

Central European Goods Trade Exposure

Case 02 Market intelligence brief 2024 comparison

Xuanhui Zhang | Budapest | sallaizhang@outlook.com
Prepared 8 October 2026

Decision question: where should a market research team investigate customer and supplier concentration first? Germany receives 21.4–32.3% of eligible goods exports across the five selected countries. China's import share exceeds its export share in all four countries with usable import coverage.

Executive recommendation

Prioritize German customer exposure across Austria, Czechia, Hungary, Poland and Slovakia. For China-related supplier research, begin with Czechia and Poland, where China's eligible import shares are highest in this subset. Withhold Slovakia import comparisons until the coverage gap is resolved.

Use these country measures to shortlist research questions, then test them against the client's product mix, counterparties and substitution options. Aggregate trade shares identify exposure to investigate; they do not establish the likelihood or size of a business loss.

Verified findings

Country	Germany export share	China import share	Import coverage
Austria	29.8%	8.2%	Pass
Czechia	32.3%	17.4%	Pass
Hungary	24.6%	6.8%	Pass
Poland	27.2%	14.7%	Pass
Slovakia	21.4%	Withheld	Fail

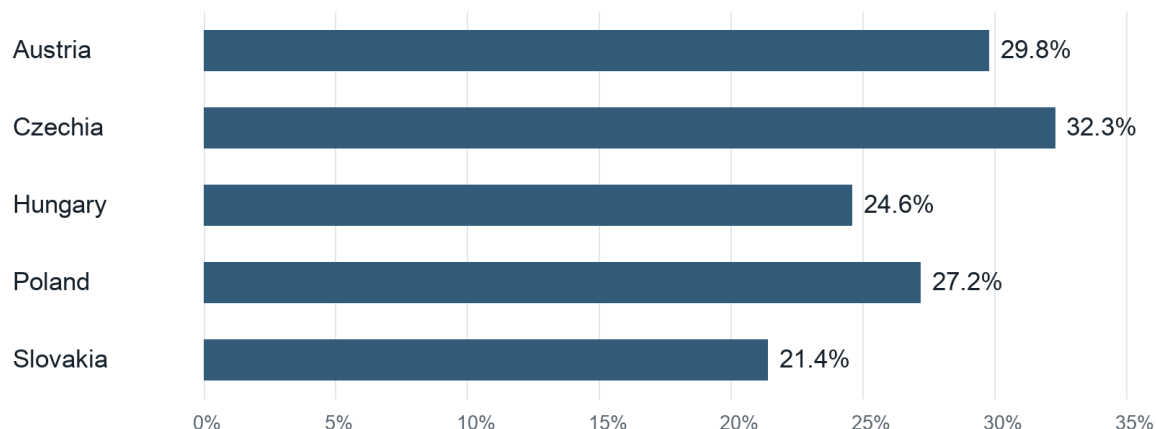
Research scope

Five countries within the ten-country Atlas; 2024 TOTAL goods; stored UN Comtrade-derived network generated 21 August 2026. Shares use eligible partner totals. This brief delivers comparison tables, two charts, implications and a transparent selection method.

Source: Atlas network_metrics joined to network_coverage. Percentages are rounded to one decimal place. The 95% coverage rule is unchanged.

Germany exposure and export concentration

Germany share of eligible goods exports in 2024



Source: pinned Atlas network metrics, 2024 TOTAL goods. All five export groups pass the eligible coverage gate.

Finding and client implication

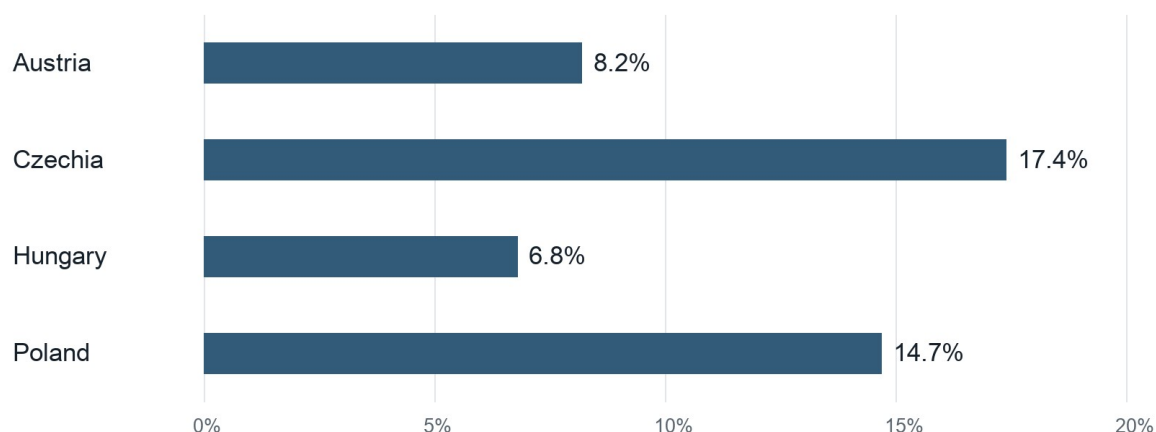
Germany is the largest eligible export destination for all five countries. Czechia has the highest share at 32.3%, followed by Austria at 29.8% and Poland at 27.2%. Hungary and Slovakia have shares of 24.6% and 21.4%. This supports a first round of German customer and sector exposure mapping across the shortlist.

Country	Export partner HHI	Eligible coverage
Austria	0.112	99.7%
Czechia	0.128	99.8%
Hungary	0.085	99.9%
Poland	0.097	99.6%
Slovakia	0.087	99.8%

Czechia has the highest export partner HHI in this subset, 0.128, followed by Austria, 0.112. HHI summarizes destination concentration across all eligible partners. A client should pair it with product-level sales data to identify which accounts and industries warrant closer review.

China exposure and supplier screening

China share of eligible goods imports in 2024



Slovakia: withheld because eligible import coverage is 89.1495%, below 95%. It is excluded from the chart, not represented as zero.

Finding and client implication

China's eligible import share is 17.4% in Czechia, 14.7% in Poland, 8.2% in Austria and 6.8% in Hungary. China export shares are approximately 1.3%, 0.9%, 2.8% and 1.3%, respectively. The directional asymmetry makes supplier mapping a useful next step, especially for Czechia and Poland.

Country	China export share	China import share	Import coverage
Austria	2.8%	8.2%	99.4%
Czechia	1.3%	17.4%	98.1%
Hungary	1.3%	6.8%	99.3%
Poland	0.9%	14.7%	98.5%
Slovakia	2.4%	Withheld	89.1%

Czechia's import share exceeds its export share by about 16.2 percentage points, calculated before rounding. This is a difference between two proportions with different totals, not a trade-balance amount. Follow up on critical products, alternative suppliers and lead times before drawing firm-level conclusions.

Method quality control and client delivery

What I did

Selected a fixed year and named country subset; joined metrics to coverage by reporter, year and flow; withheld failing values; and summarized the accepted comparisons. Python checks independently reproduced eligible totals, HHI and coverage from the stored edges for all 220 groups.

Definitions and quality controls

Partner share = bilateral value / eligible partner sum. HHI = sum of squared eligible partner shares on a 0–1 scale. Eligible coverage = eligible partner sum / reported World total. The threshold is 0.95. World and residual aggregate partner categories are retained in storage but excluded from the share denominator.

Each displayed share is checked against its group's eligibility before use. This preserves Slovakia's failed import group as an explicit exception while retaining its usable export data. Chart labels and tables use the same one-decimal rounding.

Client deliverables and value

A concise English brief, country comparison tables, two decision-focused charts, an exception note and source references. I can extend this approach to a scoped market shortlist, country research or China–Europe trade screening assignment, then prepare the evidence needed for deeper product or company research.

Tools

Python for snapshot selection and independent arithmetic checks; JSON research exports; document tables and charts for a readable client handover.

Scope and evidence note

Uses a stored Atlas snapshot of UN Comtrade TOTAL goods. Services and investment are outside scope. Nominal current USD is not a real-volume or inflation-adjusted growth measure. Trade concentration is descriptive; it does not establish causality, political dependence or firm-level vulnerability. Atlas snapshot 994d61fe1e56, reviewed 8 October 2026.

[src/data/network/network_metrics.json](#)

[src/data/network/network_coverage.json](#)

[src/lib/networkEngine.ts](#)

[UN Comtrade statistical source](#)