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# ATIM World Product Trade Report

## HS85 – Electrical Machinery and Equipment

Prepared using the

ATIM (Aggregated Trade Intelligence Model) methodology

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**ATIM Merchandise Trade Reports can be produced for 228 countries and territories and 97 HS2 product sectors.**

**This creates a highly flexible trade-intelligence capability supporting market, product sector, country, bilateral-trade, trade-corridor, and trade-bloc analysis.**

**These reports are designed to:**

- **identify international markets and product sectors of interest;**
- **support benchmarking, market evaluation, and opportunity identification activities; and**
- **indicate practical trade-development next steps.**

**Supporting methodology, trade-flow tables, classification resources, and related reference materials are available through the [ATIM Resource Library](#).**

**For more information see: [ATIM Report Types and Applications](#).**

*(Multilingual versions available on request.)*

## About This Report

### Purpose

ATIM Merchandise Trade Reports are designed for organisations supporting international trade-development.

This report provides structured trade intelligence relevant to:

- **Global HS85 Electrical Machinery, Equipment, and Parts trade**

### Application

The report combines international trade analysis, market rankings, growth indicators, concentration measures, and product-category references.

The objective is to support organisations in their identification and assessment of markets, countries, product sectors, trade corridors, and potential trade opportunities.

### Practical Use

The report has been designed to help organisations identify markets, product categories, trade corridors, and potential trade opportunities that warrant further exploration.

The trade statistics, rankings, growth indicators, and concentration measures presented throughout the report help identify areas of interest and support prioritisation decisions.

However, identifying product categories of interest is often only the first step. Practical follow-up frequently requires those product categories to be linked to the industries associated with them. [ATIM Code Matching resources](#) provide that connection between product categories identified within this report (HS Codes) and their associated industries (ISIC Codes).

The Optional Next Steps section provides access to additional analytical, reference, and trade-development resources.

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## 1. Executive Summary

This Executive Summary provides a consolidated overview of the principal trade volumes, growth indicators, concentration measures, and comparative references presented within the report.

### 1.1. International HS85 Trade Scale and Growth

The following indicators provide a summary of global HS85 trade activity in 2025.

#### Global Trade Volumes

	USD bn	% Globally Traded Merchandise	World Sector Rank
Global Merchandise Trade	105,000		
Global HS85 exports	4,078	15.9%	1/97

#### Global Export Growth

Exports	YoY Growth 2024 -25	CAGR 2021 -25
Global Merchandise Export Trade	7.18%	3.69%
Global HS85 Export Trade	12.00%	4.63%

### 1.2. Re-Exports

The following indicators provide comparative references relating to re-export activity, market concentration, and comparative growth performance within the global HS85 sector.

#### Reported HS85 Re-Exports

	USD bn	% of Global HS85 Exports
Global HS85	109	2.7%

The following indicators show how many countries and HS4 product categories account for approximately 50% of global HS85 trade activity.

### 1.3 Market Concentration & Growth Indicators

**N.B.** The denominator indicates the total number active in recorded HS85 international trade.

#### Re-Export Concentration

	Count / Total Active	% HS85 Re-Export Global Trade
Re-Exporting Countries	1/13	93.97%

**Direct Global HS85 Trade Concentration**

	<b>Count / Total Active</b>	<b>% HS85 Global Trade</b>
Exporting Countries	5/64	53.9%
Importing Countries	6/105	50.8%
HS4 Product Categories	3/50	53.4%

The following indicators summarise the number of countries and HS4 product categories exceeding the global HS85 growth benchmark.

**Faster Growing HS85 Economies & Product Categories – Global Benchmark = 12%**

	<b>No. Exceeding Benchmark</b>
Export countries	9
Import countries	8
HS4 Product Categories	11

**1.4 Summary Observations**

The Summary Observations section highlights the principal trade, growth, concentration, and market indicators presented within the report.

It also outlines how these indicators can support market assessment, trade-development activity, and the identification of areas warranting further exploration.

Illustrative Considerations provide additional context to assist organisations in determining how the information presented can be applied within their own circumstances.

The significance and application of the information presented will depend, however, upon the objectives, capabilities, priorities, and circumstances of the organisation using the report.

**1.5 Optional Next Steps**

The Optional Next Steps section provides access to additional analytical, reference, and trade-development resources to support any subsequent actions the organisation chooses to undertake.

## 2. Introduction

This report provides structured international trade information relating to:

- **HS85 Electrical Machinery, Equipment, and Parts**

Included within the report are international trade volumes, market rankings, growth benchmarks, product-sector references, and comparative trade information relevant to the report scope.

The analysis is designed to:

- provide international trade statistics and comparative trade references;
- identify markets, countries, and trade corridors of potential interest;
- identify product categories, concentration patterns, and growth benchmarks; and
- support market review, opportunity identification, and trade-development activities

To support more detailed review within the HS85 (HS2) Electrical Machinery and Equipment sector, more detailed product category (HS4) trade references are incorporated where possible.

Comparative growth and trade benchmarks are used throughout the report to support market and product-sector review. Unless otherwise indicated, comparative growth and trade benchmarks are weighted by relative trade value.

### 2.1 Sector Mapping

To support interpretation and practical follow-up, ATIM provides [HS–ISIC alignment resources](#) that help connect product classifications with industry-sector classifications.

These resources help organisations link product categories identified within the report to the industries, sectors, and economic activities associated with them.

### 2.2 Supporting Resources

The ATIM Resource Library provides access to methodology notes, benchmarking references, classification resources, and related analytical materials.

[Downloadable Trade Flow Tables](#) are also available through the [ATIM Resource Library](#).

The downloadable XLSX Trade Flow Tables provide access to the data presented in this report together with additional rankings, statistics, and trade-flow references.

### 2.3 Uses of This Report

The report supports a range of international trade-development, export-promotion, market-assessment, and market-development activities.

It can assist organisations in:

- benchmarking and comparative market assessment;

- sector-focused trade intelligence and market review;
- export-promotion and trade-development activities;
- market and partner identification; and
- international engagement and relationship-development activities.

## 2.4 Interpretation and Application

The report provides trade statistics, comparative references, growth indicators, concentration measures, and supporting resources.

Interpretation of the information presented, and any actions arising from it, will depend entirely upon the objectives, capabilities, priorities, and circumstances of the organisation using the report.

As a result, different organisations will reach different conclusions and pursue different courses of action based upon the same information.

For this reason, the report does not make judgements, recommendations, or prioritisation decisions on behalf of the organisations using it.

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## 2.5 Scope of the Analysis

This report primarily provides macro-level trade, market, sector, and international trade-structure analysis.

The analysis does not incorporate:

- the number of companies active within specific product sectors;
- the relative participation of SMEs and large enterprises;
- ownership composition; and
- detailed company-level analysis.

As a result, the report should not be interpreted as a detailed industry or company-structure assessment.

Some country, bilateral, and product-category datasets may not be available for identical reporting periods. Where this occurs, the latest available reporting period has been used and is identified within the relevant tables or sections.

### Notes For Readers

1. Unless otherwise indicated, countries, economies, and international markets are generally presented in approximate order of relevance to the report scope.
2. Additional trade statistics and rankings are available as downloadable XLSX files through the ATIM Resource Library's [Global Trade Flow Tables](#).

### 3. Global HS85 Trade Overview

This section provides a high-level overview of global HS85 trade activity.

The analysis includes trade volumes, growth benchmarks, re-export activity, and concentration indicators relating to international markets and product sectors.

#### 3.1 Global Trade Activity

The following tables provide summary indicators relating to the scale, growth, and structure of global HS85 trade activity.

These indicators provide a foundation for subsequent review of international market rankings, trade concentration, product-sector composition, and comparative sector performance.

##### Global Trade Volumes

	USD bn	% Globally Traded Merchandise	World Sector Rank
Global HS85 exports	4,078	15.90%	1/97

Table 3.1.1 HS85 Global Trade Volumes

##### Global HS85 Re-Exports

	% of Global HS85 Exports	USD bn
Global HS85	2.7%	109

Table 3.1.2 Reported Global HS85 Re-Exports

##### Global Export Growth

Exports	YoY Growth 2024 -25 <sup>1</sup>	CAGR 2021 -25
Global Merchandise Trade	7.18%	3.69%
Global HS85	12.00%	4.63%

Table 3.1.3 Export Growth 2025

#### 3.2 Market Concentration

The following tables provide comparative references relating to market concentration across exporting economies, importing economies, and HS4 product categories.

The analysis highlights the number of countries and product categories that collectively account for at least 50% of global HS85 trade activity, providing a comparative reference for market concentration.

##### <sup>1</sup> Growth Tables:

- YoY (Year-on-Year) growth measures annual change.
- CAGR (Compound Annual Growth Rate) measures medium-term growth

### Global Exporting Country Concentration

Rank	Exporting Country	% HS85 Global Exports	USD bn
1	<a href="#">China</a>	24.9%	1,017
2	<a href="#">Hong Kong</a>	10.5%	431
3	<a href="#">Taiwan</a>	6.7%	276
4	<a href="#">Vietnam</a>	6.1%	250
5	<a href="#">South Korea</a>	5.7%	235
	<b>Totals</b>	<b>53.90%</b>	<b>6,285</b>

Table 3.2.1 HS85 Global Exporting Country Concentration 2025

### Global Product Category Export Concentration

HS4 Code	Category Description	% Global HS85 Exports	USD bn
HS8542	Electronic integrated circuits; parts thereof	31.10%	1,270
HS8517	Telephone sets, incl. smartphones and other telephones for cellular networks or for other wireless ...	17.40%	710
HS8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	4.90%	200
	<b>Totals</b>	<b>53.40%</b>	<b>2,180</b>

Table 3.2.2 HS4 Global Product Category Export Concentration

The concentration indicators above relate to export-market activity and HS4 product-category structure.

The following table provides corresponding references relating to import-market concentration.

### Global Importing Country Concentration

Rank	Country	% Global HS85 Imports	USD bn
1	<a href="#">China</a>	14.70%	627
2	<a href="#">United States</a>	12.00%	514
3	<a href="#">Hong Kong</a>	10.40%	443
4	<a href="#">Germany</a>	5.10%	219
5	<a href="#">Vietnam</a>	4.30%	185
6	<a href="#">Taiwan</a>	4.30%	183
	<b>Totals</b>	<b>50.80%</b>	<b>2,171</b>

Table 3.2.3 HS85 Global Importing Country Concentration

Together, these indicators provide a comparative reference relating to the scale, growth, and concentration of global HS85 trade activity.

The following sections build upon these indicators through more detailed review of export markets, import markets, product categories, growth trends, and re-export activity

**Notes For Readers**

1. Additional trade statistics, rankings, and supporting trade-flow references are available as downloadable XLSX files through the ATIM Resource Library's [Global Trade Flow Tables](#).

## 4. Major HS85 Export Markets

This section provides more detailed review of international HS85 export markets, growth trends, product-category activity, and reported re-export activity.

The analysis incorporates market rankings, growth benchmarks, product-category references, and comparative trade indicators.

### 4.1 Export Market Size & Growth

The following tables provide comparative references relating to the scale and growth performance of leading international HS85 exporting economies.

#### Leading HS85 Exporting Countries by Value.

The following table ranks countries by export value and relative share of global HS85 imports.

Rank	Country	World Share	USD bn
1	<a href="#">China</a>	24.9%	1,017
2	<a href="#">Hong Kong</a>	10.5%	431
3	<a href="#">Taiwan</a>	6.7%	276
4	<a href="#">Vietnam</a>	6.1%	250
5	<a href="#">South Korea</a>	5.7%	235
6	<a href="#">United States</a>	5.5%	226
7	<a href="#">Singapore</a>	5.0%	206
8	<a href="#">Germany</a>	4.8%	195
8	<a href="#">Malaysia</a>	3.7%	151
9	<a href="#">Mexico</a>	2.8%	113
10	<a href="#">Japan</a>	2.6%	106
	<b>Totals</b>	<b>78.3%</b>	<b>3,206</b>

Table 4.1.1 Leading HS85 Exporting Countries by value

### Leading HS85 Exporting Countries by YoY Growth

#### Export Growth YoY Benchmarks (2024-25):

Global merchandise export growth	7.18%
Global HS85 export growth	12.00%

Rank	Country	YoY	Benchmarks	USD bn
1	<a href="#">Vietnam</a>	74.19%	▲ ▲	250
2	<a href="#">India</a>	33.62%	▲ ▲	54
3	<a href="#">Malaysia</a>	24.53%	▲ ▲	151
4	<a href="#">Thailand</a>	23.35%	▲ ▲	63
5	<a href="#">Taiwan</a>	23.00%	▲ ▲	276
6	<a href="#">Philippines</a>	21.05%	▲ ▲	44
7	<a href="#">Singapore</a>	17.15%	▲ ▲	206
8	<a href="#">Hong Kong</a>	17.02%	▲ ▲	431
9	<a href="#">Netherlands</a>	15.06%	▲ ▲	71
10	<a href="#">South Korea</a>	10.36%	▲ ▼	235

Table 4.1.2 Leading HS85 Exporting Countries by YoY Growth (2024–25)

Where:

- first icon = growth compared to Global merchandise benchmark;
- second icon = growth compared to HS85 benchmark.

▲ indicates above the benchmark

▼ indicates below benchmark

▶ indicates equal to the benchmark

While the table above highlights short-term YoY growth, the next table shows longer-term CAGR growth patterns.

### Leading HS85 Exporting Countries by CAGR Growth

#### Export Growth CAGR Benchmarks (2021–25):

Global merchandise export growth	3.69%
Global HS85 export growth	4.63%

Rank	Country	CAGR	Benchmarks	USD bn
1	<a href="#">India</a>	29.90%	▲ ▲	54
2	<a href="#">Vietnam</a>	17.40%	▲ ▲	250
3	<a href="#">Thailand</a>	11.90%	▲ ▲	63
4	<a href="#">Malaysia</a>	10.10%	▲ ▲	151
5	<a href="#">Mexico</a>	6.80%	▲ ▲	113
6	<a href="#">Czech Republic</a>	6.40%	▲ ▲	54
7	<a href="#">Taiwan</a>	5.90%	▲ ▲	276
8	<a href="#">Singapore</a>	5.40%	▲ ▲	206
9	<a href="#">United States</a>	5.00%	▲ ▲	226
10	<a href="#">Italy</a>	4.90%	▲ ▲	46

Table 4.1.3 Leading HS85 Exporting Countries by CAGR Growth (2021–25)

While HS2 statistics provide a broad overview of international trade activity, HS4 product classifications provide more detailed insight into specific product categories within the HS85 sector.

The following tables provide comparative references relating to market scale and growth performance across leading HS4 product categories. Re-export activity provides an additional indication of the role certain economies play within international trade and distribution networks.

## 4.2 Export Product Categories & Growth

### Leading Product Categories by Value

HS Code	Category Description	Share of World HS85 Exports	USD bn
HS8542	Electronic integrated circuits; parts thereof	31.1%	1,270
HS8517	Telephone sets, incl. smartphones and other telephones for cellular networks or for other wireless ...	17.4%	710
HS8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	4.9%	200
HS8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	4.3%	177
HS8507	Electric accumulators, incl. separators therefor, whether or not square or rectangular; parts ...	3.9%	159
HS8541	Semiconductor devices "e.g. diodes, transistors, semiconductor-based transducers"; photosensitive ...	3.5%	143
HS8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections ...	3.4%	138
HS8524	Flat panel display modules, whether or not incorporating touch-sensitive screens	2.9%	119
HS8537	Boards, panels, consoles, desks, cabinets and other bases, equipped with two or more apparatus ...	2.7%	109
HS8528	Monitors and projectors, not incorporating television reception apparatus; reception apparatus ...	2.2%	90
	<b>Totals</b>	<b>76.3%</b>	<b>3,115</b>

Table 4.2.1 Leading Product Categories by Value (2025)

These product categories also have their own growth profiles which are shown in the next table.

**Leading Product Categories by YoY Growth**

**Export Growth YoY Benchmarks (2024–25):**

Global merchandise export growth	7.18%
Global HS85 export growth	12.00%

HS Code	Category Description	YoY Growth	Benchmarks	USD bn
HS8542	Electronic integrated circuits; parts thereof	17.30%	▲ ▲	1,270
HS8517	Telephone sets, incl. smartphones and other telephones for cellular networks or for other wireless ...	14.90%	▲ ▲	710
HS8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	13.70%	▲ ▲	200
HS8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections ...	11.00%	▲ ▼	138
HS8537	Boards, panels, consoles, desks, cabinets and other bases, equipped with two or more apparatus ...	10.90%	▲ ▼	109
HS8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	10.10%	▲ ▼	177
HS8524	Flat panel display modules, whether or not incorporating touch-sensitive screens	9.20%	▲ ▼	119
HS8507	Electric accumulators, incl. separators therefor, whether or not square or rectangular; parts ...	6.40%	▼ ▼	159
HS8541	Semiconductor devices "e.g. diodes, transistors, semiconductor-based transducers"; photosensitive ...	-0.90%	▼ ▼	143
HS8528	Monitors and projectors, not incorporating television reception apparatus; reception apparatus ...	-2.80%	▼ ▼	90

Table 4.2.2 Leading Product Categories by YoY Growth (2024–25)

The following table presents CAGR growth rankings for leading HS4 product categories.

### Leading Product Categories by CAGR Growth

**Export Growth CAGR Benchmarks (2021–25):**

Global merchandise export growth	3.69%
Global HS85 export growth	4.63%

HS Code	Category Description	CAGR	Benchmarks	USD bn
HS8524	Flat panel display modules, whether or not incorporating touch-sensitive screens	18.00%	▲ ▲	119
HS8507	Electric accumulators, incl. separators therefor, whether or not square or rectangular; parts ...	12.30%	▲ ▲	159
HS8537	Boards, panels, consoles, desks, cabinets and other bases, equipped with two or more apparatus ...	9.60%	▲ ▲	109
HS8504	Electrical transformers, static converters, e.g. rectifiers, and inductors; parts thereof	8.00%	▲ ▲	177
HS8544	Insulated "incl. enamelled or anodised" wire, cable "incl. coaxial cable" and other insulated ...	7.20%	▲ ▲	200
HS8542	Electronic integrated circuits; parts thereof	5.90%	▲ ▲	1,270
HS8501	Electric motors and generators (excl. generating sets)	4.50%	▲ ▼	77
HS8523	Discs, tapes, solid-state non-volatile storage devices, "smart cards" and other media for the ...	4.10%	▲ ▼	85
HS8536	Electrical apparatus for switching or protecting electrical circuits, or for making connections ...	2.90%	▼ ▼	138
HS8517	Telephone sets, incl. smartphones and other telephones for cellular networks or for other wireless ...	2.40%	▼ ▼	710

Table 4.2.3 Leading Product Categories by CAGR Growth (2021–25)

The following table presents the principal reported HS85 re-export countries in 2025.

### 4.3 Re-Export Activity

Re-export activity provides an additional indication of the role certain economies play within international trade and distribution networks.

It can also influence the relative scale of import and export activity reported for those economies.

**Leading HS85 Re-Export Countries by Value**

Rank	Country	Share of world HS85 Re-Exports	USD bn
1	<a href="#">United States</a>	94.0%	102.2
2	<a href="#">Canada</a>	3.0%	3.3
3	<a href="#">United Kingdom</a>	1.7%	1.8
4	<a href="#">Italy</a>	0.4%	0.5
5	<a href="#">Spain</a>	0.4%	0.4
6	<a href="#">New Zealand</a>	0.3%	0.3
7	<a href="#">Moldova</a>	0.1%	0.1
8	<a href="#">Estonia</a>	0.1%	0.1
	<b>Totals</b>	<b>99.95%</b>	<b>108.7</b>

Table 4.3.1 Principal Reported HS85 Re-Export Countries in 2025

**N.B.** Re-export data is not reported consistently across all countries.

The next section provides corresponding international HS85 import statistics, rankings, growth indicators, and comparative market references.

## 5. Major HS85 Import Markets

Further to the indicators presented in Section 3, the following tables provide more detailed HS85 import-market and growth analysis.

### 5.1 Import Market Size & Growth

#### Leading HS85 Importing Countries by Value.<sup>2</sup>

The following table ranks countries by import value and relative share of global HS85 imports.

Rank	Country	World Share	USD bn
1	<a href="#">China</a>	14.7%	627
2	<a href="#">United States</a>	12.0%	514
3	<a href="#">Hong Kong</a>	10.4%	443
4	<a href="#">Germany</a>	5.1%	219
5	<a href="#">Vietnam</a>	4.3%	185
6	<a href="#">Taiwan</a>	4.3%	183
7	<a href="#">Singapore</a>	4.0%	172
8	<a href="#">Mexico</a>	3.3%	140
9	<a href="#">South Korea</a>	3.0%	128
10	<a href="#">Japan</a>	2.7%	114
	<b>Totals</b>	<b>63.8%</b>	<b>2,725</b>

Table 5.1.1 Leading HS85 Importing Countries by Value

**N.B.** When assessing domestic market size, it can also be helpful to take the re-export figures, if any, into account.

<sup>2</sup> International trade statistics may differ between reported import and export figures.

### Leading HS85 Importing Countries by YoY Import Growth

#### Import Growth YoY Benchmarks (2024–25):

Global merchandise import growth	6.40%
Global HS85 import growth	12.00%

Rank	Country	YoY Growth	Benchmarks	USD bn
1	<a href="#">Taiwan</a>	37.60%	▲▲	183
2	<a href="#">Thailand</a>	37.17%	▲▲	90
3	<a href="#">Vietnam</a>	35.76%	▲▲	185
4	<a href="#">Malaysia</a>	27.13%	▲▲	109
5	<a href="#">Singapore</a>	19.23%	▲▲	172
6	<a href="#">Hong Kong</a>	18.92%	▲▲	443
7	<a href="#">India</a>	18.09%	▲▲	101
8	<a href="#">Netherlands</a>	13.26%	▲▲	80
9	<a href="#">Germany</a>	8.17%	▲▼	219
10	<a href="#">Japan</a>	7.62%	▲▼	114

#### 5.1.2 Leading HS85 Importing Countries by YoY Import Growth (2024–25)

While the previous table highlights shorter-term import growth performance, the following table presents longer-term CAGR growth rankings for leading HS85 importing countries.

### Leading HS85 Importing Countries by CAGR Import Growth

#### Import Growth CAGR Benchmarks (2021–25):

Global merchandise import growth	3.69%
Global HS85 import growth	4.20%

Rank	Country	CAGR	Benchmarks	USD bn
1	<a href="#">India</a>	15.40%	▲▲	101
2	<a href="#">Thailand</a>	14.10%	▲▲	90
3	<a href="#">Vietnam</a>	11.80%	▲▲	185
4	<a href="#">Malaysia</a>	11.20%	▲▲	109
5	<a href="#">Taiwan</a>	11.00%	▲▲	183
6	<a href="#">United Arab Emirates</a>	9.60%	▲▲	60
7	<a href="#">Mexico</a>	8.40%	▲▲	140
8	<a href="#">Czech Republic</a>	6.10%	▲▲	53
9	<a href="#">Singapore</a>	5.60%	▲▲	172
10	<a href="#">United States</a>	5.40%	▲▲	514

Table 5.1.3 Leading HS85 Importing Countries by CAGR Import Growth (2021–25)

The following section, Summary Observations, highlights the principal indicators presented within the report.

Optional Next Steps provides access to additional analytical, reference, and trade-development resources.

## 6. Summary Observations

### 6.1 HS85 Trade Scale, Growth & Concentration in 2025

#### International Markets

- World HS85 exports reached USD 4,078 billion
- This represents 16% of globally traded merchandise value.
- World HS85 exports increased by 12%; compared to 7% for the global merchandise market.
- Reported HS85 re-exports totalled USD 109 billion, (2.7% of global HS85 exports).
- Five exporting countries accounted for 54% of global HS85 exports.
- Three product categories accounted for 53% of global HS85 trade activity.

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### 6.2 From Market Patterns to Trade Activity

The information presented throughout this report can support the identification and assessment of markets, product sectors, trade corridors, and potential trade opportunities.

The specific actions undertaken, however, will depend on the objectives of the organisation concerned.

Such actions typically include identifying and assessing:

- markets, countries, and trade corridors of interest;
- product sectors and categories of interest;
- market and product concentration patterns; and
- industry sectors, organisations, companies, and trade networks associated with any potential opportunities.

However, identifying product categories of interest is often only the first step. Practical follow-up frequently requires those categories to be linked to the industries associated with them.

ATIM [Code Matching resources](#) provide the connection between product categories identified within this report (HS Codes) and their associated industries (ISIC Codes).

#### **Illustrative Considerations**

Before deciding what to do next, the following considerations provide a framework for further review and assessment.

1. Are there markets, countries or trade corridors of particular interest?
2. Do specific product categories, product sectors or related markets merit attention?
3. Does market or product concentration have commercial implications?
4. Can any potential opportunities identified be linked to industry sectors, organisations, companies, or trade networks of interest?

## 7. Optional Next Steps

The following resources provide access to additional analysis, research, guidance, and trade-development support.

They can support further review, assessment, planning, and trade-development activity.

### 7.1 Further Analysis & Research

#### Additional ATIM Reports

Additional ATIM reports can provide analysis relating to product sectors, countries, bilateral trade relationships, trade corridors, and international markets.

Examples include:

- Additional World Product Trade Reports covering other HS2 product sectors;
- Country Product Trade Reports relating to specific countries and product sectors;
- Bilateral Trade Reports examining trade relationships between two countries;
- Country Trade Reports covering all product sectors within a specific country; and
- Comparative market and trade-corridor analysis.

#### **ExportersAlmanac Reference Resources**

(Access to ExportersAlmanac resources is free of charge.)

In addition to general reference resources, guidance materials, and business-support content, the ExportersAlmanac also provides:

- [Country Profiles](#) provide general, economic, trade, and commercial reference information for 250 countries and territories worldwide.
- [International Industry Profiles](#) provide access to business networks, international trade associations, industry directories, trade events, and related sector information.

#### **ATIM Resource Library**

The [ATIM Resource Library](#) provides access to methodology references, downloadable XLSX Trade Flow Tables, classification resources, and related analytical materials.

The downloadable [Global Trade Flow Tables](#) contain the data presented in this report together with additional rankings, statistics, and trade-flow references.

These resources support more detailed review and analysis.

#### Code Matching Resources

ATIM Code Matching resources provide downloadable HS–ISIC and ISIC–HS cross-mapping references.

These resources can support further investigation of product categories, industry sectors, and trade-development opportunities identified within this report.

## 7.2 Trade Development & Implementation

Protegra Framework. Protegra illustrates how trade-development resources, services, and market-visibility capabilities can be coordinated within a structured trade-enablement framework.

While the framework itself is illustrative, a number of the resources and services referenced are available independently and can provide practical support.

For additional information about this report, [ATIM](#) and [Protegra](#), please contact:  
[ATIM@tradetech.cloud](mailto:ATIM@tradetech.cloud)

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