Step-By-Step User Guide

Hanse is a tool for analysing international trade flows. Hanse offers unique search capabilities at a highly detailed level to help identify critical trade relationships.

Hanse allows interactive queries of its database using a simple user interface and produces output in table and chart formats.

Hanse uses data from the U.N. Comtrade database to ensure high data quality and comparability. The programme provides regular checks to control for data adequacy.

Home page

Press [Explore Trade Data] to get to the query menu.

The query menu allows to compose the desired query by selecting:

Reporters are countries that report imports and exports and that are used as information source. The reporters comprise the China, Japan, the European Union at 15 countries (EU-15) and the U.S.

Partners are countries that are counterparts to the reporting country's imports and exports. They include 187 countries with the menu Country Groups, countries can be selected individually by selecting Display individual countries or as aggregated groups.

Trade flows comprise export and imports of the reporting country. Export are the reporting country's exports to a partner country and imports are the reporting country's imports from a partner country.

Classification distinguishes two international trade classifications of goods based on a given international nomenclature at different levels of aggregation.

HS or Harmonised Commodity Description and Code Systems represents the main international trade classification and is used for the collection and compilation for international trade statistics. The HS classifies goods as a 2, 4 and 6-digit code system (AG2, AG4, AG6).

The HS (unstats.un.org) comprises 97 chapters (AG2), 1245 Groupings (AG4) and 5226 product (AG6) descriptions as headings or subheadings. The first two digits identify the chapter of the good, e.g. 09 = Coffee, Tea, Maté and Spices. The next two digits identify the groupings within that chapter, e.g.09.02 = Tea, whether or not flavoured. The next two digits identify the product, e.g. 09.02.10 = Green tea (not fermented).

The HS used in Hanse.biz is the HS of 2002.

SITC or Standard International Trade Classification is used for economic analysis. The SITC classifies goods on the basis of materials used in production, processing stage, technology and use of products. The SITC comprises 10 sections (AG1), 61 divisions (AG2), 182 groups (AG3), 625 subgroups (AG4) and 1034 items (AG5). The first digits identify the section, e.g. 7 = Machinery and transport equipment. The next digit identifies the division, e.g. 73 Transport equipment. The next digit identifies the group, e.g. 732 Road motor vehicles. The next digit identifies the subgroup, e.g. 7328 Bodies and parts motor vehicles except motorcycles. The last digit identifies the idem, e.g. 73289 Other parts for motor vehicles.

The SITC used in Hanse.biz is SITC revision 1.

Sector range offers a facility to search sectors.

Enter a range (Example: 3* or 10** or 670***)

[73]   Add →

Result

7301-Iron or steel sheet piling, whether or not drilled, punched or made from assembled elements; welded angles, shapes and sections, of iron or steelHS

7302-Railway or tramway track constructions of iron or steel; rails, check and track rails, switch blades, crossing frogs, point rods, sleepers, fish-plates, chair wedges, sole plates, bedplates, ties and the likeHS

7303-Tubes, pipes and hollow profiles, of cast ironHS

7304-Tubes, pipes and hollow profiles, seamless, of iron (other than cast iron) or steelHS

7305-Tubes and pipes (eg welded, riveted or similarly closed), internal and external circular cross-sections, external diameter of which exceeds 406.4mm, of iron or steelHS

7306-Tubes, pipes and hollow profiles (eg open seam or welded, riveted or similarly closed), of iron or steelHS

7307-Tube or pipe fittings (eg couplings, elbows, sleeves), of iron or steelHS

7308-Structures of iron or steel and parts thereof; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structuresHS

7309-Reservoirs, tanks, vats and similar containers; for any material (excluding compressed or liquefied gas), of iron or steel, capacity exceeding 300l, whether or not lined or heat insulatedHS

7310-Tanks, casks, drums, cans, boxes and similar containers, for any material (excluding compressed or liquefied gas), of iron or steel, capacity not exceeding 300l, whether or not lined or heat-insulatedHS

✖ Close

Years allow to select the observation period.

Query

U.S. motor vehicle imports

To analyse U.S. imports of cars and trucks under the HS classification from Germany between 2002 and 2016, the entry mask would look as follows:

Press [Explore Trade Data] to see the results:

USA : Import

Germany : USA Import 2016
Click on the sector for next aggregation level.

Germany : Trade Summary ✛	2002	2016	2002 - 2016 Change
Market Share(%)	13.56	11.31	-2.25
Contribution(%)	28.13	19.43	-8.70
Sector Share(%)	11.02	8.87	-2.15
Market Specialization	2.55	2.19	-0.36
Detailed Report ↻			
⊙ 8703-Motor cars and other motor vehicles; principally designed for the transport of persons (other than those of heading no. 8702), including station wagons and racing cars			
Market Share(%)	15.50	12.82	-2.68
Contribution(%)	28.12	19.22	-8.90
Sector Share(%)	9.64	7.75	-1.89
Market Specialization	2.92	2.48	-0.44
⊙ 8704-Vehicles; for the transport of goods			
Market Share(%)	0.04	0.92	0.88
Contribution(%)	0.01	0.20	0.19
Sector Share(%)	1.39	1.13	-0.26
Market Specialization	0.01	0.18	0.17

The results show in the upper part the summary trade result that is the sum of the two chapters. The results indicate the Germany represents 11.31 percent of total U.S. imports in motor cars and trucks in 2016 (**market share**). The two chapters represent 19.43 percent of total U.S. imports from Germany (**contribution**) and the two chapters make 8.87 percent of total U.S. imports (**sector share**). Germany is highly specialised on average in both chapters (**market specialisation**).

Trade indicators

Sector share—Share of a sector in a reporting country's total imports or exports.

U.S. total import in 2016 is US$2,248.2 billion. Motor cars 8703 (HS AG4) represents US$173.3 billion. Motor cars in 2016 therefore has a sector share of 173.3/2248.2 * 100 = 7.7 percent.

U.S. total import in 2002 is US$1,200.1 billion. Motor cars in 2002 represents US$115.8 billion. Motor cars in 2002 have a sector share of 9.7 percent. Motor cars have therefore declined relative to total U.S. imports.

Market share—Share of a partner country in imports or exports of a reporting country/region per sector or in aggregate.

U.S. total imports of motor cars (8703 HS AG4) in 2016 is US$173.3 billion. Germany in 2016 in U.S. import of motor cars represents US$22.2 billion. Germany has a market share in motor cars in 2016 of 22.2/173.3 * 100 = 12.8 percent.

Germany has a market share in 2002 in motor cars of 17.9/115.8 * 100 = 15.5 percent. Germany has therefore lost market share in motor cars between 2002 and 2016.

U.S. total import in 2016 is US$2,248.3 billion. Germany in U.S. total import in 2016 represents US$116.3 billion. Germany has a total market share in U.S. import in 2016 of 116.3/2248.3*100 = 5.2 percent. Germany has in 2002 a total market share of 5.3 percent. Germany has therefore lost total market in U.S. imports between 2002 and 2016.

Contribution—Share of a sector in partner country's trade.

Germany in 2002 in U.S. imports of motor cars (8703 HS AG4) represents US$18.0 billion and US$63.9 billion in total U.S. imports. Motor cars in 2002 represent 18.0/63.9 * 100 = 28.1 percent of total U.S. imports from Germany. Motor cars have a contribution of 19.1 percent in 2016. Motor cars have therefore declined in importance in U.S. imports from Germany.

Specialisation—Relative market share

Germany in 2002 in U.S. imports in motor cars (8703 HS AG4) has a market share of 15.5 percent and a total market share in U.S. imports in 2002 of 5.3 percent. Germany has therefore in 2002 a market specialisation of 15.5/5.3 = 2.9.

Germany in 2016 in U.S. imports has a market specialisation in motor cars of 2.5. Motor cars have therefore seen a decline in market share relative to Germany's total market share in U.S. imports between 2002 and 2016.
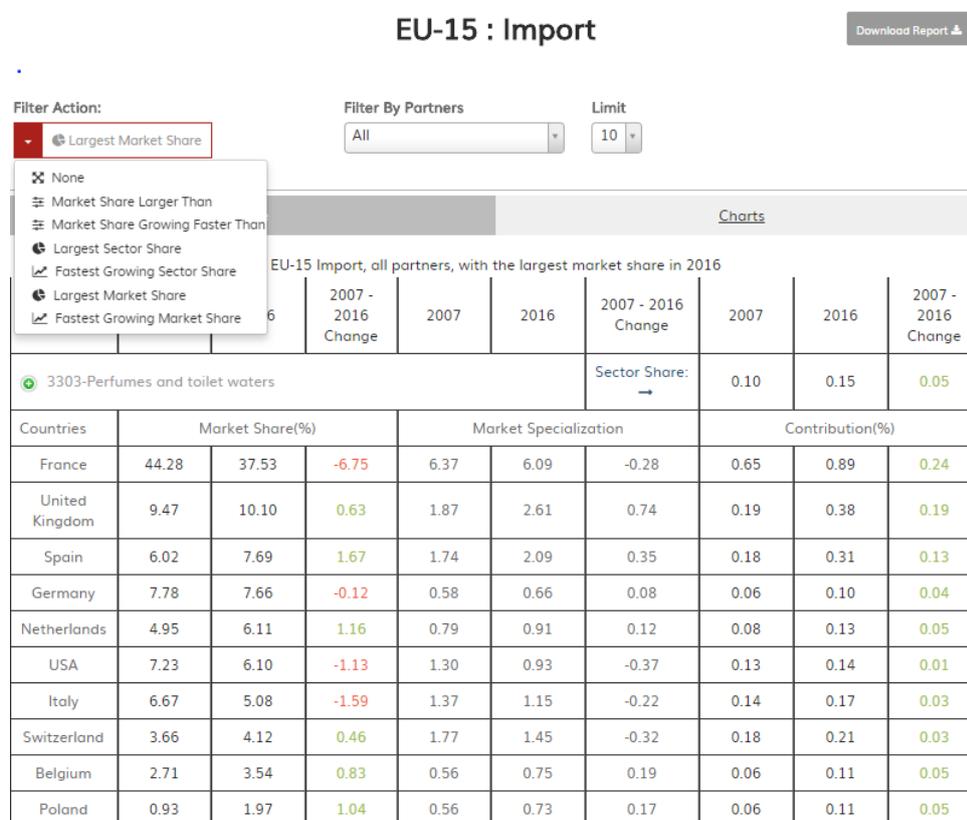

EU-15 largest imports in perfumes and toilet waters

To analyse EU-15 imports of perfume and toilet water under the HS classification between 2007 and 2016, the entry mask would look as follows:
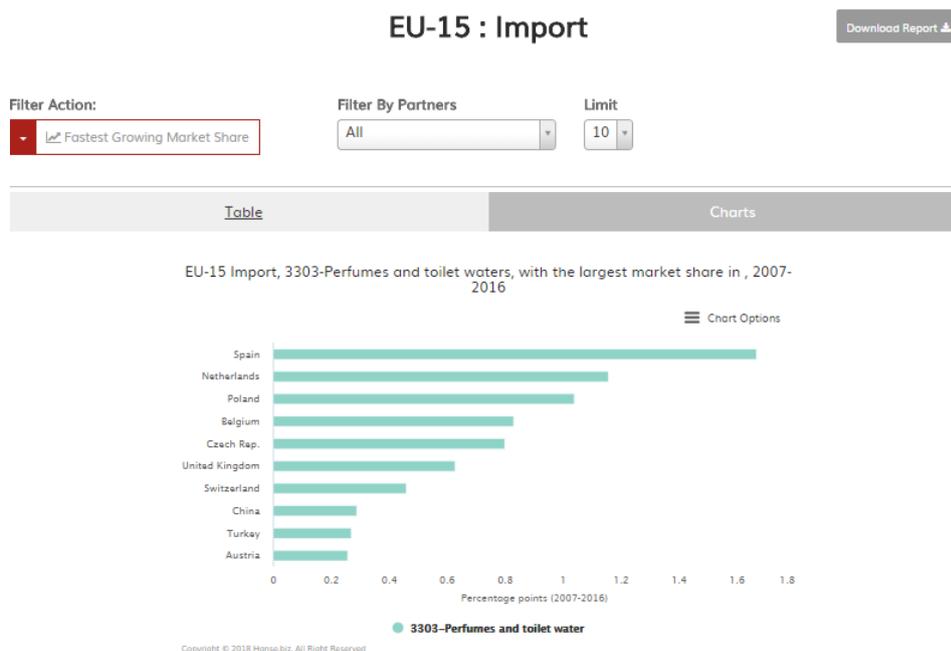

Press [Explore Trade Data] to see the results:

To identify the largest countries in EU-15 imports in perfume and toilet water, select **Largest market share** under **Filter action**. The results show that France has the largest share in EU-15 imports of perfume and toilet water followed by the U.K. and Spain. While France maintains the dominant market share, it lost market share between 2007 and 2016.

EU-15 : Import

.

Filter Action:

▾ | 🌐 Largest Market Share

- ✕ None
- ⇄ Market Share Larger Than
- ⇄ Market Share Growing Faster Than
- 🌐 Largest Sector Share
- 📈 Fastest Growing Sector Share
- 🌐 Largest Market Share
- 📈 Fastest Growing Market Share

Filter By Partners

All ▾

Limit

10 ▾

| | | | Charts |

EU-15 Import, all partners, with the largest market share in 2016

			2007 - 2016 Change	2007	2016	2007 - 2016 Change	2007	2016	2007 - 2016 Change
● 3303-Perfumes and toilet waters						Sector Share: →	0.10	0.15	0.05
Countries	Market Share(%)			Market Specialization			Contribution(%)		
France	44.28	37.53	-6.75	6.37	6.09	-0.28	0.65	0.89	0.24
United Kingdom	9.47	10.10	0.63	1.87	2.61	0.74	0.19	0.38	0.19
Spain	6.02	7.69	1.67	1.74	2.09	0.35	0.18	0.31	0.13
Germany	7.78	7.66	-0.12	0.58	0.66	0.08	0.06	0.10	0.04
Netherlands	4.95	6.11	1.16	0.79	0.91	0.12	0.08	0.13	0.05
USA	7.23	6.10	-1.13	1.30	0.93	-0.37	0.13	0.14	0.01
Italy	6.67	5.08	-1.59	1.37	1.15	-0.22	0.14	0.17	0.03
Switzerland	3.66	4.12	0.46	1.77	1.45	-0.32	0.18	0.21	0.03
Belgium	2.71	3.54	0.83	0.56	0.75	0.19	0.06	0.11	0.05
Poland	0.93	1.97	1.04	0.56	0.73	0.17	0.06	0.11	0.05

To identify the countries that have increased their market shares fastest in EU-15 imports in perfume and toilet water between 2007 and 2016, select **Fastest growing market share** under **Filter action** and selecting Charts. The three countries that have increased fastest their market shares are Spain, Netherlands and Poland.

EU-15 : Import

Filter Action:

▾ | 📈 Fastest Growing Market Share

Filter By Partners

All ▾

Limit

10 ▾

| Table | Charts |

EU-15 Import, 3303-Perfumes and toilet waters, with the largest market share in , 2007-2016

☰ Chart Options

Percentage points (2007-2016)

● 3303–Perfumes and toilet water

China's fastest growing imports

To analyse China's fastest growing imports between 2007 and 2016 at product level of the HS classification, the entry mask would look as follows:

Press [Explore Trade Data] to see the results:

To select the 10 fastest growing product, select **Fastest growing sector share** and 10 under **Limit**.
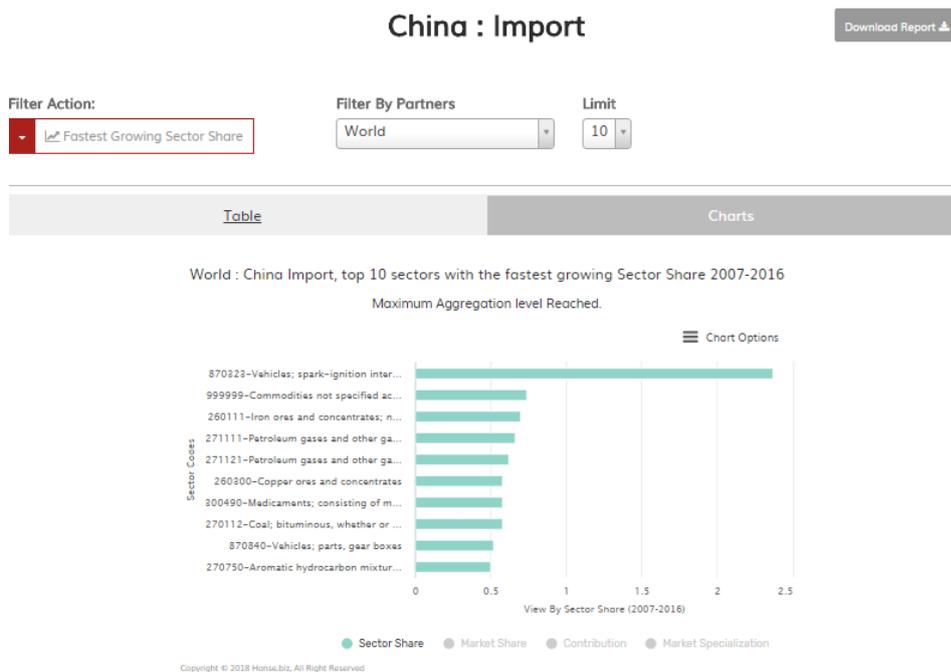
The 10 fastest growing products in China's imports between 2007 and 2016 are 870323 Vehicles with cylinder capacity exceeding 1500cc but not exceeding 3000cc, 999999 Commodities not specified according to kind, 260111 Iron ores and concentrates, 271111 Petroleum gases and other gaseous hydrocarbons liquefied natural gas, 271121 Petroleum gases and other gaseous hydrocarbons gaseous state natural gas, 260300 Copper ores and concentrates, 300490 Medicaments, 270112 Coal, 870840 Gear boxes, 270750 Aromatic hydrocarbon mixtures.

Japan's largest export destinations for cameras

To analyse Japan's largest exports of cameras by country under the HS classification at grouping level in 2016, the entry mask would look as follows:

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Glossary

Reporters ⓘ
| Japan ▾ |

Partners ⓘ / Country Groups
| × All ▾ |

Trade flows
| Export ▾ |

Classification ⓘ
| AG4 - All 4-digit HS sectors ▾ |

HS(2002) Sector(s) / Sectors Range

× 9006-Cameras, photographic (excluding cinematographic); photographic flashlight apparatus and flashbulbs other than discharge lamps of heading no. 8539

From Year ⓘ
| 2007 × ▾ |

To Year ⓘ
| 2016 × ▾ |

Clear Sectors

Explore Trade Data

Press [Explore Trade Data] to see the results:

To select the 10 largest market shares, select **Largest market share** and 10 under **Limit**.

Japan : Export

Download Report ⬇

Filter Action:
| ▾ ⟳ Largest Market Share |

Filter By Partners
| All ▾ |

Limit
| 10 ▾ |

| Table | Charts |

Japan Export, all partners, with the largest market share in 2016

	2007	2016	2007 - 2016 Change	2007	2016	2007 - 2016 Change	2007	2016	2007 - 2016 Change
⊕ 9006-Cameras, photographic (excluding cinematographic); photographic flashlight apparatus and flashbulbs other than discharge lamps of heading no. 8539						Sector Share: →	0.04	0.01	-0.03
Countries	Market Share(%)			Market Specialization			Contribution(%)		
USA	27.72	21.85	-5.87	1.35	1.07	-0.28	0.05	0.01	-0.04
China	7.78	15.96	8.18	0.51	0.92	0.41	0.02	0.01	-0.01
Thailand	10.91	13.86	2.95	3.00	3.17	0.17	0.11	0.02	-0.09
Netherlands	12.95	7.46	-5.49	4.92	3.97	-0.95	0.18	0.02	-0.16
Germany	3.21	4.69	1.48	1.01	1.68	0.67	0.04	0.01	-0.03
Philippines	1.14	4.29	3.15	0.85	2.60	1.75	0.03	0.01	-0.02
Australia	1.21	3.55	2.34	0.60	1.57	0.97	0.02	0.01	-0.01
Republic of Korea	4.42	2.71	-1.71	0.60	0.40	-0.20	0.02	0.00	-0.02
Singapore	1.60	2.65	1.05	0.53	0.87	0.34	0.02	0.00	-0.02
United Kingdom	1.58	1.63	0.05	0.68	0.75	0.07	0.03	0.00	-0.03

The U.S. is the largest destination of Japan's exports of cameras representing in 2016 21.85 percent of Japan's exports of cameras. Cameras represent 0.01 percent of Japan's exports in 2016. Exports of cameras represent 0.01 percent of total exports of Japan to the U.S. in 2016. The 10 largest countries for Japan's camera exports represent 78.65 percent of Japan's total camera exports in 2016.