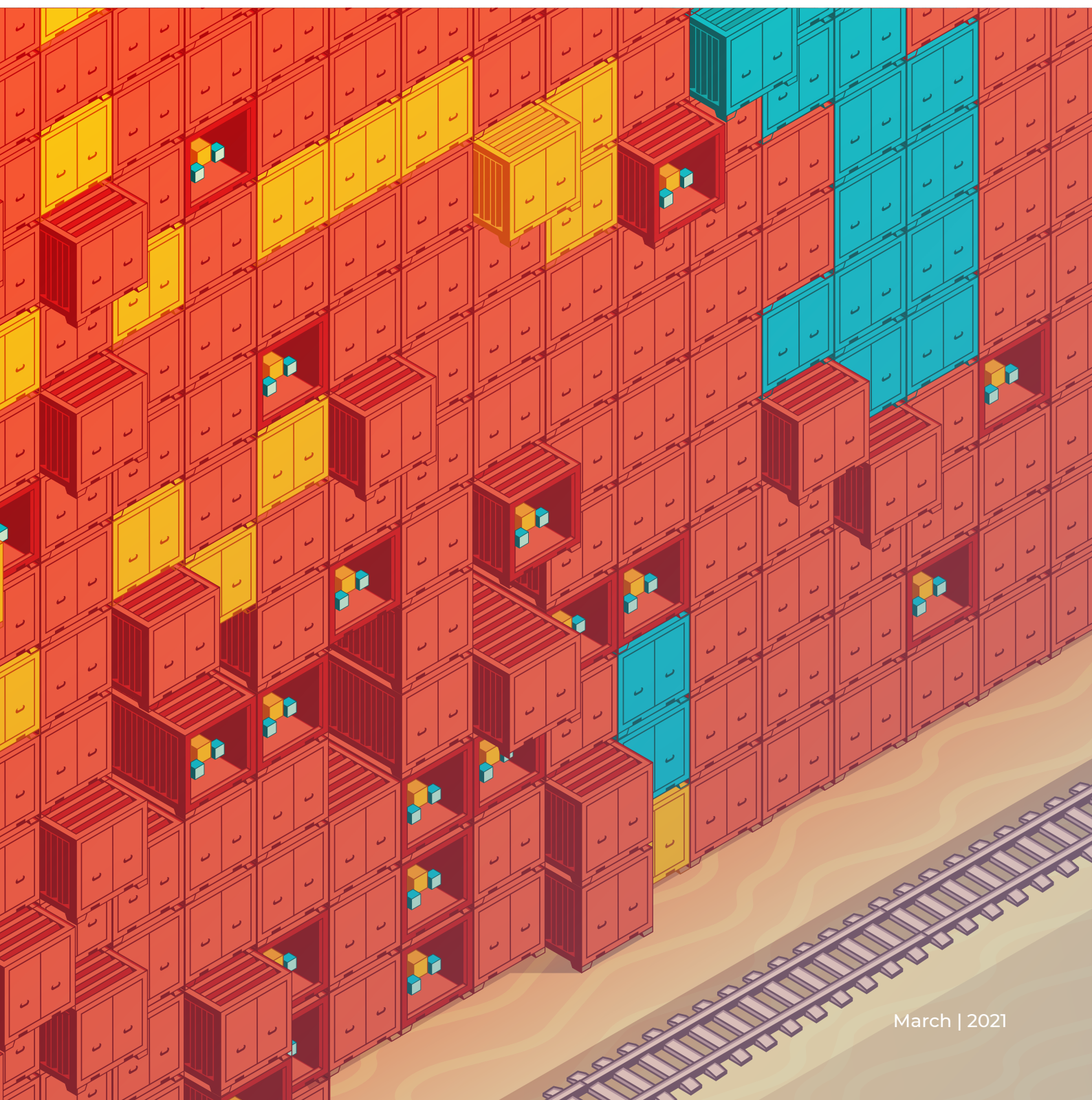


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## TRADE BETWEEN GERMANY AND CHINA IN 2020: GERMANY'S IMPORTS AND PROSPECTS OF MODAL SHIFT

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# INTRODUCTION

Over the past five years, China has been the main trading partner of Germany, and in 2020 it became the main trading partner of the EU. Trade relations between the states are of particular importance, including due to country and regional specifics, i.e. both states have an export-oriented economy and are leaders for their regions and the world as a whole. If the German economy is the strongest in Europe, then China is the driver of global economic growth due to the economies of scale.

The German economy with a GDP of USD 4.47 trillion (USD 53,810 per capita according to purchasing power parity, OECD methodology) accounts for 24.2% of the total GDP of the European Union, which makes it the economic locomotive of the EU. The country is characterized by an excess of exports over imports, i.e. the ratio of exports to GDP is 44%, and the same of imports is 38%. Thus, the country's trade surplus in 2020 amounted to USD 195.3 billion. Against the background of the coronavirus crisis, Germany's GDP decreased by 5%, which is less than in the EU as a whole (-6.2%).

At the same time, the Chinese economy turned out to be the only major economy in the world in 2020 that maintained positive growth rates of GDP (+2.3%), although they showed a significant decline. Thus, in 2020, China's GDP can be estimated at USD 24 trillion (according to purchasing power parity, OECD methodology), which is more than the US indicator. However, in dollar terms, China's economy is still smaller than the American one and, according to some estimates, will overtake it in 2028. China's foreign trade is growing in absolute terms, but since 2006 its share of GDP has been decreasing, i.e. from 64.5% to 35.8% in 2019, which indicates a trend towards reorientation of the Chinese economy to domestic demand as a driver of development.

In the transport and logistics context, trade between China and the EU is one of the main global destinations for cargo transportation, and Germany is one of the key transshipment points and the final destination for European and global commodity flows. According to the 2017 BCG Railway Efficiency Index, Germany ranked fourth (6.1 points) after Switzerland, Denmark, and Finland, thus being the leader in the intensity of railway use.

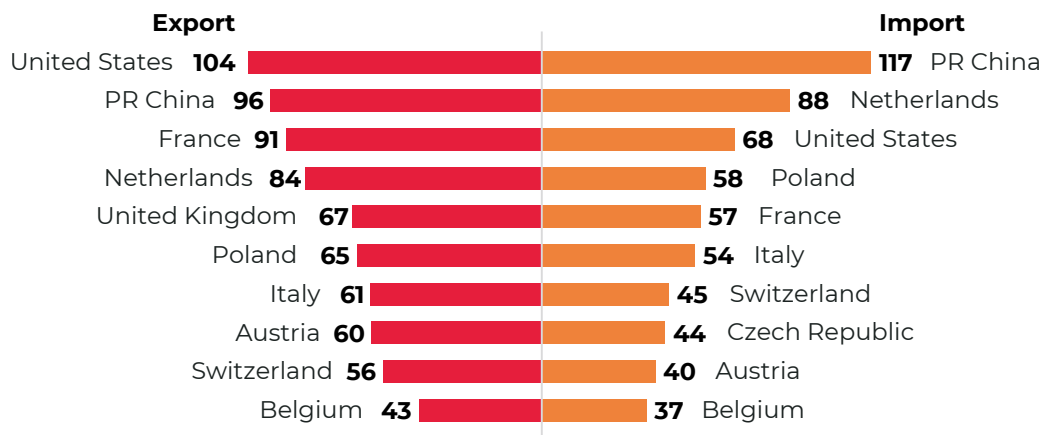
The rapid development of transit container rail cargo transportation in the direction of China-Europe-China in 2020 has once again raised the issue of the nomenclature and volumes of cargo that will switch or continue to switch to the railway in the context of changes related to both the transformation of the Chinese economy towards domestic consumption and more complex goods, and the slowdown in economic growth in Europe, primarily in Germany. At the same time, special attention will be paid to imports from China, which quantitatively prevail over exports.

# GENERAL OVERVIEW OF TRADE BETWEEN GERMANY AND CHINA IN 2020

At the end of 2020, the trade turnover between Germany and China amounted to [EUR 212.4 billion](#), that is, approximately USD 244 billion. At the same time, Germany has a negative balance in trade with China in the amount of USD 23 billion, i.e. the largest of all partner countries in absolute terms and uncharacteristic for Germany as an export-oriented country with a positive balance with other partners, such as the United States and European countries.

## GERMANY'S MAJOR TRADING PARTNERS, 2020

Euro billions

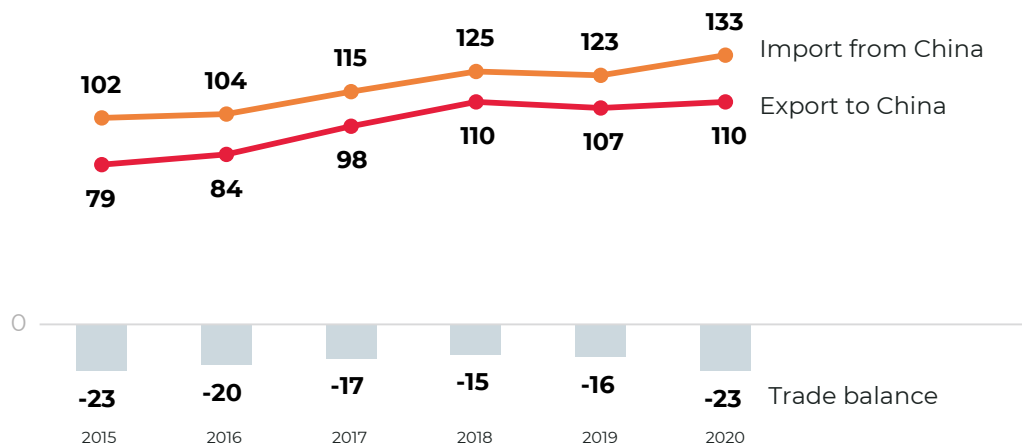


Source: Federal Statistical Office of Germany.

The current situation in 2020 correlates with the trend of recent years, i.e. German imports from China have consistently exceeded exports for a long time. Despite the fact that it was in 2020 that the historical maximum of USD 133 billion of imports was reached, almost the same trade balance was observed in 2015, i.e. minus USD 23 billion.

## DYNAMICS OF GERMAN TRADE WITH CHINA OVER THE PAST 5 YEARS

USD billion



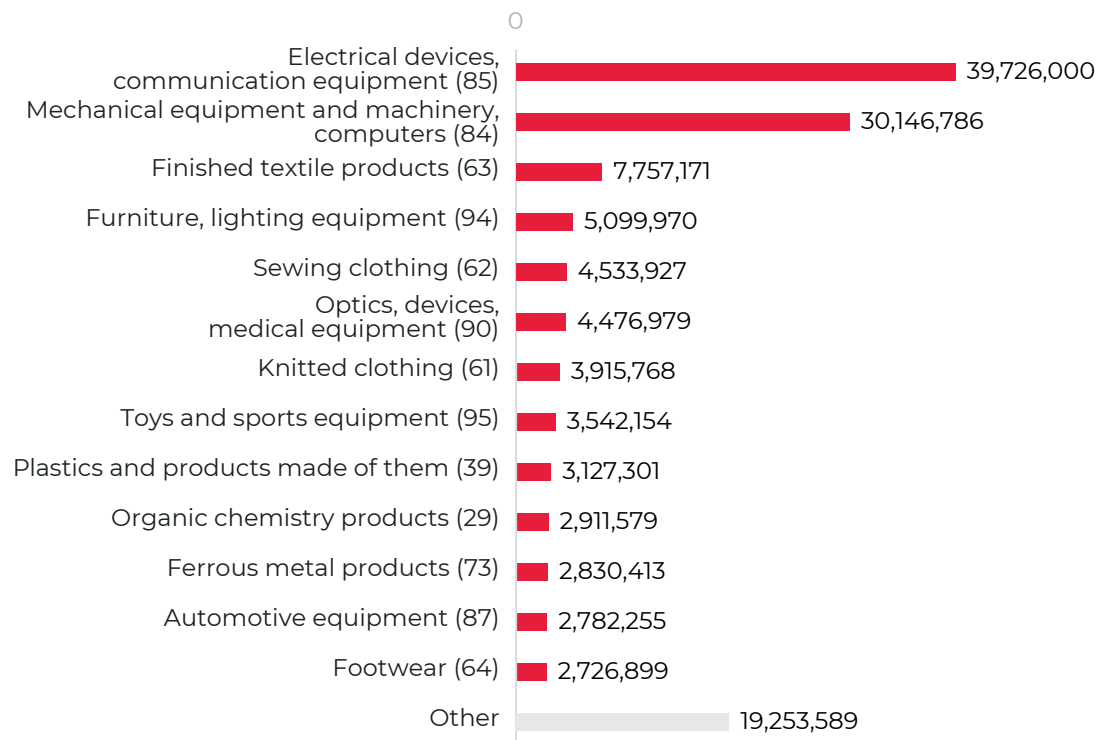
Source: ITC.

German imports from China are represented by 3,915 goods on 6 characters of the HS code, which indicates a high degree of exchange intensity and a fairly diversified product range. At the same time, as the analysis showed, 1,914 import commodity items (48.9% of commodity items) are transported by rail. This indicates the importance of this type of transport and its significant tug-of-war potential for pulling the flow of goods.

German imports from China in value terms at the level of two characters of the HS code demonstrate a high degree of diversification and dominance of industrial goods, which are usually characterized by a high degree of processing. Electrical devices (HS code 85) and mechanical equipment (HS code 84) account for 53% of total German imports from China in value terms. The shares of finished textiles (6%), furniture and lighting equipment (4%) are also noticeable. Most of the presented product groups tend to container cargo transportation due to their characteristics.

## GERMAN IMPORTS FROM CHINA IN 2020

USD thousand



Source: ITC.

The structure of German imports from China is characterized by stability. In 2020, the largest increase in value terms was recorded in the group “Finished textile products”, i.e. from USD 1.5 billion to USD 7.7 billion. In general, statistics show that German imports from China are traditional for the export structure of China and can be considered established. This will be followed by an analysis of imports in physical terms (tons) and a comparison of the commodity structure of trade with the flow of goods going from China to Germany by rail.

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# INDUSTRY STRUCTURE AND MAIN GOODS IMPORTED BY GERMANY FROM CHINA

To select the most promising goods of potential cargo flow from China to Germany, we analyzed UN COMTRADE data on German imports from China in 2019 and 2020 in quantitative terms, as well as Eurostat data on the types of transport by which Chinese goods were imported to Germany in 2020. The data were compared at the level of 6 characters of the HS code. For all goods imported to Germany from China in 2020, the absolute (in the number of tons) and relative (as a percentage) increase in imports by the end of 2020 compared to 2019 was calculated.

When analyzing the sectoral structure of German imports from China in 2020 in physical terms (tons), it is necessary to note a high degree of diversification. In 2020, Germany imported goods from China in the amount of 13,020,048 tons. Of these, 1,619,574 tons fell on various industrial goods, and among them are exercise equipment and equipment for physical exercises (code 950691) and other sports equipment, toys (code 950300), furniture, etc. Metal products accounted for 1,202,076 tons. These are, for example, structures made of ferrous metals (code 730890), towers and lattice masts made of ferrous metals (code 730820). Universal equipment was imported in the amount of 1,126,604 tons. For example, parts of cranes, road construction equipment (code 843149), and parts of transmission equipment (code 848390).

## GERMAN IMPORTS FROM CHINA IN 2020

tons



Source: ITC.

Of 13,020,048 tons, according to Eurostat data, 357,167 tons, or 2.7%, accounted for imports to the railway in 2020. In absolute terms, the volume of trade turnover decreased by 107,466 tons, which, however, did not lead to a drop in imports in value terms.

Upon a more detailed examination, 15 main commodity groups of German imports from China in physical terms were identified on 6 characters of the HS code. The first two positions are occupied by stone products, i.e. granite (code 680293) and paving stones (code 680100), which are almost not transported by rail. From the entire list, five products can be distinguished for which the share of rail transportation will be higher than the average, i.e. photosensitive semiconductors and LEDs (276,409 tons), other finished textile products (162,149 tons), exercise equipment and equipment for physical exercises (134,177 tons), and other plastic products (122,539 tons).



Table 1.

## TOP-15 GOODS IMPORTED TO GERMANY FROM CHINA

Item No.	HS code	Product	German imports from China in 2020, tons				
			Total tons	Absolute increase by 2019	Relative increase by 2019, %	Total tons by railway	% of railway
<b>Total</b>			<b>13,020,048</b>	<b>- 107,466</b>	<b>- 0.8%</b>	<b>357,167</b>	<b>2.7%</b>
1	680293	Processed construction granite with a face from 7 cm	335,474	29,136	10%	262	0.09%
2	680100	Paving stones, curbs and slabs for paving made of natural stone	334,383	- 171,127	- 34%	14	0.00%
3	854140	Photosensitive semiconductors and LEDs	276,409	73,589	36%	10,522	6.13%
4	999999	Unclassified goods	237,115	2,217	1%	-	-
5	391810	PVC coatings for floors, walls and ceilings	212,320	10,751	5%	2,685	2.42%
6	940320	Metal non-stationary furniture not intended for sitting	197,588	32,914	20%	3,609	2.27%
7	732690	Other products made of ferrous metals	176,679	- 658	0%	5,508	3.53%
8	251990	Magnesia and magnesium oxides	165,963	3,759	2%	-	0.00%
9	630790	Other finished textile products	162,149	62,703	63%	8,976	6.52%
10	870830	Brakes and their parts	158,754	- 4,547	- 3%	739	0.55%
11	890190	Cargo vessels, except for tankers and refrigerated trucks, cargo and passenger vessels	150,943	- 5,602	- 4%	-	0.00%
12	950691	Exercise equipment and equipment for physical exercises	134,177	34,048	34%	5,827	6.16%
13	860900	Containers	132,758	19,134	17%	304	0.25%
14	940360	Other wooden furniture	128,847	25,136	24%	931	0.94%
15	392690	Other plastic products	122,539	- 3,693	- 3%	4,608	4.48%

Source: ITC, Eurostat.

The most significant contribution to the increase in German imports from China in 2020 was made by the supply of various industrial goods (furniture, exercise equipment, etc.), electronics, textiles, household appliances, recycled fuel, universal equipment, and other product groups. With the exception of raw materials and unclassified goods, most of the growing commodity groups are more or less transported by rail and tend to containerize.

The total reduction in import volumes by 107,466 tons is noted for products made of ferrous and non-ferrous metals, minerals, chemical products, clothing, shoes, and automotive equipment. For many of these items, the share of railway transport is noticeable. At the same time, a number of groups of goods that showed a negative absolute increase are only partially attracted to railway container transportation, namely: mineral products, fish and seafood, ores and concentrates, and primary fuel.

*Table 2.*

#### DYNAMICS OF GERMAN IMPORTS FROM CHINA BY PRODUCT GROUPS.

Line names	Absolute growth for 2020/2019, tons	Import volume in 2020, tons	Including railway transport
<b>Total</b>	<b>- 107,466</b>	<b>13,020,048</b>	<b>357,167</b>
Various industrial products	132,151	1,619,573	38,072
Electronics	90,881	394,633	25,817
Textile materials and products	60,982	455,908	18,375
Appliances	47,101	512,071	11,235
Recycled fuel	41,576	147,564	178
Universal equipment	36,060	1,126,604	50,796
Plastics	21,420	761,738	19,689
Woodworking	15,483	244,746	2,499
Vessels and watercraft	14,559	179,305	50
Energy, power and electrical equipment	14,341	465,054	30,773
Feed	9,607	87,173	2,172
Fat and oil products	8,174	27,964	0
Paper and cardboard	6,960	106,076	3,003
Metal products	5,922	1,202,076	34,214
Railway equipment	4,306	13,046	2,967
Machine tools	3,512	81,123	1,888
Agricultural machinery	3,119	25,325	345
Drinks and beverages	2,894	11,475	4
Agricultural raw materials	2,843	27,891	219
Other equipment and devices	2,765	579,596	39,688
SSSSSS code	2,217	237,115	0
Grain and milling products	1,603	7,914	0
Cellulose	465	4,443	0
Fertilizers	421	1,142	0
Aircraft engineering	274	543	1
Armaments	86	913	21
Wood raw materials	49	1,154	0

Animals and plants	- 11	5,405	49
Fruit and vegetable products	- 77	- 137 461	288
Devices	- 121	79,158	- 4,888
Precious metals and stones	- 225	142	11
Telecommunications equipment	- 624	172,996	4,897
Products made of precious metals and stones	- 679	3,614	155
Pharmaceuticals	- 2,604	68,263	1,724
Non-metallic raw materials	- 2,912	307,067	163
Finished chemical products	- 2,927	240,908	7,662
Ceramics	- 3,942	165,146	1,386
Primary fuel	- 6,985	2,356	0
Special industry equipment	- 8,054	134,020	5,851
Glass	- 8,101	250,119	4,329
Livestock products	- 9,221	22,212	7
Ores and concentrates	- 12,205	33,130	0
Ready-made food	- 17,646	146,134	469
Fish and seafood	- 20,666	105,721	0
Automotive equipment	- 27,059	352,450	7,918
Footwear	- 31,231	147,809	2,336
Clothing	- 33,192	333,436	21,115
Chemicals and materials	- 53,773	816,629	5,186
Non-ferrous metals	- 64,589	160,290	3,237
Mineral products	- 151,531	802,804	1,707
Ferrous metals	- 178,862	210,613	1,783

Source: authors' calculations based on ITC and Eurostat data.

Among the commodity subheadings that showed the largest increase in German imports from China in 2020 in absolute terms, in addition to the above photosensitive semiconductors and LEDs (+73,589 tons), other finished textile products (+62,703 tons), exercise equipment (+34,048 tons) and furniture, ready-made animal feed (+15,722 tons) and ferrous metal structures (+12,523 tons) can be distinguished from those transported by rail. Thus, many positions that have shown a significant absolute increase do not gravitate to container rail transportation. However, in the above groups where such transportation is already underway, there is a potential for increasing the share of rail transport.

Table 3.

**TOP-15 GOODS IMPORTED TO GERMANY FROM CHINA ACCORDING TO THE ABSOLUTE INCREASE IN IMPORTS.**

Item No.	HS code	Product	German imports from China in 2020, tons				
			Total, tons	Imported by railway		Growth for 2020/2019,	
				tons	% of railway	Absolute	Relative
		<b>Total</b>	<b>13,020,048</b>	<b>357,167</b>	<b>2.7%</b>	<b>- 107,466</b>	<b>- 0.8%</b>
1	854140	Photosensitive semiconductors and LEDs	276,409	10,522	3.8%	73,589	36%
2	630790	Other finished textile products	162,149	8,976	5.5%	62,703	63%
3	271019	Medium and heavy distillates	58,925	-	0.0%	58,857	86554%
4	950691	Exercise equipment and equipment for physical exercises	134,177	5,827	4.3%	34,048	34%
5	940320	Metal non-stationary furniture not intended for sitting	197,588	3,609	1.8%	32,914	20%
6	680293	Processed construction granite with a face from 7 cm	335,474	262	0.1%	29,136	10%
7	721123	Cold-rolled narrow sheet rolled products made of low-carbon steel	35,054	3.00	0.0086%	28,559	440%
8	940360	Other wooden furniture	128,847	931	0.7%	25,136	24%
9	890120	Tankers	24,939	-	0.0%	19,733	379%
10	860900	Containers	132,758	304	0.2%	19,134	17%
11	940130	Rotating seating furniture with height adjustment	62,609	293	0.5%	18,159	41%
12	230990	Other ready-made animal feed	56,086	2,054	3.7%	15,722	39%
13	730890	Other structures made of ferrous metals	79,048	2,575	3.3%	12,523	19%
14	730820	Towers and lattice masts made of ferrous metals	41,840	-	0.0%	12,309	42%
15	854519	Carbon electrodes not intended for furnaces	41,749	-	0.0%	11,731	39%

Source: authors' calculations based on ITC and Eurostat data.

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# STRUCTURE OF IMPORTS IN THE CONTEXT OF RAIL TRANSPORT AND POTENTIAL TRANSITION OF GOODS TO RAIL SERVICES

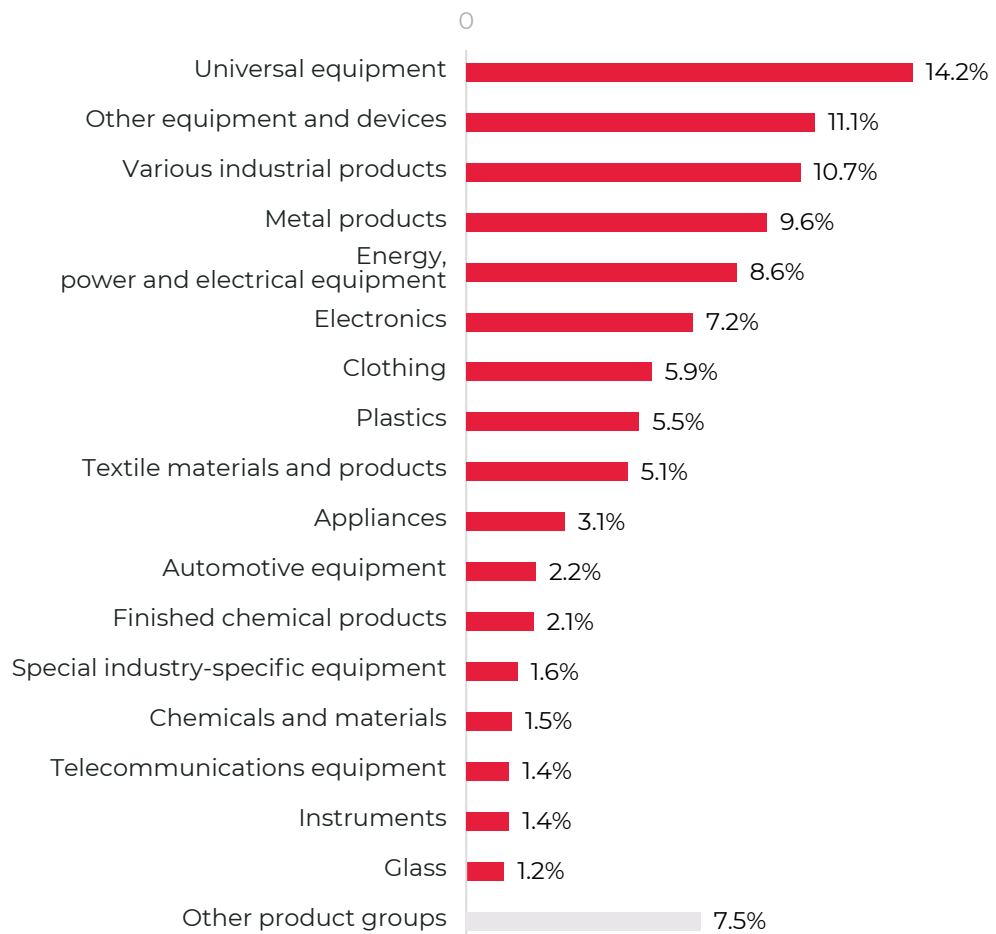
According to 2020 data, about 357 thousand tons of Chinese imports were imported to Germany by rail, which is about 3% of the total volume of imports in physical terms. This share may be less than a similar share in value terms, since, all other things being equal, rail transportation is more expensive than sea freight. Therefore, the cheapest goods, for which the time factor is the least important, traditionally tend to sea transportation. At the same time, the most expensive and smallest goods in terms of volume, for which the time factor is critical, are transported also by air transport.

Despite the relatively small volumes of traffic and the share of rail transport, the range of goods imported by rail is quite wide, i.e. 1,914 out of 3,915 goods imported by Germany from China in 2020. When considering imports in the context of commodity groups, various types of machinery and equipment, as well as its parts, electronics, metal products, clothing and textiles, plastics, chemical products, glass, and other products mainly of a high degree of processing come to the fore.

When comparing the overall structure of imports with the part of it that goes by rail, it should be necessary to pay attention to a significant correlation between both structures. However, as expected, mineral products, woodworking goods, and non-metallic raw materials are not transported by rail or are transported in small volumes. At the same time, a large share is noted for energy and power equipment, and electronics.

## MAIN COMMODITY GROUPS IMPORTED TO GERMANY FROM CHINA BY RAIL

tons



Source: authors' calculations.

In terms of the quantitative volume of German imports from China imported by rail in 2020, electronics is leading, in particular the following commodity subheadings, namely: multifunctional printing devices - 21,536 tons of Chinese products were imported by rail, photosensitive semiconductors and LEDs - 10,522 tons, laptops and tablets - 9,327 tons, static converters - 5,882 tons, and computer blocks - 2,987 tons. The positions of light industry, furniture, and other commodity subheadings are also distinguished.

Table 4.

## TOP-15 GOODS IMPORTED TO GERMANY FROM CHINA BY RAIL.

Item No.	HS code	Product	German imports from China in 2020, tons				
			Total, tons	Imported by railway		Growth for 2020/2019,	
				tons	%	Absolute	Relative
<b>Total</b>			<b>13,020,048</b>	<b>357,167</b>	<b>2.7%</b>	<b>- 107,466</b>	<b>- 0.8%</b>
1	844331	MFPs and printing devices	63,086	21,536	34.1%	- 8,732	- 12%
2	854140	Photosensitive semiconductors and LEDs	276,409	10,522	3.8%	73,589	36%
3	847130	Laptops and tablets	37,150	9,327	25.1%	7,914	27%
4	630790	Other finished textile products	162,149	8,976	5.5%	62,703	63%
5	621010	Sewing clothes made of non-woven materials	26,518	6,675	25.2%	9,017	52%
6	850440	Static converters	52,059	5,882	11.3%	3,585	7%
7	950691	Exercise equipment and equipment for physical exercises	134,177	5,827	4.3%	34,048	34%
8	848071	Molds for casting rubber and plastics by blowing or under pressure	13,847	5,677	41.0%	- 2,498	- 15%
9	732690	Other products made of ferrous metals	176,679	5,508	3.1%	- 658	0%
10	850300	Parts of electric motors and electric generators	61,402	4,675	7.6%	9,057	17%
11	392690	Other plastic products	122,539	4,608	3.8%	- 3,693	- 3%
12	940320	Metal non-stationary furniture not intended for sitting	197,588	3,609	1.8%	32,914	20%
13	950300	Toys	113,584	3,581	3.2%	- 9,523	- 8%
14	847150	Computer blocks	8,582	2,987	34.8%	- 1,539	- 15%
15	391810	PVC coatings for floors, walls and ceilings	212,320	2,685	1.3%	10,751	5%

Source: authors' calculations based on ITC and Eurostat data.

For most of the positions, the share of the railway is already noticeable. Further, we can analyze the groups highlighted above by comparing them with the current cargo flow going along the Eurasian railway route. As can be seen from the table below, the tug-of-war potential of the Eurasian route for pulling commodity groups is quite high, although it varies from category to category.

*Table 5.*

**TOP-15 GOODS IMPORTED TO GERMANY FROM CHINA IN COMPARISON WITH THE CARGO FLOW OF THE EURASIAN RAILWAY ROUTE IN 2020.**

Item No.	HS code	Product	German imports from China in 2020, tons				
			Total,	Imported by railway		Imported via the Eurasian route	
			tons	tons	%	tons	%
1	844331	MFPs and printing devices	63,086	21,536	34.10%	11,770	19%
2	854140	Photosensitive semiconductors and LEDs	276,409	10,522	3.80%	6,590	2%
3	847130	Laptops and tablets	37,150	9,327	25.10%	14,700	40%
4	630790	Other finished textile products	162,149	8,976	5.50%	11,370	7%
5	621010	Sewing clothes made of non-woven materials	26,518	6,675	25.20%	10,460	39%
6	850440	Static converters	52,059	5,882	11.30%	9,320	18%
7	950691	Exercise equipment and equipment for physical exercises	134,177	5,827	4.30%	4,690	3%
8	848071	Molds for casting rubber and plastics by blowing or under pressure	13,847	5,677	41.00%	9,420	68%
9	732690	Other products made of ferrous metals	176,679	5,508	3.10%	2,900	2%
10	850300	Parts of electric motors and electric generators	61,402	4,675	7.60%	7,010	11%
11	392690	Other plastic products	122,539	4,608	3.80%	7,450	6%
12	940320	Metal non-stationary furniture not intended for sitting	197,588	3,609	1.80%	1,910	1%
13	950300	Toys	113,584	3,581	3.20%	3,270	3%
14	847150	Computer blocks	8,582	2,987	34.80%	2,180	25%
15	391810	PVC coatings for floors, walls and ceilings	212,320	2,685	1.30%	2,040	1%

Source: authors' calculations based on ITC, ERAI, and Eurostat data.



- MFPs and printing devices (code 844331). This product is already largely transported by rail (34% of imports), but only 19% of imports go along the Eurasian route. Thus, it is possible to further increase the share of the Eurasian route.
- Photosensitive conductors and LEDs (code 854140). Despite the small share of imports of this group going by rail, there is a certain potential to increase the share of the Eurasian route in German imports from China.
- Laptops and tablets (code 847130). This group still has a significant potential to increase the share of the Eurasian railway route in imports to Germany. At the same time, according to ERAI, more goods are already transported along the Eurasian route than is taken into account by EU statistics.
- Other finished textile products (code 630790). This category showed a significant increase in imports in 2020 (63%), but only about 5-7% of products are transported by rail and to a large extent along the Eurasian route. Nevertheless, the increase in demand in Germany makes this product quite attractive for pulling on the railway.
- Sewing clothing made of non-woven materials (code 621010). As in the case of finished textile products, the overwhelming share of imports already goes along the Eurasian railway route in comparison with other routes. In addition, about a third of this group's imports from China to Germany are transported by rail. Nevertheless, the increase in demand in Germany makes this product quite attractive for pulling on the railway.
- Static converters (code 850440). About 18% of imports of this product already go along the Eurasian route, which exceeds the data provided by Eurostat for the railway as a whole.
- Exercise equipment and equipment for physical exercises (code 950691). The import of this product in 2020 increased by 34%, including due to lockdown. Nevertheless, the jump in imports was poorly reflected in the cargo flow of this group along the Eurasian route, which leaves room for its increase while maintaining the dynamics of demand.
- Molds for molding rubber and plastics by blowing or under pressure (code 848071). About 40% of this product is imported to Germany by rail, but the share of the Eurasian route, according to ERAI, is about 68% of imports. In other words, we can say that the Eurasian route already uses the existing potential in many ways.
- Other products made of ferrous metals (code 732690). The increase in imports in this category was minimal in 2020. However, there is a potential for increasing cargo traffic due to the extremely low share of the Eurasian route in imports, which is only 2%.
- Parts of electric motors and electric generators (code 850300). The decline in the transportation of this product on the Eurasian route against the background of an increase in imports and a noticeable share of the railway opens up a significant potential for this category.
- Other plastic products (code 392690). The commodity flow of this group along the Eurasian railway route increased significantly in 2020. At the same time, according to ERAI, more goods are already transported along the Eurasian route than is taken into account by EU statistics, i.e. approximately 6% of German imports from China.

- Metal non-stationary furniture not intended for sitting (code 940320). Despite the significant increase in this category on the Eurasian route, the share of the railway in German imports is quite low and is about 1-2%.
- Toys (code 950300). The share of railway transport in imports in this category is about 3%, and the share of the Eurasian route in 2% leave room for the growth of cargo traffic, although moderate.
- Computer blocks (code 847150). Although the cargo flow of this commodity group on the route decreased in 2020, about a third of deliveries to Germany of this group are made by rail. Therefore, the tug-of-war potential of the Eurasian route for pulling this product can be estimated as high given the share of one-fourth of imports.
- PVC coatings for floors, walls and ceilings (code 391810). The increase in imports in this category opens up certain prospects, but the modal shift in this category is still weak (1-2%). Therefore, the tug-of-war potential of this product should be assessed as moderate.

Thus, the structure of imports imported by rail has a fairly high degree of diversification and generally corresponds to the general structure of China's imports from Germany. In addition, all the presented goods are already on the Eurasian railway route. However, given the remaining unrealized potential, the current volumes can be scaled due to the growing imports currently transported by other modes of transport, in particular by sea.

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# CONCLUSION

Trade between Germany and China, the two economic leaders of their regions, is the most important segment of interregional trade in the direction of China-Europe-China. In 2020, China became the EU's main trading partner, and imports from China, which outnumber exports, largely determine the dynamics of bilateral trade. By the end of 2020, the trade turnover between Germany and China amounted to approximately USD 244 billion.

Trade between the countries is very diversified in terms of commodity nomenclature, and commodity positions tend to container transportation. At the same time, a significant share of German imports are manufactured goods, for which the speed of delivery is important within the value chains or for end consumers. This, as well as the high degree of infrastructure development in Germany, including the railway, and the country's focus not only on sea, but also on continental routes for the delivery of goods, make it an important and promising task to reorient part of the country's import cargo flow from China to the railway.

The analysis of the commodity nomenclature and promising niches for a modal shift in favor of the railway at the level of 6 characters of the HS code has revealed a number of positions that deserve increased attention. Such positions are represented both by industrial goods where the share of railway transport is already noticeable, and by less developed commodity groups.

Among the promising products that also showed a positive growth trend in 2020, we can note photosensitive semiconductors and LEDs, various types of textile products, exercise equipment (the increase in demand for which is due to the pandemic), ferrous metal products, plastic products, metal furniture, toys, PVC coatings, etc.

Against the background of other positions where the share of rail transport, including on the Eurasian route, is already significant, the import of the above goods is only to a small extent carried out by rail, despite the fact that these products are in demand and, with the exception of some positions, show a positive dynamics of absolute growth in physical terms.

The crisis of sea transportation coupled with the inherent advantages of rail transport, such as speed of delivery, lower cost, and travel time, creates prerequisites for pulling these and other goods "on the rails" in an accelerated mode in 2021 and 2022, which should be further used.