

ANNEX 2. Export specialisation

In addition to exports diversification and focus on higher value-added products, its volume is increased also by the country's specialisation to export products for which the demand is growing more and fluctuates less. This annex discusses the changes in the Lithuanian exports structure in terms of specialisation, and the results obtained are compared to the corresponding indicators in Latvia and Estonia.

Two indices are applied in the assessment of Lithuania's export specialisation. The first is the Revealed Comparative Advantage (RCA), compiled on the basis of the methodology proposed by Bela Balassa (1965). It is calculated as the ratio between the exports share of a specific product in the total exports of the exporting country and the global exports share of the same product in the global exports. The value of the index greater than 1 suggests that the state has a revealed comparative advantage in exporting this product, i.e. it specialises in exporting it. The mathematical expression of the RCA index is as follows:

$$RCA_k = \frac{\frac{X_k}{\sum_{k=1}^n X_k}}{\frac{X_{kw}}{\sum_{k=1}^n X_{kw}}},$$

here — X_k country's exports of the k product, X_{kw} — the world's export of the k product, n — the number of products.

The second index is the international specialisation index, which is based on the methodology proposed by Gerard Lafay (1992) (LFI). In applying it, the country's relative advantage in exporting a certain product is calculated as the deviation of the normalized trade balance of this product from the normalised country's foreign trade balance, multiplied by the product's share in foreign trade (the sum of exports and imports). The positive value of the index suggests that the country has a comparative advantage in exporting this product. The higher the index value — the greater the country's specialisation in its exports. Another important feature of this index is that the sum of all products' LFI is equal to 0. The mathematical expression of the index is as follows:

$$LFI_k = \left(\frac{X_k - M_k}{X_k + M_k} - \frac{\sum_{k=1}^n (X_k - M_k)}{\sum_{k=1}^n (X_k + M_k)} \right) \times \left(\frac{X_k + M_k}{\sum_{k=1}^n (X_k + M_k)} \right),$$

here — X_k country's exports of the k product, M_k — the country's import of the k product, n — the number of products.

In this study, the two indices are used because they have different characteristics. The RCA is a unidirectional flow index calculated using only the export data. This poses some problems because exports include both the goods produced in the country and re-exported products, i.e. the goods that are purchased in one, and sold to another foreign market. The volumes of exports of the latter products are only partly determined by the competitiveness of the country's tradable sector. Due to the significant share of re-exports in the total exports, this problem is particularly relevant for small open economies such as Lithuania.¹⁰ This problem could be addressed by using not the data of the total country exports, but only the exports of products produced in the analysed country. Unfortunately, such data is not published by all countries. The re-exports problem can be addressed by the LFI because the details of the net exports of products are used in the calculation of this index. The analysis of net exports eliminates the effect of re-exports and a residual flow shows the extent to which the country's production capacity exceeds the domestic demand. Another significant advantage of the LFI is the opportunity to sort products according to their exports specialisation level. It is not possible when applying the RCA index.

For comparability with other research of the structural indicators of the Lithuanian exports, further analysis was performed by using exports data after exclusion of mineral fuels, lubricants and related materials export (in the SITC classification these products correspond to section 3). Two-digit level foreign trade data was used in the analysis. Products are classified according to the SITC, Rev. 3 classification and a total of 62 products are included.¹¹

Table A presents specialisation of Lithuanian exports, which is determined by applying the RCA index. The index shows that in 2010–2011 Lithuania had the revealed comparative advantage in exporting 35 products. Compared to the beginning of the decade — the period of 2000–2002, it can be seen that the number of products in which the country had the revealed comparative advantage, has increased by one-third.¹² During the analysed period, Lithuania has acquired a comparative advantage in exports of such products as meat and meat products (1), miscellaneous edible products and compounds (9) beverages (11), animal oils and fats (41), plastics in primary forms (57), chemical materials and products, n.e.s. (59).¹³ The country lost the revealed comparative advantage in exports of metalliferous ores and metal scrap (28), other transport equipment (79). Many products, in the exports of which Lithuania has the revealed comparative advantage,

¹⁰ Recently, Lithuanian re-export comprised more than one third of all exports of products.

¹¹ SITC Rev. 3 contains a total of 69 product groups. In addition to the section of mineral fuels, lubricants and related materials comprising four divisions, the following divisions of the classifier are not covered in this study: postal packages not classified according to attributes (91), assessment of products with a value of less than USD 251 and other low-value products, not exempt from formal declaration (98), low-value goods of non-Canadian origin; stacked low value cargo for carriage to Canada, and other goods not identified by type for carriage to Canada (99).

¹² Increasing number of exported products, in which Lithuania has revealed comparative advantage, shows the growing exports diversification. This confirms the conclusions of exports concentration analysis presented in the *Lithuanian Economic Review*, published in May 2013 by the Bank of Lithuania.

¹³ The number in parentheses corresponds to the product code according to SITC, Rev.3 classification.

are raw materials and labour-intensive products, the manufacture of which is based on low technologies. These products comprise slightly more than two-thirds of all the products in the exports of which Lithuania has the revealed comparative advantage. Only a relatively small proportion of products, in the exports of which Lithuania has revealed comparative advantage, can be attributed to capital-intensive and research-oriented products, which are manufactured using intermediate or higher technology. These products include plastics in primary forms (57), plastics in non-primary forms (58), chemical materials and products, n.e.s. (59), road vehicles (78), and general industrial machinery and equipment, n.e.s., and machine parts, n.e.s. (74).

Table A. Revealed comparative advantage of the Lithuanian exports in 2010–2011 determined by applying the RCA index

Products in the exports of which Lithuania has the revealed comparative advantage								Products in the exports of which Lithuania does not have the revealed comparative advantage					
SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA
0	4.58	9	1.87	27	0.50	54	0.60	64	1.48	74	1.01	84	1.77
1	1.87	11	2.21	28	0.81	55	0.84	65	1.58	75	0.29	85	0.30
2	6.89	12	6.91	29	1.03	56	15.21	66	0.68	76	0.55	87	0.84
3	3.22	21	2.24	41	1.29	57	2.69	67	0.48	77	0.42	88	0.25
4	2.57	22	2.16	42	0.27	58	1.85	68	0.16	78	1.18	89	1.14
5	3.64	23	0.05	43	0.75	59	1.51	69	1.36	79	0.50	93	0.57
6	1.71	24	6.32	51	0.25	61	1.67	71	0.30	81	3.04	96	4.17
7	1.66	25	0.54	52	0.76	62	0.58	72	0.94	82	6.87	97	0.01
8	3.74	26	1.50	53	1.40	63	5.76	73	0.62	83	0.24		

Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: the description of the specified SITC division is presented in table G of the annex.

Other Baltic countries show similar trends (Latvian and Estonian RCA indices are shown in Tables B and C). Both Latvian and Estonian exports of labour and raw material intensive products manufactured using low technology represent the largest share of products exporting which the countries have the revealed comparative advantage. They account for almost two-thirds of each country's exports, i.e. slightly less than in Lithuania. Among the products, in the exports of which both Latvia and Estonia have the revealed comparative advantage, there are capital-intensive and research-oriented products manufactured using intermediate or higher technology. Of these Latvia's exports one should mention medicinal and pharmaceutical products (54), telecommunications and sound-recording and reproducing apparatus and equipment (76), plastics in non-primary forms (58), in the Estonian exports — telecommunications and sound-recording and reproducing apparatus and equipment (76), machinery specialised for particular industries (72), and electrical machinery, apparatus and appliances, n.e.s., and electrical parts thereof (77).

Table B. Revealed comparative advantage of the Latvian exports in 2010–2011 determined by applying the RCA index

Products in the exports of which Latvia has the revealed comparative advantage								Products in the exports of which Latvia does not have the revealed comparative advantage					
SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA
0	4.27	9	1.18	27	0.75	54	1.36	64	1.07	74	0.53	84	1.12
1	0.98	11	6.96	28	1.52	55	0.94	65	1.42	75	0.43	85	0.36
2	4.82	12	1.22	29	1.34	56	0.60	66	0.88	76	1.06	87	0.30
3	2.84	21	2.06	41	0.38	57	0.37	67	2.54	77	0.38	88	0.43
4	3.29	22	2.66	42	0.43	58	1.00	68	0.52	78	0.78	89	0.99
5	0.98	23	0.05	43	1.05	59	0.78	69	1.48	79	0.33	93	1.27
6	0.60	24	35.95	51	0.30	61	0.26	71	0.27	81	2.45	96	0.03
7	0.89	25	0.29	52	0.25	62	0.86	72	0.68	82	1.93	97	0.07
8	1.99	26	0.58	53	1.21	63	16.74	73	0.58	83	0.27		

Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: the description of the specified SITC division is presented in table G of the annex.

Table C. Revealed comparative advantage of the Estonian exports in 2010–2011 determined by applying the RCA index

Products in the exports of which Estonia has the revealed comparative advantage								Products in the exports of which Estonia does not have the revealed comparative advantage					
SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA	SITC division	RCA
0	3.20	9	2.01	27	0.87	54	0.16	64	1.26	74	0.93	84	1.31
1	0.92	11	2.93	28	1.15	55	0.44	65	0.76	75	0.13	85	1.17
2	3.42	12	0.38	29	0.28	56	0.45	66	0.96	76	2.72	87	0.89
3	2.44	21	1.16	41	0.04	57	0.43	67	0.94	77	1.05	88	0.23
4	0.93	22	0.98	42	0.78	58	0.83	68	0.30	78	0.70	89	1.18
5	0.39	23	0.08	43	0.92	59	0.57	69	1.82	79	0.54	93	1.28
6	0.42	24	13.83	51	0.45	61	1.27	71	0.88	81	7.34	96	0.01
7	3.41	25	2.59	52	1.33	62	2.24	72	1.34	82	4.82	97	0.25
8	0.27	26	0.18	53	3.69	63	10.43	73	0.40	83	0.53		

Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: the description of the specified SITC division is presented in table G of the annex.

Table D presents Lithuanian export specialisation in 2010–2011, determined by applying the LFI index. The results show that Lithuania mostly specialises in exporting furniture and parts thereof (82), fertilizers (56), dairy products and bird eggs (2), plastics in primary forms (57), clothing and accessories (84). These products represent a major part of the Lithuanian industry's production. By applying the LFI, another 19 products were determined, in exports of which Lithuania specialises. Comparing to the results of RCA analysis, the number of products is at least one third smaller, however the trend remains — during the analysed period the number of products, in the exports of which Lithuania specialises, has increased.¹⁴ It should be noted that out of the ten products in exports of which Lithuania now specialises the most, in the beginning of the analysed period three products were missing — plastics in primary forms (57), cereals and cereal compounds (4), miscellaneous manufactured articles, n.e.s. (89). However, from the list of products, in exports of which Lithuania specialises the most where excluded other transport equipment (79), electrical machinery, apparatus and appliances, n.e.s., and electrical parts thereof (77), animal feed (8).

Table D. Lithuanian exports specialisation in 2010–2011, determined by applying the LFI index

High level of specialisation						High level of non-specialisation							
SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI
0	0.18	9	-0.08	27	-0.83	54	-1.22	64	-0.52	74	0.05	84	0.91
1	0.07	11	-0.28	28	0.70	55	-0.31	65	-0.10	75	-0.42	85	-0.20
2	1.10	12	0.39	29	-0.11	56	2.25	66	-0.15	76	-0.66	87	0.23
3	0.14	21	0.02	41	0.00	57	1.08	67	-1.03	77	-0.47	88	-0.06
4	0.75	22	0.29	42	-0.24	58	-0.18	68	-0.15	78	-0.80	89	0.64
5	-0.34	23	0.00	43	-0.02	59	-0.02	69	-0.02	79	-0.06	93	-0.63
6	-0.01	24	0.66	51	-2.08	61	0.05	71	-0.30	81	0.20	96	0.01
7	-0.20	25	-0.04	52	-0.17	62	-0.30	72	-0.60	82	2.58	97	-0.02
8	0.32	26	-0.24	53	-0.19	63	0.48	73	0.01	83	-0.03		

Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: the description of the specified SITC division is presented in table G of the annex.

The LFI, like the RCA, shows that most of the products in exports of which Lithuania specialises are raw material and labour-intensive products, which are manufactured using simple technologies. The number of capital-intensive and research-oriented products manufactured using intermediate or higher technology is relatively smaller. By applying LFI it was determined that higher value-added products, in exports of which Lithuania specialises, are plastics in primary forms (57), professional, scientific and controlling instruments and apparatus, n.e.s. (87), general industrial machinery and equipment, n.e.s., machine parts, n.e.s. (74) and metalworking machinery (73).

Specialisation differences arising from the different calculation methods, are seen in other Baltic State exports (the LFI indices of Latvia and Estonia are shown in Tables E and F). By applying the LFI methodology, the determined number of products in which these countries specialise is lower. However, this methodology shows that most of the products are raw material and labour-intensive products, which are manufactured using simple technologies. Estonia is most specialised in exporting furniture and parts thereof (82), telecommunications and sound-recording and reproducing apparatus and equipment (76), cork and wood manufactures (63), cork and wood (24), metalliferous ores and metal scrap (28), Latvia — cork and wood (24), cork and wood manufactures (63). Significantly, though less, Latvia specialises in exporting beverages (11), metalliferous ores and metal scrap (28), cereals and cereal compounds (4). By applying the LFI there were no products exported by Latvia that are research-oriented and manufactured using intermediate or higher technology (unlike in Lithuania and Estonia).

Table E. Latvian exports specialisation in 2010–2011, determined by applying the LFI index

High level of specialisation						High level of non-specialisation							
SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI
0	0.21	9	-0.31	27	-0.12	54	-0.70	64	-0.67	74	-0.50	84	0.05
1	-0.43	11	1.04	28	0.78	55	-0.36	65	0.12	75	-0.21	85	-0.24
2	0.52	12	-0.09	29	-0.06	56	-0.43	66	-0.03	76	-0.13	87	-0.24
3	0.28	21	0.07	41	-0.01	57	-0.51	67	0.37	77	-0.77	88	-0.03
4	0.73	22	0.27	42	-0.25	58	-0.27	68	0.30	78	-0.70	89	-0.13
5	-0.74	23	-0.06	43	-0.04	59	-0.23	69	0.04	79	-0.29	93	-2.13
6	-0.38	24	5.65	51	-0.04	61	0.01	71	-0.35	81	0.08	96	0.00
7	-0.40	25	0.04	52	-0.09	62	-0.35	72	-0.79	82	0.34	97	-0.03
8	-0.16	26	-0.04	53	-0.09	63	2.62	73	-0.03	83	-0.06		

Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: the description of the specified SITC division is presented in table G of the annex.

¹⁴ Increasing number of exported products, in which Lithuania specialises, shows the growing exports diversification. This confirms the conclusions of exports concentration analysis presented in the *Lithuanian Economic Review*, published in May 2013 by the Bank of Lithuania.

Table F. Estonian exports specialisation in 2010–2011, determined by applying the LFI index

High level of specialisation						High level of non-specialisation							
SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI	SITC division	LFI
0	0.18	9	-0.07	27	-0.07	54	-1.08	64	-0.27	74	-0.03	84	0.21
1	-0.16	11	-0.42	28	1.09	55	-0.35	65	-0.57	75	-0.50	85	0.02
2	0.56	12	-0.07	29	-0.08	56	-0.26	66	0.10	76	1.51	87	0.29
3	0.30	21	-0.03	41	-0.01	57	-0.53	67	-1.26	77	-1.52	88	-0.08
4	0.04	22	0.13	42	0.12	58	-0.35	68	-0.20	78	-0.72	89	0.18
5	-0.58	23	-0.01	43	-0.02	59	-0.20	69	0.24	79	-0.05	93	-0.68
6	-0.15	24	1.45	51	-0.14	61	-0.02	71	0.54	81	0.89	96	-0.01
7	-0.32	25	0.38	52	-0.11	62	-0.15	72	-0.18	82	1.71	97	-0.11
8	-0.24	26	-0.13	53	0.39	63	1.46	73	-0.07	83	-0.01		

Sources: Comtrade (UN) and Bank of Lithuania calculations.

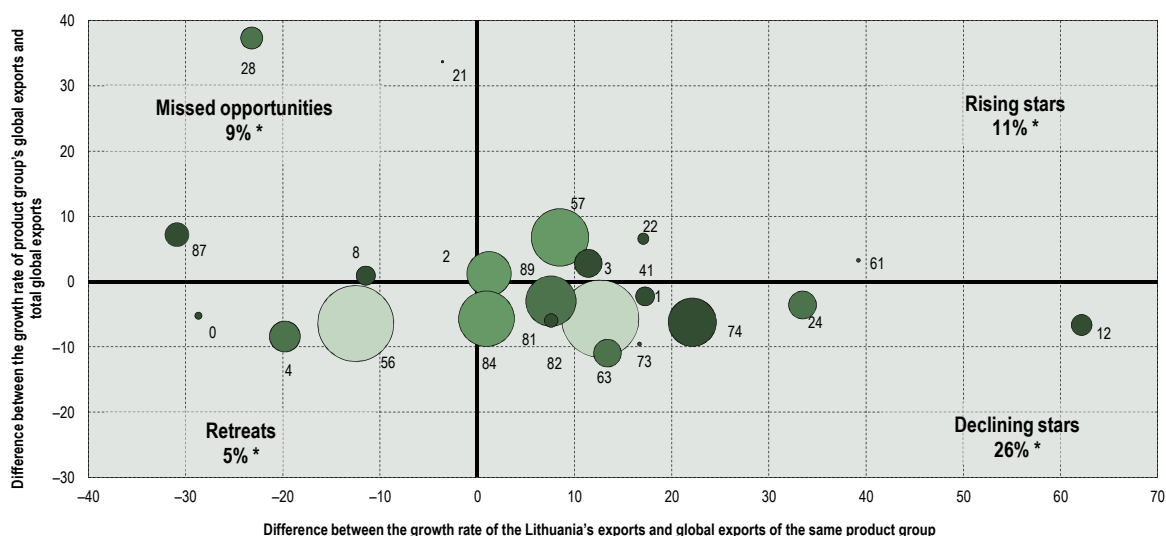
Note: the description of the specified SITC division is presented in table G of the annex.

Another way to analyse the structural characteristics of exports is to evaluate the development of components of the country's exports compared to the world exports dynamics. For this analysis, all exported products are divided into four groups (Orszaghova et al., 2013):

- *rising stars* are the products from a certain country's exports which are growing faster than the total world exports of the same products, and the latter rates of growth exceed the total world exports growth rates;
- *declining stars* are the products from a certain country's exports which are growing faster than the total world exports of the same products, but the latter rates of growth are lower than the total world exports growth rates;
- *missed opportunities* are the products from a certain country's exports which are growing slower than the total world exports of the same products, and the latter rates of growth exceeds the total world exports growth rates;
- *retreats* are the products from a certain country's exports of which are growing slower than the total world exports of the same products, and the latter rate of growth are lower than the total world exports growth rates.

In terms of exports development it is most favourable to export the products which are classified under the group rising stars. These are products for which demand is growing faster than world exports and specialisation in the exports of these products is increasing. Relatively positively could be assessed products which are placed in the retreat group. Although the global exports of these products grow more slowly than the total world exports, the shrinking country's exports specialisation shows that country's industry is elastic to demand shifts and responds to its changes by reducing its dependence on the less viable products. Less favourable is the group of missed opportunities. It includes products whose export is growing faster than the total global exports, but the country's specialisation in exporting them is declining. Least favourable are the exports of products of declining stars, as the exports specialisation is being increased in less perspective markets. Countries specialising in exports of declining stars lose the benefits which are provided by relatively faster market growth.

Chart A. Lithuanian exports development in 2010–2011, compared with the global exports



Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: only product groups with positive LFI are shown in the chart.

The circle size is proportional to the product group's share in the total exports of 2010–2011.

The circle colour indicates the degree of product group's specialisation in 2010–2011 (lighter colour represents a higher value of the LFI).

Product codes shown in the chart are described in Table G of the Annex.

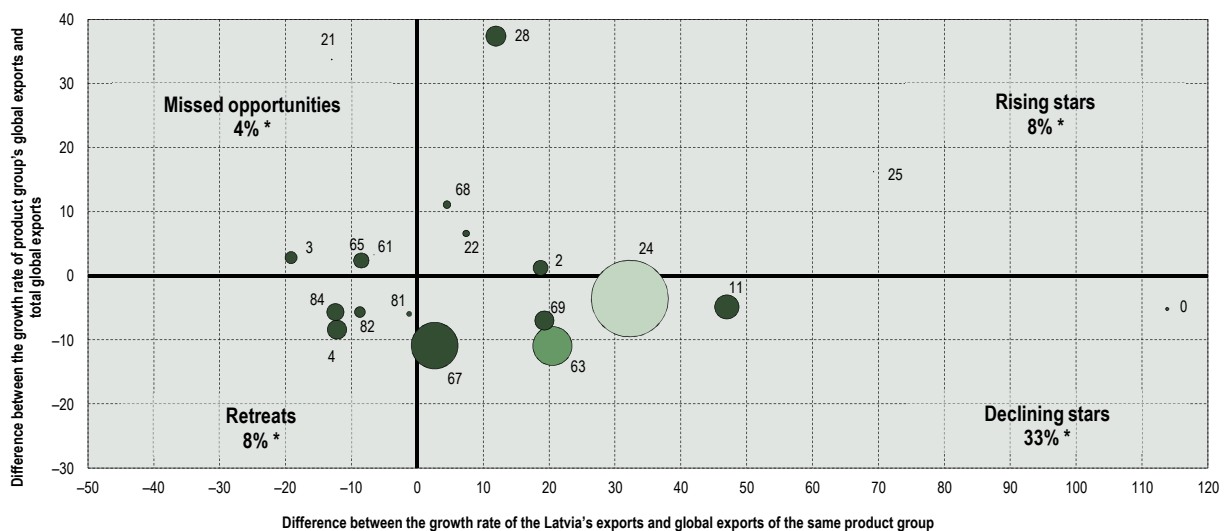
* The share of the group in the total Lithuanian exports of 2010–2011 (excl. mineral fuels, lubricants and related materials exports).

The division of Lithuanian exports into the four mentioned groups is shown in Chart A. Growth rates are calculated by comparing the exports value in 2010–2011 to the exports value in 2008–2009. The chart also provides information about the share of certain products in the total exports and the exports specialisation level of products. The chart shows that almost half of the products in the exports, of which Lithuania specialises, are in the least favourable group of declining stars. Most of the Lithuanian exported products in this group are attributable to labour and raw material intensive low-tech products. Among the main products is furniture and parts thereof (82), articles of apparel and clothing accessories (84), cork and wood (24), cork and wood manufactures (63), miscellaneous manufactured articles, n.e.s. (89). A quarter of the products, in the exports of which country specialises, fall into the most favourable group — the rising stars. However, the majority of them are also raw material and labour-intensive low-tech products. These are dairy products and bird eggs (2), oil-seeds and oleaginous fruits (22), Fish, crustaceans, molluscs and aquatic invertebrates, and preparations thereof (3), leather, leather manufactures, n.e.s. (61). Separate mention should be made of plastics in primary forms (57), they fall under difficultly imitable research-oriented products manufactured using technologies of medium complexity. This is the only higher value-added product in the exports of which Lithuania specialises, with a favourable development potential both in the world and in Lithuania.

Other product groups — retreats and missed opportunities — are also dominated by raw material intensive products: in the retreats — cereals and cereal preparations (4) and live animals (0) and in the missed opportunities — metalliferous ores and metal scrap (28), feeding stuff for animals (8), and raw hides, skins and furs (21). One should mention fertilizers (56) and professional, scientific and controlling instruments and apparatus, n.e.s. (87) belonging to these groups. Fertilizers, unlike other products in the retreats, are classified as medium-tech products. Slower export growth of fertilizers in 2010–2011 is most likely related to the higher prices of the major raw material — natural gas — compared to the prices in main competitor countries. The group of missed opportunities includes professional, scientific and controlling instruments and apparatus, n.e.s. (87) which, together with plastics in primary forms (57) are the only difficultly imitable research-oriented products manufactured using medium to high technologies. Lithuania already specialises in exporting professional, scientific and controlling instruments and apparatus, n.e.s. (87), therefore if exporting industry could better compete with other manufacturers, in the long term these products could significantly contribute to, faster than the world's, exports growth.

Exports trends of other Baltic countries, compared to of the dynamics of world exports, are similar to Lithuania (Chart B and C illustrate the development of exports in Latvia and Estonia compared with the global exports dynamics). Most of the products in the exports of which the pre-Baltic countries specialise are in the group of declining stars, while rising stars only comprise about a quarter of the products. Most of these products are raw material and labour-intensive low-tech products. All the Baltic States export small number higher value-added products, i.e. capital-intensive and research-oriented products manufactured using technologies of medium or higher complexity: Estonia — three, Latvia — none. Such Estonian exported products are telecommunications, sound recording and reproducing apparatuses and equipment (76), power generating machinery and equipment (71), professional, scientific and controlling instruments and apparatuses (87). However, only the last product falls into the group of rising stars.

Chart B. Latvian exports development in 2010–2011, compared with the global exports



Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: only product groups with positive LFI are shown in the chart.

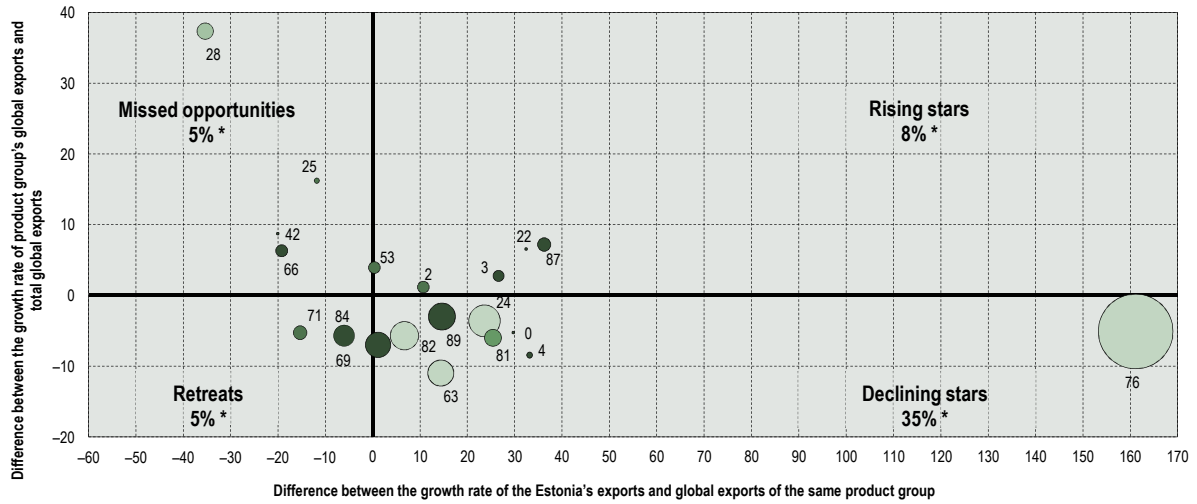
The circle size is proportional to the product group's share in the total exports of 2010–2011.

The circle colour indicates the degree of product group's specialisation in 2010–2011 (lighter colour represents a higher value of the LFI).

Product codes shown in the chart are described in Table G of the Annex.

* The share of the group in the total Lithuanian exports of 2010–2011 (excl. mineral fuels, lubricants and related materials exports).

Chart C. Estonian exports development in 2010–2011, compared with the global exports



Sources: Comtrade (UN) and Bank of Lithuania calculations.

Note: only product groups with positive LFI are shown in the chart.

The circle size is proportional to the product group's share in the total exports of 2010–2011.

The circle colour indicates the degree of product group's specialisation in 2010–2011 (lighter colour represents a higher value of the LFI).

Product codes shown in the chart are described in Table G of the Annex.

* The share of the group in the total Lithuanian exports of 2010–2011 (excl. mineral fuels, lubricants and related materials exports).

Table G. Product groups used for the study according to the SITC, Rev. 3

No.	Name of the product group
0	Live animals other than animals of division 3
1	Meat and meat products
2	Dairy products and bird eggs
3	Fish (not marine mammals), crustaceans, molluscs and aquatic invertebrates, and products thereof
4	Cereals and cereal products
5	Vegetables and fruit
6	Sugars, sugar products and honey
7	Coffee, tea, cocoa, spices, and manufactures thereof
8	Feeding stuff for animals (not including unmilled cereals)
9	Miscellaneous edible products and compounds
11	Beverages
12	Tobacco and tobacco manufactures
21	Raw hides, skins and fur
22	Oil-seeds and oleaginous fruits
23	Crude rubber (including synthetic and reclaimed)
24	Cork and wood
25	Pulp and waste paper
26	Textile fibres (other than wool tops and other combed wool) and their wastes (not manufactured into yarn or fabric)
27	Crude fertilizers, other than those of division 56, and crude minerals (excluding coal, petroleum and precious stones)
28	Metalliferous ores and metal scrap
29	Crude animal and vegetable materials, n.e.s.
41	Animal oils and fats
42	Fixed vegetable fats and oils, crude, refined or fractionated
43	Animal or vegetable fats and oils, processed; waxes of animal or vegetable origin; inedible mixtures or preparations of animal or vegetable fats or oils, n.e.s.
51	Organic chemicals
52	Inorganic chemicals
53	Dyeing, tanning and colouring materials
54	Medicinal and pharmaceutical products
55	Essential oils and resinoids and perfume materials; toilet, polishing and cleansing preparations
56	Fertilizers (other than those of group 272)
57	Plastics in primary forms
58	Plastics in non-primary forms
59	Chemical materials and products, n.e.s.
61	Leather, leather manufactures, n.e.s., and dressed fur
62	Rubber manufactures, n.e.s.
63	Cork and wood manufactures (excluding furniture)
64	Paper, paperboard and articles of paper pulp, of paper or of paperboard
65	Textile yarn, fabrics, made-up articles, n.e.s., and related products
66	Non-metallic mineral manufactures, n.e.s.
67	Iron and steel
68	Non-ferrous metals
69	Manufactures of metals, n.e.s.
71	Power-generating machinery and equipment
72	Machinery specialised for particular industries
73	Metalworking machinery
74	General industrial machinery and equipment, n.e.s., and machine parts, n.e.s.
75	Office machines and automatic data-processing machines
76	Telecommunications and sound-recording and reproducing apparatus and equipment
77	Electrical machinery, apparatus and appliances, n.e.s., and electrical parts thereof (including non-electrical counterparts, n.e.s., of electrical household-type equipment)
78	Road vehicles (including air-cushion vehicles)
79	Other transport equipment
81	Prefabricated buildings; sanitary, plumbing, heating and lighting fixtures and fittings, n.e.s.
82	Furniture, and parts thereof; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings
83	Travel goods, handbags and similar containers
84	Articles of apparel and clothing accessories
85	Footwear
87	Professional, scientific and controlling instruments and apparatus, n.e.s.
88	Photographic apparatus, equipment and supplies and optical goods, n.e.s.; watches and clocks
89	Miscellaneous manufactured articles, n.e.s.
93	Special transactions and commodities not classified according to kind
96	Coin (other than gold coin), not being legal tender
97	Gold, non-monetary (excluding gold ores and concentrates)

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