



User Guide

Reporting Tool

To document the Potential of Foreign Markets

ExportPlanning.com

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Presentation

Objectives of the Reporting Tool

This guide describes how to use the **Reporting Tool**, available in the **Market Research** section of the **ExportPlanning.com** platform. The tool is configured as a data-driven presentation type, reporting system aimed at documenting the potential of a given market, at the level of:

Product (for 22 industries, 220 sectors, over 3000 strategic business units¹ and 5000+ Harmonized System codes );

Country (for 152 Countries²);

Product/Country , the latter as **importer**;

Product/Country , the latter as **exporter**.

context of a preliminary business planning phase, regarding the attractiveness of various markets and their accessibility in the light of market characteristics.

Information System

The database underlying the Reporting Tool module is the **ExportPlanning Information System**, which collects, organises and updates a large proportion of "open" information available internationally in various countries / markets. The tool permits effective analysis, in the

¹Please refer to a description of the "ExportPlanning Products' Classification" chapter in this document.

²Please refer to a description of the "Countries Classification" chapter in this document.

Main Features

The Reporting Tool module manages the following *workflows*:

1. Definition of the report template:
 - Report Template Selection
 - Product Selection / Country of interest
 - Language Selection
2. Generation of the report
3. Sending report to users by email

Report Template Selection

The Reporting Tool module initial screen allows the definition of a template by selection of:

Report Type

Product/Country

Language

Selection of Report Type

The following types of reports are available:

Product : refers to the Product-type template of the Market Research series³;

Market : refers to the Market-type template of the Market Research series⁴;

Competitor : refers to the Competitor-type template of the Market Research series⁵;

Barometer : refers to the template of the Market Barometer series⁶;

Country : refers to the template of the ExportPlanning Country Reports series⁷.

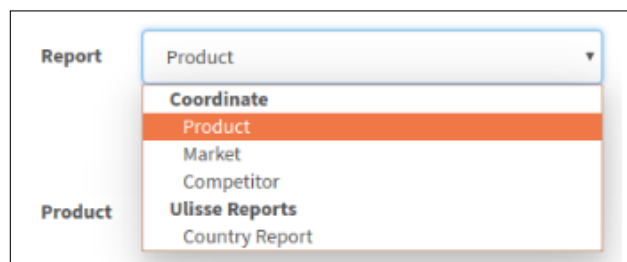
³Please see the following link for an example: http://www.exportplanning.com/media/filecaricati/pdf_rt_en/prodotto_en.pdf.

⁴Please see the following link for an example: http://www.exportplanning.com/media/filecaricati/pdf_rt_en/mercato_en.pdf.

⁵Please see the following link for an example: http://www.exportplanning.com/media/filecaricati/pdf_rt_en/competitore_en.pdf.

⁶Please see the following link for an example: https://www.exportplanning.com/media/filecaricati/pdf_rt_en/marketbarometer_en.pdf.

⁷Please see the following link for an example: http://www.exportplanning.com/media/filecaricati/pdf_rt_en/demo_cr_en.pdf.



Product Report

The **Product**-type report contains the following content themes for a given **Product item** selected by the user⁸:

- **World Trade Summary:** documents the relevant figures for world trade of the Product analysed, in terms of traded values, average prices charged and (historical and forecast) variation rates of global flows.
- **Evolution of International Trade:** highlights the evolution of international trade flows, from 1995 to the present, for the Product considered, in monetary values, in quantities (kilos) and prices.
- **Premium Price Analysis⁹:** analyses of the breakdown by quality / price ranges for world trade of the selected product.
- **Main Markets Analysis:** documents the importance, price characteristics (where relevant, as a differentiable product) and evolution of the product in terms of values and share in the main global markets.

- **Main Competitors Analysis** documents the importance, price positioning (where relevant, as a differentiable product) and the evolution in terms of values and quotas of the main international exporting countries.
- **Forecasts:** documents a short/medium-term scenario at world trade level, the main markets and main competitor countries for the selected product.

Market Report

The **Market**-type report contains the following content themes for a given **Product item** and for a given **Country** intended as an importer, selected by the user (please see the selection procedure in the image below):

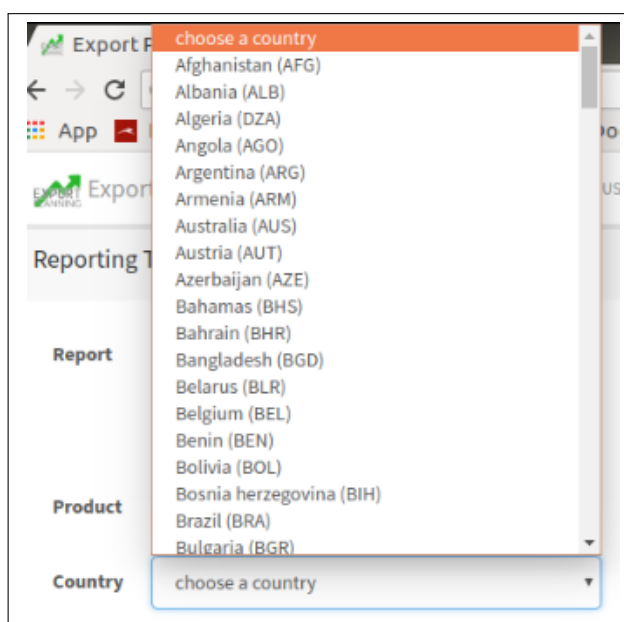
- **Market Summary:** provides the 'main figures' for imports to the selected Market, in terms of imported values, average import prices and historical and forecast variation rates of imports.
- **Historical Market Dynamics:** highlights the evolution of imports for the selected market since 1995, in monetary values, in quantities (kilos) and prices.
- **Premium-Price Market Analysis¹⁰:** provides a breakdown by price-bands of imports to the selected market.

⁸Please refer to the specific section of this document for a description of Product selection methods.

⁹Analysis only available in the case of a **Differentiable** product. StudiaBo has conducted an econometric study aimed at preliminary identification of the differentiating characteristics of different products at the level of customs codes. Differentiable goods are those that, in the case of vertical differentiation, can be sold at a premium price.

¹⁰Analysis is available only in the case of a **Differentiable** product.

- **Analysis of Competitor Countries:** analyzes the importance, price positioning (in the case of a differentiable product) and evolution in values and shares of the main competitor countries for the selected market
- **Forecasts:** documents a short/medium-term scenario for imports, broken down by main competitor countries, for the selected market.



Competitor Report

The **Competitor**-type report contains the following content themes, for a given **Product** item and **Country** intended as an exporter, selected by the user:

- **Competitor Summary:** provides the 'main figures' for exports of selected competitors, in terms of exported values, average export prices and historical and forecast variation rates of exports.

- **Historical Competitor Dynamics:** highlights the evolution of exports of the selected competitor since 1995, in monetary values, in quantities (kg) and in prices.
- **Premium-Price Competitor Analysis¹¹:** provides a breakdown by price ranges for exports of the selected competitor.
- **Important Competitor Destinations:** documents the importance, price positioning (where relevant as a differentiable product) and the evolution of the selected competitor on the main markets served, in terms of values and shares.
- **Forecasts:** provides a short/medium-term scenario for the exports of the selected competitor, broken down by markets served.

Market Barometer

The **Market Barometer**-type report contains, for a given *item* **Product** and for a given **Country** intended as importer selected by the user, the following content themes:

- **Quarterly market imports:** documents in graphic and table form the quarterly evolution of total market imports, in terms of levels (in euros or dollars) and rates of change (cyclical, trend, latest moving average 4 quarters);
- **Quarterly imports of the main competitor countries on the market:** do-

¹¹Analysis available only in the case of a **differentiable** product.

cuments in graphic and table form the quarterly evolution of market imports, broken down by individual competitor country, in terms of levels (in euros or dollars) and variation (cyclical, trend, moving average of the last 4 quarters).

Country Report

The **Country**-type report contains the following content themes, for a given **Country** selected by the user:

Development Factors : highlights factors that can positively or negatively influence the development of the country.

Economic Outlook : collects all elements periodically detected to create a conjunctural analysis of the country's dynamics.

Risks : includes the characteristics of a country that are subject to a high level of uncertainty, so as to constitute an element of risk.

Demand-side Characteristics : documents country dynamics in terms of business opportunities, household consumption and imports triggered by household demand.

Product Selection

The user can select a product of interest with the following search modes:

Free Search : allows to look for the product of interest by a keyword;

Hierarchical Search : consists of a guided tour through the various levels of Products Classification (UL20/UL200/UL3000/HS);

Search by Classifications :

Search by Combined Nomenclature : allows to look for the product of interest by using a Combined Nomenclature 8-digit code¹²;

Search by NACE code : allows to look for the product of interest by using a NACE 4-digit code¹³;

Search by SITC4 code: select a product by inserting a code according to the Standard International Trade Classification (rev. 4) by UN¹⁴;

Favorite Products 🌟: select a a product (single *item* or aggregate of *items*) from those previously saved by the user as favorites.

Free Search

The function enables the user to consider only product codes associated with the word typed in the search window.

¹²Please refer to the CN8 classification at <http://www.exportplanning.com/pages/classification/>.

¹³Please refer to the NACE classification at http://www.exportplanning.com/media/filecaricati/csv_analytics/ClassATECO.csv.

¹⁴Please refer to the SITC4 classification at https://www.exportplanning.com/media/filecaricati/csv_analytics/DASITC4_AHS17.csv.

Hierarchical Search

The most effective search mode which consists of progressively restricting selection criterion for the product. The search steps are as follows:

1. select within the UL20 ExportPlanning products classification level;
2. select within the UL200 ExportPlanning products classification level;
3. select within the UL3000 ExportPlanning products classification level;
4. select within the Harmonized System (HS6) classification level.

NB: It is possible to select an intermediate level of ExportPlanning classification, by choosing the lower level of the TOT.

Search by Combined Nomenclature

This search involves inserting an 8-digit Combined Nomenclature code. The system will return the code of the UL3000 ExportPlanning Products Classification associated to the Combined Nomenclature code.

Search by NACE

This search-mode involves inserting an economic activity code according to **EU statistic classification** (NACE 4-digit, *ATECO* in Italian). The system returns the different UL3000

classification codes associated with the NACE code.

Search by SITC4

This search-mode involves inserting a code according to the UN **Standard International Trade Classification (SITC) revision 4**. That will return the different UL3000 classification codes associated with the SITC4 code.

Favorite Products



This search allows to recall Products (single items or **aggregates of items** [see below]) previously saved by the user using the appropriate

icon .

Any Favorite Product may be removed by the user at any time.

Aggregation of items



Product Search allows the aggregation of multiple items (up to a maximum of 8), through the following steps:

1. selection of the items of interest;
2. attribution of a name to the aggregation of the selected items;
3. possibility to save the aggregation among the favorites, through the appropriate icon



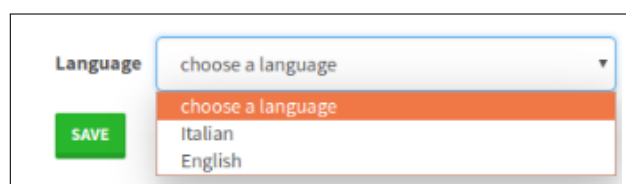
Each aggregation created can be modified at any time by the user.

Language Selection

Reports can be generated in the following languages:

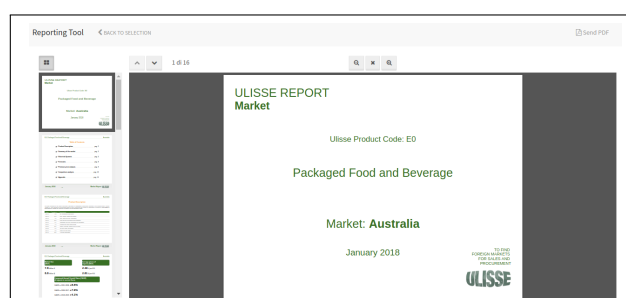
Italian

English



Report Generation

Once the parameters for defining the report have been selected, and the **SAVE** button clicked, the system will produce the report in real time.



Non-generation

Report generation is not possible in the following cases:

Market Report :

- the selected Market does not have significant levels¹⁵ of imports for the selected product.

Competitor Report :

- the selected Competitor does not have significant levels¹⁶ of exports for the selected product.
- the selected Competitor only serves the selected product.

In the cases indicated above, the system will present an error message, such as:

Charts/WarningEN.png

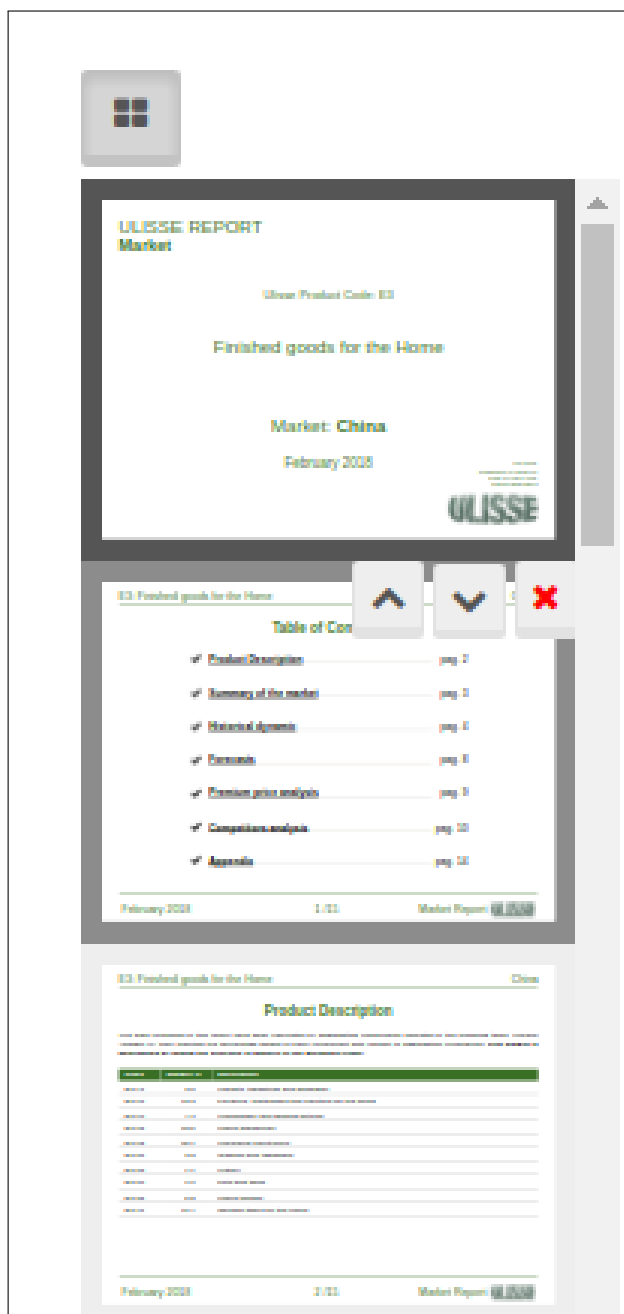
Move and / or Delete Pages

Once the report is generated, it is possible for the user to change the order of the document

¹⁵This level is € 1 million in the case of a UL3000 code; € 10 million in the case of a UL200 code; € 100 million in the case of a UL20 code.

¹⁶This level is € 1 million in the case of a UL3000 code; € 10 million in the case of a UL200 code; € 100 million in the case of a UL20 code.

pages and / or delete them using the panel on the left.

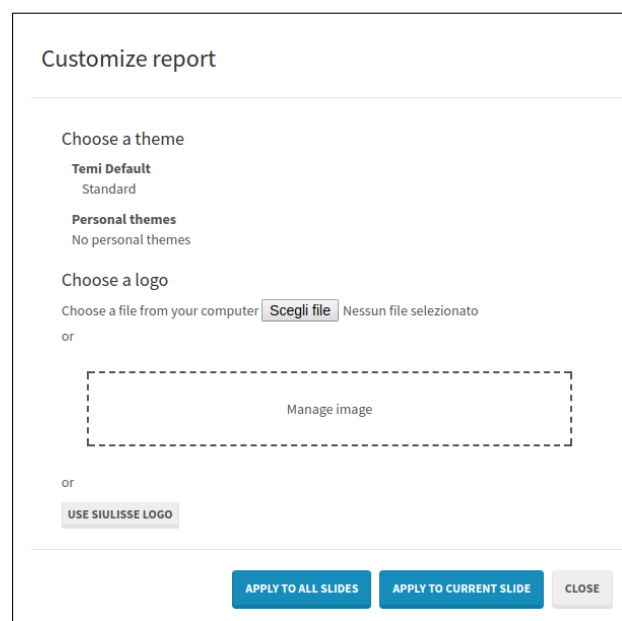


The user can:

- move pages using the  button, and
- delete pages with the  button.

Customize report

The document can be customised using the  button located in the upper right corner.



The menu allows the user to manage the following elements of document customisation:

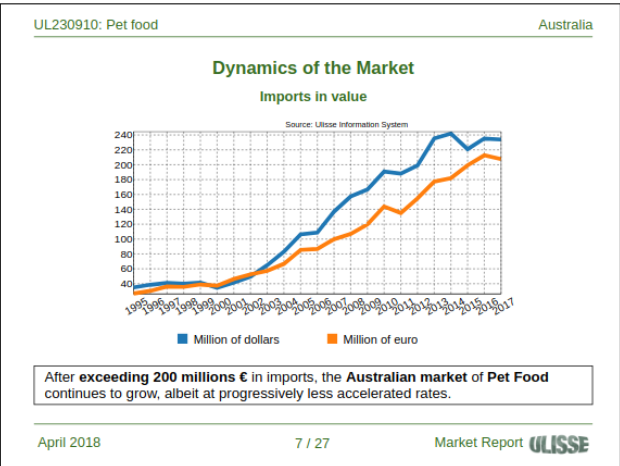
Select a Theme : selection of a **theme** (intended as a graphic layout managed by a CSS style file) from those available to the user, to be applied to the whole report or to a single document page.

Select a Logo : indicates an image to be used as a **logo** for the entire report or a single document page.

Edit Text : when the report is an **EDITABLE**-type, the user can insert statements into the report slides, marked by the graphic sign shown in the following figure:



An example of an edited report¹⁷ page is shown below:



Save Report

The document can be saved via the Save The Report button in the horizontal menu bar. The Manage Saved Reports button, located in the horizontal menu bar, allows the user to manage previously saved reports.

MANAGE SAVED REPORTS					
data	name	type	product	country	language
19-03-18 09:11:01	MarketReport-PetFood_AUS	coordinate xmercato	UL230910	Australia	it

Send PDF

Once the report has been created, it is possible to export it in PDF format using the Send PDF button. This function will send the report in PDF format via e-mail within a few seconds.

¹⁷**Please Note:** IN THE CURRENT VERSION OF REPORTINGTOOL, EDITABLE TEMPLATES HAVE VERSIONS WITH AND WITHOUT EDITABLE PARTS FOR EACH SLIDE. **Therefore, the user must cancel one of the two versions.**

User Types

Access to the Market Research **Reporting Tool** is intended only for users that are registered on the ExportPlanning platform.

Registered user

Registered users can only generate **Country Reports**.

To access the other types of reports (Product, Market, Competitor) that are available in the Reporting Tool, it is necessary to be a **Premium** user.

Premium user

The Premium user has access to **all types of reports**, for all 152 nations of the Countries Classification and for the 22 industries, 220 sectors, over 3000 business units and 5000+ HS codes of the Products Classification.

ExportPlanning Products Classification

The ExportPlanning Products Classification, which has been developed in terms of aggregation of custom codes classification, is made up of the following levels:

UL20 : is the most aggregated level, corresponding to the concept of System.

UL200 : is a first intermediate level of aggregation, which corresponds to the concept of Industry / Sector.

UL3000 : is the most disaggregated level of ExportPlanning Product Classification, corresponding to the concept of Homogeneous Product.

The UL20 level consists of the following items:

- A1:** Natural Raw Materials
- A2:** Industrial Raw Materials
- B1:** Unpackaged Food
- B2:** Fabrics and Leather
- B3:** Pulp, Paper and Forest Products
- B4:** Metal Intermediate Goods
- B5:** Fine Chemicals and Specialities

B6: Ceramics, Glass and Refractors

C1: Building Materials and Products

D1: Electronic Parts

D2: Mechanical and Optical Components

D3: Vehicle Components

D4: Electrotechnical

E0: Packaged Food and Beverages

E1: Consumer Packaged Goods

E2: Fashion Products

E3: Furniture, Appliances and Home Décor

E4: Pharmaceuticals and Medical Products

F1: ICT and Service Equipment

F2: Industrial Tools and Equipment

F3: Cars, Transport and Agriculture Equipment

F4: Machinery

F5: Industrial Plants

G1: Weapons and Ammunition

Z9: Confidential Data

In the following pages, the corresponding items of the UL200 Level (*Industries / Sectors*) are shown for each of these *systems*

For information about the more disaggregated levels of ExportPlanning Product Classification, refer to the ExportPlanning **PRODUCT/INDUSTRY CLASSIFICATION** section.

Raw Materials

A1-Natural Raw Materials

- A1.11:** Energy raw materials
- A1.21:** Metal ores
- A1.22:** Minerals for the chemical industry
- A1.23:** Precious stones, Rough diamonds, Pearls and Corals
- A1.24:** Non-metallic mineral
- A1.31:** Rough wood
- A1.33:** Natural Rubber and Other non-wood products
- A1.41:** Cereals, Brown Rice and Oilseeds
- A1.42:** Live plants, Seeds and Flowers
- A1.45:** Colonial raw materials
- A1.46:** Cane and Beet Sugar
- A1.51:** Farm animals and their products
- A1.61:** Raw Hides and Skins
- A1.62:** Unprocessed textile fibres
- A1.91:** Waste and Scrap

A2-Industrial Raw Materials

- A2.10:** Electricity
- A2.11:** Steel
- A2.12:** Copper
- A2.13:** Aluminium
- A2.14:** Lead, Zinc and Tin

A2.15: Nickel and Other non-ferrous metals

A2.16: Precious metals

A2.21: Petroleum products and Coal derivatives

A2.22: Organic basic chemicals

A2.23: Inorganic basic chemicals

A2.31: Plastics in primary forms

A2.32: Synthetic rubber in primary forms

A2.33: Man-made fibres

A2.41: Pulp

Intermediate Goods

B1-Unpackaged Food

- B1.11:** Fresh and Frozen Meat
- B1.13:** Fish (fresh, frozen, dried and smoked)
- B1.15:** Feed
- B1.21:** Fresh Fruit
- B1.31:** Vegetables (fresh and preserved)
- B1.41:** Rice, Flour and Starches
- B1.43:** Sugar, Cocoa and Spices
- B1.51:** Vegetable oil and Animal fats
- B1.52:** Dairy products
- B1.61:** Yeast, Malt and Extracts

B2-Fabrics and Leather

B2.11: Hair, Bristles, Feathers, Bone and Ivory

B2.12: Lamb Skin and Treated Leather

B2.21: Yarn

B2.31: Knitted fabrics

B2.32: Woven fabrics

B2.33: Embroidery and felts

B2.34: Non-woven fabrics and Fabrics for technical use

B2.35: Twine, Cordage, Rope and Fabric packaging

B3-Pulp and Paper and Forest Products

B3.11: Cut wood

B3.12: Carpentry and wood packaging

B3.13: Sheets and wood-based panels

B3.14: Semi-finished products of wood, Cork and Plaiting materials

B3.21: Paper and Cardboard for packaging

B3.22: Paper for home and various applications

B3.23: Paper and cardboard packaging

B3.24: Paper and paper-board for graphic purposes

B4-Metal Intermediate Goods

B4.11: Products of Iron and Steel, cold-worked

B4.15: Bridges, Towers and Other metal structures

B4.16: Steel Pipes

B4.21: Bearings, Gears, Gearing and Driving

B4.22: Screws and Bolts

B4.23: Grids, Chains, Metal mesh fencing

B4.24: Locks and Hinges

B4.81: Components and metal parts

B4.82: Metal packaging

B4.83: Foundry castings

B5-Fine Chemicals and Specialties

B5.11: Dyes and Pigments

B5.12: Paints and Varnishes

B5.13: Fertilizers and Nitrogen compounds

B5.14: Explosives and Industrial gases

B5.15: Essential oils, Adhesives and Glues

B5.16: Pesticides and Other agrochemical products

B5.17: Chemicals for industry

B5.21: Hoses, Belts and Other rubber products

B5.22: Plates, Sheets, Tubes and Profiles in plastic

B5.23: Plastic packaging

B5.24: Inks

B5.31: Basic products for detergents

B5.41: Basic pharmaceutical products

B6-Ceramics Glass and Refractors

B6.21: Flat glass and derivative products

B6.22: Hollow glass products for packaging

B6.23: Glass products for technical uses

B6.24: Glass fibres and Fabrics

B6.31: Works and products in Asbestos,
Asphalt and Graphite

B6.35: Ceramic products and Abrasives for
various uses

B6.36: Refractory materials

B6.37: Decorative stone works

Construction Products

C1-Building Materials and Products

C1.11: Cement, Lime and Plaster products

C1.12: Concrete and Plaster products for
construction

C1.13: Bricks

C1.21: Doors and Windows

C1.22: Plastic products for the building industry

C1.23: Floors

C1.24: Sanitary-ware and Other bath furnishing

C1.25: Doors and Safe deposit boxes

C1.26: Plumbing

Components

D1-Electronic Parts

D1.11: Valves, Tubes, Diodes and Electronic
boards

D1.12: Computers parts and Other office
machines

D1.13: Capacitors (fixed and adjustable)

D1.21: Parts and accessories for audio, video
and telephony

D1.23: Parts and accessories for measuring
instruments

D1.41: Magnetic and Optical media storage

D2-Mechanical and Optical Components

D2.21: Agricultural and earth moving machinery
parts

D2.22: Metalworking industry machinery parts

D2.23: Light industry machinery parts

D2.24: Pumps and their component parts for
industrial plants

D2.61: Bicycle, typewriters and musical instruments
parts

D2.68: Photo-optical device parts

D2.73: Household appliance parts

D2.74: Watch parts and components

D2.75: Parts for engines

D2.76: Parts of electromechanical tools, manuals

D3-Vehicle Components

D3.11: Engines and chassis for motor vehicles

D3.12: Batteries and Accumulators

D3.13: Trailer Bodies and parts

D3.14: Batteries and accumulators parts

D3.21: Motor vehicle parts and accessories

D3.22: Non-electric parts and accessories for motor vehicles

D3.23: Radio, watches and other tools for cars

D3.31: Engines and parts for ships

D3.32: Engines and other aircraft components

D3.33: Tramway locomotives and rolling stock parts

D3.41: Motorcycles parts

D3.51: Tyres and inner tubes

D4-Electrotechnical

D4.11: Electric motors, generators and transformers

D4.12: Electricity distribution and control apparatus

D4.13: Switchboards

D4.14: Other electrical equipment n.c.a.

D4.20: High voltage cables

D4.31: Wires and Cables, Switches, Plugs, Sockets and Electrical panels

D4.32: Lamps and parts for lamps and lighting

D4.41: Parts for electrical equipment

Consumer Goods

E0-Packaged Food and Beverages

E0.12: Oil, condiments and spices

E0.14: Milk, Yoghurt, Butter and Cheese

E0.15: Rice, Pasta and Flour (packaged)

E0.22: Meat and Fish (processed and packaged)

E0.24: Vegetables and Fruit (processed and packaged)

E0.31: Cookies and Other baked goods

E0.32: Sugar, Chocolate, Sweets and Ice cream

E0.33: Tea and Coffee (packaged)

E0.41: Water and Soft drinks

E0.42: Alcoholic beverages

E1-Consumer Packaged Goods

E1.51: Detergents and Other products for Washing, Cleaning, Polishing

E1.52: Paper products for household use

E1.61: Pet food

E1.71: Cigarettes, Matches, Salt

E1.72: Stationery and Electric batteries

E1.81: Personal Care

E2-Fashion Products

E2.11: Underwear and Hosiery

E2.13: Outerwear

E2.14: Clothing Accessories

E2.15: Textile materials yarn, for retail sale

E2.21: Bags, Suitcases and Wallets

E2.22: Footwear

E2.31: Perfumes and Cosmetics

E2.41: Lenses and Spectacles

E2.46: Photo-Optical

E2.51: Sports goods and Musical instruments

E2.53: Bicycles, Strollers and Invalid carriages

E2.55: Personal items

E2.56: Small personal appliances

E2.61: Books and Other creative activity products

E2.71: Jewellery, Watches and Jewellery

E2.81: Work-wear

E3-Furniture, Appliances and Home Décor

E3.11: Carpets, Rugs and Wallpaper

E3.22: Furniture, Mattresses and Home furniture

E3.24: Chandeliers and Lighting fixtures

E3.25: Home appliances

E3.26: Consumer electronics

E3.32: Glasses and Tableware

E3.33: Cutlery

E3.34: Pots and Pans

E3.35: Home textiles

E3.41: General home items

E4-Pharmaceuticals and Medical Products

E4.11: Drugs, medicaments

E4.21: Syringes, Prostheses and Other health-care products

E4.22: Medical and Dental instruments and equipment

E4.23: Electro-medical equipment

E4.51: Microscopes

Investment Goods

F1-ICT and Service Equipment

F1.32: Furniture and objects for offices, schools and shops

F1.33: Machinery and equipment for offices and shops

F1.41: Computer and peripheral equipment

F1.42: Communication equipment

F1.43: Burglar and Fire alarms

F2-Industrial Tools and Equipment

F2.11: Lifting and handling

F2.12: Tanks, Reservoirs and Metal containers

F2.16: Pumps and Filters

F2.17: Signalling equipment

F2.18: Boilers and Furnaces

F2.19: Electromechanical tools

F2.23: Tools and Molds

F2.24: Fire extinguishers, Spray guns and Machines for liquids and powders

F2.51: Measuring instruments

F3-Cars, Transport and Agriculture Equipment

F3.11: Cars, buses and caravans

F3.12: Motor vehicles for transporting goods

F3.14: Special vehicles

F3.21: Agricultural machinery

F3.22: Earth-moving machinery

F3.23: Ships and Yachts

F3.24: Aircraft

F3.25: Trains and Rolling stock

F3.30: Motorcycles

F3.31: Forklifts and Handling equipment

F4-Machinery

F4.23: Paper-making machinery

F4.31: Metal processing machines

F4.32: Metalworking machine tools

F4.33: Machine tools for hard materials

F4.34: Extrusion machinery

F4.35: Textile machinery

F4.36: Food machinery

F4.37: Other special purpose machinery

F4.38: Packaging machines

F4.39: Printing machines

F5-Industrial Plants

F5.12: Apparatus for automatic control

F5.21: Valves and pressure reducing valves

F5.23: Boilers, Turbines and Motors

F5.25: Pumps and Compressors

F5.26: Heat exchangers

F5.31: Iron and Steel plants

F5.32: Chemical plants for mineral processing

Countries Classification

The Countries Classification used in the Reporting Tool module refers to the Ulisse Country Classification, which is reported below:

E3 : EU Countries

AUT: Austria
BEL: Belgium
BGR: Bulgaria
CYP: Cyprus
CZE: Czech Republic
DEU: Germany
DNK: Denmark
ESP: Spain
EST: Estonia
FIN: Finland
FRA: France
GBR: United Kingdom
GRC: Greece
HRV: Croatia
HUN: Hungary
IRL: Ireland
ITA: Italy
LTU: Lithuania
LUX: Luxembourg

LVA: Latvia
MLT: Malta
NLD: Netherlands
POL: Poland
PRT: Portugal
ROU: Romania
SVK: Slovakia
SVN: Slovenia
SWE: Sweden

E4 : Non-EU Europe

ALB: Albania
BIH: Bosnia Herzegovina
BLR: Belarus
CHE: Switzerland
ISL: Iceland
MDA: Moldova (Republic of)
MKD: Macedonia (Republic of)
MNE: Montenegro
NOR: Norway
RUS: Russian Federation
SRB: Serbia
TUR: Turkey
UKR: Ukraine

M1 : North Am. Free Trade Agreement (NAFTA)

CAN: Canada
MEX: Mexico
USA: United States

M2 : Latin America

ARG: Argentina

BHS: Bahamas

BOL: Bolivia

BRA: Brazil

CHL: Chile

COL: Colombia

CRI: Costa Rica

CUB: Cuba

DOM: Dominican Republic

ECU: Ecuador

GTM: Guatemala

HND: Honduras

HTI: Haiti

JAM: Jamaica

NIC: Nicaragua

PAN: Panama

PER: Peru

PRY: Paraguay

SLV: El Salvador

TTO: Trinidad and Tobago

URY: Uruguay

VEN: Venezuela

R1 : Middle East and North Africa (MENA)

ARE: United Arab Emirates

ARM: Armenia

AZE: Azerbaijan

BHR: Bahrain

DZA: Algeria

EGY: Egypt

GEO: Georgia

IRN: Iran

IRQ: Iraq

ISR: Israel

JOR: Jordan

KWT: Kuwait

LBN: Lebanon

LBY: Libya

MAR: Morocco

OMN: Oman

QAT: Qatar

SAU: Saudi Arabia

SDN: Sudan

SYR: Syria

TUN: Tunisia

YEM: Yemen

R2 : Sub-Saharan Africa

AGO: Angola

BDI: Burundi

BEN: Benin

BFA: Burkina Faso

CAF: Central African Republic

CIV: Cote d'Ivoire

CMR: Cameroon

COD: Democratic Republic of the Congo

ERI: Eritrea

ETH: Ethiopia

GAB: Gabon

GHA: Ghana

GIN: Guinea

GNQ: Equatorial Guinea

KEN: Kenya

LBR: Liberia

MDG: Madagascar

MLI: Mali

MOZ: Mozambique

MRT: Mauritania

MUS: Mauritius

MWI: Malawi

NER: Niger

NGA: Nigeria

RWA: Rwanda

SEN: Senegal

SLE: Sierra Leone

SOM: Somalia

SSD: South Sudan

TCD: Chad

TGO: Togo

TZA: Tanzania (United Republic of)

UGA: Uganda

ZMB: Zambia

ZWE: Zimbabwe

S1 : Asia

AFG: Afghanistan

BGD: Bangladesh

CHN: China

HKG: Hong Kong

IDN: Indonesia

IND: India

JPN: Japan

KAZ: Kazakhstan

KGZ: Kyrgyz

KHM: Cambodia

KOR: Korea (Republic of)

LAO: Lao People's Dem. Rep.

LKA: Sri Lanka

MMR: Myanmar

MYS: Malaysia

NPL: Nepal

PAK: Pakistan

PHL: Philippines

SGP: Singapore

THA: Thailand

TJK: Tajikistan

TKM: Turkmenistan

TWN: Taiwan

UZB: Uzbekistan

VNM: Vietnam

S2 : Oceania and South-Africa

AUS: Australia

NZL: New Zealand

PNG: Papua New Guinea

ZAF: South Africa

ROW : Rest of the World.