

Chile

Basic statistics

Current diversification (number of products)	8,716	Potential new products more complex (percentage)	79
Potential new products	2,815	Export opportunity in more complex products (percentage)	70
Potential new products more complex than the country's average	2,227	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	12
Organic chemicals	11
Machinery & mech appliance etc	11
Vehicles other than railway, tramway	10
Pharmaceutical products	6
Electrical, electronic equipment	6
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	4
Optical, photo, technical, medical, etc apparatus	4
Nickel and articles thereof	3
Sum of others with smaller share	29

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

By countries

Country	Percent
USA	13
China	10
Germany	6
France	6
United Kingdom	5
Thailand	4
Japan	3
Netherlands	3
Rep. of Korea	3
India	3
Belgium	3
Italy	3
Others	25

By regions

Region	Percent
Asia	38
Western Europe	21
Northern America	15
Northern Europe	8
Eastern Europe	6
Southern Europe	6

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Dairy products, eggs, honey, edible animal products	16

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Cereal, flour, starch, milk preparations and products	13
Animal,vegetable fats and oils, cleavage products, etc	13
Cereals	10
Milling products, malt, starches, inulin, wheat gluten	9
Live animals	9
Cocoa and cocoa preparations	7
Sugars and sugar confectionery	5
Meat and edible meat offal	5
Meat, fish and seafood food preparations nes	4
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	2
Edible vegetables and certain roots and tubers	2
Residues, wastes of food industry, animal fodder	2
Products of animal origin, nes	1
Sum of others with smaller share	2

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

By countries

Country	Percent
China	18
Germany	10
China, Hong Kong SAR	6

By regions

Region	Percent
Asia	37
Western Europe	21
Northern Europe	11

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USA	6	Northern America	9
United Kingdom	6	Eastern Europe	8
Netherlands	5	Southern Europe	8
Spain	5		
Russian Federation	3		
Canada	3		
Belgium	3		
Italy	3		
France	3		
Poland	3		
Others	17		

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	(281820) Aluminium oxide, except artificial corundum, \$0-0	AE 668.9	CN 358.7	FR 254.2	1559.4
	(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

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	(284290) Metallic salts of inorganic acids nes, except azides, \$22-52	CN 588.8	HK 17.7	KR 2.5	610.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
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
	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, ne, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
Pharmaceutical products	(300220) Vaccines, human use, \$2379-9410	US 3300.4	GB 1484.6	CN 890	6344.2
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300420) Antibiotics nes, in dosage, \$143-316	BE 188.6	DK 85.4	FR 84.8	578.7
	(300410) Penicillins and streptomycins, derivs, in dosage, \$86-183	AT 58.1	US 49.2	IT 22.6	215.5
Plastics and articles thereof	(392062) Sheet/film not cellular/reinf polyethylene terephthal, \$9-21	CN 1009.9	KR 45.1	MY 30.7	1113.7

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	(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
	(392119) Sheet etc, cellular of plastics nes, \$52-171	US 262	KR 63.9	FR 28.4	404.0
	(391190) Polysulphides, polysulphones etc, nes in primary form, \$3-10	MY 55.5	JP 34.2	BE 23.1	255.2
	(390220) Polyisobutylene in primary forms, \$0-1	FR 153.9	SG 13.4	CN 8.8	216.2
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
	(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
	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
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
	(750300) Nickel waste or scrap, \$9-16	JP 42.8	US 27.8	DE 25.3	134.2
	(750712) Tubes and pipe, nickel alloy, \$0-27	IT 27.1	KR 23.8	SA 18.6	132.8

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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
	(842810) Lifts and skip hoists, \$10135-20661	RU 278.1	SG 55.5	FR 43.4	848.3
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1
	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(842959) Earth moving/road making equipment, self-propelled ne, \$59482-118215	US 321.1	GB 17.3	IE 16.1	522.8
Electrical, electronic equipment	(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
	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273	FR 66.9	BH 26.9	CI 26.7	442.3
	(850153) AC motors, multi-phase, of an output > 75 kW, \$1991-17560	BE 202.9	CN 128.8	AU 16.4	438.7
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
	(870190) Wheeled tractors nes, \$47189-103585	US 434	GB 350.8	BE 213.8	1571.5

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	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
Optical, photo, technical, medical, etc apparatus	(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
	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(901811) Electro-cardiographs, \$1100-2726	US 467.6	HK 12.7	NO 1.2	483.0
	(902219) Non-medical X-ray equipment, \$11306-42823	JP 65.5	US 51.8	FR 39.5	415.8

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
Meat and edible meat offal	(021019) Swine meat, salted/dried/smoked not ham/shoulder/bell, \$4-12	DK 32	GB 14.3	FR 13.1	87.0
	(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

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	(020621) Bovine tongues, frozen, \$2-5	HK 22.8	ID 1.4	NL 1	28.5
	(021020) Bovine meat salted, dried or smoked, \$6-22	ES 8.5	IT 4.2	GB 3.8	23.1
Dairy products, eggs, honey, edible animal products	(040221) Milk and cream powder unsweetened < 1.5% fat, \$10-29	HK 277.3	NZ 10.1	CN 5	295.5
	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040630) Cheese processed, not grated or powdered, \$7-12	GB 80.1	AE 24.7	KR 12.4	161.7
	(040110) Milk not concentrated nor sweetened < 1% fat, \$0-0	IT 35.4	IE 24.8	PH 4.7	79.9
Products of animal origin, nes	(050510) Feathers and down used for stuffing, \$0-5	CN 36.8	ES 7.8	HU 4.6	57.0
Edible vegetables and certain roots and tubers	(070940) Celery, other than celeriac, fresh or chilled, \$1-3	CA 108.9	HK 4.6	DE 4.4	144.2
	(071029) Legumes, except peas and beans, frozen, \$1-2	JP 5.8	AU 1.6	IT 1.1	17.9
Cereals	(100300) Barley, \$0-0	CN 210.4	ES 155.8	BE 104.1	771.1
	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110900) Wheat gluten, \$0-1	NO 61.7	FR 40.7	NL 19.9	176.4

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	(110813) Potato starch, \$0-2	US 22.6	PE 10.3	ID 8.5	78.4
	(110900) Wheat gluten, \$1-2	HU 11.5	ES 9.8	AU 7.6	66.2
	(110520) Potato flakes, granules and pellets, \$0-1	PL 12.5	FR 11.8	US 10	64.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(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
	(120923) Seed, fescue, for sowing, \$0-2	GB 6.3	FR 5.4	DE 4.7	24.7
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
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
	(151490) Canola, rape, colza or mustard oil, fractions, refine, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(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
	(152090) Glycerol (glycerine), nes including synthetic glycerol, \$0-0	JP 23.8	DK 14.4	VN 10.1	90.8
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
	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6

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	(160412) Herrings, prepared or preserved, not minced, \$0-3	RU 8.1	RO 7.4	EE 5.4	31.3
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6
Sugars and sugar confectionery	(170210) Lactose and lactose syrup, \$1-5	IE 21.2	IN 19.7	BE 13.4	184.2
	(170230) Glucose, glucose syrup < 20% fructose, \$0-2	DE 35	US 15.4	FI 10.7	121.0
	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170250) Fructose, chemically pure, \$0-4	FR 1.7	US 1.4	DE 1	9.8
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
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
	(190540) Rusks, toasted bread and similar toasted products, \$4-9	MU 2.2	US 1.2	CN .5	7.4
Residues, wastes of food industry, animal fodder	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
	(230320) Beet-pulp, bagasse & other waste of sugar manufacture, \$0-0	TR 17.8	NL 12.6	GR 5.1	46.8