THE WAY POLICY GROUP

My Brief

16/11/2026 · FAOSTAT

1. Executive summary

Detailed Trade Matrix · Bulgaria · Export value · USD · 2024

Bulgaria recorded trade in crops and livestock products with partners worldwide over **1986** to **2024**. Combined trade value reached **172.0 bn USD**, with exports of **97.5 bn USD** and imports of **74.5 bn USD**. The trade balance of **23.0 bn USD** represents a surplus. Export value changed by **-15.0%** from 2023 to 2024.

Annual export value grew at a compound rate of **+4.8%** per year from 1986 to 2024, based on the observed endpoints. The leading product was Wheat, accounting for **15.6%** of recorded export value over the selected period. The largest recorded destination was Greece (**11.5%**); the top 3 destinations together accounted for **29.4%** of recorded trade, indicating the extent of partner concentration. Figures are in current US dollars and describe recorded trade; missing observations are not treated as verified zeros.

75 of 350 recorded products take a larger share of these exports than of world exports, led by Fatty liver preparations at **56.35**. The largest change in value, Wheat, was led by volume, but the overlap between unit value and quantity accounts for **39%** of the movement. Where it is that large the two effects are not a split of the change, so only the direction is reported here. **12** of the 39 years in the window carry no observation, so the series has holes rather than zeroes.

These are recorded flows as reported to FAOSTAT. They do not measure informal trade. Quantities in different units are never added together. A total is the sum of what was reported, not an estimate of what was produced or consumed. Totals on the Detailed Trade Matrix and on Crops and Livestock Products are compiled by FAOSTAT from different pipelines and do not match for the same reporter, product and year. Coverage and methodology explains why. Do not mix figures from the two in one table.

2. Position

Detailed Trade Matrix · Bulgaria · Export value · USD · 2024

TOTAL
7.0 bn USD
Bulgaria, 2024

PRODUCTS REPORTED
366
Latest year with data: 2024

PARTNERS RECORDED
158

HERFINDAHL INDEX
0.050
Diversified

3. Composition

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1	Wheat	1.2 bn USD	16.5%
2	Sunflower-seed oil; crude	596.7 m USD	8.5%
3	Sunflower seed	507.5 m USD	7.2%
4	Chocolate products nes	359.5 m USD	5.1%
5	Food preparations n.e.c.	235.2 m USD	3.3%

4. Counterparts

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Greece	25.1%
Türkiye	23.3%
Romania	22.1%
Germany	15.0%
Algeria	14.5%

HERFINDAHL INDEX
0.050
Diversified

5. Corridor

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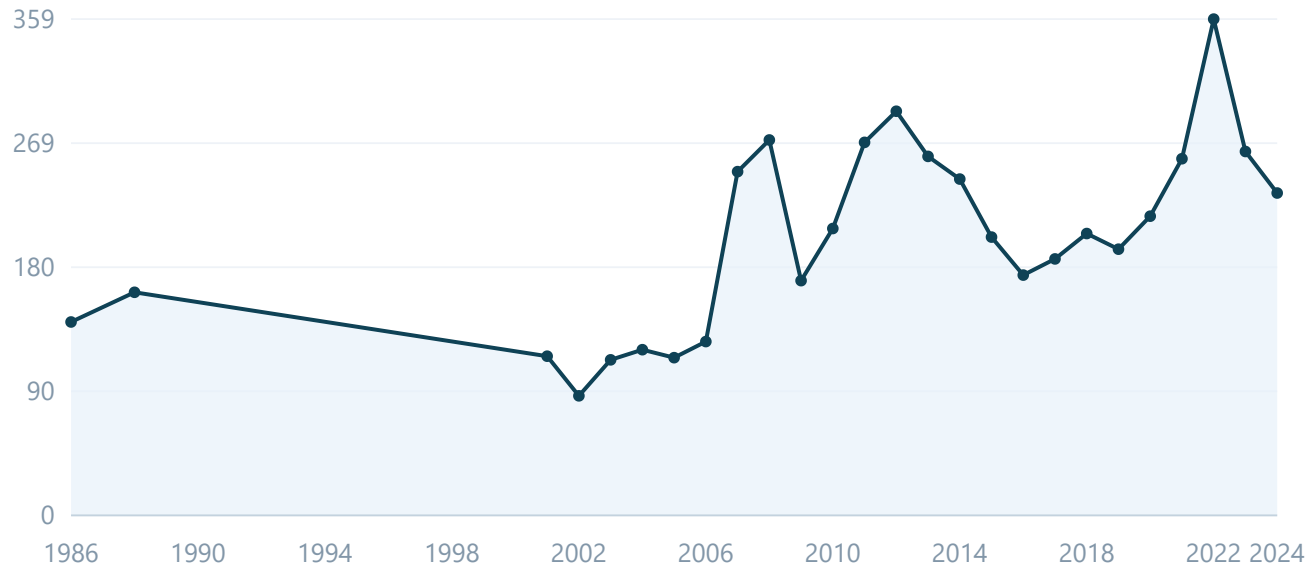
1	Sunflower-seed oil; crude	149.4 m USD	19.7%
2	Wheat	103.0 m USD	13.5%
3	Maize (corn)	54.2 m USD	7.1%
4	Meat of chickens; fresh or chilled	32.4 m USD	4.3%
5	Hen eggs in shell; fresh	28.4 m USD	3.7%

TOTAL	PRODUCTS REPORTED
760.1 m USD	250

No partner is selected, so this shows the largest market by value. Choose a partner in the slicer to read a different one.

6. Implied unit value

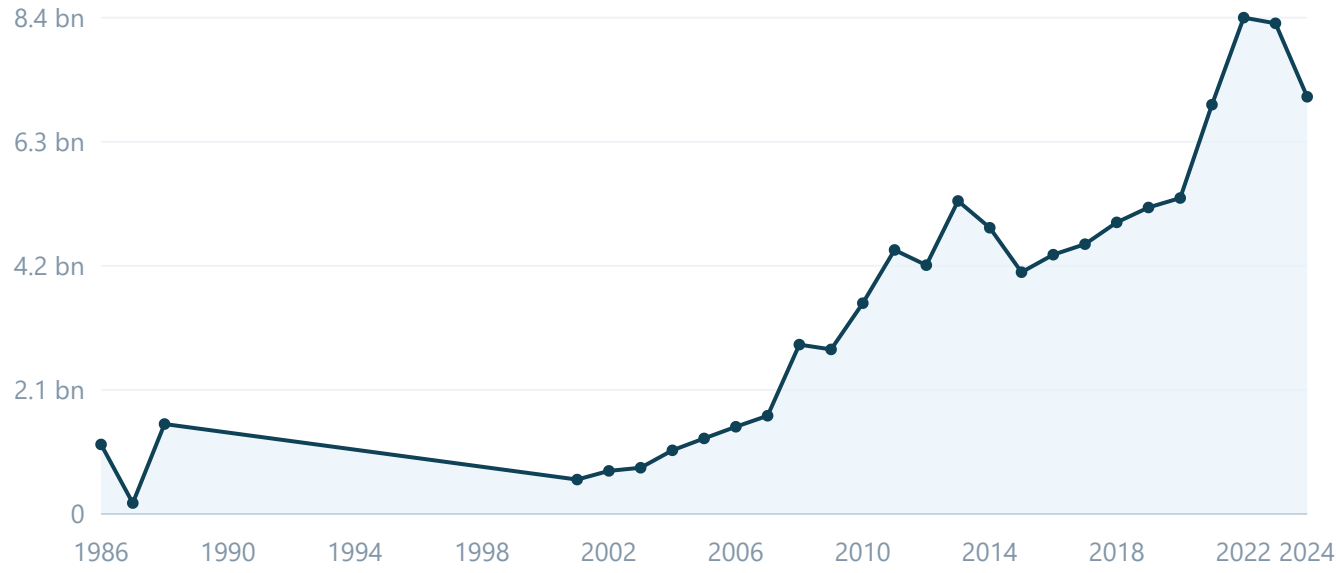
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This is a reported value divided by a reported quantity. It moves with product mix, grade and contract timing as much as with the market. It is not a price, not an offer and not a margin.

7. Trajectory

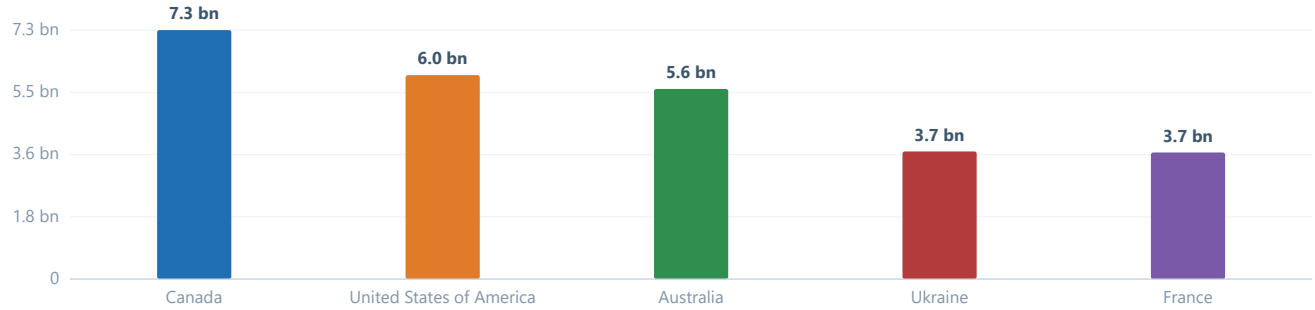
Detailed Trade Matrix · Bulgaria · Export value · USD · 2024



COMPOUND ANNUAL GROWTH	VOLATILITY	YEARS REPORTED	
4.8%	143%	27 / 39	+4.8%

8. Peers

Detailed Trade Matrix · Bulgaria · Export value · USD · 2024



Aggregate areas such as World and the continental groups are excluded from rankings, which show reporting countries only.

9. Revealed comparative advantage

Detailed Trade Matrix · Bulgaria · Export value · USD · 2024



Advantage, index at or above 1 No advantage, index below 1

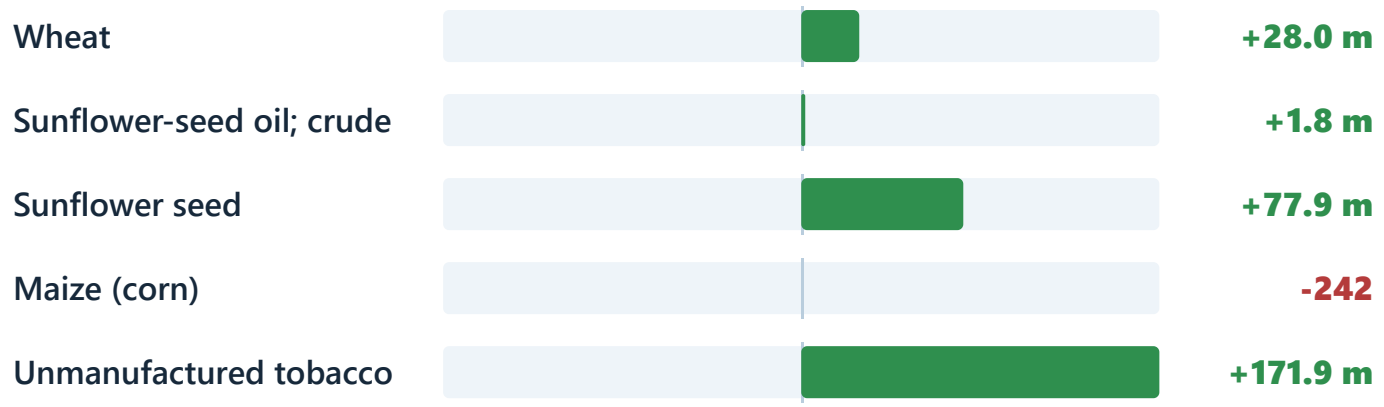
The shares behind each index: what the product is worth to this area against what it is worth to world trade.

PRODUCT	SHARE OF OWN EXPORTS	SHARE OF WORLD EXPORTS	RCA	INTERPRETATION
Fatty liver preparations	0.3%	0.005%	56.35	Strong advantage
Edible offals and liver of ducks; fresh; chilled or frozen	0.3%	0.005%	53.03	Strong advantage
Meat of ducks; fresh or chilled	1.1%	0.037%	30.90	Strong advantage
Germ of maize	0.2%	0.007%	29.69	Strong advantage
Sunflower seed	7.2%	0.243%	29.66	Strong advantage

Balassa revealed comparative advantage: the product share of this area reported exports divided by its share of world reported exports, both for the same year and unit. It is computed on reported value and so inherits every gap in the reporting. An index above 1 says a product is relatively more important here than it is to world trade; it says nothing about whether the trade is profitable, competitive, or worth expanding.

10. What moved the value: price or volume

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Unit value added to the change Unit value reduced the change

Each product with its two effects and the interaction between them, in USD.

PRODUCT	REPORTED WINDOW	CHANGE IN VALUE	PRICE EFFECT	VOLUME EFFECT	INTERACTION	LED BY
Wheat	1986 to 2024	1.1 bn USD	28.0 m	655.0 m	436.8 m (39%)	Volume effect
Sunflower-seed oil; crude	1988 to 2024	595.0 m USD	1.8 m	289.3 m	303.9 m (51%)	Volume effect
Sunflower seed	2001 to 2024	479.2 m USD	77.9 m	106.9 m	294.3 m (61%)	Volume effect
Maize (corn)	1988 to 2024	199.0 m USD	-242	202.7 m	-3.8 m (2%)	Volume effect
Unmanufactured tobacco	1986 to 2024	-92.8 m USD	171.9 m	-144.1 m	-120.6 m (130%)	Price effect

Laspeyres decomposition between the first and last year carrying both value and quantity. The volume effect is the change in quantity priced at the opening unit value, the price effect is the change in unit value on the opening quantity, and the interaction is what neither alone accounts for. Unit value is reported value over reported quantity, so it mixes grade and composition with price.

11. Before and after

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1986-2005

7.3 bn USD

8 of 20 years reported

2006-2024

90.2 bn USD

19 of 19 years reported

CHANGE IN TOTAL

+1,133.5%

82.9 bn USD

RANK, FIRST TO SECOND

-

Both windows on the same measure and unit, with the reported year count behind each total.

REPORTED WINDOW	TOTAL	MEAN YEAR	YEARS REPORTED	COMPOUND ANNUAL GROWTH	RANK
1986 to 2005	7.3 bn USD	913.8 m USD	8 / 20	0.4%	-
2006 to 2024	90.2 bn USD	4.7 bn USD	19 / 19	9.1%	-

The two windows do not carry the same number of reported years, so compare the mean year rather than the totals.

Totals cover only the years each window actually reports. A window with fewer reported years will show a smaller total for that reason alone, which is why the mean year and the reported count are given beside it.

12. Partner fit

Detailed Trade Matrix · Bulgaria · Export value · USD · 2024



The fit score beside the size of the market, because a close fit on a small market is a small prospect.

IMPORTING COUNTRY	FIT, 0 TO 100	THEIR IMPORTS	STRONGEST SHARED LINES
Belgium	**44.8**	53.1 bn USD	Food preparations n.e.c., Chocolate products nes, Pastry

IMPORTING COUNTRY	FIT, 0 TO 100	THEIR IMPORTS	STRONGEST SHARED LINES
Hungary	**43.5**	9.6 bn USD	Chocolate products nes, Food preparations n.e.c., Pastry
Austria	**43.4**	20.3 bn USD	Chocolate products nes, Food preparations n.e.c., Pastry
Spain	**43.2**	51.2 bn USD	Wheat, Food preparations n.e.c., Maize (corn)
Türkiye	**43.1**	23.4 bn USD	Wheat, Sunflower-seed oil; crude, Maize (corn)

Trade complementarity index: 100 less half the sum of absolute differences between each product share of this area exports and of that country imports, on reported value for one year. A high score says the baskets match, not that the trade is permitted, price competitive or logistically possible.

13. Market opportunities

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MARKET	IMPORTS	YOU SEND	YOUR SHARE
Egypt	4.4 bn USD	110.8 m USD	2.5%
Indonesia	3.6 bn USD	49.8 m USD	1.4%
China; mainland	3.5 bn USD	-	-
Italy	2.8 bn USD	29.3 m USD	1.1%
Philippines	2.0 bn USD	-	-

A market that imports heavily is a signal to examine, not an opportunity. Competition, access requirements, logistics, prices, volumes and firm capacity all remain to be checked and none of them are in this data. Aggregate areas such as World and the continental groups are excluded from rankings, which show reporting countries only.

14. Untapped with this partner

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PRODUCT	THEY IMPORT	YOU EXPORT IT
Meat of cattle with the bone; fresh or chilled	474.6 m USD	yes, elsewhere

No partner is selected, so this shows the largest market by value. Choose a partner in the slicer to read a different one. Absence of a recorded flow is not proof that none exists, and a product this partner buys is not a product they will buy from you. Access requirements, competing suppliers and existing contracts are not in this data.

15. Coverage and method

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YEARS REPORTED	FIRST YEAR	LAST YEAR
27 / 39	1986	2024

OBSERVATIONS
113,823

Years with no observation in the window: 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2000

Missing is not zero. A year with no observation is not a year without trade. These are recorded flows as reported to FAOSTAT. They do not measure informal trade. Quantities in different units are never added together. A total is the sum of what was reported, not an estimate of what was produced or consumed.

16. Takeaways

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1. **Destinations are diversified, at a Herfindahl index of 0.050.**
   Diversification lowers exposure to one buyer but can also mean no market is large enough to invest behind. Check volumes per destination before reading it as strength.
2. **The series is volatile, with year-on-year change varying by 143%.**
   Check for a reporting break or a change of method before reading volatility as market behaviour.
3. **12 of 39 years carry no observation.**
   Treat the gap as unreported, not as zero trade, and do not compute growth across it.
4. **2 of the 5 largest importing markets record nothing arriving from here.**
   A market with no recorded flow is a question, not a prospect. Check access requirements, incumbent suppliers and whether trade is routed through a third country.
