

The Evolution of the Romanian Trade Balance in the Trade with the EU Member States (1991-2012)

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The present paper aims to analyse the evolution of the trade balance of Romania with the European Union Member States during the 22 years of transition from a centralised system to a democratic economic and social system and an efficient market economy. Nearly 25 years after the events of 1989, Romania has made great steps in order to resettle the entire economic system and to transform it into a functional one. However, the path was filled with inconsistent decisions and with a repositioning of the trajectory dictated by internal or external pressures. The research focuses on a brief analysis of the evolution of the trade between Romania and the EU Member States to determine the effect the integration had on the structural discrepancies between exports and imports.

Keywords: European Union, trade balance, foreign trade, export, import

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Introduction

By signing agreements of association with organizational structures and international institutions Romania showed clear options for open and free trade in international trade with goods and services. Last year's figures demonstrate structural change of the foreign trade, these figures relying largely on the increasing degree of the integration of Romania into the European economy. It is worth noting that trade carried out with the Member States of the European Union reached a majority level.

Assuming that autarky is an illusion, a state's primary concern must be to predict the future of foreign trade. This is possible through the study of the past and through an objective analysis of the present. At the level of the nations, the overall effectiveness of foreign trade is analysed with conclusive results in the interdependence between export and import. The positive effect of international trade on economic growth and development was first mentioned by Adam Smith (1776) and was considered a fact until the period of the Second World War. Since the seventh decade of the last century, the international trade has become a genuine engine for the economic growth.

Given that Romania's current concerns must be directed mainly towards its optimal use of resources, the rise both of the economic potential and of the competitiveness in economic relations, but also the development of appropriate commercial policy and the state intervention in the economic life must all be performed on the basis of clearly defined strategies. Measuring the degree and evolution of international trade, with direct impact on economic development, is a fundamental and necessary scientific approach.

This paper aims to analyse the trade balance, calculated as the difference between FOB (free on board) exports and CIF (cost, insurance and freight) imports, according to Incoterms norms, and

also aims to identify the degree in which Romania is connected to the economic flows of EU states.

Following the processing of the collected data, a logical comparison of the consequences was performed in order to identify the most important trading partners in the European Union.

Croatia was not included in the research because this country has been a EU member since 2013. For clarity and correct interpretation of the data, the countries that joined the EU during the period analysed were taken into consideration, too: Bulgaria (2007); Cyprus (2004); Estonia (2004); Latvia (2004); Lithuania (2004); Malta (2004); Poland (2004); the Czech Republic (2004); Slovakia (2004); Slovenia (2004) and Hungary (2004).

1. The analysis of the annual and cumulative balance and the trade balance of Romania in relation to the EU Member States (1991-2006)

An essential objective of the Romanian strategy has been and is to connect to the European structures by establishing privileged relations of cooperation and partnership with the EU Member States. The evolution of Romania's trade relations with the European Union member states reveals that they have an old and long tradition, even since the interwar period. After 1990 there were significant changes in the geographical configuration of Romania's foreign trade relations. The year 1991 had a special connotation in the diplomatic relations between Romania and the European Union, as this is the year when the Agreement on Trade and Cooperation was signed. In the period 1990-1992, the trade deficit was strongly influenced by events such as the CMEA market disintegration, the dissolution of the USSR, and the abandonment on 1st January 1991 of the barter system and the shift of all the exchange operations to the international prices. Thus, Romania was confronted with a loss of traditional markets in foreign trade,

which had repercussions both on the trade balance, but also on the stability of the balance of payments and of foreign exchange.

As we can see in this analysis, the volume of trade exchanges with EU countries experienced a constantly ascending course, both in terms of exports and imports recorded. As a consequence of the increase referred to, the weight of the EU countries in trade with Romania changed, too. After 1991 Romania records the first trade relations with Latvia, Slovakia, Slovenia and Luxembourg.

Table 1

Value of FOB export, value of CIF import and value of the trade balance with EU countries (1991-1999)

	1991	1992	1993	1994	1995	1996	1997	1998	1999
Value of FOB export	85583	80607	64707	81885	119886	135092	157000	221640	227902
Value of CIF import	152116	147042	141345	164406	243255	278847	269663	309101	292623
Austria – trade balance	-66533	-66453	-76638	-82521	-123369	-143755	-112663	-87461	-64721
Value of FOB export	38650	37549	64846	84876	103830	98734	130650	138384	142367
Value of CIF import	41918	54842	72754	70752	114803	147811	165212	191134	178842
Belgium –trade balance	-3268	-17293	-7908	14124	-10973	-49077	-34562	-52750	-36475
Value of FOB export	49329	89378	87862	86813	54966	56493	51174	68699	128462
Value of CIF import	53561	68757	60988	54498	59351	58510	49121	42514	51945
Bulgaria –trade balance	-4232	20621	26874	32315	-4385	-2017	2053	26185	76517
Value of FOB export	9335	34371	17385	40957	27597	28737	21957	38268	22986
Value of CIF import	11366	16802	12524	8495	22656	14940	12378	10835	5976
Republic of Cyprus –trade balance	-2031	17569	4861	32462	4941	13797	9579	27433	17010
Value of FOB export	1544	3492	4856	7254	11659	11272	14163	20307	16116
Value of CIF import	7134	15991	41199	38787	41495	69613	44368	61927	52173
Danmark -trade balance	-5590	-12499	-36343	-31533	-29836	-58341	-30205	-41620	-36057
Value of FOB export	47	15	240	266	50	132	383	257	168
Value of CIF import	-	6	395	1577	1584	489	225	202	504

import									
Estonia – trade balance	47	9	-155	-1311	-1534	-357	158	55	-336
Value of FOB export	2817	2436	1781	3234	5040	4696	5346	9628	3150
Value of CIF import	3103	4189	11554	23152	18481	26932	23589	41835	42287
Finland – trade balance	-286	-1753	-9773	-19918	-13441	-22236	-18243	-32207	-39137
Value of FOB export	141847	132328	187327	266292	354278	367020	412457	437665	498011
Value of CIF import	181606	365310	432710	304953	414656	447919	574464	723867	661560
France – trade balance	-39759	-232982	-245383	-38661	-60378	-80899	-162007	-286202	-163549
Value of FOB export	378878	368992	597528	832708	1109993	1186067	1255638	1451644	1412998
Value of CIF import	483580	636163	880612	1077514	1394047	1602881	1640336	1836189	1731056
Germany – trade balance	-104702	-267171	-283084	-244806	-284054	-416814	-384698	-384545	-318058
Value of FOB export	42975	88958	72006	119027	158562	141536	154876	179229	200874
Value of CIF import	74236	57580	59346	75404	122458	148216	170026	181634	186686
Greece – trade balance	-31261	31378	12660	43623	36104	-6653	-15150	-2405	14188
Value of FOB export	1964	1347	4214	1748	4106	3925	6055	5915	3052
Value of CIF import	3652	7480	13002	8573	17685	20826	21222	30866	37812
Ireland – trade balance	-1688	-6133	-8788	-6825	-13579	-16901	-15167	-24951	-34760
Value of FOB export	214268	204168	346942	670152	961581	1105307	1455300	1627820	1857847
Value of CIF import	170887	374976	524329	709195	1053800	1397277	1582259	1830938	1941662
Italy – trade balance	43381	-17080	-177387	-39043	-92219	-291970	-126959	-203118	-83815
Value of FOB export	-	388	561	3760	155	591	614	1292	721
Value of CIF import	-	375	1016	101	488	465	502	189	393
Latvia – trade balance	-	13	-455	3659	-333	126	112	1103	328
Value of FOB export	24	118	1198	2008	1158	1428	2682	1479	1101
Value of CIF import	-	666	3149	2953	4270	2470	3278	1773	3667
Lithuania – trade balance	24	-548	-1951	-945	-3112	-1042	-596	-294	-2566
Value of FOB export	-	229	368	2963	730	2162	173	464	384
Value of CIF import	891	1299	1538	2862	9831	6400	6958	10383	3659

Luxembourg – trade balance	-891	-1070	-1170	101	-9101	-4238	-6785	-9919	-3275
Value of FOB export	7	4992	5319	4085	24178	9650	38045	15040	16910
Value of CIF import	22	6	106	154	295	310	1647	989	156
Malta – trade balance	-15	4986	5213	3931	23883	9340	36398	14051	16754
Value of FOB export	184871	84585	181179	182198	184750	273867	234131	278765	307707
Value of CIF import	78534	116791	134108	149999	213716	212317	202652	246577	228520
Netherlands – trade balance	106337	-32206	47071	32199	-28966	61550	31479	32188	79187
Value of FOB export	72581	40694	17203	11818	30249	42206	90990	72815	112707
Value of CIF import	119595	46552	28260	25141	44121	68333	80026	129400	150692
Poland – trade balance	-47014	-5858	-11057	-13323	-13872	-26127	10964	-56585	-37985
Value of FOB export	1155	1372	1849	2468	6774	7926	12120	15155	23734
Value of CIF import	265	1044	1991	2378	3278	12588	6100	13590	11990
Portugal – trade balance	890	328	-142	90	3496	-4662	6020	1565	11744
Value of FOB export	130324	121314	157833	168928	182716	197596	265624	270473	388622
Value of CIF import	120908	144477	145584	188267	234348	263392	343187	352557	417130
UK – trade balance	9416	-23163	12249	-19339	-51632	-65796	-77563	-82084	-28508
Value of FOB export	57890	20450	8166	63783	16254	14064	15347	11342	13910
Value of CIF import	81146	60592	30776	42290	47817	65659	93006	173126	162965
Czech Republic – trade balance	-23256	-40142	-22610	21493	-31563	-51595	-77659	-161784	-149055
Value of FOB export	-	-	4976	6332	12445	23969	21691	19048	11264
Value of CIF import	-	-	19846	26822	37610	47190	64229	94723	82866
Slovakia – trade balance	-	-	-14870	-20490	-25165	-23221	-42538	-75675	-71602
Value of FOB export	-	-	10183	14613	17010	17256	14442	29259	40720
Value of CIF import	-	-	8419	10641	16892	20024	24913	41033	43918
Slovenia – trade balance	-	-	1764	3972	118	-2768	-9751	-11774	-3198
Value of FOB export	42194	33545	24090	47215	78752	75879	73398	74883	100642
Value of CIF import	26652	18666	34911	39181	68330	81080	73198	107774	102128
Spain – trade	15542	14879	-10821	8034	10422	-5201	200	-32891	-1486

balance									
Value of FOB export	23828	21137	18292	28800	30045	35104	45279	41790	40800
Value of CIF import	15558	43405	28623	33796	59265	61414	126810	131684	136217
Sweden – trade balance	8270	-22268	-10331	-4996	-29220	-26310	-81531	-89894	-95417
Value of FOB export	67156	62345	99931	136051	134888	136824	162322	194906	255245
Value of CIF import	100717	137321	143239	140939	243622	230449	308864	486173	389414
Hungary – trade balance	-33561	-74976	-43308	-4888	-108734	-93625	-146542	-291267	-134169

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In the period 1991-1999 (Table 1) Romania recorded the highest positive annual balance of its trade balance, namely, 106,337 thousand euros with the Netherlands in 1991. The trade with Germany in 1996 were at the opposite end with a recorded negative balance of 416,814 thousand euros.

Between 1991 and 1999, Romania recorded an annual positive balance with Belgium (1994), Greece (1993-1995 and 1999), Italy (1991), Luxembourg (1994), the Netherlands (1991, 1993-1994 and 1996-1999), Portugal (1991, 1992, 1994, 1995, 1997-1999), the United Kingdom (1991, 1993), Spain (1991, 1992, 1994 to 1995.1997) and, last but not least, Sweden (1991). At the same time Romania recorded a positive balance with future EU member states like Bulgaria (1992-1994, 1997-1999), Cyprus (1992-1999), Estonia (1991-1992, 1997-1998), Latvia (1992, 1994, 1996-1999), Lithuania (1991), Malta (1992-1999), Poland (1997), the Czech Republic (1994) and Slovenia (1993-1995).

Taking into account the cumulative balance of the entire period 1991-1999, the best commercial relationship, expressed as the difference between exports FOB and imports CIF, was registered with the Netherlands, a positive trade balance of 328,839 thousand euros, followed by Greece and Portugal. Of the countries that were not yet EU members at the time, Romania recorded the most significant favourable trade balances with Bulgaria, Cyprus and Malta.

Table 2

Value of FOB export, value of CIF import and value of the trade balance with EU countries (2000-2006)

	2000	2001	2002	2003	2004	2005	2006
Value of FOB export	273336	381544	445966	502282	589953	691811	685149
Value of CIF import	361532	492675	627850	748648	918739	1205670	1535334
Austria – trade balance	-88196	-111131	-181884	-246366	-328786	-513859	-850185
Value of FOB export	192576	215844	232501	247770	374223	386549	426332
Value of CIF import	214513	286672	300641	313220	393159	467235	626531
Belgium – trade balance	-21937	-70828	-68140	-65450	-18936	-80686	-200199
Value of FOB export	314765	225757	185935	254341	363107	593319	728459
Value of CIF import	96197	166208	155884	202448	282237	316474	386004
Bulgaria – trade balance	-218568	-59549	30051	51893	80870	276845	342455
Value of FOB export	13598	30268	13990	8192	52939	90111	50881
Value of CIF import	10591	8603	6829	5630	10304	9434	15216
Republic of Cyprus – trade balance	3007	21665	7161	2562	42635	80677	35665
Value of FOB export	29660	32041	27117	27514	42284	48756	63640
Value of CIF import	59312	76309	81283	96100	93244	112091	164866
Denmark –trade balance	-29652	-44268	-54166	-68586	-50960	-63335	-101226
Value of FOB export	614	1841	1549	1921	3858	4200	6328
Value of CIF import	5741	4204	2314	1150	3807	3964	6685
Estonia – trade balance	-5127	-2363	-765	771	51	236	-357

Value of FOB export	3375	4522	7103	10445	14784	22466	31215
Value of CIF import	54390	54748	57200	76889	77540	129116	185124
Finland – trade balance	-51015	-50226	-50097	-66444	-62756	-106650	-181909
Value of FOB export	790540	1025375	1121390	1145076	1608438	1656319	1938250
Value of CIF import	873122	1093507	1205728	1541794	1866187	2195673	2664730
France – trade balance	-82582	-68132	-84338	-396718	-257749	-539354	-726480
Value of FOB export	1764984	1988312	2292532	2457749	2832156	3122763	4060235
Value of CIF import	2092995	2644098	2804532	3144687	3918231	4550523	6176804
Germany – trade balance	-328011	-655786	-512000	-686938	-1086075	-1427760	-2116569
Value of FOB export	352151	352791	412832	379506	507351	474734	507503
Value of CIF import	407640	364993	281314	286970	354803	374325	481424
Greece – trade balance	-55489	-12202	131518	110536	152548	100409	26079
Value of FOB export	38837	71096	16027	27462	30994	35867	42059
Value of CIF import	70472	65563	73695	88357	128295	199926	240436
Ireland – trade balance	-31635	5533	-57668	-60895	-97301	-164059	-198377
Value of FOB export)	2517819	3171584	3670447	3773654	4014004	4270108	4637183
Value of CIF import	2656466	3470167	3911517	4140084	4514694	5032143	5954885
Italy – trade balance	-138647	-298583	-241070	-366430	-500690	-762035	-1317702
Value of FOB export	703	2213	2706	4780	5982	6195	5784
Value of CIF import	545	404	575	1099	2270	5017	3762
Latvia – trade balance	158	1809	2131	3681	3712	1178	2022
Value of FOB export	1238	1851	2718	3428	7399	9926	15542

Value of CIF import	2524	2701	3840	10341	11395	20810	23823
Lithuania – trade balance	-1286	-850	-1122	-6913	-3996	-10884	-8281
Value of FOB export	543	1395	7012	5294	3504	7951	5407
Value of CIF import	6234	7299	6684	11000	15751	19159	29849
Luxembourg – trade balance	-5691	-5904	328	-5706	-12247	-11208	-24442
Value of FOB export	356994	432072	461350	555240	603400	597992	637348
Value of CIF import	309615	360003	412013	413251	487980	575619	739627
Netherlands-trade balance	47379	72069	49337	11989	115420	22373	-102279
Value of FOB export	46400	47628	16805	25459	68134	55032	76620
Value of CIF import	2450	16697	1041	1875	11371	2771	3644
Malta – trade balance	43950	30931	15764	23584	56763	52261	72576
Value of FOB export	110012	112234	112387	149519	250424	325063	468266
Value of CIF import	210196	307755	367759	491382	658473	939968	1128437
Poland – trade balance	-100184	-195521	-255372	-341863	-408049	-614905	-660171
Value of FOB export	25839	23156	34464	33723	37285	45604	33546
Value of CIF import	21019	36515	51579	77638	77650	102221	128734
Portugal – trade balance	4820	-13359	-17115	-43915	-40365	-56617	-95188
Value of FOB export	592468	654283	849158	1045686	1259032	1212686	1216781
Value of CIF import	580894	603028	722024	702316	859615	933632	1011674
UK – trade balance	11574	51255	127134	343370	399417	279054	205107
Value of FOB export	22353	40371	54972	84901	135482	212633	294468
Value of CIF import	214150	307350	367911	433022	568374	747695	1007390

Czech Republic – trade balance	-191797	-266979	-312939	-348121	-432892	-535062	-712922
Value of FOB export	28655	35849	36449	41409	63403	93003	180435
Value of CIF import	124685	155860	171353	213307	269872	354848	461642
Slovakia – trade balance	-96030	-120011	-134904	-171898	-206469	-261845	-281207
Value of FOB export	57561	72703	86190	61988	96331	102818	92632
Value of CIF import	60314	74952	90421	103698	133195	151894	192019
Slovenia – trade balance	-2753	-2249	-4231	-41710	-36864	-49076	-99387
Value of FOB export	124067	200428	216171	278898	374858	539839	605757
Value of CIF import	142441	245044	306270	382929	577806	726904	953051
Spain – trade balance	-18374	-44616	-90099	-104031	-202948	-187065	-347294
Value of FOB export	131966	68495	69863	80894	106442	107998	142298
Value of CIF import	195253	174461	190171	198787	279919	313182	419428
Sweden – trade balance	-63287	-105966	-120308	-117893	-173477	-205184	-277130
Value of FOB export	386743	414196	455850	545372	724183	922598	1276028
Value of CIF import	559869	670664	675349	766090	832102	1077309	1331563
Hungary – trade balance	-173126	-256468	-219499	-220718	-107919	-154711	-55535

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In the period 2000-2006 (Table 2), the exports were higher than the imports, that is the balances were positive, in the trade with the United Kingdom (2000-2006), Luxembourg (2002), the Netherlands (2000-2005), Portugal (2000) and Greece (2002-2006). Positive balance of trade was also recorded with Bulgaria (2002-2006), Cyprus (2000-2006), Estonia (2003-2005), Latvia (2000-2006) and Malta (2000-2006).

According to the cumulative balance of this period, the highest positive trade balance value was recorded with the United Kingdom, a calculated positive balance of 1,416,911 thousand euros, followed by Greece with 453,399 thousand euros and the Netherlands with 216,288 thousand euros. Among the countries that joined the EU in the period 2000-2006, the highest surplus value of the trade balance was recorded with Bulgaria, a positive balance of 503,997 thousand euros, then with Malta, of 295,829 thousand euros, with Cyprus, of 193.362 thousand euros or with Latvia, a surplus balance of trade of 14,691 thousand euros.

Significant negative trade balance values, between 2000 and 2006, were recorded as a result of trade activities with Germany, a negative balance of 6,813,139 thousand euros, with the Czech Republic, with a negative balance which amounted to 2,800,712 thousand euros, or Poland with an unfavorable balance of 2,576,065 thousand euros. Also negative balances over 1 million euros were recorded in the trade with France, Slovakia, Hungary or Sweden.

Romania fails to register in any year in the period 2000-2006, a positive balance of trade with Belgium, Italy, Spain, Sweden, Lithuania, Poland, the Czech Republic or Slovakia.

However, the trade balance gets positive in 2001 following the commercial relations concluded between Romania and Ireland.

In a brief analysis of the terms of the cumulative balance of export FOB in the period 1991-2006 (Table 4) the most significant exports were made to Italy (34,498,184 thousand euros) followed by Germany, France, UK, Hungary, the Netherlands, Austria, Greece etc. Exports made in these eight countries account for over 80% of the total exports to the European Union.

While in the last years of centralized economy the economic policy was directed towards drastic reduction of imports, since 1989 the situation has changed radically. As we can see, imports from EU countries have evolved continuously on a steady upward line. Until the

integration of Romania into the European Union, the most significant imports were made from Italy, Germany, France, Hungary, Austria, UK, Poland, Belgium, Spain etc.

Regarding the cumulative trade balance in the period 1991-2006 (Table 4) the highest positive balance was recorded in Romania's trade with the United Kingdom. Over these 16 years, the FOB value of exports has been higher than the CIF value of imports with 1,090,491 thousand euros. This positive balance was due mostly to the constantly positive values recorded in the period 2000-2006.

Also in the period 1991-2006 a cumulative positive trade balance was registered in the trade relations with Bulgaria (677,928 thousand euros), the Netherlands (EUR 545,127 thousand euros), Greece (EUR 535,883 thousand euros), Malta (EUR 410,370 thousand euros), Cyprus (318,983 thousand euros) and Latvia (19,244 thousand euros). It is worth mentioning that, between 2000 and 2006, the value of the trade balance was considerably higher than in the period 1991-1999.

The largest cumulative negative balance of trade was recorded, between 1991-2006, with Germany (9,501,071 thousand euros), followed by Italy, France, the Czech Republic, Austria, Poland, Hungary, Slovakia, Sweden, Spain, Ireland, Finland, Belgium, Denmark, Slovenia, Portugal, Luxembourg, Lithuania and Estonia.

Regarding Portugal we have to notice that, in the period 1991-1999, Romania had registered a positive balance of trade balance. However, after 2001, the imports CIF made with this country have increased considerably compared to exports FOB, the trade balance becoming thus negative.

2. The Evolution of Romania's Trade Balance in the Relationship with the European Union Countries (2007-2012)

After Romania got integrated into the European Union, it still recorded positive trade balances with Bulgaria (2007-2009, 2011-2012), Cyprus (2008-2010, 2012), Estonia (2007-2012), Greece (2011), Latvia

(2008, 2012), Lithuania (2008-2009), Malta (2006-2012), Portugal (2008), United Kingdom (2006, 2008-2012) and returned to a positive balance of trade with Spain (2008-2009) and Sweden (2008-2012). Moreover, for the first time in the interval 1991-2012, a positive balance of trade was recorded with France in 2010-2012. With Luxembourg, however, the trade balance was negative throughout the period 2007-2012 and the same happened with the balance with countries such as Belgium, Italy or Ireland.

Table 3

Value of FOB export, value of CIF import and value of the trade balance with EU countries (2007-2012)

	2007	2008	2009	2010	2011	2012
Value of FOB export	760267	777679	680458	863242	996285	1029226
Value of CIF import	2482971	2823172	1865450	1910949	2197607	2282540
Austria – trade balance	-1722704	-2045493	-1184992	-1047707	-1201322	-1253314
Value of FOB export	469432	555896	517146	727939	903630	786569
Value of CIF import	1002190	1142721	765928	998747	1136171	1123660
Belgium – trade balance	-532758	-586825	-248782	-270808	-232541	-337091
Value of FOB export	940546	1397017	1105354	1339156	1637942	1731448
Value of CIF import	609001	1044770	941622	1437489	1630392	1531339
Bulgaria – trade balance	331545	352247	163732	-98333	7550	200109
Value of FOB export	40435	44855	64977	94554	79720	132414
Value of CIF import	82302	44454	35988	53075	80307	61773
Republic of Cyprus – trade balance	-41867	401	28989	41479	-587	70641
Value of FOB export	62618	74701	75150	108810	167760	200625
Value of CIF import	232522	230166	175870	204493	361668	249407
Denmark – trade balance	-169904	-155465	-100720	-95683	-193908	-48782
Value of FOB export	12235	19352	19061	24316	34544	40328

Value of CIF import	9682	14541	9982	10829	11286	12546
Estonia – trade balance	2553	4811	9079	13487	23258	27782
Value of FOB export	51792	62129	56084	89831	107429	101996
Value of CIF import	175307	205507	150283	175839	175299	139206
Finland – trade balance	-123515	-143378	-94199	-86008	-67870	-37210
Value of FOB export	2272275	2490598	2368786	3108652	3375076	3147848
Value of CIF import	3260328	3210371	2406861	2766393	3167893	3092033
France – trade balance	-988053	-719773	-38075	342259	207183	55815
Value of FOB export	5008680	5534517	5440932	6766433	8423340	8412477
Value of CIF import	8845449	9408934	6741501	7853842	9410940	9531071
Germany – trade balance	-3836769	-3874417	-1300569	-1087409	-987600	-1118594
Value of FOB export	501753	618871	540524	562639	612580	545301
Value of CIF import	783479	831369	602716	631110	599447	568709
Greece – trade balance	-281726	-212498	-62192	-68471	13133	-23408
Value of FOB export	86023	90491	75669	83492	88558	86012
Value of CIF import	199239	166129	246814	240660	301708	362490
Ireland – trade balance	-113216	-75638	-171145	-157168	-213150	-276478
Value of FOB export	5032590	5218779	4495386	5198437	5798555	5439762
Value of CIF import	6529160	6620106	4551012	5442264	6240100	5985195
Italy – trade balance	-1496570	-1401324	-55626	-243827	-441545	-545433
Value of FOB export	10085	18577	21037	18639	22527	26530
Value of CIF import	18979	42622	15835	23087	25139	22988
Latvia – trade balance	-8894	-24045	5202	-4448	-2612	3542
Value of FOB export	25742	30737	28490	35339	35963	43481
Value of CIF import	38509	32066	22609	34401	56531	53804
Lithuania – trade balance	-12767	-1329	5881	938	-20568	-10323

Value of FOB export	30863	10228	20509	10343	11512	9616
Value of CIF import	72953	80562	48137	47742	49910	69328
Luxembourg – trade balance	-42090	-70334	-27628	-37399	-38398	-59712
Value of FOB export	54315	40013	23640	16616	49964	28372
Value of CIF import	25169	27972	18247	11215	18198	28028
Malta – trade balance	29146	12041	5393	5401	31766	344
Value of FOB export	607693	979918	959181	1027711	1407259	1279915
Value of CIF import	1858336	2134200	1504538	1657973	1757542	1917609
Netherlands – trade balance	-1250643	-1154282	-545357	-630262	-350283	-637694
Value of FOB export	673319	667700	647232	982255	1069889	1083257
Value of CIF import	1732403	1934279	1384247	1746217	2169470	2332593
Poland – trade balance	-1059084	-1266579	-710015	-763962	-1099581	-1249336
Value of FOB export	40436	119598	172617	168308	181056	154723
Value of CIF import	101726	148484	132301	189395	230952	237451
Portugal – trade balance	-61290	-28886	40316	-21087	-49896	-82728
Value of FOB export	1220859	1104587	960402	1363968	1447488	1621070
Value of CIF import	983207	1109471	858495	1075943	1282932	1308213
UK – trade balance	237652	-4884	101907	288025	164556	312857
Value of FOB export	407042	533731	478846	573630	754047	805626
Value of CIF import	1240305	1422992	917175	1119135	1348344	1341033
Czech Republic – trade balance	-833263	-889261	-438329	-545505	-594297	-535407
Value of FOB export	267244	443407	308898	460724	719593	814583
Value of CIF import	677074	839370	538659	740230	944057	1071300
Slovakia – trade balance	-409830	-395963	-229761	-279506	-224464	-256717
Value of FOB export	164372	161127	169089	185732	203387	171930

Value of CIF import	480519	476958	263709	310533	370115	324640
Slovenia – trade balance	-316147	-315831	-94620	-124801	-166728	-152710
Value of FOB export	679157	773915	857964	1134635	1100750	1107659
Value of CIF import	1034666	1112953	753280	997911	1259620	1300412
Spain – trade balance	-355509	-339038	104684	136724	-158870	-192753
Value of FOB export	193612	201900	245961	293224	356331	390597
Value of CIF import	533712	434556	239902	263321	330449	305206
Sweden – trade balance	-340100	-232656	6059	29903	25882	85391
Value of FOB export	1691176	1726398	1266330	1774561	2580896	2410393
Value of CIF import	3566110	4294542	3293177	4028454	4793161	4919225
Hungary – trade balance	-1874934	-2568144	-2026847	-2253893	-2212265	-2508832

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In terms of FOB exports, the most important trading partner was Germany with an aggregate value in the period 2007-2012 of 32,015,149 thousand euros. This economic partner ranks first also in terms of imports made by Romania, the value reached in this case being of 44,220,507 thousand euros. The following places, both in terms of FOB exports and CIF imports recorded, are occupied by Italy, France, Hungary, the Netherlands and Austria.

The largest positive balance of trade in the period 2007-2012, of 352,247 thousand euros, was recorded in the trade with Bulgaria in 2008. Furthermore, the value of exports to Bulgaria, compared to imports, was significantly higher throughout this period, except for the year 2010, when the trade balance was negative.

The largest negative balance of trade was recorded in 2008 with Hungary. The negative balance of trade reached in that year the amount of 2,588,144 thousand euros. In an overview, we can deduce that the negative balance of trade reached with Hungary between 2007

and 2012 is significantly higher than all positive balances accumulated during this period.

UK remains the most important commercial partner of Romania after the EU accession. With a positive balance of trade of 1,100,113 thousand euros, accumulated in the period from 2007 to 2012, the UK remains the trading partner with which the FOB value of exports is higher than that of CIF imports achieved.

Between 2007-2012, the cumulative positive balance of trade was recorded with Bulgaria (956,850 thousand euros), Cyprus (99,056 thousand euros), Malta (84,091 thousand euros) and Estonia (80,970 thousand euros). As expected, at the opposite pole, the first position is occupied by Hungary, with a negative balance of trade of 13,444,915 thousand euros, followed by Germany, Austria, Poland, Holland, the Czech Republic, Belgium, Greece, Finland, Sweden, Luxembourg, Portugal, Lithuania and Latvia.

Although FOB exports recorded in the period 2007-2012 are higher than those recorded in the period 1991-2006, the CIF imports had a significantly higher growth.

Thus, the negative balance of trade recorded as a result of the trade with all the EU Member States increased greatly in the period 2007-2012, compared to that registered in the period 1991-2006.

The trade balance became negative even after the trade with the Netherlands, Greece and Latvia. The attention is drawn particularly by the rapid and constant growth of CIF imports from Hungary, so the trade balance registered with this trading partner is the most unfavourable.

Table 4

Total of balance trade (1991-2006 and 2007-2012)

	The total value of FOB exports 1991-2006	The total value of CIF imports 1991-2006	Total of balance trade 1991-2006	The total value of FOB exports 2007-2012	The total value of CIF imports 2007-2012	Total of balance trade 2007-2012
Austria	4.744.343	7.888.864	- 3.144.521	5.107.157	13.562.689	-8.455.532
Belgia	2.915.681	3.640.039	-724.358	3.960.612	6.169.417	-2.208.805
Bulgaria	3.338.859	2.660.931	677.928	8.041.463	7.084.613	956.850
Cipru	501.572	182.589	318.983	456.955	357.899	99.056
Danemarca	361.675	1.055.892	-694.217	689.664	1.451.126	-764.462
Estonia	21.869	77.747	-10.978	149.836	68.866	80.970
Finlanda	132.038	858.129	-726.091	469.261	1.021.441	-552.180
Franta	12.082.613	15.547.786	- 3.465.173	13.930.175	15.070.819	-1.140.644
Germania	27.113.177	36.614.248	- 9.501.071	32.015.149	44.220.507	- 12.205.358
Grecia	4.144.911	3.609.028	535.883	3.381.668	4.016.830	-635.162
Irlanda	294.668	1.027.862	-733.194	510.245	1.517.041	-1.006.795
Italia	34.498.184	39.111.551	- 4.613.367	31.183.509	35.367.834	-4.184.325
Letonia	36.445	17.201	19.244	117.395	148.650	-31.255
Lituania	53.298	97.660	-44.362	199.752	237.920	-38.168
Luxemburg	38.579	139.797	-101.218	93.071	368.632	-275.561
Malta	454.304	43.934	410.370	212.920	128.829	84.091
Olanda	5.556.449	1617495	545127	6.261.677	10.830.198	-4.568.521
Polonia	2.019.168	4.796.090	- 2.776.922	5.123.652	11.272.209	-6.148.557
Portugalia	306.170	548.577	-242.407	836.738	1.040.309	-203.571
Regatul Unit	8.713.524	7.623.033	1.090.491	7.718.374	6.618.261	1.100.113
Cehia	1.066.386	4.403.269	- 3.336.883	3.552.922	7.388.984	-3.836.062
Slovacia	578.928	2.124.853	- 1.545.925	3.014.449	4.810.690	-1.796.241
Slovenia	713.706	971.613	-257.907	1.055.637	2.226.474	-1.170.837
Spania	2.890.616	3.886.365	-995.749	5.654.080	6.458.842	-804.762

Suedia	993.031	2.407.973	- 1.414.942	1.681.625	2.107.146	-425.521
Ungaria	5.974.638	8.093.684	- 2.119.046	11.449.754	24.894.669	- 13.444.915

Conclusions

The analysis of statistical data regarding the trade of Romania is an important element influencing both the calculation of the balance of payments and of the GDP, but also having an outstanding role in setting the trade policy and in generating initiatives regarding the trade markets.

As we can see, in the present research, the EU accession has not helped Romania so far to improve its trade deficit in European Union. Even if, after the integration, the evolution of exports to the EU countries had an upward trend, the imports were considerably higher. Thus, after 2007 the trade deficit grew constantly.

Although the stated objective is winning markets outside the EU, such as Asia, Latin America or the Middle East, at present the European Union is the main trade partner of Romania. In these circumstances the situation requires a thorough analysis of the danger represented by the lack of sufficient measures to take in order to boost exports.

Among the priorities of the economic diplomacy, which aims to promote the economic interests of Romania abroad, is the need to focus on promoting foreign trade with priority on exports. Adopting a new model for promoting trade and for attracting investors is imperative for Romania.

Jeffrey Sachs, the Nobel laureate for economics, conveyed to us the idea that "Relaunching the Romanian economy is largely conditioned by the growth of export."

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