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Azerbaijan, Republic of

Exporter Guide

Annual Report

2004

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Report Highlights:
The food industry and service sectors are experiencing expansion and transformation with the beginning of the construction of the Baku-Ceyhan pipeline. High-value retail outlets and catering companies are concentrated in Baku, and there is a surprising variety of products and services available. Opportunities to introduce new products into this market continue. GSM-102 and Supplier Credit remain available to enter this market.

Includes PSD Changes: No
Includes Trade Matrix: No
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[AJ]

SECTION I: MARKET OVERVIEW

Azerbaijan is located at the strategic crossroads of the Middle East, Asia and Europe. Its geographic location and its legacy as a former Soviet Republic continue to influence its economic and commercial development. Neighboring countries are Turkey, Russia, Iran, Georgia and Armenia. Azerbaijan borders the Caspian Sea where oil and gas reserves are enormous. Azerbaijan is one of the countries where the TRACECA project (Revival of the Great Silk Road from the Far East to Europe) is being implemented. Proximity to the Gulf countries is also a positive aspect for the strategic location of Azerbaijan. The population of Azerbaijan is just over eight million and its area is 86.6 thousand square km (about the size of Maine). Despite its small area, Azerbaijan boasts six agro-climatic zones ranging from temperate to sub-tropical. Azerbaijan has about 750,000 refugees and internally displaced persons who place an enormous political and economic burden on the Azeri government. Despite being energy-rich, GDP per capita in Azerbaijan is about $750.

A new government was elected in the fall of 2003, and is expected to build on the macroeconomic stability achieved by the prior government. The country maintains a stable external debt policy. The government is also dedicated to maintain a stable exchange rate and conducts strict monetary policy to keep inflation stable at about 2 percent. Azerbaijan has signed 23 Production Sharing Agreements (PSAs) with foreign oil companies, including BP, Statoil, Exxon, and Unocal, which have made significant investments in the oil sector. Production of oil from the large Azeri-Chirag-Guneshli (ACG) field has already started. The government established a State Oil Fund, a mechanism whereby energy-related profits will be accumulated, managed and preserved for future generations. The Fund's assets were approximately $800 at the end of 2003. By 2005, oil profits are expected to grow exponentially. While the oil sector is being significantly developed, other sectors have been severely neglected due to lack of foreign and domestic investment and other structural constraints. Unemployment rates are estimated to be as high as 20 percent.

While energy is the largest economic sector, agriculture is the largest employer in Azerbaijan (about 35 percent of the total population is employed in this sector). Further agribusiness development, access to credit and investment in the food-processing sector remain vital for Azerbaijan to achieve its agricultural potential. Azerbaijan could become an important regional producer of crops such as cotton, grapes, tea, tobacco, fruits and nuts. The majority of the former state owned enterprises are technologically outdated and need substantial investment of capital. The current contradictions result in a two-speed economy (oil and non-oil sectors) and create challenges for doing business in Azerbaijan.

Total agricultural commodity imports for calendar year 2002 were USD 238 million dollars according to State Statistics Committee (SSC), which constitutes 14.3% of total imports. It is fair to say that the true volume of food and agricultural trade is significantly higher due to smuggling and non-declaration of imports. Imports of commodities from the United States to Azerbaijan according to SSC data are USD 15.3 million (6.4 percent of total food and agricultural imports). Total U.S. exports to Azerbaijan in 2002 increased by 44.3% in comparison with 2001. In recent years, imported products have included poultry meat, tobacco, wheat, rice, processed foods and non-fat dry milk. Poultry meat imports also declined after government efforts to control the number of importers and establishment of a minimum purchasing price. U.S. trade figures for poultry trade are somewhat understated as imports are also trans-shipped via Georgia or Dubai. Azerbaijan remains import-dependent for wheat, meat, edible oils, feedstuffs, dairy products and sugar.

The following is a summary of the advantages and challenges facing U.S. Exporters in Azerbaijan.

ADVANTAGES	***CHALLENGES***
Azerbaijan plays an important role in the trans-Caucasus region as the most developed country. (Relative to Georgia and Armenia).	The current economic & legal environment presents challenges for traders and businessmen.
Future projection of economic growth is very promising.	Azerbaijan has untapped production capacity and can be self sufficient in many food items.
U.S. products have a good, strong image and U.S. tastes are welcomed by the younger generation of consumers.	Many U.S. products are too expensive for the average Azeri consumer.
Azeri consumers are used to imported food and agricultural products.	Transport costs for nearby suppliers are much lower than for U.S. exporters. Due to proximity, Azeris are used to Turkish and Russian products.
Current production capacity is at very low levels, and a lack of value-added processing provides opportunities for U.S. exporters.	Many U.S. products lack promotion, a necessary component of successful marketing in Azerbaijan. First-time entry into the market can be daunting.
Potential importers show interest in marketing American food and agricultural products in the Azerbaijan market.	Many U.S. exporters are risk adverse when it comes to entering new markets.

SECTION II: EXPORTER BUSINESS TIPS

Local business considerations

Azerbaijan's retail food sector is in a period of transition, moving from state-owned to individually owned small and large outlets. Doing business in Azerbaijan is similar to doing business in other former Soviet Union countries; there are opportunities, some challenges and local contacts are necessary for success. Enforcement of the guidelines and regulations presented below may vary greatly. Suppliers should always confirm with the importer that documentation requirements are met before products are exported.

General Consumer Tastes, Preferences and Food Safety Issues

The Azeri consumer prefers food that is prepared at home. Azerbaijan is self-sufficient in many fresh agricultural products and the consumer is accustomed to fresh products. Azeris have one of the world's highest consumption rates for bread and high consumption rates for fresh fruits and vegetables. Meat and fish consumption depends on household income, and pulses are the primary protein source for many people. Meat products are relatively expensive compared to other foods.

Food Standards and Regulations

Note: This section provides an overview. Please refer to FAS report AJ2005 and AJ4002 FAIRS Country Report for more detailed information on the topics below.

Azerbaijan is a member of FAO, but has not joined Codex Alimentarius. Imports are still regulated by GOST (Government Standards of former the Soviet Union), and regulations are occasionally updated. Azerbaijan has signed an agreement with other CIS countries to adopt common standards although this is not yet universally applied.

Labels

Azeri legislation imposes special rules on labeling of food and agricultural products. The labels must be in Azeri. English labels are also acceptable only if the information in Azeri is also provided. The goods may come in its original packing, but a sticker with the necessary information may be attached to the original packing before marketing. American exporters should be cautious to apply this strategy because the consumers may think that the product has been smuggled or is simply expired. Details like these should be discussed with the importer.

Exporter must have the following information on the label:

- Name and brand of the product
- Name and address of producing company
- Country of origin
- Expiration date/shelf life
- Nutrition and caloric values
- Net weight (grams or kilos)
- Usage instructions
- Name and type of packing material
- Storage instructions
- Licensing and certification information, etc.
- Special warnings, if applicable

If the product has a shelf life of less than three months, it must include the day, month, and year of expiration. If the shelf life is more than three months but less than eighteen, the month and year are required. The products with a shelf life of more than three years are not allowed for sale in Azerbaijan. Fruits must have the labels on their containers. Another regulation requires that labels for fruit "juices" specifies whether the product contains fruit juice (90-100% concentration), nectar (25-50% concentration), or fruit drinks (up to 10% concentration).

Statements like "diabetic", "ecologically clean/safe" and any other types of health claims are not applicable, unless there is a permission from executive power authorities of Azerbaijan (including Ministry of Health). If these rules are not obeyed, the importer or exporter will be penalized for unsound competition according to the laws of the Republic of Azerbaijan.

Food and agricultural products, which have been modified or processed with use of chemical and biologic substances, should have relevant information about it on the label.

Packaging

American exporters should consider exporting bulk products to Azerbaijan, and packaging them there, (if necessary), to achieve great flexibility in accessing the market and to take advantage of relatively lower labor and packaging costs. Details should be discussed with the importer.

Trademarks

Trademarks are registered by Standardization, Metrology and Patents Government Agency, which was established on 27 December 2001 and replaced the Licensing and Patents Department, at the State Science and Technology Committee. To register a trademark, the applicant must submit 12 samples of the product logo and complete a number of forms. The registration is generally reported to take 10 months and costs starting from $70. The Azerbaijan Standardization, Metrology and Patents Government Agency is member of World Intellectual Property Organization.

Import Process

In order to import any foods an importer must first submit a written application to the Ministry of Agriculture (MOA). Attached to the application letter must be the following documents:

1. A completed import permit form, obtainable from MOA.
2. Certificate of Origin (to avoid double taxation). In case of absence of CO the importer will have to pay retail VAT in addition to import VAT (retail VAT will not be reimbursed to the importer). The Certificate of Origin should be obtained from the country of origin.
3. Certificate of Quality (from the appropriate authority in the country of origin) must be provided by the exporter and will be confirmed upon entry.
4. Contract (either purchase or consignment) and Tax Identification Number.
5. The importer's company charter from the Ministry of Justice.
6. The importer's company charter from the State Statistics Committee.
7. Bank information.

Normally, all imports must be registered within the Ministry of Economic Development where the importer has to provide his contract with the supplier, information about the transaction's financing, and a bill confirming the price on the invoice.

Customs Process

For customs clearance, the importer is required to submit the following information in addition to normal import documents such as bill of lading, etc.:

1. Import license from the Ministry of Agriculture
2. Certificate of Origin
3. Certificate of Quality
4. Veterinary Certificate for animal products from the country of origin
5. Phyto-sanitary Certificate for plant products from the country of origin
6. Analysis report from the exporter company, containing information on physical, chemical, microbiological and heavy metal content under the exporting company letterhead or relevant government authorities and a phyto-sanitary certificate.

After the Customs Authorities receive the required documentation, they will examine the product for quality compliance. The cargo is transported to a warehouse where representatives of the Customs Control and Ministry of Agriculture Veterinary or Sanitary-hygiene service take samples of the products for laboratory analysis. The procedure is done at the importer's expense. Previously, the representative of Azerdovletstandart (Azeri Government Standards) also examined the product for compliance with local standards and issued the Certificate of Confirmation to the importer. Since Azerdovletstandart is temporarily closed, the procedure has been suspended.

Azerbaijan has adopted the International Veterinary Codex, which is regulated by International Epizootic Bureau (OIE), located in Paris. Two documents are required by State Veterinary Committee to import animal products: Veterinary Certificate (both local and from the country of origin) and Veterinary Affirmation (which indicates that the products have been produced in favorable and not dangerous environment. Azerbaijan has a series of protocols (veterinary agreements) with foreign countries on compliance of products exported to Azerbaijan with Azeri requirements. In addition, there is an agreement between the Governments of Azerbaijan and the United States on imports of poultry products. (Note: In early 2004 poultry imports from the US were banned due to the discovery of low pathogen avian influenza in Delaware.) Animal products do need a Certificate of Quality from the country of origin, which must be confirmed by State Veterinary Committee of Azerbaijan Republic. Certificate of Quality is a necessary component for exporting food and agricultural products and usually contains information on different product parameters like calories, protein content, moisture etc.

SECTION III: MARKET SECTOR STRUCTURE AND TRENDS

Azerbaijan has fertile land and a uniquely diverse climate. It is largely self-sufficient in basic foodstuffs but it is dependent on imports for grain, poultry, meat and many processed foodstuffs. Though Azerbaijan's economy is developing, small businesses still face significant challenges, many small retailers buy goods on consignment and in very small quantities. An increasing number of large outlets (supermarkets) provide more opportunities for U.S. exporters in Azerbaijan. Also the HRI food service sector -- especially the catering sector serving oil and gas workers -- will provide good opportunities. These sectors, however, are at the initial stages of development and will need time to mature.

Retail Food Sector

Azerbaijan has about 2,500-3,000 retail outlets, 250-300 of which are supermarkets and mini-markets. (See Retail Sector Report, AJ2003) The store types include kiosks, corner stores, convenience stores, mini-markets, supermarkets and wholesale stores that offer goods both in wholesale and retail quantities. These stores sell a variety of products including food products. Although food shops and stores are becoming more familiar, most Azeris prefer to purchase foods at traditional bazaars that offer low prices, but little convenience. Currently food retailing is transforming into new forms, which still reflect national buying patterns – bazaars are not disappearing, but becoming more modern and provide more convenience to the customers. These processes mostly take place in the capital city of Baku. Other cities are lagging behind and despite their size; larger supermarket chains still have not opened affiliated stores outside the capital. Other cities include Ganja with a population of 300,000 and Sumgait with a population of about 255,000.

Though some larger supermarkets have recently established themselves in Baku, they still account for only five percent of total retail food sales. Most were established in anticipation of an economic oil boom, which has not yet materialized. The biggest supermarket chain is Ramstore (Turkish). Sixty percent of the goods they sell are locally produced, and the rest are imported from Turkey. Other supermarkets specialize in different products. For example, one sells mostly food products from Russia and Azerbaijan, and one mostly German products. Citimart, serving the expat community, handles Indian, U.S., and European products. With relatively low sales volumes, the supermarkets' core activity now is providing wholesale services to smaller shops, mostly on a consignment basis. This can be challenging, as local shop owners are not the most reliable, and may not comply with the terms of sale. A few supermarket/distributors are planning to launch e-service facilities for their customers.

The greatest competition the supermarkets face is not from other supermarkets, but from smaller stores that import the same or similar items. With lower operating expenses, these stores are able to price their products considerably cheaper than supermarkets. They are also disbursed throughout the city and located closer to the consumer's residence which makes them much more accessible. In general, supermarkets are interested in marketing U.S. products, but relatively high costs, transport problems, and lack of familiarity with product lines are limiting factors. U.S. exporters are best advised to sell through intermediaries such as distributors (wholesalers) and agents.

Food Processing

A wide variety of crops are grown in Azerbaijan including fruits (apples, cherries grapes, olives, lemons, persimmons, melon, raspberries, strawberries, currants, plums, peaches, pears, and pomegranates), vegetables (tomatoes, potatoes, carrots, beets, cabbage cucumbers and onions), grains (wheat, maize and barley), tea and various types of high quality exportable nuts. However, due to the lack of a functioning processing and storage industry, a large amount of fruits and vegetables spoil. There are 43 canning factories in Azerbaijan producing primarily tomato paste, natural fruit juices and apple concentrates. Most are idle, technologically outdated, and in urgent need of working capital and investment. New joint ventures are appearing in the Food Processing Sector. "Nabran" food processing plant, which produces fruit juices under the brand name SAF, exports some of its products to markets as far away as California. "Nabran" is an exception, since most of other fruit and vegetable processing companies sell their produce at open-air markets.

There are several dairy-processing companies equipped with new European equipment with substantial production capacity. However, due to low purchasing power, these plants operate well below their full capacity.

Fish processing also has a promising future in Azerbaijan. A major fish processing company in the Azeri market is the Caspian Fishing Company which processes caviar, filleted, dried and smoked sturgeon, fish oil, and fishmeal used for animal feed. The company can process 300 tons of fish per day.

Value-added processing has potential, however the investment climate must improve to attract adequate capital. In the meantime, imported processed foods are most common.

Production and Value of food products, alcoholic and non-alcoholic beverages, and tobacco products in 2002.			
Product Name	**Units**	**Volume**	**Value (mln. man.)**
Meat (beef, mutton, pork and products) *	'000 ton	100.7	783203.2
Poultry *	'000 ton	20.1	201380.0
Processed meat products	ton	6.0	21.6
Sausages *	ton	856.9	5966.3
Milk *	'000 decaliter	65011.4	1055819.5
Sour cream *	'000 decaliter	208.6	14173.1
Butter *	ton	13997.9	139613.8
Cheese and cottage cheese *	ton	32411.4	78918.2
Edible Fish products (including canned fish)	ton	2211.4	6716.6
Non Alcoholic Beverages	'000 decaliter	4629.0	60087.7
Vodka	'000 decaliter	424.9	21103.9
Cognac (Brandy)	'000 decaliter	140.5	2633.8
Champagne	'000 decaliter	153.4	4792.8
Wine (grape)	'000 decaliter	571.9	6509.3
Beer (Malt)	'000 decaliter	1251.4	29691.5
Tobacco (Fermented)	ton	4030.2	8229.6
Cigarettes	mln. units	6296.0	136075.3

*****_Including Household Production_

Number of food processing enterprises:

Total	Including		
	Local	Foreign	Joint ventures
671	613	24	34

HRI Food Service

The total HRI Food Service Sector turnover is about USD 25 million. Total number of the HRI outlets is about 3,875 out of which 1,450 are located in Baku, the capital of Azerbaijan.

The changing economy in Azerbaijan has brought emergence of three niche sectors - institutional food service (catering business), fast food outlets, and celebration (party) houses. All of these sectors have boomed in the past six years. The development of catering business is closely related with the development of the Oil & Gas sector. Foreign catering companies operate at 20% of their capacity, while local caterers at 40-50%. To purchase foodstuffs they work with local importers and producers, and sometimes import directly from Dubai and countries of origin.

The fast food sector has also experienced rapid growth. While some international fast food chains have opened in Azerbaijan (McDonald's (2) and American Fast Food) the majority of fast food chains are comprised of individual outlets offering mostly Azeri, Turkish and Georgian cuisine. The international chain Baskin Robbins closed due to lack of demand. A contributing factor was the price of ice cream that was relatively high for local consumers. A new type of fast food outlets that has successfully developed is the cafeteria-style bakery, which offers snacks, and drinks to consumers. These outlets are gaining popularity and new branches of chains appear in the market.

Celebration Houses are a relatively new concept in Azerbaijan. Celebration houses offer opportunities to make wedding, birthday and other parties for reasonable prices. This sub-sector has taken large market share from local restaurants and hotels that used to offer the same services. The average price per person is about USD 5 to USD 30 depending on the purchasing power of the customers.

Hotel restaurants and ethnic restaurants fill an important niche in the capital city of Baku. These restaurants offer high-quality and diverse cuisine at a price. Examples of ethnic restaurants available include Japanese (sushi), Continental, Mexican, Chinese, Indian, Thai, Italian, French and Russian. All of these restaurants rely on imports for their special ingredients.

Most of the HRI Food Service Sub-sector purchases foodstuffs directly from local producers, or at bazaars, also they buy from importers and wholesalers. HRI Food Service Sector also makes direct imports (from Dubai and other countries of origin). For more information on the HRI sector, see report AJ4003.

SECTION IV: BEST HIGH VALUE PRODUCT PROSPECTS

Rice
Beef and other meat products
Butter
Vegetable oils including corn oil
Poultry
Breakfast Cereals
Margarine
Pineapples
Avocado
Mango
Coffee substitutes containing caffeine
Milk
Ground nuts
Protein meal/feed grains
Wheat
Sausage products
Sugar
Chocolate and other products containing cocoa

SECTION V: KEY CONTACTS AND FURTHER INFORMATION

Foreign Agricultural Service
Embassy of the United States: Ankara, Turkey
110 Ataturk Bulvari
Tel: (+90-312) 455-5555 x2406
Fax: (+90-312) 467-0056
Internet: agankara@fas.usda.gov
Email: agankara@fas.usda.gov

Embassy of the United States: Baku, Azerbaijan
83 Azadlyg Avenue

Tel: (+994 12) 98 03 35
Fax: (+994 12) 98 61 17

Government of Azerbaijan Contacts:

Head of Plant Quarantine Department
Ministry of Agriculture
Dr. Mehraj Aliyev
Tel: (+994 12) 96 50 18

Chief Veterinary Officer
Ministry of Agriculture
Dr. Ramiz Safarov
Tel: (+994 12) 62 76 13

IMPORTERS

Banvit, Importer of Turkish Foodstuffs (mostly poultry)
25 Nobel Ave., Baku, Azerbaijan
Contact Person: Nigar Yusufova
Tel/Fax: (99412) 470442
Mobile: (99450) 2123570
Email: nigar_banvitaz@azdata.net

Fortuna Imex, Imports of meat products from Poland, Chech Republic, Germany (mostly from Poland)
Contact Person Vagif Agayev,
Phone: (994 12) 986831, 936718

Victory Ltd.
Contact Person: Valid Sadigov
Phone: (99412) 985222

Nurgun Holding, Imports from Europe & America. Look in distributors list below.

Azersun Holding
92a Moscow Avenue
Contact Person: Ali Yuksel, Chief of Marketing Department,
Phone: (994 12) 981522, 662480, 661338
E mail: reklam@azersun.com

DISTRIBUTORS:

Azsharg Marketing (distributor of Fazer-Finnish Confectioner)
12/13 M. Mushvig Str, Baku Azerbaijan
Contact Person : Faik Shiraliev, Director.
Tel/Fax (99412) 975 775 / 396 666

Nurgun Group (Official Distributor of Julian and Mozart brands of confectionery).
Contact Person: Ramiz Maharramov, Executive Director
2054th hood, M. Narimanov Str.
Tel (994 12) 47 96 49, 47 95 69,
Fax: (994 12) 96 66 31
RETAILERS (SUPERMARKETS):

Ramstore Supermarket (Limited Liability Turkish Food Enterprise)
Hood (Mahalle) # 1129, Hatai district, Baku, Azerbaijan.
Contact Person: Anar R. Mammadov, Marketing Manager
Telephone: (99412) 90 32 00, 90 32 02
Fax: (994 12) 90 32 01,

CityMart
19 Samed Vurgun St.,
Phone (994 12) 987338

Continental
68 Nizami Str., & 51 Inglab Str.,
Phone: (99412) 937541

New World Center
31 Inshaatchilar Ave.,
Phone: (99412) 381183

Progress
103 Azadlig Ave.,
Phone: (99412) 400316

World Market
135 Nizami Str, 370000
Tel: (994 12) 98 51 44

For more information on high value food and other agricultural sector reports for Azerbaijan or other countries around the world, please refer to the FAS homepage, URL address: http://www.fas.usda.gov

APPENDIX 1. STATISTICS:

A. OVERVIEW OF KEY TRADE & DEMOGRAPHIC INFORMATION FOR AZERBAIJAN

KEY TRADE AND DEMOGRAPHIC STATISTICS	YEAR	VALUE
Food and Agricultural Imports from all countries ($mil) / US Market Share (%)	2002	238.1 / 6.4
Total population (million)	2002	8.2
Urban Population (million)	2002	4.2
Number of Metropolitan Areas	2002	5
Per Capita Food Expenditures	2002	$225 (est)
Per Capita Income	2001	$500
Per Capita Gross Domestic Product	2002	$750
Exchange Rate US$1 = Azerbaijani Manat	30.12.2002	4,893

Source: Azerbaijan State Statistics Committee

B. TOP SUPPLIERS OF FOOD AND AGRICULTURAL PRODUCTS EXPORTING TO AZERBAIJAN IN 2002:

Beef Imports		
Name of Countries	**Volume (in $1000)**	**Market Share (%)**
Total	571.0	100.0
Including		
India	250	43.8
USA	141.4	24.8
Australia	93	16.3
Georgia	54	9.5
Germany	13.7	2.4
Others	18.9	3.2

Pork Imports		
Name of Countries	**Volume (in $1000)**	**Market Share (%)**
Total	132	100.0
Including		
Canada	60.4	45.7
France	29.5	22.3
Denmark	27.7	21
Germany	8.7	6.6
UAE	5.7	4.3
Others	0	0

Mutton Imports		
Name of Countries	Volume (in $1000)	Market Share (%)
Total	534.9	100.0
Including		
Saudi Arabia	473.2	88.5
UAE	27.2	5.1
Australia	26.8	5
USA	6.5	1.2
Germany	1.2	0.2
Others	0	0

Poultry Imports		
Name of Countries	Volume (in $1000)	Market Share (%)
Total	11569.1	100.0
Including		
USA	5479.3	47.4
Turkey	2863.8	24.8
Brazil	1464.3	12.7
France	486.7	4.2
Hungary	324.9	2.8
Others	950.1	8.1

Fish and Fish Products:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	1003.0	100.0
Including		
Russia	653.9	65.2
Kazakhstan	249.1	24.8
Norway	68.5	6.8
Germany	15.6	1.6
Georgia	11	1.1
Others	4.9	0.5

Dairy Products:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	2686.2	100.0
Including		
Ukraine	1403.4	52.2
Russia	890.1	33.1
USA	188	7

Germany	71.7	2.7
New Zealand	39.9	1.5
Others	93.1	3.5

Eggs:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	1826.2	100.0
Including		
Iran	876.2	48
Netherlands	806.7	44.2
Turkey	116.7	6.4
Ukraine	22.3	1.2
Russia	2.3	0.1
Others	2	0.1

Fresh Vegetables:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	9820.7	100.0
Including		
Iran	7371.4	75.1
Russia	1251.5	12.7
Turkey	891.3	9.1
USA	82.1	0.8
Poland	75.3	0.8
Others	149.1	1.5

Fresh Fruits:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	1764.5	100.0
Including		
Iran	872.7	49.5
Turkey	362.4	25
Ecuador	108.6	6.2
Georgia	108.1	6.1
South Africa	64.2	3.6
Others	248.5	9.6

Sausages:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	1926.9	100.0
Including		

Russia	691.8	35.9
USA	271.2	14.1
France	242.2	12.6
Hungary	195.4	10.1
Turkey	157	8.1
Others	369.3	19.2

Fruit Juices:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	1242.7	100.0
Including		
Turkey	333.8	26.9
Germany	308.3	24.8
Russia	211.9	17
Austria	154.7	12.5
Ukraine	110.8	8.9
Others	123.2	9.9

Beer:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	763.8	100.0
Including		
Turkey	218.4	28.6
Netherlands	198.6	26.0
Russia	78.1	10.2
Austria	30.3	4
Mexico	30.3	4
Others	208.1	27.2

Wine:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	473.6	100.0
Including		
Moldova	342.8	72.4
France	77.9	16.4
UK	19.3	4.1
Belgium	17.6	3.7
Germany	15.9	3.4
Others	0	0

Spirits:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	1195.5	100.0
Including		
Ukraine	1194.3	99.9
USA	1.3	0.1
Others	0	0

Whiskey:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	24.2	100.0
Including		
Belgium	19.1	78.9
Germany	4.6	19.2
Canada	0.5	2
Others	0	0

Vodka:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	431.3	100.0
Including		
Russia	376.8	87.4
Lithuania	33.1	7.7
Ukraine	11.0	2.6
Germany	7.7	1.8
Belgium	2.3	0.5
Others	0.4	0.01

Cigarettes:

Name of Countries	Volume (in $1000)	Market Share (%)
Total	7815.3	100.0
Including		
Germany	4737.0	60.6
USA	1781.9	22.8
Kazakhstan	554.7	7.1
Switzerland	192.7	2.5
Cyprus	140.7	1.8
Others	408.3	5.2