

Estonia: Trucks - Market Report. Analysis And Forecast To 2025





TABLE OF CONTENTS

- 1. INTRODUCTION
 - 1.1 REPORT DESCRIPTION
 - 1.2 RESEARCH METHODOLOGY

- 2. EXECUTIVE SUMMARY
 - 2.1 KEY FINDINGS
 - 2.2 MARKET TRENDS

- 3. MARKET OVERVIEW
 - 3.1 MARKET VOLUME AND VALUE
 - 3.2 TRADE BALANCE
 - 3.3 MARKET SEGMENTATION BY TYPE
 - 3.4 MARKET OPPORTUNITIES
 - 3.5 MARKET FORECAST TO 2025

- 4. DOMESTIC PRODUCTION
 - 4.1 PRODUCTION FROM 2007-2015
 - 4.2 PRODUCTION BY TYPE

- 5. IMPORTS
 - 5.1 IMPORTS BY TYPE FROM 2007-2015
 - 5.2 IMPORTS BY COUNTRY
 - 5.3 IMPORT PRICES BY COUNTRY

- 6. EXPORTS
 - 6.1 EXPORTS BY TYPE FROM 2007-2015
 - 6.2 EXPORTS BY COUNTRY
 - 6.3 EXPORT PRICES

- 7. PRICES AND PRICE DEVELOPMENT
 - 7.1 PRODUCER PRICES ON THE DOMESTIC MARKET
 - 7.2 PRODUCER PRICES ON THE NON DOMESTIC MARKET

- 8. TRADE STRUCTURE AND CHANNELS
 - 8.1 MAJOR TRADE CHANNELS
 - 8.2 PRICE STRUCTURE

- 9. BUSINESS ENVIRONMENT OVERVIEW
 - 9.1 STRUCTURAL PROFILE
 - 9.2 COUNTRY ANALYSIS
 - 9.3 SIZE CLASS ANALYSIS

B

10. COMPANY PROFILES

LIST OF TABLES

Table 1: Key Findings

Table 2: Dynamics Of Market Volume, In Physical Terms, 2007-2015

Table 3: Dynamics Of Market Value, In Euro, 2007-2015

Table 4: Per-Capita Consumption, By Type

Table 5: Market Segmentation In Value Terms, By Type, 2015

Table 6: Comparison Of Consumption, Production And Imports, In Value Terms

Table 7: Production Of Trucks, In Physical And Value Terms, 2007-2015

Table 8: Imports Of Trucks, In Physical And Value Terms, By Type, 2007-2015

Table 9: Imports Of Trucks, In Value And Physical Terms, By Country Of Origin And Type, 2007-2015

Table 10: Import Prices Of Trucks, By Country Of Origin And Type, 2015

Table 11: Exports Of Trucks, In Physical And Value Terms, By Type, 2007-2015

Table 12: Exports Of Trucks, In Physical And Value Terms, By Country Of Destination and Type, 2007-2015

Table 13: Export Prices Of Trucks, By Country Of Destination and Type, 2007-2015

Table 14: Producer Prices For Trucks, 2015, By Type

Table 15: Producer Prices In Industry, Domestic Market - Monthly Data (2010 = 100)

Table 16: Producer Prices In Industry, Domestic Market - Annual Data (2010 = 100)

Table 17: Producer Prices In Industry, Non Domestic Market - Monthly Data (2010 = 100)

Table 18: Producer Prices In Industry, Non Domestic Market - Annual Data (2010 = 100), By Country

Table 19: Key Indicators

Table 20: Largest And Most Specialized Countries

Table 21: Number Of Persons Employed By Enterprise Size Class

Table 22: Value Added By Enterprise Size Class

LIST OF FIGURES

Figure 1: Market Volume, In Physical Terms, 2007-2015

Figure 2: Market Value, In Euro, 2007-2015

Figure 3: Market Structure – Domestic Supply Vs. Imports, In Physical Terms, 2007-2015, By Supply

Figure 4: Market Structure – Domestic Supply Vs. Imports, In Value Terms, 2007-2015

Figure 5: Trade Balance Of Trucks, In Physical Terms, 2007-2015

Figure 6: Trade Balance, Trucks, In Value Terms, 2007-2015

Figure 7: Market Segmentation, By Type, 2015

Figure 8: Imports In Terms Of Value, Growth And Share, By Type

Figure 9: Market Forecast To 2025

Figure 10: Production Of Trucks, In Physical Terms, 2007-2015

Figure 11: Production Of Trucks, In Value Terms, 2007-2015

Figure 12: Production Structure Of Trucks, By Type, 2015

Figure 13: Production Of Trucks, In Physical Terms, By Type, 2007-2015

B

- Figure 14: Production Of Trucks, In Value Terms, By Type, 2007–2015
- Figure 15: Imports Of Trucks, In Physical Terms, By Type, 2007-2015
- Figure 16: Imports Of Trucks, In Value Terms, By Type, 2007-2015
- Figure 17: Imports Of Trucks, In Physical Terms, By Country Of Origin, 2015
- Figure 18: Imports Of Trucks, In Value Terms, By Country Of Origin, 2015
- Figure 19: Imports Of Trucks, In Physical Terms, By Country of Origin, 2007-2015
- Figure 20: Imports Of Trucks, In Value Terms, By Country of Origin, 2007-2015
- Figure 21: Import Prices Of Trucks, By Country, 2007-2015
- Figure 22: Import Prices Of Trucks, By Type, 2007-2015
- Figure 23: Exports Of Trucks, In Physical Terms, By Type, 2007-2015
- Figure 24: Exports Of Trucks, In Value Terms, By Type, 2007-2015
- Figure 25: Exports Of Trucks, In Physical Terms, By Country Of Destination, 2015
- Figure 26: Exports Of Trucks, In Value Terms, By Country Of Destination, 2015
- Figure 27: Exports Of Trucks, In Physical Terms, By Country Of Destination, 2007-2015
- Figure 28: Exports Of Trucks, In Value Terms, By Country Of Destination, 2007-2015
- Figure 29: Export Prices Of Trucks, By Country of Destination, 2007-2015
- Figure 30: Export Prices Of Trucks, By Type, 2007-2015
- Figure 31: Producer Prices In Industry - Domestic Output Price Index - In National Currency
- Figure 32: Producer Prices In Industry – Non-Domestic Output Price Index - In National Currency
- Figure 33: Relative Importance Of Enterprise Size Classes

B 1. INTRODUCTION

1.1 REPORT DESCRIPTION

The report provides an in-depth analysis of the truck 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: Motor vehicles not elsewhere classified for the transport of goods except for dumpers designed for off-highway use.

Data coverage:

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

Why buy this report'

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

B 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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B 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	***	***	***	***	***	***	***	***	***	***

Source: ***

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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

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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

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Figure 7: Market Forecast to 2025



Source: ***

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)



Source: ***

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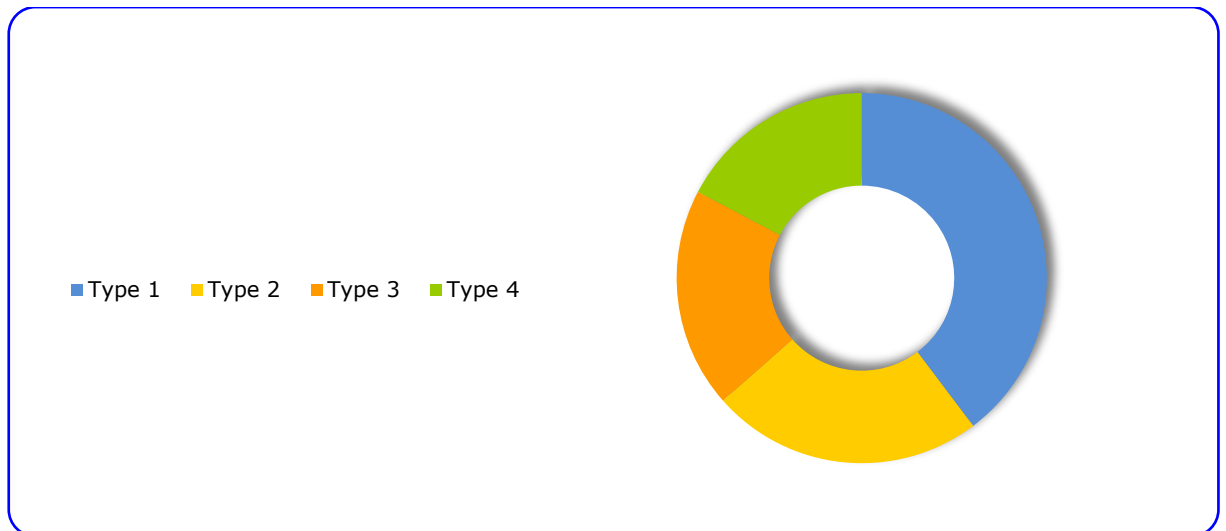
4.2 PRODUCTION BY TYPE

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)



Source: ***

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



Source: ***

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	***	***	***	***	***	***	***	***	***	***

Source: ***

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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

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



Source: ***

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	***	***	***	***	***	***	***	***	***	***

Source: ***

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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

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)



Source: ***

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



Source: ***

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



Source: ***

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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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7. PRICES AND PRICE DEVELOPMENT

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7.1 PRODUCER PRICES ON THE DOMESTIC MARKET

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Table 8: Producer Prices in Industry, Domestic Market - Monthly Data (2010 = 100), by Country

INDIC_BT Domestic output price index - in national currency

NACE_R2 Manufacture of ***

Special value:

: not available

Country	2015 M01	2015 M02	2015 M03	2015 M04	2015 M05	2015 M06	2015 M07	2015 M08	2015 M09
European Union (28 COUNTRY)	***	***	***	***	***	***	***	***	***
European Union (27 COUNTRY)	***	***	***	***	***	***	***	***	***
European Union (15 COUNTRY)	***	***	***	***	***	***	***	***	***
Euro area (18 COUNTRY)	***	***	***	***	***	***	***	***	***
Euro area (17 COUNTRY)	***	***	***	***	***	***	***	***	***
Country	***	***	***	***	***	***	***	***	***
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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	***	***	***	***	***	***	***	***	***
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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	***	***	***	***	***	***	***	***	***	***
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Country	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Country	***	***	***	***	***	***	***	***	***	***
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Source: ***

Figure 21: Producer Prices in Industry - Domestic Output Price Index - in National Currency

INDIC_BT Domestic output price index - in national currency

NACE_R2 Manufacture of ***



Source: ***



7.2 PRODUCER PRICES ON THE NON-DOMESTIC MARKET

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Table 10: Producer Prices in Industry, Non-Domestic Market - Monthly Data (2010 = 100), by Country

INDIC_BT Non-domestic output price index - in national currency

*NACE_R2 Manufacture of ****

Special value:

: not available

Country	2015 M01	2015 M02	2015 M03	2015 M04	2015 M05	2015 M06	2015 M07	2015 M08	2015 M09
European Union (28 COUNTRY)	***	***	***	***	***	***	***	***	***
European Union (27 COUNTRY)	***	***	***	***	***	***	***	***	***
European Union (15 COUNTRY)	***	***	***	***	***	***	***	***	***
Euro area (18 COUNTRY)	***	***	***	***	***	***	***	***	***
Euro area (17 COUNTRY)	***	***	***	***	***	***	***	***	***
Country	***	***	***	***	***	***	***	***	***
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Country	2015 M01	2015 M02	2015 M03	2015 M04	2015 M05	2015 M06	2015 M07	2015 M08	2015 M09
Country	***	***	***	***	***	***	***	***	***
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Country	***	***	***	***	***	***	***	***	***

Source: ***

Table 11: Producer Prices in Industry, Non-Domestic Market - Annual Data (2010 = 100), by Country

INDIC_BT Non-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	***	***	***	***	***	***	***	***	***	***
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Country	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Country	***	***	***	***	***	***	***	***	***	***
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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: ***

B 8. TRADE STRUCTURE AND CHANNELS

8.1 MAJOR TRADE CHANNELS

...

8.2 PRICE STRUCTURE

...

B

9. BUSINESS ENVIRONMENT OVERVIEW

9.1 STRUCTURAL PROFILE

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Table 19: Key Indicators, Type of Manufacturing, 2012

Special value:
: not available

Country	Number of enterprises	Number of persons employed	Turnover	Value added	Personnel costs
	(Units)			(EUR million)	
Country	***	***	***	***	***
Country	***	***	***	***	***
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Country	***	***	***	***	***

Source: ***

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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	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
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Country	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
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	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
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Country	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
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	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
Country	***	***	***	***	***
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Country	***	***	***	***	***
Country	***	***	***	***	***

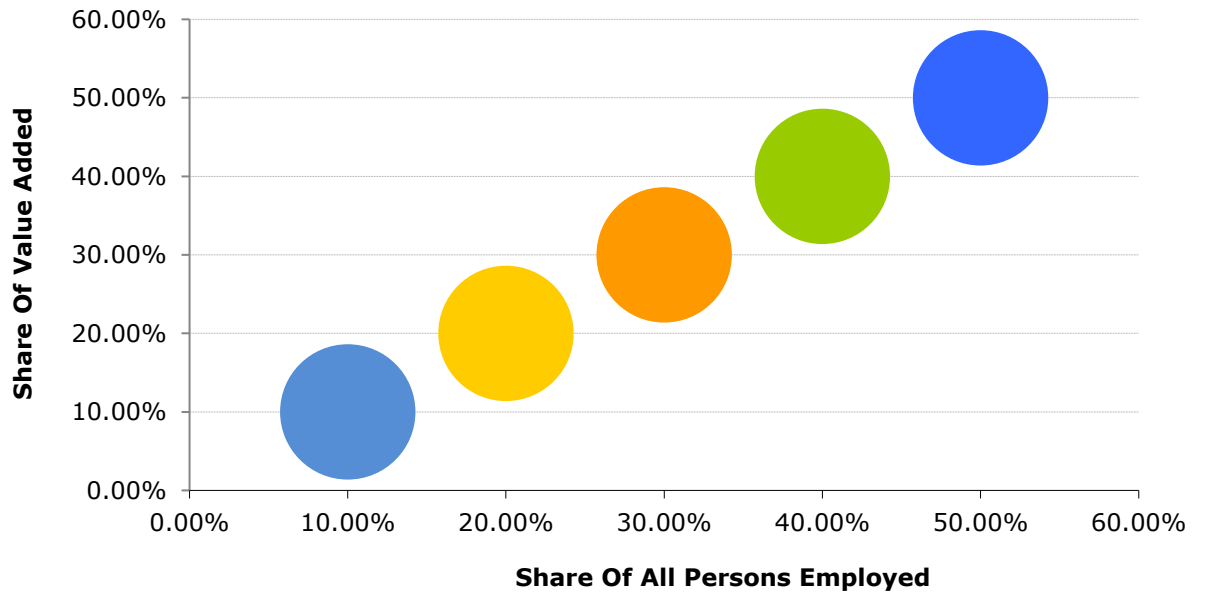
B

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	***	***	***	***	***
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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: ***

B 10. COMPANY PROFILES

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B

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