USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

Required Report - public distribution

Date: 9/21/2009

GAIN Report Number: SW 9012

Sweden

EXPORTER GUIDE ANNUAL

Exporter Guide

Approved By:
Stephen Huete
Prepared By:
Bettina Dahlbacka

Report Highlights:
Due to severe Nordic winters and its relatively short growing season, Sweden relies heavily on imported food and agricultural products. There are opportunities for high-value products, products which are not produced domestically and new-to-market products, including ethnic and "healthy" food and drink products.

Post:
Stockholm

Author Defined:

SECTION I. MARKET OVERVIEW

Due to the severe Nordic winters and relatively short growing season, Sweden relies heavily on imported food and agricultural products. In 2008, imports of agricultural and food products totaled SEK 87 billion (USD 12 billion) and accounted for 8 percent of the Swedish total import value. About 64% of the imports come from other EU countries, Norway, Denmark, Germany and the Netherlands being the main exporters. Sweden has been a member of the European Union (EU) since 1995, but has not joined the European Monetary Union (EMU).

For the first time in many years, Swedes reduced their consumption of retail food products. In 2008, consumption of food and drink products decreased by 0.3% by volume. Due to price increases of 6.6%, Swedish food retail sales still rose by 5.9% to SEK 245 billion (USD 24 billion). Food and non-alcoholic beverages accounted for about 11% percent of the Swedes' total expenses.

Sweden has been hit hard by the international financial crisis. According to the National Institute of Economic Research, GDP has fallen more in Sweden than in the OECD, the United States and the euro zone. GDP shrunk 6.2% in the second quarter of 2009, about the same as in the first quarter of the year, which might indicate that the recession has come to an end and that moderate growth can be expected in the last part of the year. It is estimated that GDP will fall by 5.4% in 2009, grow 0.8% in 2010 and by 2.5% in 2011. Unemployment will soar in 2009 and continue upward in 2010, although at a slower pace. Unemployment will still be high in 2011, reaching almost 12%.

Table: Selected Indicators

Annual percentage change and percent, respectively

	2008	2009	2010	2011
GDP at market prices	−0.2	−5.4	0.8	2.5
Real GNI per capita	−1.0	−7.5	−0.5	2.1
Employment	0.9	−3.2	−3.4	−0.4
Unemployment (3)	6.1	9.0	11.5	11.7

Sources: Statistics Sweden, National Mediation Office and NIER.

Swedish consumers are gravitating towards fresher, more convenient and more nutritious foods. High demands are made on food quality, origin and environmental concerns. Quality is now associated with assurances of production conditions, which range from the use of fertilizers and pesticides to animal welfare and environmental concerns. Consumers are willing and able to pay higher prices for food and drink products that fall into these categories.

Advantages	Challenges
Sophisticated market. High acceptance of new products and concepts. U.S. products are considered high quality and trendy.	U.S. products are at a price disadvantage compared to competitors based in the European Union.
Growing consumer demands for value-added products, convenience foods and functional foods. Proliferation of "healthy" and "greener" foods.	Strong hesitations with respect to genetically modified products
Location gives access to a Nordic/Baltic market comprising 25 million consumers.	No access for hormone treated beef from the U.S.
High standard of living, well educated workforce, growing incomes. English is widely spoken.	High distribution and shipping costs.
Favorable dollar exchange rate	

Trends in Imports from the United States of Consumer-Oriented Agricultural Fish & Seafood Products

Product Category	**2008 US Exports to Sweden $1,000**	**Growth 2007-2008**
Processed fruits & vegetables	35,499	11.89
Tree Nuts	17,823	-15.94
Wine & Beer	15,335	11.35
Other consumer oriented	10,291	1.92
Hardwood lumber	9,008	-46.24
Other intermediate products	7,775	29.07
Live animals	7,216	60.46
Logs and chips	6,132	5.85
Fresh fruit	5,344	15.12
Other seafood	4,907	-21.03
Panel/Plywood products	4,394	1.81
Pet foods	4,218	-18.17
Sugar, sweetener, bases	4,007	34.92
Other wood products	3,412	-32.65
Snack foods	2,641	54.63
Roe/Urchin/Fish eggs	2,400	97.69
Other bulk	2,159	51.19
Salmon whole	1,841	-46.26

SECTION II. EXPORTER BUSINESS TIPS

Local Business Practices and Customs

Swedish firms do not change suppliers readily, and many commercial relationships have been built up and maintained over decades. While this is beneficial to exporters who have a partner, newcomers must be willing to invest effort in developing an entry into this market and securing the confidence of commercial buyers. A Swedish buyer will expect total commitment to prompt deliveries, precision in filling of orders and high quality for all kinds of products. Being punctual is not only regarded as a sign of respect, but also efficiency. Swedish businessmen will have little understanding for cultural variation in punctuality.

Market entry strategies for U.S. food products should include:

1. Market research in order to assess product opportunities.

2. Advance calculation of the landed cost of a product in order to make price comparisons vis-a-vis competitors.

3. Identifying an experienced distributor or independent reliable agent with strategic distribution channels to advise on import duties, sanitary regulations, and labeling requirements. It is advisable to initiate personal contact in order to discuss marketing matters such as funding for advertising, slotting allowance, in-store promotions and tasting events. Suppliers may also want to consider trade fair participation to raise awareness of their products.

4. Exploration of the purchasing arrangements of the larger retail chains.

General Consumer Tastes and Preferences

Convenience: Swedes are embracing value-added products and convenience foods. In-store eating and take-away is growing. The ongoing socio-demographic changes with busier life styles and increasing single-person households are affecting food retailing to a high degree. Retailers are shifting their produce ranges towards an increasing share of healthier, ready-to-eat foods and home meal replacements. Lifestyle changes also significantly influence the catering sector. In Sweden about 20 percent of meals are currently eaten outside of the home.

Health: Hand-in-hand with the demand for convenience goes the heightened consumer concern for food safety and healthy eating habits. Demand is rising for "natural" and "healthy" food and drink products. Also, products with nutritional advantages, such as added fiber, vitamins and minerals are gaining in popularity. The environmental or "green" philosophy is an important factor in consumer decisions. Swedes are willing and able to pay higher prices for food and drink products perceived to meet their environmental and health concerns.

Organic: Consumer interest in organic food products has been increasing rapidly in Sweden. While growing demand for healthier, "greener" and more convenient products is one of the major driving forces behind the evolution of the food industry, organic and health-oriented products still have a relatively small market share in Sweden. In 2008, the organic sector had a share of about 3-4% of the total food market. The variety and availability of processed organic products is still much more limited than that found in the United States.

Vegetarian: The trend towards vegetarian choices is a growing one. More processed products which link convenience to the vegetarian alternative are appearing in retail outlets but are still limited in variety.

Ethnic Foods: Swedish consumers are moving away from their culinary traditions as they become more open to new and exotic cuisine. A growing immigrant population and extensive travel abroad are the main reasons behind this trend.

Food Standards and Regulations

Sweden has been a member of the European Union since 1995 and has adopted EU practices related to imports of agricultural products. Agricultural products are subject to the standard EU import licensing system, quotas, import duties and other provisions. It is important to note that these markets are fully open to competitors within the EU, while U.S. exporters face EU import restrictions.

Food safety standards in these markets are very strict and imported foodstuffs must meet specified requirements.

Swedish national food legislation is, to a large extent, harmonized with the EU's food legislation. In certain cases, however, there is room for national interpretation of the EU's legislation. Sweden applies more restrictive legislation with regard to pesticides and irradiation, under the umbrella of public health precautions. In addition, Sweden has received a derogation allowing it to apply stricter salmonella control and stricter border controls (quarantine on imports of live animals) than that of other EU member countries.

Sweden applies EU maximum residue levels with regard to dioxin. Due to the relatively high dioxin levels in fish from the Baltic Sea, however, Sweden (and Finland) has received a derogation allowing fish with dioxin levels exceeding the EU thresholds to be sold in Sweden under the condition that they are not exported to other EU countries. This exception will remain until 2011.

For more information regarding food standards and regulations, please refer to USEU FAIRS Report and Sweden FAIRS Report available on the Foreign Agricultural Service web page at: www.fas.usda.gov/scriptsw/attacherep/default.asp.

Import and Inspection Procedures

Sweden has strict sanitary and phytosanitary requirements for foods. Laboratories have sophisticated capabilities to monitor product quality. Detailed regulations apply to the importation of agricultural products into these markets. It is therefore most important that the U.S. exporter work closely with the importer to make sure that the products destined for this market are in full conformity with the country's food safety, quality and labeling rules and regulations.

General Import Regulations

lstuffs can only be brought into Sweden commercially through an importer registered by the National Food Administration (Livsmedelsverket).
oodstuffs sold in these markets must be labeled in Swedish.
ırted foodstuffs may not contain certain types of additives, which are not allowed in Sweden.

Importers should be consulted for proper labeling information. Please note that many retail products intended for wide distribution in the region are labeled in multiple languages such as Swedish, Norwegian, Danish, Finnish and English.

For more information regarding import and inspection procedures, please refer to USEU FAIRS Report and Sweden FAIRS Report available on the Foreign Agricultural Service web page at: www.fas.usda.gov/scriptsw/attacherep/default.asp.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Retail

In the past few years, a Nordic consolidation and integration has clearly been seen as mergers between the Nordic retailers have been implemented. At the same time, the Nordic countries have increasingly become part of the European retail market as foreign companies and chains are moving in.

Retailers are facing stronger competition from fast food chains, lunch restaurants, and other service establishments. During the past decade, sales within the restaurant sector have increased faster than in the retail sector. Eating out has come to include both weekdays and weekends. Nevertheless, Swedes still spend the bulk of their food dollar in retail stores rather than eating out.

General discount stores, hypermarkets and large supermarkets are experiencing rising sales volumes, while small and medium-sized stores lag behind. Elements of the restructuring of the sector include the on-going move toward vertical integration, the increasingly common use of exclusive contracts, consolidation of purchasing and deliveries and the growth of private labels. Supermarkets are responding to demands for an ever-widening list of products and product formats. Large supermarkets and hypermarkets account for about 75 percent of Swedish retail food sales.

Distribution: The wholesale and retail food market in Sweden is dominated by four groups, Ica, Coop, Axfood and Bergendahls, which together account for 95 percent of the commodity retail market. These Nordic chains have closely knit wholesale and retail arrangements comprising a compact and efficient goods delivery system and a nationwide network of retail shops as well as department stores and supermarkets. Some also have hotel, restaurant, and catering services. This centralized system provides economies of scale, facilitating the distribution and import of larger volumes.

Independent importers and distributors: There are a number of importers and distributors in Sweden specialized in certain product segments, such as organic products or ethnic foods. These importers/distributors in turn sell to the large retail chains. These importers are ideal for exporters who cannot meet the high volumes required by the large retailers when dealing with them directly.

Some specialized importers also supply the Hotel Restaurant and Institutional (HRI) sector.

Alcoholic Beverages: In Sweden, the government-owned Systembolaget retains a monopoly on retail sale of all wines, spirits, and strong beers. As a result of accession to the EU, Vin & Sprit lost its monopoly control of import and wholesale distribution channels, and is now working as a licensed importer along with about 150 other independent licensed importers of wine and liquor. Also, restaurants may buy from importers or import directly provided that they have a license.

Trends

Store size: Smaller stores continue to lose market share to the larger supermarkets and hypermarkets.

Discount stores: In the past few years, there has been a dramatic increase in low-price food stores in Sweden. The large Nordic retail chains have developed discount store concepts in order to meet the increased competition from European discount chains such as German Lidl and Danish Netto which entered the market a few years ago.

Organic Products: Even though the market share for organic products in general is still a modest 3.4 percent in Sweden, organics have made important in-roads for certain commodities such as eggs and bananas. For these products, organics enjoy a market share of around 17 percent.

The major retailers in Sweden are actively promoting organic products. Their own organic labels have gained broad recognition. The retail chains' comprehensive coverage of the whole country, combined with their vertically integrated structure (often imports, wholesale and retail trade are carried out within the same company), makes Sweden an interesting market for U.S. exporters seeking long-term stable and predictable sales. The shift towards more private-label brands will probably strengthen the major Swedish retail chains' willingness to compete not only with price (which would be rather difficult) but also through identification of their products with environmental benefits. This development is being hastened by the fact that recently some European discount price retailers (e.g. the German retail chain LIDL) have either established themselves on the Swedish market, or announced their interest in doing so in the near future.

Private Label: Retailers are aggressively promoting their own private label brands through TV commercials and newspaper ads. Two of the largest Swedish retailers have set a goal of 25 percent market share in each product segment for their private label products. This is especially true for faraway-imported products. For some popular categories in retail stores the figure is 50 percent. This development portends good potential for suppliers with private label capacity.

Convenience shopping: As the consumers increasingly eat outside their homes, the large retailers find themselves not only to be competing with each other, but also with the HRI sector. To face this new competitor, supermarkets have developed deli sections in their stores with either ready-to-eat food products or partially cooked dishes. Menu suggestions next to the food products are also popular. The display of products has also become more consumer-oriented. For example, dressings and bread croutons can be found next to the pre-mixed salads, and coffee cakes may be placed next to the coffee section. Manufacturers with the capability to supply convenience foods may find interesting opportunities in this market.

Promotions/Marketing: Direct marketing in the form of newspaper-format advertisements is one of the most regularly used forms of communication in the Swedish retail market, and almost all the retail groups use this method as a means of conveying information to consumers. These are sent on a weekly basis to all the households in the immediate marketing area of the individual stores. The retailers also invest in advertising, primarily through their newspaper flyers, while producers and manufacturers spend most of their budgets on television advertising. Retail chains are also promoting their own private label products aggressively through TV commercials and advertisements.

Internet sales: Even though the computer/IT penetration in the Nordic countries is exceptionally high, retail food sales on the web have been very limited. The positive outlook that the large retailers had at the end of the 1990's regarding selling via the Internet changed rather quickly. Retail chains Ica, Coop and Axfood all terminated their Internet grocery web sites due to few customers and low profitability, Axfood and Coop in 2001 and ICA in 2003. However, now the industry believes that customers have overcome earlier suspicions to online food purchases and retailers have again started to offer food online in certain cities around Sweden.

Please see the most recent GAIN Retail Report (SW8013) for Sweden with further information regarding the food retail sector.

HRI/Food Service

The current economic slowdown is having an increasingly deep impact on the hotel and restaurant sector. In 2008, the total turnover for the restaurant sector grew by 7% to SEK 58 billion (USD 8 billion), mainly due to price increases. At the same time, the Swedes have never been eating out as much, spending about the same as in other European countries. Possible reasons are that Swedes have more money, travel more and the increased number of restaurants and the varieties of restaurants. In addition, eating out on weekdays has become very common among the younger generation.

Changes in lifestyles and tastes are having significant effects on the catering sector of the market. The health trend continues to be important and restaurants are increasingly offering healthy alternatives on their menu. Fast food outlets often belong to national and international chains, while restaurants are most frequently family businesses. There are, however, some large international restaurant chains operating in this market including TGI Friday's and Hard Rock Cafe. Also, there has been a significant expansion of coffee shop chains in the past few years. Institutions are mainly operated by municipalities, counties and government agencies.

From 1993-2008 the number of restaurant businesses in Sweden has increased by around 4,748 outlets from 13,600 to about 18,348. At the same time, the number of stores in the retail sector has been decreasing.

Distribution: Distribution within the HRI sector is dominated by a few large wholesalers specialized in supplying this sector. The dominant wholesalers are: Servera, Menigo Foodservice, Martin Olsson, Servicegrossisterna and Axfood Närlivs.

Trends:

- - Outside the home, restaurants continue to attract a significant proportion of consumers.
- - American trends remain popular in Sweden.
- - Informal, less expensive, "fast food" outlets continue to be popular. McDonald's, Burger King, and Pizza Hut all have strong positions in this market.
- - Increasing interest in gourmet restaurants.
- - Other U.S. chains such as Subway, TGI Friday's and Hard Rock Cafe can be found in Sweden.

Food Processing

The small populations of the Nordic countries provide somewhat limited foundations for a highly diversified food processing industry with sufficient economies of scale. Consequently, there have been consolidations of several companies and an increasing emphasis on exports of processed food items - especially cheese, candy, snack food and various jams and preserves. Since EU membership, there has been a move toward mutual investment and consolidation among Swedish food industries and joint Nordic cooperation in general. Several companies own and operate food manufacturing firms abroad.

The food processing industry in Sweden is large-scale and dominated by a few large private and cooperatively owned companies. Five large suppliers account for about 50 percent of the retail food store purchases. One or two suppliers control close to 100 percent of the market within some food segments. Farm cooperatives are powerful in Sweden's food industry. They have a virtual monopoly on domestically produced dairy products and are market leaders in the meat, milling, and bakery sectors. However, the majority of food industry companies are privately owned. These companies are active in the brewing, prepared fish, frozen food, sugar and tobacco sectors. The domestic food processing industry accounts for 80 percent of the food consumed within Sweden, which makes this an important sector for ingredient and raw product suppliers. Food processors either source their raw materials or ingredients directly from their suppliers or through wholesalers.

In 2008, imports of agricultural products and foodstuffs to Sweden totaled SEK 87 billion (USD 12 billion), an increase by 13 percent from 2007. Sweden’s foodstuff exports totaled SEK47 billion (USD 7).

Imports destined for the food processing sector include vegetables, fruit, juice, coffee, and cocoa as well as seafood. About 40 percent of all imports are products that cannot be grown in Sweden.

Dominant companies by sector are: Arla Foods (dairy), Swedish Meats (meat processing), Paagens (bakery), Cerealia (milling and bakery), Findus (fish processing), Löfbergs Lila (coffee roasting).

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

- Authentic barbeque sauces and seasonings
- Beer
- Confectionery
- Convenience foods
- Dried fruit
- Ethnic food
- Fresh fruit

- Frozen vegetables
- Organic products
- Pancake/cake mixes
- Pet food
- Processed fruits & vegetables
- Rice and rice mixes
- Sauces
- Seafood
- Snack food
- Sugar-free products
- Tree Nuts
- Vegetarian processed products
- Wines

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Foreign Agricultural Service
American Embassy
Dag Hammarskjolds Vag 31
S-115 89 STOCKHOLM, Sweden
Tel: (46-8) 783 5392/5470
Fax: (46-8) 662 8495
E-mail: agstockholm@usda.gov
www.stockholm.usembassy.gov/fas.html

Swedish Board of Agriculture
S-551 82 JONKOPING, Sweden
Tel: (46-36) 15 50 00
Fax: (46-36) 19 05 46
E-mail: jordbruksverket@sjv.se

National Food Administration
Box 622
S-751 26 UPPSALA, Sweden
Tel: (46-18) 17 55 00

Fax: (46-18) 10 58 48
Email: livsmedelsverket@slv.se
www.slv.se

National Board of Fisheries
Box 423
S-401 26 GOTEBORG, Sweden
Tel: (46-31) 743 0300
Fax: (46-31) 743 0444
Email: fiskeriverket@fiskeriverket.se
www.fiskeriverket.se

Swedish Forest Agency
S-551 83 JONKOPING, Sweden
Tel: (46-36) 35 93 00
Fax: (46-36) 16 61 70
Email: skogsstyrelsen@skogsstyrelsen.se
www.svo.se

Swedish Customs
Box 12854
S-112 98 STOCKHOLM, Sweden
Tel: (46-771) 520 520
Fax: (46-8) 20 80 12
www.tullverket.se

Statistics Sweden
Box 24300
S-104 51 STOCKHOLM, Sweden
Tel: (46-8) 506 940 00
Fax: (46-8) 661 5261
E-mail: scb@scb.se
www.scb.se

Association of Swedish Chambers of Commerce
Box 16050
S-103 21 STOCKHOLM, Sweden

Tel: (46-8) 555 100 00
Fax: (46-8) 566 316 35
www.cci.se

Swedish Federation of Trade
S-103 29 STOCKHOLM, Sweden
Tel: (46-10) 47 18 500
Fax: (46-10) 47 18 665
www.svenskhandel.se

A. KEY TRADE & DEMOGRAPHIC INFORMATION

SWEDEN	**2008**
Agricultural Imports From All Countries ($Mil)/U.S. Market Share (%)	12,400/1.3% *
Consumer Food Imports From All Countries ($Mil)/U.S. Market Share (%)	7,550/1% *
Edible Fishery Imports From All Countries ($Mil)/U.S. Market Share (%)	1,140/1% *
Total Population (Millions)/Annual Growth Rate (%)	9.1/ 0.16%
Urban Population (Millions)/Annual Growth Rate (%) (2000)	7.5/ N/A
Number of Major Metropolitan Areas	4
Size of the Middle Class (Millions)/Growth Rate (%)	N/A
Per Capita Gross Domestic Product (U.S. Dollars)	38,500
Unemployment Rate (%)	6.4%
Per Capita Food Expenditures (U.S. Dollars)	2,700
Percent of Female Population Employed	73.4%**
Average Exchange Rate US$ 1 for 2008	6.58

* Source: Swedish Statistics

** Between ages 16 and 64, Source: SCB-AKU

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transshipped to Sweden via other EU countries.

TABLE B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

Sweden Imports	Imports from the World			Imports from the U.S.			U.S Market Share		
(In Millions of Dollars)	2006	2007	2008	2006	2007	2008	2006	2007	2008
CONSUMER-ORIENTED AGRICULTURAL TOTAL	8,300	9,703	11,720	122	135	158	1	1	1
Baking Related, incl. mixes	490	574	665	0	0	1	0	0	0
Red Meats, Fresh/Chilled/Frozen	596	702	850	0	1	0	0	0	0
Red Meats, Prepared/Preserved	201	250	310	0	0	0	0	0	0
Poultry Meat	146	160	207	0	0	0	0	0	0
Dairy Products (Excl. Cheese)	196	234	290	0	1	0	0	0	0
Cheese	322	389	521	0	0	0	0	0	0
Eggs	20	28	33	0	0	1	0	0	3
Edible Fruits and Nuts	885	976	1072	43	40	41	5	4	4
Vegetables	599	692	706	6	6	7	1	1	1
Preserved Food, incl. Nut/Fruit/Veg	548	657	771	10	11	14	2	2	2
Fruit & Vegetable Juices	137	179	226	2	1	1	1	1	1
Wine	765	982	1185	14	19	22	2	2	2
Beer	82	97	116	1	3	4	1	3	3
Cut Flowers	99	111	106	0	0	0	0	0	0
Pet Foods (Dog & Cat Food)	118	130	138	6	6	5	5	5	4
Other Consumer-Oriented Products	3,096	3,542	4,524	40	46	62	1	1	1
FISH & SEAFOOD PRODUCTS	1,792	2,202	2,391	9	12	8	1	1	0
Fresh Fish, Not Fillet	969	1,127	1,349	5	6	0	1	1	0
Frozen fish, Not fillets	30	36	34	2	3	2	7	8	6
Fillet, Other Fish Meat	394	478	464	5	6	4	1	1	1
Fish, Dried, Salted	279	421	406	0	0	0	0	0	0
Crustaceans	101	120	116	1	2	1	1	2	1
Other Seafood	11	12	14	0	1	1	0	8	7
AGRICULTURAL PRODUCTS TOTAL	8,644	10,069	12,103	134	145	179	2	1.4	1.5
AGRICULTURAL, FISH & FORESTRY TOTAL	12,158	14,616	16,804	175	193	217	1.4	1.3	1.3

Source: World Trade Atlas

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transshipped to Sweden via other EU countries.

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

Sweden – Top 15 Suppliers

CONSUMER-ORIENTED AG IMPORTS

$1,000	2006	2007	2008
Denmark	1597785	1852123	2308900
Netherlands	1313964	1550762	1790883
Germany	1083684	1260418	1578882
Italy	451728	519497	617511
France	383236	474817	603424
Belgium	332073	363377	453494
Spain	381588	440484	445164
United Kingdom	284340	360281	411799
Norway	278210	312784	373578
Ireland	250625	270365	270365
Finland	224958	296123	318882
Poland	150176	188395	188395
Brazil	215485	261936	270399
United States	123185	137384	156767
Malaysia	74941	102922	140431
Other	1126292	1313561	1791092
World	8,271.270	9,703.446	11719966

FISH & SEAFOOD PRODUCT IMPORTS

$1,000	2006	2007	2008
Norway	1479957	1816320	2001805
Denmark	127483	154258	160932
China	28536	47145	40063
Netherlands	35709	40387	36302
Thailand	11858	18057	18618
Germany	13450	15324	15529
Vietnam	6534	10433	11544
Iceland	6634	7466	10686
Finland	6404	7907	10398
United States	8710	12230	8203
United Kingdom	2942	7332	7964
Russia	9395	6119	7911
Estonia	3957	4028	7190
Canada	8335	9879	6941
Poland	3494	4208	6808
Other	36123	39084	40385
World	1,791.829	2,202.470	2,391.279

Source: World Trade Atlas

Note: Above data on U.S. trade do not include substantial imports of U.S. products which are transshipped to Sweden via other EU countries.