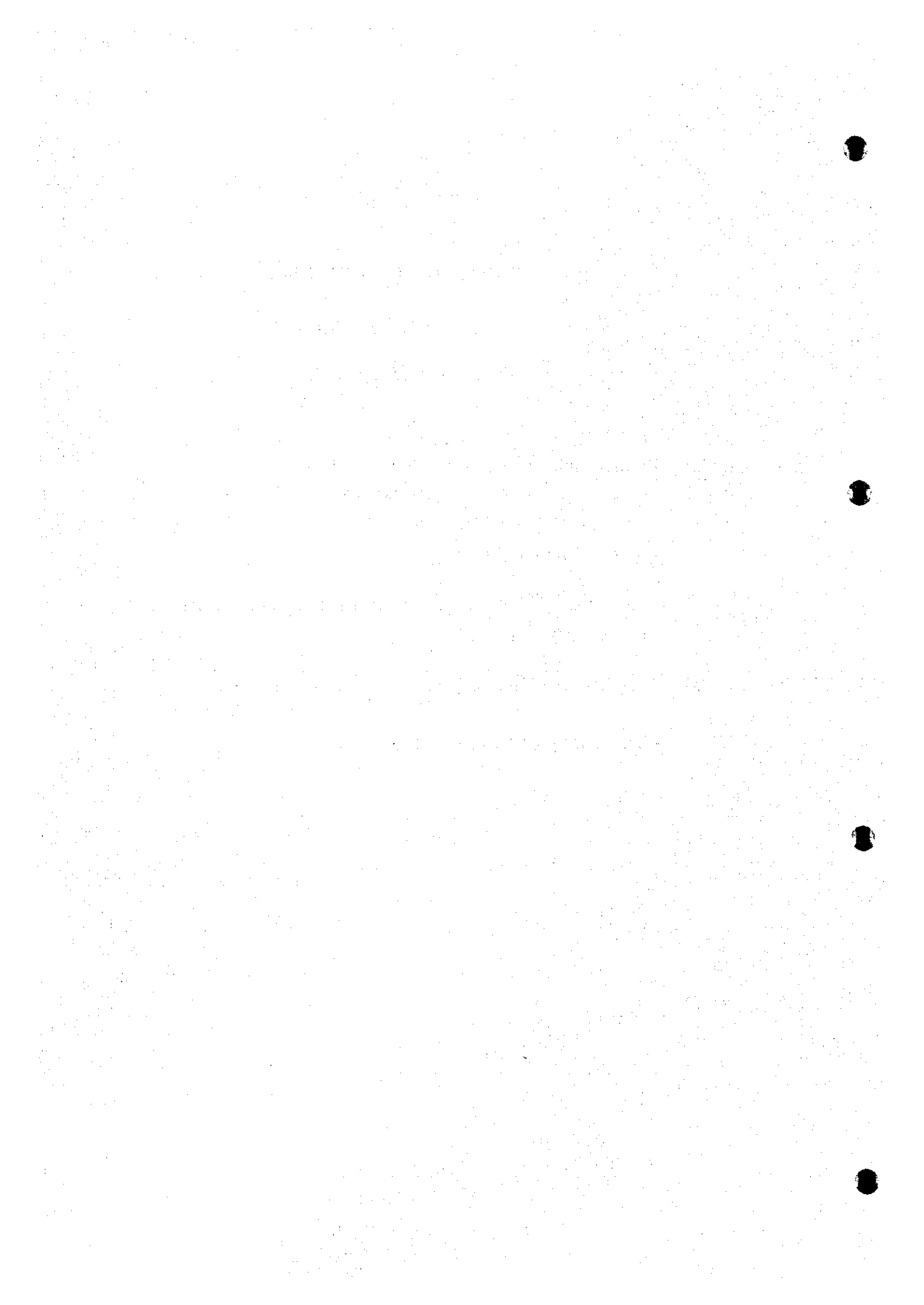


### **PARTIE 3**

- 1. ETUDE DE STATISTIQUE D'EXPORTAION DU SECTUER**
- 2. RAPPORT DES RÉSULTATS DE L'ENQUÊTE**
- 3. DOCUMENTATION DU MINI SÉMINAIRE DES ENTREPRISES PILOTES**
  - (1) BRANCHE QUINCAILLERIE**
  - (2) BRANCHE CYCLES ET MOTOCYCLES**
  - (3) BRANCHE BIENS D'ÉQUIPEMENT**
  - (4) BRANCHE ÉLECTROMÉNAGER**
  - (5) BRANCHE MOULES**
- 4. DOCUMENTATION DU SÉMINAIRE DE CONCLUSIONS ET PROPOSITIONS**
- 5. LISTE DE DOCUMENTATIONS COLLECTÉES EN TUNISIE**
- 6. LISTE DE PERSONNES VISITÉES**



**1. Etude de statistique d'exportation du secteur**

**TUNISIA MACHINERY AND ELECTRIC INDUSTRY**

**TRADE DATA ANALISIS**

**SEPTEMBER 1997**

**JICA STUDY TEAM**

DATA SOURCE

-PROVIDED BY CEPEX IN JULY 1997

-DATA CONTENTS

IMPORT & EXPORT RESULTS FOR 1993 - 1996  
ANNUAL VALUE (TD)  
ANNUAL QUANTITY (KG)

-TOTAL NUMBER OF DATUM (BY ITEM AND NATION)  
8600 LINES APPROX.

| <u>SECTOR</u>        | <u>NO.OF DATUM</u> | <u>NO.OF ITEM</u> | <u>NO. OF NATION</u> |
|----------------------|--------------------|-------------------|----------------------|
| PLASTICS & MOLD      | 219                | 11                | 44                   |
| IRON MONGERY         | 2662               | 145               | 96                   |
| BICYCLE & BIKE       | 360                | 42                | 37                   |
| MACHINERY COMPONENTS | 3531               | 229               | 89                   |
| HOME APPLIANCE       | 1823               | 126               | 90                   |

-DATA FORMAT

EXCEL DATABASE

MAIN DATA PROCESSING

- SORT RELEVANT ITEMS OF 5 SECTORS
- MAKE SEPARATE FILE OF EACH SECTOR, AS MASTER FILE
- PROCESSING BY NATION
  - SORT EACH SECTOR BY NATION, AND TOTAL BY NATION
  - ARRANGE NATIONS IN ORDER OF EXPORT/IMPORT AMOUNT
  - LIST/GRAPH FOR TOP 5 - 10 NATIONS
- PROCESSING BY ITEM (HIGHER 4 DIGITS)
  - SORT EACH SECTOR BY ITEM, AND TOTAL BY ITEM
  - ARRANGE ITEMS IN ORDER OF EXPORT/IMPORT AMOUNT
  - LIST/GRAPH FOR TOP 5 - 10 ITEMS
- SELECT TYPICAL ITEMS (FULL 9 DIGITS) FOR EACH SECTOR
  - LIST/GRAPH PAST TREND IN 1993-1996

OUTCOME

-LIST BY NATION FOR EACH SECTOR

- EXPORT AMOUNT BY NATION IN ORDER OF AMOUNT
- IMPORT AMOUNT BY NATION IN ORDER OF AMOUNT
- ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY NATION
- LIST OF TOP 10 EXPORT NATIONS (AMOUNT)
- GRAPH OF TOP 10 EXPORT NATIONS (AMOUNT)
- GRAPH OF TOP 5 EXPORT NATIONS (SHARE)
- GRAPH OF PAST EXPORT TREND OF TOP 5 EXPORT NATIONS
- LIST OF TOP 10 IMPORT NATIONS (AMOUNT)
- GRAPH OF TOP 10 IMPORT NATIONS (AMOUNT)
- GRAPH OF TOP 5 IMPORT NATIONS (SHARE)
- GRAPH OF PAST IMPORT TREN OF TOP 5 IMPORT NATIONS

-LIST BY ITEM FOR EACH SECTOR

- EXPORT AMOUNT BY ITEM(9DIGITS) IN ORDER OF AMOUNT
- IMPORT AMOUNT BY ITEM(9DIGITS) IN ORDER OF AMOUNT
- EXPORT AMOUNT BY ITEM(7DIGITS) IN ORDER OF AMOUNT
- IMPORT AMOUNT BY ITEM(7DIGITS) IN ORDER OF AMOUNT
- EXPORT AMOUNT BY ITEM(4DIGITS) IN ORDER OF AMOUNT
- IMPORT AMOUNT BY ITEM(4DIGITS) IN ORDER OF AMOUNT
- ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY TOP 10 EXPORT/IMPORT ITEMS(4DIGITS)

OUTCOME(CONT'D)

-LIST & GRAPH FOR TYPICAL ITEMS OF EACH SECTOR

- LIST OF PAST EXPORT TREND OF SELECTED ITEMS(9DIGITS)
- GRAPH OF PAST EXPORT TREND OF SELECTED ITEMS(9DIGITS)
- LIST OF PAST IMPORT TREND OF SELECTED ITEMS(9DIGITS)
- GRAPH OF PAST IMPORT TREND OF SLECTED ITEMS(9DIGITS)

EXPORT / IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY NATION (1993~1996)  
(SECTOR A:Plastic Molde)

| NATION         | EXPORT |         |        |          |           |         |         |        |          |           | IMPORT  |         |         |        |           |          |          |           |           |           | TRADE BALANCE |        |        |        |           | TRADE FACTOR |        |        |        |           |   |
|----------------|--------|---------|--------|----------|-----------|---------|---------|--------|----------|-----------|---------|---------|---------|--------|-----------|----------|----------|-----------|-----------|-----------|---------------|--------|--------|--------|-----------|--------------|--------|--------|--------|-----------|---|
|                | 1993   | 1994    | 1995   | 1996     | 1997~1998 | 1993    | 1994    | 1995   | 1996     | 1997~1998 | 1993    | 1994    | 1995    | 1996   | 1997~1998 | 1993     | 1994     | 1995      | 1996      | 1997~1998 | 1993          | 1994   | 1995   | 1996   | 1997~1998 | 1993         | 1994   | 1995   | 1996   | 1997~1998 |   |
| ITALY          | 6442   | -92.2   | 5183   | 548.11   | 33485     | -86.5   | 518     | 105848 | 6010815  | -5.0      | 5856398 | 6.8     | 6254871 | -2.8   | 6090741   | 24212913 | -5944353 | -5851203  | -6221489  | -6960223  | -24107865     | -97.8  | -99.8  | -98.9  | -98.9     | -100.0       | -98.9  | -98.9  | -98.9  | -100.0    |   |
| FRANCE         | 318818 | -95.9   | 327    | 18430.31 | 60594     | -100.0  | 0       | 379739 | 2348914  | -5.4      | 2790123 | -19.9   | 2233910 | 44.0   | 3217604   | 11180551 | -2830098 | -2789796  | -2173316  | -3217604  | -10810812     | -60.5  | -100.0 | -100.0 | -100.0    | -100.0       | -94.7  | -100.0 | -100.0 | -93.4     |   |
| GERMANY        | 15972  | -100.0  | 0      | #DIV/0!  | 42275     | -82.0   | 16057   | 74304  | 1154831  | -18.8     | 960301  | -8.4    | 879423  | 19.2   | 1048110   | 4042665  | -1138859 | -860301   | -637148   | -1032053  | -3988381      | -47.3  | -100.0 | -100.0 | -100.0    | -100.0       | -90.8  | -97.0  | -100.0 | -96.4     |   |
| SPAIN          | 1500   | -100.0  | 0      | #DIV/0!  | 0         | #DIV/0! | 0       | 1500   | 398201   | -34.3     | 261743  | -42.3   | 124746  | 131.2  | 288378    | 1073068  | -386701  | -281743   | -124746   | -288378   | -1071588      | -99.2  | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| PORTUGAL       | 0      | #DIV/0! | 0      | #DIV/0!  | 0         | #DIV/0! | 0       | 0      | 37737    | 895.2     | 384227  | -91.3   | 67978   | 857.3  | 448790    | 916720   | -37737   | -384227   | -47878    | -448790   | -916720       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| SWISS          | 0      | #DIV/0! | 0      | #DIV/0!  | 0         | #DIV/0! | 0       | 0      | 258277   | -46.8     | 137372  | 87.8    | 257928  | -88.8  | 34098     | 687873   | -258277  | -137372   | -257928   | -34098    | -687873       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| SOVIET UNION   | 0      | #DIV/0! | 0      | #DIV/0!  | 0         | #DIV/0! | 0       | 0      | 23477    | -6.2      | 237895  | -73.4   | 63108   | -80.1  | 12590     | 506881   | -23477   | -237895   | -63108    | -12590    | -506881       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| UNITED KINGDOM | 0      | #DIV/0! | 224    | -36.2    | 143       | 2086.0  | 3126    | 3493   | 138157   | 36.0      | 187943  | -20.7   | 149228  | -44.3  | 82952     | 556060   | -138157  | -187719   | -148885   | -79428    | -552887       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| TAIWAN         | 0      | #DIV/0! | 0      | #DIV/0!  | 0         | #DIV/0! | 0       | 0      | 2205     | 1796.7    | 41823   | 59.6    | 60745   | 439.4  | 360020    | 470793   | -2205    | -41823    | -60745    | -360020   | -470793       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| YUGOSLAVIA     | 0      | #DIV/0! | 0      | #DIV/0!  | 0         | #DIV/0! | 0       | 0      | 783      | -100.0    | 0       | #DIV/0! | 365534  | -92.8  | 28221     | 392538   | -783     | -365534   | -28221    | -392538   | -470793       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| BELGIUM        | 0      | #DIV/0! | 9147   | -100.0   | 0         | #DIV/0! | 0       | 9147   | 93886    | 52.9      | 143511  | -73.1   | 38665   | -79.2  | 8035      | 284087   | -93886   | -134044   | -38835    | -8035     | -284087       | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| MOROCCO        | 0      | #DIV/0! | 177157 | -100.0   | 0         | #DIV/0! | 0       | 177157 | 4287     | -100.0    | 0       | #DIV/0! | 0       | 4287   | 0         | 4287     | -4287    | 177157    | 0         | 0         | 172870        | -100.0 | -100.0 | -100.0 | -100.0    | -100.0       | -100.0 | -100.0 | -100.0 | -100.0    |   |
| LIBYA          | 8218   | 1181.9  | 66904  | -100.0   | 0         | #DIV/0! | 3250    | 77373  | 0        | #DIV/0!   | 500     | 100.0   | 1000    | -100.0 | 0         | 1500     | 5219     | 69404     | -1000     | 5250      | 75873         | 100.0  | 100.0  | 100.0  | 100.0     | 100.0        | 100.0  | 100.0  | 100.0  | 100.0     |   |
| ALGERIA        | 48578  | -72.7   | 13265  | 287.0    | 48762     | -100.0  | 0       | 110828 | 0        | #DIV/0!   | 0       | #DIV/0! | 0       | 0      | 0         | 48578    | -48762   | 13265     | 48762     | 0         | 0             | 0      | 0      | 0      | 0         | 0            | 0      | 0      | 0      | 0         | 0 |
| MALTA          | 0      | #DIV/0! | 0      | #DIV/0!  | 3931      | 0       | #DIV/0! | 3931   | 0        | #DIV/0!   | 0       | #DIV/0! | 0       | 0      | 0         | 0        | 0        | 0         | 0         | 0         | 0             | 0      | 0      | 0      | 0         | 0            | 0      | 0      | 0      | 0         | 0 |
| SAUDI ARABIA   | 0      | #DIV/0! | 0      | #DIV/0!  | 14083     | 0       | #DIV/0! | 14083  | 0        | #DIV/0!   | 0       | #DIV/0! | 0       | 0      | 0         | 0        | 0        | 0         | 0         | 0         | 0             | 0      | 0      | 0      | 0         | 0            | 0      | 0      | 0      | 0         | 0 |
| OTHERS         | 665    | 816.0   | 7929   | -100.0   | 0         | #DIV/0! | 23729   | 32523  | 108548   | -40.4     | 647180  | -34.7   | 422508  | -9.5   | 362462    | 2536094  | -108548  | -649251   | -422508   | -362462   | -2536094      | -99.8  | -97.6  | -100.0 | -100.0    | -100.0       | -98.3  | -97.5  | -100.0 | -95.9     |   |
| TOTAL          | 457415 | -38.8   | 280196 | -33.9    | 185259    | -84.0   | 66994   | 989524 | 12385516 | -6.1      | 1628894 | -6.0    | 1092629 | 9.8    | 11897981  | 4897830  | -1928101 | -11348448 | -10740270 | -11931287 | -45943306     | -92.9  | -96.3  | -96.7  | -96.7     | -96.7        | -96.7  | -96.7  | -96.7  | -95.9     |   |

UNIT:  
VAL in TD  
ANNUAL GROWTH in %  
TRADE BALANCE in TD  
TRADE FACTOR in %



EXPORT / IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY NATION (1993~1996)  
(SECTOR Bilion money)

| NATION         | EXPORT  |              |         |              |          |              |          |           |          |              |          |              | IMPORT   |              |          |           |               |              |           |           |           |        |        |        |        |       |
|----------------|---------|--------------|---------|--------------|----------|--------------|----------|-----------|----------|--------------|----------|--------------|----------|--------------|----------|-----------|---------------|--------------|-----------|-----------|-----------|--------|--------|--------|--------|-------|
|                | VAL 93  | ANNUAL GROWT | VAL 94  | ANNUAL GROWT | VAL 95   | ANNUAL GROWT | VAL 96   | EX VALSUM | VAL 93   | ANNUAL GROWT | VAL 94   | ANNUAL GROWT | VAL 95   | ANNUAL GROWT | VAL 96   | IM VALSUM | TRADE BALANCE | TRADE FACTOR |           |           |           |        |        |        |        |       |
| FRANCE         | 1746496 | 101.1        | 3512131 | -14.9        | 2960502  | -20.2        | 2387429  | 10607158  | 9748498  | 26.6         | 12339230 | -15.0        | 10488789 | 0.8          | 10576965 | 43153492  | -6002002      | -8626499     | -7498287  | -8189538  | -32516324 | -69.6  | -35.7  | -55.6  | -63.2  | -60.4 |
| ITALY          | 1717362 | 172.3        | 4675539 | 23.8         | 5786984  | -6.8         | 5409400  | 17585485  | 7885881  | 0.7          | 8041528  | 15.4         | 9277647  | 1.6          | 8423837  | 34729088  | -6288986      | -3989877     | -3496883  | -4078837  | -17149603 | -104.6 | -26.5  | -33.2  | -27.1  | -32.8 |
| U.S.A          | 735     | 86926.1      | 595542  | -54.0        | 274211   | 358.6        | 1257564  | 2124652   | 5688201  | -35.6        | 5659978  | -37.4        | 2392388  | 3.3          | 2367409  | 1400428   | -6884466      | -3084386     | -2018177  | -1109845  | -11878874 | -100.0 | -72.0  | -78.0  | -30.6  | -73.6 |
| GERMANY        | 24400   | 744.6        | 238859  | -4.7         | 233897   | 28.7         | 283898   | 775852    | 2460824  | 3.8          | 2544884  | 29.3         | 3003234  | 23.2         | 4069315  | 12388059  | -2432424      | -2814877     | -3079337  | -3785619  | -11612207 | -97.7  | -47.8  | -47.3  | -47.0  | -88.2 |
| SPAIN          | 93028   | 772.1        | 724075  | 14.8         | 831211   | -17.3        | 687033   | 3325387   | 1935116  | 19.0         | 2302140  | 28.3         | 2952948  | -28.8        | 2072894  | 9262888   | -1852088      | -1576085     | -2121737  | -1385641  | -6937531  | -97.8  | -42.1  | -46.1  | -50.2  | -59.9 |
| TURKEY         | 2279    | -63.8        | 370     | 7882.2       | 29534    | -100.0       | 0        | 32183     | 1120004  | 135.9        | 2643263  | -6.1         | 2482725  | 7.6          | 2671812  | 8918104   | -1119025      | -2842883     | -2453191  | -2671812  | -8885921  | -99.6  | -100.0 | -97.6  | -100.0 | -99.3 |
| BELGIUM        | 30842   | 88.3         | 58082   | 49.0         | 109735   | -68.7        | 14541    | 213180    | 1363280  | 8.8          | 1487478  | 25.5         | 1887495  | -36.0        | 1195379  | 5948812   | -1362416      | -1629416     | -1737801  | -1186838  | -5760432  | -95.7  | -42.5  | -48.9  | -97.8  | -63.1 |
| UNITED KINGDOM | 2298    | 17447.3      | 403412  | -13.4        | 346541   | -23.2        | 266223   | 1023275   | 882771   | 68.3         | 1115305  | 74.6         | 1946986  | -3.6         | 1876168  | 5601200   | -960472       | -711803      | -1597845  | -1607845  | -4577855  | -99.3  | -100.0 | -100.0 | -96.5  | -69.1 |
| CHINA          | 0       | 0            | 0       | 0            | 0        | 0            | 0        | 0         | 0        | 0            | 0        | 0            | 0        | 0            | 0        | 0         | 0             | 0            | 0         | 0         | 0         | 0      | 0      | 0      | 0      | 0     |
| TAIWAN         | 0       | 0            | 0       | 0            | 0        | 0            | 0        | 0         | 0        | 0            | 0        | 0            | 0        | 0            | 0        | 0         | 0             | 0            | 0         | 0         | 0         | 0      | 0      | 0      | 0      | 0     |
| SWEDEN         | 19708   | 1581.8       | 331388  | 4.0          | 344389   | 93.8         | 666684   | 182347    | 266884   | 52.8         | 382409   | -12.6        | 394137   | 132.4        | 776364   | 1743814   | -230979       | -51020       | 10452     | -109720   | -381267   | -85.4  | -7.1   | 1.5    | -7.6   | -12.3 |
| ALGERIA        | 3236547 | 34.0         | 430838  | -31.3        | 2977436  | -56.6        | 1293133  | 11843944  | 3563741  | -81.5        | 658421   | 422.6        | 475791   | -68.3        | 65039    | 983046    | 2880173       | 4270886      | 2501645   | 1228096   | 10666898  | 80.2   | 97.0   | 72.4   | 90.1   | 85.0  |
| MOROCCO        | 384680  | 16.5         | 459785  | -24.6        | 346877   | 9.2          | 378788   | 1580140   | 180828   | 28.2         | 233687   | -46.1        | 125873   | 28.8         | 182106   | 702494    | 213862        | 226098       | 221004    | 216882    | 877846    | 37.2   | 32.6   | 46.7   | 40.1   | 38.4  |
| LIBYA          | 2918371 | -7.5         | 2899686 | 18.8         | 300775   | 15.3         | 3688728  | 12328028  | 4833     | -100.0       | 0        | 0            | 0        | 0            | 0        | 0         | 0             | 0            | 0         | 0         | 0         | 0      | 0      | 0      | 0      | 0     |
| NIGERIA        | 0       | 0            | 0       | 0            | 0        | 0            | 0        | 0         | 0        | 0            | 0        | 0            | 0        | 0            | 0        | 0         | 0             | 0            | 0         | 0         | 0         | 0      | 0      | 0      | 0      | 0     |
| OTHERS         | 801408  | 27.7         | 1100397 | -6.8         | 1028919  | 98.4         | 2035331  | 5023075   | 3158882  | -2.7         | 3070948  | 18.8         | 3942708  | 20.8         | 4401129  | 14268865  | -2298074      | -1970551     | -2016787  | -2365788  | -9246790  | -57.1  | -47.2  | -56.1  | -38.8  | -47.9 |
| TOTAL          | 1104628 | 73.3         | 1913705 | -3.2         | 16522425 | 11.2         | 20597386 | 68301094  | 37633291 | 7.4          | 38813209 | 2.7          | 48875211 | 2.4          | 41852940 | 158998451 | -26014683     | -20675534    | -22932786 | -21255574 | -90296657 | -54.1  | -35.1  | -37.8  | -39.4  | -39.4 |

UNIT:  
VAL in TD  
ANNUAL GROWTH in %  
TRADE BALANCE in TD  
TRADE FACTOR in %

EXPORT / IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY NATION (1993~1996)  
(SECTOR C: Bicycle Bikes)

| NATION       | EXPORT          |                 |                 |                 | IMPORT          |                 |                 |                 | TRADE BALANCE |        |         |         | TRADE FACTOR |          |          |          |          |          |          |          |           |        |         |         |        |        |        |
|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|--------|---------|---------|--------------|----------|----------|----------|----------|----------|----------|----------|-----------|--------|---------|---------|--------|--------|--------|
|              | VAL 93<br>GROWT | VAL 94<br>GROWT | VAL 95<br>GROWT | VAL 96<br>GROWT | VAL 93<br>GROWT | VAL 94<br>GROWT | VAL 95<br>GROWT | VAL 96<br>GROWT | 1993          | 1994   | 1995    | 1996    | 1993         | 1994     | 1995     | 1996     |          |          |          |          |           |        |         |         |        |        |        |
| FRANCE       | 799299          | -15.7           | 648532          | 70.8            | 1107732         | 20.8            | 1338502         | 3864066         | 693437        | -20.0  | 5543344 | 4.2     | 5776853      | -87.3    | 733937   | 16966371 | -6182136 | -4895812 | -4669121 | 604585   | -15122506 | -80.0  | -78.1   | -78.1   | 29.2   | -66.2  |        |
| GERMANY      |                 | 0               | #DIV/0!         | 2154            | 0               | #DIV/0!         | 2771            | 4871            | 6090061       | 70.8   | 1040452 | -85.5   | 202827       | 2100.9   | 4464024  | 6316509  | -609006  | -1040452 | -200673  | -4464024 | -3174381  | -100.0 | -100.0  | -100.0  | -97.9  | -99.9  | -98.8  |
| INDIA        |                 | 0               | #DIV/0!         | 0               | 0               | #DIV/0!         | 0               | 0               | 694705        | 63.3   | 1134507 | -11.5   | 1004584      | 55.7     | 1564373  | 4398169  | -694705  | -1134507 | -1004584 | -1564373 | -4398169  | -100.0 | -100.0  | -100.0  | -100.0 | -100.0 | -100.0 |
| ITALY        | 105207          | 422.3           | 549488          | -81.2           | 103089          | -41.6           | 60192           | 817986          | 964785        | 18.4   | 822619  | -8.4    | 753637       | 65.5     | 1246938  | 3517979  | -586576  | -23131   | -450538  | -1186746 | -2699993  | -73.7  | -19.9   | -75.9   | -90.8  | -62.3  | -98.5  |
| JAPAN        |                 | 0               | #DIV/0!         | 4881            | -100.0          | 0               | #DIV/0!         | 4888            | 354141        | -83.8  | 57265   | 829.5   | 417744       | 124.4    | 937379   | 1705802  | -353414  | -50577   | -417744  | -937379  | -1705802  | -100.0 | -100.0  | -100.0  | -100.0 | -100.0 | -100.0 |
| SPAIN        |                 | 0               | #DIV/0!         | 83394           | -42.0           | 36776           | 1154.6          | 461394          | 561564        | 454170 | 11.8    | 508870  | -3.1         | 491323   | -89.7    | 50459    | 1502822  | -454170  | -454547  | -410035  | -641258   | -100.0 | -100.0  | -100.0  | -77.8  | -84.1  | -80.3  |
| TURKEY       |                 | 0               | #DIV/0!         | 0               | 0               | #DIV/0!         | 0               | 0               | 51230         | 391.5  | 239408  | 25.0    | 295467       | 61.6     | 475818   | 1056923  | -51230   | -236408  | -295467  | -475818  | -1056923  | -100.0 | -100.0  | -100.0  | -100.0 | -100.0 | -100.0 |
| TAIWAN       |                 | 0               | #DIV/0!         | 0               | 0               | #DIV/0!         | 0               | 0               | 161007        | 143.5  | 892245  | -87.5   | 127486       | 107.6    | 284708   | 945514   | -161007  | -392245  | -127486  | -284708  | -945514   | -100.0 | -100.0  | -100.0  | -100.0 | -100.0 | -100.0 |
| HOLLAND      | 45479           | -100.0          | 0               | #DIV/0!         | 0               | #DIV/0!         | 0               | 45479           | 44870         | -100.0 | 0       | #DIV/0! | 150          | 213833.3 | 319403   | 394423   | 609      | 0        | -150     | -319403  | -431944   | -100.0 | -100.0  | -100.0  | -100.0 | -100.0 | -100.0 |
| MOROCCO      | 428608          | -29.6           | 304319          | -3.3            | 294254          | -25.8           | 218336          | 1245487         | 28132         | 73.1   | 31823   | -100.0  | 0            | #DIV/0!  | 2793     | 62748    | 490476   | 272496   | 215543   | 1182736  | 87.7      | 81.1   | 100.0   | 97.5    | 90.4   | 90.4   |        |
| BELGIUM      |                 | 0               | #DIV/0!         | 0               | #DIV/0!         | 0               | #DIV/0!         | 446888          | 3100          | 65.7   | 5138    | -100.0  | 0            | #DIV/0!  | 0        | 8236     | -3100    | -5138    | 0        | 446888   | 438450    | -100.0 | -100.0  | #DIV/0! | 100.0  | 0      | 96.4   |
| SAUDI ARABIA |                 | 0               | #DIV/0!         | 0               | #DIV/0!         | 0               | #DIV/0!         | 106191          | 0             | 106191 | 0       | #DIV/0! | 1216         | -91.0    | 598      | 1612     | 0        | 0        | 0        | 9403     | 596       | 8607   | #DIV/0! | #DIV/0! | 78.5   | -100.0 | 70.8   |
| LIBYA        | 324860          | -98.5           | 1688            | 92.5            | 2574            | 1324.2          | 36660           | 365682          | 200           | 698.0  | 1418    | -100.0  | 0            | #DIV/0!  | 0        | 1618     | 254780   | 270      | 2574     | 36660    | 364284    | 99.9   | 5.7     | 100.0   | 100.0  | 99.1   |        |
| ALGERIA      | 117191          | -27.2           | 65297           | 117.9           | 185663          | -60.1           | 76148           | 462502          | 1200          | -100.0 | 0       | #DIV/0! | 0            | #DIV/0!  | 0        | 1200     | 115991   | 85297    | 185668   | 74146    | 461302    | 98.0   | 100.0   | 100.0   | 100.0  | 99.5   |        |
| GABON        |                 | 0               | #DIV/0!         | 0               | #DIV/0!         | 0               | #DIV/0!         | 0               | 0             | 0      | 0       | #DIV/0! | 0            | #DIV/0!  | 0        | 0        | 0        | 0        | 0        | 2191     | 4095      | 6296   | #DIV/0! | #DIV/0! | 100.0  | 100.0  | 100.0  |
| OTHERS       | 5037            | 408.0           | 2869            | -61.4           | 5309            | -29.4           | 3748            | 42704           | 100178        | 40.4   | 140009  | -37.8   | 87676        | 833.4    | 815346   | 1148810  | -85142   | -112000  | -82387   | -814597  | -1104506  | -90.4  | -90.2   | -88.6   | -99.1  | -92.8  |        |
| TOTAL        | 1766781         | -6.1            | 1666015         | 3.8             | 1750540         | 51.2            | 2446478         | 7878821         | 10127555      | -2.1   | 9913868 | -7.8    | 9158873      | 18.8     | 10878712 | 46076938 | -8331774 | -8227683 | -7406427 | -8232233 | -32200117 | -69.8  | -70.9   | -67.9   | -60.2  | -67.1  |        |

UNIT:  
VAL in TD  
ANNUAL GROWTH in %  
TRADE BALANCE in TD  
TRADE FACTOR in %

EXPORT / IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY NATION (1993 ~ 1996)  
(SECTOR D: Mechanical components)

| NATION         | EXPORT   |               |          |               | IMPORT  |               |          |               | TRADE BALANCE |               |           |               | TRADE FACTOR |               |           |               |            |               |           |               |            |               |        |               |        |
|----------------|----------|---------------|----------|---------------|---------|---------------|----------|---------------|---------------|---------------|-----------|---------------|--------------|---------------|-----------|---------------|------------|---------------|-----------|---------------|------------|---------------|--------|---------------|--------|
|                | VAL 93   | ANNUAL GROWTH | VAL 94   | ANNUAL GROWTH | VAL 95  | ANNUAL GROWTH | VAL 96   | ANNUAL GROWTH | VAL 93        | ANNUAL GROWTH | VAL 94    | ANNUAL GROWTH | VAL 95       | ANNUAL GROWTH | VAL 96    | ANNUAL GROWTH | VAL 93     | ANNUAL GROWTH | VAL 94    | ANNUAL GROWTH | VAL 95     | ANNUAL GROWTH | VAL 96 | ANNUAL GROWTH |        |
| FRANCE         | 12860639 | -51.0         | 8207138  | -7.1          | 5231481 | 22.8          | 6411460  | 30839718      | 70272795      | -1.6          | 69181478  | -20.1         | 48337548     | -6.9          | 44036578  | 231851400     | -27395158  | -2874340      | -43106087 | -37645119     | -201028621 | -89.0         | -83.3  | -60.5         | -74.8  |
| ITALY          | 4064949  | -79.1         | 651349   | 318.2         | 3543502 | -15.7         | 2987829  | 11447829      | 67377661      | -46.4         | 38083844  | 20.4          | 43448277     | -4.7          | 3925882   | 188127664     | -43312712  | -38234485     | -39904775 | -98228033     | -174680035 | -88.6         | -95.4  | -84.9         | -85.8  |
| JAPAN          | 10202    | -100.0        | 0        | #DIV/0!       | 0       | #DIV/0!       | 478      | 10680         | 25054930      | 17.2          | 30085480  | -18.3         | 24592418     | -36.6         | 15571317  | 93854143      | -25844728  | -30065480     | -24582418 | -15570899     | -93843483  | -99.9         | -100.0 | -100.0        | -100.0 |
| UNITED KINGDOM | 1338411  | -85.4         | 61829    | 274.4         | 231481  | -27.1         | 168686   | 1801817       | 38877824      | -49.6         | 18510785  | -15.7         | 25272484     | -48.7         | 11574684  | 92335187      | -37356073  | -18448588     | -22410031 | -11408988     | -90533370  | -93.3         | -99.4  | -98.0         | -97.1  |
| GERMANY        | 734889   | -91.3         | 84164    | 30434         | 98.8    | 637178        | 178442   | 30292409      | -42.2         | 17523825      | -12.8     | 15024192      | 32.8         | 20321828      | 83482184  | -28357740     | -17438681  | -15003698     | -10748321 | -73817237     | -93.3      | -89.8         | -90.4  | -87.8         |        |
| U.S.A.         | 1119185  | -24.1         | 840348   | 7.8           | 912029  | -17.8         | 748815   | 3623377       | 32118213      | -51.1         | 15699170  | 15.4          | 18174095     | -36.8         | 11498138  | 71440914      | -31004028  | -14833822     | -17512086 | -10748321     | -43895092  | -99.9         | -85.5  | -99.9         | -100.0 |
| SWEDEN         | 4232     | 714.7         | 300594   | -88.8         | 3783    | -100.0        | 0        | 314619        | 10103841      | 31.0          | 13233488  | -11.8         | 11874248     | 21.8          | 14197886  | 49209711      | -10094009  | -12927242     | -11670435 | -14197788     | -43895092  | -5.5          | -18.6  | 18.1          | -58.7  |
| LIBYA          | 8263872  | -88.7         | 2782146  | 60.3          | 4410803 | -3.3          | 4285031  | 18801672      | 9228209       | -56.5         | 4012591   | -23.8         | 3028828      | 438.3         | 16462237  | 38702885      | -944537    | -1280428      | 1381975   | -14197788     | -43895092  | -99.9         | -85.5  | -99.9         | -100.0 |
| BELGIUM        | 782977   | 7.6           | 842238   | 29.3          | 1089398 | 11.8          | 1217580  | 3892073       | 4719847       | 74.0          | 8214771   | -28.7         | 8778278      | 25481884      | -3888870  | -7372833      | -4891910   | -5558718      | -2844975  | -21540721     | -12.3      | -18.0         | -9.3   | -28.4         |        |
| HOLLAND        | 1818481  | 11.5          | 2027281  | 108.9         | 4173774 | -5.3          | 4034388  | 12003984      | 2328743       | 25.4          | 2818830   | 72.3          | 8028485      | 37.8          | 8929343   | 17207411      | -310262    | -882548       | -455721   | -2844975      | -21540721  | -71.5         | -81.4  | -81.4         | -81.4  |
| ALGERIA        | 4933981  | -46.9         | 2822825  | 284.1         | 9548925 | -78.0         | 2100723  | 18207758      | 406237        | -56.7         | 175937    | 206.5         | 539283       | -96.0         | 21731     | 1143188       | -4528024   | 2448888       | 9008622   | 2078984       | 1804888    | 84.8          | 87.4   | 89.3          | 88.0   |
| IRELAND        | 10190000 | -100.0        | 0        | #DIV/0!       | 0       | #DIV/0!       | 0        | 10190000      | 2572          | 1772          | 7129      | -29.1         | 5052         | 177.2         | 14006     | 10187428      | -7129      | -5052         | -14006    | 10187428      | 86.8       | -100.0        | -100.0 | 99.4          |        |
| OTHERS         | 2286244  | 35.0          | 3118787  | -40.5         | 1782791 | -33.5         | 1171839  | 6348631       | 6219439       | -64.6         | 2184483   | 11.4          | 24500870     | 56.0          | 36218278  | 148898186     | -38888895  | -18875884     | -22728671 | -37047617     | -138538643 | -92.9         | -73.2  | -88.6         | -94.1  |
| TOTAL          | 48438242 | -59.1         | 18800719 | 57.7          | 3122823 | -24.0         | 23744786 | 12321070      | 353381640     | -32.5         | 238624797 | -8.6          | 222847828    | 0.8           | 224860883 | 1039754168    | -304845888 | -218824038    | -18118203 | -261855297    | -916543938 | -75.9         | -84.7  | -75.4         | -80.9  |

UNIT:  
VAL in TD  
ANNUAL GROWTH in %  
TRADE BALANCE in TD  
TRADE FACTOR in %

EXPORT / IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY NATION (1993~1998)  
(SECTOR E:Home appliances)

| NATION      | EXPORT   |               |          |               |          |               |         |               |           |               | IMPORT    |               |           |               |           |               |           |               |           |               |            |               |        |               |               |              |       |
|-------------|----------|---------------|----------|---------------|----------|---------------|---------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|------------|---------------|--------|---------------|---------------|--------------|-------|
|             | 1993     | 1994          | 1995     | 1996          | 1997     | 1998          | 1993    | 1994          | 1995      | 1996          | 1997      | 1998          | 1993      | 1994          | 1995      | 1996          | 1997      | 1998          | 1993      | 1994          | 1995       | 1996          | 1997   | 1998          |               |              |       |
|             | VAL 90   | ANNUAL GROWTH | VAL 94   | ANNUAL GROWTH | VAL 95   | ANNUAL GROWTH | VAL 96  | ANNUAL GROWTH | VAL 97    | ANNUAL GROWTH | VAL 98    | ANNUAL GROWTH | VAL 94    | ANNUAL GROWTH | VAL 95    | ANNUAL GROWTH | VAL 96    | ANNUAL GROWTH | VAL 97    | ANNUAL GROWTH | VAL 98     | ANNUAL GROWTH | VAL 99 | ANNUAL GROWTH | TRADE BALANCE | TRADE FACTOR |       |
| FRANCE      | 8661488  | -23.4         | 8612341  | -11.6         | 5031150  | -62.6         | 2176964 | 23464043      | 29187502  | 12.8          | 32913560  | 24.7          | 41050739  | -5.8          | 36678604  | 141811705     | 200003814 | -26501519     | -53218589 | -36500740     | -116327682 | -53.4         | -66.5  | -75.1         | -89.3         | -71.6        |       |
| ITALY       | 1544416  | -7.1          | 400897   | -29.8         | 519816   | -82.9         | 192995  | 2656024       | 32474640  | 9.4           | 35399988  | -2.9          | 34513047  | 6.7           | 36812603  | 130326868     | 309302224 | -35133901     | -33893731 | -36619608     | -36678664  | -60.9         | -97.8  | -97.0         | -96.0         | -96.3        |       |
| GERMANY     | 584891   | 269.0         | 2046071  | -8.6          | 1912600  | -78.0         | 401381  | 4915327       | 16613335  | -8.7          | 15168789  | 5.0           | 19228233  | 3.1           | 16414624  | 64125261      | 160964461 | -13122982     | -14015433 | -39209934     | -93.5      | -76.2         | -78.6  | -95.2         | -85.8         |              |       |
| JAPAN       | 5700     | 1160.8        | 72963    | -78.2         | 19900    | -32.7         | 10700   | 109293        | 8456361   | -1.3          | 9336136   | 15.2          | 10784061  | -36.1         | 6860785   | 36207331      | 84506461  | -8283143      | -10738161 | -6650065      | -36102090  | -99.8         | -98.4  | -99.7         | -99.7         | -99.4        |       |
| TURKEY      | 242731   | -100.0        | 0        | 0             | 0        | 0             | 24273   | 2477475       | 82.2      | 4762898       | 36.2      | 6487653       | 13.7      | 7377701       | 21105523  | -2452022      | -4782898  | -4487653      | -2377701  | -21081282     | -98.1      | -100.0        | -100.0 | -100.0        | -98.8         |              |       |
| SPAIN       | 504888   | 168.2         | 1051425  | -99.3         | 6861     | -100.0        | 0       | 1563294       | 4110129   | 14.0          | 4885124   | -6.1          | 4239522   | 45.9          | 6216024   | 19270799      | 34653241  | -3639999      | -4255541  | -6216024      | -17707505  | -78.1         | -53.3  | -98.7         | -100.0        | -85.0        |       |
| BELGIUM     | 189189   | -99.7         | 19571    | -82.0         | 3528     | 624.3         | 23540   | 237828        | 5697328   | -10.7         | 451889    | -10.1         | 4060348   | -0.4          | 4046058   | 17682823      | 4480336   | -4499120      | -4056823  | -4020518      | -17444797  | -92.8         | -90.1  | -95.8         | -96.7         | -97.3        |       |
| U.S.A.      | 20000    | -12.7         | 5465     | -6.7          | 5101     | 1360.8        | 74814   | 105080        | 4251641   | -11.2         | 377943    | 36.7          | 8915008   | -46.8         | 3037703   | 18978295      | -4231641  | -3786478      | -5009907  | -2983189      | -16873215  | -99.1         | -98.7  | -99.8         | -95.2         | -98.8        |       |
| SOUTH KOREA | 0        | 0             | 892      | -100.0        | 0        | 0             | 892     | 2377000       | 23.5      | 2936300       | 77.1      | 5198208       | 77.1      | 198208        | 48.9      | 2990228       | 7173092   | -1189487      | -1019038  | -1984308      | -2985988   | -1768852      | -100.0 | -100.0        | -100.0        | -100.0       | -99.9 |
| CHINA       | 303837   | 16.1          | 387459   | -98.1         | 7352     | 599.8         | 5297    | 781885        | 1616876   | 6.5           | 1722026   | 6.3           | 1831358   | -14.9         | 1593338   | 6729598       | -1280039  | -2897236      | -5198208  | -8995484      | -15478238  | -100.0        | -98.9  | -100.0        | -100.0        | -99.2        |       |
| HOLLAND     | 163140   | -51.1         | 112350   | 81.3          | 208050   | -84.1         | 11898   | 49138         | 1248100   | -10.9         | 1112482   | 7.5           | 1189197   | 33.2          | 1612718   | 5173977       | -1084860  | -1000112      | -892547   | -1609220      | -4682809   | -76.9         | -81.7  | -70.9         | -98.5         | -82.7        |       |
| HONG KONG   | 748151   | 50.1          | 1122487  | 23.8          | 1389752  | -54.1         | 430016  | 3898121       | 50        | 81144.0       | 30922     | -70.7         | 8978      | 94.1          | 350       | 40000         | 748101    | 1082068       | 1380760   | 637666        | 3838612    | 100.0         | 94.7   | 95.7          | 99.8          | 96.0         |       |
| ALGERIA     | 5484231  | -52.7         | 2982931  | -99.3         | 1978651  | 20.4          | 1894453 | 11547842      | 24608     | -78.7         | 5000      | -100.0        | 0         | 0             | 2400      | 32004         | 5481819   | 239703        | 1978651   | 1698033       | 11515608   | 99.1          | 96.6   | 100.0         | 98.7          | 99.4         |       |
| LIBYA       | 0        | 0             | 0        | 0             | 0        | 0             | 0       | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0          | 0             | 0      | 0             | 0             | 0            |       |
| CHIL        | 0        | 0             | 0        | 0             | 0        | 0             | 0       | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0          | 0             | 0      | 0             | 0             | 0            |       |
| IVORY COAST | 41130    | 27.3          | 52372    | 31.54         | 217562   | -70.7         | 63842   | 374708        | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0         | 0             | 0          | 0             | 0      | 0             | 0             | 0            |       |
| OTHERS      | 975066   | -14.0         | 604811   | 78.5          | 1482415  | -23.3         | 1136701 | 4424753       | 3910892   | 54.7          | 9152821   | 3.1           | 9441029   | -12.1         | 8293653   | 32804682      | -4941828  | -8322300      | -7835814  | -7157192      | -2837982   | -71.7         | -83.4  | -72.9         | -75.6         | -78.2        |       |
| TOTAL       | 19432960 | -21.3         | 13068391 | -14.0         | 13168946 | -43.1         | 7497623 | 55428510      | 119482397 | 92.1          | 126873467 | 12.6          | 146838688 | -2.8          | 136874993 | 523946943     | -66509607 | -1117395116   | -13178770 | -46830435     | -71.3      | -78.6         | -83.1  | -89.7         | -80.3         |              |       |

UNIT:  
VAL in TD  
ANNUAL GROWTH in %  
TRADE BALANCE in TD  
TRADE FACTOR in %

**Top 10 IMPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
(SECTOR A:Plastic & Molds )

(VAL IN 1,000 TD)

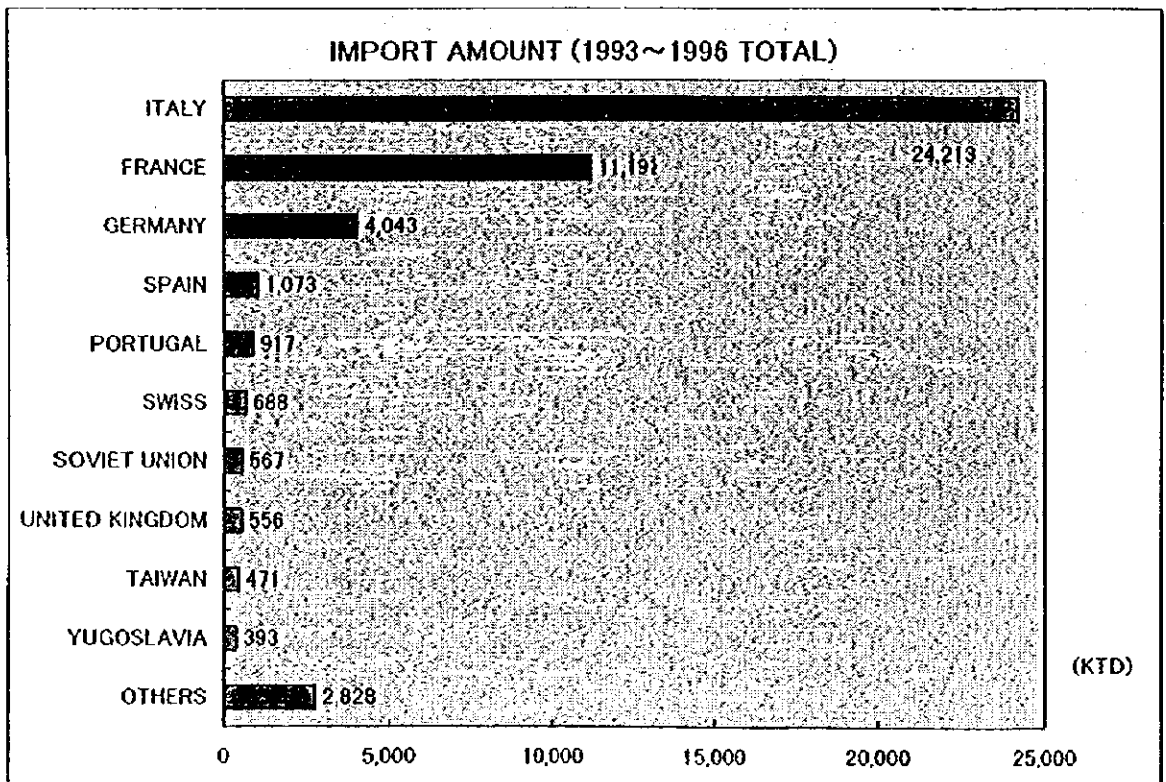
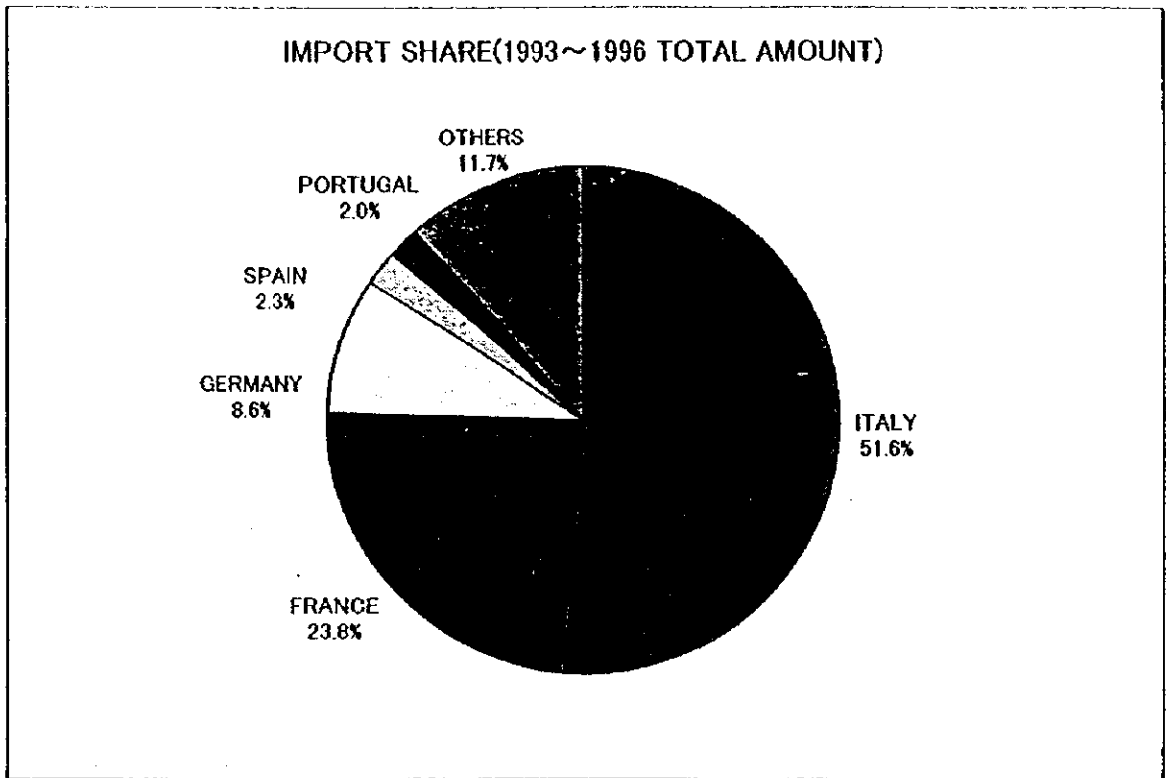
| NATION         | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|----------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|                | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | IM.VALSUM | RATIO |
| ITALY          | 6,011  | 48.5% | 5,856  | 50.4% | 6,255  | 57.3% | 6,091  | 50.8% | 24,213    | 51.6% |
| FRANCE         | 2,949  | 23.8% | 2,790  | 24.0% | 2,234  | 20.4% | 3,218  | 26.8% | 11,191    | 23.8% |
| GERMANY        | 1,155  | 9.3%  | 960    | 8.3%  | 879    | 8.0%  | 1,048  | 8.7%  | 4,043     | 8.6%  |
| SPAIN          | 398    | 3.2%  | 262    | 2.3%  | 125    | 1.1%  | 288    | 2.4%  | 1,073     | 2.3%  |
| PORTUGAL       | 38     | 0.3%  | 364    | 3.1%  | 68     | 0.6%  | 447    | 3.7%  | 917       | 2.0%  |
| SWISS          | 258    | 2.1%  | 137    | 1.2%  | 258    | 2.4%  | 34     | 0.3%  | 688       | 1.5%  |
| SOVIET UNION   | 253    | 2.0%  | 238    | 2.0%  | 63     | 0.6%  | 13     | 0.1%  | 567       | 1.2%  |
| UNITED KINGDOM | 136    | 1.1%  | 188    | 1.6%  | 149    | 1.4%  | 83     | 0.7%  | 556       | 1.2%  |
| TAIWAN         | 2      | 0.0%  | 42     | 0.4%  | 67     | 0.6%  | 360    | 3.0%  | 471       | 1.0%  |
| YUGOSLAVIA     | 1      | 0.0%  | 0      | 0.0%  | 0      | 3.3%  | 26     | 0.2%  | 393       | 0.8%  |
| OTHERS         | 1,184  | 9.6%  | 791    | 6.8%  | 462    | 4.2%  | 390    | 3.3%  | 2,828     | 6.0%  |
| TOTAL          | 12,386 | 100%  | 11,629 | 100%  | 10,926 | 100%  | 11,998 | 100%  | 46,938    | 100%  |

**Top 10 EXPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
(SECTOR A:Plastic & Molds )

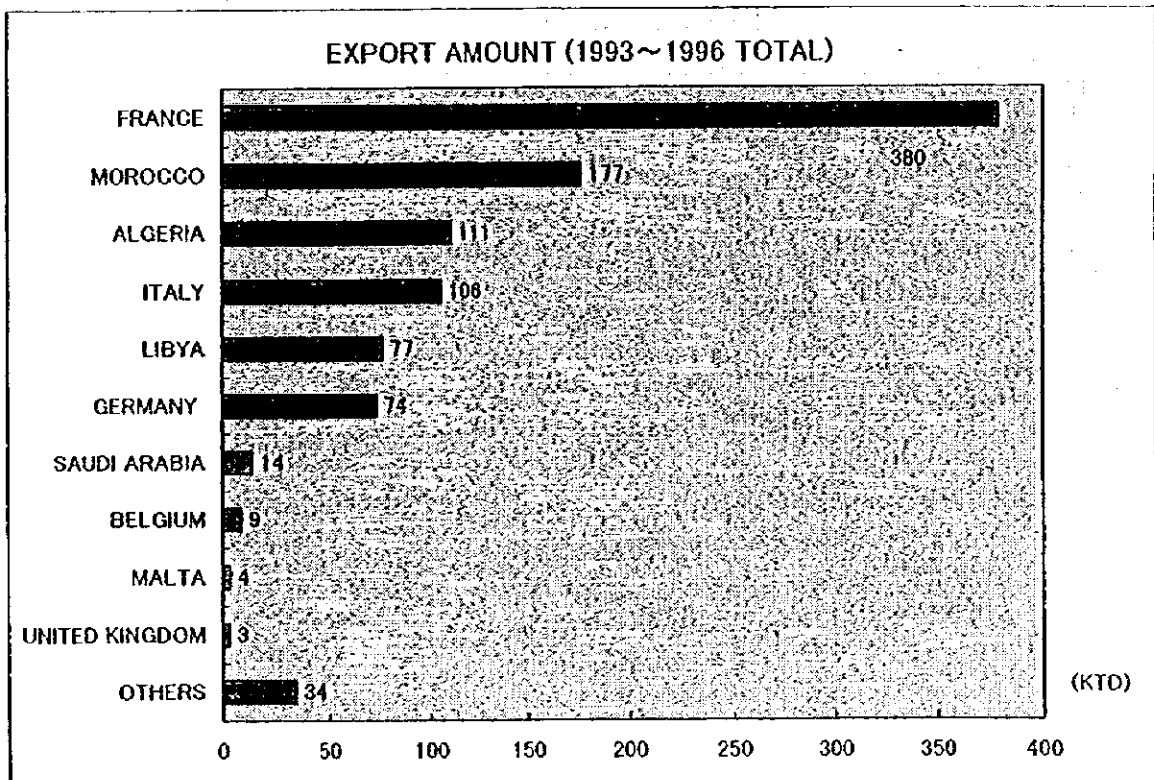
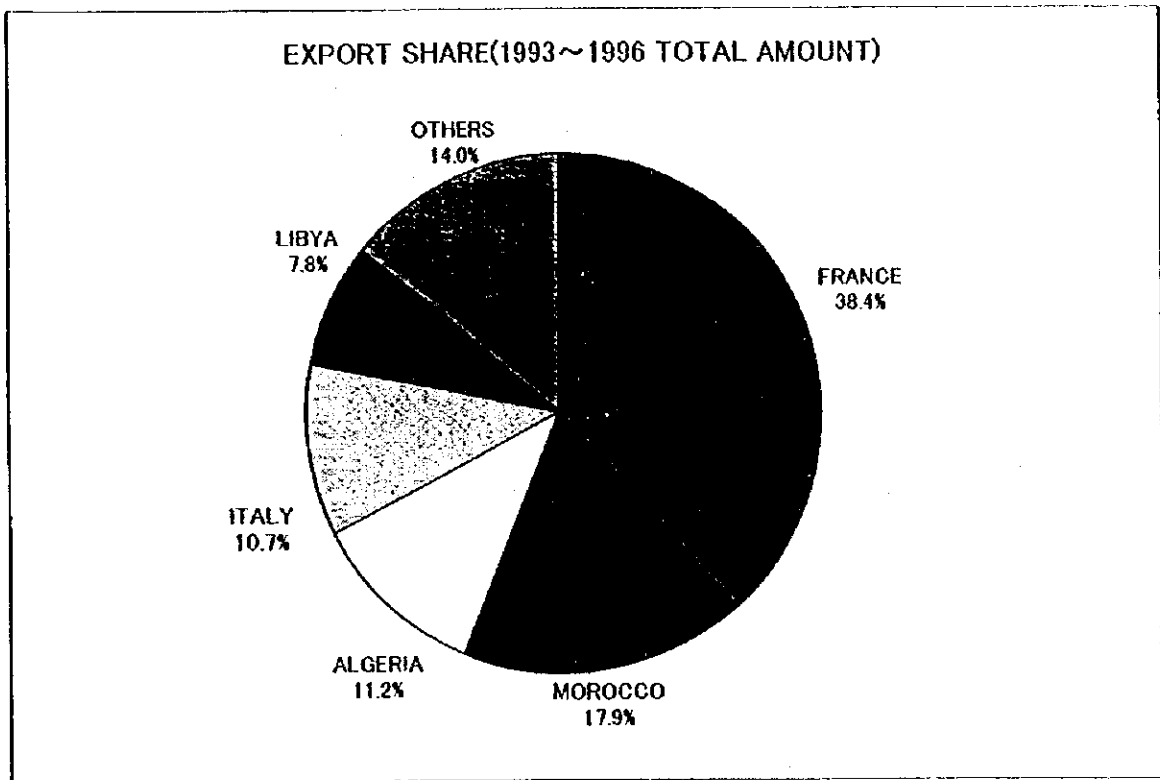
(VAL IN 1,000 TD)

| NATION         | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|----------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|                | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | EX.VALSUM | RATIO |
| FRANCE         | 319    | 69.7% | 0      | 0.1%  | 61     | 32.7% | 0      | 0.0%  | 380       | 38.4% |
| MOROCCO        | 0      | 0.0%  | 177    | 63.2% | 0      | 0.0%  | 0      | 0.0%  | 177       | 17.9% |
| ALGERIA        | 49     | 10.6% | 13     | 4.7%  | 49     | 26.3% | 0      | 0.0%  | 111       | 11.2% |
| ITALY          | 66     | 14.5% | 5      | 1.9%  | 33     | 18.1% | 1      | 0.8%  | 106       | 10.7% |
| LIBYA          | 5      | 1.1%  | 67     | 23.9% | 0      | 0.0%  | 5      | 7.9%  | 77        | 7.8%  |
| GERMANY        | 16     | 3.5%  | 0      | 0.0%  | 42     | 22.8% | 16     | 24.1% | 74        | 7.5%  |
| SAUDI ARABIA   | 0      | 0.0%  | 0      | 0.0%  | 0      | 0.0%  | 14     | 21.1% | 14        | 1.4%  |
| BELGIUM        | 0      | 0.0%  | 9      | 3.3%  | 0      | 0.0%  | 0      | 0.0%  | 9         | 0.9%  |
| MALTA          | 0      | 0.0%  | 0      | 0.0%  | 0      | 0.0%  | 4      | 5.9%  | 4         | 0.4%  |
| UNITED KINGDOM | 0      | 0.0%  | 0      | 0.1%  | 0      | 0.1%  | 3      | 4.7%  | 3         | 0.4%  |
| OTHERS         | 2      | 0.5%  | 8      | 2.8%  | 0      | 0.0%  | 24     | 35.6% | 34        | 3.4%  |
| TOTAL          | 457    | 100%  | 280    | 100%  | 185    | 100%  | 67     | 100%  | 990       | 100%  |

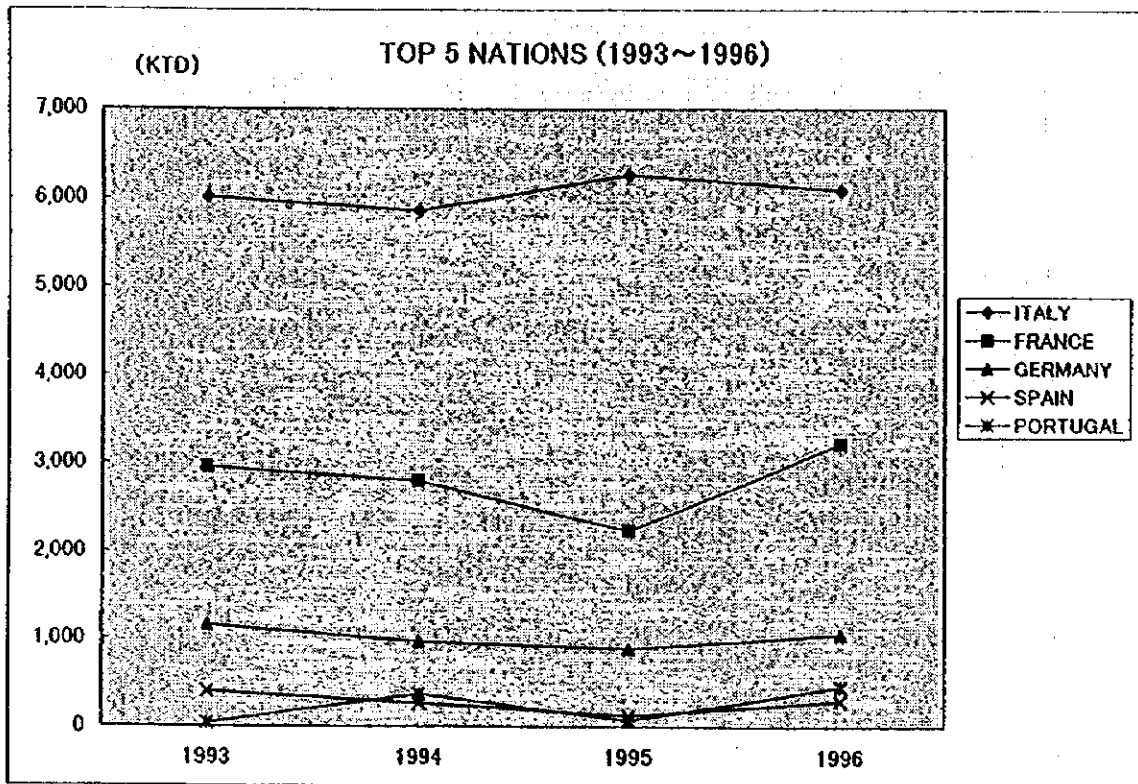
# IMPORT AMOUNT BY NATION (SECTOR A: Plastic & Molds)



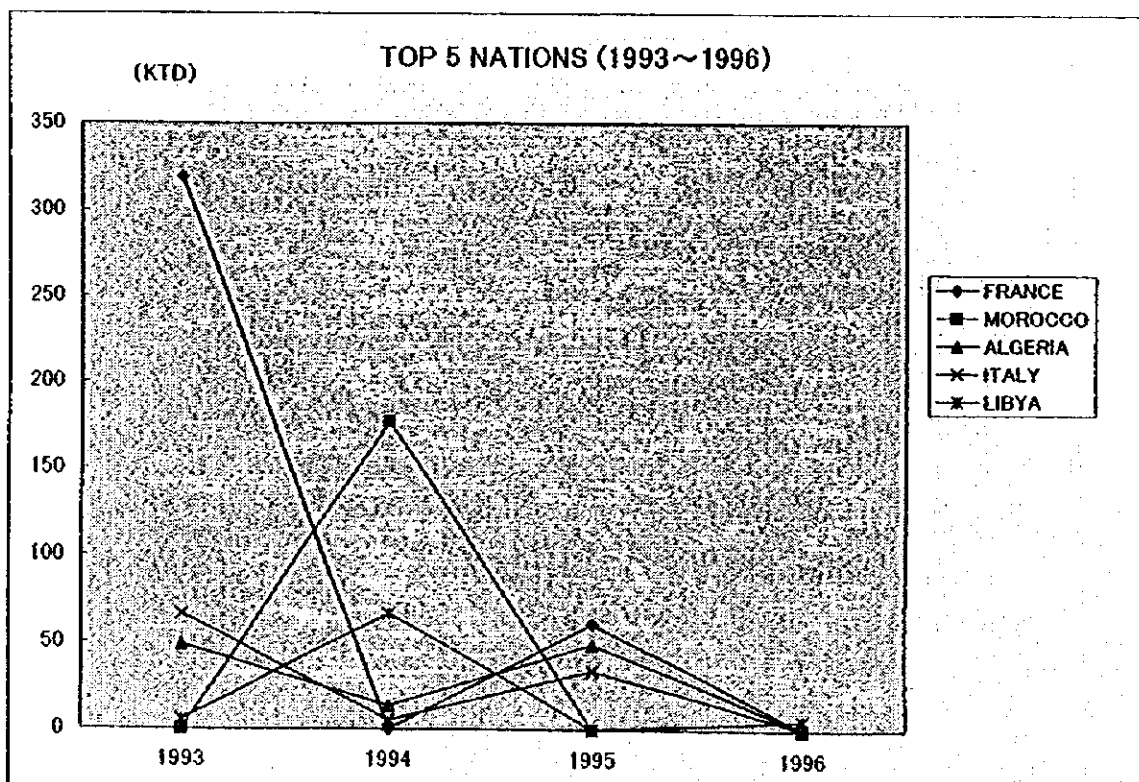
# EXPORT AMOUNT BY NATION (SECTOR A:Plastic & Molds)



## IMPORT TREND BY NATIONS (SECTOR A:Plastic & Molds)



## EXPORT TREND BY NATIONS





**Top 10 IMPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
(SECTOR B: Iron mongery )

(VAL IN 1,000 TD)

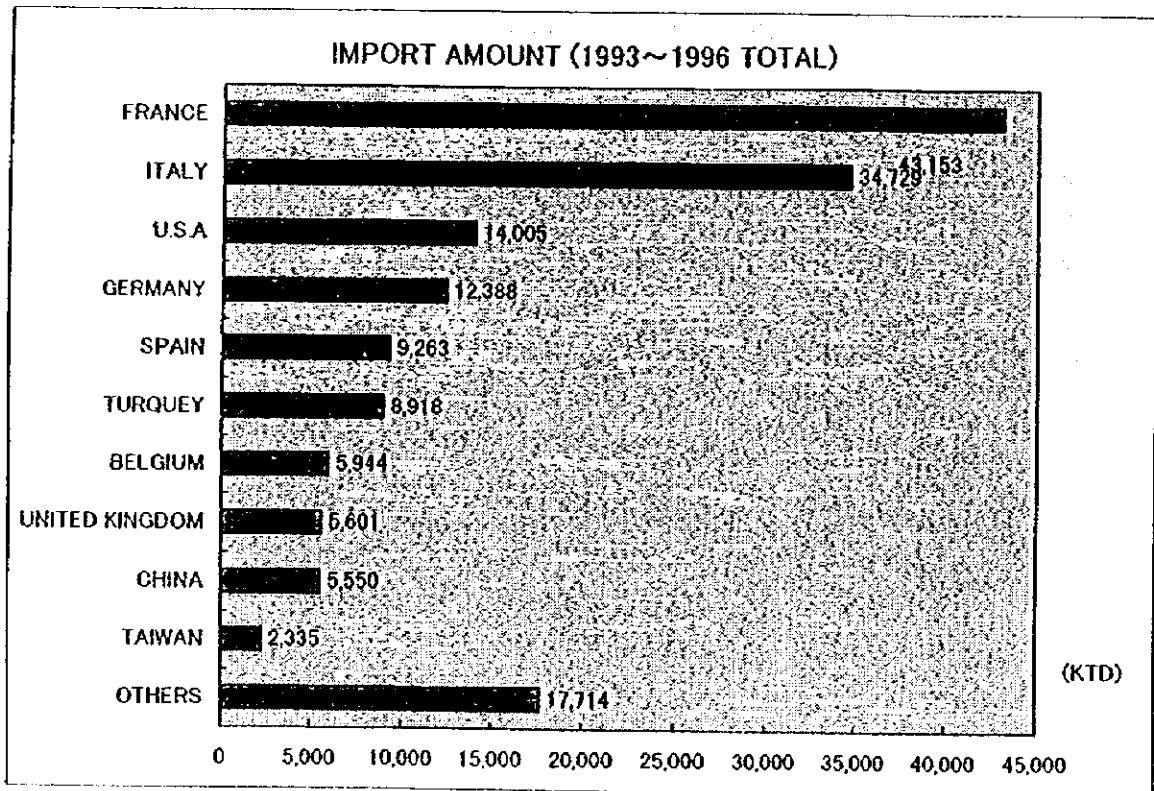
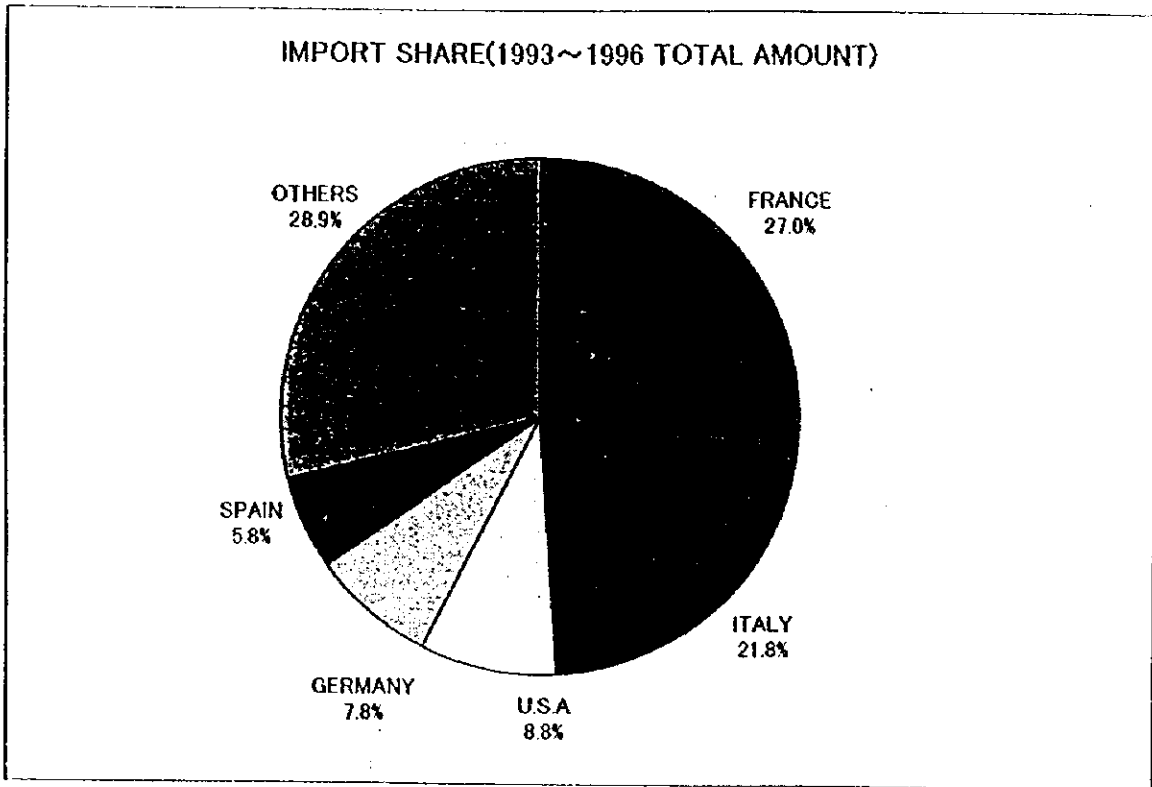
| NATION         | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|----------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|                | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | IM.VALSUM | RATIO |
| FRANCE         | 9,748  | 26.3% | 12,339 | 31.0% | 10,489 | 25.7% | 10,577 | 25.3% | 43,153    | 27.0% |
| ITALY          | 7,986  | 21.5% | 8,042  | 20.2% | 9,278  | 22.7% | 9,424  | 22.5% | 34,729    | 21.8% |
| U.S.A          | 5,685  | 15.3% | 3,660  | 9.2%  | 2,292  | 5.6%  | 2,367  | 5.7%  | 14,005    | 8.8%  |
| GERMANY        | 2,461  | 6.6%  | 2,555  | 6.4%  | 3,303  | 8.1%  | 4,069  | 9.7%  | 12,388    | 7.8%  |
| SPAIN          | 1,935  | 5.2%  | 2,302  | 5.8%  | 2,953  | 7.2%  | 2,073  | 5.0%  | 9,263     | 5.8%  |
| TURKEY         | 1,120  | 3.0%  | 2,643  | 6.6%  | 2,483  | 6.1%  | 2,672  | 6.4%  | 8,918     | 5.6%  |
| BELGIUM        | 1,393  | 3.8%  | 1,487  | 3.7%  | 1,867  | 4.6%  | 1,195  | 2.9%  | 5,944     | 3.7%  |
| UNITED KINGDOM | 663    | 1.8%  | 1,115  | 2.8%  | 1,947  | 4.8%  | 1,876  | 4.5%  | 5,601     | 3.5%  |
| CHINA          | 1,651  | 4.5%  | 1,311  | 3.3%  | 1,019  | 2.5%  | 1,569  | 3.7%  | 5,550     | 3.5%  |
| TAIWAN         | 464    | 1.3%  | 606    | 1.5%  | 0      | 1.6%  | 608    | 1.5%  | 2,335     | 1.5%  |
| OTHERS         | 3,951  | 10.7% | 3,753  | 9.4%  | 4,586  | 11.2% | 5,423  | 13.0% | 17,714    | 11.1% |
| TOTAL          | 37,058 | 100%  | 39,813 | 100%  | 40,875 | 100%  | 41,853 | 100%  | 159,600   | 100%  |

**Top 10 EXPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
(SECTOR B: Iron mongery )

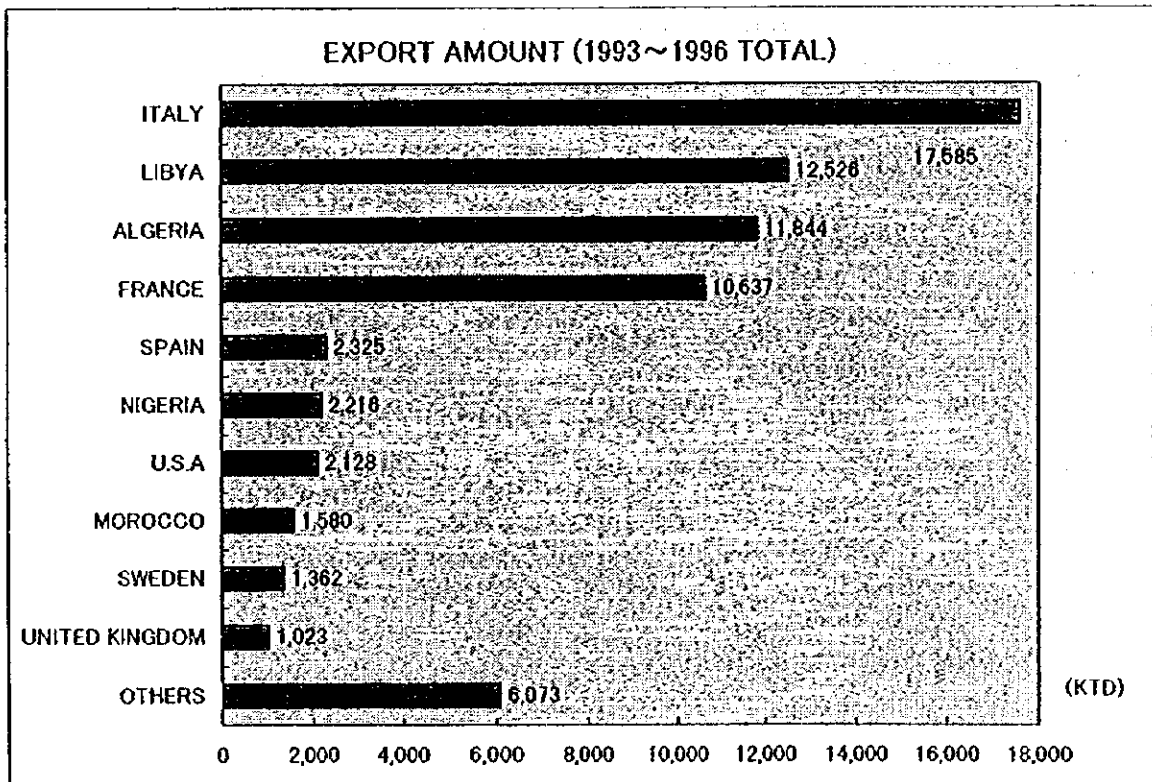
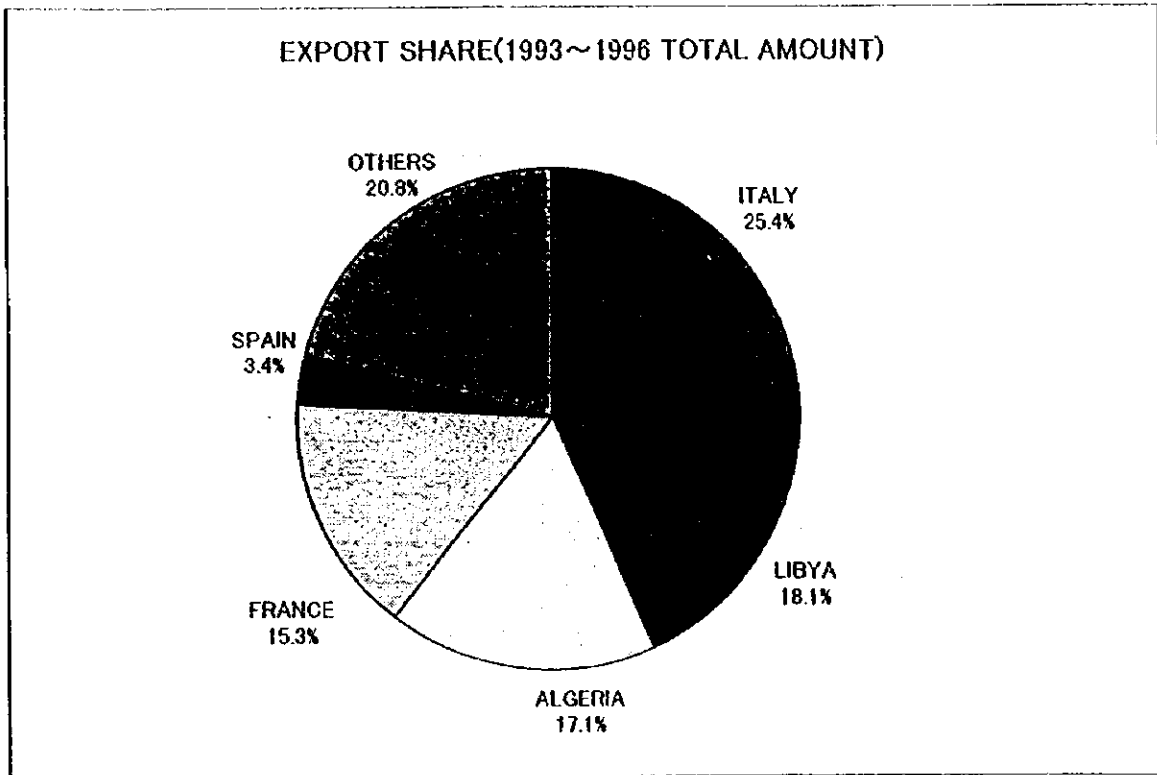
(VAL IN 1,000 TD)

| NATION         | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|----------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|                | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | EX.VALSUM | RATIO |
| ITALY          | 1,717  | 15.6% | 4,676  | 24.4% | 5,787  | 31.2% | 5,406  | 26.2% | 17,585    | 25.4% |
| LIBYA          | 2,920  | 26.4% | 2,700  | 14.1% | 3,208  | 17.3% | 3,699  | 18.0% | 12,526    | 18.1% |
| ALGERIA        | 3,237  | 29.3% | 4,337  | 22.7% | 2,977  | 16.1% | 1,293  | 6.3%  | 11,844    | 17.1% |
| FRANCE         | 1,746  | 15.8% | 3,513  | 18.4% | 2,991  | 16.1% | 2,387  | 11.6% | 10,637    | 15.3% |
| SPAIN          | 83     | 0.8%  | 724    | 3.8%  | 831    | 4.5%  | 687    | 3.3%  | 2,325     | 3.4%  |
| NIGERIA        | 0      | 0.0%  | 0      | 0.0%  | 24     | 0.1%  | 2,192  | 10.6% | 2,216     | 3.2%  |
| U.S.A          | 1      | 0.0%  | 596    | 3.1%  | 274    | 1.5%  | 1,258  | 6.1%  | 2,128     | 3.1%  |
| MOROCCO        | 395    | 3.6%  | 460    | 2.4%  | 347    | 1.9%  | 379    | 1.8%  | 1,580     | 2.3%  |
| SWEDEN         | 20     | 0.2%  | 331    | 1.7%  | 345    | 1.9%  | 667    | 3.2%  | 1,362     | 2.0%  |
| UNITED KINGDOM | 2      | 0.0%  | 403    | 2.1%  | 0      | 1.9%  | 268    | 1.3%  | 1,023     | 1.5%  |
| OTHERS         | 923    | 8.4%  | 1,399  | 7.3%  | 1,389  | 7.5%  | 2,362  | 11.5% | 6,073     | 8.8%  |
| TOTAL          | 11,044 | 100%  | 19,138 | 100%  | 18,522 | 100%  | 20,597 | 100%  | 69,301    | 100%  |

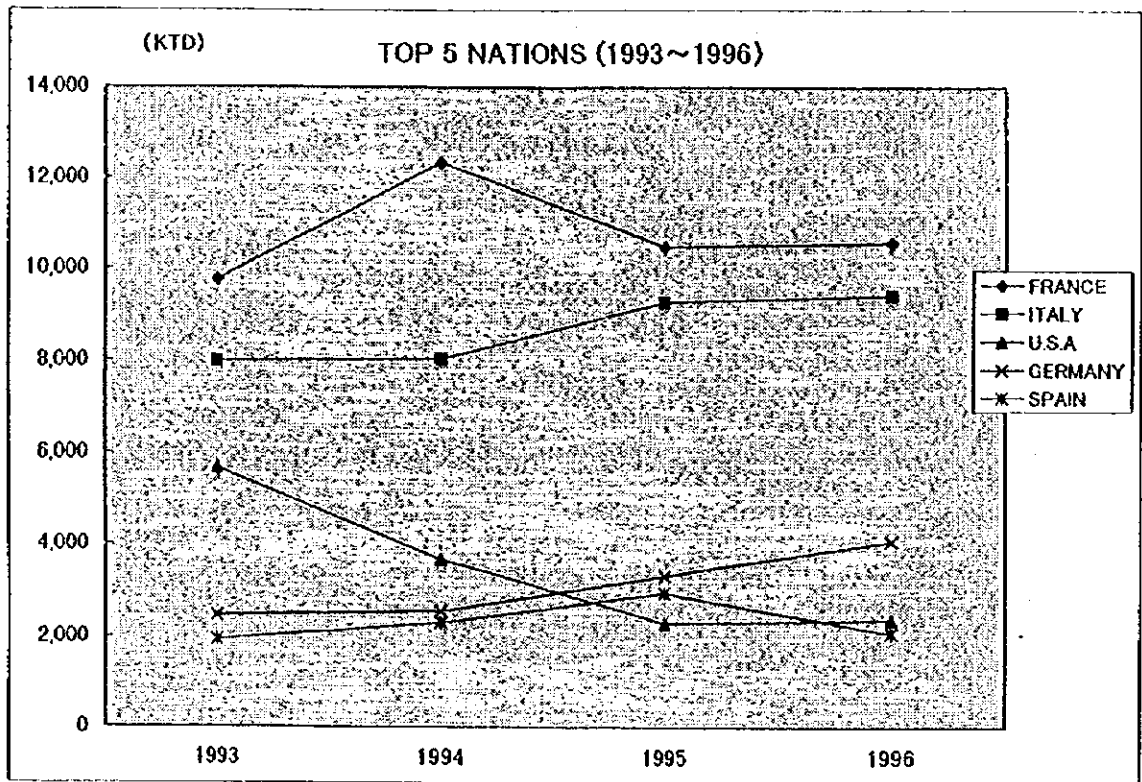
# IMPORT AMOUNT BY NATION (SECTOR B:Iron mongery)



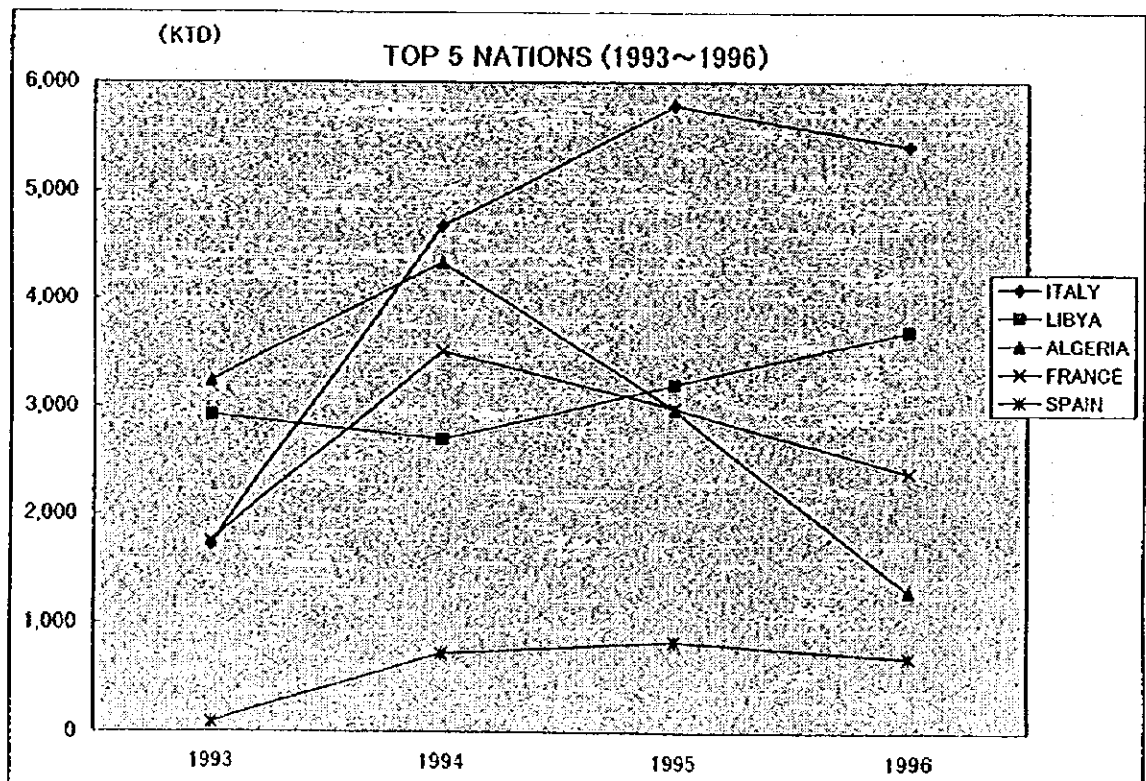
# EXPORT AMOUNT BY NATION (SECTOR B:Iron mongery)



## IMPORT TREND BY NATIONS (SECTOR B:Iron mongery)



## EXPORT TREND BY NATIONS



**Top 10 IMPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
**(SECTOR C: Bicycles & Bikes )**

(KDT)

(VAL IN 1,000 TD)

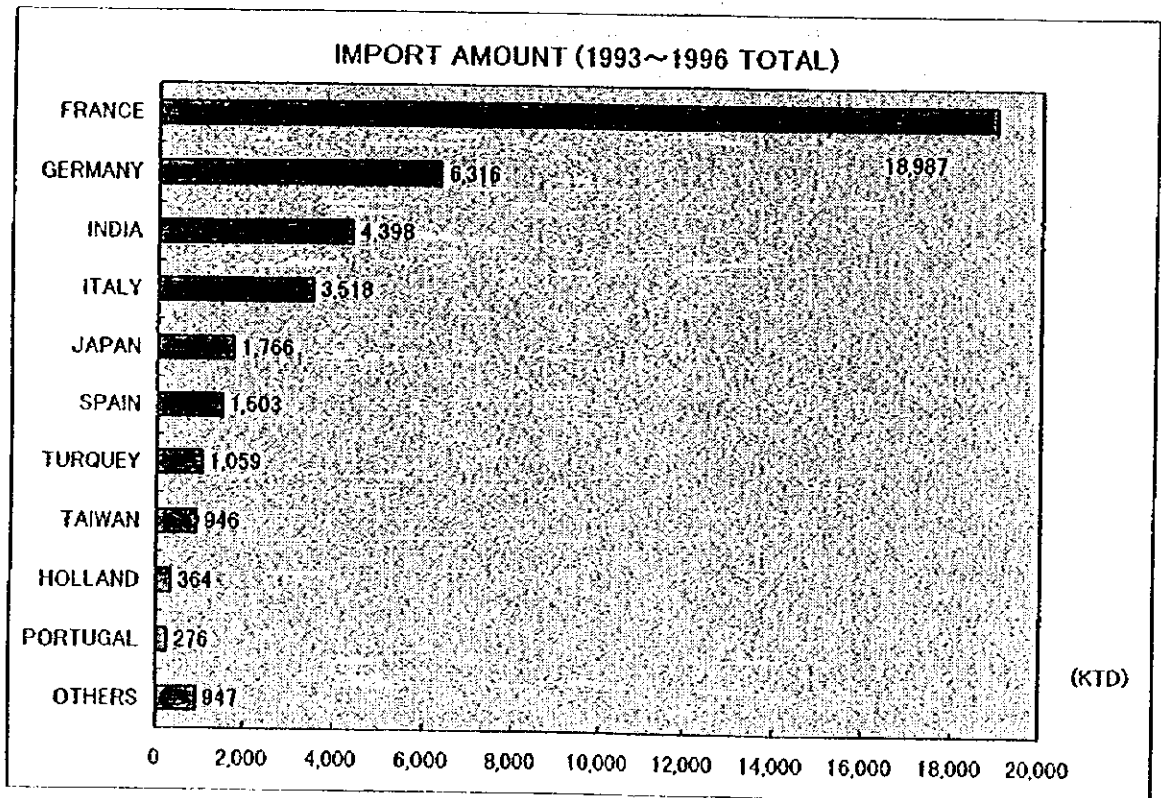
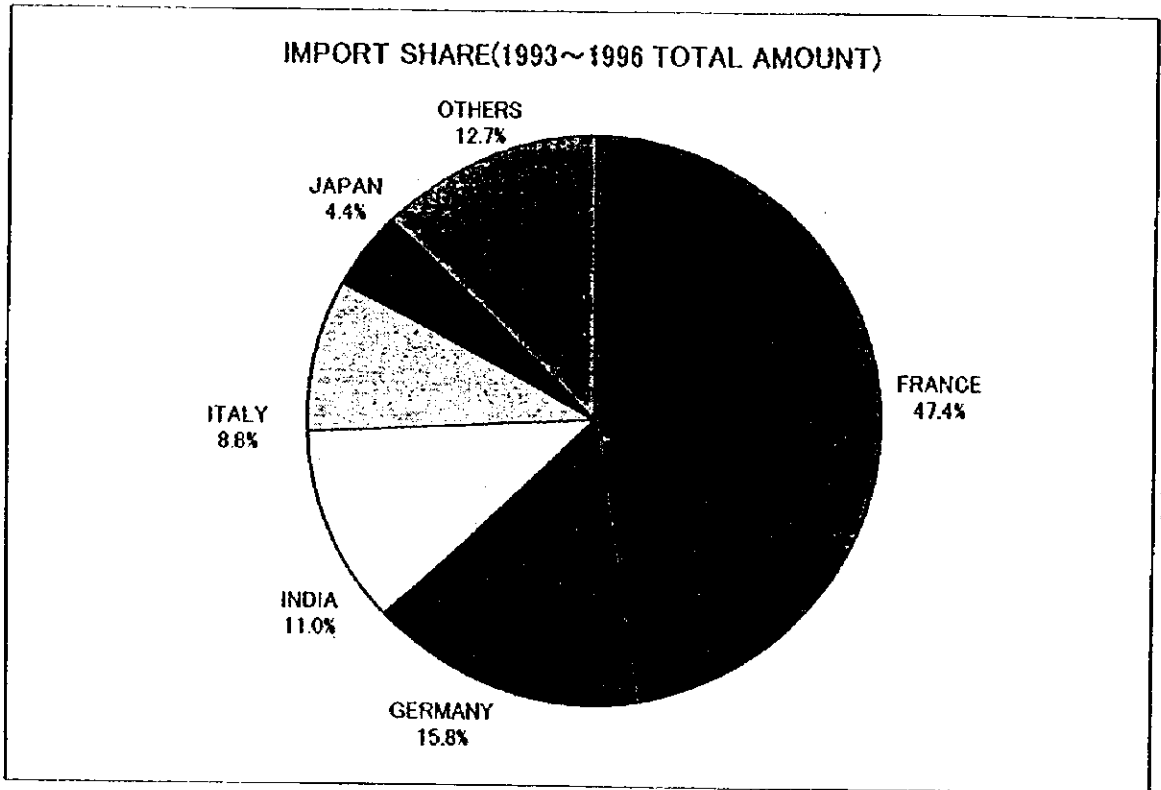
| NATION   | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|----------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|          | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | IM.VALSUM | RATIO |
| FRANCE   | 6,931  | 68.4% | 5,544  | 55.9% | 5,777  | 63.1% | 734    | 6.7%  | 18,987    | 47.4% |
| GERMANY  | 609    | 6.0%  | 1,040  | 10.5% | 203    | 2.2%  | 4,464  | 41.0% | 6,316     | 15.8% |
| INDIA    | 695    | 6.9%  | 1,135  | 11.4% | 1,005  | 11.0% | 1,564  | 14.4% | 4,398     | 11.0% |
| ITALY    | 695    | 6.9%  | 823    | 8.3%  | 754    | 8.2%  | 1,247  | 11.5% | 3,518     | 8.8%  |
| JAPAN    | 353    | 3.5%  | 57     | 0.6%  | 418    | 4.6%  | 937    | 8.6%  | 1,766     | 4.4%  |
| SPAIN    | 454    | 4.5%  | 507    | 5.1%  | 491    | 5.4%  | 50     | 0.5%  | 1,503     | 3.7%  |
| TURKEY   | 51     | 0.5%  | 236    | 2.4%  | 295    | 3.2%  | 476    | 4.4%  | 1,059     | 2.6%  |
| TAIWAN   | 161    | 1.6%  | 392    | 4.0%  | 127    | 1.4%  | 265    | 2.4%  | 946       | 2.4%  |
| HOLLAND  | 45     | 0.4%  | 0      | 0.0%  | 0      | 0.0%  | 319    | 2.9%  | 364       | 0.9%  |
| PORTUGAL | 92     | 0.9%  | 47     | 0.5%  | 69     | 0.8%  | 67     | 0.6%  | 276       | 0.7%  |
| OTHERS   | 40     | 0.4%  | 132    | 1.3%  | 20     | 0.2%  | 755    | 6.9%  | 947       | 2.4%  |
| TOTAL    | 10,128 | 100%  | 9,914  | 100%  | 9,159  | 100%  | 10,879 | 100%  | 40,079    | 100%  |

**Top 10 EXPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
**(SECTOR C: Bicycles & Bikes )**

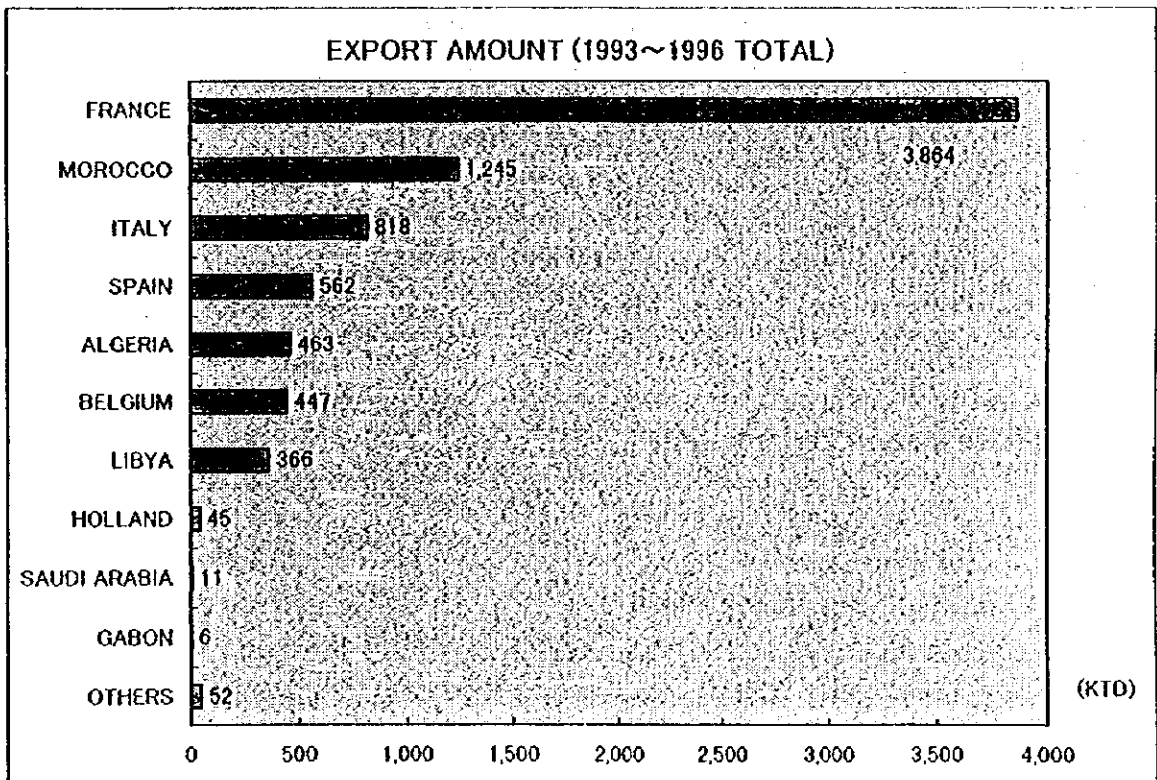
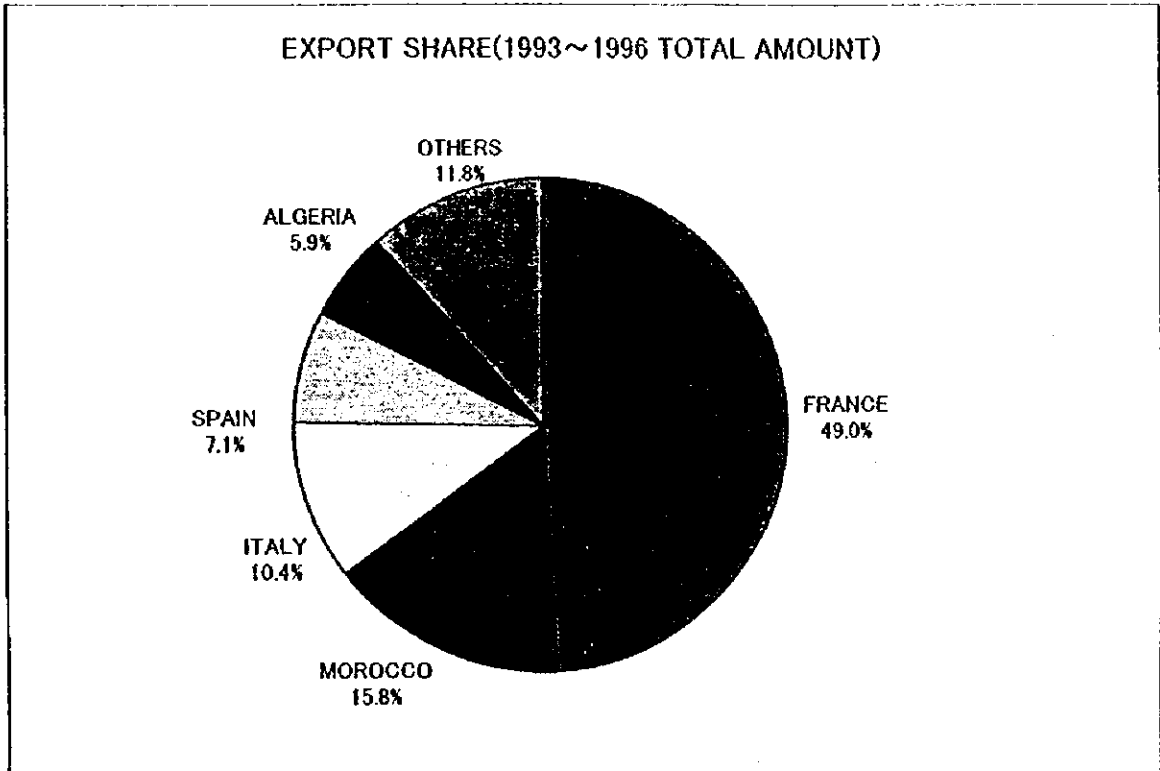
(VAL IN 1,000 (KDT))

| NATION       | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|--------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|              | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | EX.VALSUM | RATIO |
| FRANCE       | 769    | 42.8% | 649    | 38.5% | 1,108  | 63.3% | 1,339  | 50.6% | 3,864     | 49.0% |
| MOROCCO      | 429    | 23.9% | 304    | 18.0% | 294    | 16.8% | 218    | 8.3%  | 1,245     | 15.8% |
| ITALY        | 105    | 5.9%  | 549    | 32.6% | 103    | 5.9%  | 60     | 2.3%  | 818       | 10.4% |
| SPAIN        | 0      | 0.0%  | 63     | 3.8%  | 37     | 2.1%  | 461    | 17.4% | 562       | 7.1%  |
| ALGERIA      | 117    | 6.5%  | 85     | 5.1%  | 186    | 10.6% | 74     | 2.8%  | 463       | 5.9%  |
| BELGIUM      | 0      | 0.0%  | 0      | 0.0%  | 0      | 0.0%  | 447    | 16.9% | 447       | 5.7%  |
| LIBYA        | 325    | 18.1% | 2      | 0.1%  | 3      | 0.1%  | 37     | 1.4%  | 366       | 4.6%  |
| HOLLAND      | 45     | 2.5%  | 0      | 0.0%  | 0      | 0.0%  | 0      | 0.0%  | 45        | 0.6%  |
| SAUDI ARABIA | 0      | 0.0%  | 0      | 0.0%  | 11     | 0.6%  | 0      | 0.0%  | 11        | 0.1%  |
| GABON        | 0      | 0.0%  | 0      | 0.0%  | 2      | 0.1%  | 4      | 0.2%  | 6         | 0.1%  |
| OTHERS       | 5      | 0.3%  | 33     | 2.0%  | 7      | 0.4%  | 6      | 0.2%  | 52        | 0.7%  |
| TOTAL        | 1,796  | 100%  | 1,686  | 100%  | 1,751  | 100%  | 2,646  | 100%  | 7,879     | 100%  |

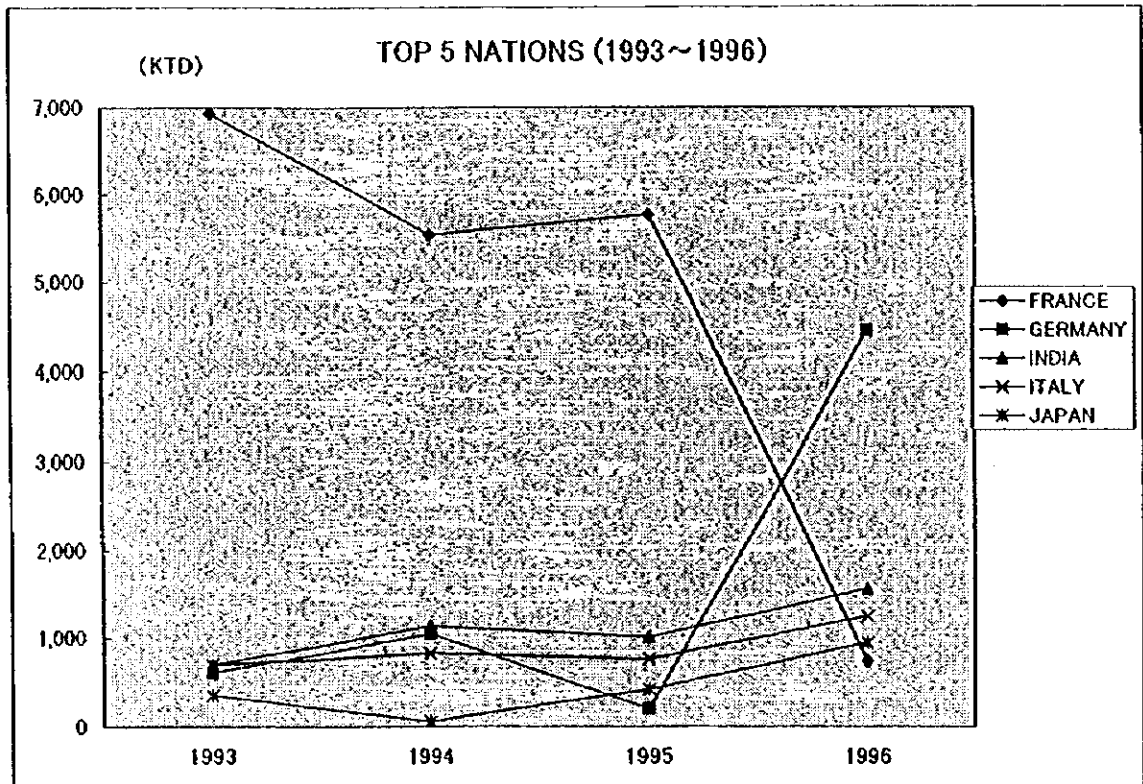
# IMPORT AMOUNT BY NATION (SECTOR C: Bicycles & Bikes)



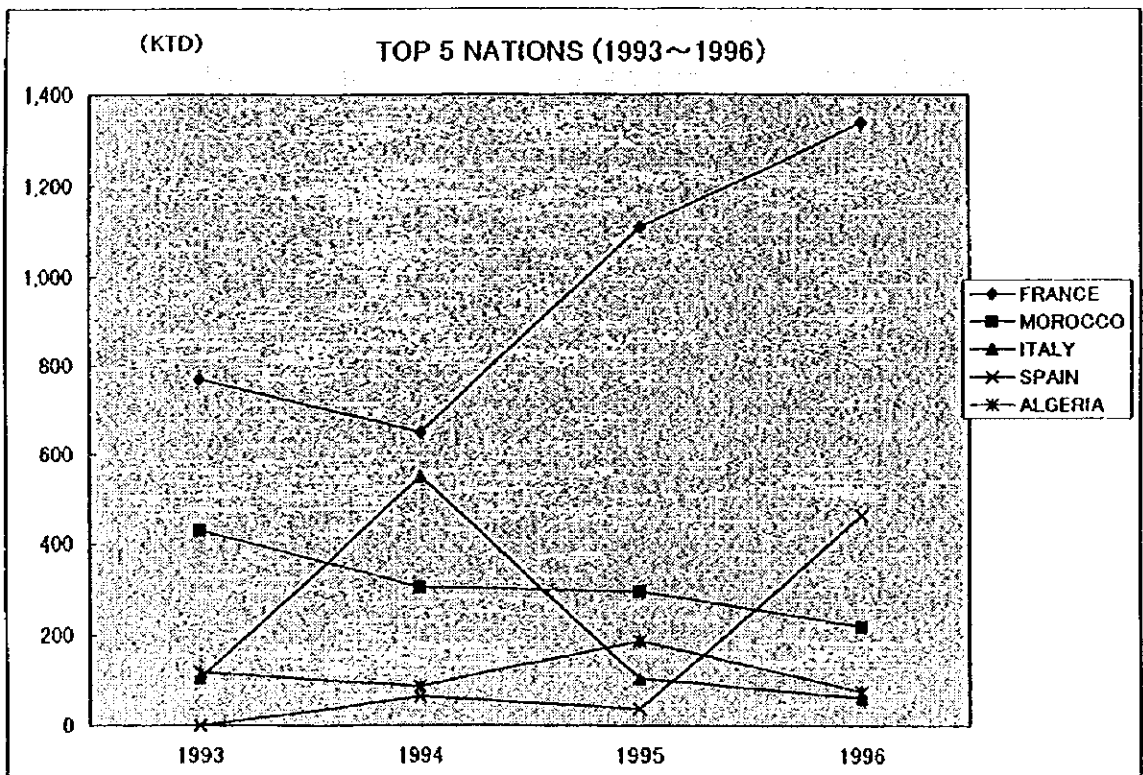
## EXPORT AMOUNT BY NATION (SECTOR C: Bicycles & Bikes)



## IMPORT TREND BY NATIONS (SECTOR C: Bicycles & Bikes)



## EXPORT TREND BY NATIONS





Top 10 IMPORT NATIONS (1993~1996 TOTAL AMOUNT)  
(SECTOR D: Mechanical components)

(VAL IN 1,000 TD)

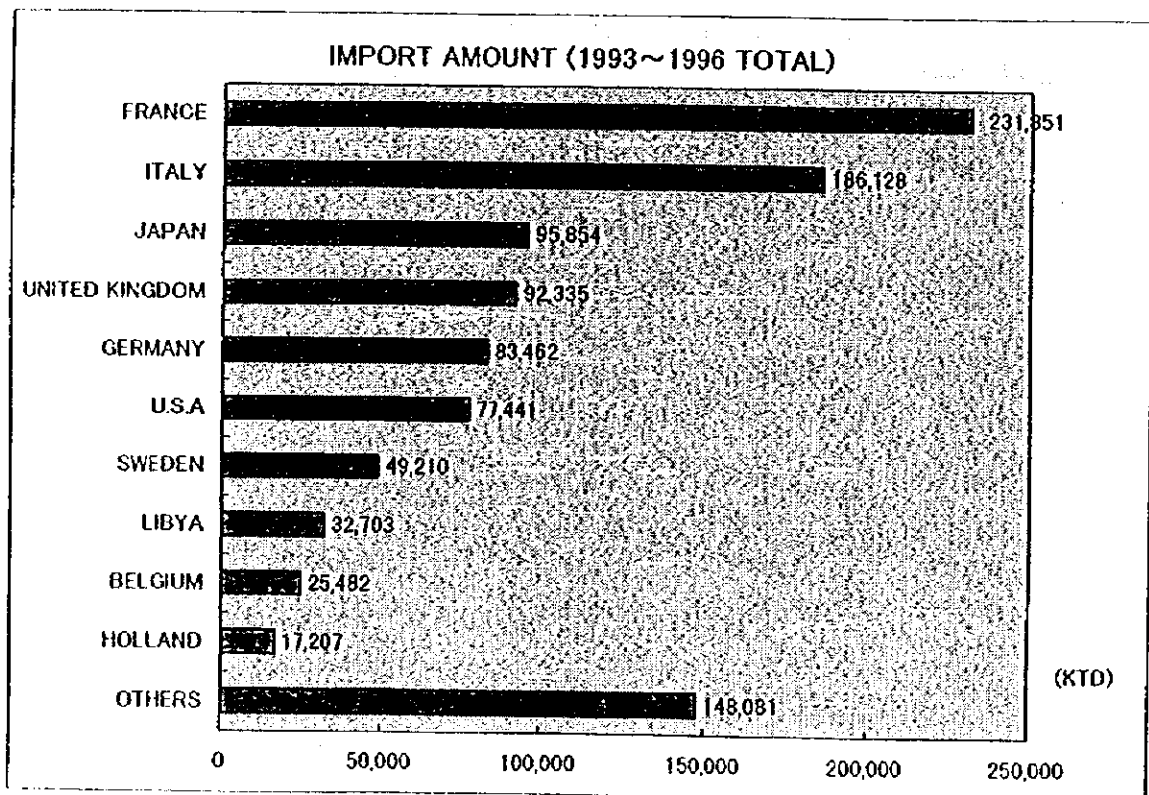
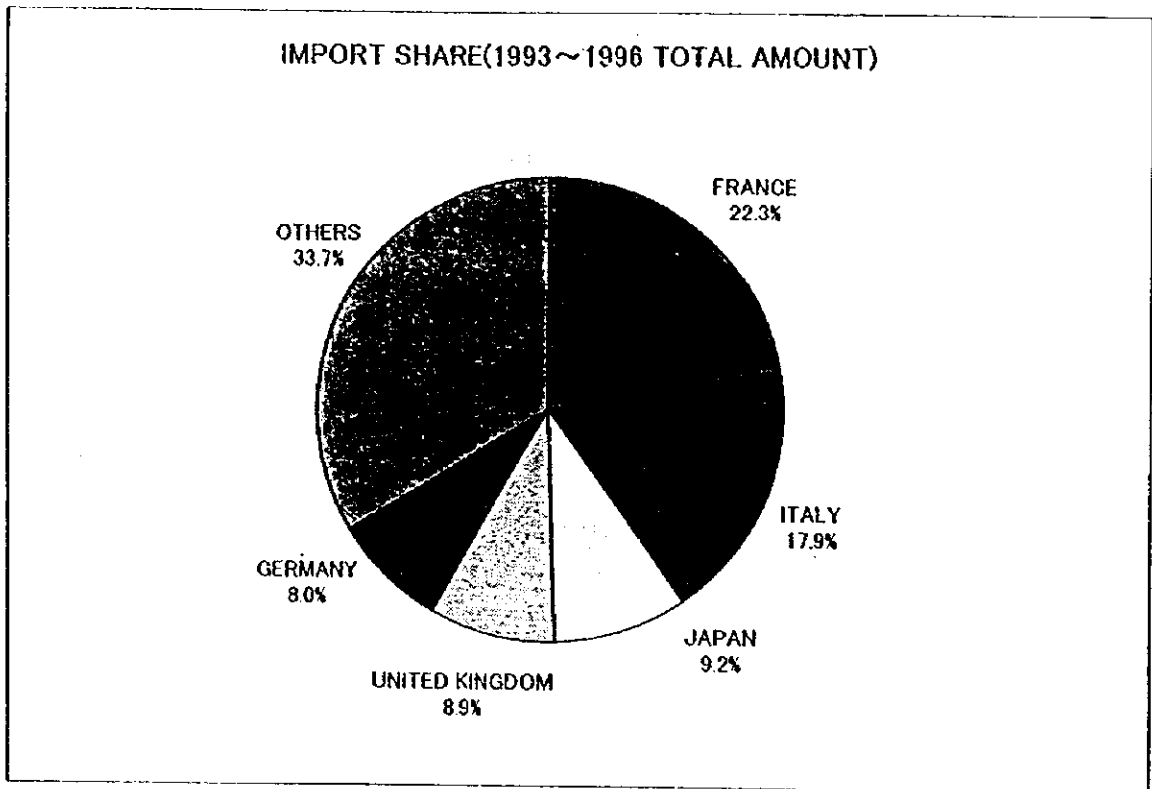
| CODE   | NATION         | 1993    |       | 1994    |       | 1995    |       | 1996    |       | 1993~1996 |       |
|--------|----------------|---------|-------|---------|-------|---------|-------|---------|-------|-----------|-------|
|        |                | VAL 93  | RATIO | VAL 94  | RATIO | VAL 95  | RATIO | VAL 96  | RATIO | IM.VALSUM | RATIO |
| 250    | FRANCE         | 70,276  | 19.9% | 69,181  | 29.0% | 48,338  | 21.7% | 44,057  | 19.6% | 231,851   | 22.3% |
| 380    | ITALY          | 67,378  | 19.1% | 36,086  | 15.1% | 43,448  | 19.5% | 39,216  | 17.4% | 186,128   | 17.9% |
| 392    | JAPAN          | 25,655  | 7.3%  | 30,065  | 12.6% | 24,562  | 11.0% | 15,571  | 6.9%  | 95,854    | 9.2%  |
| 826    | UNITED KINGDOM | 38,678  | 10.9% | 19,510  | 8.2%  | 22,572  | 10.1% | 11,575  | 5.1%  | 92,335    | 8.9%  |
| 276    | GERMANY        | 30,292  | 8.6%  | 17,524  | 7.3%  | 15,324  | 6.9%  | 20,322  | 9.0%  | 83,462    | 8.0%  |
| 840    | U.S.A          | 32,119  | 9.1%  | 15,699  | 6.6%  | 18,124  | 8.1%  | 11,498  | 5.1%  | 77,441    | 7.4%  |
| 752    | SWEDEN         | 10,104  | 2.9%  | 13,234  | 5.5%  | 11,674  | 5.2%  | 14,198  | 6.3%  | 49,210    | 4.7%  |
| 434    | LIBYA          | 9,228   | 2.6%  | 4,013   | 1.7%  | 3,059   | 1.4%  | 16,403  | 7.3%  | 32,703    | 3.1%  |
| 56     | BELGIUM        | 4,720   | 1.3%  | 8,215   | 3.4%  | 5,771   | 2.6%  | 6,776   | 3.0%  | 25,482    | 2.5%  |
| 528    | HOLLAND        | 2,329   | 0.7%  | 2,920   | 1.2%  | 0       | 2.3%  | 6,929   | 3.1%  | 17,207    | 1.7%  |
| OTHERS | OTHERS         | 62,603  | 17.7% | 22,178  | 9.3%  | 25,045  | 11.2% | 38,255  | 17.0% | 148,081   | 14.2% |
| 総計     | TOTAL          | 353,382 | 100%  | 238,625 | 100%  | 222,948 | 100%  | 224,800 | 100%  | 1,039,754 | 100%  |

Top 10 EXPORT NATIONS (1993~1996 TOTAL AMOUNT)  
(SECTOR D: Mechanical components)

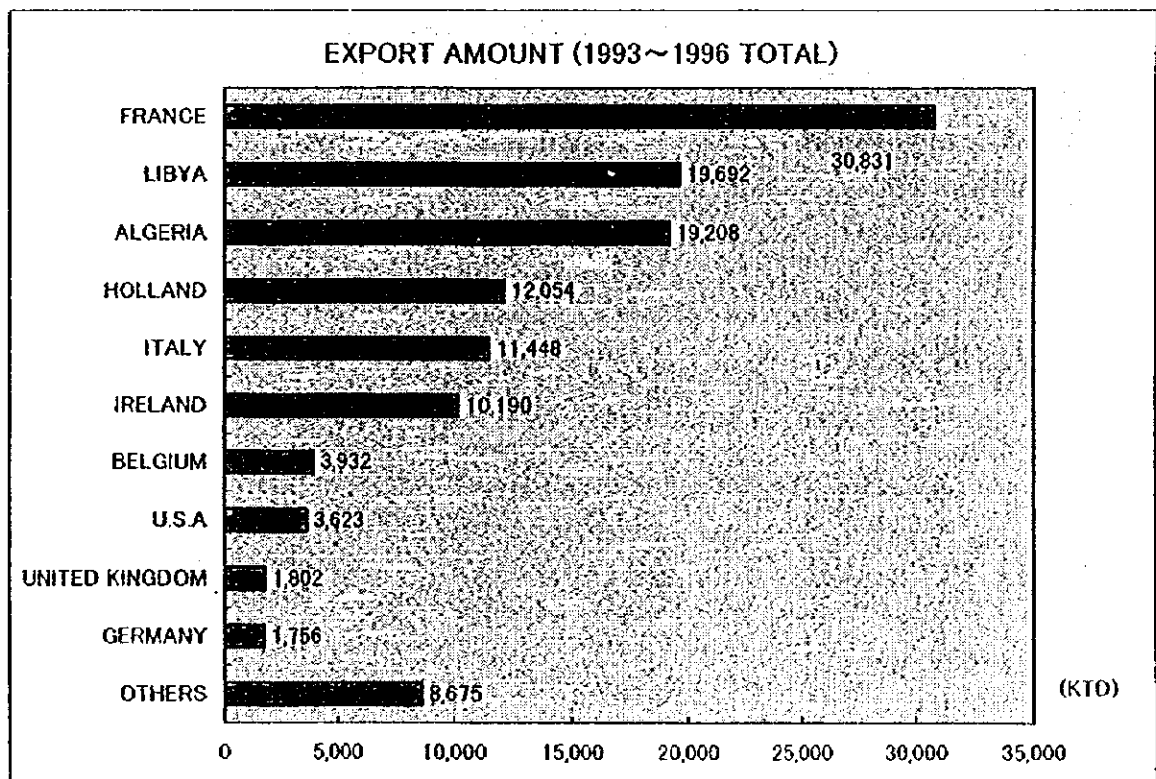
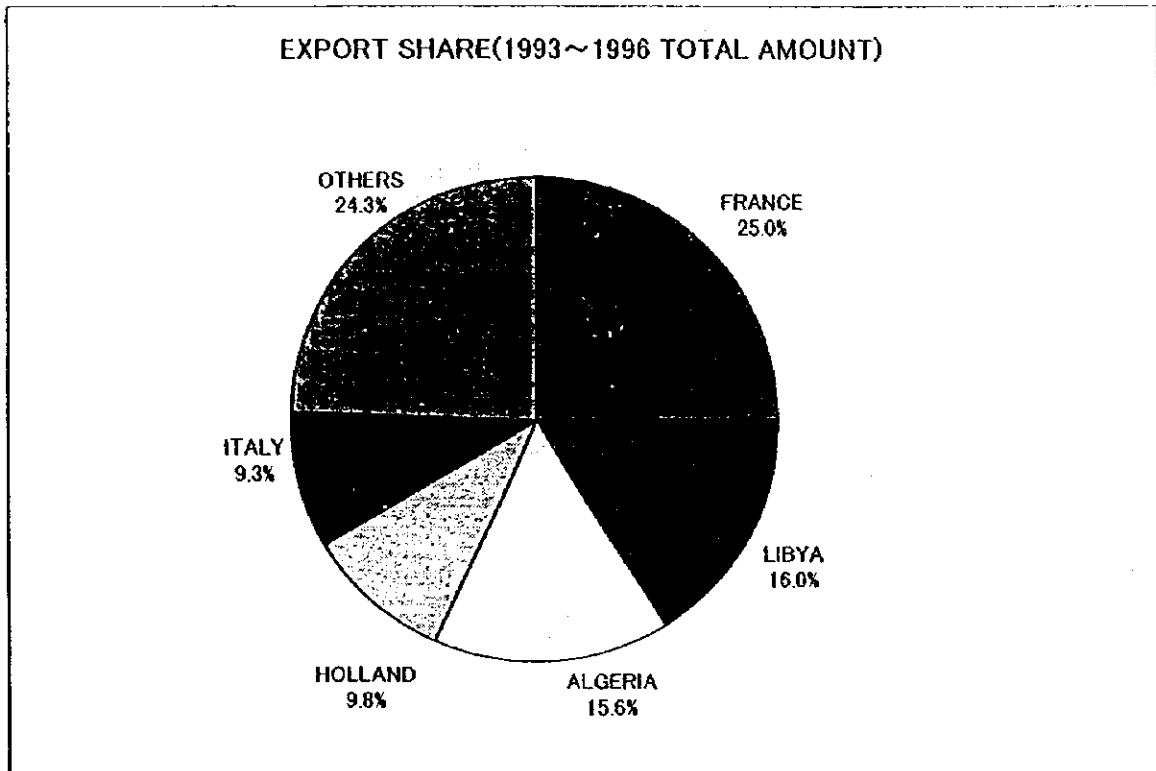
(VAL IN 1,000 TD)

| CODE   | NATION         | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|--------|----------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|        |                | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | EX.VALSUM | RATIO |
| 250    | FRANCE         | 12,881 | 26.6% | 6,307  | 31.9% | 5,231  | 16.8% | 6,411  | 27.0% | 30,831    | 25.0% |
| 434    | LIBYA          | 8,264  | 17.1% | 2,752  | 13.9% | 4,411  | 14.1% | 4,265  | 18.0% | 19,692    | 16.0% |
| 12     | ALGERIA        | 4,935  | 10.2% | 2,623  | 13.2% | 9,549  | 30.6% | 2,101  | 8.8%  | 19,208    | 15.6% |
| 528    | HOLLAND        | 1,818  | 3.8%  | 2,027  | 10.2% | 4,174  | 13.4% | 4,034  | 17.0% | 12,054    | 9.8%  |
| 380    | ITALY          | 4,065  | 8.4%  | 851    | 4.3%  | 3,544  | 11.3% | 2,988  | 12.6% | 11,448    | 9.3%  |
| 372    | IRELAND        | 10,190 | 21.0% | 0      | 0.0%  | 0      | 0.0%  | 0      | 0.0%  | 10,190    | 8.3%  |
| 56     | BELGIUM        | 783    | 1.6%  | 842    | 4.3%  | 1,089  | 3.5%  | 1,218  | 5.1%  | 3,932     | 3.2%  |
| 840    | U.S.A          | 1,115  | 2.3%  | 846    | 4.3%  | 912    | 2.9%  | 750    | 3.2%  | 3,623     | 2.9%  |
| 826    | UNITED KINGDOM | 1,340  | 2.8%  | 62     | 0.3%  | 231    | 0.7%  | 169    | 0.7%  | 1,802     | 1.5%  |
| 276    | GERMANY        | 735    | 1.5%  | 64     | 0.3%  | 0      | 1.0%  | 637    | 2.7%  | 1,756     | 1.4%  |
| OTHERS | OTHERS         | 2,311  | 4.8%  | 3,425  | 17.3% | 1,767  | 5.7%  | 1,172  | 4.9%  | 8,675     | 7.0%  |
| 総計     | TOTAL          | 48,436 | 100%  | 19,801 | 100%  | 31,228 | 100%  | 23,745 | 100%  | 123,210   | 100%  |

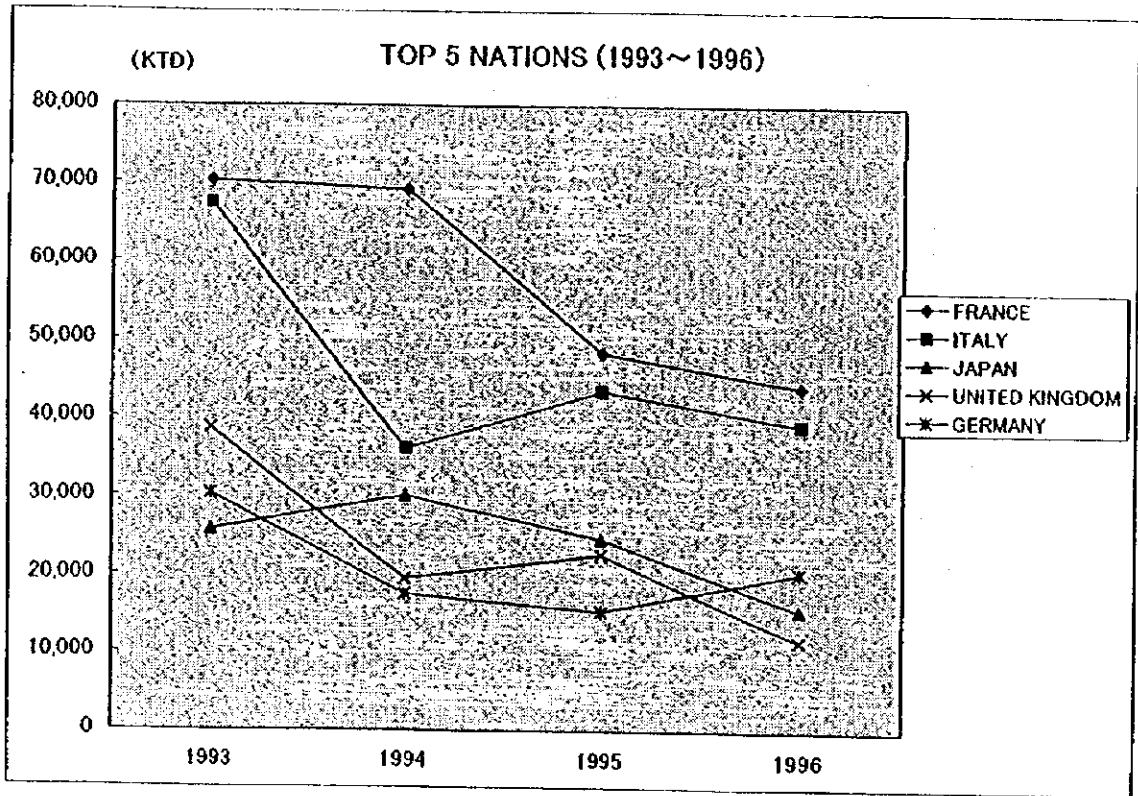
# IMPORT AMOUNT BY NATION (SECTOR D:Mechanical components)



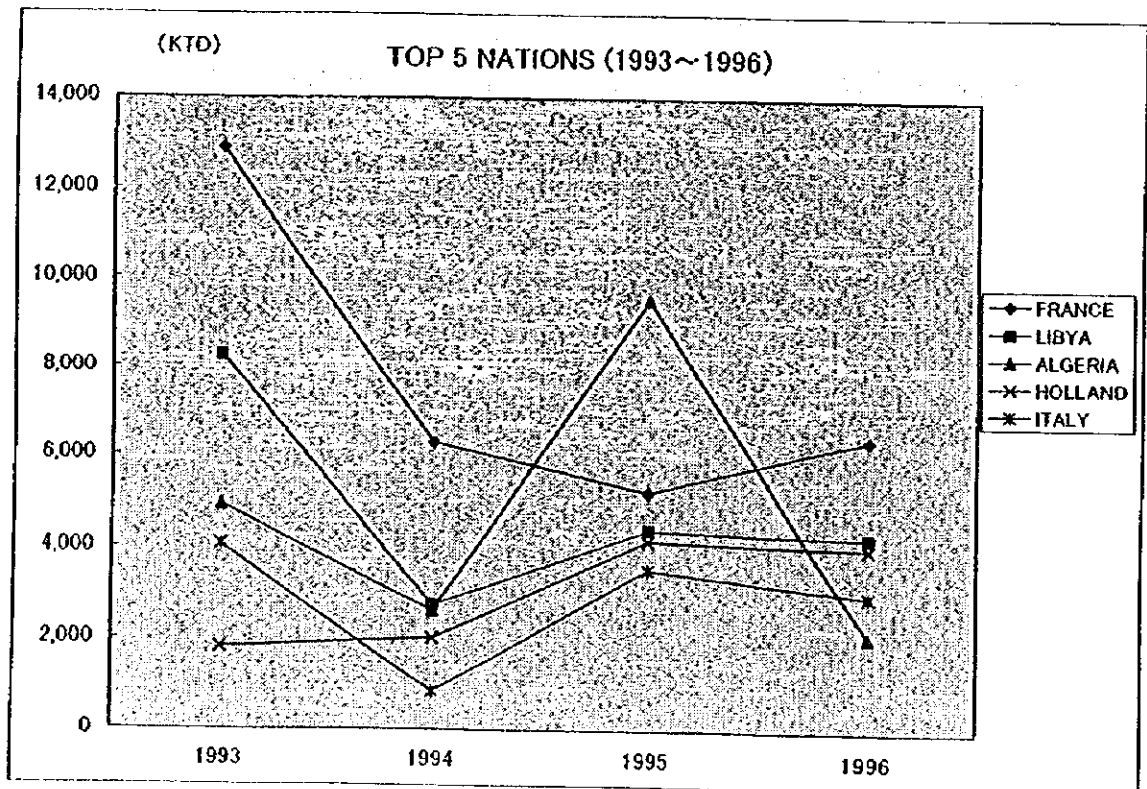
# EXPORT AMOUNT BY NATION (SECTOR D:Mechanical components)



## IMPORT TREND BY NATIONS (SECTOR D:Mechanical components)



## EXPORT TREND BY NATIONS



**Top 10 IMPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
(SECTOR E: Home appliances )

(VAL IN 1,000 TD)

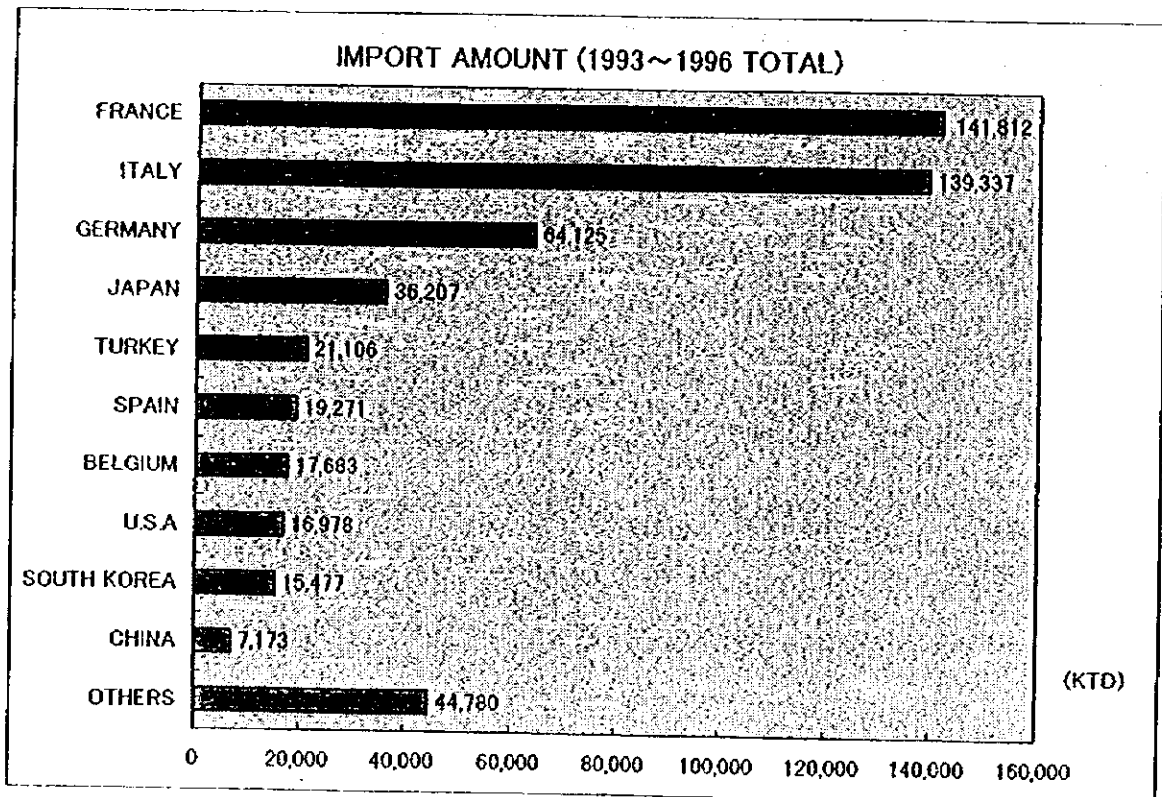
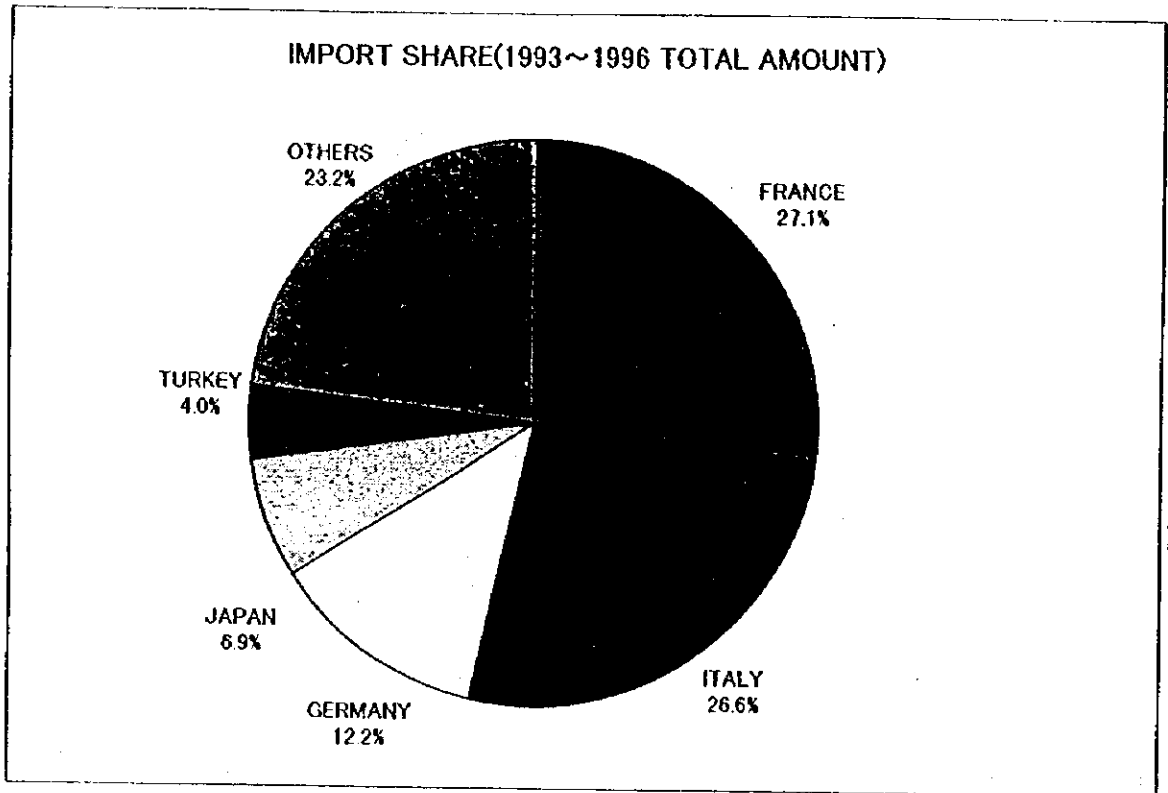
| NATION      | 1993    |       | 1994    |       | 1995    |       | 1996    |       | 1993~1996 |       |
|-------------|---------|-------|---------|-------|---------|-------|---------|-------|-----------|-------|
|             | VAL 93  | RATIO | VAL 94  | RATIO | VAL 95  | RATIO | VAL 96  | RATIO | IM.VALSUM | RATIO |
| FRANCE      | 29,168  | 25.2% | 32,914  | 26.0% | 41,051  | 28.8% | 38,680  | 27.9% | 141,812   | 27.1% |
| ITALY       | 32,475  | 28.0% | 35,537  | 28.1% | 34,513  | 24.2% | 36,813  | 26.5% | 139,337   | 26.6% |
| GERMANY     | 16,613  | 14.3% | 15,169  | 12.0% | 15,928  | 11.2% | 16,415  | 11.8% | 64,125    | 12.2% |
| JAPAN       | 9,456   | 8.2%  | 9,336   | 7.4%  | 10,754  | 7.5%  | 6,661   | 4.8%  | 36,207    | 6.9%  |
| TURKEY      | 2,477   | 2.1%  | 4,763   | 3.8%  | 6,488   | 4.5%  | 7,378   | 5.3%  | 21,106    | 4.0%  |
| SPAIN       | 4,110   | 3.5%  | 4,685   | 3.7%  | 4,260   | 3.0%  | 6,216   | 4.5%  | 19,271    | 3.7%  |
| BELGIUM     | 5,058   | 4.4%  | 4,519   | 3.6%  | 4,060   | 2.8%  | 4,046   | 2.9%  | 17,683    | 3.4%  |
| U.S.A       | 4,252   | 3.7%  | 3,774   | 3.0%  | 5,915   | 4.1%  | 3,038   | 2.2%  | 16,978    | 3.2%  |
| SOUTH KOREA | 2,378   | 2.1%  | 2,936   | 2.3%  | 5,198   | 3.6%  | 4,965   | 3.6%  | 15,477    | 3.0%  |
| CHINA       | 1,169   | 1.0%  | 1,019   | 0.8%  | 0       | 1.4%  | 2,990   | 2.2%  | 7,173     | 1.4%  |
| OTHERS      | 8,807   | 7.6%  | 12,023  | 9.5%  | 12,478  | 8.7%  | 11,473  | 8.3%  | 44,780    | 8.5%  |
| TOTAL       | 115,962 | 100%  | 126,673 | 100%  | 142,639 | 100%  | 138,674 | 100%  | 523,949   | 100%  |

**Top 10 EXPORT NATIONS (1993~1996 TOTAL AMOUNT)**  
(SECTOR E: Home appliances )

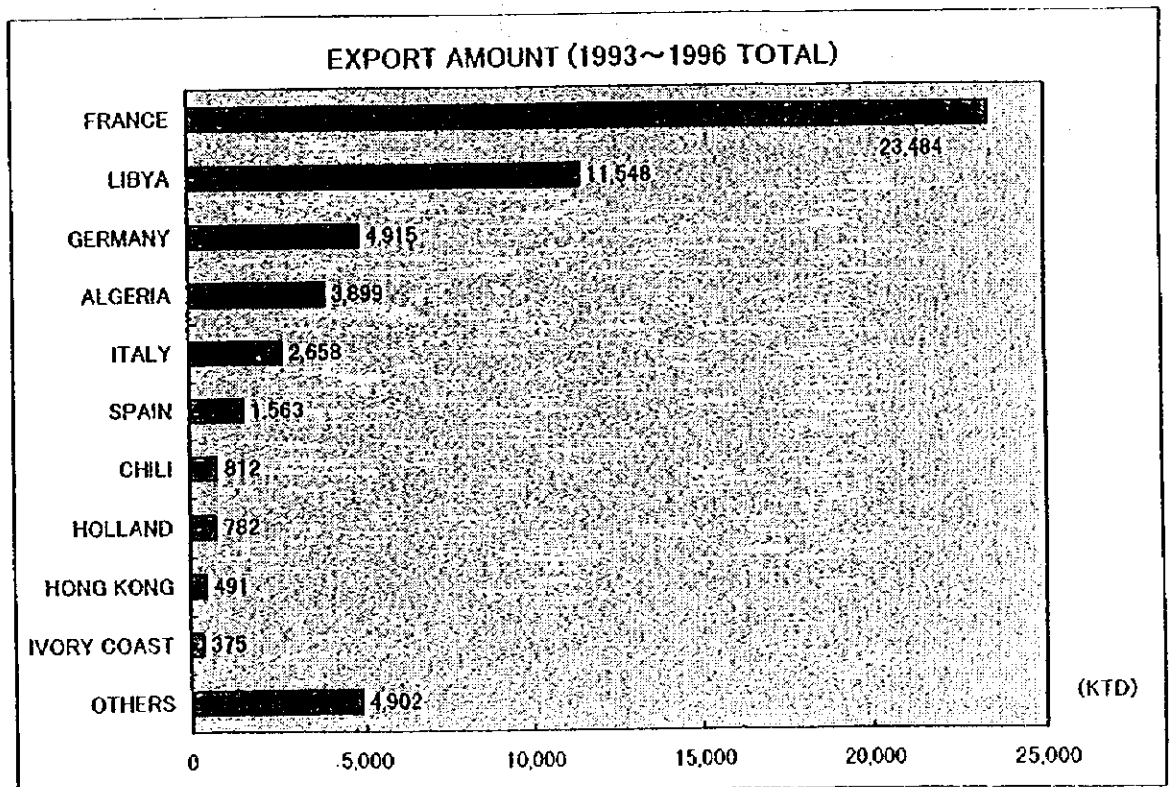
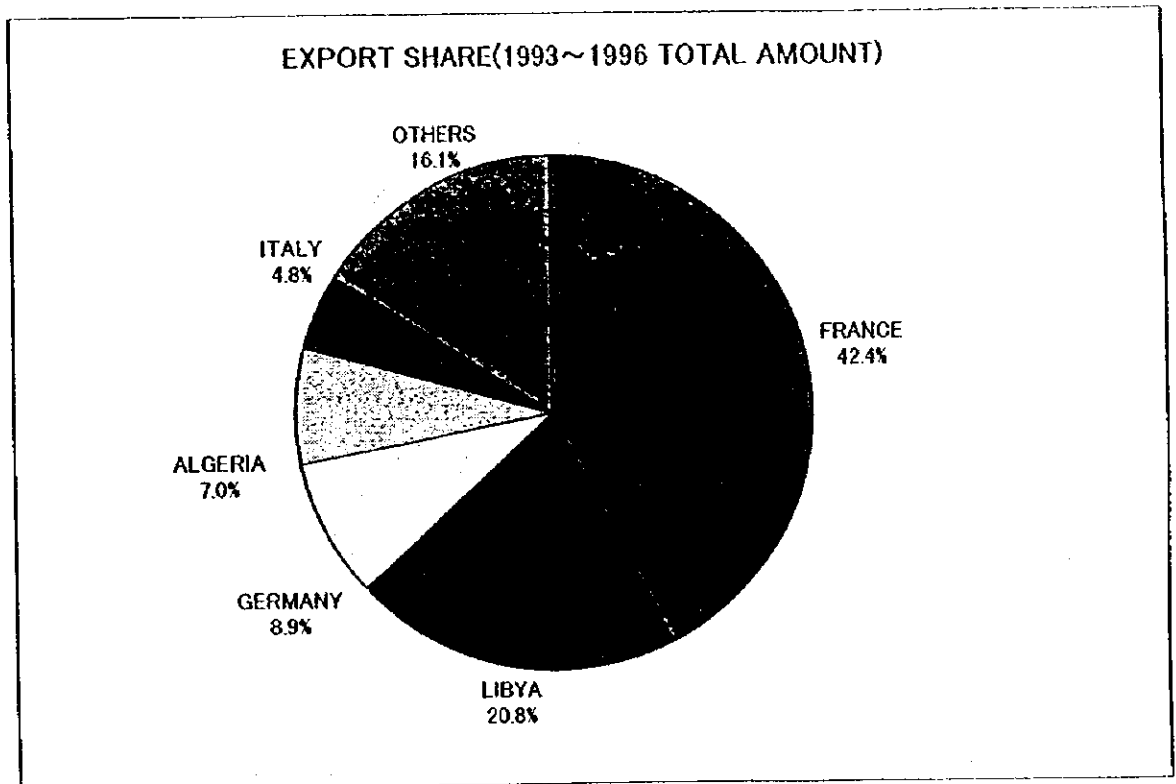
(VAL IN 1,000 TD)

| NATION      | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|-------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|             | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | EX.VALSUM | RATIO |
| FRANCE      | 8,862  | 45.6% | 6,612  | 43.2% | 5,831  | 44.3% | 2,179  | 29.1% | 23,484    | 42.4% |
| LIBYA       | 5,486  | 28.2% | 2,593  | 16.9% | 1,574  | 12.0% | 1,894  | 25.3% | 11,548    | 20.8% |
| GERMANY     | 555    | 2.9%  | 2,047  | 13.4% | 1,913  | 14.5% | 401    | 5.4%  | 4,915     | 8.9%  |
| ALGERIA     | 748    | 3.8%  | 1,123  | 7.3%  | 1,390  | 10.6% | 638    | 8.5%  | 3,899     | 7.0%  |
| ITALY       | 1,544  | 7.9%  | 401    | 2.6%  | 520    | 3.9%  | 193    | 2.6%  | 2,658     | 4.8%  |
| SPAIN       | 505    | 2.6%  | 1,051  | 6.9%  | 7      | 0.1%  | 0      | 0.0%  | 1,563     | 2.8%  |
| CHILI       | 0      | 0.0%  | 0      | 0.0%  | 0      | 0.0%  | 812    | 10.8% | 812       | 1.5%  |
| HOLLAND     | 334    | 1.7%  | 387    | 2.5%  | 8      | 0.1%  | 53     | 0.7%  | 782       | 1.4%  |
| HONG KONG   | 163    | 0.8%  | 112    | 0.7%  | 204    | 1.5%  | 12     | 0.2%  | 491       | 0.9%  |
| IVORY COAST | 41     | 0.2%  | 52     | 0.3%  | 0      | 1.7%  | 64     | 0.8%  | 375       | 0.7%  |
| OTHERS      | 1,214  | 6.2%  | 929    | 6.1%  | 1,507  | 11.4% | 1,252  | 16.7% | 4,902     | 8.8%  |
| TOTAL       | 19,453 | 100%  | 15,308 | 100%  | 13,170 | 100%  | 7,498  | 100%  | 55,429    | 100%  |

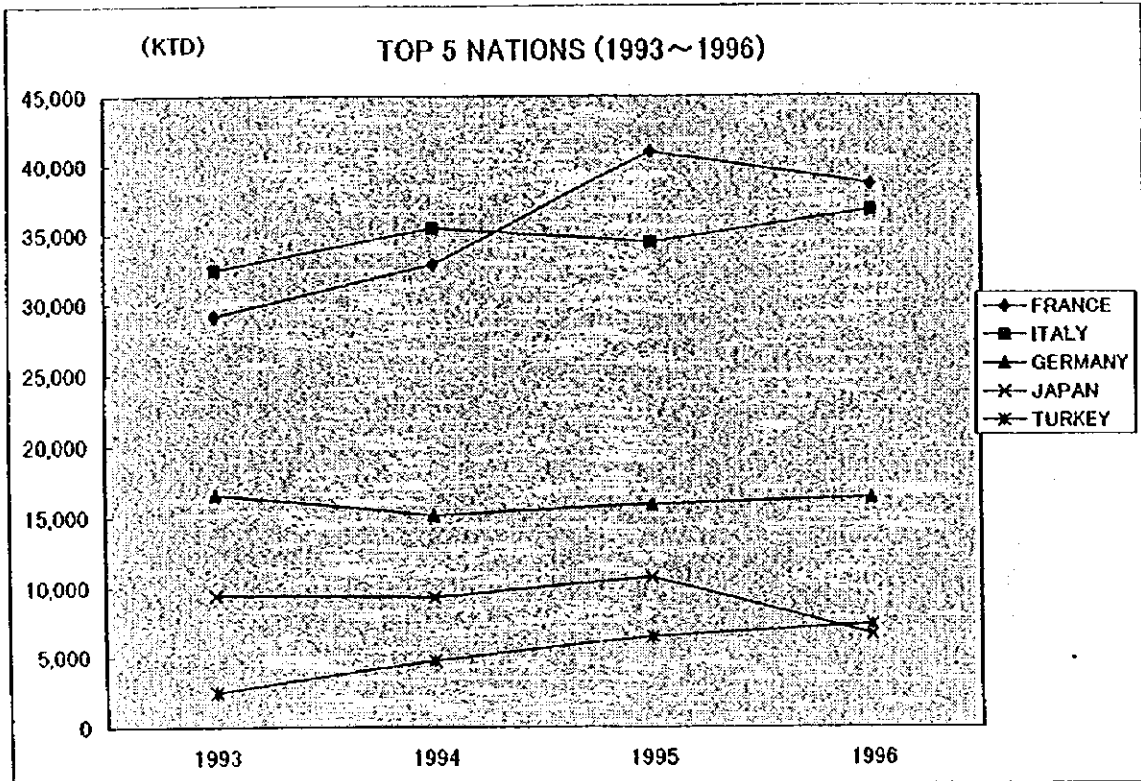
# IMPORT AMOUNT BY NATION (SECTOR E:Home appliances)



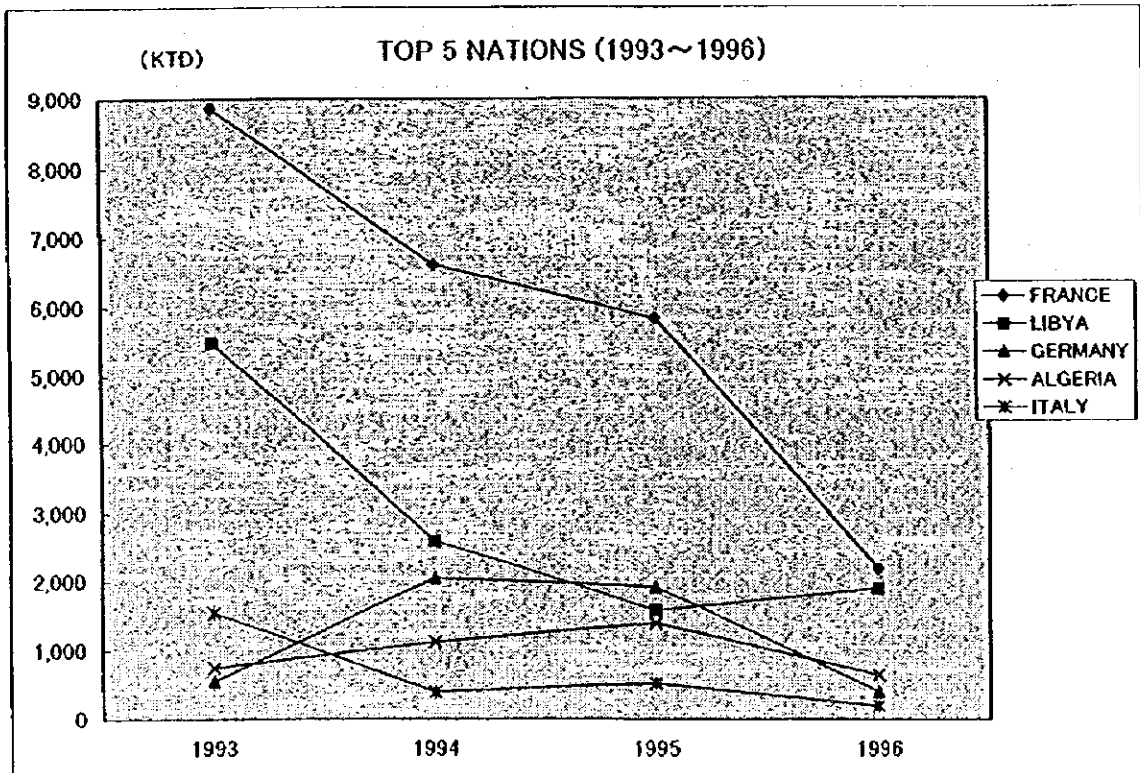
# EXPORT AMOUNT BY NATION(SECTOR E:Home appliances)



## IMPORT TREND BY NATIONS (SECTOR E:Home appliances)



## EXPORT TREND BY NATIONS





EXPORT IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY PRODUCT GROUP (1993~1996)  
 (SECTOR A:Plastic Molds)

| ITEM CODE | EXPORT |        |        |        |           |        |        |        |          |              |          |              | IMPORT   |        |              |          |           |           |           |           |            |           |       |       | TRADE |       |           |              |
|-----------|--------|--------|--------|--------|-----------|--------|--------|--------|----------|--------------|----------|--------------|----------|--------|--------------|----------|-----------|-----------|-----------|-----------|------------|-----------|-------|-------|-------|-------|-----------|--------------|
|           | VAL 93 | VAL 94 | VAL 95 | VAL 96 | EX VALSUM | VAL 93 | VAL 94 | VAL 95 | VAL 96   | ANNUAL GROWT | VAL 84   | ANNUAL GROWT | VAL 95   | VAL 96 | ANNUAL GROWT | VAL 96   | IM VALSUM | VAL 93    | VAL 94    | VAL 95    | VAL 96     | 1993~1996 | 1993  | 1994  | 1995  | 1996  | 1993~1996 | TRADE FACTOR |
| 8480      | 453102 | -42.2  | 201899 | -30.6  | 181727    | -67.2  | 59037  | 956335 | 10686346 | -5.3         | 10124289 | -6.8         | 9436403  | 9.7    | 10348814     | 40598652 | -10233184 | -8862480  | -9254676  | -10289177 | -396539817 | -91.9     | -95.0 | -96.2 | -98.9 | -95.4 | -98.9     | -95.4        |
| 8207      | 4253   | 331.4  | 18347  | -60.7  | 3532      | 99.8   | 7057   | 33169  | 1698170  | -11.5        | 1504515  | -1.0         | 1489126  | 10.7   | 1649167      | 6341978  | -1694917  | -1466188  | -1485584  | -1642110  | -6308789   | -99.5     | -97.6 | -99.5 | -98.1 | -99.0 | -98.1     | -99.0        |
| TOTAL     | 457415 | -38.8  | 280156 | -33.9  | 185259    | -64.0  | 66094  | 989324 | 12385516 | -6.1         | 11623804 | -6.0         | 10925529 | 9.8    | 11987981     | 46937830 | -11928101 | -11346648 | -10740270 | -11931267 | -45948306  | -92.9     | -95.3 | -96.7 | -98.9 | -95.9 | -96.7     | -95.9        |

UNIT:  
 VAL in TD  
 ANNUAL GROWTH in %  
 TRADE BALANCE in TD  
 TRADE FACTOR in %

EXPORT IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY PRODUCT GROUP (1993~1996)  
 (SECTOR B: Iron mongery)

| ITEM CODE     | EXPORT  |        |         |          |           |               | IMPORT   |          |          |               |          |               | TRADE BALANCE |        |           |               |           |           | TRADE FACTOR |               |           |          |        |               |           |       |       |       |       |   |
|---------------|---------|--------|---------|----------|-----------|---------------|----------|----------|----------|---------------|----------|---------------|---------------|--------|-----------|---------------|-----------|-----------|--------------|---------------|-----------|----------|--------|---------------|-----------|-------|-------|-------|-------|---|
|               | 1993    | 1994   | 1995    | 1996     | 1993-1996 | 1993          | 1994     | 1995     | 1996     | 1993-1996     | 1993     | 1994          | 1995          | 1996   | 1993-1996 | 1993          | 1994      | 1995      | 1996         | 1993-1996     | 1993      | 1994     | 1995   | 1996          | 1993-1996 |       |       |       |       |   |
| ANNUAL GROWTH | VAL 94  | VAL 95 | VAL 96  | EXVALSUM | VAL 93    | ANNUAL GROWTH | VAL 94   | VAL 95   | VAL 96   | ANNUAL GROWTH | VAL 93   | ANNUAL GROWTH | VAL 94        | VAL 95 | VAL 96    | ANNUAL GROWTH | VAL 94    | VAL 95    | VAL 96       | ANNUAL GROWTH | VAL 94    | VAL 95   | VAL 96 | ANNUAL GROWTH |           |       |       |       |       |   |
| 7309          | 0       | 0      | 0       | 0        | 0         | 199           | 389215.7 | 567211   | -0.6     | 583812        | -100.0   | 0             | 1171162       | 0      | 0         | 0             | 1171162   | -159      | -587211      | -583812       | 0         | 36470    | 195297 | 100.0         | 100.0     | 100.0 | 100.0 | 100.0 |       |   |
| 7315          | 487.7   | -58.8  | 2008.0  | -100.0   | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7316          | 25395   | -71.0  | 7388    | -89.1    | 600       | 186.1         | 2305     | 38866    | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7317          | 1685    | 202.6  | 5098    | -100.0   | 0         | 1879          | 6862     | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7318          | 2021320 | 43257  | -71.1   | 125835   | 54.9      | 232638        | 2815048  | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7319          | 999     | 2427.5 | 26250   | 37.8     | 34800     | -100.0        | 0        | 61049    | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7320          | 901779  | 485.2  | 5259514 | 42.5     | 7452888   | -9.0          | 6821273  | 20475554 | 97787    | 0.1           | 97907    | -54.2         | 44972         | 72.7   | 77478     | 318046        | 803992    | 5161707   | 7448016      | 6745784       | 20157509  | 80.4     | 96.3   | 96.3          | 96.3      | 96.3  | 96.3  | 96.3  |       |   |
| 7323          | 540448  | -61.6  | 207500  | 224.9    | 874980    | -88.7         | 211134   | 1633360  | 1135412  | 54.9          | 1756392  | -16.1         | 1474448       | 24.4   | 1838628   | 8201888       | -694908   | -1560682  | -800186      | -1622484      | -450448   | -35.5    | -78.9  | -37.2         | -79.3     | -58.3 | -58.3 | -58.3 |       |   |
| 7324          | 1203657 | -26.5  | 684231  | 57.1     | 1389314   | 20.6          | 1675600  | 5122352  | 2881809  | 35.2          | 4031967  | -2.2          | 3944871       | -0.4   | 3928960   | 14886607      | -1778252  | -3147248  | -2555357     | -2252000      | -6734355  | -44.0    | -64.0  | -47.9         | -60.2     | -48.9 | -48.9 | -48.9 |       |   |
| 7326          | 14977   | -112.9 | 31890   | -82.3    | 12028     | 723.1         | 99007    | 157892   | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7407          | 11141   | -100.0 | 0       | 0        | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     |       |   |
| 7410          | 7527    | -100.0 | 0       | 0        | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     |   |
| 7412          | 708100  | -37.3  | 443085  | -35.9    | 263926    | -65.6         | 97168    | 1330307  | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     |   |
| 7416          | 342368  | -62.4  | 128990  | 128.7    | 294878    | -19.0         | 239077   | 1006033  | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     |   |
| 7419          | 0       | 0      | 0       | 0        | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     |   |
| 7420          | 582630  | -88.7  | 7388    | -66.0    | 26348     | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     |   |
| 7410          | 7527    | -100.0 | 0       | 0        | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     |   |
| 7412          | 708100  | -37.3  | 443085  | -35.9    | 263926    | -65.6         | 97168    | 1330307  | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     | 0 |
| 7416          | 342368  | -62.4  | 128990  | 128.7    | 294878    | -19.0         | 239077   | 1006033  | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     | 0 |
| 7419          | 0       | 0      | 0       | 0        | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     | 0 |
| 7420          | 582630  | -88.7  | 7388    | -66.0    | 26348     | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     | 0 |
| 7813          | 1319272 | 67.4   | 2308297 | -13.3    | 1913786   | -57.0         | 823486   | 6264841  | 101239   | 43.7          | 145501   | -92.4         | 54682         | 169.5  | 147808    | 448710        | 1218033   | 2062746   | 3691284      | 676178        | 5816131   | 85.7     | 87.8   | 94.4          | 88.7      | 86.6  | 86.6  | 86.6  | 86.6  |   |
| 7816          | 8441    | -100.0 | 0       | 0        | 0         | 0             | 0        | 0        | 0        | 0             | 0        | 0             | 0             | 0      | 0         | 0             | 0         | 0         | 0            | 0             | 0         | 0        | 0      | 0             | 0         | 0     | 0     | 0     | 0     | 0 |
| 8201          | 12046   | -27.8  | 8704    | -63.5    | 4044      | 1038.7        | 46051    | 70848    | 318857   | 18.1          | 210805   | 30.7          | 278495        | 989793 | -308808   | -172932       | -298787   | -229444   | -915845      | -92.7         | -90.9     | -96.2    | -71.4  | -68.6         | -68.6     | -68.6 | -68.6 | -68.6 | -68.6 |   |
| 8202          | 16283   | 205.1  | 68878   | -73.8    | 12018     | 89.2          | 23842    | 101819   | 928964   | -1.6          | 974815   | 18.5          | 1083962       | 6.4    | 115571    | 4081022       | -912701   | -6848391  | -1071844     | -112829       | -3979113  | -96.6    | -89.7  | -97.8         | -95.9     | -92.4 | -92.4 | -92.4 | -92.4 |   |
| 8203          | 33553   | 117.4  | 72932   | 23.6     | 90131     | -38.1         | 55750    | 252368   | 1617883  | -23.0         | 1245989  | 21.8          | 1517961       | 30.6   | 1942448   | 6364298       | -1584330  | -1173057  | -1427650     | -1926996      | -8119333  | -95.9    | -88.9  | -96.8         | -94.5     | -92.4 | -92.4 | -92.4 | -92.4 |   |
| 8204          | 32983   | 84.9   | 66976   | -61.2    | 11490     | -29.2         | 8136     | 113585   | 848206   | -6.5          | 778116   | 20.2          | 832808        | 18.8   | 117240    | 3674189       | -815225   | -716139   | -821118      | -1109104      | -3660584  | -92.5    | -85.4  | -97.8         | -96.8     | -94.0 | -94.0 | -94.0 | -94.0 |   |
| 8205          | 120982  | 137.4  | 287224  | -43.0    | 163788    | -45.2         | 89786    | 661790   | 3338149  | 4.7           | 3489137  | -6.3          | 3277233       | 26.2   | 413657    | 14248361      | -327167   | -3208913  | -3113455     | -404707       | -13588808 | -92.0    | -84.8  | -90.5         | -95.8     | -91.7 | -91.7 | -91.7 | -91.7 |   |
| 8207          | 178881  | 1246.9 | 2407913 | -11.3    | 1412361   | 302.1         | 6576037  | 9677892  | 9807828  | -12.6         | 8570227  | -4.7          | 6163410       | 4.0    | 8466596   | 35032199      | -8429046  | -912814   | -6751049     | -2611559      | -23544287 | -96.4    | -86.1  | -95.3         | -92.8     | -91.7 | -91.7 | -91.7 | -91.7 |   |
| 8211          | 58358   | -88.4  | 18417   | -27.6    | 13342     | 250.7         | 46793    | 138970   | 1683998  | 4.7           | 1782334  | -9.6          | 1893092       | 30.4   | 2076888   | 7116010       | -1825540  | -1743917  | -1597950     | -2028893      | -6979100  | -93.3    | -97.9  | -98.3         | -96.8     | -96.2 | -96.2 | -96.2 | -96.2 |   |
| 8212          | 98988   | 1313.6 | 1384659 | -70.9    | 400889    | -88.0         | 44834    | 1218358  | 140891   | 125.2         | 316868   | -9.5          | 286554        | 18.8   | 340417    | 1094590       | -693161   | -99362    | -120094      | -2437933      | -4357747  | -74.9    | -95.3  | -80.2         | -96.1     | -82.4 | -82.4 | -82.4 | -82.4 |   |
| 8213          | 120465  | -95.9  | 12684   | 73.3     | 25611     | 68.4          | 37666    | 200226   | 586821   | -8.6          | 538162   | -10.7         | 460787        | -2.6   | 487254    | 2076004       | -481856   | -325286   | -482261      | -1874788      | -452286   | -1874788 | -94.5  | -93.1         | -81.0     | -85.0 | -85.0 | -85.0 | -85.0 |   |
| 8214          | 427     | 316.9  | 1780    | 371.4    | 8391      | -97.8         | 182      | 10780    | 3871     | 177.8         | 10754    | -88.5         | 1127          | 468.8  | 621       | 22073         | -3444     | -874      | 7284         | -8139         | -11230    | 28.0     | 12.8   | -8.8          | -35.5     | -5.7  | -5.7  | -5.7  | -5.7  |   |
| 8215          | 19309   | 215.7  | 61195   | -51.7    | 293765    | -17.6         | 243750   | 1345285  | 676661   | -36.9         | 427184   | 78.1          | 765022        | -44.3  | 425928    | 2294795       | -482862   | 184767    | -489237      | -182178       | -849500   | -55.5    | 17.8   | -44.2         | -27.2     | -26.1 | -26.1 | -26.1 | -26.1 |   |
| 8301          | 892250  | 4.6    | 93311   | 11.5     | 1040294   | -32.8         | 490579   | 3582284  | 4385871  | -6.3          | 4191327  | 6.9           | 448485        | -51.8  | 2137542   | 16112895      | -3493321  | -3216216  | -338161      | -1646963      | -17564661 | -66.2    | -60.3  | -62.0         | -62.7     | -63.7 | -63.7 | -63.7 | -63.7 |   |
| 8302          | 1829116 | 43.8   | 2827080 | -4.9     | 2488259   | 29.8          | 3242818  | 10197373 | 5390554  | 24.2          | 646135   | 14.1          | 7641876       | 6.8    | 8708992   | 27886097      | -3261438  | -4089055  | -5143357     | -4927874      | -17701724 | -49.3    | -43.6  | -50.7         | -43.2     | -46.5 | -46.5 | -46.5 | -46.5 |   |
| TOTAL         | 1104328 | 73.3   | 1913785 | -3.2     | 1852423   | 11.2          | 26597366 | 68501694 | 37086291 | 7.4           | 36813509 | 2.7           | 40679211      | 2.4    | 41852940  | 159599651     | -26034603 | -20675334 | -22382786    | -21265674     | -90286657 | -54.1    | -35.1  | -37.6         | -34.0     | -34.0 | -34.0 | -34.0 | -34.0 |   |

UNIT:  
 VAL in TD  
 ANNUAL GROWTH in %  
 TRADE BALANCE in TD  
 TRADE FACTOR in %

|            |  |
|------------|--|
| ITEM CODE: |  |
| 7315       | Transmission Chain                           |
| 7316       | Anchor                                       |
| 7317       | Nail   |
| 7318       | Hook/Screw/Bolt/Pin                          |
| 7319       | Needle                                       |
| 7320       | Leaf spring for cars                         |
| 7323       | Domestic Good in Stainless Steel             |
| 7324       | Sink/Bathtub                                 |
| 7326       | Tightner                                     |
| 7407       | Bars in Refined Copper                       |
| 7410       | Leaf spring for cars                         |
| 7412       | Piping Accessories in Refined Copper         |
| 7418       | Domestic Good in Copper                      |
| 7419       | Tabacco Case                                 |
| 7612       | Soft Tube                                    |
| 7613       | Container in Aluminum                        |
| 7615       | Pressure Cooker in Aluminum                  |
| 7616       | Spikes, Piton, Pegs in Aluminum              |
| 8201       | Rakes, Scraper                               |
| 8202       | Hand Saw, Blade                              |
| 8203       | Files, Hand Tools, Tongs                     |
| 8204       | Openend Spanner                              |
| 8205       | Tools for Drilling, Threading, Screw Drivers |
| 8207       | Tools for Drilling                           |
| 8208       | Cutter for Metal Work                        |
| 8211       | Kitchen Knife                                |
| 8212       | Shaving Razor                                |
| 8213       | Scissors                                     |
| 8214       | Tools:Manicure & Pedicure, Grass Hand Cutter |
| 8215       | Spoon, Fork                                  |
| 8301       | Locker with Key                              |
| 8302       | Hinges                                       |

EXPORT IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY PRODUCT GROUP (1993~1996)  
 (SECTOR C: Bicycles Bikes)

| ITEM CODE | EXPORT   |        |            |         | IMPORT  |         |          |         | TRADE BALANCE |        |         |        | TRADE FACTOR |          |          |          |           |
|-----------|----------|--------|------------|---------|---------|---------|----------|---------|---------------|--------|---------|--------|--------------|----------|----------|----------|-----------|
|           | 1993     | 1994   | 1995       | 1996    | 1993    | 1994    | 1995     | 1996    | 1993          | 1994   | 1995    | 1996   | 1993         | 1994     | 1995     | 1996     |           |
| 8512      | 289      | -100.0 | 0          | #DIV/0! | 0       | #DIV/0! | 0        | #DIV/0! | 289           | 565490 | -74.9   | 142129 | -49.0        | 72510    | 40.9     | 106522   | 886651    |
| 8711      | 280215   | -98.7  | 3759       | -72.4   | 1037    | -100.0  | 0        | 285011  | 520966        | 123.8  | 1166134 | -27.9  | 841234       | 65.4     | 1391227  | 3919553  | 3919553   |
| 8712      | 125430   | 56.4   | 195111     | 174.8   | 538866  | 192.5   | 1814070  | 2474477 | 11285         | 1396.5 | 181826  | -50.9  | 79490        | 422.7    | 415532   | 668113   | 314165    |
| 8714      | 13898471 | 6.9    | 1486145    | -19.5   | 1210843 | -14.7   | 1032409  | 5119044 | 922842        | -6.6   | 8443609 | -3.9   | 8185739      | 9.8      | 8965431  | 34604621 | 7639995   |
| TOTAL     | 1795781  | 168015 | 3811750346 | 51.2    | 2646479 | 787821  | 10127555 | -2.1    | 9913698       | -7.6   | 9158973 | 18.8   | 10878712     | 40078038 | 83317741 | 32276831 | -32260117 |

UNIT:  
 VAL in TD  
 ANNUAL GROWTH in %  
 TRADE BALANCE in TD  
 TRADE FACTOR in %

ITEM CODE:  
 8512 Electronic Parts  
 8711 Motorcycle  
 8712 Bicycle  
 8714 Engine and Frame Parts



|            |  |
|------------|--|
| ITEM CODE: | Reservoirs (Vat, Tank, Container) for Solid Materials  |
| 7309       | " (Vat, Barrel, Tank, Drum, Container) for all Materials   |
| 7310       | Container for compressed or liquefied gas  |
| 7311       | Boiler(Tubular Type), Steam Boiler, Boiler Components  |
| 8402       | Boiler for central heater  |
| 8403       | Auxiliary devices for Boilers  |
| 8404       | Reciprocal engine for Vehicles, other engine (gasoline fuel)   |
| 8407       | Value , Piston, Engine block, Carburetor, their parts, and other engine parts for spark ignition engines   |
| 8408       | (gasoline fuel), injector and injector holder  |
| 8409       | Turbo-reactor, Other gas-turbine   |
| 8411       | Hydraulic engine, Other pneumatic engine   |
| 8412       | Pump for fuel distribution, Liquid pump, Pump with lever, Pump for liquid cooling, Other fuel or oil pumps   |
| 8413       | for spark/compression ignition engines, Pump for concrete, Reciprocal volumetric pump, Centrifugal Pump, Pump Components/Parts   |
| 8414       | Vacuum Pump, Air Pump, Other compressor, Generator with free piston, Pump Components/pats, Compressor components   |
| 8421       | Oil Filter for engines, Air filter for engine  |
| 8425       | Hoist, Other winch, Hydraulic jack   |
| 8426       | Overhead Traveling Crane   |
| 8427       | Autopropelled carrier  |
| 8428       | Elevation/loading/unloading machines   |
| 8429       | Tracked Bulldozer and Angledozer   |
| 8430       | "  |
| 8431       | Components/Parts for hoists/screw jacks and Elevation/loading unloading machines   |
| 8511       | Dumpster, Shovel, Grappling Iron, Pliers, Spark Plug, Distribution of electric current, Ignition coil, Hot Plug, Alternator, Electric generator, Breaker   |
| 8512       | Optical block, Head lamp, Electrical signaling device, Acoustic signaling device, Wiper  |
| 8513       | Safety lamp, Other portable lamp   |
| 8516       | Heating resistance, Components for solar water-heater  |
| 8609       | Frame and Container  |
| 8701       | Tractor  |
| 8702       | Bus  |
| 8707       | Vehicle bodies   |
| 8708       | Bumper components, Assembled chassis frame, Door and door elements, Engine hood, Glass for Passenger cars, Fender, Brake elements, Brake-shoe, Brake-Drum, Gear-box, Gear-box Parts, Differential, Wheel axle, Wheel cover |
| 8709       | Other vehicle without lifting devices  |
| 8715       | Baby seat and baby car   |
| 8716       | Trailer or semi-trailer for camping, Cistern   |

EXPORT IMPORT ANNUAL GROWTH, TRADE BALANCE, TRADE FACTOR BY PRODUCT GROUP (1993~1996)  
(SECTOR E: Home appliances)

| ITEM CODE | EXPORT   |              |         |              |          | IMPORT       |         |              |          |              | TRADE BALANCE |              |           |              |           | TRADE FACTOR |           |              |            |              |            |              |        |              |        |              |        |              |
|-----------|----------|--------------|---------|--------------|----------|--------------|---------|--------------|----------|--------------|---------------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|------------|--------------|------------|--------------|--------|--------------|--------|--------------|--------|--------------|
|           | VAL 93   | ANNUAL GROWT | VAL 94  | ANNUAL GROWT | VAL 95   | ANNUAL GROWT | VAL 96  | ANNUAL GROWT | VAL 95   | ANNUAL GROWT | VAL 96        | ANNUAL GROWT | VAL 93    | ANNUAL GROWT | VAL 94    | ANNUAL GROWT | VAL 95    | ANNUAL GROWT | VAL 96     | ANNUAL GROWT | VAL 93     | ANNUAL GROWT | VAL 94 | ANNUAL GROWT | VAL 95 | ANNUAL GROWT | VAL 96 | ANNUAL GROWT |
| 7321      | 264314   | -42.6        | 98775   | 110.7        | 211088   | -30.2        | 147354  | -30.2        | 519299   | -11.0        | 482359        | 96.2         | 804879    | 22.3         | 1104842   | 2997549      | -255015   | -363584      | -655890    | -861528      | -227607    | -32.5        | -44.8  | -62.2        | -70.5  | -81.2        | -97.0  | -92.7        |
| 7322      | 29517    | -97.0        | 881     | 88.9         | 895      | 47.3         | 4525    | 84418        | 2136348  | -16.1        | 1791827       | -3.1         | 173203    | -19.0        | 140489    | 7085448      | -2106832  | -1796948     | -1724508   | -1588784     | -6881950   | -97.3        | -98.9  | -99.0        | -99.0  | -92.7        | -97.0  | -92.7        |
| 7417      | 874      | -100.0       | 0       | 0            | 0        | 0            | 0       | 874          | 546      | 389.4        | 2593          | -100.0       | 0         | 0            | 181       | 3295         | 328       | -2563        | 0          | -180         | -2421      | 231          | -100.0 | -100.0       | -100.0 | -100.0       | -98.6  | -98.6        |
| 8414      | 313793   | -23.7        | 239447  | 189.2        | 644518   | -85.8        | 91758   | 1289516      | 1511285  | 7.9          | 1630181       | 32.3         | 2156415   | 1.1          | 2180852   | 7478540      | -14797492 | -16062484    | -20918635  | -21776294    | -75495885  | -65.9        | -97.1  | -94.2        | -99.2  | -92.7        | -85.7  | -85.7        |
| 8415      | 986429   | -38.2        | 382608  | 63.5         | 625423   | 184.2        | 1777482 | 3771922      | 9045553  | 14.0         | 10312880      | 51.5         | 19628873  | -24.1        | 11808452  | 46793738     | -6059124  | -9930272     | -15001450  | -10030970    | -43021016  | -60.3        | -92.8  | -92.8        | -92.3  | -100.0       | -100.0 | -82.4        |
| 8416      | 7059     | -100.0       | 0       | 0            | 0        | 0            | 0       | 7059         | 44425    | -24.0        | 350190        | -47.2        | 174375    | 274.3        | 482747    | 1591737      | -427368   | -330190      | -187257    | -652747      | -1577560   | -96.8        | -100.0 | -100.0       | -100.0 | -100.0       | -100.0 | -100.0       |
| 8417      | 160123   | -53.0        | 47069   | -1.0         | 48540    | -100.0       | 0       | 193972       | 608522   | 33.3         | 611042        | -28.0        | 563743    | -100.0       | 0         | 200347       | -508399   | -784075      | -537203    | 0            | -1609675   | -71.7        | -89.0  | -85.2        | -80.0  | -82.4        | -82.4  |              |
| 8418      | 1511507  | -17.6        | 1245816 | -34.1        | 8707320  | -43.5        | 1357154 | 37138472     | 25277504 | 2.1          | 30663230      | 18.9         | 86682492  | -10.7        | 32778359  | 125551589    | -10316189 | -18167948    | -28485172  | -31419205    | -88213171  | -25.2        | -42.1  | -43.4        | -42.0  | -54.3        | -54.3  |              |
| 8419      | 102467   | -73.6        | 27042   | -1.8         | 26551    | 2708.3       | 745432  | 801623       | 5812245  | -14.1        | 4990835       | 32.3         | 5626644   | 38.4         | 1759757   | 24164481     | -5709778  | -4985793     | -5790963   | -7014125     | -52396780  | -66.5        | -84.9  | -89.1        | -92.3  | -92.6        | -92.6  |              |
| 8422      | 16798    | -90.3        | 184540  | -89.7        | 17279    | 664.3        | 132063  | 334680       | 3194771  | 32.2         | 4224110       | -35.6        | 2721305   | 25.7         | 3420928   | 1358114      | -3177973  | -4055570     | -2704296   | -3288865     | -13226434  | -99.0        | -92.3  | -96.7        | -92.6  | -92.6        | -92.6  |              |
| 8450      | 86132    | -48.2        | 46337   | 309.0        | 212884   | -67.0        | 70217   | 415360       | 3683118  | 21.9         | 4500716       | -16.4        | 3761787   | -26.6        | 2782370   | 14716001     | -3609968  | -4454378     | -5549113   | -2862153     | -14302611  | -95.4        | -98.0  | -89.3        | -95.0  | -95.0        | -95.0  |              |
| 8451      | 311441   | -78.4        | 71581   | 319.8        | 300429   | -38.8        | 18971   | 893462       | 530826   | -4.5         | 5967037       | -1.5         | 4981140   | -1.4         | 4925574   | 20280273     | -4905385  | -4993172     | -4890711   | -4703803     | -19338677  | -83.2        | -97.2  | -88.6        | -92.6  | -91.6        | -91.6  |              |
| 8452      | 1816780  | -25.7        | 1464366 | 64.3         | 2007847  | -6.9         | 2147445 | 7078658      | 4164974  | 4.9          | 4390133       | 1.5          | 4497523   | 8.0          | 47241249  | 17757483     | -60644894 | -42486651    | -42598781  | -45093604    | -169889225 | -91.7        | -92.8  | -90.2        | -91.3  | -91.7        | -91.7  |              |
| 8516      | 281026   | -29.4        | 343541  | 52.5         | 554453   | 43.0         | 793042  | 1992108      | 2963046  | 13.9         | 3079994       | 9.9          | 3709461   | -18.9        | 3007788   | 13054289     | -2683020  | -3010410     | -3155008   | -2214726     | -11082164  | -62.7        | -80.5  | -74.0        | -58.3  | -74.5        | -74.5  |              |
| TOTAL     | 19452590 | -21.3        | 1506351 | -14.0        | 13169646 | -43.1        | 7497625 | 55428510     | 11594237 | 9.2          | 126973467     | 12.6         | 142636880 | -2.8         | 138674393 | 52394945     | -9659807  | -111365116   | -129468742 | -131178770   | -448520435 | -97.3        | -78.4  | -83.1        | -89.7  | -89.9        | -89.9  |              |

UNIT: VAL in TD

ANNUAL GROWTH in %

TRADE BALANCE in TD

TRADE FACTOR in %

ITEM CODE:  
7321 Gas Hot Plate, Gas Cooker, Other Gas Cooking device  
7322 Non-electric Central Heating system (including air Conditioner)  
7417 Non-electric Cooking device

8414 Refrigerator use Compressor, Fan, Fan Parts

8415 Air Conditioner, Air Conditioner Parts

8416 Liquid Fuel (Kerosene) Heater (Stove)

8417 Non-electric Oven for bakeries

8418 Refrigerator, Freezer, Compressor, Cold Chamber, Chilled drinking fountain, Evaporator, Condenser, Other refrigerator Parts

8419 Gas Water-heater, Dryer, Heat-exchanger

8422 Dish washer, Bottle washing machine, Dish washer Parts

8450 Washing machine, Washing machine Parts

8451 Dry cleaning machine, Dryer, Press and Iron for clothing, Dry cleaning machine Parts, Press Iron Parts, Cloth Cutter, Cloth Cutter Parts

8452 Sewing machine, Head for Sewing machine, Needle for Sewing machine, Sewing machine Parts

8516 Electric Water-heater, Dish washer, Electric Room heating unit, Microwave Oven, Electric Cooker, Electric Tea and Coffee Maker

8516 Toaster, Other electric heater, Solar-Water-heater Parts

**IMPORT TREND BY PRODUCT (SECTOR E:Home appliances)**  
**- GAS COOKING DEVICES - (1993~1996)**

| ITEM CODE     | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|---------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|               | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | IM.VALSUM | RATIO |
| OTHER DEVICES | 336    | 84.3% | 197    | 57.8% | 592    | 67.8% | 658    | 64.6% | 1784      | 67.8% |
| GAS COOKER    | 34     | 8.5%  | 109    | 31.9% | 171    | 19.5% | 299    | 29.4% | 613       | 23.3% |
| GAS HOT PLATE | 29     | 7.2%  | 35     | 10.3% | 111    | 12.7% | 61     | 6.0%  | 236       | 8.9%  |
| TOTAL         | 399    | 100%  | 341    | 100%  | 874    | 100%  | 1017   | 100%  | 2632      | 100%  |

**EXPORT TREND BY PRODUCT (SECTOR E:Home appliances)**  
**- GAS COOKING DEVICES - (1993~1996)**

| ITEM CODE     | 1993   |       | 1994   |       | 1995   |       | 1996   |       | 1993~1996 |       |
|---------------|--------|-------|--------|-------|--------|-------|--------|-------|-----------|-------|
|               | VAL 93 | RATIO | VAL 94 | RATIO | VAL 95 | RATIO | VAL 96 | RATIO | IM.VALSUM | RATIO |
| GAS COOKER    | 94     | 48.1% | 9      | 11.5% | 67     | 61.4% | 117    | 79.5% | 287       | 54.2% |
| OTHER DEVICES | 101    | 51.8% | 57     | 72.8% | 41     | 38.1% | 30     | 20.5% | 229       | 43.4% |
| GAS HOT PLATE | 0      | 0.1%  | 12     | 15.7% | 1      | 0.5%  | 0      | 0.0%  | 13        | 2.4%  |
| TOTAL         | 195    | 100%  | 78     | 100%  | 109    | 100%  | 147    | 100%  | 529       | 100%  |