649.5	472.0	265.0	248.5
Italy	480.4	431.0	474.6	235.5	233.0

(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 the Oman is available on request from analitikai@enterpriselithuania.lt.



Country	2013	2014	2015	2016	2017
Netherlands	372.1	320.1	605.6	118.9	228.6
Japan	2501.8	2692.6	402.5	457.5	218.7
Korea, Republic of	722.8	807.6	477.0	152.9	201.3
Australia	250.4	240.3	203.7	163.6	187.6
Bahrain	188.8	150.7	231.1	147.4	181.4
Oman	0.0	0.0	0.0	0.0	130.9
Singapore	208.7	336.7	119.3	322.0	126.5
France	261.1	194.8	233.6	165.1	120.4
Malaysia	201.4	187.0	198.0	145.5	117.0
Other countries	4706.4	3485.3	3770.1	2060.7	1569.3

Source: Trademap.

Table 7. Oman imports of goods by commodity group, million EUR

Country	2013	2014	2015	2016	2017
All products:	25846.8	22044.9	26132.9	21016.9	17819.7
84 Machinery, mechanical appliances	2679.8	2476.6	3444.3	2826.0	2474.2
87 Vehicles other than railway or tramway rolling stock	4472.9	4849.4	3813.0	2358.0	1967.5
85 Electrical machinery and equipment	1342.3	1324.1	1805.8	1562.6	1288.8
88 Aircraft, spacecraft, and parts thereof	97.2	113.0	332.7	311.6	1046.4
73 Articles of iron or steel	1092.6	843.1	1164.3	1074.6	951.5
71 Pearls, stones, precious metals	491.9	336.6	761.3	849.7	914.5
72 Iron and steel	780.9	950.8	897.4	848.1	709.1
27 Mineral fuels, oils and products of their distillation	5822.5	1432.6	3118.1	1824.6	617.9
26 Ores, slag and ash	1014.8	793.9	447.5	313.9	552.9
39 Plastics and articles thereof	542.6	579.5	762.3	638.9	507.5
04 Dairy produce	448.9	508.4	551.6	533.2	399.7
74 Copper and articles thereof	470.3	406.5	484.8	408.8	363.7
10 Cereals	345.6	435.1	428.9	348.0	303.9
30 Pharmaceutical products	252.7	297.6	382.8	342.0	302.8
49 Books and other products of the printing industry	24.7	20.5	42.2	21.1	272.4
90 Optical, measuring, medical instruments	307.8	330.9	382.2	337.2	254.8
94 Furniture	233.7	455.1	538.5	295.0	246.8
38 Miscellaneous chemical products	218.6	229.6	322.0	315.7	243.8
25 Salt; sulphur; earths and stone	265.8	313.0	377.0	447.1	222.5
02 Meat and edible meat offal	250.7	238.0	295.0	248.4	215.3
33 Essential oils and resinoids	190.2	197.3	266.3	225.7	204.6
Other products	4500.5	4913.6	5514.8	4886.8	3759.2

Source: Trademap.