

## Bulgaria

### Basic statistics

Current diversification (number of products)	14,128	Potential new products more complex (percentage)	89
Potential new products	956	Export opportunity in more complex products (percentage)	81
Potential new products more complex than the country's average	853	Import replacement opportunity in more complex products (percentage)	77

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

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	18
Organic chemicals	15
Electrical, electronic equipment	9
Pharmaceutical products	9
Miscellaneous chemical products	8
Optical, photo, technical, medical, etc apparatus	6
Inorganic chemicals, precious metal compound, isotopes	6
Iron and steel	4
Vehicles other than railway, tramway	3
Rubber and articles thereof	2
Sum of others with smaller share	19

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

By countries

Country	Percent
USA	13
China	6
Germany	6
India	6
France	5
Japan	5
Singapore	5
Italy	4
Rep. of Korea	4
Switzerland	4
Russian Federation	3
Canada	3
United Kingdom	3
Others	23

By regions

Region	Percent
Asia	38
Western Europe	19
Northern America	16
Southern Europe	8
Northern Europe	6
Eastern Europe	6

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Tobacco and manufactured tobacco substitutes	35

## Catalogue of Diversification Opportunities 2022

Meat and edible meat offal	23
Animal,vegetable fats and oils, cleavage products, etc	14
Dairy products, eggs, honey, edible animal product nes	10
Fish, crustaceans, molluscs, aquatic invertebrates nes	9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	3
Meat, fish and seafood food preparations nes	2
Milling products, malt, starches, inulin, wheat gluten	2
Vegetable plaiting materials, vegetable products nes	1
Products of animal origin, nes	1

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

#### By countries

Country	Percent
Japan	45
France	11
USA	9
Belgium	4
Germany	4
Singapore	4
Latvia	3
Others	6

#### By regions

Region	Percent
Asia	56
Western Europe	20
Northern America	9
Northern Europe	8
Eastern Europe	4

## 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	
Inorganic chemicals, precious metal compound, isotopes	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
	(284330) Gold compounds, \$0-527	CN 89.7	MY 4.3	AE .2	94.5
	(282300) Titanium oxides, \$0-2	VN 38.3	BE 8.2	FI 4.5	74.4
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
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0
	(293490) Heterocyclic compounds, nes, \$1397-5698	US 300.4	GB 135.1	CH 29.6	509.6
	(293359) Heterocyclic compounds with pyrimidine ring nes, \$34-398	DE 88.9	BR 51.9	IT 43.3	450.0
	(293290) Heterocyclic compound, oxygen hetero-atom(s) only, nes, \$204-483	FR 57.3	US 22.8	SE 8.7	130.6
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5

## Catalogue of Diversification Opportunities 2022

	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300510) Medical dressings etc. having an adhesive layer, \$144-371	US 70.7	DE 37.6	AE 8.4	159.2
	(300410) Penicillins and streptomycins, derivs, in dosage, \$243-730	GB 7.4	CZ 5.7	QA 3.9	30.3
	(300650) First-aid boxes and kits, \$40-88	GB 1.1	FR 1	NO .8	4.6
Miscellaneous chemical products	(381512) Supported catalysts, precious metal based, \$39-204	DE 364.1	PT 209.7	NL 171.6	1825.6
	(381121) Lubricating oil additives with petroleum, bitumen oil, \$0-3	NL 114.7	CN 90.3	GB 56.4	452.3
	(381800) Chemical element/compound wafers doped for electronic, \$0-45	MY 225	PH 57.5	CN 37.9	365.9
	(381519) Supported catalysts, except nickel or precious metal, \$0-5	CA 56.2	FR 36.4	AE 33.8	186.5
	(380810) Insecticides, packaged for retail sale, \$81-215	AR 16.7	RW 11.3	FR 10	86.5
Rubber and articles thereof	(401199) Pneumatic tyres new of rubber nes, \$497-1170	ID 207.4	JP 43.4	BR 28.8	365.8
	(400219) Styrene-butadiene rubber (SBR/XSBR) except latex, \$0-1	VN 98.6	NL 39.3	LK 21.6	213.3
	(400239) Halo-isobutene-isoprene rubber (CIIR/BIIR), \$0-2	BE 59.2	CN 51.8	US 43	208.0
	(400220) Butadiene rubber (BR), \$0-1	IN 70.3	VN 24.6	LU 14.6	156.8
	(401191) Pneumatic tyres new of rubber nes, herring-bone tread, \$365-693	DK 7.8	ES 6.1	CH 3.1	33.1

Catalogue of Diversification Opportunities 2022

Iron and steel	(720712) Semi-finished bars, iron or non-alloy steel <0.25%C, rectangular, nes, \$0-2	JP 105.9	BE 85.6	TH 53.2	337.1
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-1	NG 162.6	CA 69.2	AO 19.5	304.9
	(720823) Hot rolled iron or non-alloy steel, coil,width >600mm, t 3-4.75mm, nes, \$0-0	ID 65.1	DK 15.7	DE 14.2	113.8
	(721733) Wire, iron or non-alloy steel, of base metal plated/coated nes, >0.6%C, \$0-1	JP 14.1	RO 13.1	DE 13	103.1
	(722610) Flat rolled silicon-electrical steel, <600mm wide, \$1-2	FR 23.1	DE 19	AT 12.2	97.9
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9
	(841810) Combined refrigerator-freezers, two door, \$1081-2714	US 307.3	FI 17.8	HK 9.4	341.4
	(843360) Machines for cleaning, sorting, grading eggs/fruit/et, \$6501-85467	CL 53.3	NL 40.3	FR 30.9	337.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$1258-3160	IN 923.9	HK 172.1	FR 16.5	1148.8
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(854290) Parts of electronic integrated circuits etc, \$947-1258	HK 106.5	ID 99.8	MY 36.7	271.9

## Catalogue of Diversification Opportunities 2022

	(850153) AC motors, multi-phase, of an output > 75 kW, \$17560-40915	DE 107.2	CH 38.9	PL 25.1	229.4
	(853120) Indicator panels incorporating electronic displays, \$348-846	PH 187.1	CH 1.6	CL 1.1	193.3
Vehicles other than railway, tramway	(870590) Special purpose motor vehicles nes, \$130637-270019	DE 323.6	VN 102.6	CA 100.2	810.7
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5
	(870323) Automobiles, spark ignition engine of 1500-3000 cc, \$0-9948	ZA 138			138.0
	(870432) Spark ignition engine trucks weighing > 5 tonnes, \$46252-98848	PT 34.2	UZ 16.3	BG 4	73.5
	(871491) Bicycle frames and forks, and parts thereof, \$98-229	FR 12.7	US 5.3	JP 1.5	26.1
Optical, photo, technical, medical, etc apparatus	(902150) Pacemakers for stimulating heart muscles, \$1849-3549	DE 254.4	GB 184.8	NL 79.2	723.6
	(903140) Optical instruments and appliances, nes, \$4859-11859	US 117.7	SG 109.1	HK 62.6	358.6
	(902230) X-ray tubes, \$4397-22057	FR 91.2	RU 25.8	NL 7.5	175.8
	(902830) Electricity supply, production and calibrating meters, \$521-1630	IT 154.9	SG 2.8	CN 2.5	167.9
	(900390) Parts of frames and mountings for spectacles etc, \$298-681	IT 87.3	FR 26.7	CN 24.4	161.4

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	
Meat and edible meat offal	(020329) Swine cuts, frozen nes, \$3-6	JP 323.1	SG 75.6	IE 12.7	435.3
	(020610) Bovine edible offal, fresh or chilled, \$0-2	IE .9	KM .5	DE .4	3.6
	(020690) Sheep, goat, ass, mule, hinnie edible offal, frozen, \$0-1	NL .3	FR .3	BE .2	1.3
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030614) Crabs, frozen, \$24-51	US 142.9	FR 10.1	DE 2.9	167.8
Dairy products, eggs, honey, edible animal product nes	(040620) Cheese, grated or powdered, of all kinds, \$8-14	FR 132.5	ES 15.4	AT 10.7	194.0
Products of animal origin, nes	(050690) Bones and horn-cores unworked or simply worked nes, \$0-5	BE 12.1	JP 5.3	US 4.1	27.6
Milling products, malt, starches, inulin, wheat gluten	(110820) Inulin, \$2-7	US 9.2	JP 3.6	BR 3.1	31.3
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(121120) Ginseng roots, \$13-75	CN 21.8	US 9.3	IT 1.4	38.7
	(120930) Seed, flower, for sowing, \$656-1600	IN 7.6	JP 5.1	VN 2.6	25.9
Vegetable plaiting materials, vegetable products nes	(140110) Bamboos used primarily for plaiting, \$0-4	IN 17.2	EG 1.6	GB 1.4	22.3
Animal,vegetable fats and oils, cleavage products, etc	(151930) Industrial fatty alcohols, \$0-1	BE 57.9	FR 48.7	DE 38.4	224.8



Catalogue of Diversification Opportunities 2022

	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
Meat, fish and seafood food preparations nes	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
Sugars and sugar confectionery	(170230) Glucose, glucose syrup < 20% fructose, \$2-5	ES .6	BE .5	JP .5	3.2
Miscellaneous edible preparations	(210410) Soups and broths and preparations thereof, \$16-36	FI .8	FR .3	MN .1	1.9
Residues, wastes of food industry, animal fodder	(230250) Bran, sharps and other residues of leguminous plants, \$3-4	CH .2	DE .1	JP 0	0.3
Tobacco and manufactured tobacco substitutes	(240399) Products of tobacco, substitute nes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1