

Belarus

Basic statistics

| | | | |
|--|-------|--|----|
| Current diversification (number of products) | 8,003 | Potential new products more complex (percentage) | 79 |
| Potential new products | 2,861 | Export opportunity in more complex products (percentage) | 51 |
| Potential new products more complex than the country's average | 2,255 | Import replacement opportunity in more complex products (percentage) | 63 |

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

| Product | Percent |
|--|---------|
| Iron and steel | 11 |
| Machinery & mech appliance etc | 11 |
| Organic chemicals | 10 |
| Electrical, electronic equipment | 6 |
| Vehicles other than railway, tramway | 5 |
| Miscellaneous chemical products | 4 |
| Optical, photo, technical, medical, etc apparatus | 4 |
| Plastics and articles thereof | 4 |
| Inorganic chemicals, precious metal compound, isotopes | 3 |
| Nickel and articles thereof | 3 |
| Sum of others with smaller share | 39 |

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

By countries

| Country | Percent |
|----------------|---------|
| China | 11 |
| USA | 10 |
| Germany | 5 |
| France | 5 |
| Netherlands | 4 |
| Thailand | 4 |
| Italy | 4 |
| United Kingdom | 4 |
| Rep. of Korea | 3 |
| Japan | 3 |
| India | 3 |
| Spain | 3 |
| Others | 29 |

By regions

| Region | Percent |
|------------------|---------|
| Asia | 40 |
| Western Europe | 18 |
| Northern America | 12 |
| Southern Europe | 9 |
| Northern Europe | 8 |
| Eastern Europe | 6 |
| 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 |
|--|---------|
| Edible fruit, nuts, peel of citrus fruit, melons | 14 |

Catalogue of Diversification Opportunities 2022

| | |
|---|----|
| Meat and edible meat offal | 11 |
| Animal, vegetable fats and oils, cleavage products, etc | 8 |
| Cereal, flour, starch, milk preparations and products | 8 |
| Cereals | 7 |
| Live animals | 7 |
| Vegetable, fruit, nut, etc food preparations | 7 |
| Fish, crustaceans, molluscs, aquatic invertebrates nes | 6 |
| Dairy products, eggs, honey, edible animal product nes | 5 |
| Tobacco and manufactured tobacco substitutes | 5 |
| Cocoa and cocoa preparations | 4 |
| Residues, wastes of food industry, animal fodder | 3 |
| Milling products, malt, starches, inulin, wheat gluten | 3 |
| Edible vegetables and certain roots and tubers | 3 |
| Sum of others with smaller share | 9 |

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

By countries

| Country | Percent |
|----------------------|---------|
| China | 17 |
| China, Hong Kong SAR | 9 |
| USA | 8 |

By regions

| Region | Percent |
|-----------------|---------|
| Asia | 43 |
| Western Europe | 18 |
| Northern Europe | 13 |

Catalogue of Diversification Opportunities 2022

| | | | |
|----------------|----|------------------|----|
| France | 6 | Northern America | 10 |
| Germany | 6 | Eastern Europe | 6 |
| Japan | 5 | Southern Europe | 5 |
| United Kingdom | 4 | | |
| Spain | 3 | | |
| Netherlands | 3 | | |
| Others | 20 | | |

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 | (284190) Salts of oxymetallic or peroxometallic acids nes, \$3-27 | KR 828.6 | JP 303.3 | US 19.6 | 1179.2 |
| | (280429) Rare gases other than argon, \$0-12 | CN 158 | JP 115.3 | FR 103.4 | 687.1 |
| | (284290) Metallic salts of inorganic acids nes, except azides, \$22-52 | CN 588.8 | HK 17.7 | KR 2.5 | 610.7 |
| | (280920) Phosphoric acid and polyphosphoric acids, \$0-0 | IN 166.1 | FR 74.8 | US 55.8 | 416.6 |
| | (284390) Precious metal compounds except gold, silver, amalgam, \$195-8501 | IN 80.4 | DE 74.9 | FR 74.2 | 271.8 |

Catalogue of Diversification Opportunities 2022

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|---------------------------------|--|-------------|-------------|-------------|--------|
| Organic chemicals | (293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660 | IE 383.8 | SI 116.7 | DE 64.2 | 699.9 |
| | (293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848 | IT 305.4 | DE 236.5 | CH 111.6 | 696.0 |
| | (290122) Propene (propylene), \$0-7 | US 191.3 | FR 152 | SK 97.5 | 645.0 |
| | (292429) Cyclic amides, derivatives, nes, salts thereof, \$12-89 | DE 234.9 | US 113.1 | GB 82.4 | 616.4 |
| | (293100) Organo-inorganic compounds, nes, \$3-18 | BR 359.3 | KR 94.3 | IE 31.3 | 593.9 |
| Miscellaneous chemical products | (381512) Supported catalysts, precious metal based, \$39-204 | DE 364.1 | PT 209.7 | NL 171.6 | 1825.6 |
| | (380820) Fungicides, packaged for retail sale, \$17-36 | DE 254.9 | BR 168 | UA 94.7 | 810.1 |
| | (381512) Supported catalysts, precious metal based, \$204-452 | CZ 229.1 | SG 130.1 | DE 65 | 701.5 |
| | (381519) Supported catalysts, except nickel or precious metal, \$5-28 | KR 126.6 | QA 94 | NL 47 | 605.2 |
| | (381590) Reaction initiators, accelerators, catalysts, nes, \$17-36 | SA 214 | CN 83.2 | ID 54.3 | 483.6 |
| Plastics and articles thereof | (390410) Polyvinyl chloride in primary forms, \$0-1 | KW 218.2 | IN 142.5 | TR 101.4 | 1128.0 |
| | (390390) Polymers of styrene except SAN or ABS in primary form, \$0-1 | CN 324.1 | TR 39.3 | FR 37.3 | 497.8 |
| | (390130) Ethylene-vinyl acetate copolymers in primary forms, \$1-3 | US 92.4 | TR 43.5 | IN 42 | 375.7 |

Catalogue of Diversification Opportunities 2022

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|--------------------------------|---|----------|----------|----------|--------|
| | (390110) Polyethylene - specific gravity <0.94 in primary form, \$1-2 | FR 46.3 | SE 41.2 | DK 24.3 | 207.0 |
| | (391190) Polysulphides, polysulphones etc, nes in primary form, \$10-20 | CN 104.1 | SA 38 | NL 28.2 | 200.3 |
| 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 |
| | (722590) Flat rolled alloy-steel, width >600mm, nes, \$0-2 | TH 391.9 | GB 141.3 | NL 128.1 | 1181.5 |
| | (722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1 | TH 597 | SE 199.8 | BE 58 | 1011.5 |
| | (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 |
| Nickel and articles thereof | (750210) Nickel unwrought, not alloyed, \$13-16 | CN 985.7 | US 879.2 | DE 461.3 | 3935.8 |
| | (750512) Bars, rods and profiles, nickel alloy, \$23-60 | CN 84.2 | GB 68.9 | US 64.8 | 363.5 |
| | (750620) Plates, sheet, strip and foil, nickel alloy, \$22-66 | IN 49 | ID 40.5 | CN 22.4 | 176.1 |
| | (750712) Tubes and pipe, nickel alloy, \$0-27 | IT 27.1 | KR 23.8 | SA 18.6 | 132.8 |
| | (750800) Articles of nickel, nes, \$289-677 | GB 25.5 | CA 9.5 | US 9.5 | 81.8 |
| 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 |

Catalogue of Diversification Opportunities 2022

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|--------------------------------------|--|--------------|-------------|-------------|--------|
| | (842959) Earth moving/road making equipment, self-propelled ne, \$59482-118215 | US 321.1 | GB 17.3 | IE 16.1 | 522.8 |
| | (843311) Mowers, powered, lawn, with horizontal cutting device, \$118-829 | US 152.3 | DE 127.9 | PL 56.8 | 494.6 |
| | (841582) Air conditioners nes, with refrigerating unit, \$241-3577 | US 138.8 | CN 111.9 | CA 41.2 | 415.8 |
| | (847710) Injection-moulding machines for rubber or plastic, \$90066-209262 | US 138.5 | HK 60.2 | IT 34.5 | 391.9 |
| Electrical, electronic equipment | (850230) Electric generating sets, nes, \$102223-453892 | NL 366.9 | AU 319.5 | AR 107 | 1326.1 |
| | (851632) Electro-thermic hairdressing apparatus, nes, \$0-13 | US 313.6 | DE 71.8 | JP 38.6 | 553.5 |
| | (850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273 | FR 66.9 | BH 26.9 | CI 26.7 | 442.3 |
| | (854519) Carbon and graphite electrodes, except for furnaces, \$0-5 | AZ 45.5 | AE 45.3 | IS 21.3 | 190.4 |
| | (851671) Electric coffee or tea makers, domestic, \$240-554 | DE 136.7 | CH 23.6 | BY 10.9 | 187.2 |
| Vehicles other than railway, tramway | (870331) Automobiles, diesel engine of <1500 cc, \$16275-32659 | IT 1372.2 | BE 715.6 | PT 419.8 | 3740.6 |
| | (870331) Automobiles, diesel engine of <1500 cc, \$5352-16275 | ES 418.7 | NL 159.9 | AT 115.5 | 1368.0 |
| | (870422) Diesel powered trucks weighing 5-20 tonnes, \$52514-103973 | GB 577.9 | CA 173.6 | IE 145.2 | 1180.6 |
| | (870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331 | US 198.4 | SE 10.8 | NO 8.1 | 248.5 |

Catalogue of Diversification Opportunities 2022

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|---|--|-------------|-------------|-------------|--------|
| | (871150) Motorcycles, spark ignition engine of > 800 cc, \$11548-21728 | GB 47.9 | SG 45.4 | DE 42.1 | 240.2 |
| Optical, photo, technical, medical, etc apparatus | (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 |
| | (900130) Contact lenses, \$0-1 | US 445.7 | JP 124.8 | BE 79.7 | 886.2 |
| | (902111) Artificial joints, \$1061-2135 | FR 315.8 | CH 165.9 | GB 101.2 | 809.7 |
| | (901920) Therapeutic respiration apparatus, \$137-294 | FR 128.8 | JP 43.7 | KR 24.1 | 352.2 |

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 | (020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3 | CN 412.3 | NL 10.5 | MO 6.5 | 477.7 |
| | (020649) Swine edible offal, frozen except livers, \$0-1 | HK 293.8 | VN 39.3 | DK 16.7 | 391.1 |
| | (020329) Swine cuts, frozen nes, \$0-2 | HN 61.8 | GB 51.9 | FR 26 | 248.7 |

Catalogue of Diversification Opportunities 2022

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|--|--|----------|---------|---------|-------|
| | (020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2 | NL 29.2 | PL 20.8 | GB 8.7 | 80.0 |
| | (020630) Swine edible offal, fresh or chilled, \$0-2 | NL 30 | SE 17.7 | DE 6.5 | 73.3 |
| 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 |
| | (030731) Mussels, shelled or not, live, fresh or chilled, \$2-7 | US 36.3 | AU 2.6 | CN 1.5 | 43.5 |
| | (030710) Oysters, \$6-13 | US 5.8 | CN 3.8 | DE 3.1 | 28.2 |
| | (030739) Mussels, frozen, dried, salted or in brine, \$3-8 | US 5.3 | AE .7 | CA .4 | 9.0 |
| | (030729) Scallops other than live, fresh or chilled, \$7-23 | MO 5.6 | BE .7 | AU .3 | 7.8 |
| Dairy products, eggs, honey, edible animal product nes | (040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29 | HK 277.3 | NZ 10.1 | CN 5 | 295.5 |
| | (040630) Cheese processed, not grated or powdered, \$7-12 | GB 80.1 | AE 24.7 | KR 12.4 | 161.7 |
| | (040610) Fresh cheese, unfermented whey cheese, curd, \$6-10 | AE 11.5 | NZ 7.3 | US 6.4 | 51.0 |
| | (040229) Milk and cream powder sweetened < 1.5% fat, \$7-14 | IT 16.5 | CN 3.9 | AU 3.1 | 33.4 |
| | (040899) Eggs, bird, not in shell not dried, \$1-4 | DK 3.4 | CH 1.9 | QA 1.9 | 15.2 |
| Edible vegetables and certain roots and tubers | (070420) Brussels sprouts, fresh or chilled, \$1-3 | US 62.5 | CA 5 | DE 1.5 | 74.4 |

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|--|--|-------------|-------------|-------------|-------|
| | (071010) Potatoes, frozen, uncooked steamed or boiled, \$0-1 | ES 13.9 | BE 12.8 | GB 7.3 | 71.0 |
| | (070511) Cabbage lettuce (head lettuce) fresh or chilled, \$0-3 | PL 21.3 | DE 18.1 | US 4.3 | 63.1 |
| | (070920) Asparagus, fresh or chilled, \$3-8 | CH 10 | NO 5.8 | CA 4.2 | 48.3 |
| | (071021) Peas, frozen, uncooked steamed or boiled, \$0-1 | GB 10.2 | US 6.3 | CN 4.7 | 44.6 |
| Edible fruit, nuts, peel of citrus fruit, melons | (080250) Pistachios, fresh or dried, \$7-19 | HK 478.7 | TR 95.8 | ES 34 | 835.6 |
| | (081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12 | US 276 | GB 57.5 | DE 42.4 | 518.8 |
| | (080211) Almonds in shell fresh or dried, \$3-9 | CN 222.5 | IN 75 | AE 15.2 | 373.8 |
| | (080240) Chestnuts, fresh or dried, \$2-7 | JP 17.7 | ES 7.2 | AT 2.2 | 35.7 |
| | (081310) Apricots, dried, \$2-6 | BY 13.7 | NL 8.1 | NZ 2.6 | 32.6 |
| 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 |
| | (100200) Rye, \$0-1 | US 75.3 | BY 2.8 | ES 2.7 | 88.4 |
| Milling products, malt, starches, inulin, wheat gluten | (110900) Wheat gluten, \$0-1 | NO 61.7 | FR 40.7 | NL 19.9 | 176.4 |
| | (110900) Wheat gluten, \$1-2 | HU 11.5 | ES 9.8 | AU 7.6 | 66.2 |

Catalogue of Diversification Opportunities 2022

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|--|--|-------------|------------|------------|-------|
| | (110811) Wheat, starch, \$0-0 | NL 19.2 | FR 11.5 | DE 8.5 | 58.6 |
| | (110412) Oats, rolled or flaked grains, \$2-4 | HK 16.2 | SA 11.6 | US 1.8 | 34.3 |
| | (110820) Inulin, \$2-7 | US 9.2 | JP 3.6 | BR 3.1 | 31.3 |
| 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 |
| | (151410) Canola, rape, colza or mustard oil, crude, \$0-2 | SE 52.8 | CN 38.1 | DK 29.6 | 155.7 |
| | (151919) Industrial monocarboxylic fatty acids, nes, acid oils, \$0-3 | LK 22.5 | GB 19.1 | AU 15.4 | 113.8 |
| | (151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56 | KR 28.8 | UA 4.9 | FR 3.4 | 45.9 |
| Cocoa and cocoa preparations | (180310) Cocoa paste not defatted, \$3-5 | RU 135.5 | DE 58.3 | FR 54.5 | 568.4 |
| 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 |
| | (190120) Mixes and doughs for bread, pastry, biscuits, etc., \$3-6 | US 10.7 | JP 3.8 | DE 1.9 | 29.8 |
| | (190510) Crispbread, \$6-11 | FR 3.6 | FI .8 | US .7 | 8.4 |
| Vegetable, fruit, nut, etc food preparations | (200410) Potatoes, prepared, frozen, \$0-0 | FR 342.6 | GB 69.7 | AU 58.3 | 827.9 |

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|--|--|----------|---------|---------|-------|
| | (200490) Vegetables nes and mixtures, prepared, frozen, \$4-7 | FR 5.4 | KW 4 | SE 3.8 | 22.1 |
| | (200892) Fruit mixtures, otherwise prepared or preserved, \$8-17 | JP 6.8 | DE 2.8 | AU 2 | 17.1 |
| | (200930) Citrus juice nes (one fruit) not fermented or spirite, \$3-7 | FR 5.5 | GB 2.6 | DK 2.2 | 14.4 |
| | (200580) Sweet corn, prepared or preserved, not frozen/vinegar, \$2-4 | NL 3.5 | FR 1.5 | DE 1.3 | 8.7 |
| Residues, wastes of food industry, animal fodder | (230110) Flour or meal, pellet of meat or offal for animal fee, \$0-1 | TH 107.3 | VN 37.5 | NL 15.5 | 233.8 |
| | (230310) Residues of starch manufacture and similar residues, \$0-1 | EG 83.8 | CL 12.1 | RU 11.7 | 143.2 |
| | (230890) Vegetable wastes and residues nes for animal feed, \$0-2 | NO 14.4 | TH 6.5 | CN 6.2 | 60.1 |
| 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 |