

Bosnia Herzegovina

Basic statistics

Current diversification (number of products)	6,465	Potential new products more complex (percentage)	81
Potential new products	3,121	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	2,532	Import replacement opportunity in more complex products (percentage)	58

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Ores, slag and ash	26
Organic chemicals	10
Machinery & mech appliance etc	7
Iron and steel	6
Optical, photo, technical, medical, etc apparatus	6
Vehicles other than railway, tramway	6
Electrical, electronic equipment	5
Plastics and articles thereof	3
Pharmaceutical products	2
Inorganic chemicals, precious metal compound, isotopes	2
Sum of others with smaller share	28

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

By countries

Country	Percent
China	34
USA	9
Germany	5
France	4
India	3
United Kingdom	3
Others	20

By regions

Region	Percent
Asia	56
Western Europe	15
Northern America	10
Northern Europe	5
Southern Europe	4
Eastern Europe	4
South America	3

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	11
Meat and edible meat offal	11
Dairy products, eggs, honey, edible animal product nes	10
Animal,vegetable fats and oils, cleavage products, etc	9
Cereal, flour, starch, milk preparations and products	7
Vegetable, fruit, nut, etc food preparations	7
Cereals	6

Fish, crustaceans, molluscs, aquatic invertebrates nes	6
Cocoa and cocoa preparations	5
Meat, fish and seafood food preparations nes	4
Milling products, malt, starches, inulin, wheat gluten	4
Live animals	4
Beverages, spirits and vinegar	4
Residues, wastes of food industry, animal fodder	3
Sum of others with smaller share	9

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

By countries

Country	Percent
Germany	14
China	12
USA	8
United Kingdom	5
Japan	5
Netherlands	4
China, Hong Kong SAR	3
Rep. of Korea	3
France	3

By regions

Region	Percent
Asia	36
Western Europe	24
Northern Europe	12
Northern America	10
Eastern Europe	7
Southern Europe	6

Spain	3
Others	23

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	
Ores, slag and ash	(260111) Iron ore, concentrate, not iron pyrites, unagglomerate, \$0-0	CN 70832.8	JP 802.6	DE 481.3	74047.4
	(262100) Slag and ash nes, including seaweed ash (kelp), \$0-0	NL 29.4	CD 6	NG 4	57.0
	(262030) Ash or residues containing mainly copper, \$0-2	SE 17.4	KR 4	CA 3.3	31.5
Inorganic chemicals, precious metal compound, isotopes	(284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27	KR 828.6	JP 303.3	US 19.6	1179.2
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$1-4	VN 183.7	US 113.6	FR 60.5	530.2
	(281512) Sodium hydroxide (caustic soda) in aqueous solution, \$0-0	FI 189.5	JM 96.6	AE 51.2	521.3
	(280920) Phosphoric acid and polyphosphoric acids, \$0-0	IN 166.1	FR 74.8	US 55.8	416.6
	(280300) Carbon (carbon blacks and other forms of carbon, nes), \$0-1	PL 58.4	LK 53.4	IT 43.5	367.3
Organic chemicals	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$1018-6469	SG 1116.6	CH 393.3	IT 379.9	2026.2

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	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$25-354	US 671.9	ES 265	DE 106.8	1408.6
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$0-25	IN 298.8	NL 228.1	FR 131	896.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$64-342	CN 114.6	KR 51.9	JP 30	303.5
Plastics and articles thereof	(390810) Polyamide-6, -11, -12, -6,6, -6,9, -6,10 or -6,12, \$2-6	US 111.7	NL 87	ES 68.7	636.4
	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3	US 92.4	TR 43.5	IN 42	375.7
	(390330) Acrylonitrile-butadiene-styrene (ABS) copolymers, \$0-1	TR 118.8	MY 69.1	CA 24.2	290.9
	(391190) Polysulphides, polysulphones etc, nes in primary form, \$3-10	MY 55.5	JP 34.2	BE 23.1	255.2

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Iron and steel	(721049) Flat rolled iron or non-alloy steel, coated with zinc, width >600mm, ne, \$0-0	FR 787.5	ES 180	BE 108.3	1826.6
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0	VN 655.6	JP 268	PH 69.7	1370.0
	(720842) Hot rolled iron or non-alloy steel, flat,width >600mm, t >10mm, nes, \$0-0	VN 261.3	CN 171.3	DE 165.6	1220.9
	(720923) Cold rolled iron or non-alloy steel, coil, width >600mm, t 0.5-1mm, nes, \$0-0	TH 347.6	JP 205.1	BE 133.5	1065.9
	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	CN 591.4	IT 216.4	MK 32.1	985.9
Machinery & mech appliance etc	(841191) Parts of turbo-jet or turbo-propeller engines, \$1950-4416	ES 335.1	NL 231.7	FR 142.9	1287.3
	(842720) Self-propelled works trucks, non-electric, \$12020-40163	RU 204.1	FR 73.7	GB 53.6	684.3
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(847710) Injection-moulding machines for rubber or plastic, \$10602-90066	FR 109.6	TH 106.7	BR 63.6	666.6
	(848350) Flywheels and pulleys including pulley blocks, \$0-11	US 578.1	CN 3.9	UZ 2.1	590.7
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$415-947	TH 2040.7	MY 301.3	HK 75.9	2481.0
	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8

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	(851632) Electro-thermic hairdressing apparatus, nes, \$0-13	US 313.6	DE 71.8	JP 38.6	553.5
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
Optical, photo, technical, medical, etc apparatus	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902111) Artificial joints, \$346-1061	US 311.2	CH 261.6	NL 213.6	1206.8
	(901819) Electro-diagnostic apparatus, nes, \$0-65	CN 803.6	BR 131.9	EG 64.2	1051.3
	(902211) Medical X-ray apparatus, \$4661-51451	US 233.5	FR 123.5	DE 101.9	996.0
	(902730) Spectrometers, spectrophotometers, etc using light, \$3396-16538	CN 200.9	US 193.6	IN 108	787.4

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
Meat and edible meat offal	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$0-1	DE 247.8	RU 88.4	NL 76.9	612.0
	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020329) Swine cuts, frozen nes, \$0-2	HN 61.8	GB 51.9	FR 26	248.7
	(020742) Turkey cuts & offal, except livers, frozen, \$1-4	CN 35	RO 5.2	PE 4.6	95.6
	(020629) Bovine edible offal, frozen except livers and tongues, \$1-3	ID 21.7	TH 13	CN 9.2	93.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030212) Salmon fresh or chilled, whole, \$7-12	FI 263.3	US 69.4	CN 67.8	687.5
	(030310) Salmon, Pacific, frozen, whole, \$4-10	CA 25.6	DE 21.2	VN 13.6	106.9
	(030731) Mussels, shelled or not, live, fresh or chilled, \$2-7	US 36.3	AU 2.6	CN 1.5	43.5
	(030541) Salmon, smoked, including fillets, \$0-12	GR 14.3	GB 8.9	HK 6	39.4
	(030710) Oysters, \$6-13	US 5.8	CN 3.8	DE 3.1	28.2
Dairy products, eggs, honey, edible animal product nes	(040410) Whey, \$0-2	IE 58.8	PH 51.9	CN 44.2	376.4

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	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040291) Milk and cream unsweetened, concentrated, \$1-3	DE 76	SA 53.7	NG 23.1	186.6
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
	(100810) Buckwheat, \$2-5	SE .1	QA .1	DK .1	0.7
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110520) Potato flakes, granules and pellets, \$1-2	CA 17.5	MY 6.6	JP 5	79.1
	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110720) Malt, roasted, \$0-0	KH 34.8	ZA 4.3	NL 3.3	67.7
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120500) Rape or colza seeds, \$0-8	DE 741.5	US 227	GB 42.4	1102.2
	(121490) Other fodder and forage products, roots, etc., \$0-1	CN 95.9	JP 91.7	KR 49.2	308.5

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	(120799) Oil seeds and oleaginous fruits, nes, \$11-25	US 41.7	FR 15.1	IT 1.5	64.1
	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
Animal,vegetable fats and oils, cleavage products, etc	(150420) Fish oils except liver, not chemically modified, \$1-19	NO 144.6	CN 45.6	KR 30.9	329.4
	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3	LK 22.5	GB 19.1	AU 15.4	113.8
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(151930) Industrial fatty alcohols, \$1-4	JP 36.5	CA 30.2	NL 24.4	106.1
Meat, fish and seafood food preparations nes	(160241) Swine hams & cuts thereof, prepared or preserved, \$4-10	GB 62.3	CA 26.8	US 21.3	192.4
	(160419) Fish nes, prepared or preserved, not minced, \$0-3	FR 61	IT 23	CO 10	145.4
	(160249) Swine meat or offal nes, prepared,preserved, not live, \$0-3	IE 67.5	SK 4.9	BG 3.8	95.3
	(160290) Meat, meat offal and blood, prepared or preserved, ne, \$3-9	SA 21.1	TH 9.1	PL 5.2	53.4
	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
Cocoa and cocoa preparations	(180310) Cocoa paste not defatted, \$3-5	RU 135.5	DE 58.3	FR 54.5	568.4

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	(180631) Chocolate, cocoa preps, block, slab, bar, filled, >2k, \$12-23	KR 24.5	HK 18.2	MY 17.4	88.7
	(180620) Chocolate and other food preps containing cocoa > 2 k, \$7-14	HK 5.9	AE 4.2	SG 3	24.1
	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$12-23	JP 7	IN 2.6	BR 2.5	22.7
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190520) Gingerbread and the like, \$2-6	US 26.8	BE 8.1	DE 7.1	58.7
	(190510) Crispbread, \$2-6	NL 15.6	IT 11.9	DK 5.3	56.9
	(190490) Cereals, except maize grain, prepared nes, \$5-10	JM 14.2	DE 5.6	MM 5.3	32.2
	(190300) Tapioca and tapioca substitutes, \$1-3	US 1.1	PH .9	KR .9	10.6
Vegetable, fruit, nut, etc food preparations	(200830) Citrus fruits, otherwise prepared or preserved, \$1-4	US 227	DE 24.4	GB 22.3	332.6
	(200570) Olives, prepared or preserved, not frozen/vinegar, \$0-1	FR 56.3	PT 28.4	BR 16.4	176.7
	(200820) Pineapples, otherwise prepared or preserved, \$1-2	US 141.2	AU 6.3	JP 2.7	159.8
	(200911) Orange juice, frozen, not fermented or spirited, \$1-2	GB 19.8	JM 7.4	NL 5.1	56.3
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$6-13	FR 7.2	SG 5.4	NZ 4.8	34.0

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Beverages, spirits and vinegar	(220720) Ethyl alcohol and other spirits, denatured, \$0-0	KR 138.1	PH 134.4	NL 66.6	496.3
	(220510) Vermouth and other flavoured grape wines - pack < 2l, \$2-6	US 17.7	ES 12.4	UA 6.8	67.1
	(220900) Vinegar and substitutes for vinegar from acetic acid, \$6-22	CZ .2	GY .1	HK .1	0.5
Residues, wastes of food industry, animal fodder	(230990) Animal feed preparations nes, \$4-9	ES 50.4	IN 37.4	PL 15.9	199.7
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	MA 31.8	DK 31.7	SA 18.2	145.3
	(230690) Vegetable oil-cake and other solid residues nes, \$0-5	YE 25.9	IN 14.2	MY 13.8	70.6
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1
	(230240) Cereal bran, sharps, residue except maize, wheat, ric, \$0-3	CN 4.1	DE 1.5	LU 1.3	12.6