



**EU One Stop Shop**  
Supporting Green Line  
Trade & Businesses

# Key Sector Identification Report



Funded by  
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# Key Sectors Identification Report

By the EU One Stop Shop: Supporting Green Line and Businesses

## Glossary:

CPR – Construction Products Regulation

GC – Greek Cypriot

GCc – Greek Cypriot community

GESY – The General Health System of the Republic of Cyprus

GLT – Green Line trade

GLR – Green Line Regulation

MSME – Micro, Small and Medium Size Enterprises

RoC – Republic of Cyprus

TARIC – "TARif Intégré de la Communauté", the integrated Tariff of the EU, a system integrating all measures relating to EU custom tariff, commercial and agricultural legislation

TC – Turkish Cypriot

TCc – Turkish Cypriot community

TCCI – Turkish Cypriot Chamber of Commerce

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## Introduction:

The key sector identification report seeks to combine data from a range of datasets to enable a first, broad look at a possible expansion of Green Line trade.

Trade across the Green Line is regulated through Regulation EC 866/2004 of 29<sup>th</sup> April 2004 (European Union, 2004). It concerns goods arriving from the areas of the RoC not under the effective control of the Republic of Cyprus Government (RoC), to the areas that are under the effective control of the RoC. To be eligible for Green Line trade, the goods must have been wholly produced or obtained in the areas of the RoC not under the effective control of the Republic of Cyprus Government or have undergone their last substantial economically justified process or transformation in these areas. The process of how one can undertake Green Line trade is stated within the Regulation and subsequent corrigenda and amendments.

The aim of the key sector identification report is to use a data driven approach to identify potential growth sectors for Green Line trade (GLT). Although exports to the rest of the European Union are possible through trade across the Green Line, this report will focus on the possible increase in GLT for consumption in the areas under effective control of the RoC<sup>1</sup>.

This choice was made for the following reasons:

- This report did not want to emulate previous efforts to identify the competitive advantage of Turkish Cypriot produced products (World Bank Group, March 2022)
- Trade of Turkish Cypriot produced products to the areas under the effective control of the RoC is efficient in terms of the cost of transport, providing a competitive advantage
- Such trade supports the broader aim of peacebuilding, through the cooperation between the communities of Cyprus

Data on the products in demand in the areas under effective control of the RoC can come from a range of sources:

- Through dedicated market surveillance reports that seek to identify the current demand and supply of a specific industry
- Using input – output tables to identify the interaction of different industries
- Through import data, which captures the demand that is satisfied from abroad for a particular good. This report will use the published import data of the RoC to identify the potential of increasing GLT and complement such data with reports and data about the Turkish Cypriot community.

There are advantages in using import data. The evidence of substantial imports of a good is often an indicator of the domestic market not being able to satisfy the demand for that product. Such import data is also available to the public a relatively short amount of time since its collection, input output table data, for example, are usually updated once per decade.

## What is the EU One Stop Shop?

This report is a product of the EU One Stop Shop Supporting Green Line Trade and Businesses. The EU One Stop Shop (EU OSS) was established by the European Commission, in

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<sup>1</sup> Please note that the term Republic of Cyprus refers to areas under effective control of the Government of the Republic of Cyprus.

cooperation with and support from the Cyprus Chamber of Commerce and Industry (CCCI), and the Turkish Cypriot Chamber of Commerce (TCCI) to:

- Support Green Line trade for the benefit of both Cypriot communities
- Promote business cooperation across the Green Line
- Inform key stakeholders and the general public about the processes of GLT.
- Increase quality standards in line with the EU *acquis* to facilitate trade and protect the consumers.

You can find out more about the EU One Stop Shop by visiting <https://www.eu-oss.com/>

## Aim and methodology of the key sector identification report

### Aim of the report

The aim of this report is to identify products<sup>2</sup> for which there is a possibility for increasing GLT. It seeks to identify sectors for which GLT could grow, based on the needs of the RoC economy for imports.

The RoC imported in 2023 €12.948bn, out of which €11.047bn was for domestic consumption (Cyprus Statistical Service, 2024). With GDP in 2023 at €31.34 bn, the RoC imported 35.2% of the products it required that year (Cyprus Statistical Service, 2024).

Unlike the total demand of the economy, which is often hard to calculate, import statistics can provide information about the demand for goods. The assumption is that as the areas under the control of the government of the RoC import certain products, some of those products could be substituted with Turkish Cypriot products that can be traded across the Green Line.

Thus, there are opportunities to expand GLT in products that are already imported in the areas under the control of the RoC. Despite challenges that arise from trading across the Green Line, there are possible competitive advantages for some Turkish Cypriot products vis-a-vis imports to the RoC:

- The cost of transportation across the Green Line can be lower than the cost of shipping a good to Cyprus
- The time to bring an item across the Green Line can be less than the time to have an item shipped and then released from port
- There might also be a possible price advantage vis-à-vis imports, especially due to the devaluation of the Turkish Lira relative to the Euro

In section A, the report identifies the key sectors for which there are opportunities for further GLT, through the analysis of imports to the areas under effective control of the RoC.

The data about imports of the RoC are juxtaposed by data on the Turkish Cypriot community. Data used for the Turkish Cypriot community include sales of goods outside the island, as well as research undertaken by the World Bank on competitiveness of Turkish Cypriot goods (World Bank Group, 2022).

In section B, there is an analysis based on Turkish Cypriot product sales outside Cyprus, and for which there is research by the World Bank (World Bank Group, 2022).

### Methodology

This report will identify products which the RoC imports, by analysing customs data, using the taxonomy of the European Union (known as TARIC codes). TARIC codes are EU codes related to imports that allow the identification of an imported product and its main characteristics. The methodology used in this report categorises by TARIC codes the RoC imports for which there is available data. The resulting data is subsequently filtered based on the eligibility of an equivalent Turkish Cypriot product to cross the Green Line based on the Green Line

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<sup>2</sup> This report will be focusing on products due to the nature of the available dataset. Some services will be subject to the second market intelligence report.

Regulation<sup>3</sup>. The end result is a list of imported products that could be replaced by Turkish Cypriot products, if the Turkish Cypriot community has the capacity to produce them above their domestic demand.

The advantage of using this dataset is that it focuses on imports of the RoC. This allows for an identification of sectors where Turkish Cypriot products could compete and replace imports, minimising Greek Cypriot producer concerns about Green Line Trade.

After the general overview, section A of the report focuses on key sectors where Turkish Cypriot products might have a competitive advantage over imports through GLT. Section B will undertake further analysis based on known information about Turkish Cypriot products.

This analysis will lead to a list of products where Turkish Cypriot producers might have a competitive advantage vis-à-vis imports. However, there are limitations to the data and to the research methodology.

### Limitations of the research

The report aims to use data to inform policy in terms of which products could be promoted for GLT. However, there are limitations to this research.

The first limitation is that imports are an imperfect substitute to understanding the total demand of the RoC for a good. As there is no data on the total demand per good, imports make a very good proxy, especially as Turkish Cypriot goods traded across the Green Line might have a competitive advantage over some imports.

The second limitation is that even if there is a lot of demand for imported products, and where such products could be supplied across the Green Line, this does not immediately entail that such products are produced in the Turkish Cypriot community in a way that is compliant with EU standards and regulations for health and safety. Indeed, the European Commission is undertaking a range of initiatives to ensure that Turkish Cypriot production is at the appropriate level of compliance with EU safety and product rules. However, the aim of this report is to identify new possible sectors for GLT, in order to potentially expand support of the Turkish Cypriot community on compliance with EU standards in potentially new products.

The third limitation is the dearth of data on the production capacity of the Turkish Cypriot business community. Indeed, the efforts of the European Commission to work with stakeholders provided an initial understanding of the productive capacity of the Turkish Cypriot community, but more research is needed to ensure clarity on what is probable and what is possible in terms of increasing GLT.

### What are TARIC codes?

TARIC codes are the integrated tariff nomenclature of the European Union. The detailed and multi layered taxonomy allows the European Union and its member states to classify imported and exported goods. The TARIC system aims to ensure uniform application of customs duties, trade measures and regulations across all EU member states (European Commission, 2025). A TARIC code typically has ten-digits, with the first 6 digits being based on the harmonised

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<sup>3</sup> In the case of processed foodstuffs, in 2022 an EU pilot mechanism was launched to help improve food safety standards in the Turkish Cypriot community and enable Turkish Cypriot non-animal origin processed products for trade across the Green Line. A number of products have been agreed upon to enter into the pilot mechanism. Production facilities are inspected for compliance with hygiene standards

system code, followed by further digits that designate further important distinctions in terms of European nomenclature (including any additional policies that relate to the product).

The Customs Department of the RoC publishes yearly imports by country of origin and by TARIC code. This data thus gives a detailed list of all imports within a calendar year which is the basis of this analysis.

### How are the key industries identified?

The key industries were identified by a range of key factors:

i) By value of import trade

The data enables us to identify the largest products by volume imported in the RoC, classified by TARIC code, that could potentially be replaced by Turkish Cypriot products that can be traded across the Green Line.

The data for the RoC trade for 2023 was made available to the research team. The research team undertook to categorise imports based on their TARIC codes. Then an assessment was made to see if the goods as classified by TARIC codes could be replaced by goods that can cross through GLT.

To do so we provided an assessment for each TARIC code product on whether it could cross the Green Line<sup>4</sup>. This analysis divided all the TARIC code products into three categories:

YES- a similar product could cross the Green Line

NO – a similar product could not cross the Green Line

Maybe – there is not enough information to allow us to provide a definitive yes or no answer

This allowed the research team to categorise products based on whether they could cross the Green Line under current conditions<sup>5</sup>.

It was not always possible to provide a clear answer on whether a product could cross the Green Line. Some TARIC codes do not make distinctions that allow the products to be categorised in terms of the Green Line Regulation. For example, TARIC code 03044500 - “Fresh or chilled swordfish” provides a challenge, as the GLR will only allow locally caught fish to be traded within 24 hours of the catch. Nevertheless, most TARIC categories were clear. In this particular case, since the research team was not able to ensure that TARIC code 03044500 contained just products that could cross the Green Line, the classification was classified as “Maybe”.

The research team also tried to match goods that were imported in the RoC with goods that were traded in the past three years across the Green Line. However, it is not always possible to match products imported by the RoC with products that are sold through GLT as the

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<sup>4</sup> There are restrictions on what type of goods can cross the Green Line. With the exception of honey and fish no other animal products can currently cross the Green Line. The Green Line Regulation does not restrict trade of processed food of non-animal origin. The EU is working with the Republic of Cyprus authorities to support trading of processed food items to ensure food safety and hygiene standards are met. Currently these are the processed food items that can be traded across the Line after receiving approval from the EU experts.

<sup>5</sup> It is important to note that even goods that are not restricted from being traded across the Green Line, they may not be able to cross due to complex regulatory requirements to enter the EU single market. This is an additional challenge that adds insecurity and therefore may disincentivise traders.

categorizations do not always match. The research team thus identified if there was GL trade in the period 2020-2023 or provided an answer of “N/A” when it was not clear.

There is no clear way to identify the production capacity of the Turkish Cypriot producers. In order to evaluate capacity, in Section B we analyse the list of Turkish Cypriot product sales outside Cyprus for 2023. Although Turkish Cypriot producers might produce more products for the internal market, the presence of sales outside Cyprus indicates that there might be excess capacity in order for Turkish Cypriot producers to be willing to sell their products abroad. This can mean that capacity exists to undertake further Green Line trade.

However, it is not always possible to match products imported by the RoC with products that are sold by the Turkish Cypriot producers outside Cyprus, mainly due to the difference in how such products are categorized in their respective statistical data.

ii) Focus on special industries

The categorisation described allowed the research team to look at particular categories of goods and identify major imports in particular categories of interest. Some of these categories include construction materials and medical disposable goods.

## Section A: Key Sectors based on imports of the RoC

### Overview

Although Green Line trade has increased from €6.1mln in 2021 to €16mln in 2023, it is still just 0.12% of the imports of the areas under control of the RoC (European Union, 2024). Thus, there is potential to grow existing GLT.

In this section, the research follows the methodology described to identify key sectors for possible growth of GLT. This sector will focus exclusively on 2023 import data of the RoC and identify if there has been GL trade of some of the products.

As discussed in the methodology, import data of the Republic of Cyprus was first classified under TARIC codes and then classified on whether a similar product could cross the Green Line under current regulations and conditions. Where the TARIC classification was not clear, a smaller category of “unclear” was created. The total TARIC codes by category identified are shown in Table 1.

**Table 1: Categories of TARIC codes that can be traded through the GL based on 2023 import data of the RoC**

Category	Number of TARIC Codes	Import value
Can be traded across the Green Line	5,582	€ 10,620,290,203
Can not be traded across the Green Line	1,478	€ 1,562,799,284
Further Clarification required for assessment	189	€ 765,806,902
Total	7,249	€ 12,948,896,389

The 5,582 TARIC codes of products that could cross the Green Line were then further classified in types of products to allow for identification of the key industries for which there could be GLT potential.

### Out of 5,582 TARIC codes that can cross the GLT, what products does the RoC currently import the most?

Appendix 1 identifies the highest imports of the RoC by value from the 5,582 products that can cross the GLT. Some of these products are already traded across the Green Line, as indicated by Green Line Regulation data (European Union, 2024). The analysis shows that the largest imports of the Republic of Cyprus that satisfy the filters described in the methodology fall under the following five broad categories:

- Construction materials, especially metal, paving, plastic and wood products
- Food and food for animals, especially raw materials for further transformation such as grain
- Clothing and footwear
- Furniture and house items
- Medical consumables, beauty and cleaning products

Through the process of filtering, the 100 most imported products by volume represent 11.8% of the total imports of the RoC (comprising of €1,5 bn). Out of the list of 100 products, which is presented in appendix 1 the research team highlighted the 25 products that might be most interesting for Turkish Cypriot producers.

For these 25 products, Turkish Cypriot products could compete and replace the very high value of imports, subject to being able to achieve compliance with EU health and safety standards.

**Table 2: Selected goods of high value imports of the RoC of products that could be eligible for GLT, 2023**

<b>TARIC Code</b>	<b>Description of Goods</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
69072100	Ceramic flags and paving, hearth or wall tiles, of a water absorption coefficient by weight $\leq 0,5$ % (excl. refractory, mosaic cubes and finishing ceramics)	€ 51,123,874	Yes
10039000	Barley (excl. seed for sowing)	€ 48,063,648	No
39269097	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.	€ 31,406,195	N/A
9012100	Roasted coffee (excl. decaffeinated)	€ 26,740,713	No
94036090	Wooden furniture (excl. for offices or shops, kitchens, dining rooms, living rooms and bedrooms, and seats)	€ 25,371,229	Yes
34025090	Washing preparations, incl. auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and surface-active preparations, and products and preparations for washing the skin in the form of liquid or cream)	€ 24,850,490	Yes
33059000	Preparations for use on the hair (excl. shampoos, preparations for permanent waving or straightening and hair lacquers)	€ 18,832,441	No
94036010	Wooden furniture for dining rooms and living rooms (excl. seats)	€ 17,442,725	Yes
94032080	Metal furniture (excl. for offices, medical, surgical, dental or veterinary furniture, beds and seats)	€ 15,353,695	Yes
10019900	Wheat and meslin (excl. seed for sowing, and durum wheat)	€ 14,763,065	N/A
90183900	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary sciences (excl. syringes, tubular metal needles and needles for sutures)	€ 14,673,180	No
44101130	Particle board of wood, whether or not agglomerated with resins or other organic binding substances, surface-covered with melamine-impregnated paper (excl. oriented strand board and waferboard, fibreboard and cellular wood panels)	€ 14,458,856	N/A
39211100	Plates, sheets, film, foil and strip, of cellular polymers of styrene, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, floor, wall and ceiling coverings of heading 3918 and sterile surgical or dental adhesion barriers of subheading 3006.10.30)	€ 14,067,536	No
34029090	Washing preparations, incl. auxiliary washing preparations and cleaning preparations (excl. those put up for retail sale, organic surface-active agents, soap and surface-active preparations and products and preparations for washing the skin in the form of liquid or cream)	€ 13,863,851	Yes

48030090	Toilet or facial tissue stock, towel or napkin stock and similar paper for household or sanitary purposes, whether or not creped, crinkled, embossed, perforated, surface-coloured, surface-decorated or printed, in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state (excl. cellulose wadding, creped paper and webs of cellulose fibres 'tissues')	€ 13,605,721	N/A
48115900	Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or covered with artificial resins or plastics, in rolls or in square or rectangular sheets, of any size (excl. bleached and weighing > 150 g/m², and adhesives)	€ 13,506,254	N/A
39241000	Tableware and kitchenware, of plastics	€ 13,389,242	Yes
68022100	Marble, travertine and alabaster articles thereof, simply cut or sawn, with a flat or even surface (excl. with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface, tiles, cubes and similar articles of subheading 6802,10, setts, curbstones and flagstones)	€ 12,943,354	Yes
33030010	Perfumes (excl. aftershave lotions and personal deodorants)	€ 12,652,947	N/A
73089051	Panels comprising two walls of profiled 'ribbed' sheet, of iron or steel, with an insulating core	€ 12,649,518	N/A
32091000	Paints and varnishes, incl. enamels and lacquers, based on acrylic or vinyl polymers, dispersed or dissolved in an aqueous medium	€ 12,605,682	Yes
94035000	Wooden furniture for bedrooms (excl. seats)	€ 12,132,504	Yes
90213990	Artificial parts of the body (excl. artificial teeth and dental fittings, artificial joints and ocular prostheses)	€ 11,748,430	No
39249000	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths, washbasins, bidets, lavatory pans, seats and covers, flushing cisterns and similar sanitary ware)	€ 10,760,498	N/A
8081080	Fresh apples (excl. cider apples, in bulk, from 16 September to 15 December)	€ 9,371,472	N/A
<b>Total imports 2023</b>		<b>€ 466,377,120</b>	

In most of these goods, there is a substantial price advantage in retail prices between the Turkish Cypriot products and imported products to the RoC in 2023. It is notable, however, that some of these products in table 2 require substantially more compliance to EU standards on quality and safety as they relate directly to construction safety and consumer protection.

Existing GLT data cannot be mapped directly to the categories shown, as data published is summarised using a different taxonomy. However, data from 2023 indicate that some of the existing GLT products are within these categories presented in Table 2.

Hence, there is value in supporting Turkish Cypriot producers of these products to ensure that the material produced locally is up to EU standards on quality and safety. This is especially true for construction materials. The RoC imports a large volume of construction materials such as metals of all types, plastic and plastic tubing, and electric wire and wood and or plaster boards. If Turkish Cypriot products can satisfy the EU Standards for such construction products, they could compete and replace current RoC imports. Turkish Cypriot producers will need to ensure their production capacity can provide for the significant construction boom within the Turkish Cypriot community as well as providing more sales through GLT.

### Focus on special industries: Key RoC imports in the construction material sector

In 2022, about 40% of existing GLT was in construction materials<sup>6</sup>, including in higher value-added, processed construction goods. Most notably, we have seen a rise in traded construction goods, such as prefabricated buildings, as well as metal fittings, doors and windows. Thus, there is a need to focus on analysing the construction sector, to identify which materials are imported in large volumes by the RoC and could be of interest to Turkish Cypriot producers of such materials. The research team grouped together similar type of construction products that could be targets for an increase of GLT.

The potential in increasing GLT in the construction materials sector is particularly significant for a range of factors. Such material is often heavy and thus the cost of freight and transportation, especially for low quantities (i.e. specialised materials and/or colours) can be substantial. In addition, GLT has a speed advantage over RoC imports, which require shipping. Turkish Cypriot producers create many types of construction materials, satisfying the demand of the Turkish Cypriot community. The Turkish Cypriot producers have a comparative advantage of being able to deliver the product to the RoC much faster compared to the time it takes for an imported product to arrive there from outside the island. Thus, the report places an emphasis on key construction material products that could be of interest to Turkish Cypriot producers due to the above inherent competitive advantages of GLT over imports to the RoC.

There is a potential comparative advantage of existing Turkish Cypriot producers of construction materials due to the geographical proximity making the delivery of their products speedier and less costly. Turkish Cypriot producers can also produce specialised orders at substantially smaller volumes given the distances involved.

### Specialised cement products

Table 3 indicates the imports of the RoC of specialised cement related materials. Although currently not all cement products are eligible for GLT, there is a potential for specialised cement that has an increased value-added if it is produced domestically. In particular, there is

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<sup>6</sup> There were restrictions places in some construction materials crossing the Green Line in 2023 and thus 2022 was used as a reference year.

a large demand that is partially satisfied by imports, for cement boards. Cement boards are used as cheaper alternatives to brick and mortar. Such products can be of use to the RoC construction industry and have a lower cost of entry in terms of production.

**Table 3: Imports of the RoC of specialised cement, plaster and similar products used in construction**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
<b>Specialised cement related products</b>			
White portland cement, whether or not artificially coloured	25232100	€ 2,322,986	N/A
Non-refractory surfacing preparations for facades, inside walls, floors, ceilings and the like	32149000	€ 6,332,418	N/A
Refractory cements, mortars, concretes and similar compositions (excl. dolomite ramming mix and preparations based on graphite or other carbonaceous substances)	38160090	€ 1,060,389	N/A
Prepared additives for cements, mortars or concretes	38244000	€ 8,224,578	N/A
Boards, sheets, panels, tiles and similar articles, of plaster or compositions based on plaster, faced or reinforced with paper or paperboard only (excl. ornamented and with plaster agglomerated articles for heat-insulation, sound-insulation or sound absorption)	68091100	€ 9,399,578	N/A
Tiles, flagstones, bricks and similar articles, of cement, concrete or artificial stone (excl. building blocks and bricks)	68101900	€ 2,517,752	Yes
<b>Total</b>		<b>€29,857,701</b>	

#### Tubes and piping (plastic)

Another potential growth industry for GLT is plastic products as shown in table 4. There is some Green Line trade in this sector already, but there is potential especially in providing fittings for the large number of plumbers in the construction industry of the RoC, who operate as independent contractors and are not beholden to a particular material provider. However, there needs to be an understanding that some of these products might require compliance with a range of important safety standards, including but not limited to the Construction Products Regulation (EU) No 305/2011, the Low Voltage Directive (EU) No.25/2014, and REACH Regulation (EC) No 1907/2006<sup>7</sup>.

**Table 4: Imports of the RoC plastic products used in the construction industry**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
<b>Tubes and piping (plastic)</b>			
Flexible tubes, pipes and hoses, of plastics, burst pressure $\geq 27,6$ mpa	39173100	€ 1,024,978	Yes

<sup>7</sup> The EU OSS legal repository has an extensive explanation of the regulatory environment for some key construction materials, as for example for paints <https://www.eu-oss.com/resources/legal-repository/paints/>

Flexible tubes, pipes and hoses of plastics, not reinforced or otherwise combined with other materials, without fittings	39173200	€ 3,014,292	N/A
Flexible tubes, pipes and hoses, of plastics, reinforced or otherwise combined with other materials (excl. those with a burst pressure of $\geq 27,6$ mpa)	39173900	€ 3,641,895	N/A
Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses	39174000	€ 7,315,560	N/A
<b>Total</b>		<b>€14,996,725</b>	

#### Floor coverings

There is also potential in the provision of floor coverings, as there is substantial import in the RoC of such materials.

**Table 5: Imports of the RoC floor coverings used in the construction industry**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
<b>Floor coverings</b>			
Floor coverings, whether or not self-adhesive, in rolls or in the form of tiles, and wall or ceiling coverings 'in rolls with a width of $\geq 45$ cm, consisting of a layer of plastics fixed permanently on a backing of any material other than paper, the face side of which is grained, embossed, coloured, design-printed or otherwise decorated', on a support impregnated, coated or covered with poly'vinyl chloride'	39181010	€ 1,725,866	N/A
Floor coverings of polymers of vinyl chloride, whether or not self-adhesive, in rolls or in the form of tiles (excl. those on a backing coated, impregnated or covered with poly'vinyl chloride')	39181090	€ 1,190,340	N/A
Floor coverings of plastics, whether or not self-adhesive, in rolls or in the form of tiles, and wall or ceiling coverings in rolls with a width of $\geq 45$ cm, consisting of a layer of plastics fixed permanently on a backing of any material other than paper, the face side of which is grained, embossed, coloured, design-printed or otherwise decorated (excl. coverings of polymers of vinyl chloride)	39189000	€ 1,679,700	N/A
Flooring panels, multilayer, assembled, of wood other than bamboo (excl. for mosaic floors)	44187500	€ 2,693,993	N/A
<b>Total</b>		<b>€ 7,289,899</b>	

#### Chemicals used in construction

There is potential for Turkish Cypriot chemicals used in construction to substitute imported chemicals. In the case of paints in particular, the potential is clear. Similarly to the case of plumbing, there is a large range of independent contractors who are flexible as to where they receive their products in order to provide their services.

Although not all material presented in Table 6 below can currently be provided by domestic Turkish Cypriot producers, the ability to grow what is traded across the Green Line, so long as the chemical products produced are in line with EU regulations, is high. Chemicals for the construction industry produced by Turkish Cypriot producers have potential to be traded in greater quantities across the Green Line. By cross referencing the list of Turkish Cypriot external sales (outside Cyprus) one can identify sales of solvents and paints. Thus, it is recommended that the Turkish Cypriot producers of such materials be supported to ensure compliance with the EU acquis and thus expand their sales across the Green Line.

**Table 6: Imports of the RoC of chemicals used in the construction industry**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT in 2023?</b>
<b>Chemical construction related products</b>			
Builders' ware for the manufacture of flooring, walls, partition walls, ceilings, roofing, etc. guttering and accessories, banisters, fences and the like, fitted shelving for shops, factories, warehouses, storerooms, etc., architectural ornaments such as fluting, vaulting and friezes, of plastics, n.e.s.	39259080	€ 4,162,948	N/A
Articles of asphalt or of similar materials, e.g. petroleum bitumen or coal tar pitch, in rolls	68071000	€ 6,530,624	N/A
Paints and varnishes, incl. enamels and lacquers, based on polyesters, dispersed or dissolved in a non-aqueous medium	32081090	€ 2,224,160	Yes
Solutions based on acrylic or vinyl polymers in volatile organic solvents, containing > 50% solvent by weight	32082010	€ 181,588	N/A
Paints and varnishes, incl. enamels and lacquers, based on acrylic or vinyl polymers, dispersed or dissolved in a non-aqueous medium	32082090	€ 2,437,894	Yes
Polyurethane of 2,2'-tert-butylimino'diethanol and 4,4'-methylenedicyclohexyl diisocyanate, in the form of a solution in n,n-dimethylacetamide, containing by weight >= 48%, but < 50% of polymer	32089011	€ 106,597	N/A
Solutions of products of headings 3901 to 3913 in volatile organic solvents, containing > 50% solvent by weight (excl. polyesters, acrylic or vinyl polymers and collodion, and polyurethane of 2,2'-tert-butylimino'diethanol and 4,4'-methylenedicyclohexyl diisocyanate and copolymer of p-cresol and divinylbenzene, both in the form of a solution in n,n-dimethylacetamide, containing by weight >= 48% of polymer)	32089019	€ 321,256	N/A
Paints and varnishes, incl. enamels and lacquers, based on synthetic polymers, dispersed or dissolved in a non-aqueous medium (excl. those based on polyesters and acrylic or vinyl polymers)	32089091	€ 4,993,124	Yes
Paints and varnishes, incl. enamels and lacquers, based on chemically modified natural polymers, dispersed or dissolved in a non-aqueous medium	32089099	€ 841,017	N/A
Paints and varnishes, incl. enamels and lacquers, based on acrylic or vinyl polymers, dispersed or dissolved in an aqueous medium	32091000	€12,605,682	N/A

Paints and varnishes, incl. enamels and lacquers, based on synthetic or chemically modified natural polymers, dispersed or dissolved in an aqueous medium (excl. those based on acrylic or vinyl polymers)	32099000	€ 4,450,127	N/A
Oil paints and varnishes, incl. enamels and lacquers	32100010	€ 71,295	Yes
Paints and varnishes, incl. enamels, lacquers and distempers (excl. those based on synthetic polymers or chemically modified natural polymers that are dispersed or dissolved in a medium, and oil paints and varnishes) prepared water pigments of a kind used for finishing leather	32100090	€ 132,970	N/A
<b>Total</b>		<b>€39,059,282</b>	

### Marble and stone

There is already a substantial trade in marble and stone across the Green Line. European Commission data indicated that GLT in marbles and granite in 2023 was €1,320,145, constituting 8% of Green Line trade (European Union, 2024). The nature and weight of the material allows for a greater increase of Green Line trade so long as Turkish Cypriot producers follow the EU standards on marble and stone.

**Table 7: Imports of the RoC of marble and stone used in the construction industry**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
<b>Marble and Stone</b>			
Marble, travertine and alabaster articles thereof, simply cut or sawn, with a flat or even surface (excl. with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface, tiles, cubes and similar articles)	68022100	€12,943,354	Yes
Monumental or building stone and articles thereof, simply cut or sawn, with a flat or even surface (excl. marble, travertine, alabaster, granite and slate, those with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface, tiles, cubes and similar articles)	68022900	€ 1,614,293	Yes
Marble, travertine and alabaster, in any form (excl. tiles, cubes and similar articles)	68029100	€ 6,606,275	N/A
Granite, in any form, polished, decorated or otherwise worked, but not carved, of a net weight of $\geq 10$ kg	68029310	€ 1,070,891	N/A
<b>Total</b>		<b>€14,996,725</b>	

### Aluminium for construction

Table 8 indicates a substantial trade in aluminium, especially in terms of profiles and aluminium windows. This trade has a potential for Green Line trade and is positive for the Turkish Cypriot producers as it is a higher value-added product in construction materials. GLT of aluminium products for the use in the construction industry has already reached €704,337 in 2023 (European Union, 2024); the import data of the RoC indicate that there is great potential to expand this trade.

However, in order for the trade to expand from its current level, some issues need to be solved:

- Copyright issues regarding aluminium profiles to be resolved through the purchase of such copyrights from EU member states
- Compliance to EU standards to be addressed in a holistic way across the Turkish Cypriot industry of aluminium processing

The key insight is that aluminium product used in construction the key industries where GLT can be expanded. Through its expansion it can also create additional services provided by Turkish Cypriot providers, such as their repair and maintenance.

**Table 8: Imports of the RoC of aluminium used in the construction industry**

<b>Aluminium</b>	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
Profiles of non-alloy aluminium, n.e.s.	76041090	€ 2,267,536	Yes
Hollow profiles of aluminium alloys, n.e.s.	76042100	€ 9,279,945	Yes
Solid profiles, of aluminium alloys, n.e.s.	76042990	€ 8,627,306	Yes
Aluminium composite panel, of aluminium alloys, of a thickness of > 0,2 mm	76061230	€ 2,161,632	Yes
Plates, sheets and strip, of aluminium alloys, of a thickness of > 0,2 mm (other than square or rectangular)	76069200	€ 1,006,103	Yes
Structures and parts of structures, of aluminium, n.e.s., and plates, rods, profiles, tubes and the like, prepared for use in structures, of aluminium, n.e.s. (excl. prefabricated buildings of heading 9406, doors and windows and their frames and thresholds for doors, bridges and bridge-sections, towers and lattice masts)	76109090	€ 6,199,243	Yes
	<b>Total</b>	<b>€29,541,765</b>	

#### Doors, windows and glass (including integrated glass units)

Part of the growth of GLT in 2023 was in the increase of sales of integrated glass units, windows and doors, with GLT in this category reaching €735,010 (European Union, 2024). However, the same obstacles as mentioned for aluminium apply here as well.

The key insight is that if the current challenges to GLT of doors, windows and glass trade can be overcome, there is a large potential of Turkish Cypriot producers being able to replace part of the RoC import of products of over €8.4 million a year.

**Table 9: Imports of the RoC of doors and windows, of different materials**

<b>Doors and windows</b>	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
Doors, windows and their frames and thresholds for doors, of plastics	39252000	€ 1,613,540	Yes
Doors and their frames and thresholds, of wood (excl. of tropical wood or coniferous wood)	44182980	€ 2,305,418	N/A
Doors, windows and their frames and thresholds for door, of aluminium (excl. door furniture)	76101000	€ 4,569,524	Yes
	<b>Total</b>	<b>€8,488,482</b>	

The import data of the RoC also indicate the large potential for the increase of GLT in glass, especially laminated safety glass. Turkish Cypriot producers are producing laminated safety glass, and by replacing imports they can expand their GLT. However, they are currently facing challenges regarding trading glass construction products across the Green Line. Restrictions on the trade of the products of some Turkish Cypriot glass producers are in place due to lack of compliance with technical standards.

The key insight is that the potential for glass is even more encouraging if restrictions imposed are resolved and lifted. The Turkish Cypriot producers of glass are well placed to serve the market and have an immediate impact on the growth of GLT.

**Table 10: Imports of the RoC of different type of glass**

<b>Glass</b>	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
Float glass and surface ground or polished glass, in sheets, having an absorbent or reflecting layer, but not otherwise worked, of a thickness of > 4,5 mm (excl. wired glass)	70051080	€ 2,881,877	No
Float glass and surface ground and polished glass, in sheets, but not otherwise worked, of a thickness of > 3,5 mm but ≤ 4,5 mm (excl. wired glass or glass coloured throughout the mass 'body tinted', opacified, flashed or merely surface ground, or glass having an absorbent, reflecting or non-reflecting layer)	70052935	€ 1,377,980	No
Laminated safety glass of size and shape suitable for incorporation in motor vehicles (excl. multiple-walled insulating units)	70072120	€ 1,198,503	Yes
Laminated safety glass (excl. glass of size and shape suitable for incorporation in motor vehicles, aircraft, spacecraft, vessels or other vehicles, multiple-walled insulating units)	70072900	€ 7,231,114	Yes
Articles of glass, n.e.s.	70200080	€ 1,341,765	N/A
<b>Total</b>		<b>€14,031,239</b>	

#### Ceramic products used in construction

Finally, in terms of construction products, there is a great potential in increasing the ability of ceramic products, such as bricks and flagstones used for construction. This is an industry whose volumes in terms of imports are very high, and the product weight can make GLT competitive vis-a-vis imports in terms of transport costs.

**Table 11: Imports of the RoC of different type of ceramic products for construction**

<b>Ceramics</b>	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
Roofing and wall slates, worked	68030010	€ 1,133,800	N/A

Roofing tiles	6905100 0	€ 3,829,533	N/A
Ceramic flags and paving, hearth or wall tiles, of a water absorption coefficient by weight <= 0,5 % (excl. refractory, mosaic cubes and finishing ceramics)	6907210 0	€51,123,874	Yes
Ceramic flags and paving, hearth or wall tiles, of a water absorption coefficient by weight > 0,5 % but <= 10 % (excl. refractory, mosaic cubes and finishing ceramics)	6907220 0	€ 1,331,269	Yes
Ceramic flags and paving, hearth or wall tiles, of a water absorption coefficient by weight > 10 % (excl. refractory, mosaic cubes and finishing ceramics)	6907230 0	€ 4,759,175	Yes
Finishing ceramics (excl. refractory)	6907400 0	€ 6,746,293	N/A
<b>Total</b>		<b>€68,923,944</b>	

### Analysis of the potential for more GLT in the construction materials sector

By analysing the data of the RoC imports and aligning them with existing GLT trade, it is clear that there is potential for more GLT in the construction materials sector. In the categories identified above, the RoC imported €277,185,762 of goods. For most of these categories, there is Turkish Cypriot producers. They can have a competitive advantage vis-à-vis imports. They are closer, being able to respond in a more agile way, and have lower transport costs than imports due to weight of some of these materials. Thus, increasing GLT in the construction materials sector, with a target of displacing current imports is an achievable goal.

In order to achieve this however, there are the following necessary but not sufficient conditions that need to be met:

- Compliance with EU standards. The Turkish Cypriot producers must ensure compliance to all EU safety and health standards.
- Production of construction material products needs to be sufficient to serve the increasing demand by both communities. The increasing demand of the Turkish Cypriots for such products might not enable Turkish Cypriot producers to expand GLT sales. Although production capability that can satisfy the increasing demand of both communities exists in some industries such as glass, smaller producers might struggle to satisfy larger orders that might arise from increasing GLT sales.

The following conditions will support a faster expansion of GLT trade in the construction material market:

- Turkish Cypriot construction materials to remain competitive in price. Turkish Cypriot products are facing barriers in the RoC market that are in part psychological barriers and due to the fact that their products are unknown. The increase of GLT in construction material was due to the price advantage of Turkish Cypriot producers, vis-à-vis imports. This price advantage, if maintained, will enable increases in GLT sales.
- Cooperation with large companies that supply construction material products to many small constructors and subcontractors. The construction sector of the Greek Cypriot

community is dominated by a very large number of small firms or self-employed persons that either work as constructors or as sub-contractors for larger companies. Collectively their demand can be quite significant, and they source their construction material from specialised stores but also through the major RoC DIY outlets. Cooperation to ensure Turkish Cypriot products are available in such stores, perhaps under their own brand, could open the way for a reliable GLT demand for Turkish Cypriot construction material products.

### Medical consumables

The RoC has dramatically increased its expenditure in healthcare through the introduction of the General Health System (GESY). As a result, there is increased demand for access to medical consumables. In addition, there are also demographic push-factors that ensure that this demand for medical consumables will continue to increase.

Although regulations related to health products can be challenging, the demand for medical consumables can be one that could be potentially served by Turkish Cypriot producers. The largest purchaser of medical consumables is still the RoC Ministry of Health through its Purchasing and Supply Directorate, though other companies are also active in this market space, both as supplying the Directorate or through supplying the growing private market.

In addition to the hospitals that are under central procurement of the Ministry of Health, there are currently 78 licenced private hospitals, with a further 12 requesting to be licensed (Ministry of Health, 2025). Thus, there is a large market for medical consumables for Turkish Cypriot producers to explore, in collaboration with Greek Cypriot procurement agents. However, such products will need to ensure that they comply with EU standards such as relevant parts of the Medical Device Regulation (EU) 745/2017. It is also likely that customers might require additional voluntary quality standards to be met for these products.

**Table 12: Imports of the RoC of different type of medical consumables**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
<b>Medical consumables</b>			
Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary sciences (excl. syringes, tubular metal needles and needles for sutures)	90183900	€ 14,673,180	N/A
Adhesive dressings and other articles having an adhesive layer, impregnated or covered with pharmaceutical substances or put up for retail sale for medical, surgical, dental or veterinary purposes	30051000	€ 2,936,950	N/A
Sterile suture materials, incl. sterile absorbable surgical or dental yarns (excl. catgut) sterile tissue adhesives for surgical wound closure sterile laminaria and sterile laminaria tents sterile absorbable surgical or dental haemostatics	30061090	€ 1,880,889	N/A

Syringes of plastics, with or without needles, used in medical, surgical, dental or veterinary sciences	90183110	€ 1,194,213	N/A
Gauze and articles of gauze, impregnated or covered with pharmaceutical substances or put up for retail sale for medical, surgical, dental or veterinary purposes	30059031	€ 1,021,565	N/A
Splints and other fracture appliances	90211090	€ 992,177	N/A
<b>Total</b>		<b>€22,698,974</b>	

### Paper goods and cardboard

Another potential for the expansion of GLT is in the sector of paper and cardboard products. Cardboard used as a food contact material has been introduced in 2023 as a product that can be traded across the Green Line. GLT in the general category of paper and paperboard was €224,554 in 2023.

There is substantial import of generic and specialised goods of paper and cardboard, making it a significant import by the RoC. A sample of what could be of interest to Turkish Cypriot producers of paper and cardboard products is provided below.

**Table 13: Imports of the RoC of paper goods and cardboard (sample)**

	<b>TARIC code</b>	<b>Value of imports in 2023</b>	<b>Was there GLT?</b>
<b>Paper and Cardboard</b>			
Creped paper for household or sanitary purposes and webs of cellulose fibres 'tissues', in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state, weighing ≤ 25 g/m <sup>2</sup> per ply	48030031	€3,956,217	N/A
Creped paper for household or sanitary purposes and webs of cellulose fibres 'tissues', in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state, weighing > 25 g/m <sup>2</sup> per ply	48030039	€ 262,366	N/A
Toilet or facial tissue stock, towel or napkin stock and similar paper for household or sanitary purposes, whether or not creped, crinkled, embossed, perforated, surface-coloured, surface-decorated or printed, in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state (excl. cellulose wadding, creped paper and webs of cellulose fibres 'tissues')	48030090	€13,605,721	N/A
Paper and paperboard made from recovered paper, uncoated, in rolls of a width > 36 cm or in square or rectangular sheets with one side >	48059320	€ 284,044	N/A

36 cm and the other side > 15 cm in the unfolded state, weighing $\geq 225 \text{ g/m}^2$ , n.e.s.			
Paper and paperboard, uncoated, in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state, weighing $\geq 225 \text{ g/m}^2$ , n.e.s.	48059380	€ 107,567	N/A
Composite paper and paperboard made from recovered paper, whether or not covered with paper, not surface-coated or impregnated, whether or not internally reinforced, in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state (excl. that laminated internally with bitumen, tar or asphalt)	48070030	€ 299,618	N/A
Corrugated paper and paperboard 'with or without glued flat surface sheets', whether or not perforated, in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state	48081000	€ 227,974	
Multi-ply paper and paperboard, each layer bleached, coated on one or both sides with kaolin or other inorganic substances, in rolls or in square or rectangular sheets, of any size (excl. that for writing, printing or other graphic purposes, kraft paper and paperboard)	48109210	€ 2,552,193	
Multi-ply paper and paperboard, with only one outer layer bleached, coated on one or both sides with kaolin or other inorganic substances, in rolls or in square or rectangular sheets, of any size (excl. that for writing, printing or other graphic purposes, kraft paper and paperboard)	48109230	€ 880,118	
Multi-ply paper and paperboard, coated on one or both sides with kaolin or other inorganic substances, in rolls or in square or rectangular sheets, of any size (excl. multi-ply paper and paperboard with each layer bleached, with one bleached outer layer only, paper and paperboard for writing, printing or other graphic purposes, kraft paper and paperboard)	48109290	€ 1,783,592	
Paper and paperboard, coated on one or both sides with inorganic substances, in rolls or in square or rectangular sheets, of any size (excl. bleached paper and paperboard coated with kaolin, paper or paperboard for writing, printing or other graphic purposes, kraft paper and paperboard, multi-ply paper and paperboard, and with no other coating)	48109980	€ 328,759	
Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or covered with artificial resins or plastics, in rolls or in square or rectangular	48115100	€ 1,024,303	

sheets, of any size, bleached and weighing > 150 g/m <sup>2</sup> (excl. adhesives)			
Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or covered with artificial resins or plastics, in rolls or in square or rectangular sheets, of any size (excl. bleached and weighing > 150 g/m <sup>2</sup> , and adhesives)	48115900	€13,506,254	
Paper and paperboard, coated, impregnated or covered with wax, paraffin wax, stearin, oil or glycerol, in rolls or in square or rectangular sheets, of any size (excl. goods of heading 4803, 4809 and 4818)	48116000	€ 131,448	N/A
Paper, paperboard, cellulose wadding and webs of soft cellulose, coated, impregnated, covered, surface-coloured, surface-decorated or printed, in rolls or in square or rectangular sheets, of any size (excl. goods of heading 4803, 4809, 4810 and 4818, and of subheading 4811.10 to 4811.60)	48119000	€ 1,532,375	N/A
Envelopes of paper or paperboard (excl. letter cards)	48171000	€ 1,077,045	N/A
Toilet paper in rolls of a width of ≤ 36 cm, weighing per ply ≤ 25 g/m <sup>2</sup>	48181010	€ 6,151,408	N/A
Toilet paper in rolls of a width of ≤ 36 cm, weighing per ply > 25 g/m <sup>2</sup>	48181090	€ 3,156,643	N/A
Handkerchiefs, cleansing or facial tissues and towels, of paper pulp, paper, cellulose wadding or webs of cellulose fibres	48182010	€ 1,812,940	N/A
Hand towels of paper pulp, paper, cellulose wadding or webs of cellulose fibres, in rolls of a width ≤ 36 cm	48182091	€ 2,899,804	N/A
Hand towels of paper pulp, paper, cellulose wadding or webs of cellulose fibres (excl. those in rolls of a width ≤ 36 cm)	48182099	€ 5,898,986	N/A
Tablecloths and serviettes of paper pulp, paper, cellulose wadding or webs of cellulose fibres	48183000	€ 2,105,041	N/A
Cartons, boxes and cases, of corrugated paper or paperboard	48191000	€ 8,159,786	N/A
Folding cartons, boxes and cases, of non-corrugated paper or paperboard	48192000	€ 4,733,389	N/A
Sacks and bags, of paper, paperboard, cellulose wadding or webs of cellulose fibres, having a base of a width of ≥ 40 cm	48193000	€ 2,502,721	N/A
Sacks and bags, incl. cones, of paper, paperboard, cellulose wadding or webs of cellulose fibres (excl. those having a base of a width of ≥ 40 cm, and record sleeves)	48194000	€ 5,232,488	N/A
Packing containers, incl. record sleeves, of paper, paperboard, cellulose wadding or webs of cellulose fibres (excl. cartons, boxes and cases, of corrugated paper or paperboard, folding cartons, boxes and cases, of	48195000	€ 380,094	N/A

uncorrugated paper or paperboard, sacks and bags)			
Trays, dishes and plates, of paper or paperboard (excl. of bamboo paper or bamboo paperboard)	48236910	€ 1,126,416	N/A
Cups and the like, of paper or paperboard (excl. of bamboo paper or bamboo paperboard, and trays, dishes and plates)	48236990	€ 4,478,401	N/A
Trays and boxes for packing eggs, of moulded paper pulp	48237010	€ 1,223,820	N/A
Paper, paperboard, cellulose wadding and webs of cellulose fibres, in strips or rolls of a width <= 36 cm, in rectangular or square sheets, of which no side > 36 cm in the unfolded state, or cut to shape other than rectangular or square, and articles of paper pulp, paper, cellulose wadding or webs of cellulose fibres, n.e.s.	48239085	€ 3,554,310	N/A
<b>Total</b>		<b>€94,975,841</b>	

The ability of Turkish Cypriot producers to satisfy demand quickly if needed in terms of food containers can provide a competitive advantage for their products vis-a-vis imports. In addition, the offering of own brand products in the main supermarket chains in the RoC would allow Turkish Cypriots producers to satisfy demand for own brand products, thus transforming their price advantage into a very positive point for the chain. In order to achieve that, however, connections must be made with the relevant potential buyers in the RoC and the standards of the European Union, especially for food contact material, must be upheld.

## Section B: Analysis of the existing Green Line trade and Turkish Cypriot Production

### Overview

The analysis in section A focused on the RoC imports, rather than what is currently being produced by the Turkish Cypriot community. In this section the goal was to produce research to overcome the dearth of data on the production capability of the Turkish Cypriot producers through a variety of sources. First, we see the penetration of GLT vis-a-vis imports to understand the potential for growth of existing goods. This is followed by an analysis of Turkish Cypriot sales outside Cyprus to find other potential new product opportunities. Finally, a previous report produced by the World Bank is juxtaposed with what can cross the Green Line for further product insights (World Bank Group, 2022).

### Comparing GLT with RoC imports

Table 14 compares the 2023 data for imports of the RoC with the GLT data. Table 14 indicates that Green Line traded prefabricated containers constitute 64% of the total imports of the RoC of this category of products, indicating a successful penetration in the market. However, that market is mainly served by domestic production of the RoC. Another notable penetration percentage is achieved by waste / scrap products, at 16% of imports of the RoC imports.

**Table 14: Comparison of the RoC imports of selected products and Green Line Trade of those products**

Product	GLT amount	Imports RoC	Ratio GLT to imports RoC
Prefabricated Containers	€ 3,790,159	€ 5,867,263	64.6%
Construction Materials	€ 3,674,888	€506,700,000	0.7%
Wooden Furniture	€ 3,010,210	€ 72,667,156	4.1%
Plastic Materials	€ 2,243,634	€272,358,617	0.8%
Fresh Fish	€ 788,074	€ 21,172,142	3.7%
Waste / Scrap products	€ 712,625	€ 4,319,887	16.5%
Mattress	€ 630,818	€ 6,309,080	10.0%
Products made of paper and cardboard	€ 198,462	€161,717,247	0.1%
Fruit and Vegetable	€ 81,510	€128,375,447	0.1%
Potato	€ 68,341	€ 1,120,852	6.1%

Table 14 confirms the focus on Turkish Cypriot construction materials as a potential growth factor for Green Line trade. Emphasis should be given to support Turkish Cypriot producers of construction materials to ensure they are compliant with EU standards and regulation. If the focus is to replace imports of the RoC, rather than compete with domestic production, there might be less political resistance to GLT by Greek Cypriot producers.

### Analysis of products sold outside Cyprus by the Turkish Cypriot community

The report also analysed Turkish Cypriot sales outside the island and identified which of these sales could be applicable for GLT. This analysis is useful as a proxy to the productive capacity of Turkish Cypriot manufacturing. The assumption is that since these products are already sold outside the island, there is capacity to produce beyond the needs of domestic consumption. It also identifies potential products that could be included in discussions about increasing the processed foods of non-animal origin that are currently traded across the Green Line.

**Table 15: Goods sold outside the island by the Turkish Cypriot community**

<b>Products for which GLT is currently possible</b>	
Artichokes	Copper and copper pipes for construction
Citrus	Cables for construction
Coffee (ground)	Compressors and air conditioning devices
Tahini / Halva	Trailers for trucks
Olives	Electric sockets
Jams	Apparel
Fruit Juice	Ceramics for construction
Paints and Varnish	Glass Bottles
Chemicals used for construction	Plastic goods, bottles and plastic for construction
Solvent and other industrial chemicals	Wooden items and Furniture
Products from cement	Cardboard boxes and paper material (including food contact material)
Aluminium products for construction	Goods made of steel
Iron products for Construction	
<b>Processed foods of non-animal origin for which GLT could be permissible</b>	
Processed carob (ground)	Water (Bottled)
Tomato paste	Beer / Wine
Mayonnaise	Other Alcohol
Drink concentrate	
<b>Other goods for which GLT could be permissible</b>	
Cement products and other related material	Tobacco (Unprocessed)
Bird Seed	Citrus Essential Oils

The list of products that the Turkish Cypriots are trading outside the island matches well with the identified sectors of Section A. It indicates that Turkish Cypriot producers of construction materials, of paper and cardboard are both supplying the domestic market and making sales outside Cyprus. Some Turkish Cypriot producers of processed foods of non-animal origin and of other goods that could be permissible for GLT are also making sales outside and have a price advantage in terms of retail price in comparison with products sold in Greek Cypriot supermarkets. For example, although most jam in the RoC is domestically produced, the RoC import data for 2023 indicate imports of jam of €3,786,994 (Cyprus Statistical Service, 2024). Turkish Cypriot producers are well placed to provide jam through B2B to the Greek Cypriot buyers.

The opening up of GLT of all processed foods of non-animal origin would be beneficial in the efforts to expand GLT sales. Processed foods of non-animal origin increase the value-added created within the Turkish Cypriot community and are less susceptible to variations of prices observed in agricultural products. Agricultural products traded across the Green Line can fluctuate in value and often receive higher values when traded abroad.

### Analysis of other reports on Turkish Cypriot production of goods

The World Bank undertook in 2022 an exercise to understand the competitive advantage of Turkish Cypriot products in relation to products produced in the RoC<sup>8</sup>. The econometric exercise compared products across the two economies to reveal their competitive advantages. The products reviewed were classified into a number of categories as summarised in table 16. It must be noted that the analysis was undertaken using 2018 data, which given price developments, might provide out of date results.

**Table 16: Summary table of possible competitive advantage of the Turkish Cypriot Products<sup>9</sup>**

Products for which there is a revealed competitive advantage	Is it GLT permissible?	Note:
Eggs	No	Taken from Figure 2.1
Wool	No	Taken from Figure 2.1
Poultry meat	No	Taken from Figure 2.1
Alcohol Products (high %)	No	Taken from Figure 2.1
Animal Organs	No	Taken from Figure 2.2
Flavoured water	No	Taken from Figure 2.2
Tobacco (Unprocessed)	Yes, but no trade currently undertaken	Taken from Figure 2.1
Cheese (Halloumi)	No until all conditions for this trade are met	Taken from Figure 2.1

<sup>8</sup> Chapter 2, (World Bank Group, March 2022).

<sup>9</sup> This table is a summary of all the competitive advantages information available in the report (World Bank Group, March 2022).

Scrapped Iron	Yes	Figure 2.1. GLT undertaken, hard to scale up
Building stone	Yes	Figure 2.1. GLT undertaken, hard to scale up
Non-knit Men's shirts	Yes	Figure 2.1. Potential for scaling
Fruit Juice	Yes	Taken from Figure 2.2. Potential for scaling
Plastic Pipes	Yes	Taken from Figure 2.2. Potential for scaling
Pure olive oil	Yes	Taken from Figure 2.2. Potential for scaling

The most important information that can be extrapolated from the report is that the potential lies largely with the construction material sector, which has also been the conclusion from the RoC import data analysis in Section A of this report. However, the report also confirms that there is potential to expand GLT in fruit juices and olive oil. This corresponds to the findings of the analysis of the data of Turkish Cypriot sales outside Cyprus in Section B of this report.

The import of fruit juice in the RoC is very substantial. The total import of juice in 2023 was €14,216,640 (Cyprus Statistical Service, 2024). With the development of own-label products for large retailers in Cyprus, there is potential for an increase of GLT in fruit juices. GLT in fruit juices instead of citrus can also support a more steady and reliable trade, as experience has shown that prices for citrus can vary widely, while prices for juices are more stable. Olive oil has also an important GLT potential. Despite the RoC importing €2,050,808 of olive oil, out of which 47% is of the extra virgin olive oil category, there is a very large domestic demand, satisfied mainly by local production.

## Conclusion and policy implications

Summarizing the various data analysis exercises undertaken, a clear set of products with potential for more GLT emerge as shown in table 17.

**Table 17: Summary list of products with potential for more GLT**

<b>Products</b>	
<b>1. Bricks and ceramics used in construction</b>	<b>10. Plastic floor coverings</b>
<b>2. Plastic pipes and tubes mainly used in construction</b>	<b>11. Marble and Stone</b>
<b>3. Other plastic products</b>	<b>12. Aluminium products used in the construction industry</b>
<b>4. Furniture made out of wood and/or metal</b>	<b>13. Doors and windows of different materials</b>
<b>5. Paper products, including toilet rolls and/or napkins</b>	<b>14. Laminated glass and Insulated Glass units</b>
<b>6. Cardboard packaging, including for food packaging</b>	<b>15. Medical consumables, including gauzes, syringes and disposable paper or cardboard items used in Medicine</b>
<b>7. Paints, Varnishes and construction related chemicals</b>	<b>16. Jams</b>
<b>8. Cement boards and tiles</b>	<b>17. Fruit Juices</b>
<b>9. Coffee (ground)</b>	<b>18. Olive Oil / Olives</b>

As expected, not all of the following products are a surprise to those who are in charge of policy in relation to promoting GLT. However, the goods were verified as ideal targets for further GLT development using a new range of data, mainly RoC imports and data on the competitiveness of the Turkish Cypriot products. This should provide additional confidence in the promotion of these products for Green Line trade, as they have a greater potential to replace imports, rather than impact Greek Cypriot producers. The products identified in table 17 are products where there is an apparent competitive advantage of Turkish Cypriot products vis-à-vis imports to the RoC. This data driven approach enables those in charge of policy to focus

on removing any obstacles that might exist in increasing GLT of Turkish Cypriot producers in these products.

This exercise has also enabled the research team to provide a set recommendations to those interested in increasing GLT:

#### 1) Need for better data

GLT is undertaken with limited knowledge of the potential markets. Although this report, and other efforts have reduced the knowledge gap, there is still a substantial knowledge gap in what makes GLT so challenging. For example, there is a lack of understanding of geographical (geospatial) demand that could be served best by Turkish Cypriot producers. It would be beneficial to know more about the current production capacity of Turkish Cypriot producers and whether they have the capacity to respond to a larger demand by increasing their GLT sales.

By generating more data, one can identify not just current but also future synergies. The demographic transition of the RoC provides an opportunity to the Turkish Cypriot producers, especially in the medical consumables industry. If more data was available, it would enable new investment in key industries that could increase the value added created in the Turkish Cypriot community and allow Turkish Cypriot products to meet the needs of the the RoC economy.

#### 2) Necessary conditions to undertake GLT

Although this mainly applies to construction materials, the issue is also wider: in order to achieve a consistent increase in GLT sales there needs to be an increased emphasis on compliance with EU standards. Turkish Cypriot producers need to ensure that they comply with EU standards. The possible disruption of trade due to the lack of compliance with EU standards can reduce the competitive advantage of Turkish Cypriot products and place obstacles to trade.

The policy implication is that work to enhance compliance with EU standards within the Turkish Cypriot community is crucial in the further expansion of GLT. By promoting and increasing compliance with international and European standards, a key necessary condition to expand GLT will be achieved.

A second necessary condition is the ability to ensure a steady supply of products in demand in the RoC. The RoC economy is currently substantially larger than the Turkish Cypriot demand, and both economies are growing relatively rapidly. Thus, there is a need to ensure that Turkish Cypriot producers have the production capacity that can satisfy an increase in the demand for their products, both from the domestic market and through increased GLT sales. Although in some industries the production facilities are in place that can accommodate the additional output, it is not clear where there is sufficient production capacity for all products.

#### 3) Supplementary factors that can support GLT expansion

Even if the necessary conditions are met, there are additional factors that are likely to affect the volume and value of GLT.

Firstly, the lack of awareness and brand-recognition by Greek Cypriot buyers of Turkish Cypriot products means that the main advantage of Turkish Cypriot products is their

competitive pricing. Greek Cypriot businesspersons often require a substantial price advantage to favour a Turkish Cypriot product over other products. The Turkish lira devaluation provided Turkish Cypriot producers with the ability to provide a very competitive price for their products to Greek Cypriot buyers in comparison to goods priced in the Euro. .. However, the continuing rapid inflation is raising the general prices in the Turkish Cypriot community. The Turkish Cypriot producers need to absorb the price increases in the community and continue to provide competitive prices to Greek Cypriot buyers. A loss of this comparative advantage in terms of price would make GLT less attractive to Greek Cypriot buyers.

Secondly, there is a need by Turkish Cypriot producers to connect to the core market distributors of the RoC market for their products. This is not always easy, given also psychological barriers which restrict the possibility to place Turkish Cypriot-branded products onto RoC market shelves. However, there are possible ways to overcome this. One way is to understand the structure of the market. For example, in construction, the consumers of the construction material consist often of many small contractors, who might prefer a Turkish Cypriot product if it is cheaper and more available than an import. In addition, a Turkish Cypriot producer could cooperate with a major Greek Cypriot retailer to supply the retailer with products which the retailer can sell as its own-brand product. This could increase sales of Turkish Cypriot products by the Greek Cypriot retailer. At the same time, it could replace part of the existing RoC imports with Turkish Cypriot products.

#### 4) Focus on the competitive advantages of Turkish Cypriot products

The purchase of Turkish Cypriot products through GLT has a range of advantages over imports, other than price, which were discussed above. Goods can arrive faster than imports, transport costs can be lower, especially for large and heavy items, and Turkish Cypriot producers might be in a better position to accommodate small custom orders. These competitive advantages should be both identified and promoted by policy makers interested in expanding GLT, as they can provide an added reason for a Greek Cypriot buyer to undertake GLT and establish a working relationship with a Turkish Cypriot producer.

#### 5) Expand the list of tradeable processed foods of non-animal origin, even if it requires some lateral thinking.

Turkish Cypriots producers of processed foods of non-animal origin can be more competitive vis-à-vis importers in the RoC of such products.. Some of the items that have been allowed for GLT, such as olive oil and coffee, could require the facilitation of connections to Greek Cypriot suppliers and a willingness to begin trade. Full support should be provided to efforts to connect the sellers with the buyers.

## Appendix 1: Top 100 imports of RoC of products which can also be traded across the GL

Value of imports	TARIC code	Description of product
€ 155,084,342	72142000	Bars and rods, of iron or non-alloy steel, with indentations, ribs, groves or other deformations produced during the rolling process
€ 80,653,781	10059000	Maize (excl. seed for sowing)
€ 71,168,219	33049900	Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), incl. sunscreen or suntan preparations (excl. medicaments, lip and eye make-up preparations, manicure or pedicure preparations and make-up or skin care powders, incl. baby powders)
€ 51,123,874	69072100	Ceramic flags and paving, hearth or wall tiles, of a water absorption coefficient by weight $\leq 0,5\%$ (excl. refractory, mosaic cubes and finishing ceramics)
€ 48,063,648	10039000	Barley (excl. seed for sowing)
€ 43,184,445	73089098	Structures and parts of structures of iron or steel, n.e.s. (excl. bridges and bridge-sections towers lattice masts doors, windows and their frames and thresholds equipment for scaffolding, shuttering, propping or pit-propping, and products made principally of sheet)
€ 35,527,782	61091000	T-shirts, singlets and other vests of cotton, knitted or crocheted
€ 31,406,195	39269097	Articles of plastics and articles of other materials of heading 3901 to 3914, n.e.s.
€ 26,740,713	9012100	Roasted coffee (excl. decaffeinated)
€ 25,371,229	94036090	Wooden furniture (excl. for offices or shops, kitchens, dining rooms, living rooms and bedrooms, and seats)
€ 24,850,490	34025090	Washing preparations, incl. auxiliary washing preparations and cleaning preparations put up for retail sale (excl. organic surface-active agents, soap and surface-active preparations, and products and preparations for washing the skin in the form of liquid or cream)
€ 22,576,715	71131900	Articles of jewellery and parts thereof, of precious metal other than silver, whether or not plated or clad with precious metal (excl. articles > 100 years old)
€ 21,708,488	85444991	Electric wire and cables, for a voltage $\leq 1.000$ v, insulated, not fitted with connectors, with individual conductor wires of a diameter > 0,51 mm, n.e.s.
€ 21,459,837	49019900	Printed books, brochures and similar printed matter (excl. those in single sheets dictionaries, encyclopaedias, periodicals and publications which are essentially devoted to advertising)
€ 20,973,250	38221900	Diagnostic or laboratory reagents on a backing, prepared diagnostic or laboratory reagents whether or not on a backing, whether or not put up in the form of kits (excl. for malaria, for zika and other diseases transmitted by mosquitoes of the genus aedes, for blood-grouping, and goods of 3006)
€ 20,297,567	73269098	Articles of iron or steel, n.e.s.
€ 18,832,441	33059000	Preparations for use on the hair (excl. shampoos, preparations for permanent waving or straightening and hair lacquers)
€ 17,442,725	94036010	Wooden furniture for dining rooms and living rooms (excl. seats)
€ 17,282,146	72104900	Flat-rolled products of iron or non-alloy steel, of a width of $\geq 600$ mm, hot-rolled or cold-rolled 'cold-reduced', not corrugated, plated or coated with zinc (excl. electrolytically plated or coated with zinc)
€ 16,902,667	27101221	White spirit
€ 15,410,590	62063000	Women's or girls' blouses, shirts and shirt-blouses of cotton (excl. knitted or crocheted and vests)
€ 15,353,695	94032080	Metal furniture (excl. for offices, medical, surgical, dental or veterinary furniture, beds and seats)

€ 15,051,270	64041990	Footwear with outer soles of rubber or plastics and uppers of textile materials (excl. indoor footwear, sports footwear, incl. tennis shoes, basketball shoes, gym shoes, training shoes and the like, and toy footwear)
€ 14,763,065	10019900	Wheat and meslin (excl. seed for sowing, and durum wheat)
€ 14,673,180	90183900	Needles, catheters, cannulae and the like, used in medical, surgical, dental or veterinary sciences (excl. syringes, tubular metal needles and needles for sutures)
€ 14,458,856	44101130	Particle board of wood, whether or not agglomerated with resins or other organic binding substances, surface-covered with melamine-impregnated paper (excl. oriented strand board and waferboard, fibreboard and cellular wood panels)
€ 14,200,886	64041100	Sports footwear, incl. tennis shoes, basketball shoes, gym shoes, training shoes and the like, with outer soles of rubber or plastics and uppers of textile materials
€ 14,067,536	39211100	Plates, sheets, film, foil and strip, of cellular polymers of styrene, unworked or merely surface-worked or merely cut into squares or rectangles (excl. self-adhesive products, floor, wall and ceiling coverings of heading 3918 and sterile surgical or dental adhesion barriers of subheading 3006.10.30)
€ 13,863,851	34029090	Washing preparations, incl. auxiliary washing preparations and cleaning preparations (excl. those put up for retail sale, organic surface-active agents, soap and surface-active preparations and products and preparations for washing the skin in the form of liquid or cream)
€ 13,639,088	23063000	Oilcake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of sunflower seeds
€ 13,605,721	48030090	Toilet or facial tissue stock, towel or napkin stock and similar paper for household or sanitary purposes, whether or not creped, crinkled, embossed, perforated, surface-coloured, surface-decorated or printed, in rolls of a width > 36 cm or in square or rectangular sheets with one side > 36 cm and the other side > 15 cm in the unfolded state (excl. cellulose wadding, creped paper and webs of cellulose fibres 'tissues')
€ 13,506,254	48115900	Paper and paperboard, surface-coloured, surface-decorated or printed, coated, impregnated or covered with artificial resins or plastics, in rolls or in square or rectangular sheets, of any size (excl. bleached and weighing > 150 g/m <sup>2</sup> , and adhesives)
€ 13,389,242	39241000	Tableware and kitchenware, of plastics
€ 12,954,669	72131000	Bars and rods, hot-rolled, in irregularly wound coils of iron or non-alloy steel, with indentations, ribs, grooves or other deformations produced during the rolling process
€ 12,943,354	68022100	Marble, travertine and alabaster articles thereof, simply cut or sawn, with a flat or even surface (excl. with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface, tiles, cubes and similar articles of subheading 6802.10, setts, curbstones and flagstones)
€ 12,897,766	61103099	Women's or girls' jerseys, pullovers, cardigans, waistcoats and similar articles, of man-made fibres, knitted or crocheted (excl. lightweight fine knit roll, polo or turtleneck jumpers and pullovers and wadded waistcoats)
€ 12,652,947	33030010	Perfumes (excl. aftershave lotions and personal deodorants)
€ 12,649,518	73089051	Panels comprising two walls of profiled 'ribbed' sheet, of iron or steel, with an insulating core
€ 12,605,682	32091000	Paints and varnishes, incl. enamels and lacquers, based on acrylic or vinyl polymers, dispersed or dissolved in an aqueous medium
€ 12,598,310	94016100	Upholstered seats, with wooden frames (excl. convertible into beds)
€ 12,132,504	94035000	Wooden furniture for bedrooms (excl. seats)
€ 11,748,430	90213990	Artificial parts of the body (excl. artificial teeth and dental fittings, artificial joints and ocular prostheses)

€ 10,760,498	39249000	Household articles and toilet articles, of plastics (excl. tableware, kitchenware, baths, shower-baths, washbasins, bidets, lavatory pans, seats and covers, flushing cisterns and similar sanitary ware)
€ 10,452,445	84212100	Machinery and apparatus for filtering or purifying water
€ 10,310,451	71081310	Bars, rods, wire and sections, plates, sheets and strips of a thickness, excl. any backing, of > 0,15 mm, of gold, incl. gold plated with platinum
€ 10,116,850	62064000	Women's or girls' blouses, shirts and shirt-blouses of man-made fibres (excl. knitted or crocheted and vests)
€ 9,399,578	68091100	Boards, sheets, panels, tiles and similar articles, of plaster or compositions based on plaster, faced or reinforced with paper or paperboard only (excl. ornamented and with plaster agglomerated articles for heat-insulation, sound-insulation or sound absorption)
€ 9,371,472	8081080	Fresh apples (excl. cider apples, in bulk, from 16 September to 15 December)
€ 9,325,464	62031200	Men's or boys' suits of synthetic fibres (excl. knitted or crocheted, tracksuits, ski suits and swimwear)
€ 9,279,945	76042100	Hollow profiles of aluminium alloys, n.e.s.
€ 9,191,832	39232100	Sacks and bags, incl. cones, of polymers of ethylene
€ 9,152,692	32141010	Glaziers' putty, grafting putty, resin cements, caulking compounds and other mastics
€ 9,123,397	84818011	Mixing valves for sinks, washbasins, bidets, water cisterns, baths and similar fixtures
€ 9,052,814	30033900	Medicaments containing hormones or steroids used as hormones, not containing antibiotics, not in measured doses or put up for retail sale (excl. those containing insulin)
€ 9,036,278	95030095	Plastic toys, n.e.s.
€ 8,974,743	96190081	Napkins and napkin liners for babies (excl. of textile materials)
€ 8,965,919	73239300	Table, kitchen or other household articles, and parts thereof, of stainless steel (excl. cans, boxes and similar containers of heading 7310 waste baskets shovels, corkscrews and other articles of the nature of a work implement articles of cutlery, spoons, ladles, forks etc. of heading 8211 to 8215 ornamental articles sanitary ware)
€ 8,785,118	31052090	Mineral or chemical fertilisers containing nitrogen, phosphorus and potassium, with a nitrogen content <= 10 % by weight on the dry anhydrous product (excl. those in tablets or similar forms, or in packages with a gross weight of <= 10 kg)
€ 8,772,552	33051000	Shampoos
€ 8,627,306	76042990	Solid profiles, of aluminium alloys, n.e.s.
€ 8,543,594	42022100	Handbags, whether or not with shoulder straps, incl. those without handles, with outer surface of leather, composition leather or patent leather
€ 8,466,575	39012090	Polyethylene with a specific gravity of >= 0,94, in primary forms (excl. polyethylene in blocks of irregular shape, lumps, powders, granules, flakes and similar bulk forms, of a specific gravity of >= 0,958 at 23°C, containing <= 50 mg/kg of aluminium, <= 2 mg/kg of calcium, of chromium, of iron, of nickel and of titanium each and <= 8 mg/kg of vanadium, for the manufacture of chlorosulphonated polyethylene)
€ 8,368,073	64039993	Footwear non-identifiable as men's or women's footwear, with outer soles of rubber, plastics or composition leather and uppers of leather, with in-soles of a length of >= 24 cm (excl. footwear covering the ankle; with a protective metal toecap; with a main sole of wood, without in-sole; footwear with a vamp made of straps or which has one or more pieces cut out; indoor, sports or orthopaedic footwear);

€ 8,327,499	30043200	Medicaments containing corticosteroid hormones, their derivatives or structural analogues but not antibiotics, put up in measured doses 'incl. those for transdermal administration' or in forms or packings for retail sale
€ 8,306,152	44029000	Wood charcoal, whether or not agglomerated (excl. of bamboo or shell or nut, charcoal used as a medicament, charcoal mixed with incense, activated charcoal and charcoal in the form of crayons)
€ 8,253,947	20091199	Frozen orange juice, unfermented, brix value ≤ 67 at 20°C, whether or not containing added sugar or other sweetening matter (excl. containing spirit, with a value of ≤ 30 € per 100 kg and with > 30% added sugar)
€ 8,244,643	30042000	Medicaments containing antibiotics, put up in measured doses 'incl. those for transdermal administration' or in forms or packings for retail sale (excl. medicaments containing penicillins or derivatives thereof with a penicillanic structure, or streptomycines or derivatives thereof)
€ 8,224,578	38244000	Prepared additives for cements, mortars or concretes
€ 8,213,002	39041000	Poly(vinyl chloride), in primary forms, not mixed with any other substances
€ 8,159,786	48191000	Cartons, boxes and cases, of corrugated paper or paperboard
€ 8,039,850	33079000	Depilatories and other perfumery, toilet or cosmetic preparations, n.e.s.
€ 8,022,689	83024200	Base metal mountings, fittings and similar articles suitable for furniture (excl. locks with keys, hinges and castors)
€ 8,020,831	95069990	Articles and equipment for sport and outdoor games n.e.s. swimming and paddling pools
€ 7,854,938	8039010	Fresh bananas
€ 7,732,652	94034010	Fitted kitchen units
€ 7,713,383	69101000	Ceramic sinks, washbasins, washbasin pedestals, baths, bidets, water closet pans, flushing cisterns, urinals and similar sanitary fixtures of porcelain or china (excl. soap dishes, sponge holders, tooth-brush holders, towel hooks and toilet paper holders)
€ 7,621,115	39231090	Boxes, cases, crates and similar articles for the conveyance or packaging of goods, of plastics (excl. special ones for semiconductor wafers, masks or reticles)
€ 7,315,560	39174000	Fittings, e.g. joints, elbows, flanges, of plastics, for tubes, pipes and hoses
€ 7,231,114	70072900	Laminated safety glass (excl. glass of size and shape suitable for incorporation in motor vehicles, aircraft, spacecraft, vessels or other vehicles, multiple-walled insulating units)
€ 7,192,745	94017100	Upholstered seats, with metal frames (excl. seats for aircraft or motor vehicles, swivel seats with variable height adjustments and medical, dental or surgical furniture)
€ 7,091,419	62046318	Women's or girls' trousers and breeches, of synthetic fibres (not of cut corduroy, of denim or knitted or crocheted and excl. industrial and occupational clothing, bib and brace overalls, briefs and tracksuit bottoms)
€ 7,058,414	62044300	Women's or girls' dresses of synthetic fibres (excl. knitted or crocheted and petticoats)
€ 7,040,475	97019100	Paintings, e.g. oil paintings, watercolours and pastels, and drawings executed entirely by hand (excl. over 100 years old, and technical drawings and the like of heading 4906, and hand-painted or hand-decorated manufactured articles)
€ 7,037,129	3028990	Fresh or chilled fish, n.e.s.
€ 7,008,772	62052000	Men's or boys' shirts of cotton (excl. knitted or crocheted, nightshirts, singlets and other vests)

€ 6,891,329	61121200	Track-suits of synthetic fibres, knitted or crocheted
€ 6,877,832	38260010	Fatty-acid mono-alkyl esters, containing by weight => 96,5 % of esters 'famae'
€ 6,787,756	90041091	Sunglasses with lenses of plastics, not optically worked
€ 6,756,966	64039996	Men's footwear with outer soles of rubber, plastics or composition leather, with uppers of leather (not covering the ankle), with in-soles of a length >= 24 cm (excl. 6403.11-00 to 6403.40.00, 6403.99.11, 6403.99.36, 6403.99.50)
€ 6,746,293	69074000	Finishing ceramics (excl. refractory)
€ 6,696,297	34013000	Organic surface-active products and preparations for washing the skin, in the form of liquid or cream and put up for retail sale, whether or not containing soap
€ 6,627,544	63026000	Toilet linen and kitchen linen, of terry towelling or similar terry fabrics of cotton (excl. floorcloths, polishing cloths, dishcloths and dusters)
€ 6,622,045	33030090	Toilet waters (excl. aftershave lotions, deodorants and hair lotions)
€ 6,606,275	68029100	Marble, travertine and alabaster, in any form (excl. tiles, cubes and similar articles of subheading 6802.10, imitation jewellery, clocks, lamps and lighting fittings and parts thereof, buttons, original sculptures and statuary, setts, curbstones and flagstones)
€ 6,569,704	94018000	Seats, n.e.s.
€ 6,530,624	68071000	Articles of asphalt or of similar materials, e.g. petroleum bitumen or coal tar pitch, in rolls
€ 6,510,492	94049090	Articles of bedding and similar furnishing, fitted with springs or stuffed or internally filled with any material or of cellular rubber or plastics (excl. filled with feather or down, mattress supports, mattresses, sleeping bags, pneumatic or water mattresses and blankets, quilts, bedspreads, eiderdowns and duvets 'comforters')
€ 6,332,418	32149000	Non-refractory surfacing preparations for facades, inside walls, floors, ceilings and the like
€ 6,308,331	72149190	Other bars and rods of iron or non-alloy steel, only hot-rolled, only hot-drawn or only hot-extruded, containing by weight >= 0,25% of carbon, of rectangular 'other than square' cross-section (excl. those with indentations, ribs, grooves or other deformations produced during the rolling process, bars and rods twisted after rolling, and free-cutting steel)
€ 6,262,661	73089059	Structures and parts of structures, of iron or steel, solely or principally of sheet, n.e.s. (excl. doors and windows and their frames, and panels comprising two walls of profiled 'ribbed' sheet, of iron or steel, with an insulating core)

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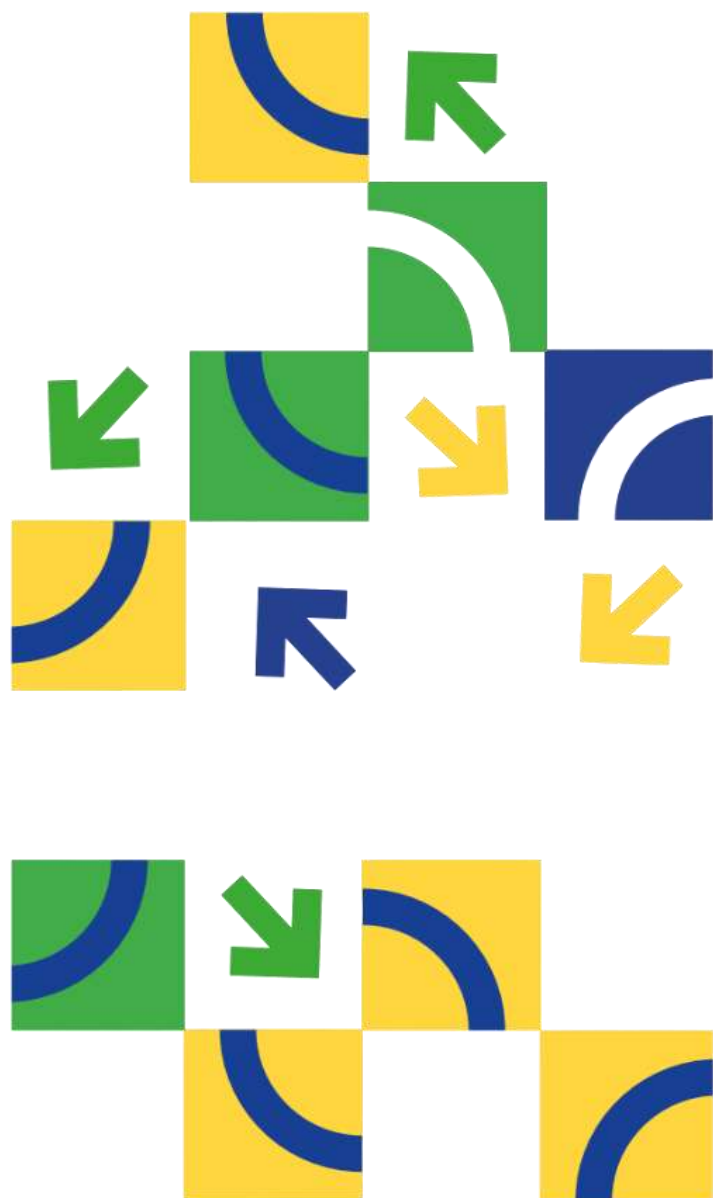
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