



Support to the Implementation of the SEETO  
Strategic Work programme (2015-2017)

**Provide Technical Assistance to SEETO structure in the areas of railway and road safety**

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## **ANNEX**

### **Transport Market Study**

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## **Preliminary IMPLEMENTATION PLAN**

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# Transport Market Study

## 1. Introduction

The Transport Market Study (TMS) was based on an analysis of data available from common statistical sources, such as:

- ▶ National statistical institutions of Serbia, Bosnia and Herzegovina, the former Yugoslav Republic of Macedonia, Montenegro, Albania and Kosovo
- ▶ Databases of OECD (Organisation for Economic Co-operation and Development) and IMF (International Monetary Fund)
- ▶ COMTRADE database from United Nations

Data collected from various sources presented some discrepancies that required a cross-comparison and some adjustments that are described more in detail inside this same text.

The main goal of this study was (1) the identification of potential o/d matrices for the proposed corridor and (2) the estimation of the corresponding potential traffic, at least at first preliminary level-. It is anyway important to highlight that Article 9 (Measures for implementing the freight corridor plan) of the Regulation 213/2010 states that the TMS has to deal with the *"the observed and expected changes in the traffic on the freight corridor, as a consequence of its being established, covering the different types of traffic, both regarding the transport of freight and the transport of passengers. This study shall also review, where necessary, the socio-economic costs and benefits stemming from the establishment of the freight corridor". The goal at this phase was therefore the identification of a possible methodology and the identification of preliminary (potential) figures.*

## 2. Current situation

The current market situation was analysed in terms of overall import and export to/from the 6 Regional Partners taken into consideration. To do this, a preliminary macro-zoning was identified considering more or less homogeneous geographical areas separated also in terms of preferential routes connecting them with the area under study. Of course, macro-zones are more and more extended as the distances are increasing, given that imports and exports from/to far origins and destinations is generally carried out via maritime shipping using the same ports as common loading/unloading points. The list of the 25 macro-zones is the following:

► Zone 1	Africa	► Zone 15	Kosovo
► Zone 2	Albania	► Zone 16	The former Yugoslav Republic of Macedonia
► Zone 3	Americas	► Zone 17	Middle East, Iran and Afghanistan
► Zone 4	Austria and Switzerland	► Zone 18	Montenegro
► Zone 5	Bosnia and Herzegovina	► Zone 19	Germany and North-west Europe
► Zone 6	Bulgaria	► Zone 20	Poland, Finland and Baltic Countries
► Zone 7	CIS (as former USSR) countries	► Zone 21	Romania
► Zone 8	Croatia	► Zone 22	Serbia
► Zone 9	Czech Republic	► Zone 23	Slovakia
► Zone 10	France, UK and Ireland	► Zone 24	Slovenia
► Zone 11	Greece and Cyprus	► Zone 25	Southern Asia, Far East and Oceania
► Zone 12	Hungary		
► Zone 13	Iberian peninsula		
► Zone 14	Italy and Malta		

It has to be highlighted that data coming from different sources is not always corresponding when figures are referred to the same information (i.e. export from country A to country B generally does not exactly corresponds to import to country B from country A when the sources are the respective national statistic institutions of A and B). Nevertheless, differences in these terms (the above mentioned “discrepancies”) were generally not consistent, therefore data from various sources were homogenised with simple averages. Another issue is that statistics about import and export are generally given in terms of overall values (and usually the US dollar is accepted as common reference), and the corresponding values in terms of tonnes is not always available. Therefore, a conversion of the basic data from USD to tonnes was attempted on the basis on common averages.

The existing market is presented inside the next table.

**Table 1** - Present import / export (year 2016) from/to the six Regional Partners of the study area - Data for Kosovo is for year 2015 - Source: Consultant's elaboration from COMTRADE database and from respective national statistics institutions – values are in USD x 1000

Macro zone	Macro area	Albania		BiH		Kosovo		MKD		Montenegro		Serbia	
		Export	Import	Export	Import	Export	Import	Export	Import	Export	Import	Export	Import
		(USD x 1000)											
1	Africa	11,132	66,681	41,239	35,921	12,938	11,919	9,308	215,042	3,183	6,919	214,062	200,316
2	Albania	-	-	27,458	8,179	45,697	168,028	62,756	41,518	18,905	33,201	122,367	33,434
3	Americas	19,908	187,648	38,802	375,767	695	121,155	63,560	286,614	2,177	57,427	303,461	563,402
4	Austria and Switzerland	30,309	106,403	503,301	364,735	26,590	74,534	72,371	191,901	7,091	53,331	485,705	788,424
5	Bosnia and Herzegovina	8,179	27,458	-	-	6,256	83,727	84,042	74,173	28,997	129,875	1,127,500	453,241
6	Bulgaria	23,796	61,944	44,899	77,775	7,412	52,789	246,502	311,688	614	14,614	422,316	361,778
7	CIS (as former USSR) countries	3,120	118,690	73,486	425,948	9,291	28,146	64,631	197,770	3,554	12,773	972,161	1,904,718
8	Croatia	7,595	35,561	555,863	908,066	3,247	77,577	89,276	101,879	2,487	122,479	513,763	481,802
9	Czech Republic	11,744	44,812	80,147	150,525	440	20,771	42,426	99,352	6,666	28,562	367,227	482,404
10	France, UK and Ireland	25,364	142,073	118,731	300,417	7,115	45,565	83,838	839,641	7,662	66,905	686,883	880,246
11	Greece and Cyprus	90,084	370,948	7,700	104,535	1,158	123,296	164,040	497,969	979	122,566	165,584	297,863
12	Hungary	19,452	39,764	109,860	229,053	263	26,988	45,062	140,131	38,449	21,176	476,814	882,384
13	Iberian peninsula	64,911	113,247	86,819	121,657	2,935	28,364	125,789	101,711	296	51,409	180,582	287,834
14	Italy and Malta	1,135,431	1,367,569	640,201	1,082,134	21,646	250,588	175,303	386,993	19,905	168,154	2,167,705	1,989,332
15	Kosovo	168,028	45,697	83,727	6,256	-	-	184,009	35,023	19,278	8,600	422,709	35,688
16	The former Yugoslav Republic of Macedonia	51,740	62,675	74,173	84,042	35,023	184,009	-	-	5,382	28,448	547,647	213,486
17	Middle East, Iran and Afghanistan	32,754	392,168	253,923	411,148	12,301	289,273	83,332	399,628	8,761	78,482	530,281	978,097
18	Montenegro	33,201	18,905	129,875	28,997	8,600	19,278	28,448	5,382	-	-	613,802	77,400
19	Germany and North-west Europe	91,740	535,904	1,080,245	1,413,031	51,087	368,652	2,521,273	1,064,646	19,896	331,881	2,475,958	3,595,480
20	Poland, Finland and Baltic Countries	8,025	90,961	61,760	285,970	4,014	84,087	40,165	132,083	12,736	54,151	381,507	945,689
21	Romania	27,677	56,630	73,886	101,608	1,164	34,218	134,712	213,854	397	27,789	845,503	552,304
22	Serbia	33,434	122,367	453,241	1,127,500	35,688	422,709	213,486	547,647	77,400	613,802	-	-
23	Slovakia	2,610	13,264	79,185	74,281	1,032	7,407	49,445	36,391	491	7,335	301,822	250,090
24	Slovenia	11,036	30,197	456,467	458,148	2,209	64,774	65,881	138,781	16,651	51,255	475,859	568,229
25	Southern Asia, Far East and Oceania	79,316	588,245	322,119	1,058,574	57,503	353,143	111,587	738,939	61,387	296,474	231,701	2,455,986
	<b>Total</b>	<b>1,990,585</b>	<b>4,639,811</b>	<b>5,397,107</b>	<b>9,234,265</b>	<b>354,303</b>	<b>2,940,999</b>	<b>4,761,241</b>	<b>6,798,756</b>	<b>363,343</b>	<b>2,387,607</b>	<b>15,032,919</b>	<b>19,279,626</b>

The data of the table above can also be presented in terms of O/D matrix, as presented inside the next table

**Table 2** - Present import / export (year 2016). Origin/destination from/to the six Regional Partners of the study area - Data for Kosovo is for year 2015 - Source: Consultant's elaboration from COMTRADE database and from respective national statistics institutions – values are in USD x 1000

Macro zone	From/to macro area	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
1	Africa		66681			35921									11919	215042		6919				200316					
2	Albania	11132	0	19908	30309	8179	23796	3120	7595	11744	25364	90084	19452	64911	1135431	168028	51740	32754	33201	91740	8025	27677	33434	2610	11036	79316	
3	Americas		187648			375767										121155	286614		57427				563402				
4	Austria and Switzerland		106403			364735										74534	191901		53331				788424				
5	Bosnia and Herzegovina	41239	27458	38802	503301	0	44899	73486	555863	80147	118731	7700	109860	86819	640201	83727	74173	253923	129875	1080245	61760	73886	453241	79185	456467	322119	
6	Bulgaria		61944			77775										52789	311688		14614				361778				
7	CIS (as former USSR) countries		118690			425948										28146	197770		12773				1904718				
8	Croatia		35561			908066										77577	101879		122479				481802				
9	Czech Republic		44812			150525										20771	99352		28562				482404				
10	France, UK and Ireland		142073			300417										45565	839641		66905				880246				
11	Greece and Cyprus		370948			104535										123296	497969		122566				297863				
12	Hungary		39764			229053										26988	140131		21176				882384				
13	Iberian peninsula		113247			121657										28364	101711		51409				287834				
14	Italy and Malta		1367569			1082134										250588	386993		168154				1989332				
15	Kosovo	12938	45697	695	26590	6256	7412	9291	3247	440	7115	1158	263	2935	21646	0	35023	12301	8600	51087	4014	1164	35688	1032	2209	57503	
16	The former Yugoslav Republic of Macedonia	9308	62756	63560	72371	84042	246502	64631	89276	42426	83838	164040	45062	125789	175303	184009	0	83332	28448	2521273	40165	134712	213486	49445	65881	111587	
17	Middle East, Iran and Afghanistan		392168			411148										289273	399628		78482				978097				
18	Montenegro	3183	18905	2177	7091	28997	614	3554	2487	6666	7662	979	38449	296	19905	19278	5382	8761	0	19896	12736	397	77400	491	16651	61387	
19	Germany and North-west Europe		535904			1413031										368652	1064646		331881				3595480				
20	Poland, Finland and Baltic Countries		90961			285970										84087	132083		54151				945689				
21	Romania		56630			101608										34218	213854		27789				552304				
22	Serbia	214062	122367	303461	485705	1127500	422316	972161	513763	367227	686883	165584	476814	180582	2167705	422709	547647	530281	613802	2475958	381507	845503	0	301822	475859	231701	
23	Slovakia		13264			74281										7407	36391		7335				250090				
24	Slovenia		30197			458148										64774	138781		51255				568229				
25	Southern Asia, Far East and Oceania		588245			1058574										353143	738939		296474				2455986				

Conversion factor from values in USD to tonnes was based on the figures presented inside the next table.

**Table 3** - Conversion factors between values in USD and tonnes. Source: Consultant's elaboration from national statistics institutions of Serbia, the former Yugoslav Republic of Macedonia and Albania

import/export from specific SEETO Regional Participants	tonnes	USD x 1000	tons/USD x 1000
import Serbia	17,087,992	19,255,481	0.89
export Serbia	13,399,268	14,880,707	0.90
import the former Yugoslav Republic of Macedonia	5,979,708	6,757,450	0.88
export the former Yugoslav Republic of Macedonia	2,783,956	4,787,199	0.58
import Albania	4,065,814	4,665,283	0.87
export Albania	3,959,247	1,961,139	2.02
total import	27,133,514	30,678,214	0.88
total export	20,142,471	21,629,045	0.93
<b>total average</b>	<b>47,275,985</b>	<b>52,307,258</b>	<b>0.90</b>

Values from the table above show a certain homogeneity between tonnes and values in USD for imports and a stronger variability for exports. Nevertheless, an average factor of 0,90 was adopted for both imports and exports.

Based on the adoption of this average factor, the values of can be converted into tonnes as presented inside the next table.



**Table 4** - Present import / export (year 2016). Origin/destination from/to the six SEETO Regional Participants of the study area - Data for Kosovo is for year 2015 - Source: Consultant's elaboration from COMTRADE database and from respective national statistics institutions – values are in tonnes

Macro zone	From macro area	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
1	Africa		60267			32466									10773	194358		6253				181048					
2	Albania	10061	0	17993	27394	7392	21507	2820	6864	10614	22924	81419	17581	58667	1026217	151866	46763	29603	30007	82916	7253	25015	30218	2359	9974	71687	
3	Americas		169599			339623										109501	259045		51903				509210				
4	Austria and Switzerland		96168			329652										67365	173443		48201				712588				
5	Bosnia and Herzegovina	37272	24817	35070	454890	0	40580	66418	502396	72438	107311	6959	99293	78468	578622	75673	67039	229499	117383	976340	55819	66779	409645	71568	412561	291135	
6	Bulgaria		55986			70294										47711	281708		13208				326980				
7	CIS (as former USSR) countries		107274			384977										25439	178747		11544				1721509				
8	Croatia		32140			820722										70116	92080		110698				435459				
9	Czech Republic		40502			136046										18773	89796		25815				436003				
10	France, UK and Ireland		128407			271521										41182	758879		60470				795578				
11	Greece and Cyprus		335268			94480										111437	450071		110777				269212				
12	Hungary		35939			207021										24392	126652		19139				797510				
13	Iberian peninsula		102354			109955										25636	91928		46464				260148				
14	Italy and Malta		1236027			978047										226485	349769		151980				1797984				
15	Kosovo	11694	41302	628	24032	5654	6699	8397	2934	398	6431	1047	238	2652	19564	0	31654	11118	7772	46173	3628	1052	32255	933	1997	51972	
16	The former Yugoslav Republic of Macedonia	8413	56720	57446	65410	75958	222792	58414	80689	38345	75774	148262	40728	113690	158441	166310	0	75317	25711	2278760	36302	121754	192951	44689	59544	100854	
17	Middle East, Iran and Afghanistan		354447			371601										261449	361189		70933				884017				
18	Montenegro	2877	17087	1968	6409	26207	555	3212	2248	6025	6925	885	34751	268	17990	17424	4864	7918	0	17982	11511	359	69955	444	15049	55482	
19	Germany and North-west Europe		484357			1277116										333192	962241		299958				3249642				
20	Poland, Finland and Baltic Countries		82212			258463										75999	119378		48942				854726				
21	Romania		51183			91835										30927	193284		25116				499180				
22	Serbia	193472	110597	274272	438987	1019049	381695	878652	464346	331905	620814	149657	430951	163212	1959200	382050	494970	479275	554762	2237803	344811	764177	0	272791	430088	209414	
23	Slovakia		11988			67136										6695	32891		6629				226035				
24	Slovenia		27292			414080										58544	125432		46325				513573				
25	Southern Asia, Far East and Oceania		531664			956753										319175	667863		267957				2219752				



### 3. Forecasts

Forecasts were carried out in two steps:

- ▶ A first step considered projections until year 2022, given that until such year import export forecasts from IMF are available for each of the 6 Regional Partners considered
- ▶ A second step considered projections until year 2030 (the first goal established by the year 2011 White Paper, whereas it states that “*Thirty per cent of road freight over 300 km should shift to other modes such as rail or waterborne transport by 2030, and more than 50 % by 2050, facilitated by efficient and green freight corridors. To meet this goal will also require appropriate infrastructure to be developed*”<sup>1</sup>)

Given the unavailability of IMF's GDP forecast for each single country, the Consultant adopted the hypothesis of a uniform GDP growth for the entire area, i.e. the same of the Euro area, with a corresponding growth of imports and exports (an elasticity of 1 was assumed between GDP and import/export variations). The next tables present the growth factor assumed for the import/export variations from 2016 until 2022 and from 2022 and 2030 respectively.

**Table 5** – Forecasted growth factors for imports and exports until year 2022 (source: International Monetary Fund)

SEETO Regional Partners		2017	2018	2019	2020	2021	2022	Cumulate (2016=100%)
Albania	imports	3.79%	1.74%	0.84%	1.54%	4.18%	5.45%	119%
	exports	4.78%	5.56%	4.24%	4.74%	5.91%	4.74%	134%
Bosnia and Herzegovina	imports	4.87%	4.61%	3.21%	4.13%	3.25%	3.43%	126%
	exports	3.07%	4.25%	4.80%	4.60%	4.21%	3.85%	127%
Kosovo	imports	0.95%	4.21%	5.79%	6.49%	5.73%	1.67%	127%
	exports	3.59%	0.67%	4.58%	1.91%	5.37%	7.69%	126%
MKD	imports	9.63%	7.96%	7.31%	7.79%	8.18%	7.94%	160%
	exports	11.68%	9.85%	8.95%	9.15%	9.55%	9.14%	174%
Montenegro	imports	7.42%	9.00%	-1.98%	-6.40%	4.32%	3.65%	116%
	exports	5.68%	2.03%	1.48%	2.04%	2.67%	3.05%	118%
Serbia	imports	6.64%	6.60%	6.68%	7.11%	7.06%	7.13%	149%
	exports	10.06%	8.12%	7.62%	7.31%	7.29%	7.16%	158%

<sup>1</sup> See White Paper on transport, Roadmap to a Single European Transport Area - Towards a competitive and resource efficient transport, available on-line at <http://eur-lex.europa.eu/legal-content/EN/ALL/?uri=CELEX:52011DC0144>

**Table 6** - Forecasted growth factors for Euro area GDP from year 2022 until 2030  
 (source: International Monetary Fund)

	2023	2024	2025	2026	2027	2028	2029	2030	Cumulate (2022 = 100%)
GDP increase (Euro area)	1,91%	1,92%	1,94%	1,94%	1,93%	1,90%	1,87%	1,84%	116%

The adoption of the same GDP growth of the Euro area between years 2022 and 2030 also for the six Regional Partners under study was justified considering the strict links between their economies and the countries adopting the Euro as national currency. Just to have a confirmation, it is worthwhile to remind how Montenegro and Kosovo do not have a national currency and adopted Euro as local currency even if in a completely informal way.

The result of the adoption of the growth factors presented above is given in the next two tables. It should be reminded that also in this case some adjustments were carried out for the estimation of growth factors until 2022 for the cross exchange of commodities between the six Regional Partners. This because of the differences import and export growth factors of Table 5. Therefore, in these specific cases averaged factors were adopted. It should be anyway highlighted that the growth factors adopted by the IMF are referred to the global imports and exports of each country, therefore their application on single origin/destinations flows brings inevitably to some distortions.

**Table 7** - Forecasted import / export (year 2022). Origin/destination from/to the six Regional Partners of the study area -- Source: Consultant's elaboration– values are in tonnes

Macro zone	From macro area	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
1	Africa		71584			40869									13725	310675		7265				269734					
2	Albania	13477	0	24101	36693	9604	28808	3777	9195	14218	30706	109058	23549	78583	1374587	198452	68694	39653	37527	111063	9715	33507	42748	3160	13361	96022	
3	Americas		201445			427527										139510	414076		60297				758644				
4	Austria and Switzerland		114227			414976										85826	277243		55997				1061645				
5	Bosnia and Herzegovina	47515	30557	44707	579894	0	51732	84669	640455	92344	136800	8872	126579	100031	737628	96440	96310	292565	143003	1244639	71159	85130	566262	91236	525933	371140	
6	Bulgaria		66499			88488										60786	450301		15344				487149				
7	CIS (as former USSR) countries		127417			484621										32410	285722		13411				2564780				
8	Croatia		38176			1033149										89330	147186		128601				648766				
9	Czech Republic		48107			171259										23918	143536		29990				649577				
10	France, UK and Ireland		152519			341798										52468	1213044		70249				1185287				
11	Greece and Cyprus		398223			118934										141976	719424		128692				401085				
12	Hungary		42688			260604										31076	202450		22234				1188166				
13	Iberian peninsula		121574			138415										32661	146944		53979				387580				
14	Italy and Malta		1468124			1231194										288553	559095		176559				2678717				
15	Kosovo	14747	50571	792	30306	7124	8447	10590	3700	502	8110	1320	300	3345	24672	0	45258	14020	9415	58228	4576	1326	44366	1176	2518	65541	
16	The former Yugoslav Republic of Macedonia	14673	83149	100195	114084	114050	388582	101883	140733	66880	132161	258590	71035	198292	276345	250978	0	131363	37357	3974492	63315	212358	312001	77944	103854	175904	
17	Middle East, Iran and Afghanistan		421003			467782										333098	577349		82405				1317047				
18	Montenegro	3398	20240	2324	7571	31975	656	3795	2655	7117	8181	1045	41051	316	21252	21391	6761	9354	0	21242	13598	424	93429	524	17778	65541	
19	Germany and North-west Europe		575308			1607670										424502	1538112		348470				4841460				
20	Poland, Finland and Baltic Countries		97649			325361										96827	190823		56858				1273409				
21	Romania		60794			115604										39402	308959		29178				743700				
22	Serbia	305680	153053	433342	693586	1446437	603066	1388244	733652	524399	980867	236454	680889	257871	3095477	545188	786616	757240	760495	3535662	544791	1207376	0	431001	679525	330868	
23	Slovakia		14239			84513										8529	52575		7702				336756				
24	Slovenia		32417			521256										74588	200499		53817				765143				
25	Southern Asia, Far East and Oceania		631498			1204388										406644	1067558		311293				3307085				

**Table 8** - Forecasted import / export (year 2030). Origin/destination from/to the six Regional Partners of the study area -- Source: Consultant's elaboration– values are in tonnes

Macro zone	From macro area	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
1	Africa		83258			47534									15963	361339		8450				313721					
2	Albania	15675	0	28032	42677	11170	33506	4393	10694	16536	35714	126844	27390	91398	1598753	230815	79896	46120	43647	129175	11300	38971	49719	3675	15539	111682	
3	Americas		234297			497248										162261	481603		70131				882362				
4	Austria and Switzerland		132855			482649										99823	322455		65129				1234776				
5	Bosnia and Herzegovina	55263	35540	51998	674463	0	60168	98477	744900	107403	159109	10319	147221	116344	857919	112167	112016	340277	166324	1447613	82763	99013	658607	106114	611701	431665	
6	Bulgaria		77343			102919										70699	523735		17847				566592				
7	CIS (as former USSR) countries		148196			563652										37696	332317		15599				2983041				
8	Croatia		44401			1201633										103898	171189		149573				754566				
9	Czech Republic		55952			199188										27818	166943		34880				755509				
10	France, UK and Ireland		177392			397538										61025	1410865		81705				1378582				
11	Greece and Cyprus		463165			138330										165129	836747		149679				466493				
12	Hungary		49649			303103										36144	235465		25860				1381930				
13	Iberian peninsula		141400			160987										37987	170907		62781				450786				
14	Italy and Malta		1707543			1431975										335609	650272		205352				3115557				
15	Kosovo	17151	58818	921	35249	8285	9825	12317	4304	584	9432	1535	349	3890	28695	0	52639	16307	10951	67724	5322	1543	51601	1368	2928	76229	
16	The former Yugoslav Republic of Macedonia	17066	96709	116535	132689	132649	451951	118498	163684	77786	153713	300760	82619	230629	321411	291907	0	152786	43449	4622646	73641	246989	362882	90655	120790	204590	
17	Middle East, Iran and Afghanistan		489660			544067										387419	671503		95843				1531829				
18	Montenegro	3953	23540	2703	8806	37189	762	4413	3088	8278	9515	1216	47745	368	24718	24879	7863	10879	0	24707	15815	493	108666	610	20677	76230	
19	Germany and North-west Europe		669128			1869847										493729	1788945		405297				5630998				
20	Poland, Finland and Baltic Countries		113574			378421										112617	221942		66130				1481074				
21	Romania		70708			134457										45828	359343		33936				864981				
22	Serbia	355530	178012	504010	806694	1682320	701413	1614636	853295	609917	1140826	275014	791928	299924	3600283	634097	914897	880729	884515	4112252	633635	1404273	0	501288	790341	384826	
23	Slovakia		16561			98295										9920	61149		8958				391674				
24	Slovenia		37704			606262										86751	233196		62593				889922				
25	Southern Asia, Far East and Oceania		734481			1400798										472958	1241654		362058				3846399				

A further macro-zoning can bring to a more synthetic definition of the traffic flows. In this sense, an aggregation of the above tables was considered by leaving as single countries only the six entities that are inside the study area plus Bulgaria, Croatia, Greece (plus Cyprus, that has anyway a minimal share) and Hungary. Other European countries were aggregated inside a single macro area, so as the remaining countries that were classified as “far O/D” (given that import and exports with them will mainly pass through ports, except for Turkey).

The result of this aggregation is presented inside the next tables.

**Table 9 - Forecasted import / export (year 2030).** Origin/destination from/to the six Regional Partners of the study area towards macro-aggregated zones-- Source: Consultant's elaboration– values are in tonnes

	far O/D	ALB	other EUR	B&H	BUL	CRO	GR & CYP	HUN	KOS	MKD	MN	ROM	SRB
far O/D		1689892		3053299				1076297	3088415	552080			9557353
Albania	205900	0	1944768	11170	33506	10694	126844	27390	230815	79896	43647	38971	49719
other EUR		3052109		5625162				1265280	5026674	992825			15328879
Bosnia and Herzegovina	9777679	35540	4163429	0	60168	744900	10319	147221	112167	112016	166324	99013	658607
Bulgaria		77343		102919					70699	523735	17847		566592
Croatia		44401		1201633	0				103898	171189	149573		754566
Greece and Cyprus		463165		138330					165129	836747	149679		466493
Hungary		49649		303103					36144	235465	25860		1381930
Kosovo	122925	58818	155192	8285	9825	4304	1535	349	0	52639	10951	1543	51601
The former Yugoslav Republic of Macedonia	609474	96709	5823960	132649	451951	163684	300760	82619	291907	0	43449	246989	362882
Montenegro	98178	23540	113492	37189	762	3088	1216	47745	24879	7863	0	493	108666
Romania		70708		134457					45828	359343	33936		864981
Serbia	3739732	178012	12495161	1682320	701413	853295	275014	791928	634097	914897	884515	1404273	0

#### Estimation of the rail share

The potential rail share of the traffic presented above is mainly a topic related to the implementation of adequate measures and policies. Presently, the rail share is low, with values such as around 5% in the former Yugoslav Republic of Macedonia.

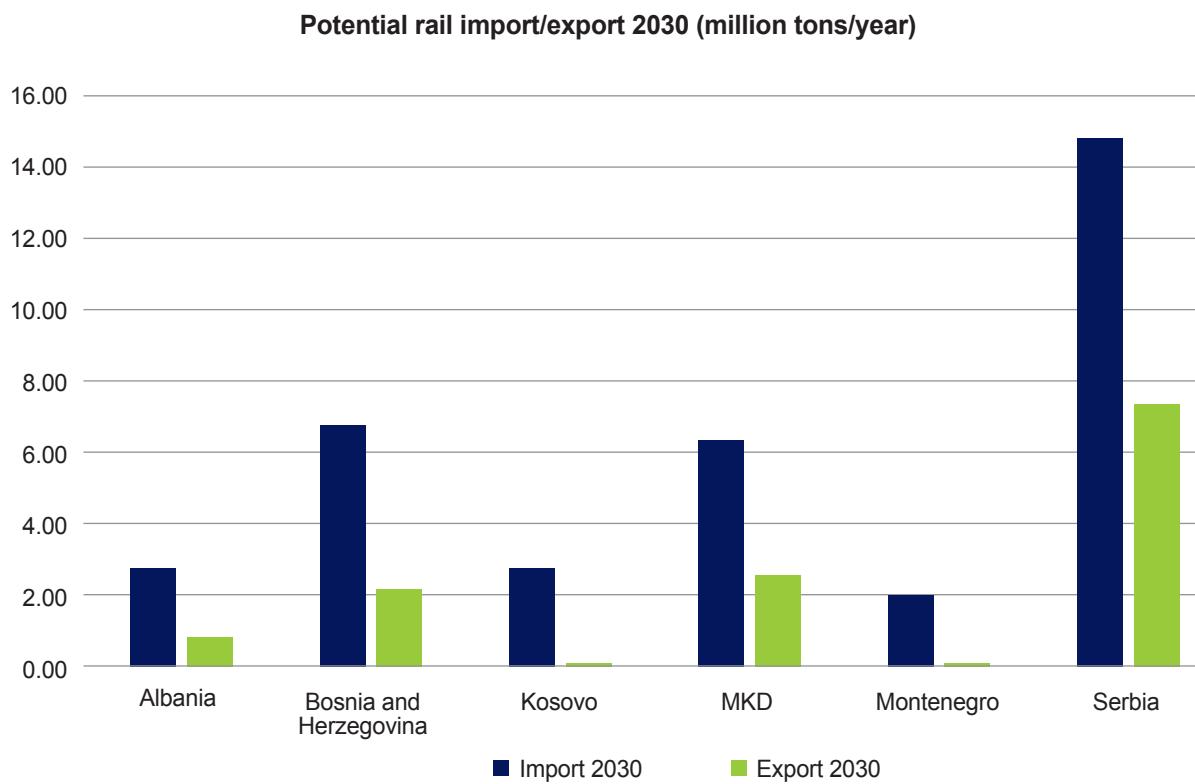
The White Paper of year 2011 gives as a goal a share of 30% for rail and waterborne transportation for distances above 300 km, and this percentage applied to the O/D matrix of Table 9 gives the amount presented inside the next Table 10. Given that we are dealing with import and export that have in general travel distances higher than 300 km (with the partial exception of some short-distance import/exports) this share was directly applied to the values of Table 10.

Also, traffic from/to “far O/D” was included as potential rail traffic, given that rail connections with ports will have a significant role. Table 11 gives a possible amount of potential daily trains, based on a full yearly exploitation of the network (365 day per year) and on an average payload of 500 tonnes per train. The potential number of trains for each O/D was rounded to zero decimals, in order to avoid misunderstandings

**Table 10 - Rail and waterborne share of the forecasted import / export (year 2030 on the basis of the year 2011 White Paper goals).** Origin/destination from/to the six Regional Partners of the study area towards macro-aggregated zones– Source: Consultant's elaboration– values are in tonnes

	far O/D	ALB	other EUR	B&H	BUL	CRO	GR & CYP	HUN	KOS	MKD	MN	ROM	SRB
far O/D	506968		915990					322889	926525	165624			2867206
Albania	61770		583430	3351	10052	3208	38053	8217	69244	23969	13094	11691	14916
other EUR	915633		1687549					379584	1508002	297848			4598664
Bosnia and Herzegovina	293304	10662	1249029		18050	223470	3096	44166	33650	33605	49897	29704	197582
Bulgaria	23203		30876						21210	157121	5354		169978
Croatia	13320		360490						31169	51357	44872		226370
Greece and Cyprus	138949		41499						49539	251024	44904		139948
Hungary	14895		90931						10843	70639	7758		414579
Kosovo	36877	17645	46558	2486	2948	1291	461	105		15792	3285	463	15480
The former Yugoslav Republic of Macedonia	182842	29013	1747188	39795	135585	49105	90228	24786	87572		13035	74097	108865
Montenegro	29453	7062	34048	11157	229	926	365	14324	7464	2359		148	32600
Romania		21212		40337					13748	107803	10181		259494
Serbia	1121919	53404	3748548	504696	210424	255989	82504	237578	190229	274469	265355	421282	

The values of the table above are graphically represented on a map with O/D “desire lines” at the end of this chapter (see green diagram, forecasted regional flows in tonnes/year) The next picture gives a graphical representation of the potential rail import/export for each SEETO’s regional member.



**Figure 1 –** Potential rail import/export 2030 (million tons/year). Source: Consultant's elaboration

**Table 11** – Potential daily trains based on the forecasted import / export (year 2030 on the basis of the year 2011 White Paper goals). Origin/destination from/to the six Regional Partners of the study area towards macro-aggregated zones– Source: Consultants elaboration– values are in trains per day

	far O/D	ALB	other EUR	B&H	BUL	CRO	GR & CYP	HUN	KOS	MKD	MN	ROM	SRB
far O/D	3	5							2	5	1		16
Albania	0	3	0	0	0	0	0	0	0	0	0	0	0
other EUR	5	9							2	8	2		25
Bosnia and Herzegovina	2	0	7	0	1	0	0	0	0	0	0	0	1
Bulgaria	0	0		0					0	1	0		1
Croatia	0	2							0	0	0		1
Greece and Cyprus	1	0							0	1	0		1
Hungary	0	0		0					0	0	0		2
Kosovo	0	0	0	0	0	0	0	0	0	0	0	0	0
The former Yugoslav Republic of Macedonia	1	0	10	0	1	0	0	0		0	0	0	1
Montenegro	0	0	0	0	0	0	0	0	0	0	0	0	0
Romania	0	0		0					0	1	0		1
Serbia	6	0	21	3	1	1	0	1	1	2	1	2	

A further approach for the estimation of rail share was based on a proxy comparison with the current situation of Germany, identified as “target country”, given its geographical position and its specific organisation of rail freight market. Availability of data was a reason that also motivated this approach. But any comparison with Germany has to be considered taking into account that this country has a different production system and also a different consumption system (mainly due to the different level of income).

The comparison was based on

- ▶ the evaluation of the rail share of the main product categories in Germany (given that there are categories for which the rail mode is more attractive and others for which it is less, such as, as an example, chemical products vs. fresh food)
- ▶ the evaluation of the composition of the import / export of the SEETO's regional participants
- ▶ the application of the same percentages of rail share presently existing in Germany to each specific import/export category of SEETO's regional participants

From a practical point of view, this proxy approach assumes that rail has for different categories of freight more or less the same level of attractiveness even within different scenarios, given that the level of organisation and competitiveness of the rail market is comparable. Under this assumption, the German modal share was considered as a target.

In terms of differences, it is worthwhile to remind that Germany has a total surface of 357.168 km<sup>2</sup> and that all SEETO's regional participants have a total extension of 207.864 km<sup>2</sup>; in terms of population the two entities have respectively about 82 million inhabitants (Germany) and 19 million inhabitants (SEETO).

The main sources of information for this analysis was Eurostat (modal share for freight categories in Germany) and UN Comtrade for import/export. Disaggregated data from Comtrade was checked and compared with the aggregated data yet presented inside Table 1. The disaggregated analysis was not carried out for Kosovo, due to lack of information from Comtrade, but as better explained later this cannot be considered a major issue, due to the homogeneity that was basically found among the other SEETO's participants.

One of the difficulties that were faced during the development of this methodology was the different classification considered for statistics referred to import/export (from UN Comtrade) and those referred to transport mode (from Eurostat). Data regarding transported freight is classified under NST07 standard, while import/export data from UN Comtrade is available under different classifications and at different level of detail, but not under NST07. The NST07 classification is represented inside the next table, that includes also the respective rail share in Germany during year 2015.

**Table 12 – NST07 classification used for the transport statistic and percentage transported by rail in Germany over the total land transport (rail, road and internal waterway), year 2015 – Source: Consultant's elaboration on Eurostat data**

NST07 code	Category of freight	Rail usage year 2015 (% of tonnes)	year 2015 (% of tonnes x km)
0	Total transported goods	10.1%	27.5%
1	Products of agriculture, hunting, and forestry; fish and other fishing products	2.1%	5.6%
2	Coal and lignite; crude petroleum and natural gas	48.0%	46.2%
3	Metal ores and other mining and quarrying products; peat; uranium and thorium	5.1%	24.8%
4	Food products, beverages and tobacco	0.6%	2.0%
5	Textiles and textile products; leather and leather products	0.3%	0.4%
6	Wood and products of wood and cork (except furniture); articles of straw and plaiting materials; pulp, paper and paper products; printed matter and recorded media	7.2%	18.9%
7	Coke and refined petroleum products	25.5%	37.8%
8	Chemicals, chemical products, and man-made fibers; rubber and plastic products; nuclear fuel	14.8%	23.1%
9	Other non-metallic mineral products	3.6%	8.8%
10	Basic metals; fabricated metal products, except machinery and equipment	28.7%	32.4%
11	Machinery and equipment n.e.c.; office machinery and computers; electrical machinery and apparatus n.e.c.; radio, television and communication equipment and apparatus; medical, precision and optical instruments; watches and clocks	2.2%	5.2%
12	Transport equipment	14.2%	31.8%
13	Furniture; other manufactured goods n.e.c.	0.6%	1.2%
14	Secondary raw materials; municipal wastes and other wastes	4.7%	10.2%
15	Mail, parcels	0.1%	0.2%
16	Equipment and material utilized in the transport of goods	4.4%	17.4%
17	Goods moved in the course of household and office removals; baggage and articles accompanying travellers; motor vehicles being moved for repair; other non-market goods n.e.c.	0.0%	0.2%

18	Grouped goods: a mixture of types of goods which are transported together	2.6%	6.4%
19(*)	Unidentifiable goods: goods which for any reason cannot be identified and therefore cannot be assigned to groups 01-16.	0.0%	0.0%
20(*)	Other goods n.e.c.	0.0%	0.0%

**Notes:** (1) “n.e.c.” = “not elsewhere classified”; (2) categories 19(\*) and 20(\*) were subject to distortions due the different criteria used for classifying them for each specific modal share. For this reason, a conservative null share (0%) was considered for the rail mode.

As expected, the rail modal share assumes different values for each freight category and such values are logically different for tonnes and tonnes x km.

Data from UN Comtrade was collected under the SITC4 classification, being this the more comparable with NST07, but some assumptions were made to identify a correspondence between different categories. These assumptions reflect a certain unavoidable subjectivity that the Consultant tried to circumvent with its experience. The correspondence is represented inside the next table.

**Table 13** – Correspondence between SITC4 codes and NST07 codes based on Consultant's assumptions and estimation of the corresponding potential rail share based on the comparison with the German rail market at year 2015 – Source: Consultant's elaboration

SITC4 code	Category of freight	Corresp. NST07 codes (*)	Incidence of each NST07 code (*)	Rail share (% of tonnes x km), ref. to NST07	Recalculated share (% of tonnes*km), ref. to SITC4	Rail share (% of tonnes), ref. to NST07	Recalculated share (% of tonnes), ref. to SITC4
1	2	3	4	5	6	7	8
0	Food and live animals	01	50%	5.6%	2.1%	2.1%	0.8%
		04	50%	2.0%		0.6%	
		05	100%	0.4%		0.3%	
1	Beverages and tobacco	04	50%	2.0%	2.0%	0.6%	0.6%
2	Crude materials, inedible, except fuels	03	100%	24.8%	16.8%	5.1%	4.3%
		09	100%	8.8%		3.6%	
3	Mineral fuels, lubricants and related materials	02	100%	46.2%	42.0%	48.0%	36.8%
		07	100%	37.8%		25.5%	

4	Animal and vegetable oils, fats and waxes	01	50%	5.6%	5.6%	2.1%	2.1%
5	Chemicals and related products, n.e.s.	08	100%	23.1%	23.1%	14.8%	14.8%
6	Manufactured goods classified chiefly by material	06	100%	18.9%	25.7%	7.2%	18.0%
		10	100%	32.4%		28.7%	
7	Machinery and transport equipment	11	100%	5.2%	18.5%	2.2%	8.2%
		12	100%	31.8%		14.2%	
8	Miscellaneous manufactured articles	13	100%	1.2%	0.6%	0.6%	0.2%
		17	100%	0.2%		0.0%	
		19	50%	0.0%		0.0%	
9	Commodities and transactions not classified elsewhere in the SITC	14	100%	10.2%	6.2%	4.7%	2.1%
		15	100%	0.2%		0.1%	
		16	100%	17.4%		4.4%	
		18	100%	6.4%		2.6%	
		19	50%	0.0%		0.0%	
		20	100%	0.0%		0.0%	

The 6<sup>th</sup> and 8<sup>th</sup> columns of the above table show the possible rail shares referred to SITC4 classifications, respectively in terms of travelled demand (tonnes x km) and in terms of weight only (tonnes), based on the Consultant's assumptions and on the application of weighted averages when needed.

As yet said, the tables that are at the end of this paragraph (from Table 15 to Table 19) present import/export values in weight for each SEETO's regional member from the UN Comtrade database, except for Kosovo and for each SITC4 category. The total amounts of these tables are somewhat different from the total amounts presented inside Table 1, given that in that case some corrections were introduced to compensate cross-differences regarding regional import/export. Tables from 20 to 24 present the estimated amounts of import/export in terms of weights. In this case, specific transformation factors were used for each SITC4 category as presented inside the next table, based on Serbian national statistics.

**Table 14** – Average weight for 1000 USD per each SITC4 category, based on Serbian import/export. Source: Consultant's elaboration based on RZS (Statistical Office of the Republic of Serbia) data

	SITC rev. 4 sections	Import+export (from/to all other countries), year 2016		Weight per 1000 USD (tonnes)
		Quantity, tonnes	Total, USD thousand	
0	Food and live animals	6,013,028	3,263,370	1.84
1	Beverages and tobacco	619,336	832,448	0.74
2	Crude materials, inedible, except fuels	5,391,255	1,234,516	4.37
3	Mineral fuels, lubricants and related materials	6,380,091	2,062,789	3.09
4	Animal and vegetable oils, fats and waxes	273,422	236,760	1.15
5	Chemicals and related products, not elsewhere specified	3,435,143	4,007,906	0.86
6	Manufactured goods classified chiefly by material	5,557,039	6,362,285	0.87
7	Machinery and transport equipment	1,199,385	9,390,341	0.13
8	Miscellaneous manufactured articles	454,770	3,405,802	0.13
9	SMTK Rev. 4 Commodities n.e.s. in the SITC Rev. 4	1,163,792	3,339,972	0.35
	<b>TOTAL</b>	<b>30,487,260</b>	<b>34,136,187</b>	<b>0.89</b>

The use of Serbia as unique source of information for these specific weights is justified by the specific availability of detailed data and by the fact that Serbia has the higher volumes of import/export inside the region. Again, there are minor discordances between figures of Table 14 and other references due to the various sources of data, but the value of 0.89 tonnes per 1000 USD practically confirms the average value of 0.90 yet presented at Table 3 as overall factor.

The application of the rail shares estimated inside Table 13 to the values presented inside tables from 20 to 24 fetches the results presented from Table 25 to Table 29, presenting the potential demand in tonnes assigned to the rail mode. It should be specified that the quota of the demand pertaining to far destinations (such as Far East, Americas, etc.) should be considered basically assigned on the rail mode on those links of the transport network connecting the origins and destinations to the ports serving the region (albeit long distance shipments by rail from/to Far East exist and are increasing, but they represent only a minority share that is concentrated mainly in Western Europe).

**Table 15 – Import/export of Albania in USD x 1000 from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (USD x 1000)										Export year 2016 / SITC4 categories (USD x 1000)									
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9
1	Africa	8,809,758	-	180,753	21,205,172	-	7,873,407	882,167	913,522	724,680	26,096,638	-	694,779	1,339,462	5,323,019	-	157,309	1,386,722	88,242	161,155	1,980,557
2	Albania	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3	Americas	78,656,097	2,423,382	1,453,694	5,987,003	-	17,125,204	3,240,777	28,790,966	6,479,579	54,566,665	225,493	-	13,326,436	-	29,796	248,861	2,193,737	267,339	179,831	3,634,149
4	Austria and Switzerland	2,485,270	15,133,061	513,931	18,305,112	-	22,718,713	3,773,418	10,423,696	10,621,814	22,427,945	369,458	-	11,592,416	8,404,058	-	60,459	6,251,610	37,088	1,986,475	1,607,699
5	Bosnia and Herzegovina	882,446	1,714,303	6,504,058	-	-	267,860	9,174,070	106,180	1,014,968	9,574,559	4,497,537	-	1,379,059	122,642	-	517,625	4,234	-	441,554	457,202
6	Bulgaria	12,013,252	160,946	1,011,221	451,102	1,856,139	7,457,821	6,997,271	7,535,594	3,820,438	20,640,132	5,312,641	-	4,550,922	-	-	672,148	673,419	117,535	8,505,427	3,963,775
7	CIS (former USSR) countries	32,405,520	-	30,038	17,565,557	-	12,517,481	9,471,049	260,220	14,396	46,425,747	23,395	-	81,790	31,117	-	-	1,455,843	12,363	116,041	1,398,587
8	Croatia	12,225,521	-	252,498	4,580,498	-	485,891	1,263,912	950,747	1,928,126	13,873,438	1,565,154	-	474,187	-	-	130,775	1,429,450	1,490,439	856,375	1,648,639
9	Czech Republic	367,273	-	-	-	-	1,090,387	1,148,397	16,336,457	948,705	24,920,721	452,919	-	500,523	-	-	-	5,192	5,140,816	3,578,849	2,066,085
10	France, UK and Ireland	3,839,016	5,800,131	405,761	792,032	-	32,030,473	4,984,771	38,454,140	10,469,588	45,297,075	298,491	2,296,286	3,176,958	-	-	1,097	8,582,551	7,971	7,284,686	3,716,032
11	Greece and Cyprus	78,807,001	25,294,108	4,760,182	45,311,880	2,632,654	46,078,274	84,438,271	16,487,750	26,150,282	40,987,362	12,312,915	4,121,559	15,126,515	1,734,635	76,582	2,666,810	10,836,207	198,135	39,656,017	3,354,093
12	Hungary	2,555,365	-	-	167,506	7,966,628	8,567,903	1,562,272	4,487,201	514,634	13,942,198	124,720	-	509,616	-	-	-	171,841	5,501	18,137,981	501,869
13	Iberian peninsula	13,730,335	274,652	234,634	8,468,377	649,464	11,961,607	29,889,333	12,234,393	7,188,889	28,615,475	6,313,865	-	571,548	30,173,071	-	-	3,342,508	-	22,221,068	2,289,116
14	Italy and Malta	98,739,543	22,427,378	20,500,237	143,512,973	5,769,214	109,797,098	408,990,741	257,524,364	249,634,632	50,327,951	58,512,394	561,905	22,453,284	127,393,170	-	2,434,348	153,851,605	57,675,881	706,263,969	6,285,314
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	6,745,186	2,010,902	1,574,966	27,406	8,916,286	9,774,158	12,837,455	3,838,030	3,389,637	13,561,448	4,843,643	468,342	6,996,500	1,063,235	40,615	1,555,911	30,250,333	1,856,059	1,179,386	3,486,188
17	Middle East, Iran and Afghanistan	23,953,759	6,645,214	2,143,653	6,465,828	-	45,234,818	104,749,943	42,186,594	104,481,587	56,305,986	1,756,539	388,783	16,716,426	497,531	-	1,250,740	3,605,999	414,086	2,228,151	5,896,011
18	Montenegro	133,848	-	8,064,489	795	-	268,939	210,303	186,161	23,541	13,025,413	5,891,201	201,562	1,770,264	4,402,252	-	931,868	19,788,594	59,517	817,405	1,415,770
19	Germany and North- west Europe	31,150,799	15,926,413	9,721,571	5,914,263	76,479	55,966,078	26,930,644	195,775,954	19,580,362	174,858,931	4,522,333	34,342	9,111,442	9,437,380	-	2,347,253	11,320,437	5,829,711	44,285,552	4,851,296
20	Poland, Finland and Baltic Countries	17,019,815	19,468,936	1,055,569	716,381	-	5,084,447	5,896,510	15,202,828	2,355,843	24,160,128	4,121,400	-	1,649,058	-	-	-	-	9,817	512,443	1,732,186
21	Romania	5,912,676	-	-	7,523,239	-	10,052,467	2,070,670	1,728,029	4,977,507	24,365,014	8,044,832	-	101,530	992,211	-	-	55,570	50,224	17,134,970	1,297,290
22	Serbia	58,057,621	9,386,954	9,904,276	41,600,695	739,102	14,941,839	23,105,554	3,136,697	3,484,494	28,395,197	28,350,178	2,380,015	4,180,305	19,805,240	1,456,334	9,044,988	84,396,756	4,036,144	12,875,280	5,150,510
23	Slovakia	-	-	-	-	-	-	1,208,889	6,451,629	738,110	4,865,228	23,530	1,215,266	127,638	-	-	-	-	24,718	491,159	727,295
24	Slovenia	260,165	-	-	221,269	-	15,153,889	821,527	1,405,276	1,247,594	11,086,873	353,611	85,921	-	9,787,811	-	-	100,481	50,916	-	657,713
25	Southern Asia, Far East and Oceania	13,923,589	212,348	1,391,909	9,794,293	1,959,898	20,643,730	118,376,631	191,490,696	125,921,870	93,801,064	67,994	42,141	66,256,029	100,477	-	-	10,043,539	457,122	57,699	2,093,888

**Table 16 – Import/export of BiH in USD x 1000 from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (USD x 1000)									Export year 2016 / SITC4 categories (USD x 1000)										
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9
1	Africa	11,877,742	649,991	5,763,807	208,156	128,437	585,684	7,499,953	3,228,442	5,980,955	-	180,699	2,049,042	4,056,836	128,644	177,289	9,649,824	22,571,373	1,837,772	587,328	-
2	Albania	4,893,312	-	1,332,758	633,400	13,446	500,686	301,833	6,757	1,255,867	-	1,824,186	1,143,028	5,793,633	2,781,632	13,782	1,240,317	10,919,799	923,641	1,037,600	-
3	Americas	164,703,806	1,823,829	18,648,511	90,981,617	12,619,799	19,033,104	16,782,400	52,737,998	23,006,021	-	2,959,371	557,060	237,321	-	-	11,798,125	13,135,033	2,547,922	7,845,304	-
4	Austria and Switzerland	42,149,307	5,133,391	7,585,383	4,798,055	394,561	79,696,335	118,516,591	67,274,534	39,185,803	1,239	10,712,443	1,224,225	49,224,503	28,057,197	1,601,925	9,184,851	128,329,169	133,626,588	141,339,449	-
5	Bosnia and Herzegovina	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
6	Bulgaria	9,801,100	2,972,748	3,473,076	5,894,087	3,134,363	12,043,078	25,204,449	11,970,541	3,281,563	-	307,741	1,160,759	26,178,025	2,047,491	-	2,880,172	8,715,073	2,268,064	1,342,056	-
7	CIS (former USSR) countries	6,375,275	827,553	3,108,899	352,590,464	9,273	8,392,161	42,138,186	9,637,331	2,870,485	-	16,546,372	47,426	645,812	71,843	14,087	50,797,674	1,480,295	2,788,142	1,092,807	-
8	Croatia	163,253,527	73,103,791	39,788,664	263,831,142	4,512,971	107,867,762	153,388,031	58,235,910	44,084,139	-	40,850,227	13,326,990	56,098,674	128,724,455	675,209	33,477,120	150,174,021	29,704,218	102,831,959	-
9	Czech Republic	4,402,570	2,090,607	1,641,971	15,871,965	85,643	13,631,657	43,603,292	61,940,788	7,256,933	-	634,234	343,886	5,153,263	3,570,307	-	6,753,633	6,331,550	18,024,244	39,335,808	-
10	France, UK and Ireland	11,977,389	3,210,337	2,543,268	2,224,012	18,001	99,364,777	45,166,072	115,493,905	20,417,102	90	7,788,236	688,304	3,389,106	48,434	-	1,221,995	22,564,088	19,012,191	64,018,289	-
11	Greece and Cyprus	10,261,543	314,760	52,772,641	12,021,248	50,073	12,825,564	13,002,471	1,838,668	1,448,068	-	798,913	71,906	533,955	264,370	-	728,402	4,784,137	226,691	292,522	-
12	Hungary	69,687,935	5,197,603	2,777,079	16,538,188	15,802,990	38,512,854	44,982,613	27,061,860	8,491,516	-	3,429,323	113,976	9,212,484	825,951	-	21,391,919	40,563,253	15,819,100	18,503,949	-
13	Iberian peninsula	18,097,887	232,360	254,033	1,441,627	242,037	15,695,881	35,496,557	38,897,235	11,298,768	-	30,602	92,528	1,492,841	170,786	-	2,206,621	6,764,761	12,528,202	63,533,114	-
14	Italy and Malta	81,963,021	646,407	11,565,242	146,402,471	3,235,916	123,271,162	431,048,171	158,557,519	124,946,666	-	17,300,446	987,555	85,157,741	11,132,942	296,644	49,821,551	146,359,230	54,091,789	274,524,802	477,404
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
16	The former Yugoslav Republic of Macedonia	24,397,097	6,335,387	3,296,897	244,365	115,679	20,428,982	23,639,297	5,466,990	2,136,311	-	31,566,805	941,058	7,632,716	2,590,677	670,621	4,196,624	18,009,726	5,528,038	3,493,246	-
17	Middle East, Iran and Afghanistan	34,192,679	684,812	2,555,438	1,683,538	351,920	58,998,624	119,125,175	86,238,736	107,316,236	-	101,169,643	437,183	19,643,762	4,042,797	70,822,127	13,205,205	17,581,368	7,117,506	19,838,208	64,226
18	Montenegro	3,292,522	5,353,744	3,935,168	6,226,860	383,509	951,202	6,998,233	624,415	787,869	-	28,164,687	4,647,527	11,767,914	13,597,737	408,349	7,005,242	49,641,612	10,922,172	9,995,571	-
19	Germany and North- west Europe	152,429,996	9,638,927	27,240,612	16,817,782	2,238,470	259,321,150	301,360,267	566,959,611	77,023,790	765	27,492,452	1,763,260	73,212,338	11,763,664	903,587	33,993,453	184,739,438	224,837,310	521,505,393	34,236
20	Poland, Finland and Baltic Countries	78,152,232	4,554,465	1,322,727	11,542,620	83,885	31,991,388	80,872,339	50,969,325	26,481,195	-	391,582	105,599	12,515,022	5,249,982	371,327	7,581,442	15,449,109	2,435,398	17,659,905	-
21	Romania	17,038,544	2,053,079	2,315,202	1,507,994	1,774,746	21,626,625	33,839,348	14,722,433	6,729,708	-	3,947,857	332	6,815,688	3,613,072	-	4,723,306	42,008,826	545,576	12,231,628	-
22	Serbia	295,151,402	83,715,828	46,258,054	84,546,135	55,196,697	123,306,059	174,323,859	70,379,429	93,882,939	1,838	70,515,065	6,396,950	54,358,001	136,427,210	40,928	29,331,127	116,607,933	18,938,031	29,029,656	741
23	Slovakia	3,812,945	82,671	5,159,550	1,209,638	-	6,012,617	35,663,253	18,146,049	4,194,605	-	1,553	1,539,338	8,220,652	1,033,932	-	7,398,810	31,062,913	11,107,586	18,820,235	-
24	Slovenia	27,107,618	17,365,916	6,608,101	4,163,797	188,391	106,892,090	155,466,660	101,691,647	38,662,238	1,819	10,490,456	573,231	87,117,736	5,299,989	1,349,156	13,434,564	80,873,355	177,915,092	79,413,484	-
25	Southern Asia, Far East and Oceania	34,132,189	2,054,994	8,992,150	40,821,128	3,693,836	48,810,672	193,936,996	390,284,349	296,187,585	15,589,571	1,012,344	1,608,127	27,936,949	817,201	389,087	92,520,931	3,286,890	5,328,354	7,491,325	181,498,790

**Table 17 – Import/export of the former Yugoslav Republic of Macedonia in USD x 1000 from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (USD x 1000)									Export year 2016 / SITC4 categories (USD x 1000)										
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9
1	Africa	14,603,606	38,155	1,760,572	1,467,971	57,053	1,467,787	172,679,008	19,434,928	3,537,238	-	645,634	342,675	229,970	87,542	-	63,171	5,976,514	1,672,608	266,352	23,514
2	Albania	4,095,583	542,170	6,139,708	1,143,971	41,990	1,993,270	24,741,073	1,081,496	1,739,112	-	10,434,570	2,101,443	4,780,200	380,549	8,723,059	14,461,038	13,884,733	4,566,169	3,419,743	4,932
3	Americas	76,595,731	1,950,409	23,427,779	9,692,720	21,203	40,099,313	70,438,388	66,612,028	17,062,678	2,672,724	10,386,607	33,686,806	343,322	58,142	12,964	812,244	34,505,449	8,213,565	3,344,040	339,768
4	Austria and Switzerland	29,395,654	2,064,102	1,482,959	6,230,730	232,794	34,957,429	34,126,179	57,414,829	25,919,585	75,908	6,783,475	577,401	968,561	448,515	309,765	707,730	15,248,190	8,449,144	38,850,971	27,615
5	Bosnia and Herzegovina	31,992,043	1,039,281	8,579,427	2,545,147	684,986	2,908,123	19,127,454	3,341,986	3,121,431	376,474	23,248,168	6,188,471	2,304,876	245,045	115,337	20,210,419	21,166,870	6,860,661	1,681,658	-
6	Bulgaria	16,800,194	12,274,501	12,530,491	69,318,714	24,995,086	26,307,130	104,373,104	21,905,682	22,812,801	370,402	15,955,874	13,727,973	122,575,789	494,096	5,846	18,385,908	39,741,633	12,598,191	23,016,180	406
7	CIS (former USSR) countries	7,617,900	394,638	2,008,849	66,365,105	192	9,926,083	107,997,458	2,425,576	985,710	49,268	32,714,418	4,581,921	272,376	1,969	-	12,579,006	1,120,812	9,028,900	4,173,027	158,460
8	Croatia	33,900,863	7,009,959	2,110,306	2,880,138	98,275	24,957,252	16,009,056	9,229,610	5,683,641	-	26,261,617	13,795,004	577,368	133,065	30	8,509,531	28,302,668	6,042,904	5,643,999	9,423
9	Czech Republic	4,108,675	566,473	379,130	2,207,063	183	8,926,036	26,822,332	46,814,548	8,808,252	719,270	4,258,143	381,449	47,022	83,504	120	1,150,832	14,686,391	14,693,661	7,114,246	10,535
10	France, UK and Ireland	10,349,644	4,543,549	1,197,111	980,129	38,838	63,329,443	680,215,201	62,564,065	16,230,748	192,778	5,712,639	950,129	15,506,532	1,808,309	-	7,485,711	7,195,977	20,097,967	25,049,376	32,310
11	Greece and Cyprus	33,180,686	1,686,597	3,247,606	290,417,302	1,419,690	28,268,199	111,602,895	12,955,869	14,653,277	537,060	9,979,993	28,000,265	19,230,260	2,642,551	96,593	3,308,461	48,632,228	5,192,929	46,922,242	34,286
12	Hungary	11,019,173	1,211,634	762,218	4,890,849	141,538	11,783,915	73,871,586	32,510,442	3,939,911	-	3,270,625	514,753	152,210	6,630,644	-	100,155	2,393,896	10,195,159	21,804,472	-
13	Iberian peninsula	15,722,078	509,399	516,520	317,717	291,985	11,832,141	41,219,878	24,465,139	6,800,356	36,465	1,981,836	1,608,105	65,866	34,639	-	1,478,884	32,941,277	85,461,046	2,214,899	3,152
14	Italy and Malta	25,451,734	1,060,293	3,384,655	8,473,815	1,800,331	53,291,656	159,716,115	89,237,603	44,333,084	219,202	26,390,946	581,842	3,988,798	28,044	-	1,560,836	67,695,980	9,017,249	66,002,881	36,156
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
16	The former Yugoslav Republic of Macedonia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
17	Middle East, Iran and Afghanistan	25,390,992	7,287,413	4,639,626	14,858,510	124,748	56,963,258	148,409,074	75,464,381	65,616,904	874,083	6,362,787	245,348	4,142,325	1,002,108	34,196	1,410,106	48,725,989	15,893,552	5,231,027	286,103
18	Montenegro	1,264,356	87,478	3,775,467	-	283,731	59,029	254,292	37,343	-	13,230,404	1,201,338	85,923	558,664	35,256	4,377,835	3,769,137	1,800,547	2,551,284	4,408	
19	Germany and North-west Europe	62,999,710	6,700,896	16,198,749	7,068,917	917,205	236,567,772	252,637,279	417,306,940	64,063,187	185,118	23,287,407	44,984,754	11,062,233	784,949	60,801	967,780,241	61,047,205	934,661,482	477,361,868	241,898
20	Poland, Finland and Baltic Countries	39,167,033	1,090,349	833,041	2,143,329	22,607	15,929,965	39,980,687	22,999,724	9,911,060	5,717	8,497,136	5,039,595	2,064,597	60,671	-	1,530,944	6,525,288	7,380,240	9,055,759	10,895
21	Romania	4,942,863	2,197,785	206,283	22,166,346	-	15,641,096	71,802,896	84,233,876	12,663,274	-	17,804,336	1,507,238	2,690,093	7,769	17,090	2,127,252	31,434,856	71,389,021	7,713,936	20,537
22	Serbia	125,369,407	28,000,398	33,624,169	84,312,149	18,721,172	52,715,793	134,565,620	30,658,738	32,830,388	205,145	87,450,434	29,406,679	7,950,769	39,082,653	10,965,012	68,162,809	132,272,144	22,854,586	25,154,919	406,013
23	Slovakia	2,346,252	7,426	77,500	514,485	43,111	4,062,142	8,923,367	17,898,115	2,518,978	-	1,391,798	862,045	92,583	357,514	-	379,036	8,313,975	33,892,909	3,987,825	167,288
24	Slovenia	17,940,190	400,528	828,254	3,028,296	92,609	41,718,266	37,980,583	22,681,603	14,110,296	452	7,399,904	2,903,183	2,129,930	6,549	169	10,170,448	11,587,035	27,084,783	4,544,627	54,340
25	Southern Asia, Far East and Oceania	18,763,045	151,213	13,021,191	4,593,420	9,236,172	57,226,631	180,360,194	318,072,445	114,476,054	1,107,025	5,118,807	3,022,320	5,923,797	1,087	54,167	161,355	53,082,370	14,670,250	1,332,646	79,807

**Table 18 – Import/export of Montenegro in USD x 1000 from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (USD x 1000)									Export year 2016 / SITC4 categories (USD x 1000)										
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9
1	Africa	1,847,118	1,653	586,328	33,096	289	300,860	247,919	1,187,514	2,717,017	-	9,872	376,881	1,537,062	65	60	1,287	63,314	978,704	216,334	-
2	Albania	5,806,910	222,291	485,219	3,369,364	-	2,428,736	17,514,255	145,823	1,151,217	-	1,779,600	1,596,632	6,604,595	319,626	66,474	358,730	3,017,312	1,707,786	446,030	-
3	Americas	25,906,166	985,882	5,747,153	360,243	25,567	5,467,596	2,582,655	13,821,555	7,461,438	-	137,100	559,639	8,151	785	-	529,580	52,840	524,875	363,565	-
4	Austria and Switzerland	8,895,270	1,909,735	840,220	4,891,316	104,045	13,734,680	7,279,394	9,313,168	6,362,665	-	1,073,581	248,771	307,121	3,705,913	-	498,376	920,064	152,360	184,693	-
5	Bosnia and Herzegovina	28,030,685	3,226,690	13,262,934	6,916,711	432,719	5,733,495	47,758,435	5,321,990	12,914,934	-	3,414,772	4,451,051	3,747,176	5,398,835	388,386	854,808	8,211,075	1,427,347	1,545,719	-
6	Bulgaria	3,453,572	911,916	29,326	72,504	424	1,434,253	4,088,899	1,975,179	2,647,660	-	180,316	-	-	-	-	280,638	68,627	72,474	11,943	-
7	CIS (former USSR) countries	4,493,027	843,411	142,492	217,696	2,041	360,931	2,482,564	2,828,457	1,401,943	-	2,660	1,844,021	2,324	9	32	245,497	689,130	691,928	78,656	-
8	Croatia	26,789,626	3,721,949	718,331	35,190,801	151,894	10,121,471	25,482,254	11,171,697	9,131,403	-	160,930	550,795	48,618	-	-	91,605	555,482	531,144	548,547	-
9	Czech Republic	723,021	636,627	10,518	7,121,246	1,649	1,732,076	3,512,423	13,229,264	1,595,444	-	3,982	97,918	427,627	5,371,991	-	8,796	686,898	60,379	8,697	-
10	France, UK and Ireland	3,130,478	4,133,144	38,875	951,312	7,100	16,594,322	4,026,905	33,393,549	4,629,731	-	300,664	84,059	3,786	-	-	100,744	1,047,581	5,846,772	277,934	-
11	Greece and Cyprus	7,916,996	1,795,371	1,896,053	92,523,442	179,118	2,617,160	11,573,978	1,286,364	2,777,783	-	229,029	904	643,167	-	295	118	90,011	407	14,722	-
12	Hungary	4,258,445	651,472	270,184	20,490	8,244	6,509,873	4,553,308	3,569,097	1,335,177	-	33,168	11,863	-	-	-	18	38,222,587	152,780	28,983	-
13	Iberian peninsula	23,177,782	171,232	5,155,306	205,887	180,401	2,735,550	6,360,086	9,369,739	4,053,336	-	174,549	40	2,025	-	-	8	19,231	56,642	44,054	-
14	Italy and Malta	23,532,815	1,610,055	2,154,474	2,188,692	1,650,169	18,103,076	42,157,303	36,074,292	40,669,668	-	1,891,016	14,761	8,194,475	8,186	1,745	74,782	7,982,898	918,765	818,022	-
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	14,023,311	1,197,852	54,295	602,192	36,657	4,228,079	5,092,119	1,002,532	3,043,105	-	1,269,340	98,051	2,647,599	-	48,115	244,555	221,979	314,123	158,504	-
17	Middle East, Iran and Afghanistan	4,419,685	31,989	374,942	381,404	12,747	4,965,630	19,648,588	31,496,069	17,151,091	-	1,132	1,675,259	976,181	-	-	1,327	4,923,026	86,289	1,098,247	-
18	Montenegro	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
19	Germany and North-west Europe	56,277,670	3,577,810	2,860,564	3,174,759	85,875	35,682,041	21,547,719	193,818,318	14,857,166	-	227,433	561,542	2,339,910	756,740	17,737	339,016	7,280,660	8,004,091	369,869	-
20	Poland, Finland and Baltic Countries	9,123,883	343,888	68,291	674,845	420	5,645,846	8,801,392	24,205,304	5,286,414	-	18,115	50,968	10,950,094	-	-	1,007,536	167,414	443,006	99,135	-
21	Romania	3,231,531	536,366	86,216	3,653,652	910	5,118,591	6,238,161	6,274,401	2,649,485	-	-	338	279,293	111	-	55	97,436	16,613	3,188	-
22	Serbia	166,593,321	49,829,479	4,968,244	41,529,563	12,188,488	60,562,825	74,087,905	28,421,126	66,875,894	15,401	10,391,923	8,221,888	7,396,423	27,557,743	19,999	10,782,705	15,270,916	5,035,803	5,915,675	-
23	Slovakia	269,681	13,768	44,318	-	-	339,866	2,172,680	3,757,607	737,496	-	-	91,185	104,549	-	-	-	529	294,492	111	-
24	Slovenia	7,265,305	673,023	392,710	1,757,102	22,928	11,385,544	10,620,797	13,710,178	5,415,006	12,522	343,589	78,959	3,408,633	5,130,085	21,383	853,450	4,314,954	2,366,215	134,061	-
25	Southern Asia, Far East and Oceania	6,953,165	858,292	1,053,569	2,027,950	382,912	7,145,953	49,913,155	133,633,198	89,589,109	1,620	8,615,540	4,260,302	29,885,568	8,835,246	76,595	3,035,718	1,560,221	4,713,227	405,356	-

**Table 19 – Import/export of Serbia in USD x 1000 from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (USD x 1000)									Export year 2016 / SITC4 categories (USD x 1000)										
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9
1	Africa	26,445,919	1,593,219	87,661,317	29,410,284	69,871	3,405,257	3,092,082	18,886,395	13,691,506	16,376,193	6,345,856	98,685,904	1,574,882	396,172	37,381	6,360,988	15,165,449	28,869,540	8,728,261	48,057,144
2	Albania	11,586,633	-	646,496	3,578,416	-	338,766	5,457,387	76,286	7,131,556	214,423	34,813,757	6,018,625	1,292,449	3,672,728	655,151	18,550,535	21,690,342	7,773,236	4,813,760	4,569
3	Americas	112,004,913	4,839,044	36,438,743	5,733,708	151,890	70,016,078	48,250,988	193,133,363	82,602,588	73,380,269	44,473,623	1,909,248	208,422	1,318,538	34,093	11,373,930	61,587,272	110,631,977	54,294,948	19,593,237
4	Austria and Switzerland	30,708,731	9,437,071	13,559,097	3,622,992	281,458	185,808,988	126,604,202	173,654,739	70,150,446	175,110,161	70,031,011	4,450,792	21,176,063	2,635,808	3,944,635	27,087,776	132,572,295	138,041,172	76,965,432	9,257,503
5	Bosnia and Herzegovina	58,067,765	5,524,686	58,504,648	100,451,191	33,065	23,527,684	122,687,823	9,120,787	30,832,753	36,525,177	299,162,742	75,704,851	46,325,094	80,794,163	54,255,012	150,841,339	206,082,233	161,088,097	153,223,428	1,917,192
6	Bulgaria	19,109,384	3,952,997	24,608,874	45,361,079	1,305,609	49,163,629	123,531,663	25,166,646	20,354,202	49,603,395	53,160,674	25,611,765	48,246,798	41,742,802	7,884,169	64,337,068	131,877,747	16,532,453	23,821,196	9,483,217
7	CIS (former USSR) countries	19,687,694	46,425,052	239,082,459	860,634,114	1,817,513	246,509,357	226,334,296	171,136,119	6,791,389	86,280,970	293,937,845	20,200,958	14,400,516	3,488,981	491,550	121,646,422	204,768,721	158,044,907	153,660,539	2,692,868
8	Croatia	60,869,236	12,696,749	18,155,703	32,467,411	118,580	60,765,648	92,165,114	53,737,933	44,039,746	107,283,503	73,437,028	14,501,105	16,626,852	40,072,292	28,129,535	60,656,220	131,214,760	63,535,372	86,075,513	39,359
9	Czech Republic	11,467,291	557,870	5,208,685	37,244,336	2,341	43,656,077	83,032,704	216,706,196	17,128,839	67,789,082	10,280,367	470,739	2,489,243	1,039,878	1,678,278	47,192,045	73,651,248	144,506,264	86,129,566	95,577
10	France, UK and Ireland	26,125,937	10,171,828	9,482,277	3,455,570	115,759	297,744,526	69,213,208	259,843,259	48,291,137	156,533,087	125,376,744	930,299	15,281,691	3,646,104	227,504	43,449,345	194,600,482	216,965,771	86,925,474	235,659
11	Greece and Cyprus	54,832,520	8,425,245	7,475,568	3,038,087	2,598,840	50,057,902	88,572,444	11,002,287	9,006,523	63,008,949	28,948,691	12,293,225	12,941,527	765,573	3,816,091	20,254,037	63,873,896	7,756,893	15,117,165	13,145
12	Hungary	63,960,456	9,398,200	27,689,264	163,924,640	743,076	142,588,416	139,779,471	182,637,901	30,644,761	121,812,786	47,296,437	4,552,617	39,741,407	41,727,990	6,815,733	69,582,615	111,313,508	131,396,476	25,067,261	62,492
13	Iberian peninsula	45,577,182	997,155	5,554,517	526,064	406,486	48,814,077	50,281,558	66,909,809	20,478,852	48,504,069	8,092,241	104,824	2,950,653	12,918	-	19,104,202	68,089,350	31,984,447	50,232,387	198,021
14	Italy and Malta	70,268,130	5,110,863	17,326,063	23,906,146	8,562,287	208,760,570	515,091,675	644,215,809	179,997,192	317,487,237	126,434,646	3,201,978	45,531,060	653,131	14,304,087	87,187,916	375,488,059	1,078,786,637	436,535,806	3,590,990
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	42,587,717	17,212,202	5,781,533	4,291,474	9,291,344	24,550,516	71,284,287	6,525,736	10,720,847	20,169,985	126,022,460	24,645,985	22,112,516	45,150,234	18,306,232	73,158,721	152,488,470	67,223,913	57,881,211	25,367
17	Middle East, Iran and Afghanistan	39,040,384	594,697	15,858,720	180,742,327	493,621	103,225,160	247,466,537	167,830,328	92,346,076	130,955,019	14,790,890	57,290,583	20,555,438	5,857,242	11,569	24,001,568	198,779,390	45,123,254	23,983,382	140,277,531
18	Montenegro	9,823,631	8,360,184	6,697,717	8,268,994	24,023	7,137,311	15,538,815	1,141,302	3,557,273	3,701,984	180,346,801	56,002,450	15,119,814	19,550,594	12,343,315	94,102,252	99,653,156	141,002,244	104,687,810	194,376
19	Germany and North-west Europe	125,508,780	109,695,601	48,325,264	25,642,524	8,289,958	656,739,655	514,880,720	1,057,862,261	159,911,637	891,547,368	256,531,855	21,886,621	67,783,292	3,332,858	15,389,351	168,275,833	389,580,722	1,229,512,371	321,289,422	5,027,957
20	Poland, Finland and Baltic Countries	75,931,645	8,337,042	19,004,053	35,745,110	31,867	79,395,865	187,237,959	343,478,789	45,717,415	151,776,702	25,455,287	615,704	11,977,691	351,375	3,051,728	38,324,436	133,215,250	113,543,439	53,322,202	2,069,597
21	Romania	15,170,414	13,950,412	12,028,372	99,203,618	17,568	68,745,782	132,120,944	100,854,700	25,700,890	84,982,465	363,524,636	3,440,105	31,768,193	48,216,372	454,240	77,118,274	152,728,504	114,591,550	53,944,820	383,826
22	Serbia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
23	Slovakia	3,671,250	26,643	10,975,459	20,936,372	133,832	18,507,568	76,051,512	65,147,651	13,155,344	41,722,483	5,629,570	302,835	9,084,782	174,574	10,079,459	29,886,973	36,134,577	198,003,037	11,996,243	801,453
24	Slovenia	13,824,318	3,683,663	15,364,531	5,924,934	105,217	86,														

**Table 20 – Import/export of Albania in tonnes from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (tonnes)										Export / SITC4 categories (tonnes)										TOTAL
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9	
1	Africa	16,232,708	-	789,367	65,586,416	-	6,748,232	770,515	116,680	96,765	9,093,206	-	516,911	5,849,565	16,463,801	-	134,828	1,211,211	11,271	21,519	690,112	124,333,108
2	Albania	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3	Americas	144,930,366	1,802,981	6,348,428	18,517,467	-	14,677,870	2,830,606	3,677,336	865,205	19,013,405	415,490	-	58,197,889	-	34,410	213,297	1,916,085	34,146	24,012	1,266,296	274,765,289
4	Austria and Switzerland	4,579,316	11,258,904	2,244,388	56,616,692	-	19,472,020	3,295,833	1,331,370	1,418,309	7,814,874	680,757	-	50,625,248	25,993,283	-	51,819	5,460,371	4,737	265,250	560,192	191,673,365
5	Bosnia and Herzegovina	1,625,980	1,275,431	28,403,877	-	-	229,581	8,012,949	13,562	135,527	3,336,194	8,287,084	-	6,022,490	379,325	-	443,652	3,698	-	58,960	159,309	58,387,616
6	Bulgaria	22,135,411	119,743	4,416,104	1,395,233	2,143,560	6,392,036	6,111,657	962,486	510,135	7,191,922	9,788,981	-	19,874,335	-	-	576,092	588,187	15,012	1,135,712	1,381,152	84,737,759
7	CIS (former USSR) countries	59,709,852	-	131,179	54,329,290	-	10,728,629	8,272,340	33,237	1,922	16,176,754	43,107	-	357,185	96,243	-	-	1,271,583	1,579	15,495	487,329	151,655,724
8	Croatia	22,526,534	-	1,102,684	14,167,225	-	416,453	1,103,944	121,435	257,459	4,834,111	2,883,926	-	2,070,822	-	-	112,086	1,248,531	190,367	114,350	574,458	51,724,384
9	Czech Republic	676,731	-	-	-	-	934,562	1,003,049	2,086,580	126,679	8,683,465	834,541	-	2,185,834	-	-	-	4,535	656,613	477,876	719,914	18,390,379
10	France, UK and Ireland	7,073,705	4,315,262	1,771,999	2,449,711	-	27,453,052	4,353,871	4,911,569	1,397,983	15,783,475	549,994	1,708,423	13,874,096	-	-	940	7,496,295	1,018	972,709	1,294,828	95,408,929
11	Greece and Cyprus	145,208,419	18,818,661	20,788,194	140,147,122	3,040,317	39,493,305	73,751,292	2,105,904	3,491,794	14,281,784	22,687,565	3,066,415	66,059,015	5,365,129	88,441	2,285,701	9,464,716	25,307	5,295,188	1,168,712	576,632,980
12	Hungary	4,708,471	-	-	518,087	9,200,249	7,343,478	1,364,542	573,129	68,718	4,858,070	229,807	-	2,225,544	-	-	-	150,092	703	2,421,928	174,873	33,837,691
13	Iberian peninsula	25,299,278	204,339	1,024,670	26,192,219	750,033	10,252,194	26,106,372	1,562,642	959,918	9,970,879	11,633,819	-	2,496,008	93,323,629	-	-	2,919,462	-	2,967,134	797,628	216,460,222
14	Italy and Malta	181,935,777	16,685,831	89,526,600	443,877,635	6,662,569	94,106,179	357,226,591	32,892,392	33,333,207	17,536,452	107,813,927	418,054	98,055,753	394,019,981	-	2,086,459	134,379,287	7,366,673	94,305,997	2,190,077	2,114,419,441
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	12,428,563	1,496,099	6,878,035	84,765	10,296,960	8,377,349	11,212,675	490,214	452,611	4,725,400	8,924,813	348,444	30,554,420	3,288,527	46,904	1,333,558	26,421,682	237,066	157,481	1,214,740	128,970,307
17	Middle East, Iran and Afghanistan	44,136,783	4,943,998	9,361,549	19,998,446	-	38,770,386	91,492,206	5,388,298	13,951,215	19,619,460	3,236,568	289,252	73,002,316	1,538,836	-	1,071,999	3,149,604	52,889	297,520	2,054,427	332,355,752
18	Montenegro	246,626	-	35,218,436	2,459	-	230,505	183,686	23,777	3,143	4,538,622	10,855,025	149,961	7,730,921	13,615,920	-	798,696	17,284,039	7,602	109,146	493,316	91,491,882
19	Germany and North-west Europe	57,397,924	11,849,153	42,455,080	18,292,486	88,322	47,968,060	23,522,151	25,005,554	2,614,526	60,928,474	8,332,773	25,550	39,790,585	29,189,291	-	2,011,811	9,887,659	744,602	5,913,360	1,690,403	387,707,764
20	Poland, Finland and Baltic Countries	31,360,417	14,484,769	4,609,776	2,215,727	-	4,357,837	5,150,215	1,941,787	314,571	8,418,442	7,594,020	-	7,201,602	-	-	-	-	1,254	68,425	603,569	88,322,411
21	Romania	10,894,595	-	-	23,268,959	-	8,615,886	1,808,594	220,713	664,636	8,489,833	14,823,269	-	443,392	3,068,853	-	-	48,537	6,415	2,287,998	452,032	75,093,712
22	Serbia	106,975,970	6,983,836	43,252,971	128,668,633	853,551	12,806,526	20,181,186	400,636	465,277	9,894,124	52,237,549	1,770,717	18,255,813	61,256,505	1,681,845	7,752,384	73,715,032	515,518	1,719,210	1,794,662	551,181,945
23	Slovakia	-	-	-	-	-	1,055,885	824,037	98,558	1,695,258	43,356	904,150	557,408	-	-	-	-	-	3,157	65,583	253,421	5,500,814
24	Slovenia	479,376	-	-	684,373	-	12,988,272	717,550	179,489	166,589	3,863,150	651,558	63,925	-	30,273,154	-	-	87,764	6,503	-	229,176	50,390,878
25	Southern Asia, Far East and Oceania	25,655,365	157,986	6,078,607	30,293,203	2,263,385	17,693,569	103,394,224	24,458,218	16,814,092	32,684,379	125,285	31,353	289,346,753	310,770	-	-	8,772,373	58,386	7,704	729,602	558,875,253
	TOTAL	926,218,167	94,396,994	304,401,944	1,047,306,147	35,298,945	390,055,980	752,921,935	109,321,044	78,208,840	293,431,730	272,673,211	9,293,154	794,776,996	678,183,248	1,851,600	18,873,323	305,480,743	9,940,817	118,702,560	20,980,229	6,262,317,606

**Table 21 – Import/export of BiH in tonnes from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (tonnes)									Export / SITC4 categories (tonnes)									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8		
1	Africa	21,885,722	483,589	25,171,126	643,815	148,325	501,985	6,550,717	412,354	798,625	-	332,953	1,524,475	17,716,611	397,889	204,742	8,270,784	19,714,614	234,730	78,425	-	105,071,481
2	Albania	9,016,332	-	5,820,288	1,959,071	15,528	429,134	263,631	863	167,693	-	3,361,214	850,406	25,301,379	8,603,433	15,916	1,063,065	9,537,728	117,972	138,549	-	66,662,203
3	Americas	303,480,389	1,356,918	81,439,926	281,401,075	14,573,957	16,313,115	14,658,326	6,735,980	3,071,947	-	5,452,886	414,449	1,036,405	-	-	10,112,075	11,472,590	325,434	1,047,568	-	752,893,040
4	Austria and Switzerland	77,663,585	3,819,211	33,126,132	14,840,117	455,658	68,307,065	103,516,470	8,592,664	5,232,401	432	19,738,563	910,816	214,968,363	86,779,348	1,849,981	7,872,259	112,087,113	17,067,504	18,872,770	-	795,700,453
5	Bosnia and Herzegovina	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
6	Bulgaria	18,059,338	2,211,706	15,167,273	18,230,083	3,619,715	10,322,022	22,014,433	1,528,942	438,180	-	567,038	863,598	114,322,072	6,332,776	-	2,468,571	7,612,045	289,689	179,202	-	224,226,683
7	CIS (former USSR countries)	11,746,972	615,694	13,576,875	1,090,542,673	10,709	7,192,851	36,804,942	1,230,932	383,290	-	30,488,059	35,285	2,820,326	222,206	16,268	43,538,264	1,292,941	356,116	145,920	-	1,241,020,323
8	Croatia	300,808,130	54,388,771	173,761,104	816,015,032	5,211,798	92,452,561	133,974,386	7,438,202	5,886,466	-	75,269,923	9,915,199	244,988,561	398,137,572	779,764	28,692,961	131,167,159	3,793,982	13,730,943	-	2,496,412,514
9	Czech Republic	8,112,099	1,555,399	7,170,653	49,091,104	98,905	11,683,580	38,084,616	7,911,409	969,004	-	1,168,629	255,849	22,504,819	11,042,761	-	5,788,483	5,530,194	2,302,153	5,252,431	-	178,522,086
10	France, UK and Ireland	22,069,330	2,388,471	11,106,708	6,878,745	20,788	85,164,723	39,449,602	14,751,500	2,726,254	31	14,350,469	512,094	14,800,567	149,804	-	1,047,362	19,708,251	2,428,339	8,548,232	-	246,101,272
11	Greece and Cyprus	18,907,742	234,180	230,463,440	37,181,051	57,827	10,992,684	11,356,806	234,845	193,358	-	1,472,063	53,498	2,331,835	817,682	-	624,307	4,178,630	28,954	39,060	-	319,167,960
12	Hungary	128,405,786	3,866,985	12,127,784	51,151,695	18,250,061	33,009,047	39,289,363	3,456,486	1,133,855	-	6,318,811	84,797	40,231,846	2,554,620	-	18,334,836	35,429,341	2,020,500	2,470,795	-	398,136,607
13	Iberian peninsula	33,346,854	172,874	1,109,388	4,458,872	279,516	13,452,809	31,003,915	4,968,163	1,508,702	-	56,387	68,840	6,519,387	528,232	-	1,891,276	5,908,575	1,600,169	8,483,448	-	115,357,407
14	Italy and Malta	151,023,647	480,923	50,506,577	452,814,691	3,736,993	105,654,687	376,492,309	20,251,816	16,683,875	-	31,877,503	734,735	371,892,434	34,433,570	342,579	42,701,637	127,835,189	6,908,893	36,656,741	166,348	1,831,195,147
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
16	The former Yugoslav Republic of Macedonia	44,953,670	4,713,489	14,397,881	755,807	133,592	17,509,510	20,647,376	698,273	285,257	-	58,164,450	700,141	33,332,840	8,012,820	774,466	3,596,891	15,730,315	706,071	466,446	-	225,579,295
17	Middle East, Iran and Afghanistan	63,002,840	509,496	11,159,855	5,207,089	406,414	50,567,230	104,048,028	11,014,873	14,329,720	-	186,413,438	325,261	85,786,288	12,504,146	81,788,834	11,318,071	15,356,172	909,086	2,648,956	22,379	657,318,176
18	Montenegro	6,066,744	3,983,153	17,185,275	19,259,331	442,895	815,267	6,112,498	79,754	105,203	-	51,895,766	3,457,732	51,391,666	42,057,043	471,581	6,004,135	43,358,693	1,395,038	1,334,688	-	255,416,461
19	Germany and North-west Europe	280,864,879	7,171,302	118,962,497	52,016,463	2,585,094	222,261,999	263,218,430	72,415,119	10,284,831	267	50,657,117	1,311,855	319,725,655	36,384,358	1,043,506	29,135,506	161,357,784	28,717,426	69,635,558	11,929	1,727,761,576
20	Poland, Finland and Baltic Countries	144,001,953	3,388,494	5,776,482	35,700,681	96,874	27,419,552	70,636,685	6,510,075	3,535,980	-	721,522	78,565	54,654,362	16,237,902	428,826	6,497,991	13,493,784	311,062	2,358,091	-	391,848,883
21	Romania	31,394,927	1,527,478	10,110,720	4,664,141	2,049,563	18,536,000	29,556,451	1,880,428	898,604	-	7,274,253	247	29,764,796	11,175,031	-	4,048,306	36,691,955	69,684	1,633,265	-	191,275,850
22	Serbia	543,840,878	62,284,062	202,013,582	261,496,488	63,743,828	105,684,597	152,260,459	8,989,238	12,535,999	640	129,929,841	4,759,291	237,386,866	421,961,764	47,266	25,139,465	101,849,382	2,418,867	3,876,271	258	2,340,219,042
23	Slovakia	7,025,667	61,507	22,532,275	3,741,343	-	5,153,364	31,149,513	2,317,711	560,097	-	2,862	1,145,258	35,900,415	3,197,894	-	6,341,458	27,131,417	1,418,720	2,513,028	-	150,192,529
24	Slovenia	49,948,029	12,920,135	28,858,243	12,878,392	217,563	91,616,321	135,789,932	12,988,602	5,162,490	634	19,329,533	426,480	380,451,929	16,392,571	1,558,071	11,514,653	70,637,572	22,724,269	10,603,922	-	884,019,341
25	Southern Asia, Far East and Oceania	62,891,382	1,528,903	39,269,625	126,257,476	4,265,821	41,835,221	169,391,248	49,849,208													

**Table 22 – Import/export of the former Yugoslav Republic of Macedonia in tonnes from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (tonnes)									Export / SITC4 categories (tonnes)									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9	
1	Africa	26,908,352	28,387	7,688,595	4,540,353	65,888	1,258,028	150,823,789	2,482,333	472,320	-	1,189,634	254,948	1,004,302	270,763	-	54,143	5,220,093	213,634	35,565	8,193	202,519,322
2	Albania	7,546,451	403,371	26,812,723	3,538,239	48,492	1,708,415	21,609,705	138,134	232,220	-	19,226,559	1,563,461	20,875,615	1,177,017	10,073,812	12,394,435	12,127,404	583,216	456,631	1,719	140,517,618
3	Americas	141,133,972	1,451,092	102,311,471	29,979,043	24,486	34,368,787	61,523,313	8,508,045	2,278,345	931,294	19,138,183	25,062,777	1,499,322	179,830	14,971	696,168	30,138,247	1,049,081	446,523	118,390	460,853,338
4	Austria and Switzerland	54,163,925	1,535,679	6,476,231	19,271,301	268,842	29,961,721	29,806,979	7,333,330	3,460,990	26,450	12,499,114	429,583	4,229,803	1,387,232	357,732	606,589	13,318,294	1,079,170	5,187,691	9,622	191,410,278
5	Bosnia and Herzegovina	58,947,986	773,219	37,467,222	7,871,998	791,055	2,492,528	16,706,577	426,856	416,798	131,180	42,836,673	4,604,184	10,065,626	757,911	133,197	17,322,182	18,487,873	876,280	224,548	-	221,333,893
6	Bulgaria	30,955,747	9,132,153	54,721,917	214,398,923	28,865,540	22,547,622	91,163,062	2,797,911	3,046,147	129,064	29,400,018	10,213,528	535,300,819	1,528,211	6,751	15,758,409	34,711,710	1,609,108	3,073,304	141	1,089,360,086
7	CIS (former USSR) countries	14,036,611	293,608	8,772,846	205,263,574	222	8,507,563	94,328,697	309,808	131,620	17,167	60,279,022	3,408,921	1,189,493	6,090	-	10,781,361	978,956	1,153,219	557,216	55,214	410,071,209
8	Croatia	62,465,145	5,215,366	9,215,919	8,908,106	113,493	21,390,653	13,982,861	1,178,855	758,925	-	48,389,202	10,263,398	2,521,424	411,563	35	7,293,448	24,720,524	771,832	753,632	3,283	218,357,665
9	Czech Republic	7,570,574	421,452	1,655,699	6,826,323	211	7,650,431	23,427,548	5,979,405	1,176,148	250,625	7,845,981	283,796	205,350	258,273	139	986,369	12,827,599	1,876,753	949,951	3,671	80,196,297
10	France, UK and Ireland	19,070,075	3,380,373	5,227,904	3,031,484	44,852	54,279,138	594,123,370	7,991,018	2,167,259	67,172	10,526,010	706,890	67,718,587	5,592,999	-	6,415,941	6,285,214	2,567,020	3,344,792	11,258	792,551,358
11	Greece and Cyprus	61,138,159	1,254,818	14,182,623	898,244,544	1,639,527	24,228,438	97,477,810	1,654,793	1,956,622	187,135	18,388,963	20,832,025	83,980,483	8,173,263	111,550	2,835,654	42,477,062	663,269	6,265,432	11,947	1,285,704,117
12	Hungary	20,303,738	901,448	3,328,683	15,127,124	163,455	10,099,895	64,521,986	4,152,408	526,088	-	6,026,397	382,973	664,716	20,508,213	-	85,842	2,090,911	1,302,180	2,911,507	-	153,097,565
13	Iberian peninsula	28,969,229	378,990	2,255,695	982,681	337,198	10,141,230	36,002,860	3,124,819	908,038	12,706	3,651,697	1,196,420	287,643	107,136	-	1,267,539	28,772,045	10,915,543	295,751	1,098	129,608,319
14	Italy and Malta	46,896,926	788,851	14,781,129	26,209,038	2,079,110	45,675,835	139,501,552	11,397,905	5,919,707	76,380	48,627,501	432,887	17,419,483	86,739	-	1,337,780	59,127,999	1,151,731	8,813,231	12,598	430,336,381
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
17	Middle East, Iran and Afghanistan	46,785,003	5,421,790	20,261,714	45,956,544	144,065	48,822,734	129,625,594	9,638,715	8,761,692	304,569	11,723,961	182,537	18,089,951	3,099,464	39,491	1,208,590	42,558,956	2,030,010	698,488	99,691	395,453,561
18	Montenegro	2,329,681	65,083	16,487,845	-	-	243,183	51,558	32,480	4,986	-	24,378,114	893,788	375,234	1,727,917	40,715	3,752,206	3,292,094	229,976	340,668	1,536	54,247,063
19	Germany and North-west Europe	116,082,178	4,985,425	70,741,569	21,863,767	1,059,233	202,760,268	220,662,095	53,300,678	8,554,228	64,503	42,908,974	33,468,381	48,309,886	2,427,804	70,216	829,476,389	53,320,730	119,379,972	63,741,163	84,288	1,893,261,746
20	Poland, Finland and Baltic Countries	72,168,499	811,213	3,637,974	6,629,197	26,108	13,653,440	34,920,508	2,937,648	1,323,404	1,992	15,656,676	3,749,428	9,016,303	187,652	-	1,312,159	5,699,411	942,644	1,209,197	3,796	173,887,250
21	Romania	9,107,634	1,635,139	900,859	68,559,274	-	13,405,853	62,715,121	10,758,802	1,690,901	-	32,805,962	1,121,376	11,747,907	24,029	19,736	1,823,250	27,456,285	9,118,188	1,030,026	7,156	253,927,499
22	Serbia	231,003,505	20,832,124	146,840,133	260,772,782	21,620,119	45,182,267	117,534,244	3,915,898	4,383,775	71,481	161,134,660	21,878,389	34,721,809	120,880,470	12,662,929	58,421,776	115,531,043	2,919,110	3,358,885	141,473	1,383,806,874
23	Slovakia	4,323,163	5,525	338,450	1,591,273	49,787	3,481,628	7,793,976	2,286,043	336,354	-	2,564,503	641,356	404,319	1,105,771	-	324,869	7,261,712	4,328,984	532,486	58,290	37,428,490
24	Slovenia	33,056,284	297,990	3,617,069	9,366,351	106,949	35,756,379	33,173,549	2,897,016	1,884,119	157	13,634,935	2,159,950	9,301,619	20,256	195	8,717,006	10,120,515	3,459,414	606,835	18,934	168,195,523
25	Southern Asia, Far East and Oceania	34,572,463	112,502	56,864,853</																		

**Table 23 – Import/export of Montenegro in tonnes from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (tonnes)									Export / SITC4 categories (tonnes)									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8		
1	Africa	3,403,468	1,230	2,560,553	102,364	334	257,865	216,541	151,676	362,798	-	18,190	280,397	6,712,505	201	69	1,103	55,301	125,005	28,887	-	14,278,486
2	Albania	10,699,712	165,383	2,119,000	10,421,255	-	2,081,649	15,297,553	18,625	153,720	-	3,279,060	1,187,884	28,842,932	988,585	76,767	307,464	2,635,424	218,128	59,557	-	78,552,701
3	Americas	47,734,254	733,490	25,098,396	1,114,212	29,526	4,686,231	2,255,780	1,765,363	996,311	-	252,618	416,368	35,596	2,428	-	453,899	46,152	67,040	48,546	-	85,736,210
4	Austria and Switzerland	16,390,271	1,420,831	3,669,325	15,128,568	120,156	11,771,880	6,358,073	1,189,528	849,594	-	1,978,162	185,084	1,341,228	11,462,183	-	427,154	803,616	19,460	24,662	-	73,139,775
5	Bosnia and Herzegovina	51,648,856	2,400,638	57,920,569	21,393,002	499,725	4,914,131	41,713,861	679,753	1,724,505	-	6,292,000	3,311,555	16,364,295	16,698,296	448,527	732,649	7,171,836	182,308	206,397	-	234,302,902
6	Bulgaria	6,363,492	678,460	128,070	224,251	490	1,229,286	3,571,385	252,280	353,537	-	332,247	-	-	-	-	240,532	59,941	9,257	1,595	-	13,444,823
7	CIS (former USSR) countries	8,278,774	627,493	622,277	673,322	2,357	309,351	2,168,357	361,266	187,199	-	4,901	1,371,940	10,149	28	37	210,413	601,910	88,377	10,503	-	15,528,653
8	Croatia	49,362,102	2,769,107	3,137,024	108,843,188	175,415	8,675,029	22,257,078	1,426,909	1,219,298	-	296,527	409,788	212,320	-	-	78,514	485,177	67,841	73,246	-	199,488,562
9	Czech Republic	1,332,226	473,647	45,933	22,025,617	1,904	1,484,548	3,067,871	1,689,712	213,036	-	7,337	72,850	1,867,490	16,615,269	-	7,539	599,960	7,712	1,161	-	49,513,815
10	France, UK and Ireland	5,768,165	3,075,034	169,771	2,942,355	8,199	14,222,855	3,517,237	4,265,203	618,199	-	553,998	62,539	16,534	-	-	86,347	914,993	746,781	37,112	-	37,005,323
11	Greece and Cyprus	14,587,720	1,335,745	8,280,254	286,169,854	206,854	2,243,146	10,109,111	164,301	370,912	-	422,005	673	2,808,775	-	341	101	78,619	52	1,966	-	326,780,429
12	Hungary	7,846,537	484,691	1,179,921	63,374	9,521	5,579,558	3,977,016	455,864	178,283	-	61,115	8,826	-	-	-	15	33,384,923	19,514	3,870	-	53,253,029
13	Iberian peninsula	42,706,981	127,396	22,513,741	636,797	208,336	2,344,617	5,555,118	1,196,753	541,234	-	321,621	30	8,843	-	-	7	16,797	7,235	5,882	-	76,191,387
14	Italy and Malta	43,361,159	1,197,871	9,408,805	6,769,502	1,905,695	15,515,996	36,821,640	4,607,602	5,430,538	-	3,484,353	10,982	35,786,098	25,319	2,015	64,095	6,972,538	117,350	109,229	-	171,590,787
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	25,839,111	891,195	237,112	1,862,546	42,333	3,623,851	4,447,632	128,049	406,340	-	2,338,864	72,949	11,562,332	-	55,566	209,606	193,884	40,121	21,165	-	51,972,655
17	Middle East, Iran and Afghanistan	8,143,635	23,800	1,637,409	1,179,661	14,721	4,256,000	17,161,753	4,022,847	2,290,150	-	2,086	1,246,382	4,263,081	-	-	1,137	4,299,940	11,021	146,647	-	48,700,272
18	Montenegro	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
19	Germany and North-west Europe	103,696,263	2,661,869	12,492,371	9,819,353	99,173	30,582,780	18,820,519	24,755,514	1,983,847	-	419,064	417,784	10,218,623	2,340,555	20,484	290,568	6,359,179	1,022,325	49,388	-	226,049,658
20	Poland, Finland and Baltic Countries	16,811,509	255,851	298,234	2,087,258	485	4,839,008	7,687,439	3,091,631	705,884	-	33,378	37,920	47,820,164	-	-	863,551	146,225	56,583	13,237	-	84,748,356
21	Romania	5,954,363	399,053	376,514	11,300,542	1,051	4,387,102	5,448,625	801,400	353,780	-	-	251	1,219,701	343	-	47	85,104	2,122	426	-	30,330,424
22	Serbia	306,961,977	37,072,826	21,696,822	128,448,626	14,075,858	51,907,893	64,710,926	3,630,098	8,929,803	5,366	19,147,978	6,117,034	32,300,924	85,234,565	23,096	9,241,767	13,338,144	643,200	789,908	-	804,276,812
23	Slovakia	496,910	10,243	193,541	-	-	291,296	1,897,693	479,942	98,476	-	-	67,841	456,576	-	-	-	462	37,614	15	-	4,030,610
24	Slovenia	13,386,926	500,725	1,715,004	5,434,619	26,478	9,758,455	9,276,570	1,751,137	723,055	4,363	633,091	58,745	14,885,844	15,867,067	24,694	731,485	3,768,829	302,226	17,901	-	78,867,214
25	Southern Asia, Far East and Oceania	12,811,782	638,564	4,601,042	6,272,336	442,205	6,124,737	43,595,868	17,068,348	11,962,652	564	15,874,845	3,169,639	130,513,286	27,326,924	88,456	2,601,889	1,362,751	601,999	54,126	-	285,112,012
	TOTAL	803,586,193	57,945,139	180,101,689	642,912,604	17,870,817	191,087,264	329,933,646	73,953,802	40,653,150	10,294	55,753,441	18,507,462	347,247,295	176,561,763	740,051	16,549,882	83,381,705	4,393,270	1,705,425	-	3,042,894,893

**Table 24 – Import/export of Serbia in tonnes from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import year 2016 / SITC4 categories (tonnes)									Export / SITC4 categories (tonnes)									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8		
1	Africa	48,728,794	1,185,345	382,825,802	90,964,371	80,690	2,918,617	2,700,731	2,412,272	1,828,199	5,706,179	11,692,765	73,421,706	6,877,668	1,225,338	43,169	5,451,950	13,246,025	3,687,372	1,165,467	16,745,204	672,907,666
2	Albania	21,349,330	-	2,823,313	11,067,841	-	290,354	4,766,670	9,744	952,262	74,714	64,147,228	4,477,820	5,644,255	11,359,543	756,600	15,899,509	18,945,091	992,839	642,772	1,592	164,201,477
3	Americas	206,378,319	3,600,219	159,131,662	17,734,040	175,410	60,010,198	42,144,074	24,668,028	11,029,756	25,568,884	81,946,330	1,420,469	910,200	4,078,165	39,372	9,748,501	53,792,443	14,130,509	7,249,894	6,827,138	730,583,609
4	Austria and Switzerland	56,583,378	7,021,123	59,213,943	11,205,713	325,041	159,255,337	110,580,468	22,180,114	9,367,047	61,016,013	129,037,932	3,311,362	92,478,000	8,152,407	4,555,456	23,216,707	115,793,206	17,631,358	10,277,038	3,225,718	904,427,360
5	Bosnia and Herzegovina	106,994,661	4,110,332	255,495,692	310,689,941	38,185	20,165,382	107,159,768	1,164,956	4,117,035	12,726,964	551,232,103	56,323,944	202,306,352	249,891,847	62,656,324	129,284,856	179,999,316	20,575,035	20,459,614	668,033	2,296,060,341
6	Bulgaria	35,210,621	2,941,005	107,469,432	140,299,292	1,507,781	42,137,737	107,896,806	3,214,419	2,717,855	17,283,985	97,952,940	19,054,996	210,698,627	129,108,162	9,105,021	55,142,765	115,186,564	2,111,613	3,180,796	3,304,366	1,105,524,785
7	CIS (former USSR) countries	36,276,205	34,539,953	1,044,097,184	2,661,893,394	2,098,952	211,281,118	197,688,165	21,858,422	906,840	30,064,051	541,604,798	15,029,389	62,888,504	10,791,224	567,666	104,262,136	178,852,049	20,186,342	20,517,980	938,313	5,196,342,685
8	Croatia	112,156,603	9,446,303	79,287,784	100,419,894	136,942	52,081,731	80,500,183	6,863,697	5,880,538	37,382,249	135,313,800	10,788,733	72,611,138	123,941,368	32,485,354	51,987,941	114,607,488	8,115,078	11,493,489	13,714	1,045,514,028
9	Czech Republic	21,129,432	415,052	22,746,852	115,194,657	2,704	37,417,260	72,523,622	27,678,876	2,287,179	23,620,671	18,942,427	350,227	10,870,775	3,216,285	1,938,157	40,447,909	64,329,535	18,457,114	11,500,706	33,303	493,102,744
10	France, UK and Ireland	48,139,200	7,567,778	41,410,059	10,687,886	133,684	255,194,355	60,453,198	33,188,573	6,448,218	54,542,951	231,017,024	692,137	66,736,684	11,277,197	262,733	37,240,072	169,970,759	27,712,031	11,606,982	82,114	1,074,363,634
11	Greece and Cyprus	101,033,455	6,268,331	32,646,559	9,396,634	3,001,267	42,904,211	77,362,221	1,405,271	1,202,623	21,955,064	53,340,358	9,146,084	56,516,952	2,367,875	4,407,007	17,359,567	55,789,659	990,752	2,018,564	4,580	499,117,034
12	Hungary	117,852,432	6,992,203	120,921,805	507,009,784	858,140	122,211,344	122,088,201	23,327,491	4,091,933	42,444,884	87,147,598	3,387,119	173,554,728	129,062,350	7,871,140	59,638,680	97,225,049	16,782,662	3,347,181	21,775	1,645,836,500
13	Iberian peninsula	83,979,729	741,877	24,257,135	1,627,087	469,430	41,838,139	43,917,643	8,546,079	2,734,500	16,900,932	14,910,624	77,988	12,885,799	39,955	-	16,374,053	59,471,582	4,085,225	6,707,429	68,999	339,634,204
14	Italy and Malta	129,474,843	3,802,451	75,664,663	73,940,378	9,888,145	178,926,947	449,898,799	82,282,695	24,034,660	110,626,393	232,966,296	2,382,252	198,838,726	2,020,098	16,519,055	74,728,037	327,964,195	137,788,409	58,289,742	1,251,257	2,191,288,040
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	78,471,392	12,805,773	25,248,537	13,273,290	10,730,096	21,042,043	62,262,150	833,502	1,431,533	7,028,102	232,206,809	18,336,461	96,567,585	139,647,160	21,140,926	62,703,731	133,188,678	8,586,198	7,728,761	8,839	953,241,566
17	Middle East, Iran and Afghanistan	71,935,138	442,451	69,256,628	559,025,953	570,058	88,473,425	216,145,791	21,436,189	12,330,784	45,630,437	27,253,439	42,623,842	89,767,668	18,116,123	13,360	20,571,544	173,620,761	5,763,384	3,202,452	48,878,806	1,515,058,235
18	Montenegro	18,100,853	6,219,926	29,249,605	25,575,538	27,743	6,117,330	13,572,136	145,773	474,995	1,289,933	332,303,902	41,665,479	66,029,751	60,468,899	14,254,660	80,654,257	87,040,497	18,009,562	13,978,751	67,729	815,247,317
19	Germany and North-west Europe	231,260,311	81,612,853	211,041,296	79,310,899	9,573,646	562,886,092	449,714,543	135,115,836	21,352,677	310,653,965	472,681,167	16,283,512	296,016,465	10,308,344	17,772,370	144,227,816	340,273,212	157,039,907	42,901,126	1,751,959	3,591,777,997
20	Poland, Finland and Baltic Countries	139,910,338	6,202,708	82,992,614	110,557,635	36,802	68,049,535	163,540,078	43,870,951	6,104,554	52,885,619	46,903,472	458,080	52,307,783	1,086,783	3,524,284	32,847,555	116,354,785	14,502,376	7,120,006	721,138	949,977,096
21	Romania	27,952,743	10,379,021	52,529,112	306,831,267	20,288	58,921,438	115,398,980	12,881,703	3,431,788	29,611,595	669,824,218	2,559,417	138,734,899	149,130,554	524,578	66,097,431	133,398,332	14,636,247	7,203,143	133,742	1,800,200,495
22	Serbia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
23	Slovakia	6,764,582	19,822	47,930,935	64,755,033	154,556	15,862,682	66,426,008														

**Table 25 – Import/export of Albania in tonnes (potential rail share) from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import / SITC4 categories (tonnes) / potential rail share									Export / SITC4 categories (tonnes) / potential rail share									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9	
1	Africa	132,865	-	34,072	24,124,232	-	997,950	138,321	9,559	228	194,351	-	3,081	252,488	6,055,775	-	19,939	217,433	923	51	14,750	32,196,018
2	Albania	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
3	Americas	1,186,261	10,747	274,021	6,811,161	-	2,170,610	508,143	301,263	2,039	406,378	3,401	-	2,512,028	-	728	31,543	343,971	2,797	57	27,065	14,592,211
4	Austria and Switzerland	37,482	67,109	96,876	20,824,955	-	2,879,583	591,659	109,072	3,342	167,029	5,572	-	2,185,166	9,560,943	-	7,663	980,232	388	625	11,973	37,529,670
5	Bosnia and Herzegovina	13,309	7,602	1,226,012	-	-	33,951	1,438,464	1,111	319	71,305	67,830	-	259,952	139,525	-	65,609	664	-	139	3,405	3,329,197
6	Bulgaria	181,179	714	190,615	513,200	45,324	945,274	1,097,149	78,851	1,202	153,715	80,123	-	857,847	-	-	85,194	105,590	1,230	2,676	29,520	4,369,403
7	CIS (former USSR) countries	488,728	-	5,662	19,983,595	-	1,586,583	1,485,029	2,723	5	345,750	353	-	15,417	35,401	-	-	228,271	129	37	10,416	24,188,098
8	Croatia	184,381	-	47,596	5,211,040	-	61,586	198,177	9,948	607	103,321	23,605	-	89,384	-	-	16,576	224,133	15,596	269	12,278	6,198,496
9	Czech Republic	5,539	-	-	-	-	138,206	180,065	170,942	298	185,594	6,831	-	94,348	-	-	-	814	53,793	1,126	15,387	852,942
10	France, UK and Ireland	57,899	25,721	76,486	901,061	-	4,059,844	781,596	402,377	3,294	337,344	4,502	10,183	598,855	-	-	139	1,345,715	83	2,292	27,675	8,635,066
11	Greece and Cyprus	1,188,537	112,169	897,292	51,549,419	64,286	5,840,394	13,239,640	172,525	8,227	305,248	185,699	18,277	2,851,342	1,973,421	1,870	338,017	1,699,081	2,073	12,477	24,979	80,484,975
12	Hungary	38,539	-	-	190,565	194,534	1,085,977	244,959	46,953	162	103,833	1,881	-	96,062	-	-	-	26,944	58	5,707	3,738	2,039,911
13	Iberian peninsula	207,076	1,218	44,228	9,634,116	15,859	1,516,127	4,686,548	128,018	2,262	213,110	95,223	-	107,737	34,326,633	-	-	524,094	-	6,991	17,048	51,526,288
14	Italy and Malta	1,489,152	99,457	3,864,286	163,268,669	140,876	13,916,717	64,128,389	2,694,686	78,541	374,811	882,462	2,492	4,232,435	144,929,847	-	308,552	24,123,420	603,509	222,207	46,809	425,407,319
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	101,728	8,918	296,880	31,179	217,724	1,238,869	2,012,870	40,160	1,066	100,997	73,050	2,077	1,318,837	1,209,598	992	197,211	4,743,152	19,421	371	25,963	11,641,063
17	Middle East, Iran and Afghanistan	361,261	29,469	404,078	7,355,900	-	5,733,487	16,424,443	441,433	32,872	419,332	26,491	1,724	3,151,040	566,020	-	158,531	565,409	4,333	701	43,910	35,720,433
18	Montenegro	2,019	-	1,520,153	904	-	34,088	32,975	1,948	7	97,005	88,849	894	333,694	5,008,257	-	118,114	3,102,786	623	257	10,544	10,353,116
19	Germany and North-west Europe	469,804	70,627	1,832,512	6,728,408	1,868	7,093,667	4,222,635	2,048,563	6,160	1,302,240	68,204	152	1,717,503	10,736,510	-	297,513	1,775,007	61,001	13,933	36,129	38,482,438
20	Poland, Finland and Baltic Countries	256,686	86,337	198,974	814,997	-	644,451	924,553	159,080	741	179,929	62,157	-	310,847	-	-	-	-	103	161	12,900	3,651,917
21	Romania	89,173	-	-	8,558,872	-	1,274,144	324,674	18,082	1,566	181,455	121,329	-	19,138	1,128,797	-	-	8,713	526	5,391	9,661	11,741,522
22	Serbia	875,603	41,627	1,866,952	47,327,360	18,048	1,893,869	3,622,874	32,822	1,096	211,470	427,567	10,554	787,986	22,531,588	35,562	1,146,447	13,233,131	42,233	4,051	38,358	94,149,197
23	Slovakia	-	-	-	-	-	-	189,550	67,509	232	36,233	355	5,389	24,060	-	-	-	-	259	155	5,416	329,157
24	Slovenia	3,924	-	-	251,728	-	1,920,746	128,813	14,705	393	82,568	5,333	381	-	11,135,181	-	-	15,755	533	-	4,898	13,564,957
25	Southern Asia, Far East and Oceania	209,990	942	262,374	11,142,555	47,858	2,616,581	18,561,062	2,003,722	39,618	698,571	1,025	187	12,489,235	114,308	-	-	1,574,794	4,783	18	15,594	49,783,218
	TOTAL	7,581,136	562,657	13,139,070	385,223,916	746,377	57,682,704	135,162,588	8,956,050	184,279	6,271,590	2,231,842	55,392	34,305,402	249,451,803	39,151	2,791,046	54,839,109	814,394	279,691	448,416	960,766,613
	Rail share	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	15.34%

**Table 26 – Import/export of BiH in tonnes (potential rail share) from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import / SITC4 categories (tonnes) / potential rail share									Export / SITC4 categories (tonnes) / potential rail share									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9	
1	Africa	179,136	2,882	1,086,475	236,810	3,136	74,235	1,175,968	33,782	1,882	-	2,725	9,087	764,712	146,353	4,329	1,223,110	3,539,116	19,230	185	-	8,503,153
2	Albania	73,799	-	251,224	720,593	328	63,462	47,326	71	395	-	27,512	5,069	1,092,097	3,164,546	337	157,209	1,712,188	9,665	326	-	7,326,147
3	Americas	2,484,000	8,088	3,515,237	103,505,956	308,158	2,412,435	2,631,425	551,840	7,238	-	44,632	2,470	44,735	-	-	1,495,405	2,059,530	26,661	2,468	-	119,100,279
4	Austria and Switzerland	635,680	22,765	1,429,842	5,458,545	9,635	10,101,463	18,583,008	703,948	12,329	9	161,561	5,429	9,278,799	31,919,492	39,117	1,164,174	20,121,587	1,398,243	44,469	-	101,090,094
5	Bosnia and Herzegovina	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
6	Bulgaria	147,816	13,183	654,673	6,705,455	76,537	1,526,453	3,951,974	125,257	1,032	-	4,641	5,148	4,934,547	2,329,344	-	365,060	1,366,494	23,733	422	-	22,231,771
7	CIS (former USSR) countries	96,149	3,670	586,026	401,127,330	226	1,063,701	6,607,128	100,843	903	-	249,546	210	121,735	81,733	344	6,438,575	232,105	29,175	344	-	416,739,745
8	Croatia	2,462,128	324,187	7,500,147	300,149,585	110,201	13,672,175	24,050,733	609,370	13,870	-	616,088	59,100	10,574,578	146,444,394	16,488	4,243,205	23,546,787	310,819	32,353	-	534,736,208
9	Czech Republic	66,398	9,271	309,511	18,056,867	2,091	1,727,804	6,836,851	648,137	2,283	-	9,565	1,525	971,388	4,061,788	-	856,019	992,766	188,602	12,376	-	34,753,243
10	France, UK and Ireland	180,638	14,237	479,405	2,530,165	440	12,594,427	7,081,890	1,208,506	6,424	1	117,459	3,052	638,845	55,101	-	154,887	3,537,974	198,940	20,142	-	28,822,533
11	Greece and Cyprus	154,761	1,396	9,947,622	13,676,068	1,223	1,625,633	2,038,744	19,239	456	-	12,049	319	100,650	300,763	-	92,325	750,137	2,372	92	-	28,723,847
12	Hungary	1,051,007	23,049	523,478	18,814,800	385,887	4,881,482	7,053,124	283,170	2,672	-	51,720	505	1,736,550	939,650	-	2,711,413	6,360,183	165,528	5,822	-	44,990,040
13	Iberian peninsula	272,945	1,030	47,885	1,640,078	5,910	1,989,444	5,565,742	407,013	3,555	-	462	410	281,400	194,296	-	279,688	1,060,692	131,093	19,989	-	11,901,633
14	Italy and Malta	1,236,135	2,867	2,180,043	166,555,929	79,017	15,624,547	67,586,920	1,659,116	39,311	-	260,919	4,379	16,052,200	12,665,480	7,244	6,314,852	22,948,641	566,006	86,372	3,555	313,873,533
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	367,948	28,095	621,464	278,004	2,825	2,589,361	3,706,563	57,206	672	-	476,079	4,173	1,438,764	2,947,304	16,376	531,920	2,823,865	57,844	1,099	-	15,949,561
17	Middle East, Iran and Afghanistan	515,681	3,037	481,699	1,915,290	8,593	7,478,041	18,678,431	902,386	33,764	-	1,525,802	1,939	3,702,841	4,599,320	1,729,380	1,673,752	2,756,700	74,476	6,242	478	46,087,853
18	Montenegro	49,657	23,742	741,778	7,084,037	9,365	120,564	1,097,300	6,534	248	-	424,769	20,610	2,218,247	15,469,573	9,971	887,910	7,783,640	114,288	3,145	-	36,065,376
19	Germany and North-west Europe	2,298,891	42,745	5,134,844	19,132,883	54,660	32,868,803	47,252,288	5,932,558	24,234	6	414,631	7,819	13,800,496	13,383,025	22,064	4,308,650	28,966,530	2,352,655	164,078	255	176,162,116
20	Poland, Finland and Baltic Countries	1,178,662	20,197	249,334	13,131,553	2,048	4,054,890	12,680,514	533,333	8,332	-	5,906	468	2,359,077	5,972,684	9,067	960,943	2,422,369	25,484	5,556	-	43,620,416
21	Romania	256,969	9,105	436,415	1,715,581	43,337	2,741,162	5,305,897	154,053	2,117	-	59,540	1	1,284,754	4,110,440	-	598,676	6,586,844	5,709	3,848	-	23,314,449
22	Serbia	4,451,361	371,247	8,719,625	96,184,579	1,347,828	15,628,970	27,333,402	736,437	29,538	14	1,063,481	28,368	10,246,461	155,207,494	999	3,717,703	18,283,736	198,164	9,133	6	343,558,547
23	Slovakia	57,505	367	972,573	1,376,154	-	762,096	5,591,880	189,877	1,320	-	23	6,826	1,549,590	1,176,261	-	937,795	4,870,562	116,228	5,921	-	17,614,977
24	Slovenia	408,827	77,011	1,245,624	4,736,977	4,600	13,548,509	24,376,656	1,064,082	12,164	14	158,213	2,542	16,421,658	6,029,574	32,945	1,702,823	12,680,673	1,861,670	24,985	-	84,389,548
25	Southern Asia, Far East and Oceania	514,769	9,113	1,695,017	46,440,479	90,198	6,186,724	30,408,676	4,083,862	93,188	116,101	15,268	7,131	5,266,104	929,695	9,501	11,726,973	515,373	55,755	2,357	1,351,689	109,517,974
	TOTAL	19,140,862	1,011,282	48,809,941	1,231,173,718	2,546,244	153,336,381	329,642,440	20,010,620	297,925	116,144	5,702,590	176,583	104,880,229	412,128,310	1,898,161	52,543,069	175,918,494	7,932,339	451,725	1,355,983	2,569,073,041
	Rail share	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	15.66%

**Table 27 – Import/export of the former Yugoslav Republic of Macedonia in tonnes (potential rail share) from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import / SITC4 categories (tonnes) / potential rail share									Export / SITC4 categories (tonnes) / potential rail share									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9	
1	Africa	220,246	169	331,867	1,670,049	1,393	186,041	27,075,494	203,363	1,113	-	9,737	1,520	43,349	99,593	-	8,007	937,098	17,502	84	175	30,806,800
2	Albania	61,768	2,404	1,157,332	1,301,448	1,025	252,646	3,879,318	11,317	547	-	157,370	9,319	901,066	432,935	213,005	1,832,928	2,177,080	47,780	1,076	37	12,440,400
3	Americas	1,155,188	8,649	4,416,127	11,027,000	518	5,082,564	11,044,505	697,016	5,368	19,905	156,647	149,388	64,716	66,146	317	102,951	5,410,340	85,945	1,052	2,530	39,496,871
4	Austria and Switzerland	443,334	9,153	279,537	7,088,439	5,685	4,430,834	5,350,871	600,778	8,155	565	102,306	2,561	182,573	510,257	7,564	89,704	2,390,866	88,410	12,223	206	21,604,021
5	Bosnia and Herzegovina	482,492	4,609	1,617,219	2,895,507	16,726	368,603	2,999,121	34,970	982	2,804	350,620	27,443	434,468	278,777	2,816	2,561,659	3,318,895	71,789	529	-	15,470,029
6	Bulgaria	253,374	54,433	2,361,993	78,860,983	610,346	3,334,413	16,365,356	229,217	7,177	2,759	240,640	60,878	23,105,487	562,112	143	2,330,403	6,231,356	131,825	7,241	3	134,750,139
7	CIS (former USSR) countries	114,890	1,750	378,667	75,500,787	5	1,258,125	16,933,642	25,381	310	367	493,386	20,319	51,343	2,240	-	1,594,382	175,740	94,477	1,313	1,180	96,648,303
8	Croatia	511,280	31,086	397,792	3,276,612	2,400	3,163,317	2,510,167	96,577	1,788	-	396,068	61,175	108,834	151,382	1	1,078,578	4,437,764	63,232	1,776	70	16,289,899
9	Czech Republic	61,965	2,512	71,466	2,510,883	4	1,131,370	4,205,653	489,859	2,771	5,357	64,220	1,692	8,864	94,999	3	145,867	2,302,777	153,752	2,238	78	11,256,329
10	France, UK and Ireland	156,089	20,149	225,655	1,115,052	948	8,026,970	106,655,483	654,659	5,107	1,436	86,156	4,213	2,922,975	2,057,237	-	948,809	1,128,305	210,301	7,881	241	124,227,665
11	Greece and Cyprus	500,418	7,479	612,172	330,395,540	34,667	3,582,978	17,498,963	135,568	4,610	4,000	150,514	124,170	3,624,896	3,006,319	2,359	419,345	7,625,372	54,338	14,763	255	367,798,728
12	Hungary	166,187	5,373	143,678	5,564,113	3,456	1,493,604	11,582,819	340,183	1,240	-	49,326	2,283	28,692	7,543,405	-	12,695	375,355	106,680	6,860	-	27,425,948
13	Iberian peninsula	237,114	2,259	97,364	361,453	7,130	1,499,717	6,463,140	255,999	2,140	272	29,889	7,131	12,416	39,407	-	187,448	5,165,083	894,248	697	23	15,262,929
14	Italy and Malta	383,853	4,702	638,006	9,640,303	43,962	6,754,686	25,042,956	933,765	13,948	1,632	398,018	2,580	751,887	31,904	-	197,835	10,614,505	94,355	20,766	269	55,569,933
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
17	Middle East, Iran and Afghanistan	382,937	32,317	874,568	16,903,901	3,046	7,220,059	23,270,050	789,645	20,645	6,510	95,961	1,088	780,827	1,140,056	835	178,730	7,640,073	166,307	1,646	2,131	59,511,331
18	Montenegro	19,069	388	711,674	-	-	35,963	9,256	2,661	12	-	199,536	5,327	16,196	635,569	861	554,888	590,988	18,841	803	33	2,802,063
19	Germany and North-west Europe	950,138	29,716	3,053,458	8,042,009	22,397	29,984,826	39,612,686	4,366,621	20,156	1,379	351,212	199,490	2,085,226	893,003	1,485	122,665,575	9,571,999	9,780,121	150,189	1,802	231,783,485
20	Poland, Finland and Baltic Countries	590,702	4,835	157,028	2,438,375	552	2,019,114	6,268,839	240,665	3,118	43	128,151	22,349	389,176	69,023	-	194,046	1,023,143	77,225	2,849	81	13,629,314
21	Romania	74,546	9,746	38,884	25,217,719	-	1,982,500	11,258,455	881,407	3,984	-	268,518	6,684	507,081	8,838	417	269,628	4,928,881	747,001	2,427	153	46,206,872
22	Serbia	1,890,774	124,171	6,338,142	95,918,383	457,145	6,681,696	21,099,442	320,807	10,329	1,528	1,318,894	130,407	1,498,717	44,462,689	267,751	8,639,596	20,739,833	239,146	7,914	3,024	210,150,388
23	Slovakia	35,385	33	14,609	585,308	1,053	514,874	1,399,154	187,282	793	-	20,991	3,823	17,452	406,729	-	48,043	1,303,604	354,649	1,255	1,246	4,896,281
24	Slovenia	270,567	1,776	156,126	3,445,165	2,261	5,287,766	5,955,229	237,336	4,439	3	111,603	12,874	401,491	7,451	4	1,289,098	1,816,809	283,410	1,430	405	19,285,243
25	Southern Asia, Far East and Oceania	282,977	671	2,454,489	5,225,741	225,535	7,253,442	28,279,879	3,328,250	36,017	8,244	77,200	13,403	1,116,633	1,237	1,323	20,452	8,323,139	153,507	419	594	56,803,151
	TOTAL	9,245,295	358,381	26,527,852	688,984,768	1,440,254	101,546,105	394,760,478	15,063,324	154,749	56,802	5,256,963	870,118	39,054,365	62,501,308	498,883	145,370,667	108,229,002	13,934,840	247,432	14,536	1,614,116,123
	Rail share	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	15.18%

**Table 28 – Import/export of Montenegro in tonnes (potential rail share) from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import / SITC4 categories (tonnes) / potential rail share									Export / SITC4 categories (tonnes) / potential rail share									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8		
1	Africa	27,858	7	110,523	37,652	7	38,134	38,873	12,426	855	-	149	1,671	289,736	74	1	163	9,927	10,241	68	-	578,365
2	Albania	87,578	986	91,464	3,833,184	-	307,841	2,746,177	1,526	362	-	26,839	7,080	1,244,964	363,625	1,623	45,469	473,104	17,870	140	-	9,249,831
3	Americas	390,707	4,372	1,083,336	409,833	624	693,015	404,952	144,626	2,348	-	2,068	2,482	1,536	893	-	67,124	8,285	5,492	114	-	3,221,807
4	Austria and Switzerland	134,155	8,469	158,381	5,564,644	2,541	1,740,863	1,141,385	97,451	2,002	-	16,191	1,103	57,892	4,216,061	-	63,169	144,263	1,594	58	-	13,350,223
5	Bosnia and Herzegovina	422,748	14,309	2,500,058	7,868,851	10,566	726,717	7,488,364	55,688	4,063	-	51,500	19,739	706,341	6,142,027	9,484	108,346	1,287,469	14,935	486	-	27,431,694
6	Bulgaria	52,085	4,044	5,528	82,485	10	181,791	641,126	20,668	833	-	2,719	-	-	-	35,571	10,760	758	4	-	1,038,383	
7	CIS (former USSR) countries	67,762	3,740	26,860	247,664	50	45,748	389,258	29,596	441	-	40	8,178	438	10	1	31,117	108,053	7,240	25	-	966,220
8	Croatia	404,031	16,505	135,405	40,035,093	3,709	1,282,890	3,995,533	116,899	2,873	-	2,427	2,443	9,164	-	-	11,611	87,098	5,558	173	-	46,111,411
9	Czech Republic	10,904	2,823	1,983	8,101,542	40	219,540	550,736	138,429	502	-	60	434	80,608	6,111,488	-	1,115	107,703	632	3	-	15,328,541
10	France, UK and Ireland	47,213	18,329	7,328	1,082,268	173	2,103,321	631,405	349,424	1,457	-	4,534	373	714	-	-	12,769	164,257	61,180	87	-	4,484,831
11	Greece and Cyprus	119,401	7,962	357,405	105,260,026	4,374	331,723	1,814,761	13,460	874	-	3,454	4	121,237	-	7	15	14,113	4	5	-	108,048,826
12	Hungary	64,224	2,889	50,930	23,311	201	825,123	713,944	37,346	420	-	500	53	-	-	-	2	5,993,175	1,599	9	-	7,713,725
13	Iberian peninsula	349,558	759	971,773	234,229	4,405	346,729	997,240	98,043	1,275	-	2,632	0	382	-	-	1	3,015	593	14	-	3,010,651
14	Italy and Malta	354,913	7,140	406,117	2,489,983	40,295	2,294,554	6,610,125	377,475	12,796	-	28,520	65	1,544,655	9,313	43	9,479	1,251,692	9,614	257	-	15,447,035
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	211,494	5,312	10,235	685,088	895	535,907	798,427	10,490	957	-	19,144	435	499,071	-	1,175	30,997	34,806	3,287	50	-	2,847,770
17	Middle East, Iran and Afghanistan	66,656	142	70,676	433,907	311	629,391	3,080,833	329,569	5,396	-	17	7,429	184,010	-	-	168	771,914	903	346	-	5,581,669
18	Montenegro	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
19	Germany and North-west Europe	848,758	15,866	539,215	3,611,790	2,097	4,522,678	3,378,611	2,028,078	4,674	-	3,430	2,490	441,072	860,911	433	42,970	1,141,583	83,753	116	-	17,528,527
20	Poland, Finland and Baltic Countries	137,603	1,525	12,873	767,743	10	715,608	1,380,029	253,280	1,663	-	273	226	2,064,088	-	-	127,705	26,250	4,636	31	-	5,493,542
21	Romania	48,737	2,379	16,252	4,156,606	22	648,778	978,123	65,654	834	-	-	1	52,647	126	-	7	15,278	174	1	-	5,985,618
22	Serbia	2,512,497	220,974	936,512	47,246,436	297,626	7,676,302	11,616,737	297,393	21,041	115	156,727	36,461	1,394,223	31,351,284	488	1,366,702	2,394,429	52,694	1,861	-	107,580,502
23	Slovakia	4,067	61	8,354	-	-	43,078	340,669	39,319	232	-	-	404	19,707	-	-	-	83	3,082	0	-	459,056
24	Slovenia	109,573	2,985	74,026	1,998,981	560	1,443,111	1,665,306	143,461	1,704	93	5,182	350	642,526	5,836,282	522	108,174	676,570	24,760	42	-	12,734,206
25	Southern Asia, Far East and Oceania	104,865	3,806	198,597	2,307,113	9,350	905,745	7,826,217	1,398,312	28,187	12	129,936	18,893	5,633,418	10,051,487	1,870	384,775	244,637	49,318	128	-	29,296,669
	TOTAL	6,577,388	345,385	7,773,829	236,478,427	377,869	28,258,585	59,228,830	6,058,614	95,788	220	456,344	110,315	14,988,428	64,943,583	15,648	2,447,449	14,968,467	359,916	4,018	-	443,489,102
	Rail share	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	2.14%	0.82%	0.60%	4.32%	36.78%	2.11%	14.79%	17.95%	8.19%	0.24%	14.57%	

**Table 29 – Import/export of Serbia in tonnes (potential rail share) from/to macro areas, year 2016 (source: Consultant's elaboration on UN Comtrade data)**

W Code	Partner	Import / SITC4 categories (tonnes) / potential rail share									Export / SITC4 categories (tonnes) / potential rail share									TOTAL		
		0	1	2	3	4	5	6	7	8	9	0	1	2	3	4	5	6	7	8	9	
1	Africa	398,847	7,065	16,524,123	33,458,842	1,706	431,614	484,828	197,624	4,308	121,960	95,706	437,633	296,865	450,708	913	806,251	2,377,892	302,085	2,746	357,899	56,759,617
2	Albania	174,745	-	121,864	4,071,013	-	42,938	855,700	798	2,244	1,597	525,048	26,690	243,626	4,178,308	15,998	2,351,269	3,400,974	81,338	1,515	34	16,095,699
3	Americas	1,689,215	21,459	6,868,688	6,522,998	3,709	8,874,497	7,565,595	2,020,911	25,989	546,490	670,734	8,467	39,287	1,500,045	833	1,441,639	9,656,680	1,157,632	17,082	145,918	48,777,869
4	Austria and Switzerland	463,137	41,850	2,555,884	4,121,726	6,873	23,551,180	19,851,118	1,817,090	22,071	1,304,111	1,056,181	19,738	3,991,679	2,998,648	96,323	3,433,360	20,786,895	1,444,437	24,215	68,944	87,655,458
5	Bosnia and Herzegovina	875,756	24,500	11,028,103	114,279,092	807	2,982,120	19,237,043	95,438	9,701	272,017	4,511,859	335,721	8,732,262	91,916,119	1,324,833	19,119,051	32,313,009	1,685,595	48,208	14,278	308,805,510
6	Bulgaria	288,200	17,530	4,638,763	51,605,390	31,881	6,231,461	19,369,354	263,339	6,404	369,415	801,749	113,578	9,094,502	47,489,029	192,521	8,154,685	20,677,992	172,992	7,495	70,625	169,596,907
7	CIS (former USSR) countries	296,922	205,877	45,066,948	979,107,206	44,381	31,244,916	35,488,465	1,790,736	2,137	642,566	4,433,059	89,583	2,714,491	3,969,267	12,003	15,418,612	32,107,055	1,653,752	48,345	20,055	1,154,356,377
8	Croatia	918,007	56,305	3,422,343	36,936,807	2,896	7,702,010	14,451,184	562,304	13,856	798,980	1,107,549	64,307	3,134,155	45,588,560	686,885	7,688,140	20,574,038	664,822	27,081	293	144,400,521
9	Czech Republic	172,945	2,474	981,835	42,371,313	57	5,533,382	13,019,252	2,267,573	5,389	504,851	155,045	2,088	469,221	1,183,025	40,981	5,981,564	11,548,271	1,512,086	27,098	712	85,779,162
10	France, UK and Ireland	394,021	45,108	1,787,405	3,931,257	2,827	37,738,943	10,852,401	2,718,951	15,194	1,165,760	1,890,884	4,126	2,880,593	4,148,019	5,555	5,507,179	30,512,709	2,270,289	27,349	1,755	105,900,324
11	Greece and Cyprus	826,963	37,363	1,409,142	3,456,304	63,460	6,344,810	13,887,865	115,126	2,834	469,251	436,593	54,516	2,439,473	870,960	93,184	2,567,187	10,015,215	81,167	4,756	98	43,176,264
12	Hungary	964,627	41,677	5,219,415	186,490,163	18,145	18,072,998	21,916,956	1,911,088	9,642	907,185	713,307	20,189	7,491,239	47,472,178	166,431	8,819,555	17,453,588	1,374,908	7,887	465	319,071,644
13	Iberian peninsula	687,378	4,422	1,047,024	598,481	9,926	6,187,155	7,883,981	700,132	6,443	361,228	122,044	465	556,197	14,696	-	2,421,446	10,676,184	334,679	15,804	1,475	31,629,160
14	Italy and Malta	1,059,757	22,665	3,265,956	27,197,016	209,079	26,460,279	80,764,663	6,740,952	56,631	2,364,446	1,906,839	14,200	8,582,587	743,040	349,286	11,051,017	58,875,280	11,288,219	137,345	26,743	241,115,999
15	Kosovo	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
16	The former Yugoslav Republic of Macedonia	642,292	76,329	1,089,817	4,882,229	226,882	3,111,763	11,177,139	68,284	3,373	150,213	1,900,623	109,295	4,168,200	51,365,521	447,013	9,272,825	23,909,685	703,418	18,211	189	113,323,303
17	Middle East, Iran and Afghanistan	588,792	2,637	2,989,362	205,622,938	12,054	13,083,728	38,801,930	1,756,145	29,054	975,271	223,071	254,061	3,874,692	6,663,538	282	3,042,185	31,167,948	472,161	7,546	1,044,699	310,612,094
18	Montenegro	148,156	37,074	1,262,517	9,407,286	587	904,650	2,436,435	11,942	1,119	27,570	2,719,922	248,349	2,850,079	22,241,888	301,407	11,927,405	15,625,284	1,475,421	32,937	1,448	71,661,475
19	Germany and North-west Europe	1,892,876	486,457	9,109,293	29,172,420	202,429	83,241,364	80,731,586	11,069,270	50,312	6,639,685	3,868,916	97,059	12,777,123	3,791,652	375,787	21,328,863	61,084,962	12,865,385	101,085	37,445	338,923,969
20	Poland, Finland and Baltic Countries	1,145,172	36,972	3,582,256	40,665,707	778	10,063,379	29,358,290	3,594,097	14,384	1,130,338	383,907	2,730	2,257,790	399,745	74,519	4,857,600	20,887,708	1,188,097	16,776	15,413	119,675,658
21	Romania	228,794	61,865	2,267,343	112,859,781	429	8,713,487	20,716,125	1,055,324	8,086	632,896	5,482,540	15,256	5,988,292	54,853,737	11,092	9,774,696	23,947,322	1,199,064	16,972	2,858	247,835,960
22	Serbia	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
23	Slovakia	55,368	118	2,068,870	23,818,429	3,268	2,345,823	11,924,624	681,693	4,139	310,723	84,903	1,343	1,712,478	198,605	246,127	3,788,156	5,665,782	2,071,866	3,774	5,969	54,992,058
24	Slovenia	208,493	16,336	2,896,208	6,740,548	2,569	10,905,156	16,837,593	1,578,199	11,042	1,120,790	403,640	6,865	5,071,168	41,784,267	262,968	5,412,508	13,366,893	1,739,926	25,010	169	108,390,350
25	Southern Asia, Far East and Oceania	790,047	3,431	9,191,908	1,035,982	221,520	24,585,839	42,233,229	9,774,097	143,354	3,206,193	283,258	509,077	2,501,409	44,132	10,592	1,411,692	455,648	287,845	2,305	251,914	96,943,474
	TOTAL	14,910,514</td																				



The lower cells to the left of tables from 25 to 29 present the estimated potential shares (referred to weight) for each regional participant, except for Kosovo. The resume of such values is presented below.

**Table 30** – Resume of potential rail shares (source: Consultant's elaboration based on a proxy model referred to the current conditions in Germany)

SEETO Regional Partners	potential rail share (ref. to weight)
Albania	15.34%
Bosnia and Herzegovina	15.66%
Kosovo	15.18%
The former Yugoslav Republic of Macedonia	not available
Montenegro	14.57%
Serbia	14.06%
All Regional Partners	14.77%

The table above shows a good homogeneity among each regional member, therefore the unavailability of data for Kosovo has a relative impact on this estimation. The average value of 14.77% may therefore represent the quota of rail modal share (in weight) that based on a proxy model based on the present condition in Germany (data from German statistics of year 2015) could be attracted by the rail mode. The corresponding value for Germany is, yet shown inside Table 12, 10.1% in terms of weight (tonnes) and 27.5% in terms of weight referred to travelled distance (tonnes x km). The comparison between the potential value of 14.77% and the German value of 10.1% is quite realistic, considering that Germany has anyway a different level of GDP and a different market structure, in terms of production and in terms of distribution, with an unavoidable incidence of the road mode for the short distances. In other words, the value of 14.77% can be considered the result of the application of a sort of an endogenous set of attraction factors for the rail mode to the local market structure (the general import/export origin/destination matrix).

There is anyway a distortion that should be considered: the base coefficients that led to this modal share (see Table 12 and Table 13) are referred to all travelled distances. The Table 10 above presented a potential share of rail market on the overall origins and destinations estimated by directly applying the target 30% required by the 2011 White Paper. The target value of 30% is

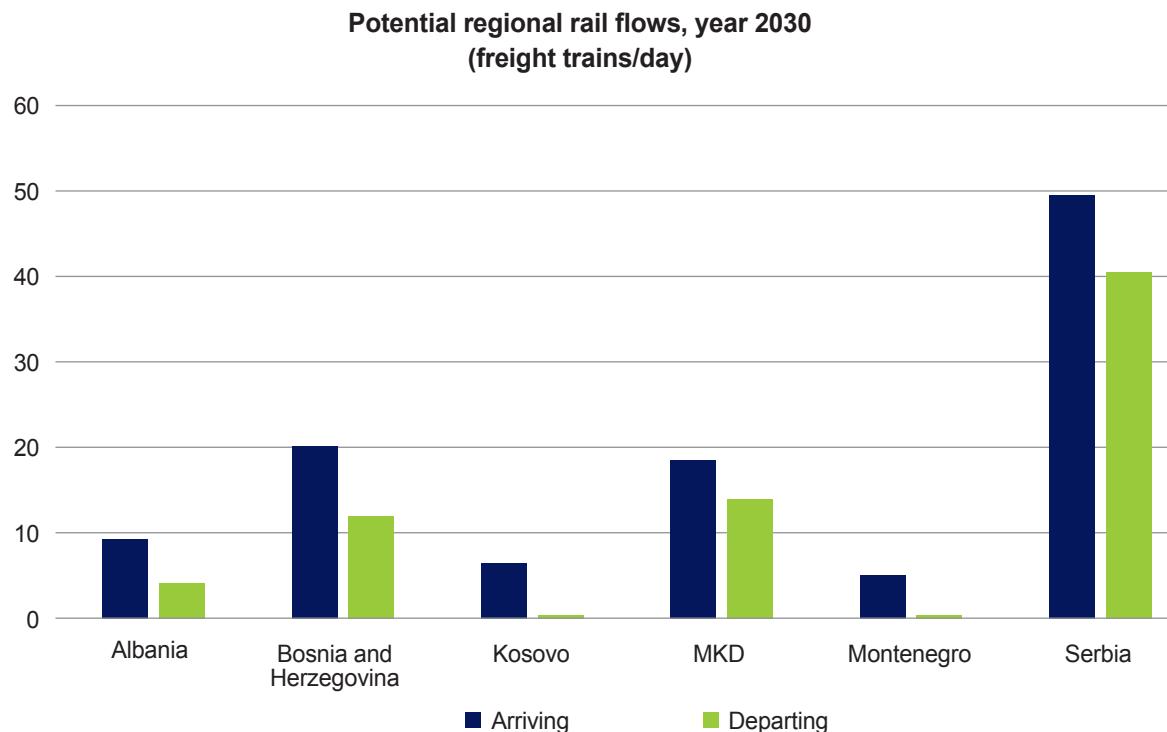
explicitly referred to distances above 300 km, and because of this assumption it was directly taken as reference value for all imports and exports. The value of 14.77% is in some way influenced also by the short-distance (below 300 km) demand pattern, therefore it can be taken as a reference, but only within a conservative approach. Distances higher than 300 km are more clearly attracted by the rail mode.

## 4. Conclusions

The conclusive results (see the previous Table 11) can be summarised inside the next table and picture that gives the amount of daily international trains potentially entering and exiting to/from any of the six SEETO Regional Partners considered.

**Table 31** – Potential daily trains based on the forecasted import / export (year 2030 on the basis of the year 2011 White Paper goals). Overall from/to the six SEETO Regional Partners of the study area towards macro-aggregated zones-- Source: Consultant's elaboration– values are in trains per day (empty returning traffic is not considered)

SEETO Regional Participants	International trains/day at year 2030 (potential traffic)	
	arriving	departing
Albania	10	5
Bosnia and Herzegovina	20	12
Kosovo	7	1
The former Yugoslav Republic of Macedonia	19	14
Montenegro	5	1
Serbia	50	40



**Figure 2** - Potential daily trains based on the forecasted import / export (year 2030 on the basis of the year 2011 White Paper goals). Overall from/to the six SEETO Regional Partners of the study area towards macro-aggregated zones-- Source: Consultant's elaboration– values are in trains per day (empty returning traffic is not considered)

The above table is based on a share of 30% that should include also waterborne traffic. Nevertheless, even if future improvements will interest also the internal waterway network (Danube and Sava rivers), the competition between the rail and the IWW modes should be quite limited. On the other side, these temporary figures do not include through traffic crossing the six SEETO Regional Partners of the area. It is expected a significant increase of traffic between European Countries and Turkey when a fixed rail connection with Asian side of this country will be available through the new Third Bridge over Bosphorus, and an important share of this rail demand will probably cross the study area, thus giving to Rail Freight Corridor 10 a strong importance in terms of rail connection between Europe and Middle East. From this point of view, RFC10 will be a direct competitor of RFC7 (Orient Corridor).

The estimated traffic was at the end assigned on the rail network, as represented inside the last picture of this chapter (see red diagram, forecasted regional rail flows in trains per day). This diagram is conservative, because it does not consider empty returning trains (or the mix composition of empty and full wagons), but anyway it gives a graphical view of a potential distribution of traffic on the network.

As opposite scenario, another possible share was estimated with a proxy model based on the existing share of rail in Germany. The average result is 14.77%, with a strong regional homogeneity (Table 30); this value that can be easily rounded to 15%. This means that at the first glance the traffic of Table 31 may be easily divided by 2. Considering also the empty returning trains, the min – max potential international traffic may be represented by the values of next table.

**Table 32** – Potential total daily trains (including empty wagons) based on conservative/optimistic scenarios. Overall from/to the six SEETO Regional Partners of the study area towards macro-aggregated zones-- Source: Consultant's elaboration– values are in trains per day (empty returning traffic is not considered)

SEETO Regional Partners	International trains/day at year 2030 (potential min-max traffic)
	arriving plus departing (including empty wagons)
Albania	≈ 10 (min) - 20 (max)
Bosnia and Herzegovina	≈ 20 (min) - 40 (max)
Kosovo	≈ 7 (min) - 14 (max)
The former Yugoslav Republic of Macedonia	≈ 19 (min) - 38 (max)
Montenegro	≈ 5 (min) - 10 (max)
Serbia	≈ 50 (min) - 100 (max)

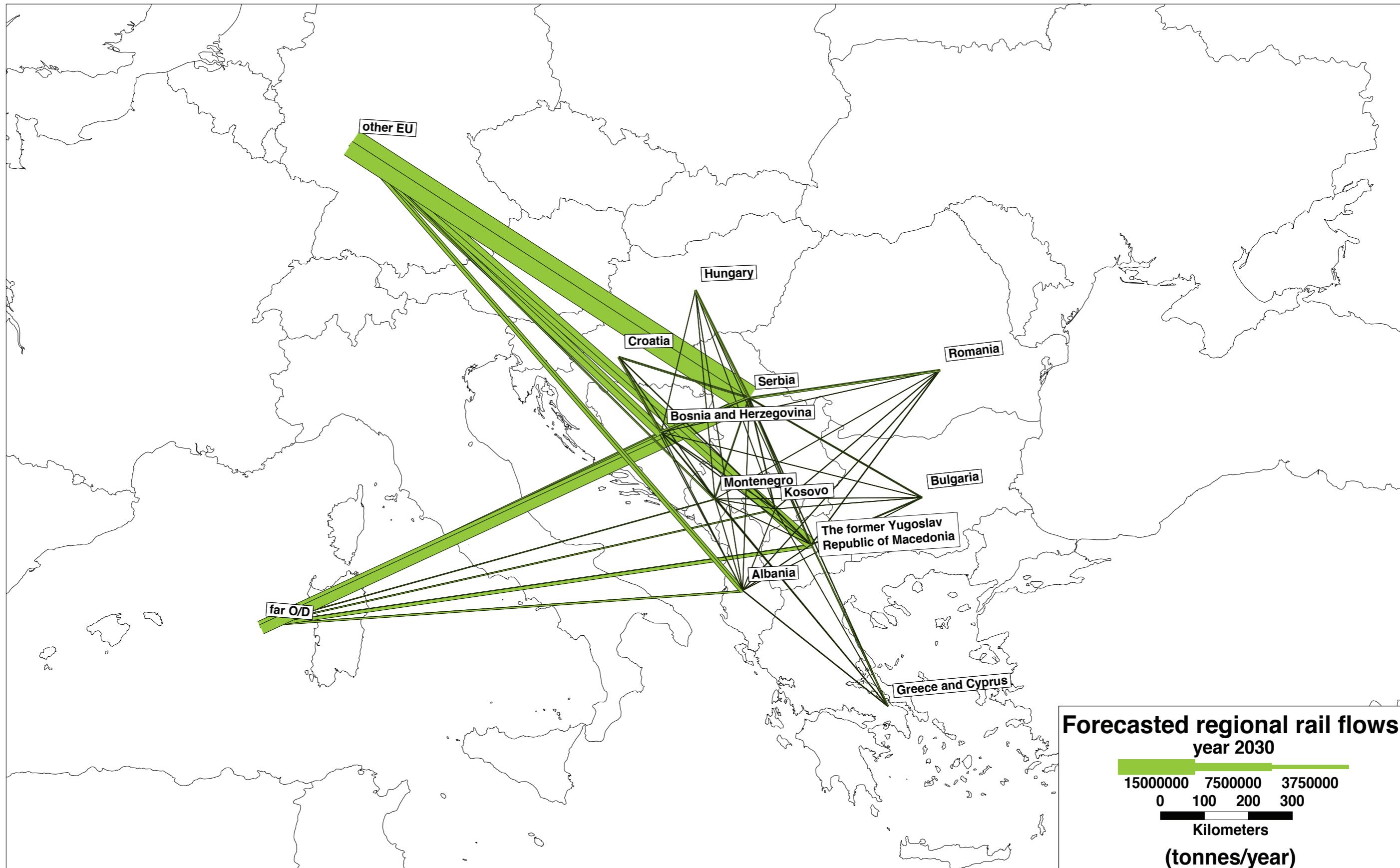
Finally, it should be considered that the above values are based on assumptions that must be verified during the next development of the TMS and during the time framework passing between the present and the final development of the Corridor, and basically during the following future steps:

- ▶ Re-establishment of conditions of efficiency on the existing rail network, with investments mainly focused to the increase in capacity
- ▶ A rail market open to competition, based on EU laws and standards
- ▶ The establishment of the Rail Freight Corridor itself

The above conditions are required also for the 15% rail share scenario (the most “conservative”), and this fact alone demonstrate the magnitude of the efforts required to achieve satisfactory results.

As final comment, it should be strongly highlighted how the goal of this study was to evaluate at a preliminary level the potential rail market interesting the SEETO regional partners compared to an internal reorganization of the rail services. For this reason, the study was focused only on the international component of the rail, i.e. that component interesting the commercial exchanges between the SEETO regional partners and between the SEETO partners and the rest of the world. Considering how the institution of an RFC is expressly aimed at optimizing cross-border traffic no benefits were considered for the domestic traffic of each regional partner. Yet said, traffic crossing the SEETO area was not considered, and from this point of view the study has to be considered conservative, given the potential of the future traffic between Turkey and Central Europe.

During the further stages of implementation of this RFC more detailed analyses will be probably required (with the adoption of more sophisticated modelling methodologies, widespread investigations, etc.), but this initial step provided anyway preliminary results that can be used as base and comparison for any further evaluation.



**Figure 3** - Potential yearly rail flows based on the forecasted import / export (year 2030 based on the year 2011 White Paper goals / rail share of 30%). Overall from/to the six SEETO Regional Partners of the study area towards macro-aggregated zones-- Source: Consultant's elaboration– values are in trains per day (empty returning traffic is not considered).

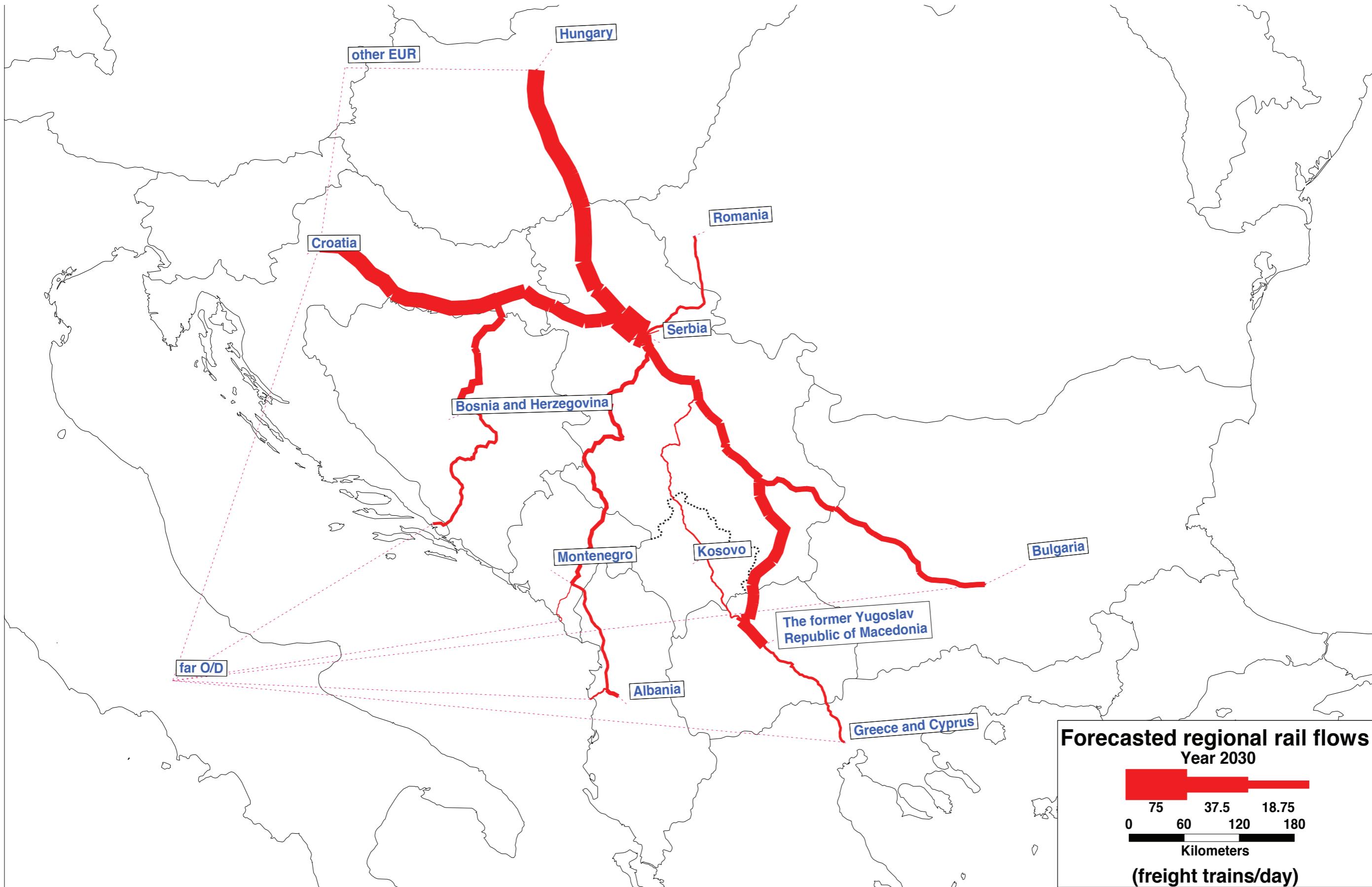


Figure 4 - Potential daily rail flows based on the forecasted import / export (year 2030 based on the year 2011 White Paper goals / rail share of 30%). Overall from/to the six SEETO Regional Partners of the study area towards macro-aggregated zones-- Source: Consultant's elaboration– values are in trains per day (empty returning traffic is not considered).