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## Lithuania

### Exporter Guide

### Baltic States - Lithuania, Estonia, Latvia

**2007**

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**Report Highlights:**

Exporters who are interested in the Lithuanian, Estonian or Latvian markets should consider both the opportunities in this \$159 million dollar export market, as well as the challenges that a U.S. exporter faces in light of EU membership. The Baltic States' retail and HRI sectors present opportunities for U.S. exporters of high value products. In addition, the region's expanding food processing sector also provides opportunities for U.S. suppliers of a wide variety of inputs.

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**Section I: Market Overview****Current economic conditions**

The Baltic States have developed rapidly since their independence from the Soviet Union in 1994 with the development of modern banking and finance, and free markets for real estate and business services. The retail and wholesale trade also grew rapidly in the region. The privatization of small and medium state-owned companies and a liberal law regarding the establishment of new firms encouraged the development of the private business sector. In addition all three Baltic States became members of the European Union in May of 2004, which opened up a wide range of trade and export opportunities. EU membership also provides all three Baltic States with substantial financial assistance that is assisting in further modernization and growth. Approximately one-third of the EU budget is spent on developing environmental, transport, tourism, medical, and IT infrastructure in less developed areas of the 27 member states. The Baltic States are expected to receive several billion dollars from the EU in structural and other funds for implementation of a variety of infrastructure projects, which could attract further foreign investment to the region.

Rapid development of the Baltic Region economy is partly due to a number of international (mainly Scandinavian and German) companies relocating their operations to the region and international interest in usage of regional ports (Klaipeda in Lithuania, Tallin in Estonia, Ventspils and Riga in Latvia). Poultry shipments from the United States also transit these ports for transshipments send to countries further East.

The average annual GDP growth rate in the region in 2006 was 10 percent and some of the leading international financial institutions and rating agencies express concerns about inflationary pressures in the booming economies in the region in future years.

<b>Information for the Baltic States Region – 2006*</b>			
<b>Country</b>	<b>Estonia</b>	<b>Latvia</b>	<b>Lithuania</b>
Population	1.3 mln	2.2 mln	3.5 mln
GDP in USD	13.89 billion (est.)	16.5 billion (est.)	30.2 billion (est.)
GDP Growth	9.8%	11.90%	7.50%
GDP Per Capita	\$9,936	\$8,550	\$8,899
Inflation	4.40%	7.00%	3.80%
Unemployment	4.50%	6.50%	3.70%

\*Source: National Statistical Offices of Estonia, Latvia and Lithuania, Data from Ministries of Economy

**Lithuania**

**Economic Situation:** Lithuania's per capita income is estimated at \$8,899. Gross domestic product growth in 2006 was 7.4 percent. Strong domestic consumption and exports, particularly to other EU markets, were important drivers behind this growth. Foreign direct investment reached \$11 billion in 2006. The United States is Lithuania's eleventh largest investor with total investments amounting to \$257 million in 2006. Unemployment remains a moderate level of 5.7 percent.

**Trade Situation:** Lithuania is a net exporter of food products. Lithuania's major agricultural exports include prepared foodstuffs and products of animal origin (milk, dairy products incl. cheese), and fish and fish products. Major imports include fresh fruits (citrus fruits, bananas, grapes) and nuts (incl. almonds), non-alcoholic beverages and drinks, oil, meat, sugar and confectionary, coffee, tea and spices. In 2006 Lithuania's food exports amounted to \$1.9 billion, with over \$10 million products being exported to the United States. In 2006 Lithuania's food imports amounted to \$1.8 billion, with over \$115\* million products originating from the United States. Major U.S. agricultural exports to Lithuania include tree nuts, seafood (surimi), hardwood lumber and tobacco. It is important to note that poultry transshipments constitute as much as 43 percent of the U.S. agro-food exports to Lithuania. Lithuania's main trading partners are other EU member states, especially Germany, France, Italy, the UK. In the long run, U.S. high quality, consumer-ready products could benefit from rising local incomes, increased dining out and ongoing modernization of the hotel, restaurant and retail food sectors. The challenges of marketing food products in any EU country are significant, however, and Lithuania is no exception.

\* U.S. Customs Statistics (\$51.3 million in destination data, difference is transshipments)

**Agricultural Situation:** Lithuania's agricultural land amounts to 3.96 mln ha. Agriculture accounts for about 16 percent of the employment with over 76 thousand farmers. Average farm size is almost 25 acres (10 ha) compared to the U.S. average of 180 hectares (440 acres). Agriculture generates about 6 percent of GDP. Lithuania's major crops are barley, wheat, potatoes, rye and rapeseed. Livestock consists mainly of hogs, dairy cattle and poultry.

EU accession in May 2004 began a new era for Lithuanian agriculture, primarily in the form of direct payments and rural development program funds. The EU Support Plan for Rural Development 2007-2013 directs \$2.3 billion to Lithuania. EU funding has allowed local companies to modernize and improve their competitiveness in part by improving the quality and variety of their food products. EU membership is the engine behind Lithuania's trade growth with other EU member states as well as increased exports to the United States.

Accession is expected to eventually lead to farm consolidations and greater productivity from economies of scale. Food processing facilities will continue to modernize and agricultural trade with other EU members will continue to grow. But, the transition will not be easy. The government is committed to maintaining Lithuania's "rural heritage" and special emphasis is being placed on growth of organic production.

## Estonia

**Economic Situation:** Estonia's liberal economic policies and macroeconomic stability have fostered exceptionally strong growth and better living standards than those of most new EU member states. Estonia's per capita income is estimated at \$9,936. Gross domestic product growth in 2006 was 9.8 percent. According to the spring economic outlook presented by EU commissioner for economic and monetary affairs, the Estonia's economy will grow 8.7

percent in 2007 and the inflation will be 5.1 percent. In 2008, Estonian economy would grow 8.2 percent with inflation holding at about 5 percent.

**Trade Situation:** Estonia is a net importer, recording a trade deficit of \$3.8 billion in 2006. Estonia's exports increased 24 percent in 2006 from a year earlier, to a record \$9.5 billion. Estonia's main trading partners are other EU member states, especially Finland, Sweden, Latvia, and Germany. Russia and the United States are the major trade partners from outside of the EU. Overall, Estonia ran a trade deficit of \$3.6 billion with EU Member States in 2006. Estonia enjoyed a positive balance of trade with the United States. In 2006, imports from the United States totaled \$156 million, or 1.6 percent of total Estonian imports, while exports reached \$518 million.

Estonia is a net importer of food products. In 2006, agricultural imports worth \$978 million exceeded the value of exports, which amounted to \$696 million (excluding wood). Wood and wood product exports, which dominate Estonia's agricultural exports, totaled \$626 million in 2006. The most significant agricultural imports included beverages, meat products, fresh and preserved fruits and vegetables, coffee, tea, cotton and animal feed. In 2006, almost 90 percent of Estonian food imports were sourced in the EU. The EU accounted for 64 percent of Estonia's food and agricultural products exports, mainly dairy products and fish preparations.

Estonia's alignment with EU tariffs and regulations disadvantages U.S. agricultural exports. In 2006, U.S. agricultural exports to Estonia (including fish and forestry products) totaled \$15.7 million. Major U.S. exports are cotton, fish, dried fruit, nuts, wines, and liquors. U.S. imports of agricultural products and fish from Estonia totaled \$5.8 million in 2006, and included beverages, frozen fish and fish preparations. In addition, the United States imported Estonian wood products valued at \$23 million.

**Agricultural Situation:** In 2006, agriculture consisted of 3 percent of the GDP. Due its small size and relatively high latitude with a short growing season, Estonian agricultural production is small. Total area of arable land is 433,100 hectares. Total number of farm holdings is 27,750. Average farm size is 22 hectares (55 acres) compared to the U.S. average of 180 hectares (440 acres). Agriculture accounts for about 5 percent of employment. Winter wheat and rye are major crops along with potatoes, carrots, onions, apples, and berries. Cattle are raised for dairy and meat. As a result of EU accession and the implementation of CAP, Estonian farmers receive EU funding for area based direct payments and rural development programs.

## Latvia

**Economic situation:** Latvia is among the European countries with the most rapid growth rate. High domestic demand (private consumption and investments) combined with the ability of Latvian enterprises to find new export markets have led to this rapid growth over recent years. In 2006, GDP increased by 11.9 percent. Agriculture accounts for 4.4 percent of GDP. Direct foreign investment in Latvia totaled US\$7.6 billion and represented 29.8 percent of GDP at the end of 2006. Swedish and German investors accounted for the largest shares – 15 percent and 11 percent respectively. U.S. companies accounted for 6.9 percent (\$272 million), with investments primarily in real estate, transport and logistics. Major U.S. companies investing in Latvian agriculture, food and forest industries are Kellogg's, Coca-Cola and McDonalds.

**Trade Situation:** Latvia's Baltic Sea ports are vital for economic development. Latvia has the fastest foreign trade growth of the Baltic countries. Key Latvian exports include sawn timber and wood products, textiles, seafood and dairy products. Latvia's main trading partner is the EU, accounting for 71 percent of Latvia's exports and 76 percent of its imports. Latvian agricultural exports reached \$2.2 billion in 2006, accounting for about 36 percent of total Latvian exports, while agricultural imports totaled \$1.5 billion. The main Latvian export commodities are wood and wood products with 63 percent share in all agricultural exports in 2006 (\$1.4 billion). Processed food constitutes the next major category with 13 percent share in total exports (\$431 million, although the import of prepared food was 2.5 times higher). Exports of fish and seafood products are about \$157 million (and the U.S., after Russia and Estonia, is a leader in purchasing Latvian fish products which valued \$22 million in 2006). The value of exported grain was \$51 million, while exported in 2006 dairy products were valued \$126 million. The main products imported to Latvia are consumer oriented products (\$366 million), wine (\$133 million), meat products (\$106 million in 2006), fresh fruits (\$80 million), fruit and vegetable products (\$63 million - Poland and Lithuania being the biggest suppliers), and fresh vegetables (\$41 million).

**Agricultural Situation:** The land area under agricultural cultivation in Latvia amounts to about 2.52 million ha (39 percent of its total land area). Agricultural production in Latvia is conducted by a large number of small farms. The main products of Latvian agriculture are milk, meat, grains, sugar beets and vegetables. With the exception of sugar beets, however, agricultural production has dropped substantially following the end of the Soviet era in the early 1990's. As a result of EU accession and implementation of CAP, Latvia began receiving EU funding for direct payments at 25 percent of the level paid in the EU-15 states in 2004, with full 100 percent payment expected to be phased in by 2013.

#### **U.S. exporter opportunities**

Exporters who are interested in the Baltic State's market should consider both the opportunities given Baltic State's relatively large population of young, educated consumers, as well as the challenges that a U.S. exporter faces in light of the EU membership. In general, the population of the Baltic States views the United States positively and U.S. products are considered to be of high quality. In addition, a product that has been imported into the EU can be transported to the Baltic States without additional tariffs and without meeting many additional regulatory requirements aside from labeling. The Baltic States present opportunities for U.S. exporters of high value products, such as seafood, wine, dried fruits and nuts, grapefruit and wood products. Select opportunities also exist in food processing and catering industries, which are increasingly interested in importing processed fruits and vegetables, and baking ingredients such as baking mixes and fats. As these markets continues to develop, more sophisticated products such as energy drinks are also finding their place on the market. Most of the opportunities for U.S. products are in urban areas where consumers have larger disposable incomes and are interested in imported products. In summary, the Baltic States do provide advantages to exporters with the right product who are willing to invest in market research and product positioning, and who have located the right importer.

Entry of the Baltic States into the EU has resulted in lowered tariffs on some U.S. products, which has expanded market growth potential in some areas such as wines, grapefruit, and dried fruits and nuts. Other products are subject to new EU sanitary restrictions that prohibit their sale in Baltic States almost entirely, such as poultry and beef.

**Advantages and Challenges of the Baltic States Market for U.S. Exporters**

Advantages	Challenges
Rapidly developing consumer market of 7 million people.	U.S. products face high transportation costs as compared to many European competitors.
A strategic location offering re-export potential to The Russian Federation, Ukraine and the Balkans.	Complicated system of product registration in some cases delaying or even preventing the product from entering the Baltic States' market.
Transshipment from other EU countries of import now possible with Baltic's EU integration.	Baltic States' EU Accession puts United States products at a competitive disadvantage versus EU-27 duty-free EU internally traded products.
A very productive, young and skilled labor force therefore, good potential for finding trading partners and favorable conditions for establishing joint ventures.	Despite rising incomes, consumers in the Baltic States indicate that price is still the primary purchasing factor for food and beverage products in at least 75 percent or more of their retail food purchases.
Local consumers associate United States products with good quality.	Food recalls in the EU have had a negative impact on Baltic States consumers views of imported products, and GMO issues hamper imports of United States products.
Market niches exist in consumer ready food products - i.e. dried fruits, nuts, wines, and microwavable products.	Foreign investment in the Baltic States food processing industry results in local production of many high quality products that were previously imported.
Economic growth has been rising and the U.S. dollar's depreciation makes U.S. imports more affordable.	European exporters tend to offer credit term (30-90 days) payments; while many of the U.S. exporters require pre-payment.

**Section II. EXPORTER BUSINESS TIPS - Entering the Baltic Market, Customs and Terms**

The best way to understand the Baltic States market is to visit and speak to importers and distributors in order to prepare the best entry strategy for your product. Personal contact is considered very important when conducting business in the Baltic States. Most purchases are made after meeting an exporter or their representative in person. English is more and more common as the language of commerce, but it is important to check in advance to see if translation services are necessary. It is customary for business people in the Baltic States to shake hands upon meeting. An American businesswoman should not be surprised if the Baltic States businessman kisses her hand upon greeting or saying goodbye. Business cards are the norm in the Baltic States and are generally given to each person at a meeting; therefore U.S. visitors should bring plenty of business cards to a meeting, although cards printed in local languages of the Baltic States are not necessary. Business attire is formal, including a suit and tie for men and a suit or dress for women.

The concept that "time is money" should be left in the United States when developing relationships with potential importers in the Baltic States. Though the Baltic States businesses are also conscious of the bottom line, courtesy and non-business conversations are important prior to getting "down to business." In addition, if a Baltic States client visits you in the United States, some hospitality, such as a meal is considered appropriate, and you will be accorded similar treatment while visiting the Baltic States.

Advertising in the Baltic States is important for acceptance for new products. Television, though the most expensive venue, is the best of these mediums in the Baltic States with products advertised through television promotions showing the greatest sales growth of all advertised products. Billboards and in-store promotions are also proving very effective. Promotions on products, such as in-store sampling, have been shown to influence the purchases of 50 percent of adult customers in the Baltic States.

Many Baltic States importers expect terms -of-credit for 30 to 90 days for imports. These are considered standard and are offered by many exporters from competing countries.

Technical regulations including documentation, sanitary and phytosanitary requirements and labeling have changed since Baltic States' EU-27 accession. Most of the requirements were amended in order to reflect EU regulations. For detailed information on product import requirements please refer to USDA/FAS/Brussels Office's web site at:

<http://useu.usmission.gov/agri>

### **Section III. Market Sector Structure and Trends**

#### **Wholesale Sector**

The wholesale market has changed over the last several years and is marked by consolidation, an increase in the market power of large buyers, an increase of companies with national coverage, and closer linkages between wholesalers and retailers.

Baltic States' wholesale market has the following categories: international chains, national chains, regional chains, regional wholesalers, local wholesalers, and buying groups. The International chains, mostly Scandinavian are likely to dominate the markets in the future. The national chains operate branches in individual countries (Lithuania, Estonia, Latvia). The regional chains located in individual countries are territorial usually cover several provinces. Regional wholesalers have a strong presence in local markets and offer a wide range of products and greater service, and supply mainly smaller retailers. Local wholesalers are feeling the pressure of the larger firms in the industry so now primarily deal in cash and carry. Buying groups operate in several market segments and are increasing their integration with specific retailers.

#### **Retail Sector**

The distribution system for consumer ready food products, as with all other branches of the Baltic States economy, is still undergoing a rapid transformation. It should be noted that despite many obstacles including the high cost of credit, high store rents, and complaints of late payments by retailers, it remains one of the most dynamic and fastest growing areas of the Baltic economy. The retail sector in the Baltic States is very diversified. It ranges from small family operated stores, through medium sized stores to large distribution centers which can be easily compared with those found in the Scandinavian countries (RIMI chain operating in all three Baltic States).

#### **Food Processing Sector**

The food processing sector in many ways reflects the development of the Baltic States economy since the fall of communism. The sector is varied with both domestic and international companies represented on the market. There are also a number of small companies operating in the fruit, vegetable, meat processing, and baking sectors located

throughout Baltic States. The most important sectors of the food processing industry are dairy, confectionery, bakery, cereal, alcohol, sugar, fruits and vegetables, juices and non-alcoholic beverages production. The proportion of food industry products considered to be value-added is constantly increasing.

### **Hotel, Restaurant & Institutional Sector**

Population of the Baltic States continues to prefer to dine at home rather than in restaurants, but this concept is slowly changing especially among the younger segments of the population. Today the variety and sheer number of restaurants reflects the changing demographics in the Baltic States. In the past, primarily foreigners or government officials frequented restaurants and the majority of these restaurants were found in hotels.

With longer working hours, eating habits have also been altered and eating out is common. Italian, Chinese, Mexican, Indian and local restaurants can be found in almost every larger city. In addition, many of the international hotel chains such as the Radisson are present in the region. Sheraton is planning to open its first Latvian Hotel in Riga in 2010. Many local entrepreneurs are investing heavily in this sector as well.

Several of the larger domestic producers have set up separate distribution channels especially for this sector. While all the other sectors of the Baltic States food distribution are already very competitive, HRI still provides excellent opportunities for growth. An HRI-targeted promotion campaign may offer U.S. exporters good opportunities for sales to the Baltic States.

**Section IV. BEST HIGH-VALUE PRODUCT PROSPECTS**

Select high value product imports have recorded strong growth in recent years led by seafood products, nuts and dried fruits, and alcohol. FAS/Warsaw would recommend the following products as best prospects for the Baltic Region markets:

- Seafood (incl. surimi, salmon)
- Almonds (shelled)
- Wine
- Bourbon
- Grapefruit
- Prunes
- Pistachios
- Peanuts
- Sunflower seeds

**Section V. Key Contacts and Further Information**

One of the goals of the Foreign Agricultural Service (FAS) office in Warsaw is to assist in the market development and promotion of U.S. food and agricultural products in the Baltic States. There are a wide variety of ways in which to approach the Baltic States market and many key contacts such as importers, distributors, and retailers. Please contact FAS Warsaw if you would like additional information on the Baltic State's market if your company is interested in selling U.S. food and beverage products to Lithuania, Estonia and Latvia.

**Staff contacts for marketing:**

Jolanta Figurska, Marketing Specialist  
Office of Agricultural Affairs  
U.S. Embassy  
Al. Ujazdowskie 29/31  
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**E-mail inquires:** [agwarsaw@usda.gov](mailto:agwarsaw@usda.gov), [jolanta.figurska@usda.gov](mailto:jolanta.figurska@usda.gov)

**Web page:** <http://poland.usembassy.gov/poland/agric.html>

## Appendix 1. Statistics

**A. KEY TRADE & DEMOGRAPHIC INFORMATION** – Figures averaged when needed for all three Baltic Countries.

Agricultural Imports From All Countries (\$Mil)/U.S. Market Share (%) <sup>1</sup>	\$2.300 mln/2%
Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (%)	\$1.050 mln/1%
Edible Fishery Imports From All Countries (\$Mil)/U.S. Market Share (%)	\$170 mln/7%
Total Population (Millions)/Annual Growth Rate (%)	7 mln/-0.51%
Urban Population (Millions)/Annual Growth Rate (%)	4.1 mln/0.2%
Number of Major Metropolitan Areas <sup>2</sup>	2
Size of the Middle Class (Millions)/Growth Rate (%) <sup>3</sup>	0.7 mln/0.1%
Gross Domestic Product (current growth, 2006)	10%
Unemployment Rate (2006)	4.9%
Average Monthly Food Expenditures, USD	\$275
% of Employed Females <sup>4</sup>	47
Exchange Rate (US\$1, average 2006)	Lithuania – Litai 2.74 Estonia – Krooni 2.47 Latvia – Lati 0.55

<sup>1</sup>UN Statistics, data from 2004.

<sup>2</sup>Population in excess of 500,000.

<sup>3</sup>These are unofficial estimates due to the lack of reliable statistics.

<sup>4</sup>Percent of total number of women 18-59 years old.

**B. BALTIC CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS**

	Imports from the World			Imports from the U.S.			U.S. Market Share		
	2002	2003	2004*	2002	2003	2004*	2002	2003	2004*
<b>CONSUMER-ORIENTED AGRICULTURAL TOTAL</b>	1,046	1,390	1,050	20	30	13	2%	2%	1%
Snack Foods (Excl. Nuts)	77	106	93	1	1	1	0.07%	0.08%	0.03%
Breakfast Cereals & Pancake Mix	13	13	10	1	1	1	0.02%	0.07%	0.11%
Red Meats, Fresh/Chilled/Frozen	51	68	69	1	1	0	0.28%	0.12%	0%
Red Meats, Prepared/Preserved	20	22	14	1	0	0	0.14%	0%	0%
Poultry Meat	48	59	41	8	12	3	18%	20%	8%
Dairy Products (Excl. Cheese)	55	87	37	1	6	1	2%	6%	0.69%
Cheese	21	26	16	1	0	0	0.00%	0%	0%
Eggs & Products	5	9	6	0	1	1	0%	0.02%	0.03%
Fresh Fruit	127	169	130	1	1	1	0.04%	0.11%	0.08%
Fresh Vegetables	55	72	63	1	1	1	0.02%	0.02%	0.01%
Processed Fruit & Vegetables	86	119	86	1	1	1	1%	0.94%	0.80%
Fruit & Vegetable Juices	20	34	20	1	1	1	0.79%	0.42%	0.14%
Tree Nuts	14	17	17	3	4	4	22%	20%	21%
Wine & Beer	72	92	81	1	1	1	0.74%	0.94%	1%
Nursery Products & Cut Flowers	21	26	24	1	1	1	0.43%	0.48%	0.23%
Pet Foods (Dog & Cat Food)	22	30	21	1	1	1	3%	3%	0.50%
Other Consumer-Oriented Products	339	441	323	5	6	4	2%	1%	1%
<b>FISH &amp; SEAFOOD PRODUCTS</b>	168	168	165	15	19	11	9%	9%	7%
Salmon	26	26	17	1	1	1	0.11%	2%	2%
Crustaceans	6	6	7	1	1	0	0.04%	0.14%	0%
Groundfish & Flatfish	39	39	65	1	1	1	4%	1%	0.93%
Molluscs	1	1	2	1	1	1	0.14%	0.47%	0.07%
Other Fishery Products	95	95	74	13	18	10	14%	16%	13%
<b>AGRICULTURAL PRODUCTS TOTAL</b>	1,748	2,196	1,636	36	48	26	2%	2%	2%
<b>AGRICULTURAL, FISH &amp; FORESTRY TOTAL</b>	2,209	2,865	2,307	55	72	40	2%	3%	2%

Source: FAS' Global Agricultural Trade System using data from the UN Statistical Office

\* Year not available for Latvia

**C. TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS****Lithuania**

<b>CONSUMER-ORIENTED AGRICULTURAL IMPORTS (\$1000)</b>				<b>FISH &amp; SEAFOOD PRODUCTS (\$1000)</b>			
	2002	2003	2004		2002	2003	2004
<b>Poland</b>	103,352	135,471	135,706	<b>Iceland</b>	13,574	14,913	25,353
<b>Germany</b>	50,757	57,886	61,765	<b>Norway</b>	17,262	18,059	24,892
<b>Netherlands</b>	35,658	40,843	50,499	<b>United States</b>	10,471	17,670	22,650
<b>United States</b>	4,128	9,742	49,961	<b>Argentina</b>	3,075	7,816	11,746
<b>Estonia</b>	27,120	40,270	36,762	<b>United Kingdom</b>	5,585	16,003	10,839
<b>Russian Federation</b>	15,233	24,966	28,656	<b>Chile</b>	2,313	5,451	7,266
<b>Morocco</b>	10,398	11,559	16,830	<b>Uruguay</b>	410	3,980	6,811
<b>France</b>	11,334	13,659	16,785	<b>Estonia</b>	3,681	9,012	6,567
<b>Italy</b>	10,311	14,837	14,786	<b>Poland</b>	5,952	10,095	5,232
<b>Denmark</b>	10,917	14,605	14,734	<b>Denmark</b>	1,868	5,185	4,706
<b>Brazil</b>	5,164	6,389	13,276	<b>Canada</b>	985	1,306	3,080
<b>Austria</b>	5,592	10,235	11,596	<b>Netherlands</b>	4,587	2,749	2,946
<b>Czech Republic</b>	9,394	10,605	11,331	<b>China</b>	665	1,564	2,686

				(Peoples Republic of)			
<b>Belgium</b>	9,054	8,557	9,720	<b>Germany</b>	5,393	3,227	2,490
<b>Turkey</b>	4,052	5,029	8,999	<b>New Zealand</b>	321	1,066	2,407
<b>Other</b>	97,874	122,237	55,053	<b>Other</b>	17,872	29,611	5,770
<b>Total</b>	410,338	526,890	536,459	<b>Total</b>	94,014	147,707	145,441

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

### Latvia

CONSUMER-ORIENTED AGRICULTURAL IMPORTS (\$1000)				FISH & SEAFOOD PRODUCTS (\$1000)			
	2002	2003	2004		2002	2003	2004
<b>Lithuania</b>	71,237	81,135	106,241	<b>Norway</b>	15,846	27,491	24,520
<b>Poland</b>	30,718	40,666	68,670	<b>United Kingdom</b>	1,008	1,335	9,268
<b>Estonia</b>	37,492	46,026	42,364	<b>Lithuania</b>	5,340	5,345	8,755
<b>Germany</b>	38,383	50,530	41,206	<b>Estonia</b>	2,788	2,498	3,668
<b>Netherlands</b>	35,006	37,562	38,493	<b>Netherlands</b>	396	730	2,455
<b>France</b>	11,830	15,981	17,397	<b>Denmark</b>	3,271	2,077	2,142
<b>United States</b>	21,484	33,066	17,059	<b>Sweden</b>	552	523	1,092
<b>Italy</b>	12,937	14,063	15,527	<b>Iceland</b>	797	829	1,063
<b>Russian Federation</b>	8,458	9,460	14,478	<b>Ireland</b>	59	103	910
<b>Denmark</b>	9,266	11,388	12,558	<b>Argentina</b>	49	401	845
<b>Belgium</b>	11,109	10,194	10,478	<b>Germany</b>	599	950	556
<b>Turkey</b>	2,641	4,643	8,142	<b>United States</b>	590	245	477
<b>Austria</b>	4,700	7,991	7,865	<b>Russian Federation</b>	787	351	452
<b>Finland</b>	3,931	5,406	6,962	<b>Poland</b>	148	0	353
<b>Chile</b>	5,300	5,375	6,654	<b>New Zealand</b>	48	258	292
<b>Other</b>	97,119	91,671	54,462	<b>Other</b>	1,626	2,248	786
<b>Total</b>	401,611	465,157	468,556	<b>Total</b>	33,904	45,384	57,634

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

### Estonia

CONSUMER-ORIENTED AGRICULTURAL IMPORTS (\$1000)				FISH & SEAFOOD PRODUCTS (\$1000)			
	2002	2003	2004		2002	2003	2004
<b>Finland</b>	51,700	61,004	84,846	<b>Norway</b>	16,745	22,441	20,861
<b>Lithuania</b>	15,090	27,160	38,565	<b>Russian Federation</b>	9,938	8,466	12,087
<b>Netherlands</b>	22,075	30,580	34,027	<b>Lithuania</b>	4,707	6,982	8,336
<b>Poland</b>	19,584	25,148	33,897	<b>United States</b>	2,578	1,507	3,176
<b>Germany</b>	19,872	26,817	26,800	<b>Denmark</b>	927	1,131	2,424
<b>Sweden</b>	15,985	18,413	22,943	<b>Sweden</b>	3,435	2,792	2,272
<b>Denmark</b>	16,500	16,424	19,484	<b>Netherlands</b>	2,570	3,182	2,103
<b>Belgium</b>	6,944	7,977	12,160	<b>Argentina</b>	638	1,347	1,569
<b>China (Peoples Republic of)</b>	11,510	10,816	12,090	<b>Finland</b>	1,685	1,787	1,502
<b>France</b>	6,684	7,914	10,131	<b>Chile</b>	2,808	943	1,254
<b>Czech Republic</b>	4,953	12,003	9,945	<b>United Kingdom</b>	257	1,398	1,120
<b>Italy</b>	6,572	9,226	9,565	<b>France</b>	502	766	1,035
<b>Russian</b>	4,871	8,244	7,454	<b>Germany</b>	1,330	1,552	1,022

<b>Federation</b>							
<b>Austria</b>	2,937	4,220	5,536	<b>Portugal</b>	0	0	521
<b>United States</b>	2,372	4,730	3,660	<b>Iceland</b>	295	368	421
<b>Other</b>	62,149	90,926	23,004	<b>Other</b>	3,359	5,150	1,236
<b>Total</b>	269,798	361,602	354,107	<b>Total</b>	51,774	59,812	60,939

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office