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Identifying market opportunities for Brexit-affected sectors

Brief

Prepared for Rijkdienst Voor Ondernemend Nederland (RVO), funded by the European Commission.

Introduction to the study

As of January 31st 2020, the UK is no longer part of the EU. This has resulted in higher trade costs, increased bureaucracy and delays in shipping goods, negatively affecting Dutch trade with the UK. Since the UK is an important trading partner for the Netherlands, this has had economic consequences for certain Dutch sectors. Many businesses within these sectors are looking to other markets with untapped export potential to compensate for the adverse effects of Brexit.

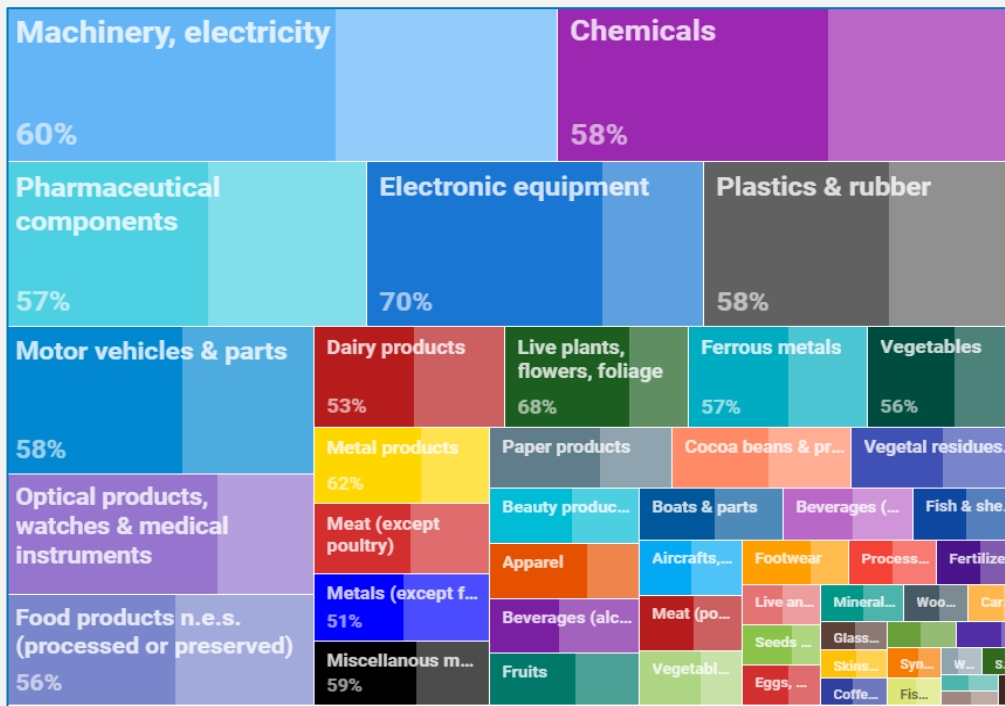
In this context, RVO wants to better map the possibilities in other markets. The objectives of the research is therefore to identify potential sector-market combinations for the exports of the hardest hit Dutch sectors.

Introduction to this brief

This brief provides an overview of export potential for the Netherlands: first from a general perspective and then specifically for the sectors most affected by Brexit. It is a summary of the analysis carried out by Ecorys, which can be consulted in more detail through a set of Excel files containing the data and calculations. The exercise is based on publicly available data from UN COMTRADE, CBS and Eurostat and furthermore relies on the ITC Export Potential Map for added insights.



Dutch export potential is spread across products from multiple sectors



Source: International Trade Center, Export Potential Map

What is export potential?

The Export Potential Map identifies the potential export value for in a given product/sector and target market based on an economic model that combines:

- The exporting country's supply;
- The target market's demand;
- Market access conditions; and
- Bilateral linkages between the two countries.

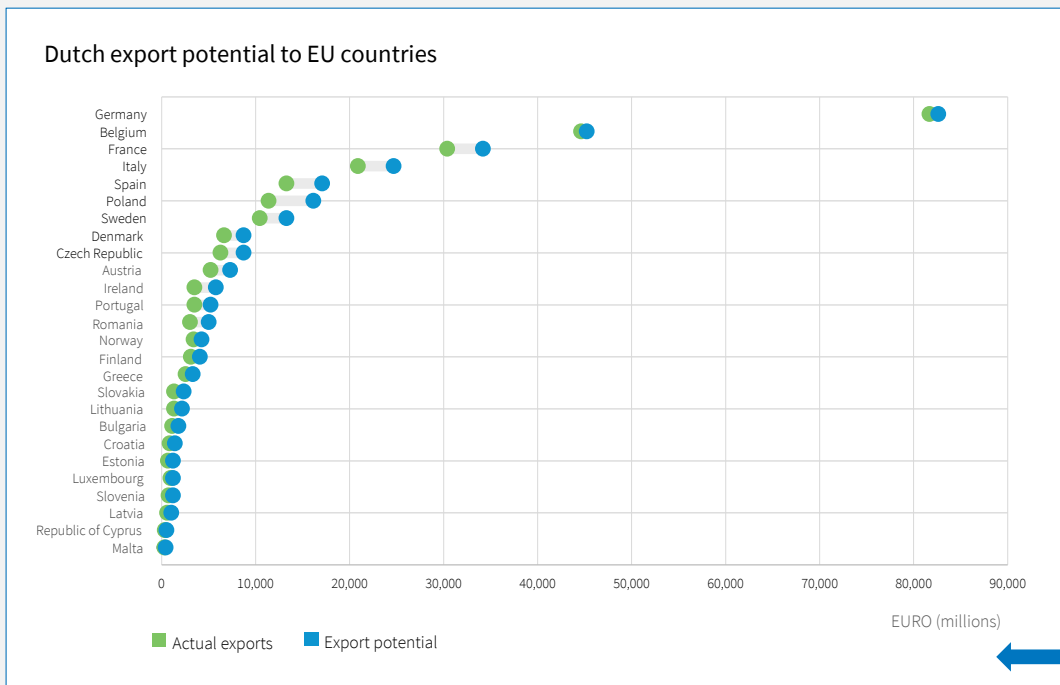
It is a tool to identify opportunities for export diversification.

Understanding the figure

The figure to the left show the Netherlands' export potential spread across sectors. For each sector, we see the current exported value (dark shaded area) and the export potential, or room to grow (light area).

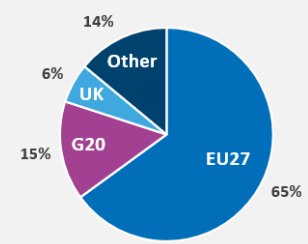
E.g. for **processed or preserved food products**, the Netherlands is currently exporting 56% of the total export potential it could reach – leaving a total of EUR 11 bn in untapped potential.

For all sectors, Dutch export potential is highest across Intra-EU trade...



Untapped potential for Dutch exporters active in all sectors can be found mainly in Central European Countries (**Poland** and also **Czechia**, **Romania** and **Austria**) and in some of the South-Western countries (**France**, **Italy**, **Spain**). Scandinavian countries (**Sweden** and **Denmark**) also show high levels of untapped potential.

Dutch Export Destinations



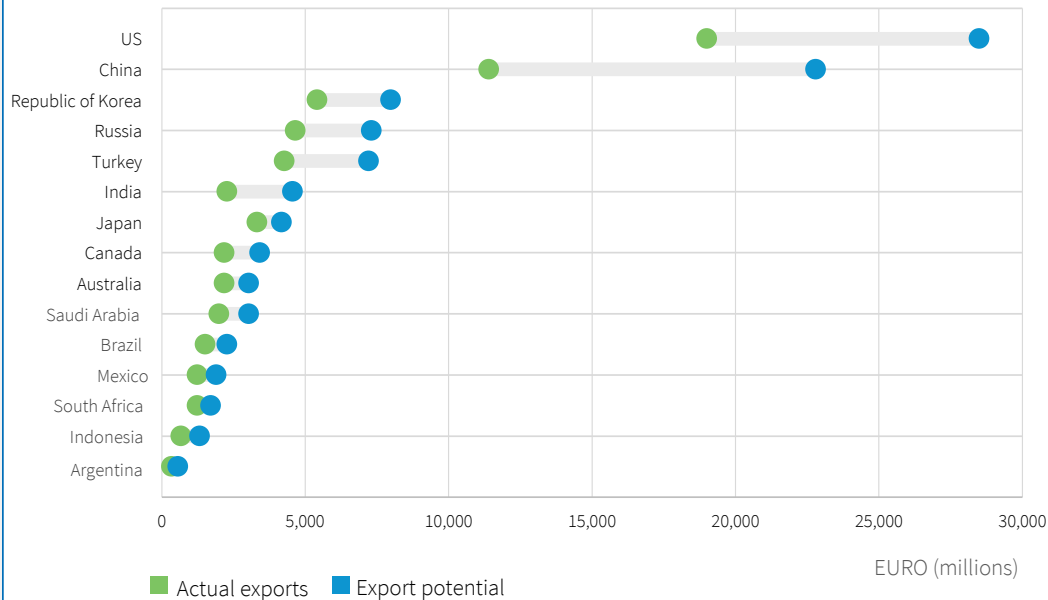
The EU is the largest destination for Dutch exports, accounting for 65% of total exports in 2021. G20 (without the EU or the UK) account for 15%.

Note: The gap between the estimated export potential (blue ball) and the current exports (green ball) show the untapped potential for Dutch exporters.

Source: International Trade Center, Export Potential Map

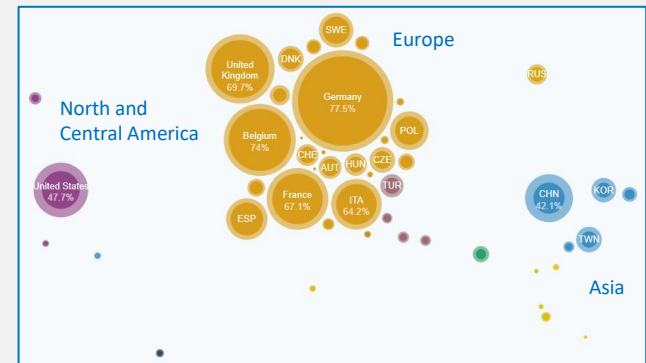
...while G20 countries hold the largest untapped export potential.

Dutch export potential to G20 countries



Untapped potential for Dutch exporters outside of Europe is highly concentrated in the USA and China. Other countries with large untapped potential are South Korea, Turkey and India.

From a regional perspective, untapped export potential for the Netherlands is largest in East Asia, followed by North America and the Middle East. The map below shows the regions currently importing from the Netherlands (area in dark) and with the potential for increasing Dutch imports (light).



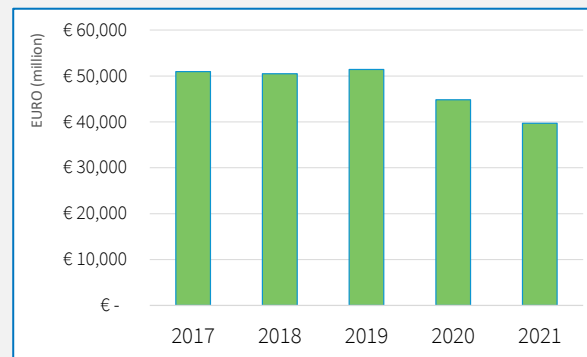
Dutch export sectors identified to be most affected by Brexit...

An earlier study commissioned by RVO and implemented by Ecorys found that some of the sectors most affected by Brexit with regards to decreased exports included:

- Food industry (SBI 10)
- Agriculture and horticulture (SBI 1.1, 1.2, 1.3, 1.5)
- Textiles, clothing and leather (SBI 13, 14 en 15)
- Manufacture of paper, cardboard and paper and cardboard products (SBI 17)
- Pharmaceutical raw materials and products (SBI 21)
- Manufacture of rubber and plastic products (SBI 22)
- Metals in primary form (SBI 24)
- Computers, electrical equipment and other machinery and equipment (SBI 26-28)
- Transport Goods (29-30) and Services (SBI 49.3, 50.2, 52)
- Information services (SBI 63)

Exports from these sectors to the UK declined after Brexit – either in absolute values or in their market share of UK imports. It is particularly important for exporters of these sectors to identify new market opportunities for the products produced by these sectors – either in the EU27 or in other partner countries, such as those in the G20.

Dutch Exports to the UK, 2017-2021



Source: Eurostat

...though not all of these carry the same weight for the Dutch economy.

Key indicators

The table below shows the sectoral value added for the Dutch economy, as well as the number of enterprises and the share of micro and small companies within the sector. The sectors in the table below have some of the higher number of companies, with a large share of micro and small companies – and are likely to require more support to identify opportunities. Other sectors, such as those for the production of pharmaceuticals, metals, vehicles and rubber and plastics tend to be dominated by larger companies, or contribute lower value added.

Sector	Total number of companies	Share of micro and small companies	Value added (in real prices, x 1,000,000 euros)
Agriculture, forestry and fishing	25,745	99%	13,300
Electrical equipment and machinery	6,045	93%	21,044
Food products	7,035	94%	12,458
Information services	8,935	99%	2,938
Textiles	2,810	98%	1,185
Transport goods	2,180	91%	4,485
Transportation services (land and sea and auxiliary services)	13,945	97%	34,744

Re-export activities

Due to its major seaports, the Netherlands is an important entry point for products coming into the EU. A large percentage of Dutch imports are destined to be exported without further processing. Re-exports represent a high share of Dutch exports for manufactured goods and articles, machinery and transport equipment. They are lowest for food products and beverages.

Re-exports as share of total exports, 2021

SITC: 0 Food and live animals	29%
SITC: 1 Beverage and tobacco	28%
SITC: 2 Crude materials	29%
SITC: 3 Mineral fuels	35%
SITC: 4 Animals and vegetable oils	34%
SITC: 5 Chemicals and related products	42%
SITC: 6 Manufactured goods	40%
SITC: 7 Machinery and transport equipment	53%
SITC: 8 Other manufactured articles	66%

Identifying sector-market combinations

To identify the potential markets for a specific sector which has been most negatively affected by the Brexit, we calculate a number of indicators for each country and compare. Countries are then selected on the basis of the following criteria:

1. Dutch export share of the market in 2021;
2. UK export share of the market in 2021;
3. The UK export share change after Brexit;
4. The overall growth of the market;
5. The market size in 2021.

Geographic distribution



The most promising combinations are focused on Southern, Eastern, and Northern Europe.

Notably, export growth potential has been identified across several sectors in Poland, Spain, and Sweden.

To identify sectors where the Netherlands could increase its market share.

To identify potential opportunities where the UK has lost market share.

Key figures

	NL share in market 2021	UK share in market 2021	UK market share change 2020-2021	Market growth AAGR	Market size 2021
Agricultural goods					
Germany	30.7%	0.2%	-65%	3.1	€ 35,563,809,391
Spain	7.6%	0.8%	-26%	4.4	€ 12,908,243,213
Italy	9.5%	0.2%	-47%	2.8	€ 12,905,471,736
Portugal	4.5%	1.2%	-48%	4.8	€ 3,609,988,130
Food products					
Poland	11.4%	1.8%	-46%	5.3	€ 12,714,145,091
Spain	8.7%	1.2%	-33%	3.7	€ 22,479,846,569
Sweden	9.0%	1.2%	-46%	1.4	€ 11,522,007,483
Electronic equipment					
Romania	5.0%	1.7%	-19%	8.2	€ 79,538,571,996
Czechia	9.5%	1.3%	-13%	6.6	€ 71,022,753,067
Sweden	9.0%	3.1%	-4%	4.1	€ 46,517,156,034
Transport goods					
Italy	2.3%	4.4%	-3%	0.0	€ 43,370,663,631
Poland	3.5%	2.5%	-15%	4.2	€ 26,663,940,915
Sweden	2.0%	5.3%	4%	0.8	€ 18,172,579,952
France	2.5%	5.8%	-9%	-0.7	€ 77,522,513,257
Textiles, garments and leather					
Denmark	5.6%	1.4%	-46%	0.04	€ 6,760,247,623
France	7.0%	1.5%	-48%	0.02	€ 36,655,804,719
Poland	7.5%	1.4%	-45%	0.12	€ 18,985,418,272
Czechia	8.3%	1.1%	-45.2%	0.03	€ 6,985,780,960

Results: sector-market combinations

The following markets show potential for the sectors most affected by Brexit. While the focus for this study was on EU27 partner countries, in some cases G20 countries also show high untapped potential.

Food products

- ✓ **Spain**
- ✓ **Poland**
- ✓ **Sweden**
- ✓ South Korea
- ✓ USA

Information services

- ✓ **Belgium**
- ✓ **Austria**
- ✓ **Denmark**
- ✓ **Sweden**

Agriculture and horticulture

- ✓ **Germany**
- ✓ **Spain**
- ✓ **Italy**
- ✓ **Portugal**
- ✓ China
- ✓ Turkey
- ✓ USA

Transport goods

- ✓ **Italy**
- ✓ **Sweden**
- ✓ **Poland**
- ✓ **France**
- ✓ South Korea

Electrical equipment and machinery

- ✓ **Romania**
- ✓ **Czechia**
- ✓ **Sweden**
- ✓ China
- ✓ USA

Textile, clothing and leather

- ✓ **Denmark**
- ✓ **France**
- ✓ **Poland**

Transport services over land and sea

- ✓ **Austria**
- ✓ **Poland**

Agriculture and horticulture

	Share NL	Share UK	Change in UK share	Market growth	Size of the market
Austria	15%	0.1%	-79%	3.2	€ 4,160,190,754
Belgium	24%	0.7%	5%	2.2	€ 11,736,470,750
Czechia	19%	0.3%	-43%	3.7	€ 2,606,957,242
Denmark	32%	0.4%	-62%	4.0	€ 2,497,297,025
France	17%	0.6%	-42%	2.6	€ 17,018,869,093
Germany	31%	0.2%	-65%	3.1	€ 35,563,809,391
Greece	8%	0.1%	-83%	3.1	€ 1,797,038,209
Italy	9%	0.2%	-47%	2.8	€ 12,905,471,736
Poland	24%	0.3%	-70%	6.6	€ 5,899,146,273
Portugal	5%	1.2%	-48%	4.8	€ 3,609,988,130
Romania	12%	0.1%	-55%	5.2	€ 2,967,666,997
Spain	8%	0.8%	-26%	4.4	€ 12,908,243,213
Sweden	29%	1.0%	-5%	0.3	€ 2,984,422,769

Source: Eurostat

Note: the Export Potential Map allows for a more detailed analysis at HS6 level. This can be accessed [here](#).

Markets with export potential

- While the Netherlands already holds a significant market share in **Germany**, opportunities remain due to its vast market size and decrease of exports from the UK.
- Southern European countries such as **Spain, Italy** and **Portugal** hold significant opportunities for Dutch exports due to the relative low market share of the Netherlands and decreasing UK market share in these Southern European countries.

Market – product combinations with potential

- Live plants, flowers and foliage – USA
- Live plants, flowers and foliage – Italy
- Edible vegetables and tubers – Spain
- Edible vegetables and tubers – Italy
- Fruits – Portugal

Extra: from the Export Potential Map

- Cut flowers – USA
- Vegetable seeds for sowing - Italy

Food products

	Share NL	Share UK	Change in UK share	Market growth	Size of the market
Germany	27%	1%	-36%	2.1	€ 47,795,023,471
France	15%	5%	22%	2.8	€ 35,034,198,139
Italy	9%	1%	-11%	1.8	€ 26,007,169,102
Spain	9%	1%	-33%	3.7	€ 22,479,846,569
Belgium	33%	2%	-10%	3.2	€ 20,776,580,013
Poland	11%	2%	-46%	5.3	€ 12,714,145,091
Sweden	9%	1%	-46%	1.4	€ 11,522,007,483
Denmark	14%	2%	-35%	2.8	€ 8,821,876,401
Austria	9%	0%	-21%	2.8	€ 7,429,988,855
Portugal	8%	1%	-8%	3.1	€ 6,863,887,607
Czechia	6%	1%	-35%	3.5	€ 5,620,343,770
Romania	7%	0%	-18%	7.7	€ 5,167,817,673
Ireland	15%	47%	-26%	0.6	€ 4,921,018,356
Greece	12%	1%	-45%	2.6	€ 4,645,060,114

Markets with export potential for Dutch exporters

- The Netherlands already holds a significant market share in most EU27 countries. However, there is untapped export potential in **Spain**, due to the relatively lower market share, the growth of its import market and the size of the market for several products exported by the Netherlands. This includes dairy products, preparations of cereals, flour or starch, and miscellaneous edible preparations.
- The **Polish** and **Swedish** food products markets also show potential, due to the significant decrease of UK market share complemented by a significant market growth.

Product – market combinations with potential

- Dairy produce – Poland
- Dairy produce – Spain
- Preparations of cereals, flour, starch or milk – Spain
- Food preparations – Sweden
- Preparations of vegetables or nuts – Spain

Extra: From the Export Potential Map

- Potatoes (prepared, frozen) – Spain / Poland
- Preparations for animal or pet feed – Spain / Poland
- Cheese – Sweden

Computers, electrical equipment and other machinery and equipment

	Share NL	Share UK	Change in UK share	Market growth	Size of the market
Germany	14%	0%	-15%	3.7	€ 342,532,765,817
Poland	10%	3%	68%	6.2	€ 208,022,166,119
France	16%	4%	8%	2.5	€ 147,329,885,235
Italy	11%	3%	8%	4.3	€ 97,507,784,436
Romania	5%	2%	-19%	8.2	€ 79,538,571,996
Czechia	9%	1%	-13%	6.6	€ 71,022,753,067
Belgium	18%	4%	10%	3.7	€ 67,940,806,783
Austria	6%	1%	3%	3.8	€ 49,055,966,595
Hungary	7%	2%	31%	5.0	€ 46,193,285,949
Spain	12%	2%	4%	3.6	€ 30,654,711,415
Slovakia	3%	1%	-23%	5.5	€ 28,049,565,914
Denmark	14%	5%	17%	3.6	€ 24,916,779,542
Finland	12%	2%	-14%	4.3	€ 19,694,852,171
Sweden	16%	3%	-9%	3.5	€ 19,694,852,171

Markets with export potential

- **Romania** and **Czechia** hold strong opportunities for Dutch exports due to the relatively lower market share in these countries, significant decrease of UK imports, and high market growth. **Hungary** and **Slovakia** are also rapidly growing markets.
- For **Czechia**, measuring, testing and navigating equipment as well as agricultural and forestry machinery products show potential. In **Romania**, measuring, testing and navigating equipment as well as the general purpose machinery show potential.
- In **Sweden**, agricultural and forestry machinery is identified as potential sub-sector for Dutch export due to its significant market increase and the decline of UK exports to the overall Swedish market.

Market – product combinations with potential

- Electronic equipment – Denmark
- Measuring, testing and navigating equipment – Czechia
- Electric lighting equipment – Sweden
- Machinery – Romania

Textiles, clothing and leather

	Share NL	Share UK	Change in UK share	Market growth	Size of the market
Austria	4.1%	0.4%	-68%	1%	€ 9,990,826,804
Belgium	10.8%	0.0%	6%	-1%	€ 15,503,714,401
Czechia	8.3%	1.1%	-45%	3%	€ 6,985,780,960
Denmark	5.6%	1.4%	-46%	4%	€ 6,760,247,623
France	7.0%	1.5%	-48%	2%	€ 36,655,804,719
Germany	11.5%	1.5%	-56%	3%	€ 62,025,750,822
Greece	4.9%	0.7%	-70%	-2%	€ 3,554,839,915
Hungary	3.6%	0.7%	-70%	3%	€ 3,491,705,032
Italy	5.7%	2.0%	-25%	0%	€ 28,875,232,466
Poland	7.5%	1.4%	-45%	12%	€ 18,985,418,272
Portugal	4.0%	0.7%	-64%	-2%	€ 5,007,051,144
Romania	2.7%	1.3%	-50%	0%	€ 5,925,262,089
Spain	4.8%	0.9%	-55%	-1%	€ 25,287,062,341
Sweden	7.7%	0.3%	-1%	1%	€ 7,699,382,449

Markets with export potential for Dutch exporters

- The Netherlands could potentially grow its exports in the apparel sector by exporting to **Poland**, where the market is rapidly growing. Likewise with **Czechia** and **Hungary**, where the market is growing and the UK has lost market share.
- The **Danish** import market is another market which is growing above average and where the Netherlands has a mid- to low- share of the market.

From the Export Potential Map

- Apparel – Hungary
- Carpets – Czechia

Information services



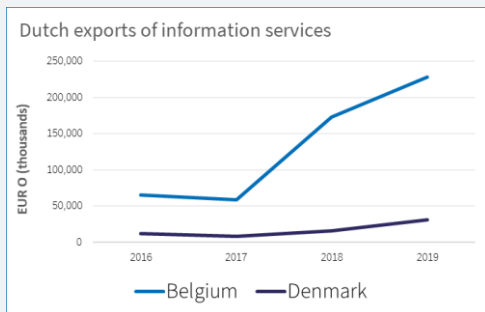
Belgium – a large and growing importer that until recently still imported more from the UK than from the Netherlands.



Denmark – a growing importer of Dutch information services, still importing more UK services than from the Netherlands.



Sweden – Growing importer of Dutch services, with potential for increase.



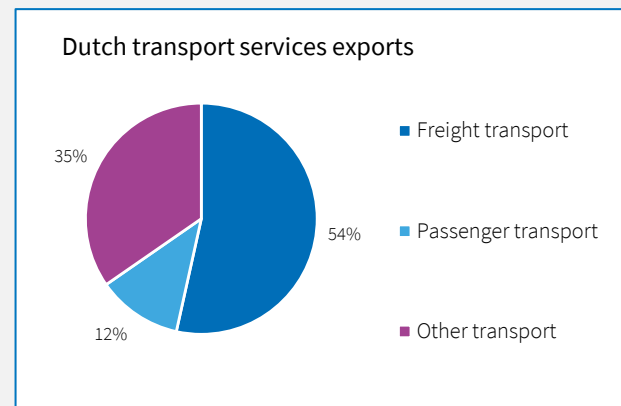
Freight transport



Austria – growing market for freight transport



Poland – growing market for freight transport and adjacent services.



Transport equipment

	Share NL	Share UK	Change in UK share	Market growth	Size of the market
Germany	5%	5%	12%	0.72	131633774211
France	2%	6%	-9%	-0.68	77522513257
Belgium	8%	5%	13%	-0.96	45177149806
Italy	2%	4%	-3%	0.02	43370663631
Spain	1%	5%	-17%	-2.24	37514361703
Poland	4%	2%	-15%	4.17	26663940915
Austria	2%	2%	27%	1.49	19518051253
Ireland	1%	6%	-20%	-1.51	18561582862
Sweden	2%	5%	4%	0.81	18172579952
Czechia	2%	1%	5%	1.81	16314580622
Slovakia	2%	2%	-9%	4.55	13905900670
Hungary	2%	2%	27%	3.47	12417437389
Denmark	4%	4%	31%	3.89	10455844953
Portugal	5%	2%	52%	0.31	8573583873

Markets with export potential

- The **French** transport equipment presents opportunities due to its large size and the significant yet declining market share of the UK. More specifically, the products of railway or tramway locomotives, rolling stock or parts thereof show potential due to the growth in demand.
- Vehicles and parts thereof are identified in **Poland** to have export potential due to the sector as well as sub-sector decrease of UK exports and significant market growth.
- The products of ships, boats and floating have some untapped potential in **Sweden**, due to the significant growth of the market.

ITC Export Potential Results

- The tables in the following slides present the untapped export potential (expressed in millions of euros) in the Netherlands' most important trading partners in the EU27 and G20.
- For each trade partner, the table shows the Top 20 sectors with most untapped potential and, when applicable, the relevant SBI sector affected by Brexit that these would fall into.
- The tables can be used as a reference to identify relevant markets for specific products, or to find markets for specific products.

Dutch untapped export potential for top EU27 partners (in EUR millions)

Relevant SBI sector	HS Sector	Germany	Belgium	France	Italy	Spain	Poland	Sweden	Denmark	Czechia	Austria	Hungary	Ireland	Portugal	Romania	Finland
Computers, electrical equipment and other	Machinery	€ 2,576	€ 356	€ 1,104	€ 1,012	€ 855	€ 1,104	€ 833	€ 403	€ 920	€ 545	€ 821	€ 180	€ 328	€ 449	€ 277
	Chemicals	€ 2,392	€ 2,208	€ 873	€ 724	€ 791	€ 607	€ 628	€ 199	€ 350	€ 234	€ 352	€ 144	€ 208	€ 176	€ 214
Pharmaceutical raw materials and products	Pharmaceutical components	€ 326	€ 2,852	€ 905	€ 1,012	€ 515	€ 446	€ 333	€ 210	€ 397	€ 247	€ 213	€ 730	€ 115	€ 32	€ 112
Transport products	Motor vehicles and parts	€ 1,840	€ 352	€ 795	€ 793	€ 867	€ 587	€ 276	€ 139	€ 381	€ 108	€ 211	€ 141	€ 178	€ 210	€ 100
Manufacture of rubber and plastic products	Plastics and rubber	€ 1,564	€ 420	€ 610	€ 761	€ 557	€ 717	€ 390	€ 167	€ 523	€ 160	€ 300	€ 118	€ 188	€ 208	€ 106
Food industry	Food products	€ 815	€ 438	€ 752	€ 368	€ 342	€ 320	€ 248	€ 170	€ 199	€ 160	€ 132	€ 237	€ 146	€ 109	€ 86
Food industry	Dairy products	€ 1,104	€ 761	€ 470	€ 438	€ 106	€ 133	€ 125	€ 178	€ 79	€ 98		€ 104	€ 48	€ 58	€ 53
Agriculture and horticulture	Vegetables	€ 1,104	€ 374	€ 422	€ 118		€ 109	€ 109	€ 85	€ 110	€ 129	€ 43	€ 52	€ 24	€ 46	€ 25
Metalen in primaire vorm	Ferrous metals	€ 316	€ 411	€ 224	€ 335	€ 165	€ 317	€ 132	€ 68	€ 152	€ 59	€ 48		€ 62	€ 64	€ 29
	Optical products	€ 759	€ 190	€ 258	€ 91	€ 154		€ 100	€ 105	€ 109	€ 103	€ 138	€ 115	€ 63	€ 86	€ 67
Food industry	Cocoa beans and products	€ 558	€ 611	€ 151	€ 168		€ 216	€ 67					€ 64			€ 19
Food industry	Meat (except poultry)	€ 365		€ 272	€ 335	€ 75	€ 199	€ 97	€ 109	€ 120	€ 47	€ 44		€ 32	€ 43	
Agriculture and horticulture	Live plants, flowers and foliage	€ 741	€ 213	€ 378	€ 64					€ 56	€ 75	€ 34	€ 72	€ 30	€ 44	€ 24
Computers, electrical equipment and other	Electronic equipment	€ 53	€ 33		€ 52	€ 13	€ 205	€ 62	€ 343	€ 32	€ 163	€ 325	€ 170	€ 86	€ 160	€ 29
	Metal products	€ 178	€ 58	€ 264	€ 123	€ 140		€ 141		€ 137	€ 92	€ 94	€ 63	€ 36	€ 74	€ 44
Food industry	Vegetal residues and animal feed	€ 121	€ 121			€ 99	€ 136	€ 100	€ 104	€ 78	€ 60		€ 58	€ 49	€ 32	€ 53
Manufacture of paper, cardboard and products	Paper products	€ 127	€ 119	€ 178	€ 124	€ 118		€ 63		€ 57	€ 40	€ 44	€ 52	€ 40	€ 29	
Metalen in primaire vorm	Metals (except ferrous and precious)	€ 100	€ 118		€ 195	€ 107		€ 91		€ 102	€ 95			€ 40	€ 31	€ 29
	Beverages (alcoholic)			€ 289			€ 63	€ 80	€ 39		€ 31	€ 24	€ 47			€ 17
Transport products	Aircrafts, spacecrafts and parts			€ 557												
	Beverages		€ 152					€ 67	€ 36	€ 28	€ 33		€ 57	€ 26		€ 20
	Fish & shellfish				€ 116	€ 117	€ 66		€ 64					€ 44		
	Beauty products					€ 78	€ 127			€ 102		€ 42			€ 28	€ 17
	Live animals (except poultry)						€ 107	€ 75	€ 94			€ 33	€ 66			
Food industry	Meat (poultry)			€ 292										€ 20		€ 23
Agriculture and horticulture	Fruits	€ 93	€ 105								€ 38	€ 29		€ 45		
Food industry	Vegetable oils and fats		€ 190				€ 29		€ 46							
Textiles, clothing and leather	Footwear				€ 61		€ 58				€ 47	€ 32				€ 37
Textiles, clothing and leather	Apparel				€ 64	€ 54										€ 42
Food industry	Processed meat								€ 79				€ 57			
	Fertilizers								€ 52				€ 66			
	Mineral products						€ 47					€ 25				
Agriculture and horticulture	Seeds for sowing					€ 46										
Textiles, clothing and leather	Carpets									€ 34						

Dutch untapped export potential for top G20 partners (in EUR millions)

Relevant SBI sector	HS Sector	USA	China	Korea	Turkey	India	Japan	Canada	Saudi Arabia	Vietnam	Brazil
Computers, electrical equipment and other	Electronic equipment	€ 2,944	€ 1,380	€ 235	€ 40	€ 305	€ 59	€ 343	€ 140	€ 169	
	Chemicals	€ 661	€ 2,024	€ 885	€ 503	€ 440	€ 215	€ 71	€ 123	€ 112	€ 229
Pharmaceutical raw materials and products	Pharmaceutical components	€ 2,208	€ 1,012	€ 351	€ 88	€ 47	€ 375	€ 138	€ 63	€ 61	€ 80
Computers, electrical equipment and other	Machinery	€ 1,196	€ 1,104	€ 275	€ 599	€ 467	€ 75	€ 168	€ 156	€ 161	€ 154
Manufacture of rubber and plastic products	Plastics and rubber	€ 643	€ 1,288	€ 251	€ 635	€ 315	€ 87	€ 107	€ 71	€ 189	€ 165
	Optical products	€ 1,104	€ 1,104	€ 300	€ 123	€ 131	€ 109	€ 36	€ 24	€ 63	€ 69
Transport products	Motor vehicles and parts	€ 678	€ 589	€ 155	€ 312	€ 60		€ 167	€ 136	€ 56	€ 38
Food industry	Food products	€ 411	€ 282	€ 368	€ 78		€ 93	€ 107	€ 206	€ 60	€ 18
Metalen in primaire vorm	Metals (except ferrous and precious)	€ 175	€ 527	€ 259	€ 249	€ 79	€ 99			€ 49	€ 29
Metalen in primaire vorm	Ferrous metals		€ 234	€ 155	€ 164	€ 223	€ 26	€ 38	€ 48	€ 102	€ 24
Manufacture of paper, cardboard and products	Paper products	€ 178	€ 271		€ 71	€ 43		€ 27	€ 26	€ 28	€ 11
Textiles, clothing and leather	Apparel	€ 394		€ 64	€ 29		€ 55	€ 55	€ 38		€ 8
	Fish & shellfish	€ 144	€ 238	€ 97			€ 69			€ 26	€ 16
Agriculture and horticulture	Fruits	€ 158	€ 144	€ 70		€ 17	€ 38	€ 65	€ 53	€ 23	€ 7
	Beauty products	€ 152	€ 183	€ 82	€ 40	€ 17	€ 27	€ 21	€ 37	€ 13	
Food industry	Dairy products	€ 154	€ 127	€ 96				€ 39	€ 34	€ 9	€ 6
	Beverages (alcoholic)	€ 146	€ 144	€ 109							€ 52
	Metal products	€ 219			€ 75	€ 52		€ 38	€ 32	€ 16	€ 14
Transport products	Boats and parts	€ 266			€ 101			€ 29			
Food industry	Vegetal residues and animal feed			€ 99	€ 61	€ 40	€ 31		€ 31	€ 82	
	Live animals (except poultry)				€ 33						
Agriculture and horticulture	Live plants, flowers and foliage	€ 294		€ 53			€ 111	€ 64	€ 26	€ 52	
Food industry	Meat (except poultry)		€ 137				€ 137			€ 17	
	Beverages	€ 213					€ 26	€ 24			
	Meat (poultry)			€ 187			€ 39		€ 31		
Food industry	Vegetable oils and fats		€ 144		€ 26	€ 67			€ 15		
Food industry	Oil seeds		€ 197				€ 38				
Food industry	Cocoa beans and products				€ 52	€ 23		€ 69	€ 14		€ 11
	Skins, leather and products		€ 109	€ 56							
Agriculture and horticulture	Vegetables						€ 33	€ 79	€ 32	€ 15	
Agriculture and horticulture	Fertilizers					€ 43					€ 49
Agriculture and horticulture	Seeds for sowing				€ 29	€ 19					
Transport products	Aircrafts, spacecrafts and parts					€ 31					€ 10
Metals in primary form	Mineral products					€ 17					€ 7



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