

EXPORT PLANNING REPORT

Competitor

Product Code: HS842211

Dishwashing machines of the household type

Competitor: **Poland**

Historical Trend and 2027 Scenario

July 2024

TO SUCCEED IN
INTERNATIONAL MARKETS

EXPORT 
PLANNING

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Product Description

Data contained in this report represents an aggregate of the Combined Nomenclature codes shown in the left column of the following table. In order to provide an overview of the aggregation criteria used, categories similar to that of the products included in the Ulisse Product Code are shown in the "Description" column. The "Weight %" column indicates the percentage weight of each code of the Combined Nomenclature used in the aggregation. **This weight is determined by using the European Union structure of imports .**

CHAPTER 84 - NUCLEAR REACTORS, BOILERS, MACHINERY AND MECHANICAL APPLIANCES; PARTS THEREOF

CATEGORIES: Dishwashing machines; machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing or labelling bottles, cans, boxes, bags or other containers; machinery for capsuling bottles, jars, tubes and similar containers; other packing or wrapping machinery (including heat-shrink wrapping machinery); machinery for aerating beverages

Code	Weight %	Description
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		Dishwashing machines
8422 11 00	100	Of the household type
		Other
		Machinery for cleaning or drying bottles or other containers

Continue...

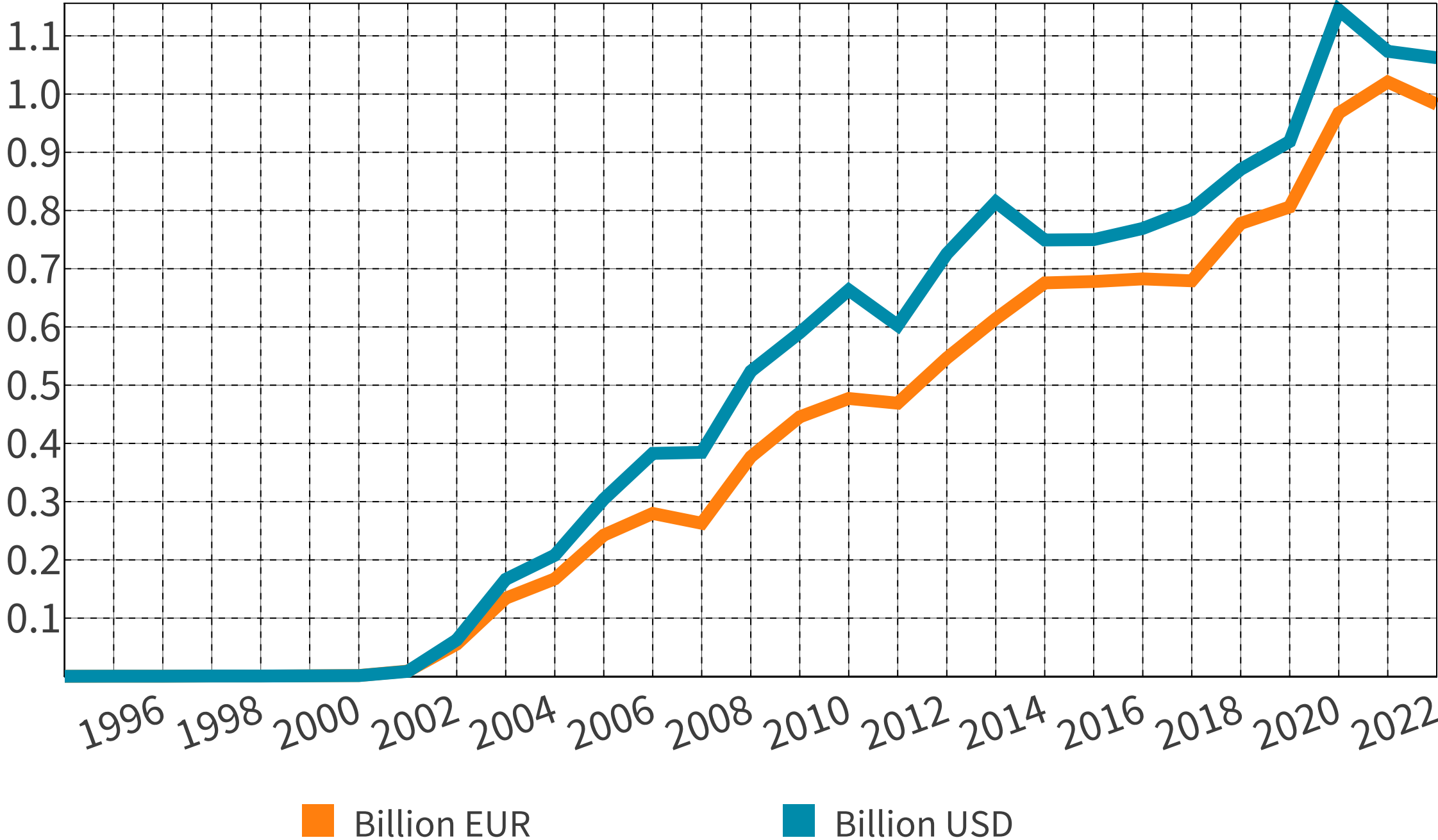
Code	Weight %	Description
		Machinery for filling, closing, sealing or labelling bottles, cans, boxes, bags or other containers; machinery for capsuling bottles, jars, tubes and similar containers; machinery for aerating beverages
		Other packing or wrapping machinery (including heat-shrink wrapping machinery)
		Parts

**Exports
(2023)****1.0** billion EUR**1.1** billion USD**Average prices of
exports (2023)****6.04** EUR/kg**6.53** USD/kg**Compound Annual Growth Rates (CAGR)
of exports in current EUR**CAGR in 2001-2008: **+102.7%**CAGR in 2009-2023: **+9.2%**CAGR in 2024-2027: **+6.7%**

Dynamics of Foreign Sales

Exports in Value

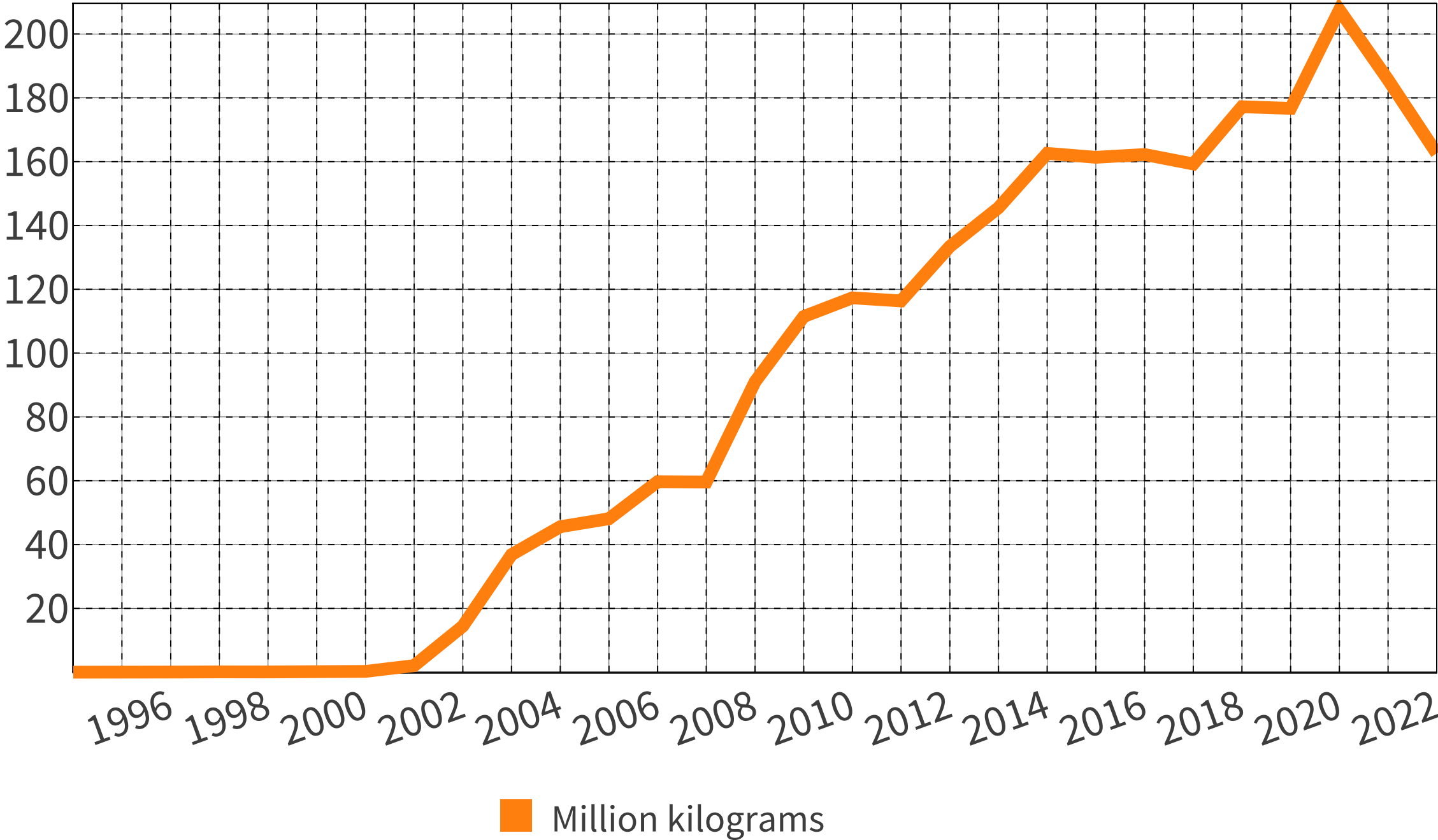
Source: www.exportplanning.com



Dynamics of Foreign Sales

Exports in Quantity

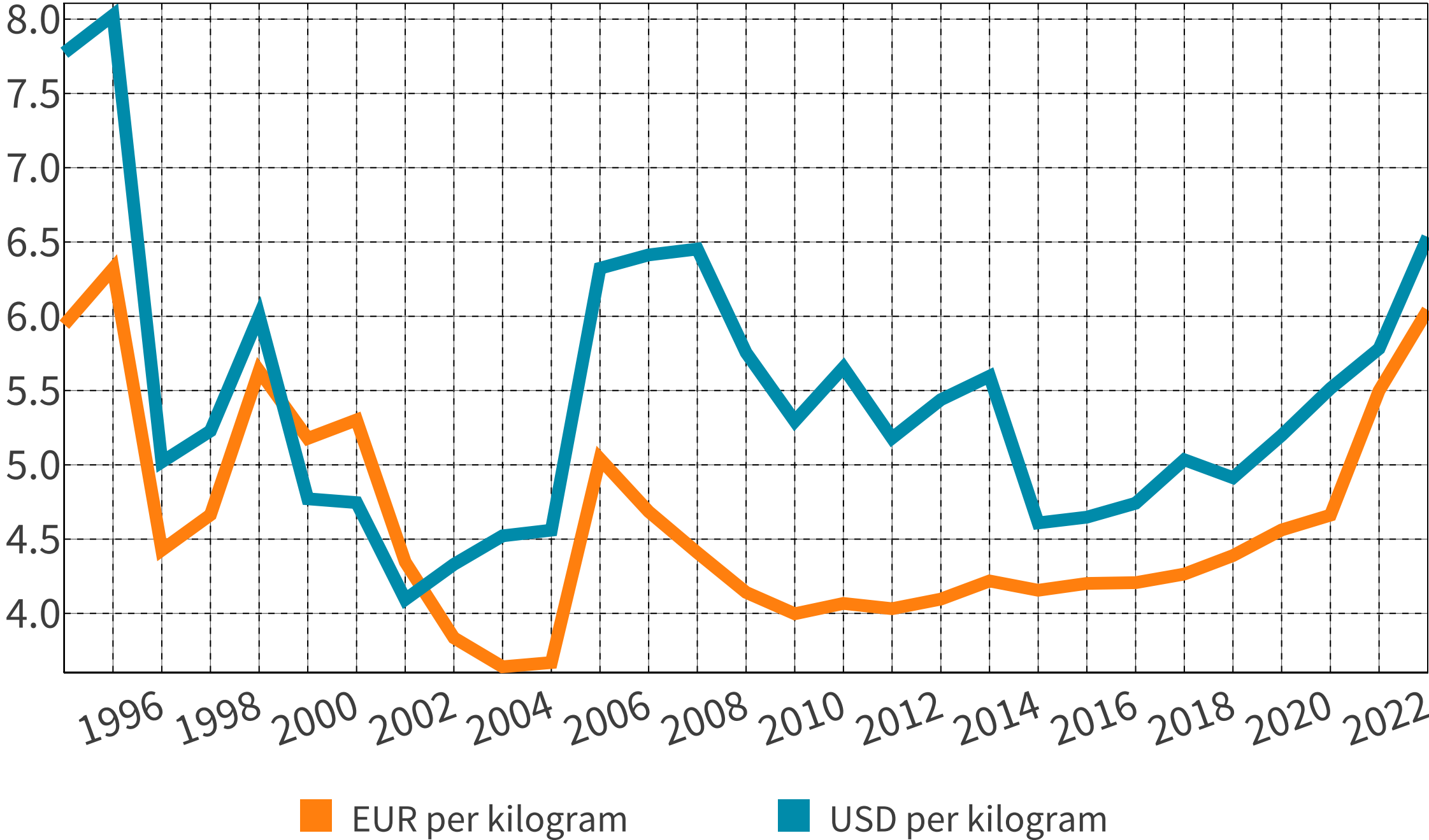
Source: www.exportplanning.com



Dynamics of Foreign Sales

Average Price of Exports

Source: www.exportplanning.com



Dynamics of Foreign Sales: Value and Quantity

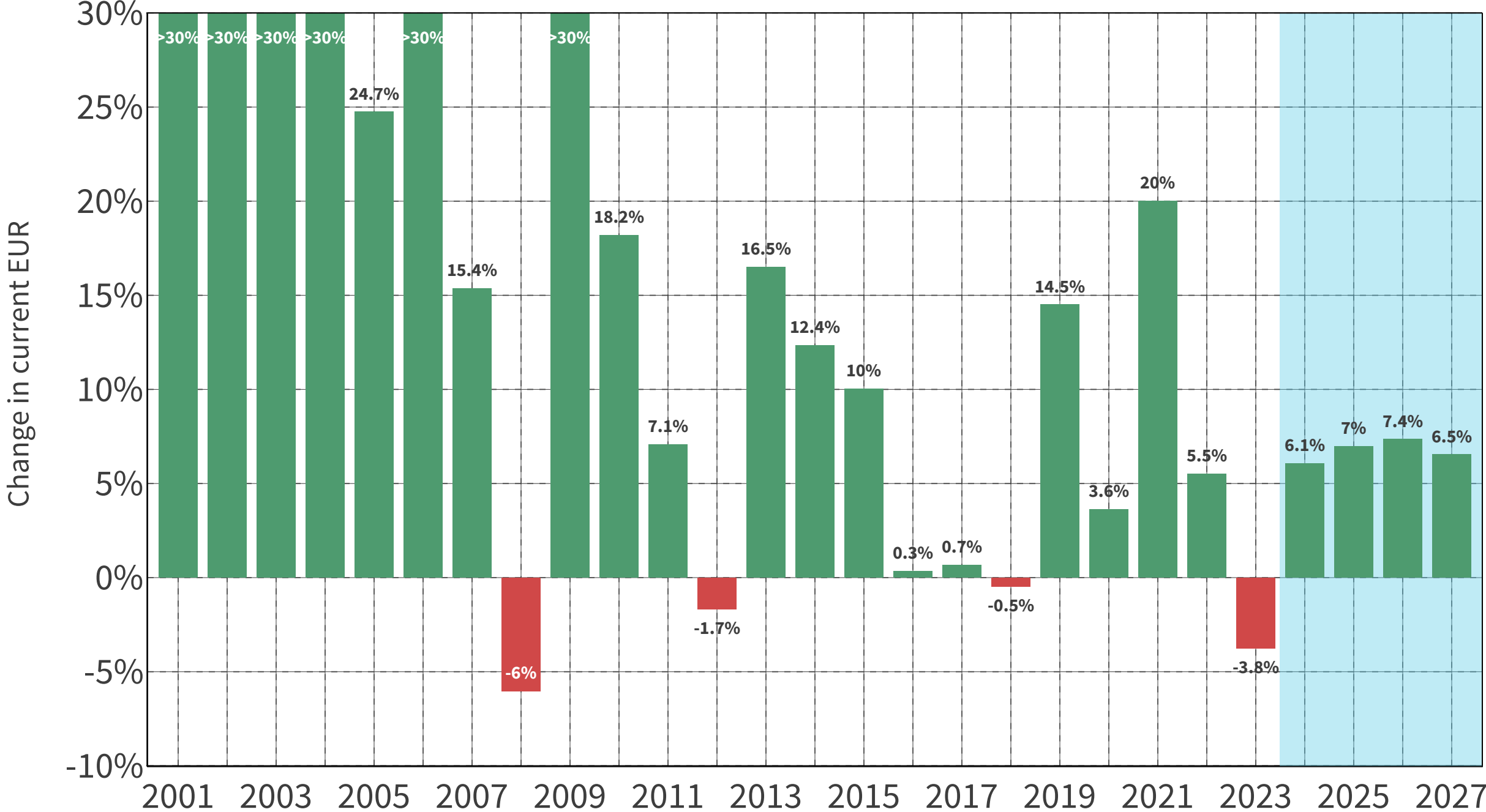
Year	Values		Quantities				Prices	
	Million EUR	% change	Million of kg	% change	Thousand of units	% change	EUR/kg	EUR/units
2005	167	24.7	45.6	23.8	938	24.9	3.67	178.4
2006	242	44.9	48.1	5.5	1 324	41.1	5.04	183.2
2007	280	15.4	59.7	24.1	1 466	10.7	4.69	190.8
2008	263	-6.0	59.6	-0.1	1 371	-6.5	4.41	191.8
2009	377	43.4	91.0	52.7	2 147	56.6	4.14	175.6
2010	446	18.2	111.5	22.5	2 605	21.3	4.00	171.1
2011	477	7.1	117.3	5.2	2 838	9.0	4.07	168.1
2012	469	-1.7	116.4	-0.8	3 110	9.6	4.03	150.8
2013	547	16.5	133.4	14.7	3 337	7.3	4.10	163.8
2014	614	12.4	145.6	9.1	3 672	10.0	4.22	167.2
2015	676	10.0	162.6	11.7	4 099	11.6	4.16	164.8
2016	678	0.3	161.4	-0.8	4 165	1.6	4.20	162.8
2017	683	0.7	162.2	0.5	4 273	2.6	4.21	159.7
2018	679	-0.5	159.3	-1.8	4 038	-5.5	4.26	168.2
2019	778	14.5	177.2	11.3	4 431	9.7	4.39	175.5
2020	806	3.6	176.7	-0.3	4 417	-0.3	4.56	182.5
2021	967	20.0	207.5	17.5	5 207	17.9	4.66	185.8
2022	1 021	5.5	185.6	-10.6	4 666	-10.4	5.50	218.8
2023	982	-3.8	162.6	-12.4	4 097	-12.2	6.04	239.8

Source: www.exportplanning.com

Foreign Sales Prospect

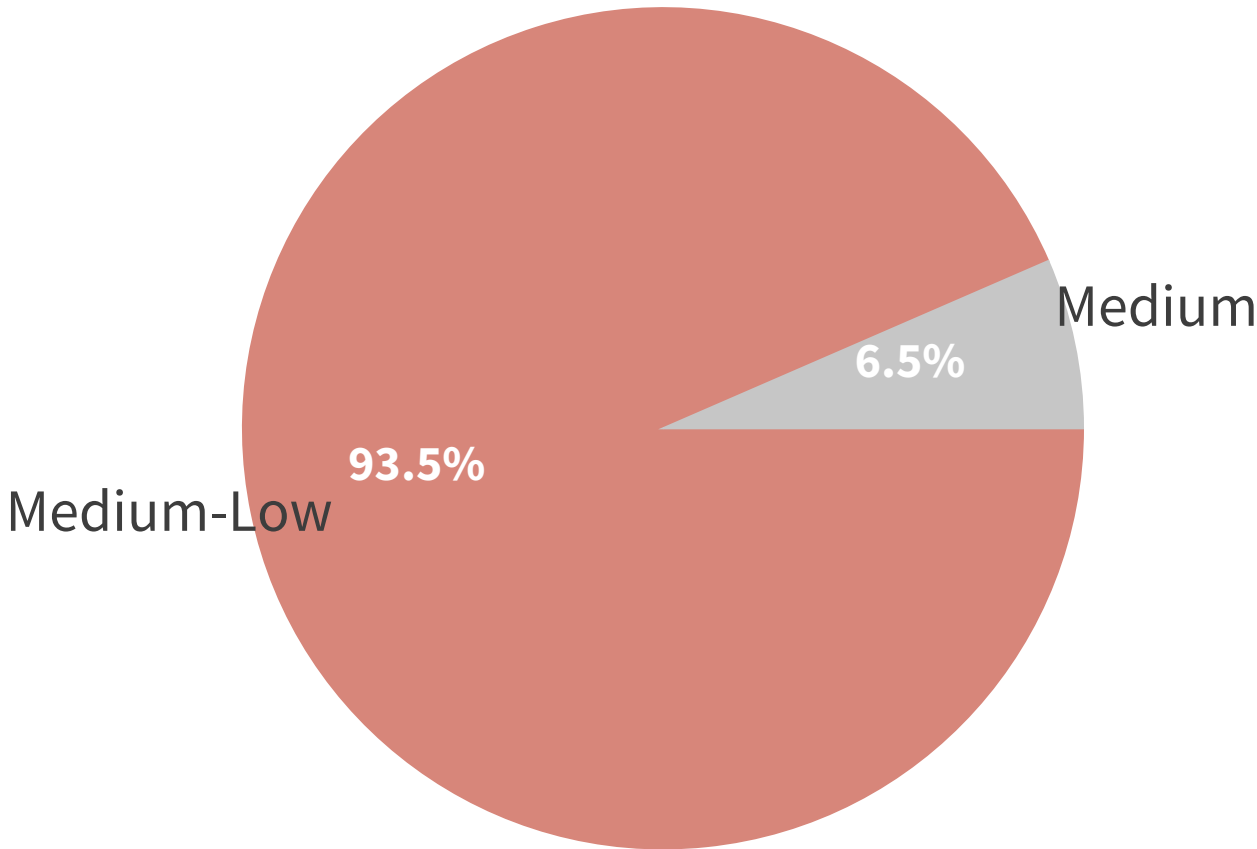
Exports Forecast

Source: www.exportplanning.com

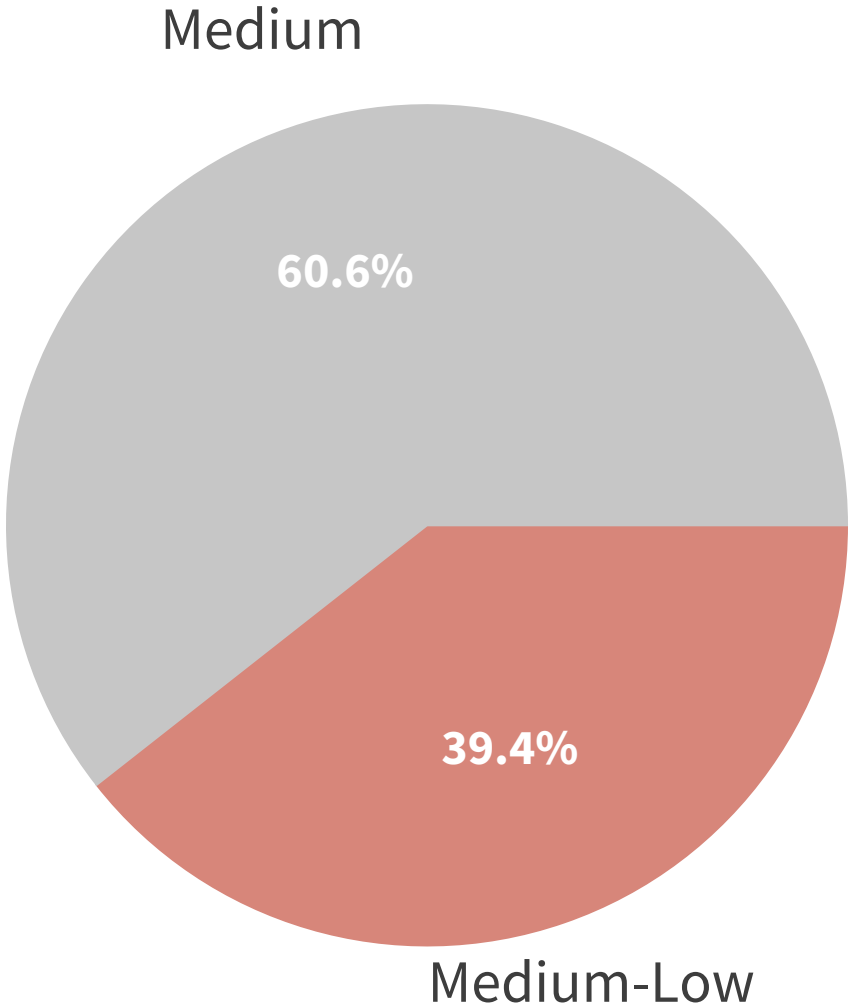


Distribution of Exports by Price Range

Year 2013



Year 2023



Price thresholds in 2023, Euro/KG

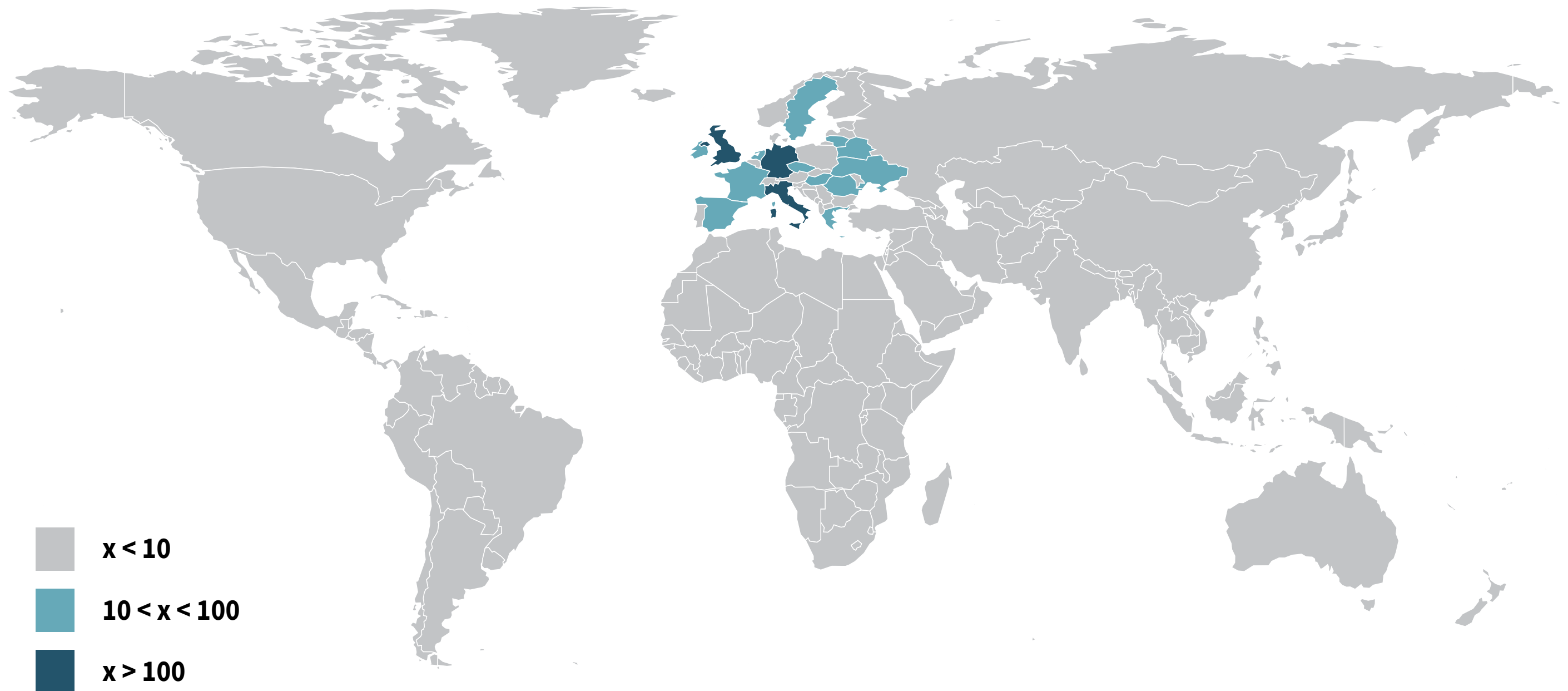


Source: www.exportplanning.com

Market Portfolio

Imports Value (million euro, 2023)

Source: www.exportplanning.com



Main Sales Markets

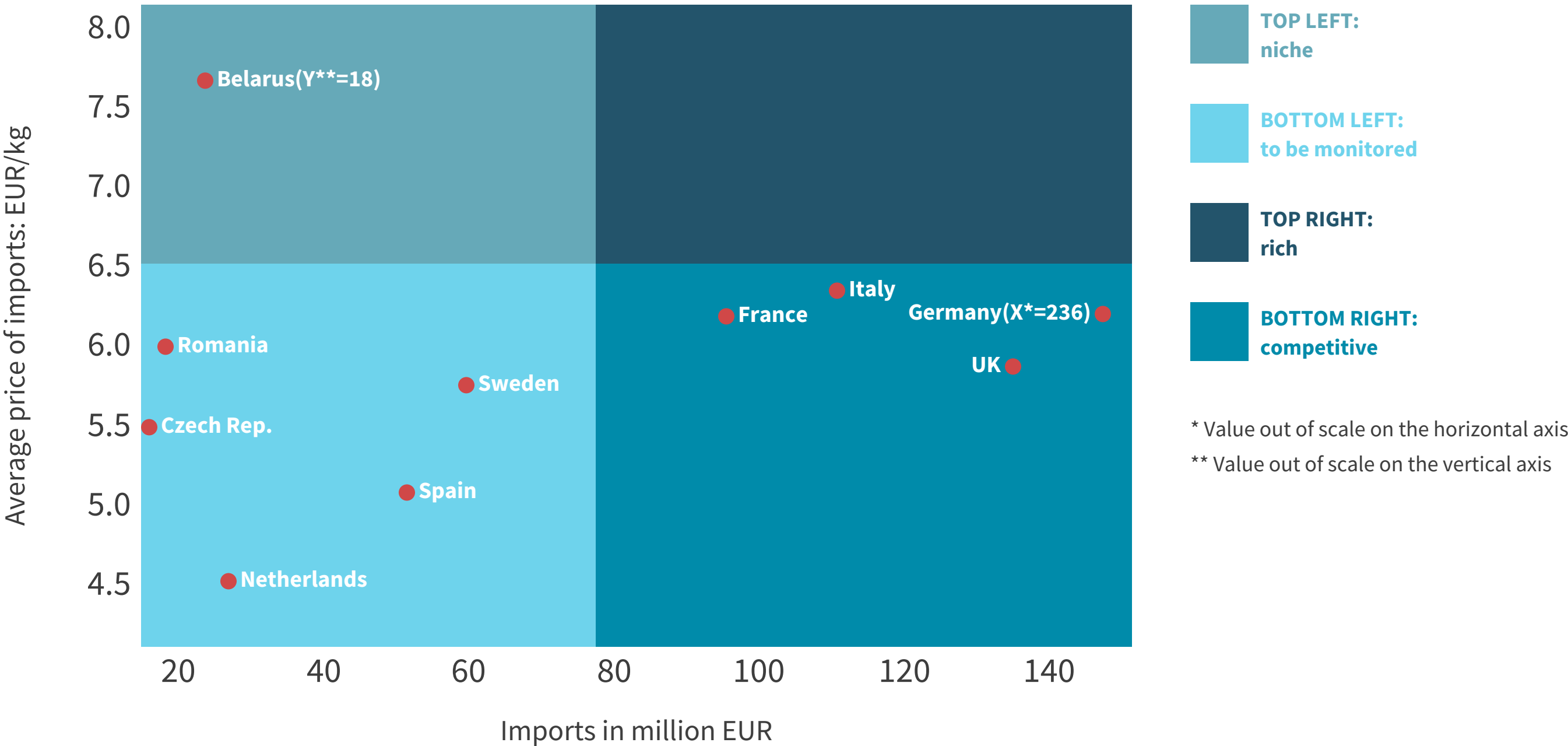
Importing Country	2000		2008		2023		2027	
	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share	Million EUR	Market Share
Germany	0.32	0.26	70.3	32.8	236.4	44.7	283	42.8
UK	<0.01	<0.01	18.1	8.8	135.2	46.0	142	41.9
Italy	<0.01	0.01	24.7	20.0	110.9	46.8	125	42.3
France	<0.01	<0.01	48.4	16.6	95.5	29.9	99	28.7
Sweden	<0.01	<0.01	31.6	26.7	59.8	33.5	74	34.1
Spain	<0.01	<0.01	13.9	10.9	51.4	27.6	61	28.7
Netherlands	<0.01	<0.01	21.5	17.0	27.0	14.8	33	17.5
Belarus	<0.01	4.29	0.2	15.3	23.8	85.2	29	82.0
Romania	<0.01	<0.01	1.0	14.6	18.3	50.0	23	49.1
Czech Rep.	<0.01	0.01	8.9	22.9	15.9	23.2	20	26.7
Hungary	<0.01	<0.01	7.0	30.6	15.0	56.0	18	54.9
Ukraine	<0.01	0.34	0.7	6.7	13.6	71.2	16	68.0
Lithuania	0.05	1.60	3.9	54.5	11.2	53.0	13	53.9
Ireland	<0.01	<0.01	4.5	16.9	10.4	42.8	10	42.4
Greece	<0.01	<0.01	2.1	5.0	10.1	40.3	11	40.7
Slovakia	<0.01	<0.01	3.3	21.8	10.0	30.0	13	32.8
Denmark	<0.01	<0.01	5.3	9.1	9.2	11.7	14	15.5
Norway	0.03	0.08	7.0	13.5	9.1	12.8	13	15.8
Switzerland	<0.01	<0.01	0.7	1.4	8.5	10.1	14	13.8
Croatia	<0.01	<0.01	2.7	17.0	8.0	26.3	11	27.9
ROW + SD*	0.52	.	-13.1	.	102.9	.	254	.
Total	0.92	0.06	262.9	10.2	982.4	18.9	1 275	20.5

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies; market shares are calculated excluding statistical discrepancies

Strategies Implemented in Different Sales Markets (2023)

Values and Prices

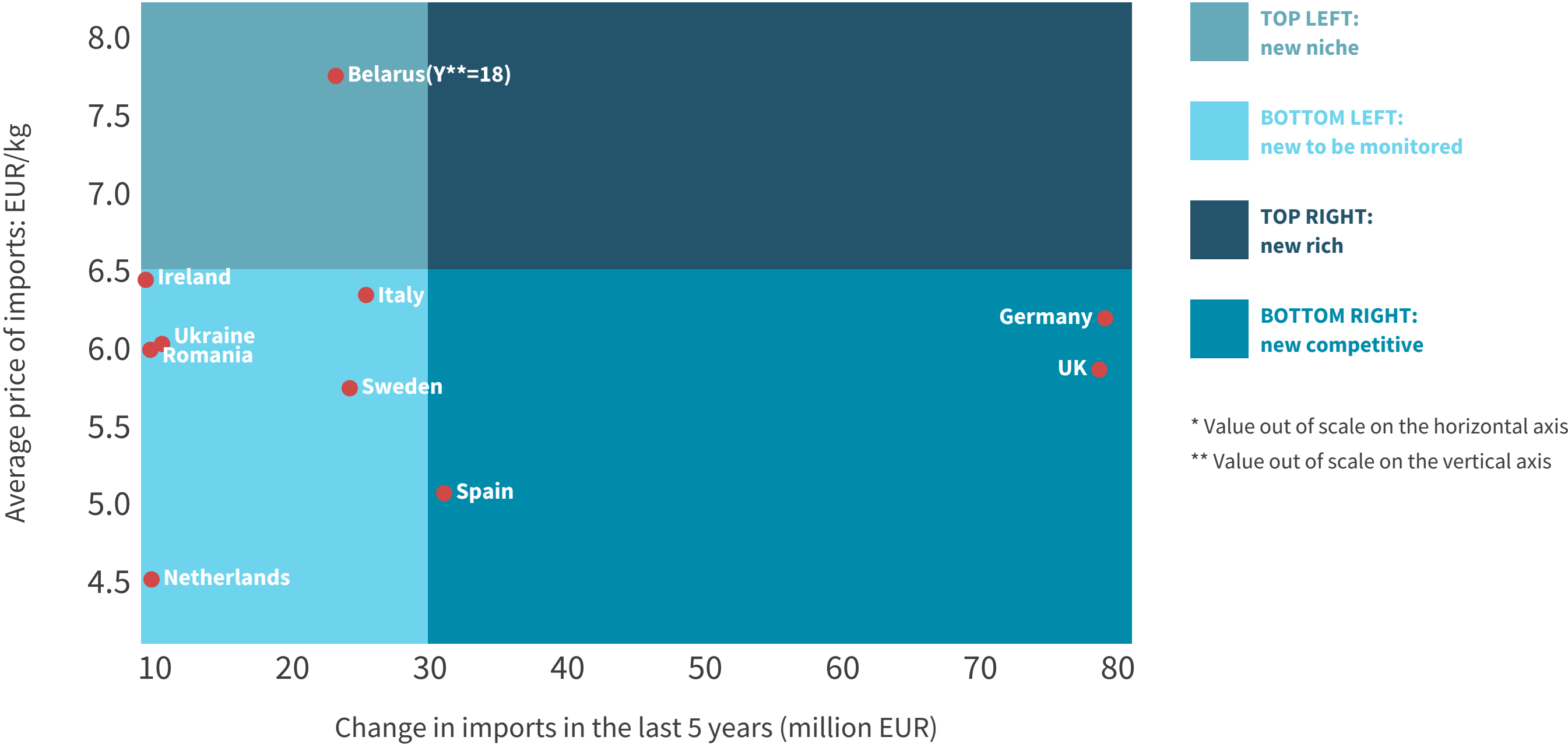
Source: www.exportplanning.com



Outcomes of Implemented Strategies (period '18-'23)

Change in Imports and Prices

Source: www.exportplanning.com



Database

Information contained in this document is derived from the **Ulisse Database**, that was developed from the UN (Comtrade), Eurostat (comext) and US Census Bureau (db UsaTrade) databases. You can browse the data through the **[Analytics Section of Exportplanning.com](#)**. The Ulisse Database basic unit is the **Annual Flow of World Trade** for a given product code between two partner countries.

Its identifying element are:

- **Product code** of flow
- **Origin country** of flow (150 countries)
- **Destination country** of flow (150 countries)
- **Year** of flow (from 1995)
- **Price range** of flow (High, Medium-High, Medium, Medium-Low, Low)

For each flow the following measures are available:

- **Monetary values in FOB prices** (Free On Board) of flow
- **Monetary values in CIF prices** (Cost Insurance Freight) of flow
- **Quantity in kg** of flow
- **Quantity in UMS** (supplementary unit measure) of flow (where available for the product)
- **Quantity at constant prices** of flow

In this document monetary values are expressed in FOB prices.

Data for 2023 is estimated, based on short-term records of ExportPlanning sample countries.

Forecasts

Forecasts contained in this report have been developed by **StudiaBo** from the **Ulisse Database** and from the *World Economic Outlook Database*, released by the International Monetary Fund. You can browse the data through the [Analytics Section of Exportplanning.com](https://www.exportplanning.com/analytics).

Forecasts are the output of an **integrated econometric model of demand and competitiveness** that starts from the expected macroeconomic trends and capacity of countries to compete in international markets. They provide a robust estimate of the scenario of imports by market and product ([see methodological note](#)).

The **Ulisse-Forecast Database** basic unit is the Annual Flow of World Trade for a given product code between two partner countries.

Its identifying elements are:

- **Product code** of flow
- **Origin country** of flow (150 countries)
- **Destination country** of flow (150 countries)
- **Year** of flow (from 2000)
- **Monetary values in FOB prices** (Free On Board) of flow

Statistical Appendix

Statistical Appendix

The data reported in this Statistical Appendix represent the database on which the ExportPlanning information system was developed.

As known, each customs flow between two countries is declared twice:

- for import, from the country where the goods arrive;
- for export, from the country from which the goods depart.

The **first table (Tab. 1)** in the Appendix shows the value data declared for export by the competitor-country from which the goods departed, distinguished by the partner country of destination. The **second table (Tab. 2)** shows the data in value declared by the importing countries towards the country-competitor in question. Generally speaking, these two data should coincide: the exports of a given good that Italy claims to have exported to the United States should be equal to the imports that the United States claims to have imported in that month.

In practice, these two figures always have discrepancies, almost always very small, in some cases more significant. Possible sources of the discrepancies are as follows:

1. FOB and CIF declarations: exports are declared gross of transport and insurance costs up to the border of the exporting country; imports also include transport and insurance costs from the carrier's border to the importer's border;
2. different months of departure and arrival. It is quite normal for goods transported by sea to leave in one month and arrive in the following month;
3. errors due to the limitations of the customs administrative structure of different countries. Not all countries have a customs structure capable of accurately detecting the flows of incoming and outgoing goods;
4. statistical disclosure. If the number of reporting companies in a given month is less than 3, the data is generally secret, i.e. attributed to a higher customs code. Almost always the secretion occurs only on one side;

5. difference between country of departure and country of origin. In import declarations, the partner country declared is the country of origin, which may not be the country from which the goods arrived.

To limit the distorting effects that may arise from these discrepancies, ExportPlanning considers the weighted average of the two declarations. The weight is given by the greater or lesser reliability of the country in terms of customs administration. The results of this processing are reported in the **third table (Tab. 3)** reported in this appendix.

The following tables always contain the results obtained from the processing of the two declarations and concern the flows in quantity and the relative prices.

Tab. 1 - Competitor's Export declarations

Importing Country	2020		2021		2022		2023 (estimate)	
	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %
Germany	197.3	+9.4	223.8	+13.4	265	+18.4	241.4	-8.9
UK	73.2	+20.7	81.6	+11.5	106	+30.4	116.8	+9.7
Italy	85.2	-9.3	110.1	+29.3	109	-0.9	111.6	+2.3
France	90.2	-10.2	133.7	+48.2	155	+15.6	128.0	-17.2
Sweden	50.3	+16.5	55.4	+10.2	58	+4.2	59.0	+2.2
Spain	29.1	+18.3	41.6	+42.7	42	+1.2	50.8	+20.6
Netherlands	27.1	-3.8	28.2	+4.0	28	-0.6	28.1	+0.3
Belarus	0.3	+11.4	0.1	-62.5	6	+5 331.1	23.8	+278.1
Romania	11.0	-4.3	14.4	+30.6	18	+23.6	17.7	-0.6
Czech Rep.	14.8	+30.4	16.5	+11.8	17	-0.1	15.9	-3.9
Hungary	12.9	+10.2	17.7	+37.4	21	+17.2	16.8	-19.1
Ukraine	13.4	+122.7	17.9	+33.9	11	-38.3	13.8	+25.1
Lithuania	8.7	+14.0	8.0	-7.7	11	+36.3	11.6	+6.0
Ireland	6.3	+27.3	6.8	+6.9	7	-1.6	10.2	+53.4
Greece	6.1	+40.9	9.8	+60.1	9	-4.6	10.0	+7.6
Slovakia	10.1	-3.2	7.8	-22.6	11	+40.9	9.9	-9.8
Denmark	11.2	+10.7	12.2	+8.1	10	-18.8	9.4	-5.1
Norway	0.2	+24.4	0.2	+18.5	<1	+56.6	0.3	-7.8
Switzerland	4.4	-8.4	6.5	+47.7	7	+1.3	6.5	-1.1
Croatia	4.9	-25.5	5.1	+5.4	6	+9.1	7.7	+37.3
Rest of the world	149.3	-4.7	170.1	+13.9	125	-26.3	93.3	-25.6
Total	806.1	+3.6	967.5	+20.0	1 021	+5.5	982.4	-3.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 2 - Import declarations of Partner Countries

Importing Country	2020		2021		2022		2023 (estimate)	
	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %
Germany	178.2	+10.5	186.2	+4.5	246.5	+32.4	230.6	-6.5
UK	67.4	+12.4	97.8	+45.0	115.7	+18.3	155.4	+34.3
Italy	94.1	+16.9	105.9	+12.5	103.0	-2.8	110.2	+7.0
France	91.7	-0.3	127.5	+39.0	109.4	-14.2	62.2	-43.1
Sweden	28.6	-7.0	51.3	+79.1	62.9	+22.6	60.7	-3.6
Spain	29.6	+18.1	44.7	+50.9	48.4	+8.3	52.2	+7.8
Netherlands	12.5	+19.1	15.4	+22.6	25.8	+67.6	26.0	+0.8
Belarus	0.5	+50.3	0.1	-83.7
Romania	11.0	-2.8	16.2	+47.1	20.8	+28.3	19.0	-8.3
Czech Rep.	16.2	+43.1	17.0	+5.0	19.0	+11.9	16.0	-16.0
Hungary	13.0	+12.1	16.9	+30.1	17.6	+3.7	12.9	-26.5
Ukraine	10.9	+87.4	15.6	+42.8	9.2	-41.3	13.4	+45.9
Lithuania	8.0	+21.4	6.7	-16.9	9.8	+46.8	10.7	+9.4
Ireland	6.7	+70.4	6.9	+2.9	7.7	+11.6	10.7	+39.6
Greece	5.0	+39.1	10.7	+115.9	9.7	-9.9	10.2	+5.7
Slovakia	9.0	-3.4	10.3	+14.0	8.0	-21.8	10.1	+25.4
Denmark	12.2	+12.6	13.0	+6.6	10.7	-18.0	9.1	-14.9
Norway	19.6	+17.6	23.0	+17.5	20.2	-12.3	19.8	-1.9
Switzerland	6.7	-5.6	11.1	+64.9	11.1	+0.1	10.6	-4.6
Croatia	4.9	-23.9	5.1	+3.1	7.0	+37.7	8.3	+18.2
Rest of the world	156.9	-7.9	205.1	+30.7	126.0	-38.6	71.8	-43.0
Total	783.1	+6.5	986.6	+26.0	988.4	+0.2	919.8	-6.9
Total of 2023 sample	685.0	+7.2	866.8	+26.5	955.9	+10.3	919.8	-3.8

Source: UN Comtrade and statistical offices of the various countries.

To have an up-to-date view of the short-term data available, we recommend consulting the Market Barometer Report.

Tab. 3 - DB ExportPlanning: Exports in value of the Competitor

Importing Country	2020		2021		2022		2023 (estimate)	
	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %
Germany	188.5	+9.9	206.5	+9.5	256	+24.2	236.4	-7.8
UK	70.4	+16.8	89.3	+26.8	111	+24.1	135.2	+21.9
Italy	89.5	+2.3	108.1	+20.8	106	-1.8	110.9	+4.5
France	91.0	-5.5	130.6	+43.6	132	+1.2	95.5	-27.8
Sweden	39.8	+7.1	53.4	+34.1	60	+12.7	59.8	-0.7
Spain	29.4	+18.2	43.1	+46.6	45	+4.7	51.4	+14.0
Netherlands	19.5	+2.8	21.5	+10.2	27	+24.7	27.0	+0.6
Belarus	0.4	+26.4	0.1	-72.3	6	+5 860.0	23.8	+278.1
Romania	11.0	-3.6	15.2	+38.4	19	+26.0	18.3	-4.6
Czech Rep.	15.4	+36.1	16.7	+8.6	18	+5.3	15.9	-9.7
Hungary	13.0	+11.1	17.4	+34.0	19	+11.1	15.0	-22.2
Ukraine	12.4	+108.6	17.0	+37.1	10	-39.4	13.6	+32.6
Lithuania	8.4	+17.2	7.4	-11.8	10	+40.7	11.2	+7.5
Ireland	6.5	+43.3	6.8	+5.1	7	+4.1	10.4	+47.0
Greece	5.5	+40.1	10.3	+85.0	10	-7.3	10.1	+6.6
Slovakia	9.6	-3.3	8.9	-7.4	10	+8.9	10.0	+3.1
Denmark	11.7	+11.7	12.6	+7.3	10	-18.4	9.2	-10.1
Norway	9.0	+17.7	10.5	+17.6	9	-11.5	9.1	-2.0
Switzerland	5.5	-6.7	8.8	+58.1	9	+0.5	8.5	-3.3
Croatia	4.9	-24.7	5.1	+4.3	6	+23.1	8.0	+26.8
ROW + SD*	164.5	-10.7	178.1	+8.2	139	-22.0	102.9	-25.9
Total	806.1	+3.6	967.5	+20.0	1 021	+5.5	982.4	-3.8

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 4 - Comparison of measurements, 2023 (estimate)

Importing Country	Declarations by the exporter		Declarations by importers		ExportPlanning Database	
	Million EUR	Var. %	Million EUR	Var. %	Million EUR	Var. %
Germany	241.4	-8.9	230.6	-6.5	236.4	-7.8
UK	116.8	+9.7	155.4	+34.3	135.2	+21.9
Italy	111.6	+2.3	110.2	+7.0	110.9	+4.5
France	128.0	-17.2	62.2	-43.1	95.5	-27.8
Sweden	59.0	+2.2	60.7	-3.6	59.8	-0.7
Spain	50.8	+20.6	52.2	+7.8	51.4	+14.0
Netherlands	28.1	+0.3	26.0	+0.8	27.0	+0.6
Belarus	23.8	+278.1	.	.	23.8	+278.1
Romania	17.7	-0.6	19.0	-8.3	18.3	-4.6
Czech Rep.	15.9	-3.9	16.0	-16.0	15.9	-9.7
Hungary	16.8	-19.1	12.9	-26.5	15.0	-22.2
Ukraine	13.8	+25.1	13.4	+45.9	13.6	+32.6
Lithuania	11.6	+6.0	10.7	+9.4	11.2	+7.5
Ireland	10.2	+53.4	10.7	+39.6	10.4	+47.0
Greece	10.0	+7.6	10.2	+5.7	10.1	+6.6
Slovakia	9.9	-9.8	10.1	+25.4	10.0	+3.1
Denmark	9.4	-5.1	9.1	-14.9	9.2	-10.1
Norway	0.3	-7.8	19.8	-1.9	9.1	-2.0
Switzerland	6.5	-1.1	10.6	-4.6	8.5	-3.3
Croatia	7.7	+37.3	8.3	+18.2	8.0	+26.8
Rest of the world*	93.3	-25.6	71.8	-43.0	102.9	-25.9
Total**	982.4	-3.8	919.8	-3.8	982.4	-3.8

* In ExportPlanning data also includes the statistical discrepancy.

** In the declarations of the exporting countries, the variation is calculated for the same sample.

Tab. 5 - DB ExportPlanning: Exports in weight of the Competitor

Importing Country	2020		2021		2022		2023 (estimate)	
	Million KG	Var. %	Million KG	Var. %	Million KG	Var. %	Million KG	Var. %
Germany	40.8	+4.2	43.9	+7.4	44.0	+0.4	38.1	-13.4
UK	16.8	+9.7	19.8	+17.3	21.8	+10.2	23.0	+5.7
Italy	20.7	-3.1	25.5	+23.6	20.0	-21.5	17.4	-12.9
France	20.8	-8.0	31.0	+49.1	24.0	-22.5	15.5	-35.6
Sweden	9.1	+5.4	11.3	+23.6	11.2	-0.7	10.4	-7.2
Spain	7.0	+11.2	9.8	+38.7	9.4	-4.1	10.1	+8.0
Netherlands	4.6	-1.3	5.0	+8.9	6.9	+38.3	6.0	-13.6
Belarus	0.1	+24.9	<0.1	-75.8	0.7	+2 899.2	1.3	+100.0
Romania	2.2	-7.9	3.0	+35.5	3.5	+13.7	3.1	-11.6
Czech Rep.	2.8	+29.5	3.1	+10.2	3.6	+13.8	2.9	-18.7
Hungary	2.9	+10.4	3.9	+33.7	3.6	-7.2	2.4	-33.5
Ukraine	2.3	+90.5	3.2	+40.3	1.9	-41.9	2.3	+20.5
Lithuania	1.4	+18.8	1.3	-7.7	1.6	+22.3	1.5	-4.7
Ireland	1.5	+31.6	1.7	+10.6	1.4	-17.5	1.6	+15.8
Greece	1.1	+37.6	1.8	+63.5	1.4	-20.9	1.4	+1.9
Slovakia	2.1	-4.3	1.8	-10.7	1.7	-8.7	1.4	-18.8
Denmark	2.4	+8.0	2.5	+3.1	1.8	-29.6	1.5	-14.1
Norway	1.3	+17.3	1.3	+3.5	1.1	-16.6	1.1	=
Switzerland	1.0	-9.0	1.3	+30.8	1.1	-10.2	1.0	-7.4
Croatia	1.1	-26.6	1.2	+6.2	1.2	+6.6	1.3	+4.2
ROW + SD*	34.6	-12.2	35.2	+1.8	23.8	-32.3	19.2	-19.3
Total	176.7	-0.3	207.5	+17.5	185.6	-10.6	162.6	-12.4

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 6 - DB ExportPlanning: Exports in units of the Competitor

Importing Country	2020		2021		2022		2023 (estimate)	
	Thousand of units	Var. %	Thousand of units	Var. %	Thousand of units	Var. %	Thousand of units	Var. %
Germany	1 018	+4.2	1 093	+7.3	1 099	+0.5	952	-13.4
UK	431	+9.0	523	+21.3	573	+9.6	610	+6.3
Italy	516	-3.0	637	+23.5	500	-21.5	436	-12.9
France	518	-8.0	772	+49.0	599	-22.5	384	-35.8
Sweden	227	+5.3	282	+23.9	280	-0.5	260	-7.2
Spain	176	+11.2	244	+38.8	234	-3.9	253	+8.0
Netherlands	115	-1.2	125	+9.0	174	+39.1	150	-13.6
Belarus	2	+25.2	1	-75.9	16	+2 874.8	32	+100.0
Romania	56	-7.8	76	+35.5	86	+14.0	76	-11.6
Czech Rep.	71	+29.5	78	+10.1	89	+14.3	73	-18.8
Hungary	72	+10.4	97	+33.7	90	-7.2	60	-33.6
Ukraine	57	+90.3	80	+40.3	50	-37.8	60	+20.8
Lithuania	35	+18.9	32	-7.8	39	+22.3	38	-4.6
Ireland	38	+31.8	42	+10.6	35	-17.4	40	+15.8
Greece	27	+37.8	45	+63.6	35	-20.9	36	+2.0
Slovakia	51	-4.2	46	-10.5	42	-9.0	34	-18.5
Denmark	61	+8.0	62	+3.1	44	-29.5	38	-14.2
Norway	32	+17.2	33	+3.5	31	-6.2	31	+0.1
Switzerland	24	-9.0	31	+30.8	31	-1.9	29	-7.6
Croatia	27	-26.6	29	+6.2	31	+6.9	32	+4.1
ROW + SD*	861	-12.3	878	+1.9	587	-33.1	473	-19.3
Total	4 417	-0.3	5 207	+17.9	4 666	-10.4	4 097	-12.2

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 7 - DB ExportPlanning: Average unit values of exports (EUR/Kg)

Importing Country	2020		2021		2022		2023 (estimate)	
	EUR/Kg	Var. %	EUR/Kg	Var. %	EUR/Kg	Var. %	EUR/Kg	Var. %
Germany	4.62	+5.4	4.71	+2.0	5.82	+23.7	6.2	+6.5
UK	4.18	+6.4	4.52	+8.1	5.09	+12.6	5.9	+15.4
Italy	4.33	+5.5	4.23	-2.3	5.30	+25.2	6.4	+20.0
France	4.38	+2.8	4.22	-3.7	5.51	+30.6	6.2	+12.2
Sweden	4.36	+1.7	4.73	+8.5	5.37	+13.5	5.7	+7.0
Spain	4.17	+6.3	4.41	+5.7	4.81	+9.1	5.1	+5.6
Netherlands	4.25	+4.1	4.30	+1.2	3.87	-9.8	4.5	+16.5
Belarus	4.22	+1.2	4.84	+14.6	9.62	+98.7	18.2	+89.0
Romania	4.91	+4.6	5.01	+2.1	5.55	+10.8	6.0	+8.0
Czech Rep.	5.42	+5.0	5.34	-1.4	4.95	-7.4	5.5	+11.0
Hungary	4.47	+0.6	4.48	+0.2	5.36	+19.7	6.3	+17.1
Ukraine	5.39	+9.5	5.26	-2.3	5.49	+4.2	6.0	+10.1
Lithuania	6.00	-1.4	5.74	-4.4	6.60	+15.1	7.4	+12.8
Ireland	4.24	+8.9	4.03	-4.9	5.08	+26.1	6.4	+27.0
Greece	5.06	+1.8	5.72	+13.2	6.70	+17.2	7.0	+4.6
Slovakia	4.68	+1.0	4.85	+3.6	5.78	+19.3	7.3	+27.0
Denmark	4.83	+3.3	5.03	+4.1	5.82	+15.9	6.1	+4.6
Norway	7.00	+0.4	7.95	+13.5	8.43	+6.1	8.3	-2.0
Switzerland	5.76	+2.5	6.96	+20.8	7.79	+12.0	8.1	+4.4
Croatia	4.46	+2.6	4.38	-1.8	5.06	+15.5	6.2	+21.7
ROW + SD*	4.76	+1.7	5.06	+6.3	5.83	+15.2	5.4	-8.2
Total	4.56	+3.9	4.66	+2.2	5.50	+18.0	6.0	+9.9

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies

Tab. 8 - DB ExportPlanning: Average unit values of exports (EUR/units)

Importing Country	2020		2021		2022		2023 (estimate)	
	EUR/units	Var. %	EUR/units	Var. %	EUR/units	Var. %	EUR/units	Var. %
Germany	185.2	+5.4	188.9	+2.0	233.4	+23.5	248.4	+6.4
UK	163.5	+7.1	170.8	+4.5	193.4	+13.2	221.8	+14.7
Italy	173.4	+5.4	169.7	-2.2	212.2	+25.1	254.5	+19.9
France	175.5	+2.7	169.1	-3.6	220.9	+30.6	248.5	+12.5
Sweden	175.3	+1.8	189.6	+8.2	214.9	+13.3	230.0	+7.0
Spain	167.2	+6.3	176.7	+5.6	192.5	+8.9	203.2	+5.6
Netherlands	170.6	+4.0	172.5	+1.1	154.6	-10.4	180.1	+16.4
Belarus	168.9	+0.9	194.7	+15.3	390.2	+100.3	737.6	+89.0
Romania	196.8	+4.6	200.9	+2.1	222.0	+10.5	239.7	+8.0
Czech Rep.	217.4	+5.0	214.5	-1.4	197.6	-7.9	219.7	+11.2
Hungary	179.1	+0.6	179.5	+0.2	214.9	+19.7	251.7	+17.2
Ukraine	216.6	+9.6	211.5	-2.3	206.1	-2.6	226.2	+9.8
Lithuania	240.6	-1.4	230.3	-4.3	264.8	+15.0	298.5	+12.7
Ireland	170.0	+8.7	161.6	-4.9	203.4	+25.9	258.3	+27.0
Greece	202.7	+1.7	229.3	+13.1	268.5	+17.1	280.8	+4.6
Slovakia	187.6	+1.0	194.0	+3.4	232.1	+19.6	293.7	+26.6
Denmark	193.5	+3.4	201.4	+4.1	233.1	+15.7	244.2	+4.8
Norway	277.1	+0.4	314.6	+13.5	296.6	-5.7	290.2	-2.1
Switzerland	230.5	+2.5	278.6	+20.8	285.4	+2.5	298.9	+4.7
Croatia	178.6	+2.6	175.4	-1.8	202.1	+15.2	246.2	+21.8
ROW + SD*	191.0	+1.8	202.9	+6.2	236.6	+16.6	217.3	-8.1
Total	182.5	+4.0	185.8	+1.8	218.8	+17.7	239.8	+9.6

Source: www.exportplanning.com, *Rest of the World + Statistical Discrepancies