

Estonia: Prepared Additives For Mineral Oils - Market Report. Analysis And Forecast To 2025





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B 1. INTRODUCTION

1.1 REPORT DESCRIPTION

The report provides an in-depth analysis of the lubricant additives market in Estonia. It presents the latest data of the market size and volume, European production, exports and imports, price dynamics and turnover in the industry. The report shows the sales data, allowing you to identify the key drivers and restraints. You can find here a strategic analysis of key factors influencing the market. Forecasts illustrate how the market will be transformed in the medium term. Profiles of the leading companies and brands are also included.

Countries coverage: Estonia

Product coverage: Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and other prepared additives, for mineral oils (including gasoline) or for other liquids used for the same purposes as mineral oils.

Data coverage:

- Lubricant additives market size and value in Estonia
- Volume and dynamics of lubricant additives production in Estonia
- Volume and dynamics of exports/imports
- Producer prices, import/export prices for lubricant additives
- Lubricant additives market trends, drivers and restraints
- Forecast of the market dynamics in the medium term
- Per capita consumption of lubricant additives in Estonia

Why buy this report'

- Get the full picture of the market
- Identify Key success factors on the lubricant additives market in Estonia
- Adjust your marketing strategy

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2. EXECUTIVE SUMMARY

2.1 KEY FINDINGS

Table 1: Key Findings

Key findings in 2015

| | | |
|-------------------------------|----------------|-----|
| Market Volume | thousand units | *** |
| | % to 2014 | *** |
| Market Value in *** prices | million EUR | *** |
| | % to 2014 | *** |
| Production | thousand units | *** |
| | % to 2014 | *** |
| | million EUR | *** |
| | % to 2014 | *** |
| Imports | thousand units | *** |
| | % to 2014 | *** |
| | million EUR | *** |
| | % to 2014 | *** |
| Exports | thousand units | *** |
| | % to 2014 | *** |
| | million EUR | *** |
| | % to 2014 | *** |

Source: ***

2.2 MARKET TRENDS

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3. MARKET OVERVIEW

3.1 MARKET VOLUME AND VALUE

Figure 1: Market Volume, in Physical Terms, 2007-2015
(thousand units, y-o-y)



Source: ***

Figure 2: : Market Value, in Value Terms, 2007-2015
(million EUR, y-o-y)



Source: ***

Table 2: Market Volume, in Physical Terms, 2007-2015
(thousand units)

| Product | Unit | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR, 2007- 2015 |
|---------------------|--------------------|------|------|------|------|------|------|------|------|------|------------------------|
| Domestic production | units | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Imports | units | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Exports | units | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Market Volume | units | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

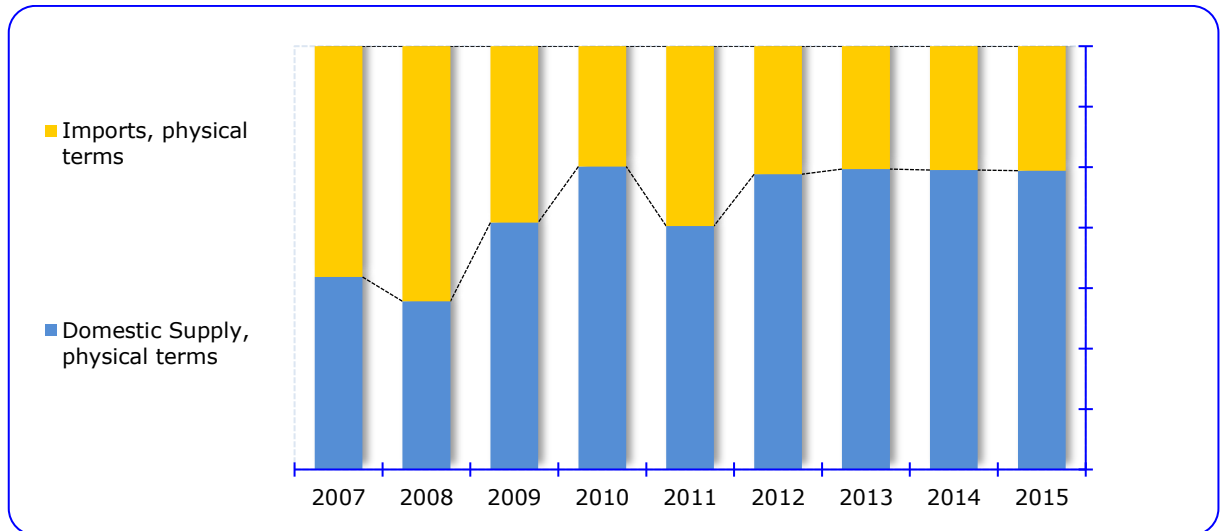
Table 3: Market Value, in Value Terms, 2007-2015
(million EUR), in producer and import/export prices

| Product | Unit | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR, 2007- 2015 |
|---------------------|--------------------|------|------|------|------|------|------|------|------|------|------------------------|
| Domestic production | EUR | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Imports | EUR | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Exports | EUR | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Market Volume | EUR | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| | % to previous year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

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Figure 3: Market Structure – Domestic Supply Vs. Imports, in Physical Terms, 2007-2015 (% base on units)



Source: ***

Figure 4: Market Structure – Domestic Supply Vs. Imports, in Value Terms, 2007-2015 (% base on EUR), in producer and importer prices/ in exporter and importer prices



Source: ***

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3.2 TRADE BALANCE

Figure 5: Trade Balance, in Physical Terms, 2007-2015
(thousand units)



Source: ***

Figure 6: Trade Balance, in Value Terms, 2007-2015
(million EUR), in import/export prices



Source: ***

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3.3 MARKET SEGMENTATION BY TYPE

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Table 4: Per Capita Consumption from 2007-2015
(unit/year and EUR /year)

| Item | Unit | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR, 2007- 2015 |
|---------------------------|-----------|------|------|------|------|------|------|------|------|------|------------------------|
| Per capita consumption | unit/year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Per capita consumption | EUR/year | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

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3.4 MARKET OPPORTUNITIES

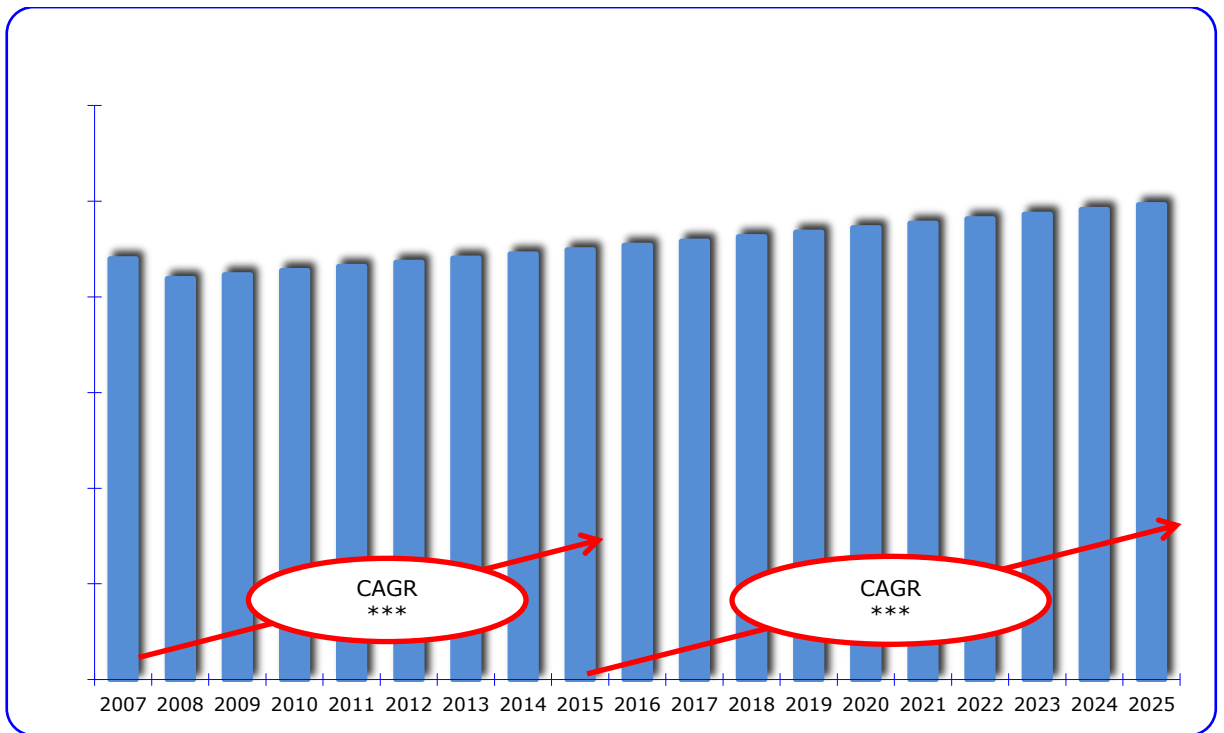
Table 6: Comparison of Consumption, Production and Imports

| Type | Total demand | Total production | | Total net imports | | Share of import in total demand | IB Index |
|-------|--------------|------------------|----------------|-------------------|----------------|---------------------------------|----------|
| | 2015 | 2015 | CAGR 2007-2015 | 2015 | CAGR 2007-2015 | 2015 | 2015 |
| Cntr | *** | *** | *** | *** | *** | *** | *** |
| EU-28 | *** | *** | *** | *** | *** | *** | *** |

Source: ***

3.5 MARKET FORECAST TO 2025

Figure 7: Market Forecast to 2025

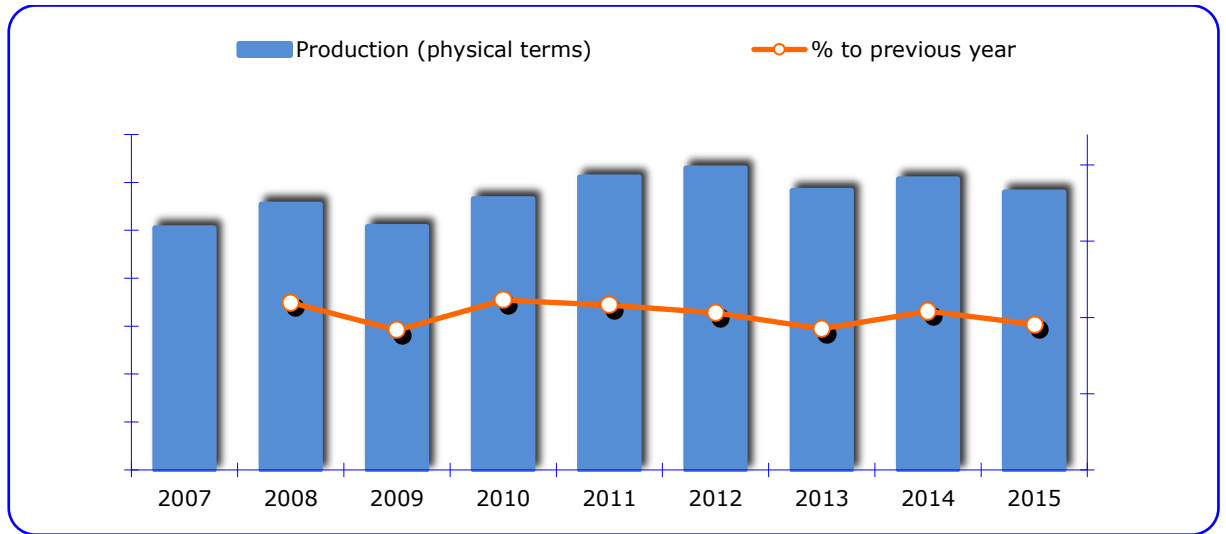


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B 4. PRODUCTION

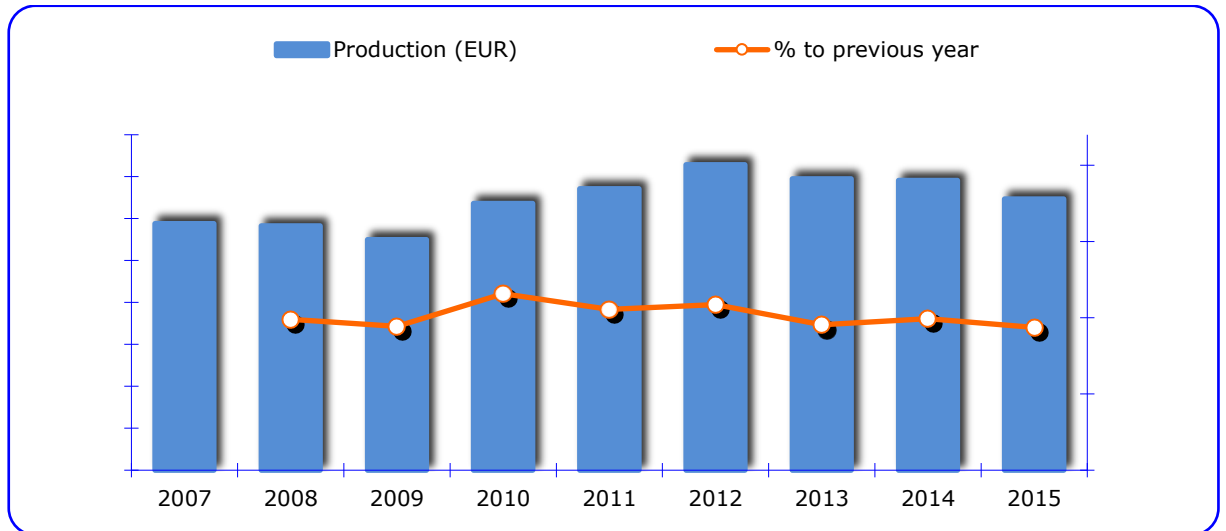
4.1 PRODUCTION FROM 2007-2015

Figure 8: Production, in Physical Terms, 2007–2015 (thousand units)



Source: ***

Figure 9: Production, in Value Terms, 2007–2015 (million EUR)



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4.2 PRODUCTION BY TYPE

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Table 5: Production, in Physical Terms, 2007-2015
(thousand units)

| Type/Period | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR, 2007-2015 |
|-------------|------|------|------|------|------|------|------|------|------|-----------------|
| Type 1 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 2 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 3 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 4 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Total | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

Figure 10: Production, by Type, 2015
(%, based on units)



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Figure 11: Production, in Physical Terms, by Type, 2007–2015
(thousand units)



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B 5. IMPORTS

5.1 IMPORTS BY TYPE FROM 2007-2015

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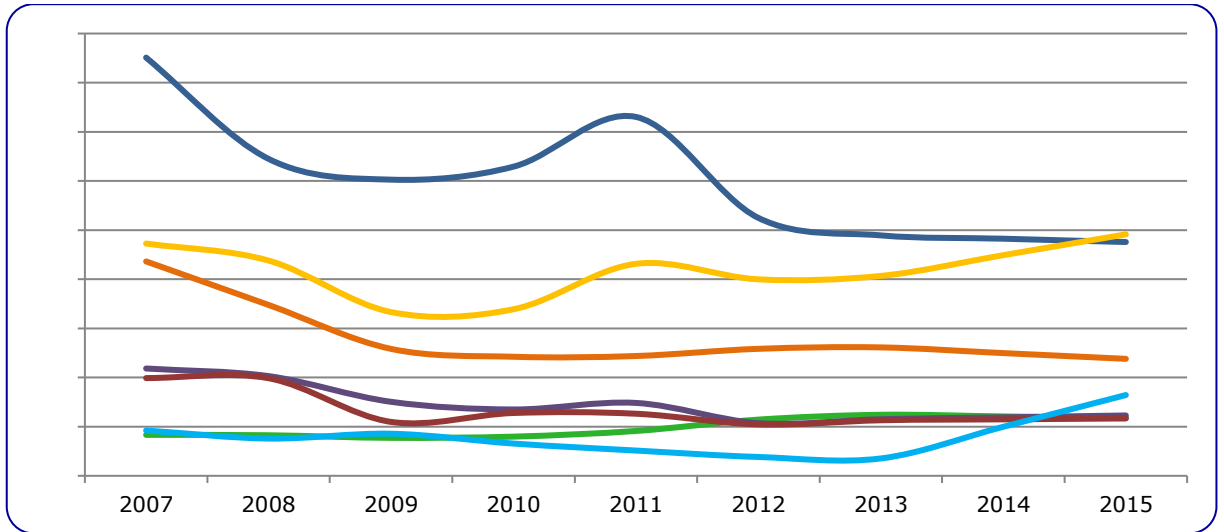
Table 11: Imports, in Physical and Value Terms, by Type, 2007-2015
(thousand units, million USD)

| Type | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR 2007- 2015 |
|-----------------------|------|------|------|------|------|------|------|------|------|-----------------------|
| physical terms | | | | | | | | | | |
| Type 1 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 2 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 3 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 4 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 5 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Others | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Total | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| value terms | | | | | | | | | | |
| Type 1 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 2 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 3 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 4 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 5 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Others | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Total | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

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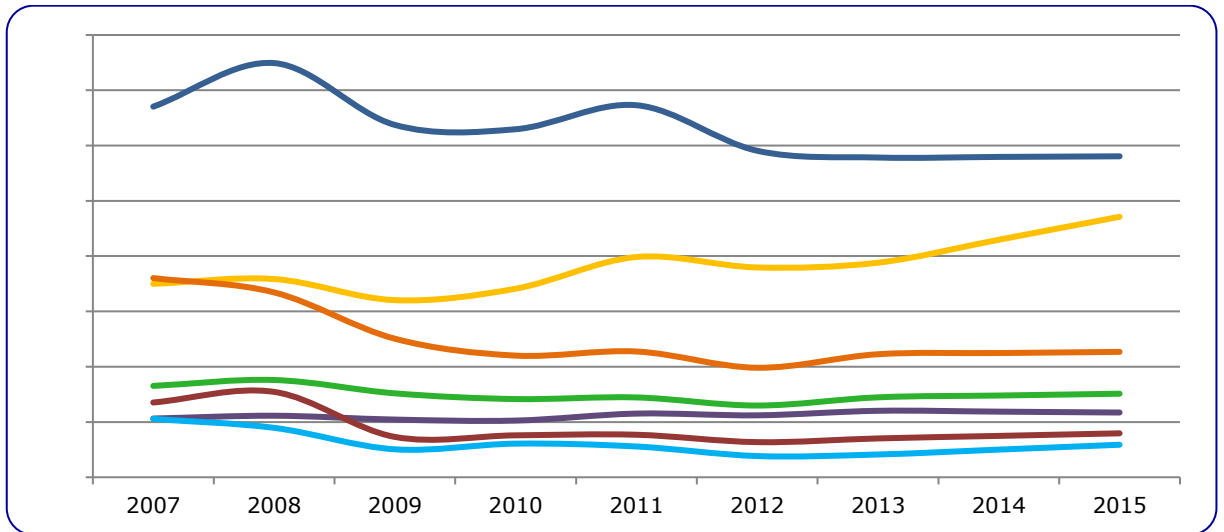
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Figure 12: Imports, in Physical Terms, by Type, 2007-2015
(thousand units)



Source: ***

Figure 13: Imports, in Value Terms, by Type, 2007-2015
(million USD)



Source: ***

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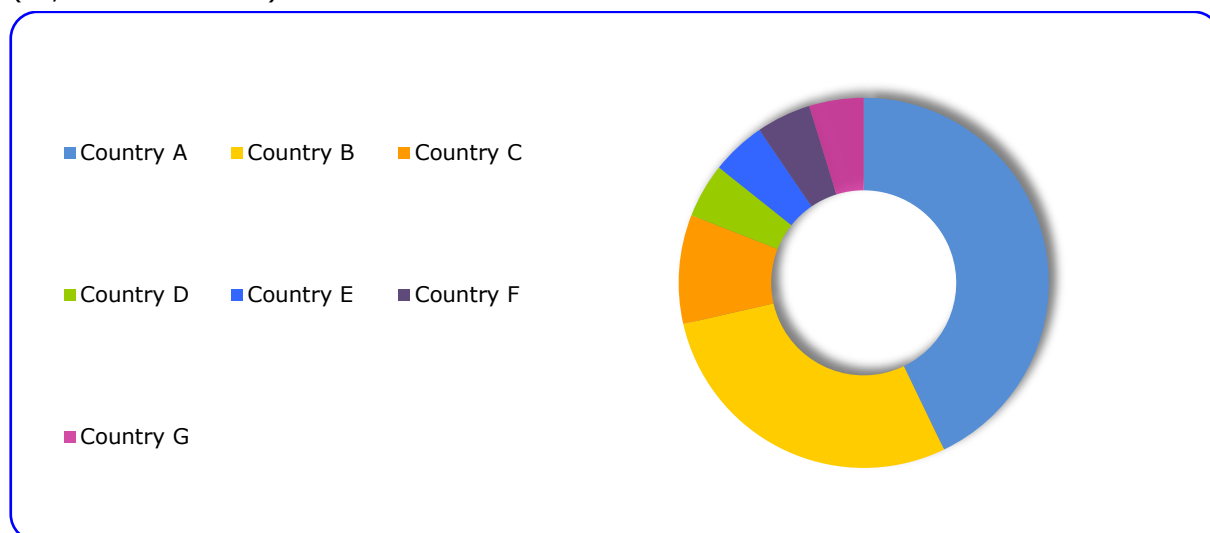
5.2 IMPORTS BY COUNTRY

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Figure 14: Imports, in Physical Terms, by Country, 2015
(%, based on units)



Source: ***

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Table 10: Imports, in Physical Terms, by Country, 2007-2015
(thousand units)

| COUNTRY/PERIOD | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR 2007-2015 |
|----------------|------|------|------|------|------|------|------|------|------|----------------|
| Country A | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country B | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country C | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country D | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country E | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country F | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country G | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Others | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Total | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

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5.4 IMPORT PRICES BY COUNTRY

Figure 15: Import Prices, by Country, 2007-2015
(USD per unit)



Source: ***

B 6. EXPORTS

6.1 EXPORTS BY TYPE FROM 2007-2015

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Table 6: Exports, in Physical and Value Terms, by Type, 2007-2015
(thousand units, million USD)

| Type | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR 2007- 2015 |
|-----------------------|------|------|------|------|------|------|------|------|------|-----------------------|
| physical terms | | | | | | | | | | |
| Type 1 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 2 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 3 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 4 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 5 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Others | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Total | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| value terms | | | | | | | | | | |
| Type 1 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 2 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 3 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 4 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Type 5 | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Others | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Total | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

Figure 16: Exports, in Physical Terms, by Type, 2007-2015
(thousand units)



Source: ***

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Figure 17: Exports, in Value Terms, by Type, 2007-2015
(million USD)



Source: ***

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6.2 EXPORTS BY COUNTRY

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Figure 18: Exports, in Physical Terms, by Country, 2015
(%, based on units)



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Figure 19: Exports, in Physical Terms, by Country, 2007-2015 (thousand units)



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Figure 20: Exports, in Value Terms, by Country, 2007-2015 (million USD)



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6.3 EXPORT PRICES

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Table 7: Export Prices, by Country, 2007-2015
(USD per unit)

| COUNTRY/PERIOD | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | CAGR 2007- 2015 |
|-----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------------------------|
| Country A | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country B | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country C | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country D | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country E | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country F | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country G | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Average | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

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| Country | 2015 M01 | 2015 M02 | 2015 M03 | 2015 M04 | 2015 M05 | 2015 M06 | 2015 M07 | 2015 M08 | 2015 M09 |
|---------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

Table 9: Producer Prices in Industry, Domestic Market - Annual Data (2010 = 100), by
Country

INDIC_BT Domestic output price index - in national currency

NACE_R2 Manufacture of ***

Special value:

: not available

| Country | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|-----------------------------|------|------|------|------|------|------|------|------|------|------|
| European Union (28 COUNTRY) | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| European Union (27 COUNTRY) | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| European Union (15 COUNTRY) | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Euro area (18 COUNTRY) | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Euro area (17 COUNTRY) | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

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| Country | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|---------|------|------|------|------|------|------|------|------|------|------|
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** | *** | *** | *** | *** | *** |

Source: ***

Figure 22: Producer Prices in Industry – Non-Domestic Output Price Index - in National Currency

INDIC_BT Non-domestic output price index - in national currency

NACE_R2 Manufacture of ***



Source: ***

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8. TRADE STRUCTURE AND CHANNELS

8.1 MAJOR TRADE CHANNELS

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8.2 PRICE STRUCTURE

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9.2 COUNTRY ANALYSIS

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Table 12: Largest and Most Specialised Countries in Type of Manufacturing

| Country | Value added | (% share of EU-28 value added) |
|-----------|-------------|--------------------------------|
| Country A | *** | *** |
| Country B | *** | *** |
| Country C | *** | *** |
| Country D | *** | *** |
| Country E | *** | *** |
| Country F | *** | *** |
| Country G | *** | *** |
| Country H | *** | *** |
| Country I | *** | *** |
| Country J | *** | *** |

Source: ***

9.3 SIZE CLASS ANALYSIS

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Table 13: Number of Persons Employed by Enterprise Size Class, Type of Manufacturing, 2012

Special value:
: not available

| Country | From 0 to 9 persons employed | From 10 to 19 persons employed | From 20 to 49 persons employed | From 50 to 249 persons employed | 250 persons employed or more |
|---------|------------------------------|--------------------------------|--------------------------------|---------------------------------|------------------------------|
| EU-28 | *** | *** | *** | *** | *** |
| EU-27 | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
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| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |

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| Country | From 0 to 9 persons employed | From 10 to 19 persons employed | From 20 to 49 persons employed | From 50 to 249 persons employed | 250 persons employed or more |
|---------|------------------------------|--------------------------------|--------------------------------|---------------------------------|------------------------------|
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
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| Country | *** | *** | *** | *** | *** |

Source: ***

Table 14: Value Added by Enterprise Size Class, Type of Manufacturing, 2012
(million EUR)Special value:
: not available

| Country | From 0 to 9 persons employed | From 10 to 19 persons employed | From 20 to 49 persons employed | From 50 to 249 persons employed | 250 persons employed or more |
|---------|------------------------------|--------------------------------|--------------------------------|---------------------------------|------------------------------|
| EU-28 | *** | *** | *** | *** | *** |
| EU-27 | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
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| Country | *** | *** | *** | *** | *** |

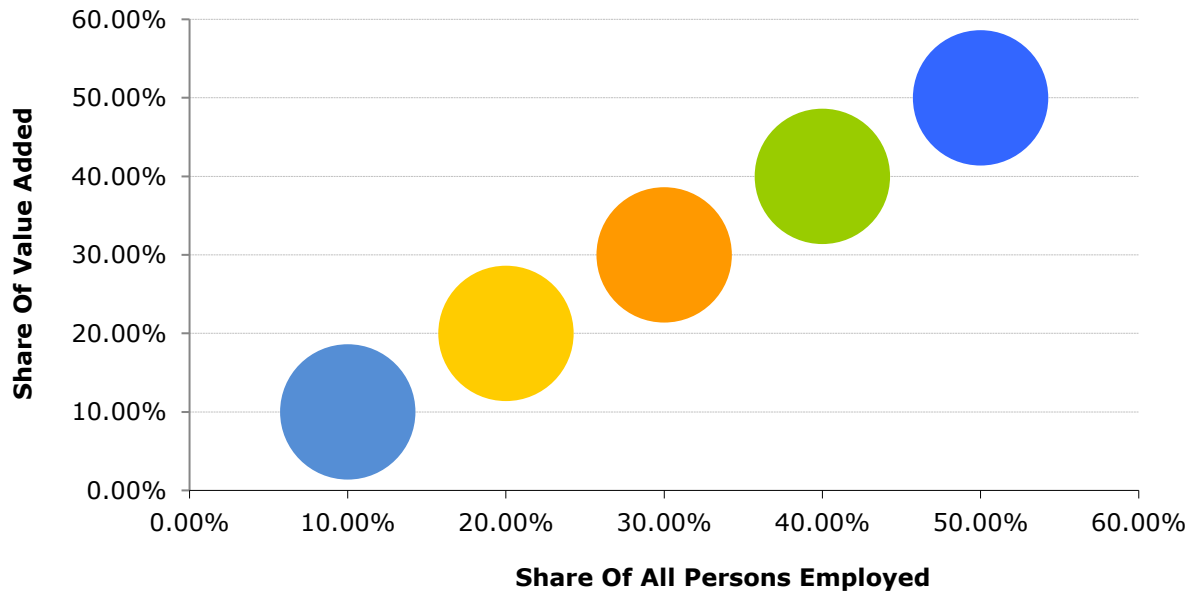
B

| Country | From 0 to 9 persons employed | From 10 to 19 persons employed | From 20 to 49 persons employed | From 50 to 249 persons employed | 250 persons employed or more |
|---------|------------------------------|--------------------------------|--------------------------------|---------------------------------|------------------------------|
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
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| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |
| Country | *** | *** | *** | *** | *** |

Source: ***

Figure 23: Relative Importance of Enterprise Size Classes, Type of Manufacturing, 2012 (% share of sectoral total)

The size of each bubble is proportional to the Value added of each size class rebased.



Source: ***

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10. COMPANY PROFILES

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