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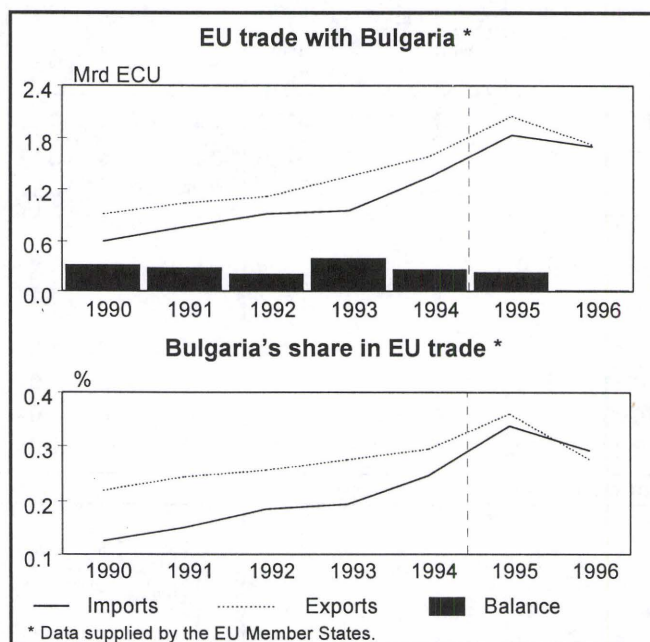
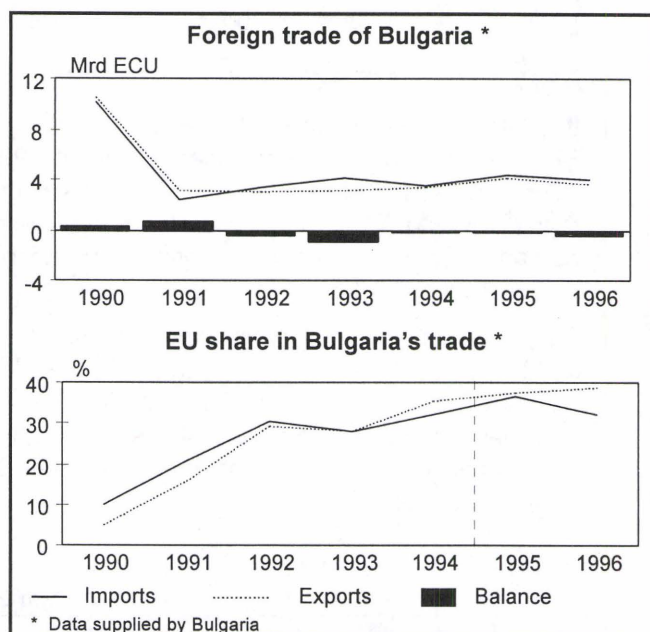
External trade

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BULGARIA'S FOREIGN TRADE



Part I: Summary

1.1. The dissolution of the Council for Mutual Economic Assistance (CMEA) in 1991 signalled the collapse of Bulgaria's trade with its traditional partners, particularly the USSR. A rise in imports and exports at annual rates of 10.8% and 3.5% respectively between 1991 and 1996 meant that the Bulgarian economy made up only some of the lost ground. What had been a trade surplus of 2.2% of GDP at the start of the decade became a 5.2% deficit in 1996. Despite this downward trend, the Bulgarian economy remains very much geared to international trade, with imports amounting to 55% and exports 50% of GDP in 1996.

1.2. By virtue of Bulgaria's inclusion in the EU's Generalised System of Preferences in 1991 and the implementation of the Europe Agreement in 1994, the European Union has become the country's main trading partner. In 1996, 35% of Bulgarian trade was with the EU, against 30% with the NISs (Newly Independent States) and 9% with the other CEECs (Central and Eastern European Countries). The large share accounted for by the NISs mainly reflects the relatively high level of Bulgaria's energy imports from Russia.

Although it declined in 1996, EU trade with Bulgaria expanded vigorously between 1990 and 1995, with imports and exports achieving growth rates of 25.8% and 17.8% respectively. After being consistently in surplus, the EU's trade balance with Bulgaria approached equilibrium in 1996 for the first time this decade.

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Part II: Bulgaria's trade with the rest of the world



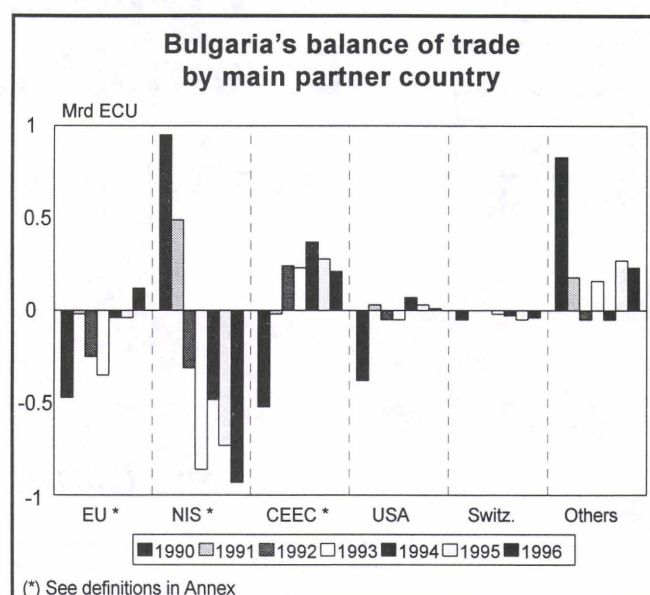
2.1. Bulgaria's trade by main partner country.

Due in particular to the collapse of transactions with its main partner, the USSR, Bulgaria saw its trade go into free fall between 1990 and 1991. Imports slumped from a total of ECU 10.1 to 2.4 Mrd, while exports declined from ECU 10.5 to 3.1 million. However, this spectacular fall in ECU terms needs to be interpreted with caution, as it partly reflects the conversion of values in a non-convertible currency (1990) into a convertible currency (1991) and the major devaluation of the Bulgarian currency against the ECU, which was well in excess of inflation in Bulgaria as expressed in national currency in 1991 and subsequent years.

From 1991 onwards there was an upsurge in Bulgaria's trade flows which continued until 1995 before dipping appreciably the following year. Between 1991 and 1996, Bulgaria's imports grew, on average, at a much higher annual rate (10.8%) than exports (3.5%).

Although Bulgaria's share of world trade amounted to only 0.12% in 1996, representing 4% of aggregate CEEC trade, the Bulgarian economy has remained very much a part of the global trading scene, with its imports and exports in 1996 accounting for 54.8% and 49.5% respectively of GDP.

The European Union has become Bulgaria's main trading partner. This shift in the geographical focus of Bulgarian trade was boosted by the country's inclusion in the EU's Generalised System of Preferences in 1991 and the implementation of the Europe Agreement in 1994. In 1996, 35.2% of Bulgaria's trade was transacted with the EU. It should be noted, however,



that - as an energy supplier - Russia alone accounted for 37.2% of the country's purchases. Between 1990 and 1996, the CEEC share of Bulgarian imports decreased from 11.8% to 6.2%, while over the same period the proportion of Bulgarian exports destined for those countries rose from 6.5% to 12.6%.

Bulgaria's trade balance, which has been in deficit since 1992, was in the red to the tune of ECU 390 million (5.2% of GDP) in 1996. The biggest single deficit last year was in trade with Russia (ECU -1.17 Mrd), with the largest surplus being generated vis-à-vis the CEECs (ECU 210 million).

Bulgaria's trade by main partner country

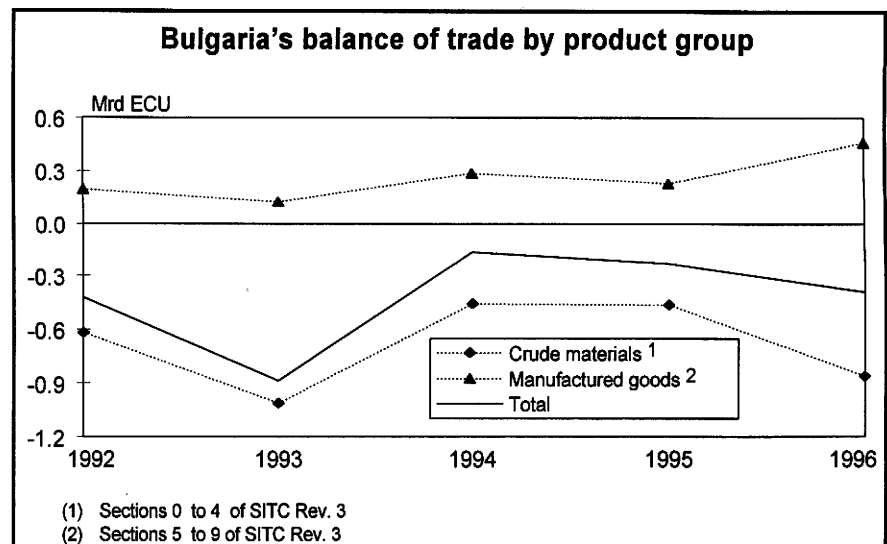
(Mrd ECU)

Trading partners	Imports					Exports					Balance			
	1990	1995	1996		96/95 Change (%)	1990	1995	1996		96/95 Change (%)	1990	1995	1996	96/95 Value
			Value	Share (%)				Value	Share (%)					
WORLD	10.13	4.33	4.06	100.0	-6.2	10.48	4.09	3.67	100.0	-10.4	0.36	-0.23	-0.39	-0.16
EU	0.99	1.58	1.30	32.1	-17.5	0.53	1.54	1.42	38.8	-7.6	-0.47	-0.04	0.12	0.16
Germany	0.38	0.53	0.44	10.9	-17.5	0.14	0.35	0.33	9.1	-4.5	-0.24	-0.18	-0.11	0.08
Italy	0.20	0.25	0.24	5.9	-4.6	0.08	0.33	0.35	9.6	6.1	0.11	0.08	0.11	0.03
NISs ^{1,2}	5.81	1.43	1.64	40.5	15.2	6.75	0.70	0.71	19.4	1.9	-0.95	-0.73	-0.93	-0.20
Russia	:	1.21	1.51	37.2	24.4	:	0.41	0.34	9.4	-16.1	:	-0.80	-1.17	-0.36
CEECs ¹	1.20	0.33	0.25	6.2	-24.4	0.68	0.62	0.46	12.6	-25.1	-0.52	0.28	0.21	-0.07
USA	0.57	0.09	0.08	2.0	-10.1	0.18	0.12	0.10	2.6	-23.1	-0.38	0.03	0.01	-0.02
Switzerland	0.13	0.08	0.06	1.5	-20.3	0.08	0.02	0.02	0.7	13.2	-0.05	-0.05	-0.04	0.02
Others	1.43	0.82	0.72	17.7	-12.5	2.26	1.10	0.95	26.0	-13.1	-0.83	0.27	0.23	-0.04
For comparison														
Share in: GDP	61.9	43.6	54.8	-	27.7	64.0	41.3	49.5	-	20.0	2.2	-2.3	-5.3	-
trade														
of CEECs	18.1	4.73	3.82 *	-	-19.5	19.4	5.47	4.65 *	-	-14.7	-	-	-	-
of world	0.48	0.15	0.13	-	-14.6	0.52	0.14	0.12	-	-17.2	-	-	-	-

¹ See definitions in Annex ; ² USSR in 1990 and 1991 ; * Estimate.

2.2. Bulgaria's trade by product

From 1992 to 1996, Bulgaria ran a constant trade deficit in crude materials (SITC 0-4) and a surplus in manufactured goods (SITC 5-9). Due to the size of the deficits posted for crude materials, in recent years Bulgaria's overall foreign trade position has always been negative. In 1996, the crude materials deficit was chiefly attributable to mineral fuels (SITC 3), which ran a deficit of ECU -1.18 Mrd., while the trade balance for food, beverages and tobacco (SITC 0-1) showed a surplus of ECU 350 million.



Bulgaria's trade by product group

(Mrd ECU)

Product groups (SITC Rev.3)	Imports				Exports				Balance	
	1992		1996		1992		1996		1992	1996
	Value	Share (%)	Value	Share (%)	Value	Share (%)	Value	Share (%)	Value	
Total (0-9)	3.44	100	4.06	100.0	3.02	100.0	3.67	100.0	-0.42	-0.39
Crude materials (0-4)	1.74	50.6	1.96	48.2	1.12	37.1	1.10	30.0	-0.62	-0.86
Food, beverage and tobacco (0-1)	0.27	7.8	0.27	6.5	0.71	23.6	0.61	16.8	0.45	0.35
Crude materials except fuels (2+4)	0.18	5.2	0.23	5.6	0.21	6.9	0.20	5.4	0.03	-0.03
Energy (3)	1.30	37.6	1.46	36.1	0.20	6.7	0.29	7.8	-1.09	-1.18
Manufactured goods (5-8)	1.69	49.2	1.75	43.2	1.90	62.8	2.19	59.8	0.20	0.44
Chemical products (5)	0.32	9.2	0.41	10.1	0.38	12.6	0.67	18.3	0.06	0.26
Machinery & transport equipment (7)	0.73	21.3	0.54	13.2	0.54	17.9	0.42	11.6	-0.19	-0.11
Misc. manufactured articles (6+8)	0.64	18.7	0.81	19.9	0.98	32.3	1.10	29.9	0.33	0.29
Commodities n.e.s. (9)	0.01	0.2	0.35	8.6	0.00	0.0	0.38	10.3	-0.01	0.03

Among the groups of manufactured goods, only machinery and transport equipment were in deficit.

More detailed analysis of the Bulgarian data reveals two salient features of the trade flows: major flows of petroleum products (SITC 33) and inward processing of textile products. Petroleum products are the main import item and the second biggest export category, while 5.4% of Bulgarian imports are accounted for by yarns, fabrics and made-up articles (SITC 65) used for the production of apparel and clothing accessories (SITC 84).

The last-named products represent 5.9% of Bulgarian exports. The country's other export mainstays are non-ferrous metals (SITC 68), fertilisers (SITC 56) and tobacco (SITC 12).

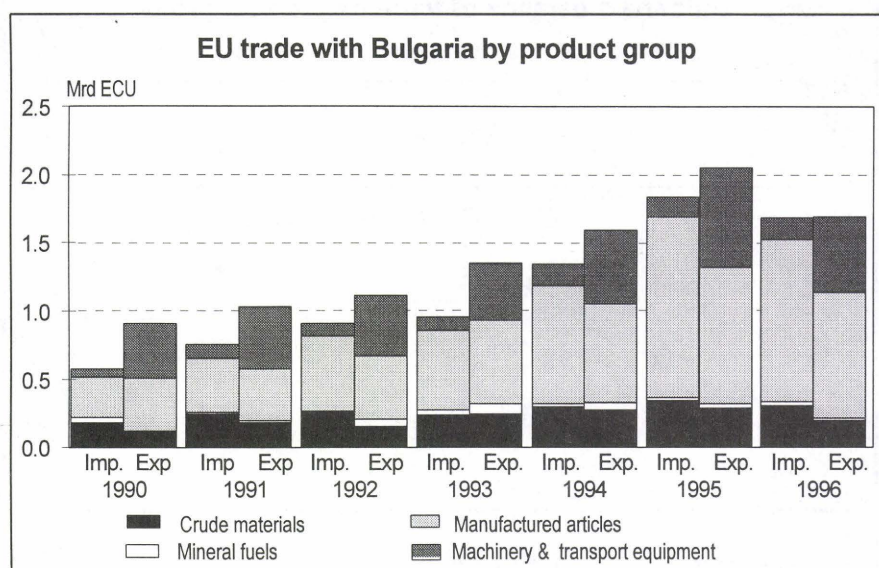
Bulgaria's trade by main product, 1996

(Mrd ECU)

SITC Rev. 3	Description of products	Value	Part in total	Cumula- tive share
			(%)	
Imports				
33	Petroleum and petroleum products	0.90	22.2	22.2
34	Natural and manufactured gas	0.44	10.8	33.1
65	Yarns, fabrics & related products	0.22	5.4	38.4
32	Coal, coke and briquettes	0.12	2.9	41.4
74	General industrial machinery & equipment	0.11	2.8	44.1
Exports				
68	Non-ferrous metals	0.27	7.3	7.3
33	Petroleum & petroleum products	0.26	7.2	14.5
84	Apparel & clothing accessories	0.22	5.9	20.5
56	Fertilisers	0.20	5.4	25.9
12	Tobacco	0.20	5.4	31.3

Partie III: EU trade with Bulgaria

3.1. EU trade balance with Bulgaria



**EU balance of trade with Bulgaria
by product group**

Product groups SITC-Rev.3	1990	1995	1996	1990	1995	1996
	Mrd ECU			CR=(Exp/Imp)*100 ^a		
TOTAL (0-9)	0.32	0.22	0.00	155.1	111.8	100.3
Crude materials (0-4)	-0.10	-0.04	-0.12	53.4	89.0	64.9
Food, beverage & tobacco (0-1)	-0.06	0.04	-0.05	59.2	119.4	75.8
Crude materials except fuels (2+4)	-0.02	-0.09	-0.06	65.7	46.2	43.9
Energy (3)	-0.03	0.01	-0.01	16.9	149.6	77.6
Manufactured goods (5-8)	0.40	0.23	0.11	219.9	115.9	108.4
Chemical products (5)	0.06	0.02	-0.02	205.9	106.6	90.7
Machinery & transport equipment (7)	0.33	0.59	0.40	642.3	512.9	345.2
Misc. manufactured articles (6+8)	0.01	-0.37	-0.26	103.6	65.4	72.0
Commodities n.e.s. (9)	0.02	0.02	0.01	193.1	221.1	174.4
For comparison						
EU trade balance	-46.1	24.2	43.6	90.0	104.4	107.5
EU trade balance with CEEC's	-0.92	11.1	20.6	93.0	123.6	141.2

^a CR = coverage rate in %.

**EU balance of trade with Bulgaria
by product**

				(Mrd ECU)
SITC-Rev.3	Description of products	1990	1995	1996
Largest surpluses				
78	Road vehicles	0.04	0.25	0.16
65	Yarns, fabrics and related products	0.02	0.12	0.12
77	Electrical machinery	0.03	0.10	0.07
72	Machinery special. for particular industries	0.13	0.08	0.07
74	General industrial machin. & equipment	0.07	0.07	0.06
Largest deficits				
84	Apparel and clothing accessories	-0.04	-0.19	-0.22
67	Iron and steel	-0.02	-0.26	-0.14
68	Non-ferrous metals	0.00	-0.20	-0.12
56	Miscellaneous fertilisers	-0.01	-0.09	-0.10
52	Inorganic chemicals	0.00	-0.04	-0.05

The analysis of bilateral trade between the European Union and Bulgaria presented in this section is seen from the point of view of the EU, as it is based on data supplied by the EU Member States.

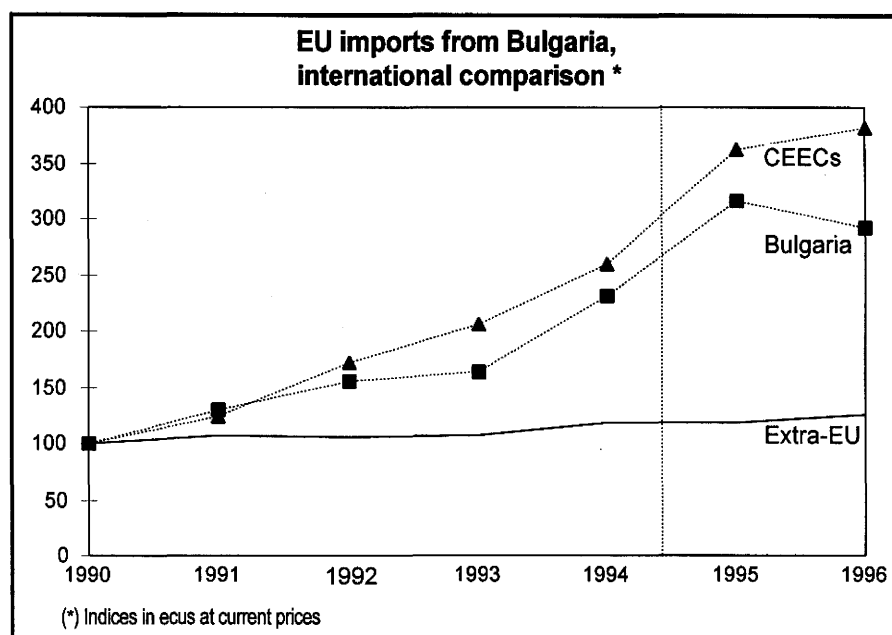
In 1996, Bulgaria accounted for only 0.3% of the EU's external trade. This is lower than the shares taken by all other CEECs except the Baltic States. By way of comparison, the aggregate share of the 12 CEECs in EU trade was approximately 9.9%.

Since 1990, the EU has always run a trade surplus vis-à-vis Bulgaria. Nevertheless, the trade balance, which showed a surplus of ECU 400 million in 1993, has declined steadily, approaching equilibrium in 1996.

The structure of Bulgaria's foreign trade position vis-à-vis the EU by major product group differs markedly from that in relation to its trading partners as a whole. The EU had a trade deficit of ECU -120 million with Bulgaria in crude materials (SITC 0-4) while generating a surplus of ECU 110 million in manufactured goods (SITC 5-8). At a more detailed level, the EU recorded its biggest surplus (ECU 400 million) in machinery and transport equipment (SITC 7). This was down on 1995, however, when it had been ECU 590 million.

At SITC 2 digits level, four of the five largest surpluses generated by the EU in trade with Bulgaria in 1996 were in road vehicles (SITC 78) and machinery, apparatus and equipment (SITC 77, 72 and 74). Structural analysis of the trade balances at this level of detail shows flows of textile products involved in further processing, since the EU has a surplus of ECU 120 million in yarns and fabrics (SITC 65) and a deficit in apparel and clothing accessories (SITC 84). The other major deficits concern iron and steel products (SITC 67) and non-ferrous metals (SITC 68).

3.2. EU imports from Bulgaria



The European Union's imports from Bulgaria grew at an annual rate of 19.5% between 1990 and 1996, which was less than the rise in EU imports from the CEECs as a whole (+25%). Over the period, the strongest growth in EU purchases of Bulgarian products occurred in 1994 (+41.2%) and 1995 (+36.7%). The accession to the European Union of Austria, Finland and Sweden in 1995 had only a marginal impact on this trend, as these three countries accounted in 1995 for only 3.6% of EU imports from Bulgaria. 1996 saw the first decrease (-7.6%) in Bulgaria's sales to the European Union since the liberalisation of the country's trade.

EU imports from Bulgaria by product group

Product groups SITC-Rev3	1990	1995	1996	Share 96	96/95	96/90
	(Mrd ECU)			(%)	(% annual change)	
TOTAL (0-9)	0.58	1.84	1.69	100.0	-7.6	19.5
Crude materials (0-4)	0.22	0.36	0.33	19.7	-8.3	6.9
Food, beverage & tobacco (0-1)	0.14	0.18	0.19	11.4	4.3	5.8
Crude materials except fuels (2+4)	0.05	0.16	0.12	6.8	-27.6	15.7
Energy (3)	0.04	0.02	0.03	1.5	30.0	-6.2
Manufactured goods (5-8)	0.34	1.45	1.34	79.6	-7.7	25.9
Chemical products (5)	0.06	0.24	0.24	14.3	1.5	26.5
Machinery & transport equipment (7)	0.06	0.14	0.16	9.6	14.1	17.6
Misc. manufactured articles (6+8)	0.22	1.07	0.94	56.0	-12.6	27.7
Commodities n.e.s (9)	0.02	0.02	0.01	0.7	-34.3	-10.6

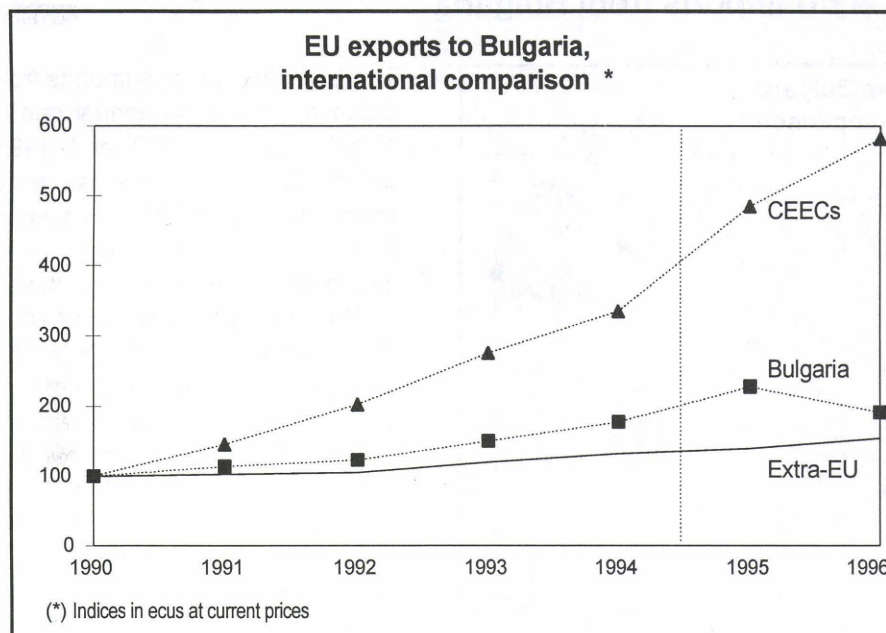
Almost 80% of EU imports from Bulgaria in 1996 were of manufactured goods (SITC 5-8), compared with only 58.6% in 1990. Products classified under miscellaneous manufactured articles (SITC 6 and 8) accounted for more than half (55.6%) of European Union purchases in 1996. Articles of apparel and clothing accessories (SITC 84), iron and steel products (SITC 67), non-ferrous metals (SITC 68) and footwear (SITC 85) alone accounted for 41.8% of EU imports.

EU imports from Bulgaria by main product, 1996

SITC Rev.3	Description of products	Value	(Mrd ECU)		
			Annual variation	Share in total	Cumulative share
			(%)		
84	Apparel and clothing accessories	0.30	17.4	17.8	17.8
67	Iron and steel	0.18	-38.4	10.6	28.4
68	Non-ferrous metals	0.15	-35.4	8.6	37.0
56	Miscellaneous fertilisers	0.10	6.5	5.7	42.7
85	Footwear	0.08	31.6	4.7	47.5

Articles of apparel involved in further processing arrangements represented the biggest single item in EU purchases from Bulgaria in 1996 (17.8% of total imports).

3.3. EU exports to Bulgaria



EU exports to Bulgaria by product group

Product groups	1990	1995	1996	Share 96	96/95	96/90
SITC-Rev.3	(Mrd ECU)			(%)	(% annual change)	
TOTAL (0-9)	0.90	2.05	1.69	100.0	-16.4	11.3
Crude materials (0-4)	0.12	0.32	0.22	12.8	-33.1	10.4
Food, beverage & tobacco (0-1)	0.08	0.22	0.15	8.6	-33.8	10.2
Crude materials except fuels (2+4)	0.03	0.07	0.05	3.0	-31.3	8.2
Energy (3)	0.01	0.03	0.02	1.2	-32.6	20.9
Manufactured goods (5-8)	0.74	1.69	1.46	86.0	-13.6	11.9
Chemical products (5)	0.12	0.25	0.22	13.0	-13.5	10.3
Machinery & transport equipment (7)	0.39	0.73	0.56	33.1	-23.2	6.0
Misc. manufactured articles (6+8)	0.22	0.70	0.68	40.0	-3.7	20.2
Commodities n.e.s (9)	0.04	0.04	0.02	1.2	-48.2	-12.1

EU exports to Bulgaria by main products, 1996

(Mrd ECU)					
SITC Rev.3	Description of products	Value	Annual variation	Share in total	Cumulative share
(%)					
65	Yarns, fabrics and related products	0.18	-0.5	10.5	10.5
78	Road vehicles	0.16	-35.9	9.7	20.2
74	General industrial machin. & equipment	0.10	-9.1	6.1	26.3
77	Electrical machinery & appliances	0.10	-29.5	6.0	32.2
72	Machin. special. for particular industries	0.08	-12.1	4.6	36.9

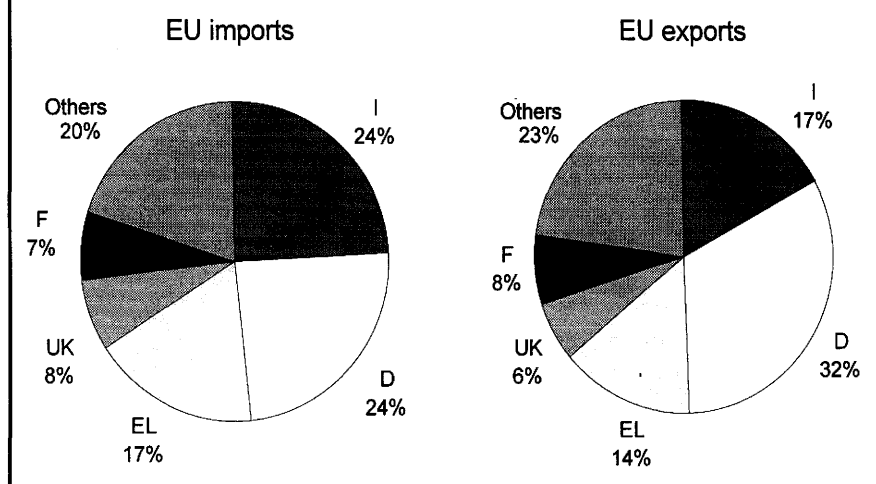
EU exports to Bulgaria between 1990 and 1996 grew at an annual rate of 11.3%, well below the vigorous 19.5% rise in imports. Over the same period, European Union sales to the CEECs as a whole grew three times faster, at 34.1% per annum. Mirroring the import trend, EU exports to Bulgaria fell in 1996 by 16.4%.

Manufactured goods (SITC 5-8) make up 86% of EU sales to Bulgaria, with machinery and transport equipment alone (SITC 7) accounting for 33.1% of the total. This item mainly comprises road vehicles (SITC 78) and machinery, apparatus and appliances (SITC 74, 77 and 72). Products classified under the heading of miscellaneous manufactured articles (SITC 6 and 8) are the main pillar of EU sales to Bulgaria, with their share of total exports standing at 40%. Among these products, yarns and fabrics (SITC 65) for further processing in the Bulgarian textile sector accounted for 10.5% of the export total.

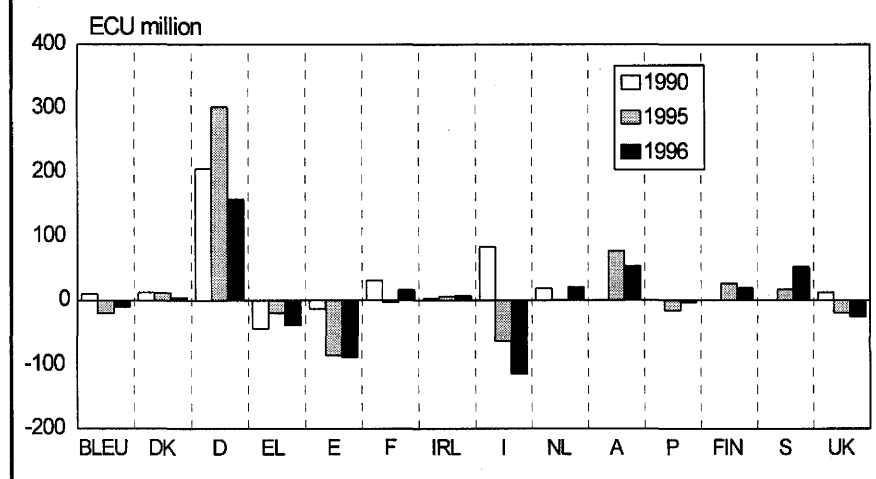
Crude materials (SITC 0-4) make up barely 13% of EU sales to Bulgaria. This item mainly comprises exports of food, beverages and tobacco (0-1), which account for almost 8.6% of the total sales figure. The 33.1% decline in exports of crude materials in 1996 far exceeded the fall in sales of manufactured goods (-13.6%).

3.4. EU trade with Bulgaria by Member State

**EU trade flows with Bulgaria
by Member States, 1996**



EU balance of trade with Bulgaria



Germany is Bulgaria's main trading partner, followed by Italy and Greece. In 1996, these three Member States accounted respectively for 27.7%, 20.4% and 15.6% of EU transactions with Bulgaria. Germany's share of EU trade with Bulgaria fell by more than half between 1990 and 1996, chiefly to the benefit of Italy and Greece. The new Member States (Austria, Finland and Sweden) take a larger proportion of exports than of imports. In 1996, these three countries accounted for 11.1% of EU sales to Bulgaria, compared with only 3.9% of purchases.

Whereas the EU's external trading position vis-à-vis Bulgaria was in balance overall in 1996, the pattern among the Member States was mixed. Germany and the new Member States posted balance of payments surpluses with Bulgaria of ECU 147.1 and 123.5 million respectively, while Italy ran the largest deficit, at ECU -113.5 million. Germany's trade surplus with Bulgaria halved between 1995 and 1996. Over those two years, Spain's deficit vis-à-vis Bulgaria remained at a high level (-85.1 million in 1995 and -88.5 million in 1996).

EU - Bulgaria's trade by Member State

(ECU million)

Declarant country	EU imports					EU exports					Trade balance			
	1990	1995	1996		96/95 Change (%)	1990	1995	1996		96/95 Change (%)	1990	1995	1996	96-95 Value
			Value	Share (%)				Value	Share (%)					
EU	582.9	1835.7	1695.5	100.0	-7.6	903.8	2052.3	1716.3	100.0	-16.4	321.0	216.6	20.8	-195.9
BLEU	22.7	91.9	70.2	4.1	-23.6	32.6	72.4	58.4	3.4	-19.9	10.0	-19.5	-11.8	7.7
DK	4.5	20.6	18.7	1.1	-9.3	17.1	32.4	23.5	1.4	-27.4	12.6	11.8	4.8	-7.0
D	183.6	407.4	399.4	23.6	-2.0	389.4	709.8	546.5	31.8	-23.0	205.8	302.5	147.1	-155.0
EL	85.5	356.3	287.3	16.9	-19.4	41.7	337.0	246.8	14.4	-26.8	-43.8	-19.2	-40.5	-21.2
E	26.8	109.5	112.8	6.7	3.0	14.1	24.4	24.3	1.4	-0.3	-12.7	-85.1	-88.5	-3.4
F	60.9	143.4	118.4	7.0	-17.4	92.1	140.6	134.6	7.8	-4.3	31.2	-2.8	16.2	18.9
IRL	0.5	2.7	0.8	0.1	-71.5	3.2	8.9	8.0	0.5	-10.5	2.8	6.2	7.2	1.0
I	115.0	384.8	408.0	24.1	6.0	198.1	321.8	294.4	17.2	-8.5	83.1	-63.0	-113.5	-50.5
NL	29.9	91.9	75.6	4.5	-17.8	48.5	93.0	81.0	4.7	-12.9	18.6	1.0	5.4	4.4
A	:	40.0	44.9	2.7	12.3	:	117.1	98.7	5.8	-15.7	:	77.1	53.8	-23.3
P	3.4	22.4	10.7	0.6	-52.4	4.5	6.5	7.1	0.4	8.0	1.1	-15.9	-3.6	12.3
FIN	:	11.7	7.4	0.4	-36.2	:	38.1	26.6	1.6	-30.2	:	26.5	19.2	-7.3
S	:	13.5	14.2	0.8	5.6	:	30.4	64.8	3.8	113.1	:	16.9	50.5	33.6
UK	50.2	139.8	127.2	7.5	-9.0	62.6	119.9	101.6	5.9	-15.3	12.3	-19.9	-25.6	-5.7

ANNEX

Bulgaria's trade agreements

1. Chronology of agreements

- 1949: - Creation of the Council for Mutual Economic Assistance (CMEA), of which Bulgaria is a founder member.
- 1990: - Signing of the *trade and cooperation agreement* between the Community and Bulgaria.
- 1991: - The Community includes Bulgaria in the *Generalised System of Preferences*¹.
- Dissolution of the CMEA.
- 1994: - Entry into force of the *Interim Agreement* as a precursor to the Europe Agreement with the EU.
- 1995: - Entry into force of the *Europe Agreement*² with the aim of gradually establishing a free trade area between the signatories in less than ten years as from the entry into force of the Interim Agreement.
- 1996: - Accession to the World Trade Organisation.

2. Contents of the trade section of the Europe Agreement regarding industrial products³.

- a) Concessions granted by the EU to Bulgaria.
All *quantitative restrictions* and measures having equivalent effect were abolished on 1 January 1994 (excluding those on textile products). The abolition of quantitative restrictions on EU imports of coal was to be completed as of 1 January 1997, that relating to textile products as of 1 January 1998.
The dismantling of *customs duties* was completed on 1 January 1995 for industrial products, on 1 January 1996 for coal and steel, and on 1 January 1997 for textile products.
- b) Concessions granted by Bulgaria to the EU.
Quantitative restrictions and measures having equivalent effect were abolished as of 1 January 1994, except those mentioned in the Annex to the Europe Agreement, which are to be abolished by 1 January 1998.
Customs duties will be gradually reduced/abolished. Abolition will be completed on 1 January 2002.

¹ The Generalised System of Preferences (GSP) consists of a series of unilateral tariff reductions which the EU usually applies to imports from developing countries.

² The Europe Agreement with Bulgaria appears in the *Official Journal of the European Communities*, No L358 of 31 December 1994.

³ As regards agricultural products, customs duties are subject to special provisions. Quantitative restrictions have been abolished by the two signatories to the agreement.

Methodological note on the data used

Country aggregates: EU: 90-94 - EU12; 95-96 - EU15. **NISs** (Newly Independent States): Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan. **CEECs** (Central and Eastern European Countries): Albania, Bulgaria, Hungary, Poland, Romania, Czechoslovakia (from 1990 to 1992); together with, as from 1992, Estonia, Latvia, Lithuania, Bosnia-Herzegovina, Croatia and Slovenia; plus, as from 1993, the Czech Republic, Slovakia, Serbia Montenegro and the Former Yugoslav Republic of Macedonia.

Data sources: customs data. The Bulgarian national statistical institute for data on Bulgaria's trade with the rest of the world. Eurostat (Comext database) for bilateral trade between the European Union and Bulgaria. Discrepancies between the two sources on figures concerning Bulgaria's trade with the EU countries are partly explained by the use of different methodologies and concepts. The Bulgarian data for 1996 are provisional data.

System: Eurostat data: special trade; Bulgarian data: general trade.

Classification: third revision of the Standard International Trade Classification (SITC), produced by the United Nations for the purposes of economic analyses.

Statistical values: CIF values for imports and FOB values for exports.