

## Australia

### Basic statistics

Current diversification (number of products)	19,032	Potential new products more complex (percentage)	84
Potential new products	737	Export opportunity in more complex products (percentage)	60
Potential new products more complex than the country's average	616	Import replacement opportunity in more complex products (percentage)	38

### Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	18
Iron and steel	18
Machinery & mech appliance etc	10
Pulp of wood, fibrous cellulosic material, waste etc	9
Articles of iron or steel	6
Electrical, electronic equipment	4
Vehicles other than railway, tramway	3
Copper and articles thereof	3
Live animals	3

Mineral fuels, oils, distillation products, etc	3
Sum of others with smaller share	23

Top markets for potential new products (percentage of export opportunities)

By countries

Country	Percent
China	11
USA	10
France	8
Germany	7
Italy	5
Netherlands	4
United Kingdom	3
Russian Federation	3
India	3
Poland	3
Others	26

By regions

Region	Percent
Asia	33
Western Europe	23
Northern America	12
Eastern Europe	11
Southern Europe	9
Northern Europe	6

Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

Product	Percent
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Live animals	48
Meat and edible meat offal	18
Animal,vegetable fats and oils, cleavage products, etc	14
Residues, wastes of food industry, animal fodder	10
Milling products, malt, starches, inulin, wheat gluten	3
Meat, fish and seafood food preparations nes	2
Fish, crustaceans, molluscs, aquatic invertebrates nes	2
Dairy products, eggs, honey, edible animal product nes	2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	1

Top markets for potential new agri-business products (percentage of export opportunities)

By countries

Country	Percent
Germany	26
China	12
Spain	6
Poland	6
Italy	6
Austria	4
Netherlands	4
United Kingdom	4

By regions

Region	Percent
Western Europe	36
Eastern Europe	17
Asia	17
Southern Europe	14
Northern Europe	11

Hungary	3
Czechia	3
France	3
Others	10

## Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$62-82	DE 405.1	PL 93.9	ES 74	656.5
	(010392) Swine, live except pure-bred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7
Mineral fuels, oils, distillation products, etc	(270730) Xylol, \$0-0	CN 157.4	TH 74.5	IN 64.3	370.5
	(271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-0	BE 188.5	HU 30.8	CZ 17.3	259.9
	(270810) Pitch, \$0-1	US 89.1	BR 19.9	AU 14.4	167.7
	(270730) Xylol, \$0-2	FR 4.9	CH 4.2	IT 3.1	24.4
	(271119) Petroleum gases & gaseous hydrocarbons, liquefied, \$43-79	FR 3.7	CY .1	IT .1	4.1
Organic chemicals	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0

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	(290122) Propene (propylene), \$0-7	US 191.3	FR 152	SK 97.5	645.0
	(290919) Acyclic ethers nes, derivatives of acyclic ethers, \$0-1	FR 260.9	MT 78.9	CN 45.8	638.0
	(291736) Terephthalic acid, its salts, \$0-1	US 172	VN 113.7	GB 99.9	554.7
	(293490) Heterocyclic compounds, nes, \$777-1397	DE 197	FR 100.5	JP 68.3	463.3
Pulp of wood, fibrous cellulosic material, waste etc	(470329) Chem wood pulp, soda/sulphate, non-conifer, bleached, \$0-0	CN 1133.3	NL 312.5	FI 190	2724.4
	(470500) Semi-chemical wood pulp, \$0-0	EG 114.5	NL 27.5	DE 15.8	178.3
Iron and steel	(720310) Ferrous products from direct reduction of iron ore, \$0-5	CN 307.1	UZ 76.7	AT 63.8	520.0
	(721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2	FR 186.5	IT 142.9	TR 34.9	447.2
	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(720711) Rectangular iron or non-alloy steel bars, <.25%C, width< twice thicknes, \$0-3	TH 292.3	NG 52.6	LK 14.1	412.0
	(722490) Semi-finished products of alloy steel except stainles, \$0-1	US 312.5	FR 23.9	CN 18.9	384.9
Articles of iron or steel	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2	RS 236.9	BG 208.4	US 165.6	1236.0
	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$0-1	RU 324.2	DE 115.9	CA 59.1	621.0
	(730451) Alloy steel pipe or tubing, cold rolled, \$0-2	US 4.8	KR 3.7	VN 3.4	31.7

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	(731411) Woven products of stainless steel, \$59-134	IN 2.9	AT 1.3	KR 1.2	11.6
	(730230) Railway/tramway switch/crossing material, iron/steel, \$13-28	DE 4.6	DK 2	MU .5	7.8
Copper and articles thereof	(740911) Plate, sheet, strip, refined copper, coil, t > 0.15mm, \$0-7	IT 171.8	FR 152.4	PL 18.3	391.6
	(741011) Foil of refined copper, not backed, t < 0.15mm, \$7-32	US 51.8	PL 46.8	KR 29.2	184.9
	(740821) Wire, copper-zinc base alloy, \$0-7	FR 18.9	VN 15.9	CN 6.3	58.2
	(740940) Plate, sheet, strip, Copper nickel alloys, t > 0.15mm, \$0-9	GB 25	FR 7.8	VN 3.5	48.4
	(740940) Plate, sheet, strip, Copper nickel alloys, t > 0.15mm, \$9-32	CZ 11.2	JP 7.8	GB 7.5	43.4
Machinery & mech appliance etc	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
	(844319) Offset printing machinery nes, \$323170-665945	US 148.7	NL 51.9	SG 35.7	312.3
	(841932) Dryers for wood, paper pulp, paper or paperboard, \$5439-66927	DE 33.3	US 27.7	RU 22.9	210.1
	(845961) Milling machines nes, num controlled for metal, \$529001-1029756	CN 81.5	US 20.7	IT 19.9	161.2
	(845891) Lathes nes numerically controlled for removing metal, \$11934-129168	RU 48.1	TH 24.6	VN 24.1	158.2
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3

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	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(854610) Electrical insulators of glass, \$2-33	US 22.3	FR 6.9	ID 5.8	57.1
	(852610) Radar apparatus, \$0-183	CA 25.5	PH 7.9	PK 4.9	43.0
	(850613) Silver oxide primary cells, batteries volume < 300 cc, \$0-1	CN 9.9	ID 6.3	FR 2.8	24.8
Vehicles other than railway, tramway	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870290) Buses except diesel powered, \$10429-82069	US 117.3	AE 50.5	IL 22.5	370.0
	(870110) Pedestrian controlled tractors, \$0-394	UZ 1.2	RO 1.2	EG 1.1	8.8

Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$62-82	DE 405.1	PL 93.9	ES 74	656.5
	(010392) Swine, live except pure-bred breeding > 50 kg, \$165-223	DE 86	GB 56.8	HU 48	300.7
Meat and edible meat offal	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020630) Swine edible offal, fresh or chilled, \$0-0	SE 27	FR 16.5	GH .1	43.6

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	(020649) Swine edible offal, frozen except livers, \$0-0	NL 6.1	FR 2.9	CD 2.4	17.7
	(021012) Bellies (streaky) of swine, salted, dried or smoked, \$0-4	IT 8.9	GB 2.1	PT .8	16.5
	(020630) Swine edible offal, fresh or chilled, \$8-15	FR 1.7	PL .3	JP 0	2.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030721) Scallops, live, fresh or chilled, \$8-23	HK 20.1	US 9.4	IT 2.1	41.7
	(030542) Herrings, smoked, including fillets, \$26-40	JM .6	FI 0	AE 0	0.7
Dairy products, eggs, honey, edible animal products nes	(040490) Natural milk products nes, \$17-49	FR 9.3	JP .8	NG .2	10.7
	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
	(040819) Egg yolks except dried, \$2-4	NL 1.8	JP 1.6	TH 1.1	8.0
	(040891) Eggs, bird, not in shell, dried, \$6-10	GB 1	IT .9	NL .8	4.7
Products of animal origin, nes	(050590) Feathers, down, etc. of birds, except for stuffing, \$130-515	LK .1	KR 0	JP 0	0.2
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Milling products, malt, starches, inulin, wheat gluten	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120730) Castor oil seeds, \$8-21	AU 0	RO 0	SG 0	0.0



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Lac, gums, resins, vegetable saps and extracts nes	(130231) Agar-agar, \$57-119	DE .5	KW .4	JP .2	2.0
Animal,vegetable fats and oils, cleavage products, etc	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-0	LT 3.4	ES 3.2	CH 2.4	13.8
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-4	IT 4.1	KR .9	CA .8	9.6
	(150890) Refined ground-nut oil not chemically modified, \$139-274	FI .4	CN 0	IN 0	0.4
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$237+	SI 0	IE 0	ZA 0	0.0
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
	(160220) Livers of any animal prepared or preserved, \$3-12	GB 6.7	RO 1.7	DK .5	12.4
	(160220) Livers of any animal prepared or preserved, \$0-3	UA .6	DE .3	SK .2	3.0
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$8-25	TG 1.7	CH 1	KR .2	3.7
Vegetable, fruit, nut, etc food preparations	(200560) Asparagus, prepared or preserved, not frozen/vinegar, \$0-2	DK 1.7	BE 1.2	CA 1	6.5
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8

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	(230630) Sunflower seed oil-cake and other solid residues, \$1-9	GB .3	LV .2	IT .1	0.6
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