

## Canada

### Basic statistics

Current diversification (number of products)	20,491	Potential new products more complex (percentage)	79
Potential new products	717	Export opportunity in more complex products (percentage)	59
Potential new products more complex than the country's average	565	Import replacement opportunity in more complex products (percentage)	62

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

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Iron and steel	24
Machinery & mech appliance etc	14
Organic chemicals	12
Vehicles other than railway, tramway	7
Tin and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	3
Glass and glassware	3
Electrical, electronic equipment	3
Mineral fuels, oils, distillation products, etc	2
Plastics and articles thereof	2
Sum of others with smaller share	25

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

By countries

Country	Percent
China	14
France	9
Belgium	6
India	5
USA	5
Germany	5
Netherlands	4
Italy	4
Singapore	3
Others	27

By regions

Region	Percent
Asia	39
Western Europe	26
Southern Europe	8
Northern America	7
Eastern Europe	7
Northern Europe	5
Sub-Saharan Africa	3
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
Meat and edible meat offal	35
Animal,vegetable fats and oils, cleavage products, etc	29
Dairy products, eggs, honey, edible animal product nes	11
Meat, fish and seafood food preparations nes	6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	5

Milling products, malt, starches, inulin, wheat gluten	5
Residues, wastes of food industry, animal fodder	4
Edible fruit, nuts, peel of citrus fruit, melons	3
Vegetable plaiting materials, vegetable products nes	2
Vegetable, fruit, nut, etc food preparations	1

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

By countries

Country	Percent
Italy	8
Austria	7
France	7
Spain	6
Germany	6
Belgium	6
Saudi Arabia	5
Netherlands	5
Czechia	4
Greece	4
Poland	4
Turkey	3

By regions

Region	Percent
Western Europe	32
Asia	21
Southern Europe	19
Eastern Europe	16
Northern Europe	7

Romania	3
Singapore	3
Japan	3
Others	19

## 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	
Mineral fuels, oils, distillation products, etc	(270111) Anthracite, not agglomerated, \$0-0	ID 76.9	FR 28	US 7.8	144.2
	(270750) Aromatic hydrocarbon mixtures from coal tar, nes, \$0-1	BR 17.2	FR 9.3	CA 8.2	82.6
	(271220) Paraffin wax containing <0.75% oil, \$0-1	DO 15.5	FR 11.1	CN 6.2	74.3
	(270710) Benzol, \$0-2	MY 15.2	BE 10.4	CA 8	51.7
	(271114) Ethylene, propylene, butylene, butadiene, liquefied, \$0-20	FR 29.9	RS 1.3	AU .5	32.8
Inorganic chemicals, precious metal compound, isotopes	(283691) Lithium carbonates, \$0-11	CN 80.3	NL 75.5	JP 40.3	222.0
	(283324) Nickel sulphates, \$3-7	JP 56.7	CA 17.9	MY 7.2	101.8
	(282510) Hydrazine and hydroxylamine, inorganic salts, \$3-22	DE 9	IN 4.9	ID 3.4	32.3

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	(282510) Hydrazine and hydroxylamine, inorganic salts, \$0-3	IN 9.4	NL 3.3	IT 2.5	22.3
	(281290) Halides & halide oxides of non-metals (not chlorides), \$0-9	ES 6.9	FR 4.2	EG 1.4	16.4
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(291030) 1-chloro-2,3-epoxypropane(epichlorohydrin), \$0-1	IN 81	KR 55.3	US 25.9	203.1
	(290549) Polyhydric acyclic alcohols, \$0-3	US 68.3	NL 12.8	AU 8.7	108.9
	(290516) Octanol(octyl alcohol), isomers, \$1-11	VN 26	FR 25.4	US 20.2	97.9
	(291533) N-butyl acetate, \$1-2	VN 32.9	FR 15.8	IL 10.5	84.4
Plastics and articles thereof	(392119) Sheet etc, cellular of plastics, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(390320) Styrene-acrylonitrile (SAN) copolymers, primary forms, \$1-4	CA 23.1	IT 8.9	TH 7.2	53.4
	(391390) Polymers, natural or modified in primary forms, \$3142-5762	BE 30.1	KR 16.8	SI .6	48.2
	(390461) Polytetrafluoroethylene in primary forms, \$0-11	US 17.4	DE 7.9	TR 5.1	47.4
	(392071) Sheet/film not cellular/reinforced regenerated cellulose, \$4-16	KR 11.1	IT 4.4	TH 2.3	28.0
Glass and glassware	(700529) Float glass etc in sheets, non-wired, clear, \$8-15	CN 280	US 32.5	CA 3.3	333.8
	(700521) Float glass etc sheets, coloured throughout, \$0-4	VN 112.8	KR 56.7	PH 10	222.1
	(700410) Drawn glass sheet coloured, absorbing, reflect, opaque, \$6-72	NL 2.2	US 2.1	DK .7	7.5

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	(701010) Ampoules of glass for conveyance or packing, \$22-48	BE 1.9	IT 1.1	DE .7	4.6
	(700210) Glass balls except microspheres < 1mm diameter, \$0-0	IN .6	US .5	VN .4	3.2
Iron and steel	(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
	(722590) Flat rolled alloy-steel, width >600mm, nes, \$0-0	CN 205.8	FR 151.9	LK 41.6	451.3
	(721914) Hot rolled stainless steel coil, w >600mm, t <3mm, \$0-2	FR 279.5	IN 141.4	JP 9.4	440.7
	(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
Tin and articles thereof	(800110) Tin not alloyed unwrought, \$18-21	SG 389.8	IN 133.8	US 57.4	674.5
	(800110) Tin not alloyed unwrought, \$0-18	CN 34.7	TH 13.9	KR 11.5	110.4
	(800200) Tin waste or scrap, \$7-15	ES 7.4	HK .4	TH .3	9.1
Machinery & mech appliance etc	(845710) Machining centres, for working metal, \$140463-293222	CN 918.4	US 219	HU 44.5	1327.6
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(846599) Machine tools for wood, cork or hard plastic, etc nes, \$10570-26099	RU 39.5	IT 10.7	RO 7.9	110.9
	(847920) Machines to process animal or fixed veg fats or oils, \$346-22410	UA 41.4	IN 16.6	EG 11.1	94.4

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	(842620) Tower cranes, \$117540-198867	US 49.8	IN 10.9	CL 7.2	89.6
Electrical, electronic equipment	(850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273	FR 66.9	BH 26.9	CI 26.7	442.3
	(850613) Silver oxide primary cells, batteries volume < 300 cc, \$0-0	HK 6.6	MY 5.5	IE 4.8	33.9
	(851621) Electric storage heating radiators, \$0-25	MY 13.5	US 4	SE .8	19.7
	(854710) Electrical insulating fittings of ceramics, \$0-10	FR 7.4	TN 1.4	BR 1	14.6
	(853223) Electric capacitors, fixed, ceramic, single layer, \$209-451	FR 3.6	SG 2.1	RU 1	8.9
Vehicles other than railway, tramway	(870210) Diesel powered buses, \$95900-214977	DE 193.8	PE 133.8	NO 110.8	1001.2
	(870710) Bodies for passenger carrying vehicles, \$10851-27172	IT 154.3	DE 4.1	HK 1.2	161.7
	(870421) Diesel powered trucks weighing < 5 tonnes, \$108049-216739	FI 69.9	CZ .3	SE .2	70.8
	(870710) Bodies for passenger carrying vehicles, \$0-112	GB 7.1	EG 2.2	LU 1.1	14.2
	(870911) Work trucks, electrically powered, \$0-2611	CA 9.6	IE .4	UZ .4	12.4

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	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6

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	(020742) Turkey cuts & offal, except livers, frozen, \$4-8	ES 51.2	DE 12.5	GR 11.7	98.1
	(020630) Swine edible offal, fresh or chilled, \$0-0	SE 27	FR 16.5	GH .1	43.6
	(020810) Rabbit or hare meat, offal, fresh, chilled or frozen, \$4-8	NL 3.2	US 3	CZ 2.6	10.7
	(020610) Bovine edible offal, fresh or chilled, \$0-2	IE .9	KM .5	DE .4	3.6
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030222) Plaice, fresh or chilled, whole, \$3-7	GB .6	FR .3	BE .2	1.1
	(030332) Plaice, frozen, whole, \$17-25	MY 0	RO 0	KZ 0	0.0
Dairy products, eggs, honey, edible animal product nes	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$3-5	SG 5.6	ID 4.8	NZ 3.2	34.4
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4
	(041000) Edible products of animal origin nes, \$0-5	NL 9.7	GB 5.7	TH 5.2	25.5
	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
	(040811) Egg yolks dried, \$0-4	GB 3.1	RU 2.5	FR 1	8.6
Live trees, plants, bulbs, roots, cut flowers etc	(060230) Rhododendrons and azaleas, \$5-9	SE .4	DK .1	HU .1	0.6
Edible fruit, nuts, peel of citrus fruit, melons	(080240) Chestnuts, fresh or dried, \$2-7	JP 17.7	ES 7.2	AT 2.2	35.7
Coffee, tea, mate and spices	(091030) Turmeric (curcuma), \$210-540	SG .1	GB .1	ZA .1	0.3
Milling products, malt, starches, inulin, wheat gluten	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6



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Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
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
	(151521) Maize oil crude, \$0-2	SG 21.9	TR 16.8	MY 8.8	70.3
	(151913) Tall oil fatty acids, \$1-2	KR 5.2	AU 3.2	CA 3.2	25.0
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
	(151912) Oleic acid, \$3-5	SA 5.8	MY .3	CA .2	6.9
Meat, fish and seafood food preparations nes	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160231) Turkey meat, offal prepared or preserved, except live, \$13-16	SC 0	ID 0	KW 0	0.1
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
Beverages, spirits and vinegar	(220710) Undenatured ethyl alcohol > 80% by volume, \$130+	SI 0	UA 0	SK 0	0.0
Residues, wastes of food industry, animal fodder	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8