

Estonia

Basic statistics

Current diversification (number of products)	12,151	Potential new products more complex (percentage)	77
Potential new products	1,542	Export opportunity in more complex products (percentage)	64
Potential new products more complex than the country's average	1,180	Import replacement opportunity in more complex products (percentage)	53

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Machinery & mech appliance etc	16
Organic chemicals	14
Iron and steel	11
Optical, photo, technical, medical, etc apparatus	7
Electrical, electronic equipment	6
Pharmaceutical products	6
Vehicles other than railway, tramway	4
Plastics and articles thereof	4
Inorganic chemicals, precious metal compound, isotopes	3
Articles of iron or steel	3
Sum of others with smaller share	26

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

By countries

Country	Percent
USA	11
China	9
France	7
Germany	5
Singapore	5
Viet Nam	3
Russian Federation	3
Spain	3
Italy	3
India	3
United Kingdom	3
Others	29

By regions

Region	Percent
Asia	39
Western Europe	17
Northern America	13
Southern Europe	9
Eastern Europe	7
Northern Europe	6
South America	4

Potential new sectors for diversification (Agri-business products)

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

Product	Percent
Live animals	38
Milling products, malt, starches, inulin, wheat gluten	11

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Meat and edible meat offal	10
Dairy products, eggs, honey, edible animal products	7
Oil seed, oleaginous fruits, grain, seed, fruit, etc.	6
Animal, vegetable fats and oils, cleavage products, etc	6
Cereals	5
Vegetable, fruit, nut, etc food preparations	4
Edible fruit, nuts, peel of citrus fruit, melons	4
Edible vegetables and certain roots and tubers	3
Coffee, tea, mate and spices	2
Meat, fish and seafood food preparations	1
Vegetable plaiting materials, vegetable products	1
Miscellaneous edible preparations	1
Sum of others with smaller share	1

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

By countries

Country	Percent
Germany	28
USA	8
Spain	8
Poland	6

By regions

Region	Percent
Western Europe	36
Asia	23
Southern Europe	12
Eastern Europe	11

China, Hong Kong SAR	5	Northern America	9
Saudi Arabia	3	Northern Europe	4
Italy	3		
Thailand	3		
France	3		
Others	16		

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
	(281820) Aluminium oxide, except artificial corundum, \$0-7	US 59.4	IN 53.3	IT 35	254.2
	(281830) Aluminium hydroxide, \$0-0	GB 32.8	ES 19.1	FR 8.7	132.4
	(283324) Nickel sulphates, \$3-7	JP 56.7	CA 17.9	MY 7.2	101.8
	(280469) Silicon, <99.99% pure, \$0-1	BH 23.4	AE 17.9	PL 10.9	77.3
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

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	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$1426-4982	GB 147	SG 106.9	US 57.5	400.5
	(294190) Antibiotics nes, in bulk, \$1435-5209	CN 172.5	IT 103	SG 28	382.3
	(290711) Phenol (hydroxybenzene), salts, \$1-17	NL 228.3	PL 14.8	FR 12.4	312.2
Pharmaceutical products	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300190) Heparin, salts, for therapeutic use, \$2199-5337	SG 488.6	FR 95.3	US 54.2	684.6
	(300630) Opacifying preparations, x-ray, diagnostic reagents, \$0-64	US 267.5	FR 105.3	DE 29	522.4
	(300390) Medicaments nes, formulated, in bulk, \$136-318	ES 44.7	AT 38.9	NL 33.2	214.8
	(300660) Contraceptive preps based on hormones or spermicides, \$277-610	GB 45.3	DE 44.5	HU 18.7	191.2
Plastics and articles thereof	(390930) Amino-resins nes, in primary forms, \$0-1	FR 104.2	VN 92.2	TR 65.1	495.5
	(390791) Polyesters nes, unsaturated, in primary forms, \$0-2	FR 51.2	SE 36.9	DE 32.4	230.8
	(392119) Sheet etc, cellular of plastics nes, \$37-52	CN 59.7	HU 46.3	MY 35.7	185.9
	(390910) Urea resins, thiourea resins, in primary forms, \$0-1	FR 122.6	RO 8.9	BY 7.7	160.2

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	(390511) Polyvinyl acetate, in aqueous dispersion, primary for, \$0-1	FR 29.9	DE 24.3	CN 22.1	141.3
Iron and steel	(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
	(722530) Hot rolled alloy-steel, coils width >600mm, nes, \$0-1	TH 597	SE 199.8	BE 58	1011.5
	(720824) Hot rolled iron or non-alloy steel, coil,width >600mm, t <3mm thick, ne, \$0-0	AE 106.3	CL 84.2	HU 80.3	832.3
	(720310) Ferrous products from direct reduction of iron ore, \$0-5	CN 307.1	UZ 76.7	AT 63.8	520.0
	(721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2	FR 186.5	IT 142.9	TR 34.9	447.2
Articles of iron or steel	(730511) Pipe-line submerged arc welded steel diameter >406mm, \$1-2	RS 236.9	BG 208.4	US 165.6	1236.0
	(730459) Alloy steel pipe or tubing, except cold rolled, \$0-2	FR 136.9	VN 52	ID 36.7	302.7
	(730420) Casings, tubing and drill pipe, for oil drilling, \$9-20	SA 22.6	QA 20.7	RU 12.8	112.8
	(732591) Balls, iron or steel, cast, for grinding mills, \$1-4	ZA 26.9	US 15.2	CA 9.6	102.9
	(730610) Pipe (oil/gas line) iron or steel nes, diameter <406m, \$9-21	EG 57.3	SA 19.7	GB 6.9	92.5
Machinery & mech appliance etc	(840733) Engines, spark-ignition reciprocating, 250-1000 cc, \$374-1939	ES 609.7	FR 214.3	TR 105.1	1260.9
	(845710) Machining centres, for working metal, \$38624-140463	FR 210.7	RU 148.3	CA 39.6	671.1

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	(845129) Drying machines, nes, \$336-4747	US 592.2	CA 54.8	CN 2.1	657.5
	(847710) Injection-moulding machines for rubber or plastic, \$90066-209262	US 138.5	HK 60.2	IT 34.5	391.9
	(845811) Horizontal numerically controlled metal work lathes, \$20585-118730	RU 124.9	IN 48.1	PL 46.3	373.6
Electrical, electronic equipment	(852692) Radio remote control apparatus, \$0-11	US 1157	BR 3.5	AR 2.2	1168.6
	(850423) Liquid dielectric transformers > 10,000 KVA, \$2387-392273	FR 66.9	BH 26.9	CI 26.7	442.3
	(850720) Lead-acid electric accumulators except for vehicles, \$181-360	US 177.5	CH 11.9	AU 11.3	247.2
	(854190) Parts of semiconductor devices and similar devices, \$428-613	CN 197.8	FR 3.7	IT .7	204.0
	(850153) AC motors, multi-phase, of an output > 75 kW, \$0-1991	US 91.6	NL 35.2	BE 18.3	199.6
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, \$3226-7897	GB 350.2	TH 36.4	DE 19.5	418.4
	(870600) Motor vehicle chassis fitted with engine, \$71767-175970	CO 104.8	PT 73.6	IL 63.2	398.4
	(870310) Snowmobiles, golf cars, similar vehicles, \$7723-15331	US 198.4	SE 10.8	NO 8.1	248.5
	(870790) Bodies for tractors, buses, trucks etc, \$8466-20689	GB 74	NL 37.3	CO 31.8	208.5

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Optical, photo, technical, medical, etc apparatus	(901390) Parts and accessories of optical appliances nes, \$683-1534	CN 1211.5	KR 44	GB 17.3	1325.9
	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(901320) Lasers, other than laser diodes, \$5888-14524	US 378.7	TH 10	MY 8.9	408.6
	(903039) Ammeters, voltmeters, ohm meters, etc, non-recording, \$0-28	US 350.7	IN 8.8	HK 6.6	376.5
	(903140) Optical instruments and appliances, nes, \$4859-11859	US 117.7	SG 109.1	HK 62.6	358.6

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	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020739) Poultry cuts & offal, except livers, fresh or chilled, \$5-10	KW 5.7	AE 4.4	HK 2	19.1
	(020210) Bovine carcasses and half carcasses, frozen, \$3-8	CN 9.1	NL 3.2	MA 2.8	17.3
	(020731) Fatty livers (geese, ducks) domestic fresh or chilled, \$15-40	BE 3.9	ES 1.2	DE .7	7.3
Dairy products, eggs, honey, edible animal products	(041000) Edible products of animal origin nes, \$5-56	TH 45.9	MO 11	VN 3.6	68.2

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	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$3-5	SG 5.6	ID 4.8	NZ 3.2	34.4
	(040891) Eggs, bird, not in shell, dried, \$4-6	DK 4.4	AU 3.7	ID 2.3	22.2
Edible vegetables and certain roots and tubers	(070920) Asparagus, fresh or chilled, \$3-8	CH 10	NO 5.8	CA 4.2	48.3
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
	(080250) Pistachios, fresh or dried, \$19-36	FR 12	EG 6.7	DE 6.6	28.0
Coffee, tea, mate and spices	(091020) Saffron, \$14-796	HK 28.9	FR 3.7	PT 1.7	39.3
Cereals	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4
Milling products, malt, starches, inulin, wheat gluten	(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
	(110412) Oats, rolled or flaked grains, \$2-4	HK 16.2	SA 11.6	US 1.8	34.3
	(110813) Potato starch, \$2-3	RO .3	CH .3	ES .2	1.9
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120911) Seed, sugar beet, for sowing, \$12-60	IT 8.8	PL 5.5	EG 3.1	21.3
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
	(121291) Sugar beet, \$0-3	LV 1.5	HU 1.3	SI .9	4.4

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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	(151790) Edible mix & preparations of animal & veg fat, oil ne, \$15-56	KR 28.8	UA 4.9	FR 3.4	45.9
	(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
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-0	LT 3.4	ES 3.2	CH 2.4	13.8
Meat, fish and seafood food preparations nes	(160242) Swine shoulders & cuts thereof, prepared or preserved, \$3-7	CA 3.4	NO 2	BE 1.3	10.7
	(160220) Livers of any animal prepared or preserved, \$0-3	UA .6	DE .3	SK .2	3.0
Vegetable, fruit, nut, etc food preparations	(200870) Peaches, otherwise prepared or preserved, \$0-1	FR 13.7	UY 4.9	AU 2.9	33.1
	(200310) Mushrooms, prepared or preserved, not in vinegar, \$7-16	US 8.7	DE 7.7	ES 3.2	32.8
	(200791) Citrus based jams jellies marmalade, etc., \$5-10	FR 2	PL .6	GB .3	4.1
Miscellaneous edible preparations	(210330) Mustard flour or meal and prepared mustard, \$4-7	US 2.9	JP 1.3	GR .7	8.2
	(210220) Yeasts, inactive, dead unicellular organisms nes, \$53-170	DE 4.3	CO .8	KR .6	7.8
	(210210) Yeasts, active, \$513-1336	FI .8	PL 0	RS 0	1.0