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**Trade opportunities with BSEC Countries**

YEREVAN 2021

**AGRICULTURAL AND  
CONNECTED PRODUCTS**

**INTERNATIONAL TRADE OF**



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Chamber of  
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## Summary of the objective and methodology of the analysis

The objective of the analysis is to conduct a study of international trade of agricultural and connected products. Analysis are conducted within the framework of the “BRIDGES OF TRADE” project, which aims at bridging the gap and help producers of these sectors develop trading links with identified countries from BSEC region.

*The project includes the implementation of :* Identification and demonstration of the list of agricultural and connected products that are feasible and have opportunities to be exported from Armenia to Greece, Romania and Moldova.

To identify and demonstrate the list of agricultural and connected products, that are feasible and have opportunities to be exported from Armenia to Greece, Romania and Moldova, detailed trade analysis were conducted, based on secondary trade data published by the United Nations Commodity Trade Statistics Database (UN COMTRADE DATABASE, <https://comtrade.un.org/>) and data published by the World Bank (<https://data.worldbank.org/>), United Nations International Trade Center (<https://www.trademap.org/>). Additionally, data published by the RA Customs Service (<https://www.petekamutner.am/>) and RA Statistical Committee (<https://www.armstat.am/>) were used as well. The results of the analysis are based on the study of secondary data, as well as expert assessments. Considering the global instability and fluctuations in 2020, especially in the global economy, related to the outbreak of Novel Coronavirus (COVID-19), during the analysis, 2019 was considered as the main (base) comparative year for further studies and comparisons, within the framework of this project.

The methodology of the activity included mainly the implementation of the following activities: Study of the types and dynamics of the main agricultural and connected products exported from Armenia and main export directions, during last five years, study of the main agricultural and connected products imported to Greece, Romania and Moldova, their dynamics and countries of import, during last five years, study of export prices (at the Armenian border) of main agricultural and connected products from Armenia, study of import prices (at the border of Greece, Romania and Moldova) of main agricultural and connected products imported to Greece, Romania and Moldova, identification of the list of agricultural products, that are feasible to export from Armenia to Greece, Romania and Moldova.

As a result of detailed analysis in the scope of the Activity 6 agricultural and connected products were selected for exporting from Armenia to Greece, 7 products to Romania and 5 products to Moldova.

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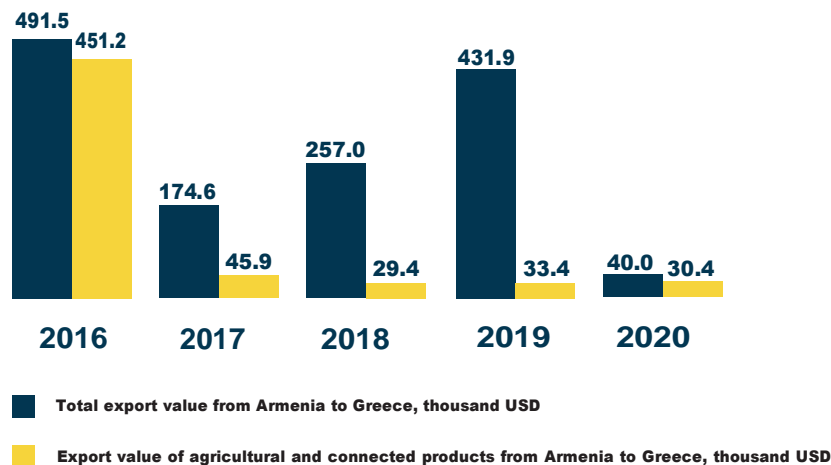


## Export of goods from Armenia to Greece

Export of agricultural and connected products from Armenia to Greece in 2019 amounted to USD 33.4 thousand, which represented only 7.7% of the total export from Armenia to Greece in 2019. Meantime, in 2020, Armenia exported agricultural and connected products with total value of USD 30.4 thousand, which accounted for about 76% of total exports from Armenia to Greece 2020.

Agricultural and connected products exported from Armenia to Greece mainly include Jams, fruit jellies, marmalades, purees and pastes (HS 200799), spirits obtained by distilling grape wine or grape marc (HS 220820), fermented beverages (HS 220600), beer made from malt (220300), wine in containers holding 2 liters or less (HS 220421), vegetable fats and oils and their fractions (HS 151590), etc.

### 1. Total export value and export value of agricultural and connected products from Armenia and Greece (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Table below summarizes agricultural and connected products, that are feasible to export from Armenia to Greece. These products have been selected considering the results of conducted analysis.

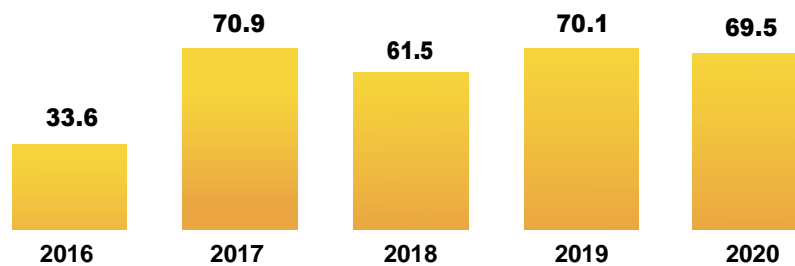
GREECE	
HS 220210	Waters; including mineral and aerated, containing added sugar or othersweetening matter or flavored
HS 220820	Spirits obtained by distilling grape wine or grape marc
HS 200599	Vegetable preparations; vegetables and mixtures of vegetables N.E.C. in heading no. 2005, prepared or preserved otherwise than by vinegar or acetic acid, not frozen
HS 200799	Jams, fruit jellies, marmalades, purees and pastes; of fruit or nuts N.E.C. in heading no. 2007, cooked preparations (excluding homogenized), whether or not containing added sugar or other sweetening matter
HS 090111	Coffee; not roasted or decaffeinated
HS 081310	Fruit, edible; apricots, dried

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## Opportunities for exporting waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured (HS 220210)

In recent years, “Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured” (HS 220210 product group) imports in Greece have been growing and sustained relatively stable. Both in 2019 and 2020, a high import value of HS 220210 was maintained, with a total value of USD 70.1 million and USD 69.5 million, respectively. During the last 5 years, HS 220210 products import in Greece increased by more than 2 times. Greece imported HS 220210 product in 2019 mainly from Romania (26.1% of total import of HS 220210), followed by Austria, Serbia, Hungary, Italy, etc. These countries together accounted for about 80% of Greece’s imports of HS 220210.

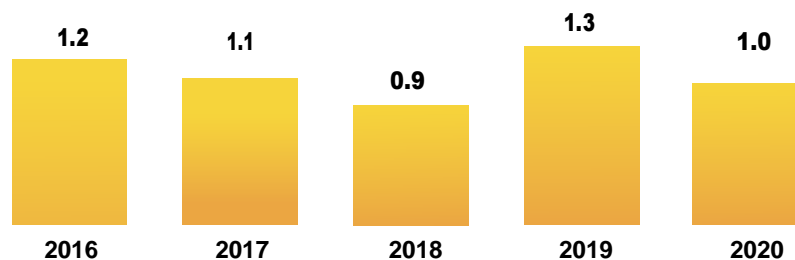
### 2. Dynamics of HS 220210 import in Greece, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

“Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured” (HS 220210 product group) is one of the most exportable products from Armenia. Armenia exported HS 220210 product in 2019 mainly to Russia (49.4% of total export of HS 220210), followed by USA, Georgia, Belgium and France.

### 3. Dynamics of HS 220210 export from Armenia, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

When looking at export import prices of HS220210, the average import price of HS 220210 in Greece, was USD 0.77, per unit of net weight, in 2019, and Armenia exported HS 220210 on average by USD 0.45, per unit of net weight, in 2019.

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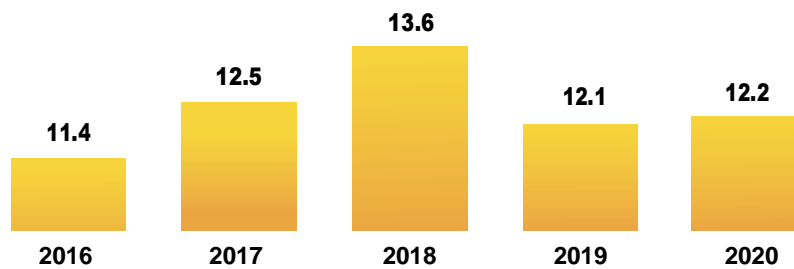
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## Opportunities for exporting vegetable preparations from Armenia to Greece (HS 200599)

In recent years, import of HS 200599 product to Greece remained relatively stable. The highest volume of HS 200599 product import in Greece, during last years was recorded in 2018, with a total value of about USD 13.6 million. Greece imported HS 200599 product in 2019 mainly from Bulgaria (33.9% of total import of HS 200599), followed by Turkey, China, Germany and Spain. These countries together accounted for about 80% of Greece's imports of HS 200599.

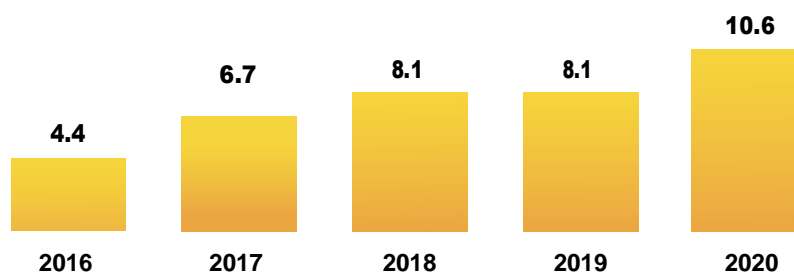
### 4. Dynamics of HS 200599 import in Greece, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

In recent years, export of HS 200599 product from Armenia shows an increasing dynamic. It is also observed, that during the same period, HS 200599 exports from Armenia more than doubled. The highest volume of HS 200599 product export from Armenia was recorded in 2020, with a total value of about USD 10.6 million. Armenia exported HS 200599 product in 2019 mainly to the Russian Federation (80.6% of total export of HS 200599), followed by USA, Georgia, Poland and Belgium. These countries together accounted for about 95% of Armenia's export of HS 200599.

### 5. Dynamics of HS 200599 export from Armenia, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

The average import price of HS 200599 in Greece, was USD 1.68, per unit net weight, in 2019. Armenia exported HS 200599 on average by USD 1.13, per unit of net weight, in 2019.

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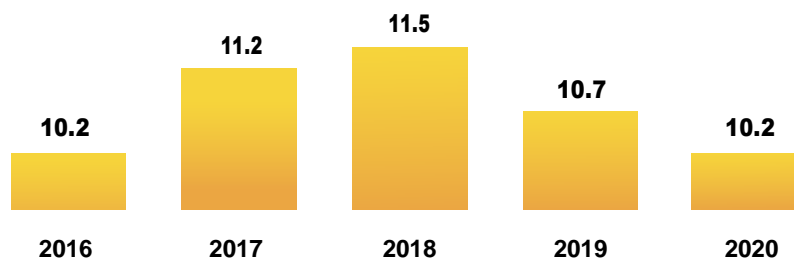
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## Opportunities for exporting jams, fruit jellies, marmalades purees and pastes from Armenia to Greece (HS 200799)

In the observed period, import of “Jams, fruit jellies, marmalades, purees and pastes; of fruit or nuts n.e.c. in heading no. 2007, cooked preparations (excluding homogenized), whether or not containing added sugar or other sweetening matter” (HS 200799 product group) to Greece recorded growth until 2018, after which it experienced some decline. The highest volume of HS 200799 product import in Greece, during last years was recorded in 2018, with a total value of about USD 11.5 million. In 2019 and 2020, the import of HS 200799 experienced some decline, amounting to USD 10.7 million and USD 10.2 million, respectively. Greece imported HS 200799 product in 2019 mainly from France (33.5% of total import of HS 200799), followed by Germany, Turkey, Italy and United Kingdom. These countries together accounted for about 80% of Greece’s imports of HS 200799.

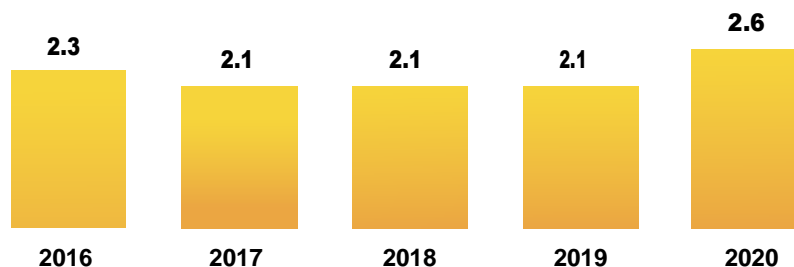
### 6. Dynamics of HS 200799 import in Greece, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

In recent years, export of HS 200799 product group from Armenia has increasing dynamics and is relatively stable.

### 7. Dynamics of HS 200799 export from Armenia, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

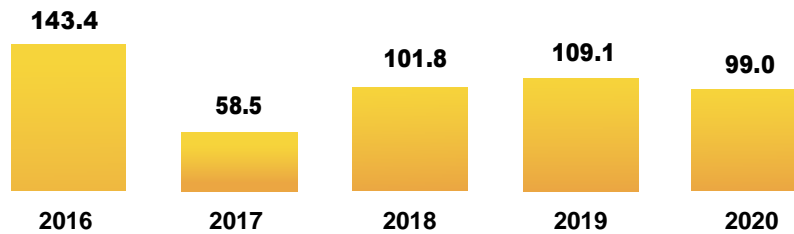
The average import price of HS 200799 in Greece, was USD 2.8, per unit of net weight, in 2019. Armenia exported HS 200799 on average by USD 0.99, per unit of net weight, in 2019.

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## Opportunities for exporting coffee from Armenia to Greece (HS090111)

In recent years, import of “Coffee; not roasted or decaffeinated” (HS 090111 product group) to Greece remained relatively stable. The highest volume of HS 090111 product import in Greece, during last years was recorded in 2016 and 2019, with a total value of about USD 143.4 million and USD 109.1 million, respectively. Greece imported HS 090111 product in 2019 mainly from Brazil (50.9% of total import of HS 090111), followed by Cyprus, India, Viet Nam and Colombia. These countries together accounted for about 75% of Greece’s imports of HS 090111.

### 8. Dynamics of HS 090111 import in Greece, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

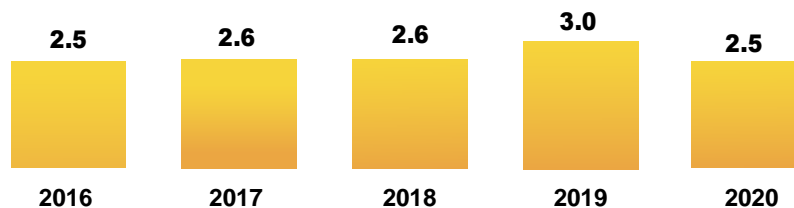
In the observed period, export of “Coffee; not roasted or decaffeinated” (HS 090111 product group) from Armenia generally has an increasing dynamic. It is also observed, that during the same period, HS 090111 exports from Armenia increased by several times. The highest volume of HS 090111 product export from Armenia was recorded in 2020, with a total value of about USD 0.4 million. Armenia exported HS 090111 product in 2019 only to Russian Federation.

The average import price of HS 090111 in Greece, was USD 2.84, per unit of net weight, in 2019. Armenia exported HS 090111 on average by USD 1.32 per unit of net weight, in 2019.

## Opportunities for exporting dried apricots from Armenia to Greece (HS081310)

In recent years, import of “Fruit, edible; apricots, dried” (HS 081310 product group) to Greece remained relatively stable. The highest volume of HS 081310 product import in Greece, during last years was recorded in 2019, with a total value of about USD 3.0 million, after which, export levels returned to the previous levels. Greece imported HS 081310 product in 2019 predominantly from Turkey (91.4% of total import of HS 081310), followed by Serbia, United Kingdom, France and Spain. These countries together accounted for about 98% of Greece’s imports of HS 081310.

### 9. Dynamics of HS 081310 import in Greece, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

In the observed period, export of “Fruit, edible; apricots, dried” (HS 081310 product group) from Armenia generally has an increasing dynamic, with slight declines only in 2020. The highest volume of HS 081310 product export from Armenia was recorded in 2019, with a total value of about USD 0.2 million. The average import price of HS 081310 in Greece, was USD 3.30, per unit net weight, in 2019. Armenia exported HS 081310 on average by USD 4.13, per unit of net weight, in 2019.

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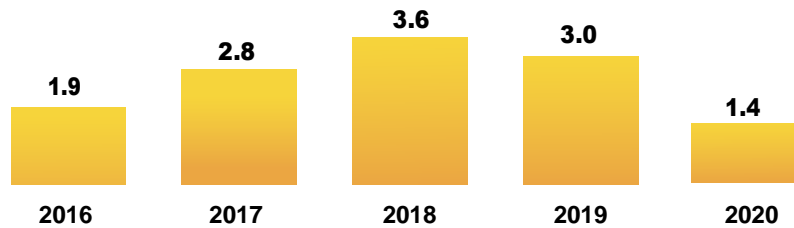
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## Opportunities for exporting spirits obtained by distilling grape wine of grape marc from Armenia to Greece (HS220820)

During the last 5 years, the import of HS 220820 product to Greece has almost doubled, then started to decrease. The highest volume of HS 220820 product import in Greece, during last years was recorded in 2018, with a total value of about USD 3.6 million. In 2019 and 2020, the import of HS 220820 experienced a steady decline, amounting to USD 3.0 million and USD 1.4 million, respectively. Greece imported HS 220820 product in 2019 mainly from Italy (49.7% of total import of HS 220820), followed by France, Spain, the Netherlands and Bulgaria.

### 10. Dynamics of HS 220820 import in Greece, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

HS 220820 product is one of the most exportable products from Armenia, and by its value, it is the leading exportable product among all agriculture and related commodities. The highest volume of HS 220820 product export from Armenia was recorded in 2019, with a value of about USD 243.7 million. Armenia exported HS 220820 product in 2019 mainly to the Russian Federation (83.1% of total export of HS 220820), followed by Ukraine, Belarus, Kazakhstan and USA. These countries together accounted for about 94% of Armenia's export of HS 220820. Moreover, Armenia has an export experience of HS 220820 with Greece, Romania and Moldova.

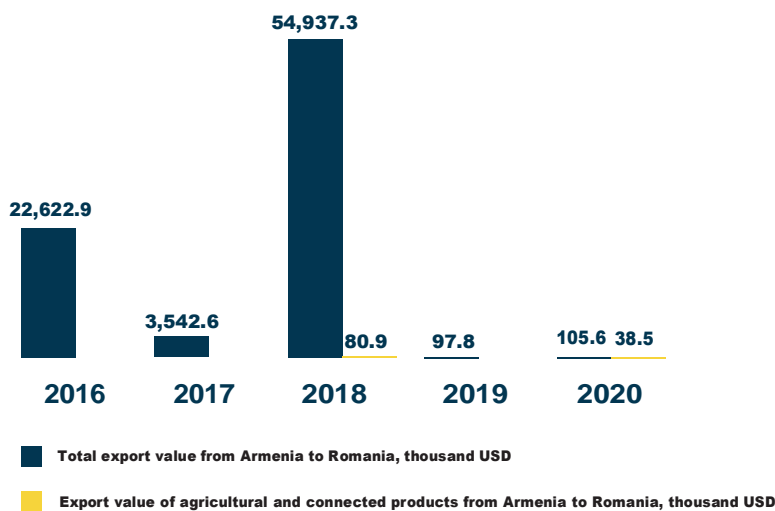
The average import price of HS 220820 in Greece, was USD 3.17, per unit net weight, in 2019. Armenia exported HS 220820 on average by USD 2.75 per unit of net weight, in 2019.

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# Export of goods from Armenia to Romania

In 2018, agricultural and connected products worth USD 80.9 thousand were exported from Armenia to Romania. Although, no exports of agricultural and connected products from Armenia to Romania were recorded in 2019. In 2020, export of USD 38.5 thousand agricultural and connected products was recorded, which accounted for about 36.5% of total exports from Armenia to Romania in 2020. Agricultural and connected products exported from Armenia to Romania mainly include spirits obtained by distilling grape wine or grape marc (HS 220820), fresh grapes (HS 080610), chocolate and other food preparations containing cocoa (HS 180690), spirits, liqueurs and other spirituous beverages (HS 220890), whiskies (HS 220830), nuts (HS 200899), vegetable preparations (HS 200599), etc.

## 11. Total export value and export value of agricultural and connected products from Armenia to Romania (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Table below summarizes agricultural and connected products, that have opportunities for exporting from Armenia to Romania. These products have been selected considering the results of conducted analysis.

ROMANIA	
HS 220210	Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured
HS 220820	Spirits obtained by distilling grape wine or grape marc
HS 180690	Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18
HS 070993	Vegetables; pumpkins, squash and gourds (Cucurbita spp.), fresh or chilled
HS 070410	Vegetables, brassica; cauliflowers and headed broccoli, fresh or chilled
HS 070951	Vegetables; mushrooms of the genus Agaricus, fresh or chilled
HS 081320	Fruit, edible; prunes, dried

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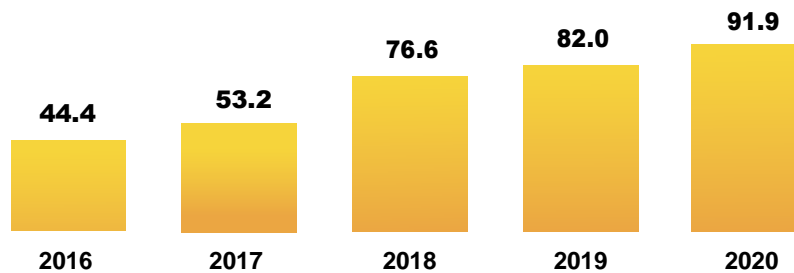


## Opportunities for exporting water (including mineral and aerated) (HS 220210)

HS 220210 product group import to Romania have been growing steadily in the past few years. Moreover, imports have more than doubled in the observed period. During the last five years, the highest value of HS 220210 import in Romania was recorded in 2020, with a total value of about USD 91.9 million.

Greece imported HS 220210 product in 2019 mainly from Romania (26.1% of total import of HS 220210), followed by Austria, Serbia, Hungary and Italy. These countries together accounted for about 80% of Greece's imports of HS 220210.

### 12. Dynamics of HS 220210 import in Romania, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

It was already mentioned that HS 220210 product group is one of the most exportable products from Armenia and during the last 5 years, the highest value of HS 220210 product export from Armenia was recorded in 2019, with a total value of about USD 1.3 million. The average import price of HS 220210 in Romania, was USD 0.80, per unit net weight, in 2019. Armenia exported HS 220210 on average by USD 0.45, per unit of net weight, in 2019.

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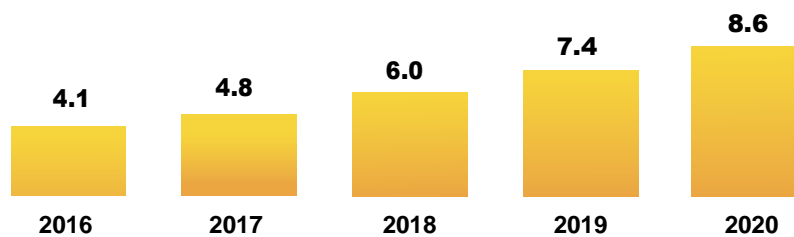
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## Opportunities for exporting spirits obtained by distilling grape wine of grape marc from Armenia to Romania (HS220820)

“Spirits obtained by distilling grape wine or grape marc” (HS 220820 product group) imports in Romania have been growing steadily in the past few years. Moreover, imports have more than doubled in the observed period. The highest volume of HS 220820 import in Romania, during last years, was recorded in 2020, with a total value of about USD 8.6 million. Romania imported HS 220820 in 2019 mainly from France (47.4% of total import of HS 220820), followed by Germany, Netherlands, Spain and Italy. These countries together accounted for 91% of Romania’s imports of HS 220820.

### 13. Dynamics of HS 220820 import in Romania, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

As mentioned previously, “spirits obtained by distilling grape wine or grape marc” (HS 220820 product group) is one of the most exportable products from Armenia, and by its value, it is the leading exportable product among all agriculture and related commodities.

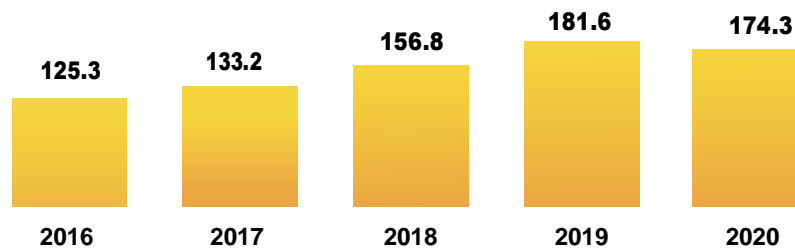
The average import price of HS 220820 in Romania, was USD 10.14, per unit net weight, in 2019. Armenia exported HS 220820 on average by USD 2.75, per unit of net weight, in 2019.

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## Opportunities for exporting chocolate from Armenia to Romania (HS180690)

“Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18” (HS 180690 product group) imports in Romania have been mainly increased in the past few years, with small decline in 2020. Overall, in the observed period, HS 180690 import in Romania increased by about 40%. Romania imported HS 180690 in 2019 mainly from Germany (33.0% of total import of HS 180690), followed by Poland, Italy, Belgium and Ukraine. These countries together accounted for 81% of Romania’s import of HS 180690.

### 14. Dynamics of HS 180690 import in Romania, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

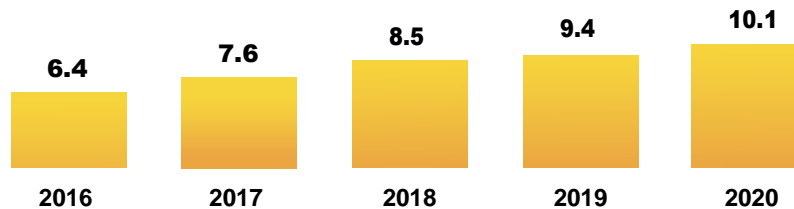
In the observed period, the export of “Chocolate and other food preparations containing cocoa; n.e.c. in chapter 18” (HS 180690 product group) from Armenia generally had an increasing dynamic, with slight declines in 2020. Although, export value of HS 180690 from Armenia increased by about 4 times, during last years. The highest volume of HS 180690 product export from Armenia was recorded in 2019, with a value of about USD 17.9 million. Armenia exported HS 180690 in 2019 mainly to Russian Federation (71.0% of total export of HS 180690), followed by Georgia, Ukraine, Latvia and Viet Nam. Moreover, Armenia has export experience of HS 180690 with Greece, Romania and Moldova.

The average import price of HS 180690 in Romania, was USD 4.76, per unit net weight, in 2019. Armenia exported HS 180690 on average by USD 4.01, per unit of net weight, in 2019.

## Opportunities for exporting pumpkins, squash and guards from Armenia to Romania (HS 070993)

In the observed period, HS 070993 import in Romania increased by about 60%. Romania imported HS 070993 in 2019 mainly from Turkey (63.7% of total import of HS 070993), followed by Germany, Spain, Netherlands and Bulgaria. These countries together accounted for 93% of Romania's import of HS 070993.

### 15. Dynamics of HS 070993 import in Romania, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

For the 2016-2020 period the export of “Vegetables; pumpkins, squash and gourds (*Cucurbita* spp.), fresh or chilled” (HS 070993 product group) from Armenia generally experienced slight fluctuations, with some declines in 2018 and 2020. The highest volume of HS 070993 product export from Armenia was recorded in 2017, with a value of about USD 0.5 million. Armenia exported HS 070993 in 2019 only to Russian Federation.

The average import price of HS 070993 in Romania, was USD 1.02 per unit net weight, in 2019. Armenia exported HS 070993 on average by USD 1.28, per unit of net weight, in 2019.



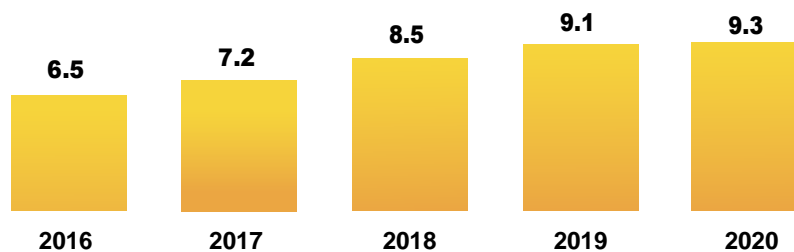
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## Opportunities for exporting cauliflowers and headed broccoli from Armenia to Romania (HS 070410)

“Vegetables, brassica; cauliflowers and headed broccoli, fresh or chilled” (HS 070410 product group) imports in Romania have been steadily increased in the past few years. Overall, in the observed period, HS 070410 import in Romania increased by about 44%.

### 16. Dynamics of HS 070410 import in Romania, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Romania imported HS 070410 in 2019 mainly from Germany (29.9% of total import of HS 070410), followed by Italy, Spain, Netherlands and Poland. These countries together accounted for about 77% of Romania's import of HS 070410.

In the observed period, the export of “Vegetables, brassica; cauliflowers and headed broccoli, fresh or chilled” (HS 070410 product group) from Armenia has sharply increased. The highest value of HS 070410 export from Armenia was recorded in 2020, with a value of about USD 1.1 million. Armenia exported HS 070410 in 2019 only to Russian Federation.

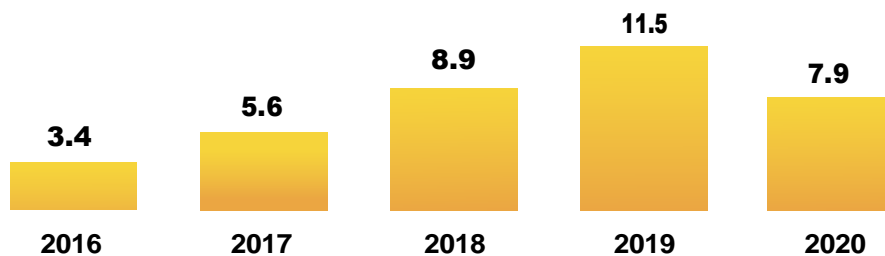
The average import price of HS 070410 in Romania, was USD 1.19, per unit net weight, in 2019. Armenia exported HS 070410 on average by USD 0.99, per unit of net weight, in 2019.

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## Opportunities for exporting mushrooms from Armenia to Romania (HS 070951)

“Vegetables; mushrooms of the genus *Agaricus*, fresh or chilled” (HS 070951 product group) imports in Romania have been steadily increased in the past few years, and experienced slight decline in 2020. Overall, in the observed period, HS 070951 import in Romania increased by more than two times.

### 17. Dynamics of HS 070951 import in Romania, in million USD (2016-2020)



Romania imported HS 070951 in 2019 mainly from Poland (86.9% of total import of HS 070951), followed by Germany, Hungary, Italy and Netherlands. These countries together accounted for about 98% of Romania’s import of HS 070951.

In the observed period, the export of “Vegetables; mushrooms of the genus *Agaricus*, fresh or chilled” (HS 070951) product group from Armenia had increasing trends up to 2019, but export of this product has experienced a sharp decline in 2020. Overall, this dynamic shows, that HS 070951 has huge export potential.

The highest value of HS 070951 export from Armenia was recorded in 2019, with a value of about USD 2.9 million. Armenia exported HS 070951 in 2019 predominantly to Russian Federation (75.1% of total export of HS 070951) followed by United Arab Emirates and Georgia.

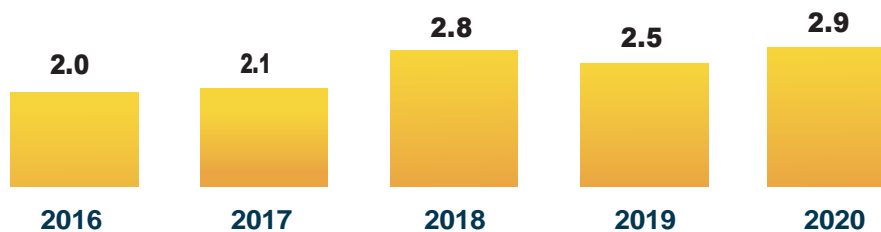
The average import price of HS 070951 in Romania, was USD 1.73, per unit net weight, in 2019. Armenia exported HS 070951 on average by USD 1.98, per unit of net weight, in 2019.



## Opportunities for exporting dried prunes from Armenia to Romania (HS 081320)

In recent years, import of “Fruit, edible; prunes, dried” (HS 081320 product group) to Romania has grown steadily. Overall, in the observed period, HS 081320 import in Romania increased by about 44%.

### 18. Dynamics of HS 081320 import in Romania, in million USD (2016-2020)



Romania imported HS 081320 product in 2019 from Republic of Moldova (59.9% of total import of HS 081320), followed by Poland, Serbia, Czechia and Argentina. These countries together accounted for about 92% of Romania’s imports of HS 081320.

In the observed period, export of HS 081320 product group from Armenia has grown sharply. Meantime, during the same period, HS 081320 exports from Armenia increased by more than 16 times. The highest volume of HS 081320 export from Armenia was recorded in 2020, with a total value of about USD 0.4 million. Armenia exported HS 081320 in 2019 predominantly to Russian Federation (91.2% of total export of HS 081320), followed by France, USA, Belarus and Ukraine. These countries together accounted for about 98.5% of Armenia’s export of HS 081320.

The average import price of HS 081320 in Romania, was USD 1.66, per unit net weight, in 2019. Armenia exported HS 081320 on average by USD 4.15, per unit of net weight, in 2019.

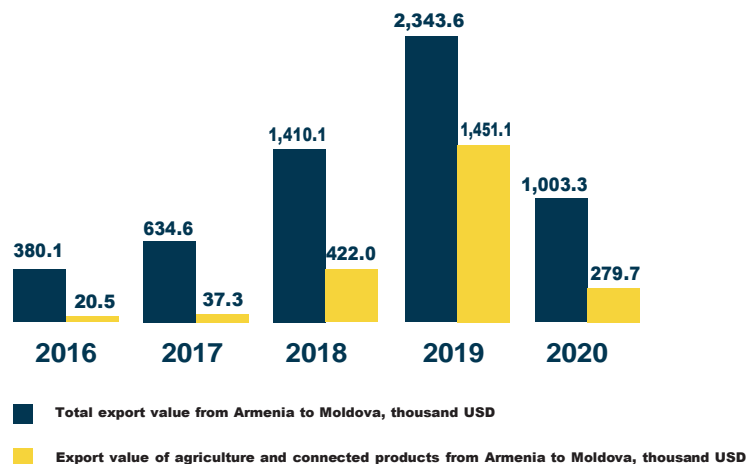
## Export of goods from Armenia to Moldova

Products exported from Armenia to Romania mainly include spirits obtained by distilling grape wine or grape marc (HS 220820), medicaments (HS 300450), wood (casks, barrels, vats, tubs, etc.) (HS 441600), chocolate and other food preparations containing cocoa (HS 180690), glasses (HS 701090), vermouth and other wine of fresh grapes (HS 220510), vaccines for veterinary medicine (HS 300230), jewelry (HS 711319), etc. Exports of agricultural products from Armenia to Moldova in 2019 amounted to about 62% of total exports and in 2020 about 30%.

In 2019, agricultural and connected products worth USD 1.45 million were exported from Armenia to Moldova. Although, in 2020, export of USD 1 million in agricultural and connected products were recorded.

Agricultural and connected products exported from Armenia to Moldova mainly include spirits obtained by distilling grape wine or grape marc (HS 220820), chocolate and other food preparations containing cocoa (HS 180690), food preparations (HS 210690), wine (HS 220421), vermouth and other wine of fresh grapes (HS 220510), vodka (HS 220860), nuts (HS 200899), jams (fruit jellies, marmalades, purees and pastes) (HS 200799), cherries (HS 200860), etc.

### 19. Total export value and export value of agricultural and connected products from Armenia to Moldova (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Table below summarizes agricultural and connected products, that have opportunities for exporting from Armenia to Moldova. These products have been selected considering the results of conducted analysis.

MOLDOVA	
HS 220820	Spirits obtained by distilling grape wine or grape marc
HS 220210	Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavored
HS 220300	Beer; made from malt
HS 210390	Sauces and preparations therefor; mixed condiments and mixed seasonings
HS 160100	Meat preparations; sausages and similar products, of meat, meat offal or blood, and food preparations based on these products

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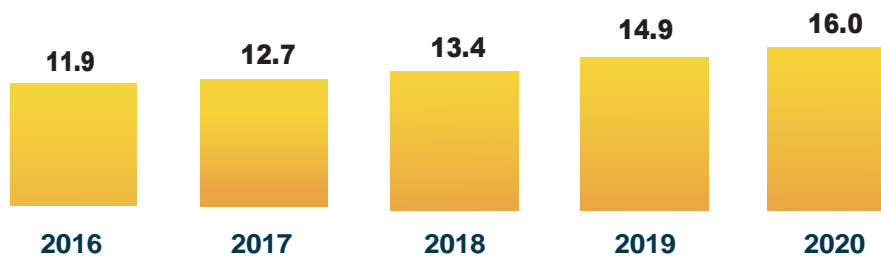
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## Opportunities for exporting water (including mineral and aerated) from Armenia to Moldova (HS 220210)

**“Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured” (HS 220210 product group) imports in Moldova have been growing steadily in the past few years. Overall, in the observed period, HS 220210 import in Romania increased by about 35%.**

### 20. Dynamics of HS 220210 import in Moldova, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

**Moldova imported HS 220210 in 2019 mainly from Ukraine (68.3% of total export of HS 220210), followed by Romania, Austria, Russian Federation and Poland. These countries together accounted for about 96% of Moldova’s imports of HS 220210.**

**As it was mentioned previously “Waters; including mineral and aerated, containing added sugar or other sweetening matter or flavoured” (HS 220210 product group) is one of the most exportable products from Armenia and Armenia exported HS 220210 product in 2019 mainly to Russian Federation (49.4% of total export of HS 220210), followed by USA, Georgia, Belgium and France.**

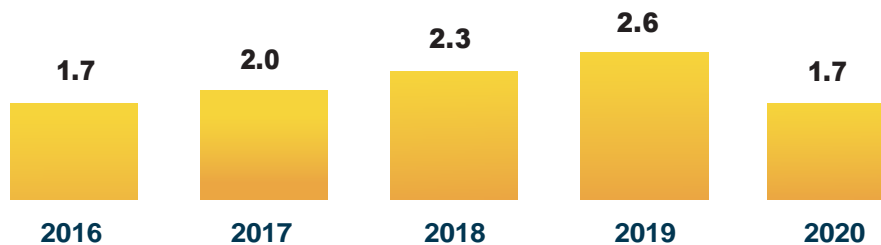
**The average import price of HS 220210 in Moldova, was USD 0.34, per unit net weight, in 2019. Armenia exported HS 220210 on average by USD 0.45, per unit of net weight, in 2019.**

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## Opportunities for exporting spirits obtained by distilling grape wine or grape marc from Armenia to Moldova (HS 220820).

“Spirits obtained by distilling grape wine or grape marc” (HS 220820 product group) imports in Moldova have been growing steadily in the past few years, with some decline in 2020.

### 21. Dynamics of HS 220820 import in Moldova, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Moldova imported HS 220820 in 2019 mainly from France (79.5% of total import of HS 220820), followed by Greece, Italy, Ukraine and Armenia. These countries together accounted for about 97% of Romania's imports of HS 220820.

The average import price of HS 220820 in Moldova, was USD 9.56, per unit net weight, in 2019. Considering the average import prices (per unit of net weight) of major importing partner countries, the highest per unit import price in the border of Moldova was recorded when importing from France USD 11.92, per unit of net weight.

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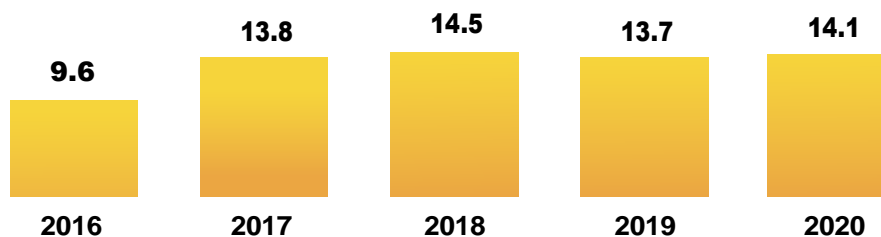
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## Opportunities for exporting beer from Armenia to Moldova (HS 220300).

**“Beer; made from malt” (HS 220300 product group) imports in Moldova generally has an increasing dynamic, in the past few years. Overall, in the observed period, HS 220300 import in Moldova increased by about 47%. The highest volume of HS 220300 import in Moldova, during last years, was recorded in 2018 and 2020, with a total value of USD 14.5 million and USD 14.1 million, respectively.**

### 22. Dynamics of HS 220300 import in Moldova, in million USD (2016-2020)



*Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)*

**Moldova imported HS 220300 in 2019 mainly from Ukraine (43.2% of total import of HS 220300), followed by Romania, Belgium, Russian Federation and Germany. These countries together accounted for 85% of Moldova’s import of HS 220300.**

**In the observed period, the export of “Beer; made from malt” (HS 220300 product group) from Armenia generally experienced decline. Although, analysis shows that export of HS 220300 from Armenia has great potential. The highest volume of HS 220300 export from Armenia, during last years, was recorded in 2017, with a total value of about USD 1.5 million.**

**Armenia exported HS 220300 product in 2019 mainly to Russian Federation (69.2% of total export of HS 220300), followed by USA, France, Poland and China. These countries together accounted for about 92% of Armenia’s export of HS 220300.**

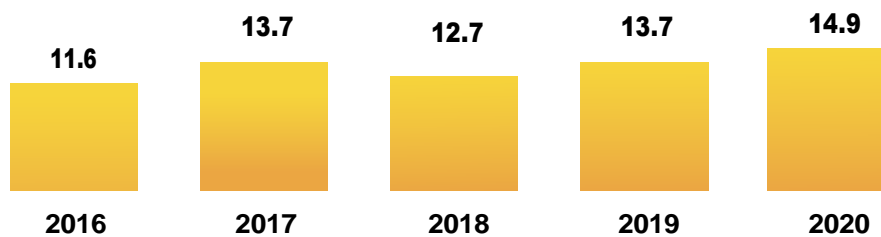
**The average import price of HS 220300 in Moldova, was USD 0.48, per unit net weight, in 2019. Armenia exported HS 220300 on average by USD 0.51, per unit of net weight, in 2019.**

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## Opportunities for exporting sauces and preparations (mixed condiments and seasonings) from Armenia to Moldova (HS 210390).

“Sauces and preparations therefor; mixed condiments and mixed seasonings” (HS 210390 product group) imports in Moldova have grown steadily in the past few years. Overall, in the observed period, HS 210390 import in Moldova increased by about 29%. The highest volume of HS 210390 import in Moldova, during last years, was recorded in 2020, with a total value of about USD 14.9 million.

### 23. Dynamics of HS 210390 import in Moldova, million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Moldova imported HS 210390 in 2019 mainly from Russian Federation (51.1% of total import of HS 210390), followed by Ukraine, Germany, Romania and Poland. These countries together accounted for about 90% of Moldova’s import of HS 210390.

In the observed period, the export of “Sauces and preparations therefor; mixed condiments and mixed seasonings” (HS 210390 product group) from Armenia has significantly increased. Meanwhile, export value of HS 210390 from Armenia has almost doubled, during last years. The highest volume of HS 210390 export from Armenia, during last years, was recorded in 2020, with a total value of USD 1.2 million.

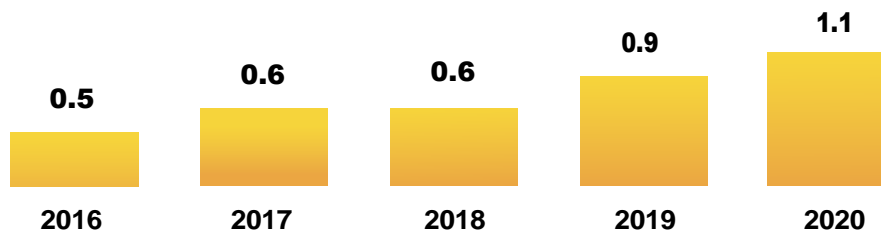
Armenia exported HS 210390 in 2019 mainly to Russian Federation (81.6% of total export of HS 210390), followed by USA, Belgium, Georgia and Israel. These countries together accounted for about 96% of Armenia’s export of HS 210390.

The average import price of HS 210390 in Moldova, was USD 1.56, per unit net weight, in 2019. Armenia exported HS 210390 on average by USD 1.34, per unit of net weight, in 2019.

## Opportunities for exporting meat preparations from Armenia to Moldova (HS 160100).

“Meat preparations; sausages and similar products, of meat, meat offal or blood, and food preparations based on these products” (HS 160100 product group) imports in Moldova have grown sharply in the past few years. Overall, in the observed period, HS 160100 import in Moldova increased by about 3 times. The highest volume of HS 160100 import in Moldova, during last years, was recorded in 2020, with a total value of USD 1.1 million.

### 24. Dynamics of HS 160100 import in Moldova, in million USD (2016-2020)



Source: United Nations Commodity Trade Database, [www.comtrade.un.org](http://www.comtrade.un.org)

Moldova imported HS 160100 in 2019 mainly from Italy (58.1% of total import of HS 160100), followed by Spain, Romania, Germany and France. These countries together accounted for about 99.5% of Moldova’s import of HS 160100.

In the observed period, the export of “Meat preparations; sausages and similar products, of meat, meat offal or blood, and food preparations based on these products” (HS 160100 product group) from Armenia has sharply increased. Meanwhile, export value of HS 160100 from Armenia has almost tripled, during last years. The highest volume of HS 160100 export from Armenia, during last years, was recorded in 2020, with a total value of USD 2.7 million.

Armenia exported HS 160100 in 2019 mainly to Georgia (65.3% of total export of HS 160100), followed by Russian Federation, Kyrgyzstan, Kazakhstan and United Arab Emirates. These countries together accounted for about 98% of Armenia’s export of HS 160100.

The average import price of HS 160100 in Moldova, was USD 9.00, per unit net weight, in 2019. Armenia exported HS 160100 on average by USD 4.38, per unit of net weight, in 2019.

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## IMPORT REGULATIONS IN EU

### Greece and Romania

	220820	090111	200599	200799	081310	220210	070410	070951	081320
ERGA OMNES (ERGA OMNES 1011)				22.40 %	5.6%				
GSP+ (incentive arrangement for sustainable development and good governance) (GSP+ 2027)				0%	0%	0 %	0%	0%	0%
Third country duty (01-07-2000-)	0%	0%	6.40 %			9.60 %	13.60 % MIN 1.60 EUR / 100 kg	12.80 %	9.60 %
Supplementary unit (01-01-2008 - )	I alc. 100%	0%							
<p><b>VAT rates</b></p> <ul style="list-style-type: none"> <li>• Standard: 24%</li> <li>• Reduced: 13% <ul style="list-style-type: none"> <li>• Some foodstuffs; certain take away food; some cut flowers and plants for food production; some non-alcoholic beverages; water supplies; some pharmaceutical products; some medical equipment for disabled persons; some agricultural supplies; domestic care services; hotel accommodation (bed and breakfast); certain social services; restaurant and catering (other than entertainment centres); services for boarding schools; structures for disabled persons; structures providing accommodation for mentally disabled persons, people with mental disorders and drug users</li> </ul> </li> <li>• Reduced: 6% <ul style="list-style-type: none"> <li>• Some pharmaceutical products; some books (excluding e-books); some newspapers and periodicals; certain theatre and concert admissions; supply of electricity, gas and district heating</li> </ul> </li> <li>• Zero: 0% <ul style="list-style-type: none"> <li>• Intra-community and international air and sea transport</li> </ul> </li> </ul>									
<ul style="list-style-type: none"> <li>• Excise Duties on Beer in European Union (EU) Member States, as of January 2020* <ul style="list-style-type: none"> <li>• Greece EURO 0.21</li> <li>• Romania EURO 0.03</li> </ul> </li> <li>• Excise Duties on Wine in European Union (EU) Member States, as of January 2020 <ul style="list-style-type: none"> <li>• Greece -</li> <li>• Romania -</li> </ul> </li> </ul>									

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## Import regulations in Moldova

Product HS Cod	220820	220210	220300	210390	160100
Customs duty	0%	0%	0%	0%	0%
Excises	109,55 (Moldovan leu)		2,76		
Exemption excise					
VAT	20%	20%	20%	20%	20%
Exemption TVA	For goods with a customs value from 100 to 1000 euros, the duty for customs procedures is 4 euros, and for goods with a customs value of over 1000 euros, the amount of duty is 0.4% of the customs value of the goods, but not more than 1800 euros.				

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