

Christmas Isds

Basic statistics

Current diversification (number of products)	259	Potential new products more complex (percentage)	65
Potential new products	2,405	Export opportunity in more complex products (percentage)	27
Potential new products more complex than the country's average	1,558	Import replacement opportunity in more complex products (percentage)	.

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Plastics and articles thereof	12
Electrical, electronic equipment	9
Machinery & mech appliance etc	8
Paper & paperboard, articles of pulp, paper and board	5
Optical, photo, technical, medical, etc apparatus	5
Articles of apparel, accessories, not knit or crochet	4
Articles of iron or steel	4
Articles of apparel, accessories, knit or crochet	4
Organic chemicals	2
Pharmaceutical products	2
Sum of others with smaller share	44

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

By countries

Country	Percent
USA	17
China	7
France	7
Germany	5
United Kingdom	4
Japan	4
Netherlands	3
Italy	3
Russian Federation	3
Rep. of Korea	3
Thailand	3
Others	27

By regions

Region	Percent
Asia	35
Northern America	19
Western Europe	18
Eastern Europe	8
Northern Europe	7
Southern 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	21
Cereal, flour, starch, milk preparations and products	17

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Dairy products, eggs, honey, edible animal products	13
Vegetable, fruit, nut, etc food preparations	9
Cocoa and cocoa preparations	8
Animal, vegetable fats and oils, cleavage products, etc	7
Miscellaneous edible preparations	5
Edible vegetables and certain roots and tubers	5
Meat, fish and seafood food preparations	3
Residues, wastes of food industry, animal fodder	2
Live trees, plants, bulbs, roots, cut flowers etc	2
Sugars and sugar confectionery	2
Oil seed, oleaginous fruits, grain, seed, fruit, etc, nes	2
Lac, gums, resins, vegetable saps and extracts 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
USA	18
United Kingdom	7
Russian Federation	7
France	6

By regions

Region	Percent
Asia	31
Northern America	20
Western Europe	17
Eastern Europe	12

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Germany	5	Northern Europe	11
China	4	Southern Europe	4
China, Hong Kong SAR	4		
Japan	4		
Netherlands	4		
United Arab Emirates	3		
Others	24		

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	
Organic chemicals	(293490) Heterocyclic compounds, nes, \$25-326	US 658.4	IT 252.8	CN 107.6	1664.8
	(292910) Isocyanates, \$1-5	IT 137.1	DE 134.3	ES 65.8	528.2
	(293359) Heterocyclic compounds with pyrimidine ring nes, \$34-398	DE 88.9	BR 51.9	IT 43.3	450.0
	(293369) Heterocyclic compds with an unfused triazine ring nes, \$2-15	BR 133.5	KR 117.8	IN 83.1	421.9
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$0-25	NL 92.7	BR 61.6	PK 27.4	279.3
Pharmaceutical products	(300432) Adrenal cortical hormones, in dosage, \$55-219	US 345	RU 81.3	VN 40.9	789.0

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	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300390) Medicaments nes, formulated, in bulk, \$15-136	PS 87.2	IE 59.8	TN 45.8	507.5
	(300610) Suture materials, sterile surgical and dental goods, \$73-387	SG 102.5	NL 86.1	US 59.7	485.4
	(300510) Medical dressings etc. having an adhesive layer, \$14-51	DE 104.9	US 93	ES 46.2	462.3
Plastics and articles thereof	(390120) Polyethylene - specific gravity >0.94 in primary form, \$0-1	CN 3812.8	ID 299.5	CO 142.8	5488.2
	(390120) Polyethylene - specific gravity >0.94 in primary form, \$1-1	SG 758.4	RU 257.7	BE 207.5	2290.7
	(390210) Polypropylene in primary forms, \$0-1	EG 323.9	ID 309.6	CN 224.9	1715.2
	(390190) Polymers of ethylene nes, in primary forms, \$0-1	CN 774.1	BR 202.9	MY 159.3	1671.2
	(390110) Polyethylene - specific gravity <0.94 in primary form, \$0-1	BR 184	CL 131	NG 126.3	1139.5
Paper & paperboard, articles of pulp, paper and board	(480100) Newsprint, \$0-3	US 1748.1	IT 250.9	DE 221.2	2871.7
	(480252) Paper, fine, woodfree, 40 - 150 g/m2, uncoated, \$0-2	US 455.5	JP 208.2	PE 120.7	1572.6
	(480421) Paper, sack kraft, unbleached, uncoated, \$0-1	DE 160	SI 105.9	CA 37.8	513.2
	(480100) Newsprint, \$0-0	IN 372.1	HU 21.5	TH 19.5	491.8
	(481190) Paper, coated/impregnated/covered/coloured/printed ne, \$2-9	US 107.5	GB 93.6	RO 28.6	417.5

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Articles of apparel, accessories, knit or crochet	(611593) Hosiery nes, synthetic fibres, knit, \$16-47	US 1437.8	GB 15.2	NL 14.3	1525.8
	(610230) Womens, girls overcoats, etc, manmade fibres, knit, \$13-39	FR 152.3	JP 127.8	ES 99.3	589.3
	(610832) Womens, girls nightdress or pyjama manmade fibre, kni, \$5-16	JP 110.2	FR 50.6	HK 48.7	412.8
	(610712) Mens, boys underpants or briefs, manmade fibre, knit, \$3-12	JP 207.4	US 80.2	FR 44.1	377.0
	(611130) Babies garments, accessories of synthetic fibres, kni, \$21-51	US 260.1	ES 16.5	GB 6	302.6
Articles of apparel, accessories, not knit or crochet	(621010) Garments made up of textile felts and nonwoven fabric, \$7-27	US 630.6	JP 52.1	IT 24.5	809.8
	(620293) Womens, girls anoraks etc of manmade fibres, not knit, \$0-19	US 270.8	RU 69.8	UA 19.1	418.4
	(620213) Womens, girls overcoats etc manmade fibre, not knit, \$0-25	RU 222.4	ES 44.2	AT 37.7	384.0
	(620192) Mens, boys anoraks etc, of cotton, not knit, \$20-58	FR 81	US 66.5	JP 61.6	316.1
	(620444) Womens, girls dresses, of artificial fibres, not knit, \$0-12	ES 87.3	RU 52.9	US 33.4	293.8
Articles of iron or steel	(730820) Towers and lattice masts, iron or steel, \$1-7	US 266	PH 107.1	LA 68.2	891.4
	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$1-10	MY 83.8	KR 75.5	GB 74.3	594.9
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$1-9	EG 340.1	CA 30.2	NO 12	471.8
	(730630) Pipes etc nes, iron/steel welded nes, diameter <406.4m, \$0-1	FR 206.4	CZ 37.6	ES 34.1	468.6

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	(730410) Pipes, line, iron or steel, for oil or gas pipelines, \$0-1	AE 171.9	VN 65.1	CO 34.4	449.3
Machinery & mech appliance etc	(847989) Machines and mechanical appliances, \$2729-6609	JP 178.9	AE 171.9	IT 148.4	1135.4
	(848071) Moulds, injection & compression, for rubber or plasti, \$18-94	TH 196.8	CZ 160.8	IN 96.4	823.2
	(848240) Bearings, needle roller, \$1-7	DE 198.4	US 53.3	FR 48.1	665.5
	(848340) Gearing, ball screws, speed changers, torque converte, \$29-846	CN 477.1	AR 61.4	AU 43.2	642.7
	(840890) Engines, diesel except motor vehicle/marine, \$801-11670	ES 72.2	CZ 71.2	DE 70	615.6
Electrical, electronic equipment	(854290) Parts of electronic integrated circuits etc, \$61-415	MY 759.2	PH 474.3	ID 136.6	1654.7
	(850910) Domestic vacuum cleaners, \$65-158	FR 592.1	RU 177.6	HK 92.7	1322.0
	(854460) Electric conductors, for over 1,000 volts, nes, \$5-27	US 271.6	PH 142.8	CN 86.1	1021.6
	(853720) Electrical control and distribution boards, > 1kV, \$18-83	KZ 109.4	TH 82.9	SG 74.7	882.0
	(851629) Electric space heating nes and soil heating apparatus, \$36-182	JP 359.9	FR 251.9	US 53.2	782.7
Optical, photo, technical, medical, apparatus etc	(901839) Needles, catheters, cannulae etc, (medical), \$0-28	US 1319.4	CN 444.9	TH 61.5	1964.2
	(902130) Artificial body parts, aids and appliances, etc, \$243-1093	NL 534	US 353.1	ES 106	1487.5
	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9

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	(901920) Therapeutic respiration apparatus, \$33-137	US 468.3	NL 40.5	TH 25	761.2
	(902130) Artificial body parts, aids and appliances, etc, \$0-243	IT 247.9	GB 228.5	FR 80.4	677.4

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	
Dairy products, eggs, honey, edible animal products	(040690) Cheese except fresh, grated, processed or blue-veined, \$3-8	RU 769.9	DE 113.2	RO 97.5	1533.1
	(040500) Butter and other fats and oils derived from milk, \$4-6	RU 237.4	JP 34.3	ID 22.2	490.6
	(040700) Birds eggs, in shell, fresh, preserved or cooked, \$1-5	SG 127.4	HK 103.6	NL 53.5	417.5
	(040310) Yogurt, \$1-4	GB 168.6	RU 32.5	FI 29.2	336.6
Live trees, plants, bulbs, roots, cut flowers etc	(060299) Plants, live (including their roots), nes, \$0-1	DK 156.3	FR 143.7	IE 22.6	408.5
	(060120) Bulbs, tubers, corms etc in growth, chicory plants, \$2-3	US 18.7	CH 15.5	SE 4.3	57.5
	(060491) Foliage, branches, for bouquets, etc. - fresh, \$3-11	US 27.4	NL 11.3	BY 3.3	56.6
Edible vegetables and certain roots and tubers	(070200) Tomatoes, fresh or chilled, \$0-2	RU 102.2	US 61.1	IT 43.4	458.4
	(070490) Edible brassicas nes, fresh or chilled, \$0-2	US 38.9	CA 33.3	DE 25	248.5
	(071080) Vegetables, frozen nes, uncooked steamed or boiled, \$1-3	US 75.1	JP 54.4	GB 23.9	227.5

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	(070690) Beetroot, salsify, celeriac, radishes etc. fresh, chille, \$0-3	DE 8.9	KR 8.2	PL 6.6	52.0
	(071190) Vegetables nes and mixtures provisionally preserved, \$1-4	IT 6.4	BR 3.8	DE 3.3	30.6
Edible fruit, nuts, peel of citrus fruit, melons	(080610) Grapes, fresh, \$1-2	US 947.3	CN 61.2	PH 52.2	1314.5
	(080250) Pistachios, fresh or dried, \$7-19	HK 478.7	TR 95.8	ES 34	835.6
	(081190) Fruits and nuts (uncooked, steamed, boiled) frozen, ne, \$1-4	US 281.9	DE 81.9	CN 28.7	579.6
	(081020) Raspberry, blackberry, mulberry and loganberry, fresh, \$4-12	US 276	GB 57.5	DE 42.4	518.8
	(080290) Nuts edible, fresh or dried, nes, \$4-20	CN 269.3	US 84.8	JP 53.2	496.0
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120100) Soya beans, \$0-2	IN 96	NP 71.6	US 43.4	320.4
	(120799) Oil seeds and oleaginous fruits, nes, \$2-11	RU 25.5	EG 6.8	VN 3.5	68.2
	(120999) Seed, fruits and spores for sowing, nes, \$6-139	NL 4.9	JP 4.6	AU 3.8	35.3
	(120750) Mustard seeds, \$0-3	JP 4.3	DE 4.2	TH 2.6	18.1
	(120810) Soya bean flour or meal, \$0-3	AU 3.7	SE 2.8	CA 1.5	16.9
Lac, gums, resins, vegetable saps and extracts nes	(130239) Mucilages and thickeners nes, \$6-17	CN 53.8	US 23	GB 16.6	202.2
	(130190) Natural gum, resin, gum-resin, balsam, not gum arabic, \$3-29	CN 16.5	SG 5.6	US 3.1	43.9

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	(130232) Mucilages & thickeners, from locust bean, guar seeds, \$3-14	IN 3.8	DE 3.6	GB 3.2	34.4
	(130231) Agar-agar, \$16-57	TH 8.9	IN 2.1	VN 1.6	21.1
Animal,vegetable fats and oils, cleavage products, etc	(151800) Processed animal, vegetable oils, industrial preparations, \$0-4	SG 158.4	GB 88.1	AT 32	384.2
	(151590) Veg fats, oils nes, fractions, not chemically modified, \$0-3	FR 107.3	IN 55.1	GB 25.3	321.2
	(151219) Sunflower or safflower oil, fractions simply refined, \$0-2	BE 34	PT 24.6	AF 23.2	258.6
	(151490) Canola, rape, colza or mustard oil, fractions, refined, \$0-1	US 108.6	DE 20.4	AT 15.9	199.5
	(151790) Edible mix & preparations of animal & veg fat, oil nes, \$1-5	IE 36.4	KZ 26.7	BE 19.6	194.6
Meat, fish and seafood food preparations nes	(160239) Fowl, duck,goose, offal, prepared, preserved not live, \$3-6	JP 140.7	NL 48.3	IE 39.7	480.1
	(160250) Bovine meat, offal nes, not livers, prepared/preserved, \$3-8	GB 47.1	US 21.5	PL 6.7	139.1
Sugars and sugar confectionery	(170111) Raw sugar, cane, \$0-2	EG 218.8	US 43.7	VN 27.3	328.1
	(170290) Sugar nes, invert sugar, caramel and artificial honey, \$1-5	NL 20	SA 8.2	NZ 5.7	74.7
	(170410) Chewing gum containing sugar, except medicinal, \$2-10	AE 14.3	GB 6	UG 4.8	72.1
	(170191) Refined sugar, in solid form, flavoured or coloured, \$1-6	GB 2.4	CA 2.1	JP 1.6	12.9
Cocoa and cocoa preparations	(180620) Chocolate and other food preparations containing cocoa > 2 k, \$2-7	JP 120.9	US 103.2	GB 67.4	550.4
	(180631) Chocolate, cocoa preparations, block, slab, bar, filled, >2k, \$4-12	AE 137.6	GB 89.1	US 30.5	492.9

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	(180632) Chocolate, cocoa prep, block/slab/bar, not filled,>2k, \$4-12	US 43.9	RO 29.3	PL 29.1	359.9
	(180500) Cocoa powder, unsweetened, \$2-6	US 63.9	CN 31.5	NL 16.6	223.3
	(180690) Chocolate/cocoa food preparations nes, \$11-22	ID 31.7	FI 24.7	ES 12.2	120.7
Cereal, flour, starch, milk preparations and products	(190190) Malt extract & limited cocoa pastrycooks products nes, \$1-4	TH 119.8	US 89.3	SN 65.7	668.0
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$4-10	MO 181.1	VN 53.5	MY 32.9	604.8
	(190110) Infant foods of cereals, flour, starch or milk, retail, \$0-4	DE 118.6	NG 100.5	NL 48.3	465.0
	(190530) Sweet biscuits, waffles and wafers, \$5-11	FR 138.5	US 88.8	CN 53.4	387.3
	(190230) Pasta except uncooked or stuffed, \$1-3	CA 33.7	NL 33.4	CN 33	357.0
Vegetable, fruit, nut, etc food preparations	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$0-2	FR 195.9	IE 41.2	DE 21.5	336.9
	(200899) Fruit, edible plants nes otherwise prepared/preserved, \$6-12	CN 93.2	JP 58.1	TH 49.2	241.0
	(200520) Potatoes, prepared or preserved, not frozen/vinegar, \$2-6	NL 30.7	HK 23.5	US 21.1	213.1
	(200919) Orange juice, not fermented, spirited, or frozen, \$0-2	PL 69.2	AT 26.3	SA 15.7	156.8
	(200190) Veg, fruit, nuts nes prepared or preserved by vinegar, \$1-3	US 49.2	DE 32.4	GB 12.9	152.0
Miscellaneous edible preparations	(210610) Protein concentrates and textured protein substances, \$2-13	DE 32.2	CA 30.6	GB 26	227.4
	(210410) Soups and broths and preparations thereof, \$2-6	US 41.3	IT 19.8	NE 17.5	193.6

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	(210320) Tomato ketchup and other tomato sauces, \$0-1	FR 94.3	DE 6.5	PL 5.6	145.1
	(210320) Tomato ketchup and other tomato sauces, \$1-2	NO 12.9	SA 11.4	BW 9.4	125.1
	(210210) Yeasts, active, \$2-17	LK 10.4	US 9.8	UZ 9.4	94.9
Residues, wastes of food industry, animal fodder	(230910) Dog or cat food (retail), \$0-1	GB 167.5	FR 54.4	SE 34.5	480.5
	(230890) Vegetable wastes and residues nes for animal feed, \$0-2	NO 14.4	TH 6.5	CN 6.2	60.1